



List of Variables

EBDC Business Innovation Panel

Data: 1982 - 2013

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LMU-ifo Economics & Business Data Center (EBDC)

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1. Identification variables

No.	Name	Label	German description
1.1)	fedstaifo	federal state (ifo-code)	Bundesland gemäß dem ifo-code
1.2)	company_id	company identifier	Firmennummer
1.3)	questionnaire_id	questionnaire identifier per company	Fragebogennummer
1.4)	sector_id	sector identifier per questionnaire	Sektornummer
1.5)	year	year	Jahr
1.6)	month	month	Monat
1.7)	weight	weight	Gewichtung
1.8)	survey	survey name	Umfrage
1.9)	month_counter	number of months reported with ifo	Anzahl der Berichtsmonate im Jahr
1.10)	vg_sypro	sypro two digits	Sypronummer (aus dem Ifo-Datensatz)
1.11)	wz03_main_code_company	wz03_main_code_company	Nationaler Industrie-Code Haupttätigkeit (WZ 03 Klassifikation (Amadeus/Hoppenstedt))
1.12)	wz03_main_description_company	wz03_main_description_company	Beschreibung der Haupttätigkeit des Unternehmens WZ 03 (Amadeus/Hoppenstedt)
1.13)	wz03_sec_code_company	wz03_sec_code_company	Nationaler Industrie-Code Nebentätigkeit (WZ 03 Klassifikation (Amadeus))
1.14)	wz03_sec_description_company	wz03_sec_description_company	Beschreibung der Nebentätigkeit des Unternehmens WZ 03 (Amadeus)
1.15)	wz08_main_code_company	wz08_main_code_company	Nationaler Industrie-Code Haupttätigkeit (WZ 08 Klassifikation (Amadeus))
1.16)	wz08_main_description_company	wz08_main_description_company	Beschreibung der Haupttätigkeit des Unternehmens WZ 08 (Amadeus)
1.17)	wz08_sec_code_company	wz08_sec_code_company	Nationaler Industrie-Code Nebentätigkeit (WZ 08 Klassifikation (Amadeus))
1.18)	wz08_sec_description_company	wz08_sec_description_company	Beschreibung der Nebentätigkeit des Unternehmens WZ 08 (Amadeus)
1.19)	date_of_incorporation	incorporation date of company	Tag/Jahr oder Datum der Unternehmensgründung (Amadeus/Hoppenstedt)
1.20)	legal_form	legal form of company	Rechtsform des Unternehmens (Amadeus/Hoppenstedt)
1.21)	publicly_quoted	listing on stock exchange- yes/no	Börsennotierung - ja/ nein (Amadeus)
1.22)	reporting_basis	type of reported account	Art der Bilanz (Amadeus/Hoppenstedt)
1.23)	type_income_statement	type of income statement	Ursprüngliches GuV-Verfahren (Gesamt- / Umsatzkosten (Hoppenstedt))
1.24)	account_date	end date of account	Bilanzabschlussdatum (Amadeus/Hoppenstedt)
1.25)	number_of_months	number of months balance sheet refers to	Anzahl der Monate auf die sich die Bilanz bezieht (Amadeus/Hoppenstedt)
1.26)	short_business_year	balance sheet data for less than 12 months	Bilanzdaten beziehen sich auf Zeitraum kürzer als 12 Monate (Amadeus/Hoppenstedt)
1.27)	number_rec_shareholders	number of recorded shareholders	Anzahl der erfassten Anteilseigner (Amadeus)
1.28)	number_rec_subsidiaries	number of recorded subsidiaries	Anzahl der erfassten Tochterfirmen (Amadeus)
1.29)	account_currency	currency of account	Bilanzwährung (Amadeus/Hoppenstedt)
1.30)	employees_account_date	number of employees at account date	Anzahl der Beschäftigten zum Bilanzstichtag (Amadeus)
1.31)	database	(A)madeus/ (H)oppenstedt	Ursprüngliche Bilanzdatenbank/ Datenquelle
1.32)	gk	size range	Beschäftigungsgrößenklasse
1.33)	land	federal state (ifo code)	Bundesland entsprechend ifo-Codierung
1.34)	nace	industry sector, NACE code (wz93)	Branchenerkennung nach Nace Codierung (W293)
1.35)	westost	western / eastern	Unterscheidet zwischen West- and Easterhebung
1.36)	prodnum	prodnum	

2. Balance-sheet and income statement variables

No.	Name	Label	German description
2.1)	fixed_assets	fixed assets	Anlagevermögen
2.1.1)	intangible_assets	intangible assets	Immaterielle Vermögenswerte
2.1.2)	tangible_assets	tangible assets	Materielle Vermögenswerte
2.1.2.1)	land_buildings	tangible assets: land and buildings	Materielle Vermögenswerte: davon Grundstücke und Gebäude
2.1.2.2)	plant_machinery	tangible assets: plant and machinery	Materielle Vermögenswerte: davon Anlagen und Maschinen
2.1.3)	financial_assets	financial assets	Geldvermögen
2.2)	current_assets	current assets	Betriebsvermögen (einschließlich Rechnungsabgrenzungsposten (aktiva))
2.2.1)	inventories	inventories	Bestände
2.2.1.1)	raw_materials_and_supplies	inventories: raw materials and supplies	Bestände: Rohstoffe und Betriebsstoffe
2.2.2)	accounts_receivable	accounts receivable and other assets	Forderungen uns sonstige Vermögensgegenstände
2.2.2.1)	trade_accounts_receivable	trade accounts receivable	Forderungen aus Lieferungen
2.2.2.2)	receivables_fr_affil_assoc	receivables from affiliates and associates	Forderungen von Tochtergesellschaften und angebotenen Unternehmen
2.2.3)	cash_cash_equivalent	cash & cash equivalents	Liquide Mittel (Bankguthaben etc.)
2.3)	accrued_income	accrued income	Rechnungsabgrenzungsposten (aktiva)
2.4)	total_assets	total assets	Bilanzsumme
2.5)	total_equity	total equity/ shareholders' funds	Eigenkapital (einschließlich Sonderposten oder Vorteilen)
2.5.1)	subscribed_capital	shareholders' funds - capital	Aktionären zurechenbare Fonds - Kapital
2.6)	other_shareholders_funds	shareholders' funds other than	Rest von 2.5.) - 2.5.1.)
2.7)	reserves	shareholders' funds - reserves	Aktionären zurechenbare Fonds - Reserven (Kapital, Gewinnrücklagen, etc.)
2.8)	special_items_benefits	special items or benefits	Sonderposten oder Vorteile
2.9)	total_liabi	total	Gesamtverbindlichkeiten (einschließlich Rechnungsabgrenzungsposten(passiva))
2.9.1)	total_provisions	provisions in total	Rückstellungen gesamt
2.9.1.1)	pension_provisions	provisions for pensions	Rückstellungen für Renten
2.9.2)	total_debt	debt in total	Gesamtschulden
2.9.2.1)	short_term_debt	debt - thereof short term	Schulden - davon kurzfristig (einschließlich Rechnungsabgrenzungsposten)
2.9.2.2)	long_term_debt	debt - thereof long term	Schulden - davon langfristig
2.9.2.3)	trade_accounts_payable	trade accounts payable	zahlbare Forderungen
2.9.2.4)	bank_debt	debt to financial institutions	Schulden gegenüber Kreditinstituten
2.10)	deferred_income	deferred income	Rechnungsabgrenzungsposten (passiva)
2.11)	working_capital	working capital	Working capital
2.12)	net_current_assets	net current assets	Netto-Umlaufvermögen
2.13)	operating_revenue	operating revenue	Betriebserlöse (Umsatz abzüglich Veränderungen der Bestände, intern produzierte und kapitalisierte
2.14)	sales	sales	Umsätze
2.15)	cost_of_materials	cost of materials	Materialkosten
2.16)	staff_expenses	staff expenses	Personalaufwand
2.17)	depreciation	depreciation	Abschreibungen
2.18)	cost_of_goods_sold	cost of goods sold	Kosten der verkauften Waren
2.19)	gross_profit_loss	gross profit/loss	Bruttogewinn/-verlust (nach Gesamtkosten / Umsatzkostenverfahren)
2.20)	other_operating_expenses	other operating expenses	Sonstige betriebliche Aufwendungen
2.21)	financial_profit_loss	financial profit/loss	Finanzieller Gewinn/Verlust
2.21.1)	income_from_participations	income from participations	Erträge aus Beteiligungen
2.21.2)	interest_income	interest income	Zinsertrag
2.21.2.1)	interest_revenue	interest revenue	Zinsen und ähnliche Erträge
2.21.2.2)	interest_expenses	interest expenses	Zinsen und ähnliche Aufwendungen
2.22)	operating_profit	operating profit/ profit before tax	Betriebsgewinn/ Gewinn vor Steuern
2.23)	extraordinary_income	extraordinary income	Außergewöhnliche Erträge
2.24)	taxes	taxation	Besteuerung
2.24.1)	taxes_on_income	taxes on income	Steuern auf Einkommen
2.25)	profit_loss_for_period	profit/ loss for period	Gewinn / Verlust im Zeitraum
2.26)	accumulated_net_profit_loss	accumulated net profit/ loss	Akkumulierter Gewinn / Verlust
2.27)	dividend_payout	dividends paid out	Ausgezahlte Dividenden
2.28)	cash_flow	cash flow	Cash Flow nach folgender Definition: Gewinn / Verlust im Zeitraum + Abschreibungen

3. Variables of Ifo Business Survey

3.1 Variables referring to the past

No.	Name	Label	German description
3.1.1)	vg_demand	situation of demand	Nachfragesituation im vorangegangenen Monat
3.1.2)	vg_ordvpm	orders versus previous month	Auftragsbestand im vorangegangenen Monat
3.1.3)	vg_provpvm	production versus previous month	Produktionstätigkeit im vorangegangenen Monat
3.1.4)	vg_pricevpm	domestic prices of sale versus previous month	Inlandsverkaufspreise im vorangegangenen Monat

3.2 Variables referring to present state

No.	Name	Label	German description
3.2.1)	vg_statebus	state of business (appraisal)	Beurteilung der Geschäftslage
3.2.2)	vg_orders	orders (appraisal)	Beurteilung des Auftragsbestandes
3.2.3)	vg_ranord	range of orders in months	Auftragsbestände in Monaten
3.2.4)	vg_stin	stock of inventories	Beurteilung des Bestand an Fertigwaren
3.2.5)	vg_uticappc	capacity utilization in %	Auslastung der Anlagen in %
3.2.6)	vg_uticappc2	capacity utilization in % (end of prev. month)	Kapazitätsauslastung in %
3.2.7)	vg_constrain	constraints to production	Behinderung der Produktionstätigkeit (ja / nein)
3.2.8)	vg_mplack	lack of manpower	Arbeitskräftemangel
3.2.9)	vg_diffin	difficulties of financing	Produktionsbehinderung durch Finanzierungsgenpässe
3.2.10)	vg_ordlack	lack of orders	Auftragsmangel
3.2.11)	vg_techcap	technical capacity	Technische Kapazität
3.2.12)	vg_weather	weather conditions	Produktionsbehinderung durch Wetterlage
3.2.13)	vg_othrea	other reasons	Sonstige Faktoren / Andere Ursachen
3.2.14)	vg_matlack	lack of material	Materialknappheit
3.2.15)	vg_emppro2	employees in production	Produktionsbeschäftigte für XY
3.2.16)	vg_credit	credit allocation	Kreditvergabe

3.3 Variables referring to future state

No.	Name	Label	German description
3.3.1)	vg_comexp	expected comercial operations	Erwartete Geschäftslage
3.3.2)	vg_proexp	expected production	Erwartete Inländische Produktionstätigkeit
3.3.3)	vg_priceexp	expected domestic prices	Erwartete inländische Verkaufspreise
3.3.4)	vg_empl	employees 12 months	Erwartete Beschäftigtenanzahl
3.3.5)	vg_emplexp	expected lfo employees	Erwartete Entwicklung der Gesamtbeschäftigtenzahl durch Produktionsbehinderung durch Finanzierungsgenpässe

3.4 Special questions

No.	Name	Label	German description
3.4.1)	vg_bastlack	lack of back staff	Mangel an Hilfskräften
3.4.2)	vg_comexp_sl	expected commercial (VAS)	Erwartete Geschäftslage (VAS)
3.4.3)	vg_comppos1	national competitive position	Wettbewerbsposition Inland
3.4.4)	vg_comppos2	EU competitive position	Wettbewerbsposition innerhalb der EU
3.4.5)	vg_comppos3	competitive position abroad	Wettbewerbsposition außerhalb der EU
3.4.6)	vg_csal_lq	percentage change of sales in field xy - last quarter	Umsatzveränderung im letzten Quartal in Bereich XY
3.4.7)	vg_csal_lq_v	values: percentage change of sales in field xy - last quarter	Wertangaben: Umsatzveränderung im letzten Quartal in Bereich XY
3.4.8)	vg_csal_nqac	average case//percentage change of sales in field xy - next quarter	Umsatzveränderung im nächsten Quartal in Bereich XY (average case)
3.4.9)	vg_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)
3.4.10)	vg_csal_nqbc	best case//percentage change of sales in field xy - next quarter	Umsatzveränderung im nächsten Quartal in Bereich XY (best case)
3.4.11)	vg_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)
3.4.12)	vg_csal_nqwc	worst case//percentage change of sales in field xy - next quarter	Umsatzveränderung im nächsten Quartal in Bereich XY (worst case)
3.4.13)	vg_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)
3.4.14)	vg_diffsup1	difficulties of supply	Versorgungsschwierigkeiten
3.4.15)	vg_diffsup2	difficulties of supply	Versorgungsschwierigkeiten
3.4.16)	vg_einf_inno	expected influence of climate change on innovations	Erwartete Auswirkungen des Klimawandels auf den Bereich Innovation
3.4.17)	vg_einf_log	expected influence of climate change on personnel	Erwartete Auswirkungen des Klimawandels auf den Bereich Logistik
3.4.18)	vg_einf_pers	expected influence of climate change on logistics	Erwartete Auswirkungen des Klimawandels auf den Bereich Personal
3.4.19)	vg_einf_prod	expected influence of climate change on production	Erwartete Auswirkungen des Klimawandels auf den Bereich Produktion
3.4.20)	vg_einf_pur	expected influence of climate change on purchases	Erwartete Auswirkungen des Klimawandels auf den Bereich Einkauf
3.4.21)	vg_einf_sal	expected influence of climate change on sales	Erwartete Auswirkungen des Klimawandels auf den Bereich Absatz
3.4.22)	vg_einf_wast	expected influence of climate change on waste management	Erwartete Auswirkungen des Klimawandels auf den Bereich Entsorgung
3.4.23)	vg_empldec	decrease of employees in %	Abnahme der Beschäftigten in % für die Produktion von XY
3.4.24)	vg_emplinc	increase of employees in %	Zunahme der Beschäftigten in % für die Produktion von XY
3.4.25)	vg_emppro	employees	Im Unternehmen beschäftigte Personen
3.4.26)	vg_expexp	expected export trade	Erwarteter Exporthandel
3.4.27)	vg_fairxh	exhibitor at an international specialized fair	Aussteller auf einer internationalen Fachmesse
3.4.28)	vg_fairxh_e	exhibitor at an international specialized fair in a foreign European country	Aussteller auf einer internationalen Fachmesse im europäischen Ausland
3.4.29)	vg_fairxh_g	exhibitor at an international specialized fair in Germany	Aussteller auf einer internationalen Fachmesse in Deutschland
3.4.30)	vg_fairxh_ne	exhibitor at an international specialized fair in a country outside Europe	Aussteller auf einer internationalen Fachmesse im außereuropäischen Ausland
3.4.31)	vg_fairxhep	exhibitor at an international specialized fair during next 2-3 years	Aussteller auf einer internationalen Fachmesse in den nächsten 2-3 Jahren
3.4.32)	vg_fairxhep_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
3.4.33)	vg_fairxhep_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
3.4.34)	vg_fairxhep_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
3.4.35)	vg_fambus	family business	Familienunternehmen
3.4.36)	vg_fest	feedstock	Rohstoff- und Vormaterialbestände
3.4.37)	vg_festwe	feedstock in weeks	Rohstoff- und Vormaterialbestände in Wochen
3.4.38)	vg_fincohi	high costs of financing	Hohe Finanzierungskosten
3.4.39)	vg_fincolow	low costs of financing	Niedrige Finanzierungskosten
3.4.40)	vg_flight_eur	importance of flight connections in Europe	Bedeutung von Flugverbindungen zu Zielen in Europa
3.4.41)	vg_flight_ger	importance of flight connections in Germany	Bedeutung von Flugverbindungen zu Zielen in Deutschland
3.4.42)	vg_flight_world	importance of flight connections worldwide	Bedeutung von Flugverbindungen zu Zielen weltweit
3.4.43)	vg_foreord	foreign orders (appraisal)	Bestand an Auslandsaufträgen

3.4.44)	vg_hcount	headcount	Entwicklung des Personalbestands
3.4.45)	vg_inf_cold	influence of cold waves on value added	Auswirkung von Kälteperioden (inkl. Eis & Schnee) auf die Wertschöpfung
3.4.46)	vg_inf_drou	influence of drought on value added	Auswirkung von Trockenheit auf die Wertschöpfung
3.4.47)	vg_inf_heat	influence of heatwaves on value added	Auswirkung von Hitzewellen auf die Wertschöpfung
3.4.48)	vg_inf_rain	influence of heavy rainfall on value added	Auswirkung von Starkniederschlag auf die Wertschöpfung
3.4.49)	vg_inf_storm	influence of storms on value added	Auswirkung von Stürmen auf die Wertschöpfung
3.4.50)	vg_j1	Japan crisis q1	Japankrise Frage1
3.4.51)	vg_j2	Japan crisis q2	Japankrise Frage2
3.4.52)	vg_j3	Japan crisis q3	Japankrise Frage3
3.4.53)	vg_j4	Japan crisis q4	Japankrise Frage4
3.4.54)	vg_j5	Japan crisis q5	Japankrise Frage5
3.4.55)	vg_j6	Japan crisis q6	Japankrise Frage6
3.4.56)	vg_latecomer	latecomer	Nachzügler
3.4.57)	vg_loss_cat	return on sales: loss (category)	Jahresverlust (Kategorie)
3.4.58)	vg_minim1	minimum wage q1	Mindestlohn Frage 1
3.4.59)	vg_minim2	minimum wage q2	Mindestlohn Frage 2
3.4.60)	vg_minim3	minimum wage q3	Mindestlohn Frage 3
3.4.61)	vg_minim4	minimum wage q4	Mindestlohn Frage 4
3.4.62)	vg_minim5	minimum wage q5	Mindestlohn Frage 5
3.4.63)	vg_minim6	minimum wage q6	Mindestlohn Frage 6
3.4.64)	vg_minim7	minimum wage q6	Mindestlohn Frage 7
3.4.65)	vg_minim8	minimum wage q7	Mindestlohn Frage 8
3.4.66)	vg_ovtime	overtime	Überstunden
3.4.67)	vg_ovtimemo	overtime more than customary	Mehr Überstunden als betriebsüblich
3.4.68)	vg_pricedec	price decrease	Preisrückgänge
3.4.69)	vg_priceinc	increase in price	Preiserhöhung
3.4.70)	vg_proenl	enlargement of production	Produktionserweiterung
3.4.71)	vg_proexpen	product too expensive	Produkte zu teuer
3.4.72)	vg_prof	profit situation	Ertragsituation derzeit
3.4.73)	vg_profch	change of profit situation	Ertragsituation gegenüber dem Vorquartal
3.4.74)	vg_propro	program of products	Produktprogramm
3.4.75)	vg_proqual	quality of products	Produktqualität
3.4.76)	vg_prored	reduction of production	Produktionsabschwächung
3.4.77)	vg_psaldec	probability of sales decrease - next quarter	Wahrscheinlichkeit eines sinkenden Umsatzes im nächsten Quartal
3.4.78)	vg_psaldec_max	upper bound: probability of sales decrease - next quarter	Angegebene Obergrenze: Wahrscheinlichkeit eines sinkenden Umsatzes im nächsten Quartal
3.4.79)	vg_psaldec_min	lower bound: probability of sales decrease - next quarter	Angegebene Untergrenze: Wahrscheinlichkeit eines sinkenden Umsatzes im nächsten Quartal
3.4.80)	vg_psaldec_sv	single value: probability of sales decrease - next quarter	Einzelwert: Wahrscheinlichkeit eines sinkenden Umsatzes im nächsten Quartal
3.4.81)	vg_psalinc	probability of sales increase - next quarter	Wahrscheinlichkeit eines steigenden Umsatzes im nächsten Quartal
3.4.82)	vg_psalinc_max	upper bound: probability of sales increase - next quarter	Angegebene Obergrenze: Wahrscheinlichkeit eines steigenden Umsatzes im nächsten Quartal
3.4.83)	vg_psalinc_min	lower bound: probability of sales increase - next quarter	Angegebene Untergrenze: Wahrscheinlichkeit eines steigenden Umsatzes im nächsten Quartal
3.4.84)	vg_psalinc_sv	single value: probability of sales increase - next quarter	Einzelwert: Wahrscheinlichkeit eines steigenden Umsatzes im nächsten Quartal
3.4.85)	vg_psalstead	probability of steady sales - next quarter	Wahrscheinlichkeit eines gleichbleibenden Umsatzes im nächsten Quartal
3.4.86)	vg_psalstead_max	upper bound: probability of steady sales - next quarter	Angegebene Obergrenze: Wahrscheinlichkeit eines gleichbleibenden Umsatzes im nächsten Quartal
3.4.87)	vg_psalstead_min	lower bound: probability of steady sales - next quarter	Angegebene Untergrenze: Wahrscheinlichkeit eines gleichbleibenden Umsatzes im nächsten Quartal
3.4.88)	vg_psalstead_sv	single value: probability of steady sales - next quarter	Einzelwert: Wahrscheinlichkeit eines gleichbleibenden Umsatzes im nächsten Quartal
3.4.89)	vg_ranord2	range of orders in months (end of prev. month)	Reichweite der Auftragsbestände in Monaten
3.4.90)	vg_ros_loss	return on sales: loss	Jahresverlust
3.4.91)	vg_ros_surp	return on sales: surplus	Jahresüberschuss
3.4.92)	vg_russia1	Russia/Ukraine conflict q1	Russland/Ukraine-Konflikt Frage 1
3.4.93)	vg_russia2	Russia/Ukraine conflict q2	Russland/Ukraine-Konflikt Frage 2
3.4.94)	vg_russia3	Russia/Ukraine conflict q3	Russland/Ukraine-Konflikt Frage 3
3.4.95)	vg_russia4	Russia/Ukraine conflict q4	Russland/Ukraine-Konflikt Frage 4
3.4.96)	vg_russia5	Russia/Ukraine conflict q5	Russland/Ukraine-Konflikt Frage 5
3.4.97)	vg_russia6	Russia/Ukraine conflict q6	Russland/Ukraine-Konflikt Frage 6
3.4.98)	vg_russia7	Russia/Ukraine conflict q7	Russland/Ukraine-Konflikt Frage 7
3.4.99)	vg_russia8	Russia/Ukraine conflict q8	Russland/Ukraine-Konflikt Frage 8
3.4.100)	vg_salesexp	sales expectancy	Erwarteter Umsatz
3.4.101)	vg_skellack	lack of skilled employees	Mangel an Fachkräften
3.4.102)	vg_statebus_sl	state of business (VAS)	Beurteilung der Geschäftslage (VAS)
3.4.103)	vg_stinwe	stock of inventories in weeks	Fertigwarenbestände in Wochen
3.4.104)	vg_strength	strengthening	Verstärkte Produktion
3.4.105)	vg_stwork	short-time work	Kurzarbeit
3.4.106)	vg_stworkexp	expected short-time work	Erwartete Kurzarbeit
3.4.107)	vg_surp_cat	return on sales: surplus (category)	Jahresüberschuss (Kategorie)
3.4.108)	vg_uticapap	capacity utilization (appraisal)	Beurteilung der technischen Kapazität
3.4.109)	vg_weaken	weakening	Abschwächung
3.4.110)	vg_weight	weight	Gewichtung

4. Variables of Ifo Innovation survey

4.1 General information

No.	Name	Label	
4.1.1)	waehr	currency DM - EUR	Währung DM - EUR
4.1.2)	umsatz	total revenue in above-mentioned product line	Umsatz im o.g. Erzeugnisbereich
4.1.3)	beszn	percentage increase in number of employees last 5 years	Zunahme des Beschäftigungsstandes letzte 5 Jahre in %
4.1.4)	umszn	percentage increase in total revenue last 5 years	Zunahme des Umsatzes letzte 5 Jahre in %
4.1.5)	beskv	unchanged number of employees last 5 years	no change des Beschäftigungsstandes letzte 5 Jahre
4.1.6)	umskv	unchanged total revenue last 5 years	no change des Umsatzes letzte 5 Jahre
4.1.7)	besan	percentage decrease in number of employees last 5 years	Abnahme des Beschäftigungsstandes letzte 5 Jahre in %
4.1.8)	umsan	percentage decrease in total revenue last 5 years	Abnahme des Umsatzes letzte 5 Jahre in %
4.1.9)	exp1	share of exports w.r.t. product line	Anteil der Exporte bzgl. o.g. Erzeugnisbereich
4.1.10)	exp2	share of exports w.r.t. whole company	Anteil der Exporte bzgl. des gesamten Unternehmens
4.1.11)	noexp	no exports	Keine Exporte
4.1.12)	beschft	number of employees w.r.t. product line	Anzahl der Beschäftigten bzgl. Erzeugnisbereich
4.1.13)	bs_fue	number of employees in R&D	Anzahl der Beschäftigten in R&D
4.1.14)	bs_dokt	share of employees with doctor's degree (product line)	Anteil Beschäftigte mit Dokortitel
4.1.15)	bs_dokt_fue	share of employees in R&D with doctor's degree	Anteil Beschäftigte in R&D mit Dokortitel
4.1.16)	bs_fttechn	share of employees with university degree, technical	Anteil Beschäftigte mit Hochschulabschluss, technisch
4.1.17)	bs_fttechn_fue	share of employees in R&D with university degree, technical	Anteil Beschäftigte in R&D mit Hochschulabschluss, technisch
4.1.18)	bs_fhgeist	share of employees with university degree, social science	Anteil Beschäftigte mit Hochschulabschluss, geisteswissenschaftl.
4.1.19)	bs_fhgeist_fue	share of employees in R&D with university degree, social science	Anteil Beschäftigte in R&D mit Hochschulabschluss, geisteswissenschaftl.

4.1.20)	bs_ausgeb	share of employees with professional education	Anteil Beschäftigte mit Berufsausbildung
4.1.21)	bs_ausgeb_fue	share of employees in R&D with professional education	Anteil Beschäftigte in R&D mit Berufsausbildung
4.1.22)	bs_azubi	share of apprentices w.r.t. product line	Anteil Azubis im o.g. Erzeugnisbereich
4.1.23)	bs_azubi_fue	share of apprentices in R&D	Anteil Azubis im R&D-Bereich
4.1.24)	bs_unqual	share of unskilled workers w.r.t. product line	Anteil Beschäftigte ohne abgeschlossene Berufsausbildung im o.g. Erzeugnisbereich
4.1.25)	bs_unqual_fue	share of unskilled workers in R&D	Anteil Beschäftigte ohne abgeschlossene Berufsausbildung in R&D
4.1.26)	antwpers1	main respondent of questionnaire: leading position in R&D	Hauptauskunftsperson für Fragebogen: Leitende Position R&D
4.1.27)	antwpers2	main respondent of questionnaire: leading position in controlling	Hauptauskunftsperson für Fragebogen: Leitende Position Controlling
4.1.28)	antwpers3	main respondent of questionnaire: leading posit. in human resource management	Hauptauskunftsperson für Fragebogen: Leitende Position Personalwesen
4.1.29)	antwpers4	main respondent of questionnaire: management	Hauptauskunftsperson für Fragebogen: Management
4.1.30)	antwpers5	main respondent of questionnaire: employee in R&D	Hauptauskunftsperson für Fragebogen: Mitarbeiter R&D
4.1.31)	antwpers6	main respondent of questionnaire: employee in controlling	Hauptauskunftsperson für Fragebogen: Mitarbeiter Controlling
4.1.32)	antwpers7	main respondent of questionnaire: employee in human resource management	Hauptauskunftsperson für Fragebogen: Mitarbeiter Personalwesen
4.1.33)	antwpers8	main respondent of questionnaire: other position	Hauptauskunftsperson für Fragebogen: sonstige Position
4.1.34)	emppro	number of employees (from KT)	Im Unternehmen beschäftigte Personen (aus KT übertragen)
4.1.35)	emppro2	number of employees in production (from KT)	Produktionsbeschäftigte für XY (aus KT übertragen)
4.1.36)	degrac	share of employees with academic degree	Anteil der Beschäftigten mit Hochschulabschluss
4.1.37)	aku1	characterisation of company: independent	Our company is: selbstständig
4.1.38)	aku2	characterisation of company: part of a group	Our company is: part of a company group
4.1.39)	aku3	characterisation of company: parent company	Unser Unternehmens ist: Mutterunternehmen
4.1.40)	aku4	characterisation of company: subsidiary	Unser Unternehmens ist: Tochterunternehmen
4.1.41)	aku5	characterisation of company: affiliated	Unser Unternehmens ist: Schwesterunternehmen

4.2 Innovation activities in the year under review

4.2.1 No innovation activities

No.	Name	Label
4.2.1.1)	no_inno1	no innovations, because not necessary
4.2.1.2)	no_inno2	no innovations, due to obstacles

4.2.2 Product innovations

No.	Name	Label
4.2.2.1)	pdin1	product innovations introduced
4.2.2.2)	pdin1a1	product innovations introduced (retaining production technology)
4.2.2.3)	pdin1a2	number of introduced product innovations (retaining production technology)
4.2.2.4)	pdin1b1	product innovations introduced (altering production technology)
4.2.2.5)	pdin1b2	number of introduced product innovations (altering production technology)
4.2.2.6)	pdin2	product innovations started
4.2.2.7)	pdin2a	product innovations started (retaining production technology)
4.2.2.8)	pdin2b	product innovations started (altering production technology)
4.2.2.9)	pdin3	product innovations cancelled
4.2.2.10)	pdin3a	product innovations cancelled (retaining production technology)
4.2.2.11)	pdin3b	product innovations cancelled (altering production technology)
4.2.2.12)	pdin4e	ext. research required for product innovations
4.2.2.13)	pdin4ea	ext. research required for product innovations (retaining prod. technology)
4.2.2.14)	pdin4eb	ext. research required for product innovations (altering prod. technology)
4.2.2.15)	pdin4i	int. research required for product innovations
4.2.2.16)	pdin4ia	int. research required for product innovations (retaining prod. technology)
4.2.2.17)	pdin4ib	int. research required for product innovations (altering prod. technology)
4.2.2.18)	pdin5e	ext. experimental dev. required for product innovations
4.2.2.19)	pdin5ea	ext. experimental dev. required for product inno. (retaining prod. technology)
4.2.2.20)	pdin5eb	ext. experimental dev. required for product inno. (altering prod. technology)
4.2.2.21)	pdin5i	int. experimental dev. required for product innovations
4.2.2.22)	pdin5ia	int. experimental dev. required for product innovations (retaining prod. tech.)
4.2.2.23)	pdin5ib	int. experimental dev. required for product inno. (altering prod. technology)
4.2.2.24)	pdin6e	ext. construction required for product innovation
4.2.2.25)	pdin6ea	ext. construction required for product innovations (retaining prod. technology)
4.2.2.26)	pdin6eb	ext. construction required for product innovations (altering produ. technology)
4.2.2.27)	pdin6i	int. construction required for innovations
4.2.2.28)	pdin6ia	int. construction required for product innovations (retaining prod. technology)
4.2.2.29)	pdin6ib	int. construction required for product innovations (altering prod. technology)
4.2.2.30)	pdin7e	ext. product design required for product inno.
4.2.2.31)	pdin7ea	ext. product design required for product inno. (retaining prod. technology)
4.2.2.32)	pdin7eb	ext. product design required for product inno. (altering prod. technology)

4.2.2.33)	pdin7i	int. product design required for product inno.	Eingeführte Innovationen erforderten internes Produktdesign
4.2.2.34)	pdin7ia	int. product design required for product inno. (retaining prod. technology)	Eingeführte Innovationen erforderten int. Produktdesign - unter Beibehaltung der Produktionstechnik
4.2.2.35)	pdin7ib	int. product design required for product inno. (altering prod. technology)	Eingeführte Innovationen erforderten int. Produktdesign - unter Änderung der Produktionstechnik
4.2.2.36)	pdin6_7ea	ext. construction & design required for product inno. (retaining prod. tech.)	Eingeführte Innovationen erforderten ext. Produktdesign & Konstruktion - unter Beibehaltung der Produktionstechnik
4.2.2.37)	pdin6_7eb	ext. construction & design required for product innovations (altering production technology)	Eingeführte Innovationen erforderten ext. Produktdesign & Konstruktion - unter Änderung der Produktionstechnik
4.2.2.38)	pdin6_7ia	int. construction & design required for product inno. (retaining prod. tech.)	Eingeführte Innovationen erforderten int. Produktdesign & Konstruktion - unter Beibehaltung der Produktionstechnik
4.2.2.39)	pdin6_7ib	int. construction & design required for product inno. (altering prod. tech.)	Eingeführte Innovationen erforderten int. Produktdesign & Konstruktion - unter Änderung der Produktionstechnik
4.2.2.40)	pdin8	licence obtained for product innovations	Lizenznahme erfolgt bei Innovationsprojekten
4.2.2.41)	pdin8a	licence obtained for product innovations (retaining prod. technology)	Lizenznahme erfolgt bei Innovationsprojekten - unter Beibehaltung der Produktionstechnik
4.2.2.42)	pdin8b	licence obtained for product innovations (altering prod. technology)	Lizenznahme erfolgt bei Innovationsprojekten - unter Änderung der Produktionstechnik
4.2.2.43)	pdin9	patent applications during product innovations	Anmeldung eigener Patente erfolgt bei Innovationsprojekten
4.2.2.44)	pdin9a	patent applications during product innovations (retaining prod. technology)	Anmeldung eigener Patente erfolgt bei Innovationsprojekten - unter Beibehaltung der Produktionstechnik
4.2.2.45)	pdin9b	patent applications during product innovations (altering prod. technology)	Anmeldung eigener Patente erfolgt bei Innovationsprojekten - unter Änderung der Produktionstechnik
4.2.2.46)	pdin10	registering of designs for product innovations	Eintragung von Gebrauchsmustern erfolgt bei Innovationsprojekten
4.2.2.47)	pdin10a	registering of designs for product innovations (retaining prod. technology)	Eintragung von Gebrauchsmustern erfolgt bei Innovationsprojekten - unter Beibehaltung der Produktionstechnik
4.2.2.48)	pdin10b	registering of designs for product innovations (altering prod. Technology)	Eintragung von Gebrauchsmustern erfolgt bei Innovationsprojekten - unter Änderung der Produktionstechnik

4.2.3 Process innovations

No.	Name	Label	
4.2.3.1)	pzin1	process innovations introduced	Prozessinnovationen eingeführt
4.2.3.2)	pzin1a	process innovations introduced in production (retaining product portfolio)	Prozessinnovationen eingeführt in Produktion unter Beibehaltung des Produktprogramms
4.2.3.3)	pzin1b	process innovations introduced in administration	Prozessinnovationen eingeführt in Büro and Verwaltung
4.2.3.4)	pzin2	process innovations started	Prozessinnovationen begonnen bzw. noch nicht abgeschlossen
4.2.3.5)	pzin2a	process innovations started in production (retaining product portfolio)	Prozessinnovationen begonnen in Produktion unter Beibehaltung des Produktprogramms
4.2.3.6)	pzin2b	process innovations started in administration	Prozessinnovationen begonnen in Büro and Verwaltung
4.2.3.7)	pzin3	process innovations cancelled	Prozessinnovationen abgebrochen
4.2.3.8)	pzin3a	process innovations cancelled in production (retaining product portfolio)	Prozessinnovationen abgebrochen in Produktion unter Beibehaltung des Produktprogramms
4.2.3.9)	pzin3b	process innovations cancelled in administration	Prozessinnovationen abgebrochen in Büro and Verwaltung
4.2.3.10)	pzin4e	ext. research required for process innovations	Externe Forschung erfordert für Prozessinnovationen
4.2.3.11)	pzin4i	int. research required for process innovations	Interne Forschung erfordert für Prozessinnovationen
4.2.3.12)	pzin5e	ext. experimental dev. required for process innovations	Externe experimentelle Entwicklung erfordert für Prozessinnovationen
4.2.3.13)	pzin5i	int. experimental dev. required for process innovations	Interne experimentelle Entwicklung erfordert für Prozessinnovationen
4.2.3.14)	pzin6e	ext. construction required for process innovations	Externe Konstruktion erfordert für Prozessinnovationen
4.2.3.15)	pzin6i	int. construction required for process innovations	Interne Konstruktion erfordert für Prozessinnovationen
4.2.3.16)	pzin8	licence obtained for process innovations	Lizenznahme erfolgt während Prozessinnovationen
4.2.3.17)	pzin9	patent applications during process innovations	Anmeldung eigener Patente erfolgt während Prozessinnovation
4.2.3.18)	pzin10	registering of designs for process innovations	Eintragung von Gebrauchsmustern erfolgt während Prozessinnovation

4.3 Goals of innovations

4.3.1 Product innovations

No.	Name	Label	
4.3.1.1)	ziel1	dev. of successive products for discontinued ones	Schaffung von Nachfolgeprodukten für auslaufende Produkte als Ziel
4.3.1.2)	ziel2	expansion of the product range within the main product line	Ausweitung der Produktpalette innerh. Erzeugnissschwerpunkt als Ziel
4.3.1.3)	ziel3	expansion of the product range beyond the main product line	Ausweitung der Produktpalette ausserh. Erzeugnissschwerpunkt als Ziel
4.3.1.4)	ziel4	maintenance of the market share	Erhaltung des Marktanteils als Ziel
4.3.1.5)	ziel14	increasing the market share	Erhöhung des Marktanteils als Ziel
4.3.1.6)	ziel5	entering new international markets	Erschließung neuer Märkte in intern. Hinsicht als Ziel
4.3.1.7)	ziel5_1	entering new national markets	Erschließung neuer nationaler Märkte als Ziel
4.3.1.8)	ziel5_2	entering new markets within the EC	Erschließung neuer Märkte innerhalb der EG als Ziel
4.3.1.9)	ziel5_3	entering new markets in North America	Erschließung neuer Märkte in Nordamerika als Ziel
4.3.1.10)	ziel5_4	entering new markets in Japan	Erschließung neuer Märkte in Japan als Ziel
4.3.1.11)	ziel5_5	entering new markets in other countries	Erschließung neuer Märkte in anderen Ländern als Ziel
4.3.1.12)	ziel6	entering new markets with respect to new target groups	Erschließung neuer Märkte: neue Zielgruppen als Ziel

4.3.2 Process innovations

No.	Name	Label	
4.3.2.1)	ziel7	increasing flexibility of production	Steigerung der Flexibilität der Produktion als Ziel
4.3.2.2)	ziel8	reduction of wage costs	Verringerung des Lohnkostenanteils als Ziel
4.3.2.3)	ziel9	reduction in material consumption	Senkung des Materialverbrauchs als Ziel
4.3.2.4)	ziel10	reduction in energy consumption	Senkung des Energieverbrauchs als Ziel
4.3.2.5)	ziel11	reduction in waste production	Verminderung des Ausschusses als Ziel
4.3.2.6)	ziel12	improvement of working conditions	Verbesserung der Arbeitsbedingungen als Ziel
4.3.2.7)	ziel13	reduction in environmental pollution	Verminderung von Umweltbelastungen als Ziel
4.3.2.8)	ziel15	reduction in product development costs	Senkung der Produktentwicklungskosten als Ziel
4.3.2.9)	ziel16	reduction of turnaround times	Verkürzung der Durchlaufzeiten
4.3.2.10)	ziel17	improvement in product quality	Verbesserung der Produktqualität als Ziel

4.4 Innovation expenditures

4.4.1 Product innovations

No.	Name	Label	
4.4.1.1)	awpd	share of product inno. in total innovation expenditure	Anteil der Produktinnovationen an gesamten Innovationsaufwendungen
4.4.1.2)	awpda	share of product inno. (retaining prod. technology) in total inno. Expenditure	Anteil der Produktinnovationen - unter Beibehaltung der Produktionstechnik- an gesamten Innovationsaufwend
4.4.1.3)	awpdb	share of product inno. (altering prod. technology) in total inno. Expenditure	Anteil der Produktinnovationen - unter Änderung der Produktionstechnik- an gesamten Innovationsaufwendu

4.4.2 Process innovations

No.	Name	Label	
4.4.2.1)	awpz	share of process innovations in total innovation expenditure	Anteil der Prozessinnovationen an gesamten Innovationsaufwendungen
4.4.2.2)	awpza	share of expendit. for process innovations with same technology	Anteil Prozessinnovationen in Produktion - unter Beibehaltung des Produktprogramms - an gesamten Innovationsaufwendungen
4.4.2.3)	awpzb	share of innov. expenditures in: process innov. administration	Anteil Prozessinnovationen in Büro and Verwaltung an gesamten Innovationsaufwendungen

4.4.3 Composition of innovation expenditures

No.	Name	Label	
4.4.2.4)	aw1	share of research in total innovation expenditures	Anteil der Forschung an Innovationsaufwendungen
4.4.2.5)	aw2	share of experimental dev. in total innovation expenditures	Anteil der experimentellen Entwicklung an Innovationsaufwendungen
4.4.2.6)	aw1_2_1	share of int. research & experimental dev. in total innovation expenditures	Anteil der internen Forschung and experimentellen Entwicklung an Innovationsaufwendungen
4.4.2.7)	aw1_2_2	share of ext. research & experimental dev. in total innovation expenditures	Anteil der externen Forschung and experimentellen Entwicklung an Innovationsaufwendungen
4.4.2.8)	aw3	share of construction in total innovation expenditures	Anteil der Konstruktion an Innovationsaufwendungen
4.4.2.9)	aw4	share of product design in total innovation expenditures	Anteil des Produktdesigns an Innovationsaufwendungen
4.4.2.10)	aw3_4	share of construction & product design in total innovation expenditures	Anteil von Konstruktion & Design an Innovationsaufwendungen
4.4.2.11)	aw5	share of patents, licences, registered designs in total innovation expenditures	Anteil von Patenten, Gebrauchsmustern, Lizenzen an Innovationsaufwendungen
4.4.2.12)	aw6	share of investment expenditure for prod. preparation in total inno. Expenditures	Anteil der Investitionsaufwendungen zur Produktionsvorbereitung für Produktinnovation an Innovationsaufw
4.4.2.13)	aw7	share of other expend. for prod. preparation in total inno. Expenditures	Anteil der sonstigen Aufwendungen zur Produktionsvorbereitung für Produktinnovation an Innovationsaufw
4.4.2.14)	aw8	share of distribution preparation in total innovation expenditures	Anteil der Absatzvorbereitung an Innovationsaufwendungen
4.4.2.15)	aw9	share of process innovations in production in total innovation expenditure	Anteil der Prozessinnovation für die Produktion an Innovationsaufwendungen
4.4.2.16)	aw10	share of process inno. in admin. in total inno. expend. (incl. rationalisation)	Anteil der Prozessinnovation in Büro and Verwaltung
4.4.2.17)	aw9_10	share of process inno. in prod. & administration in total inno. expenditure	Anteil der Prozessinnovation in Produktion and Verwaltung an Innovationsaufwendungen

4.4.4 Total innovation expenditures

No.	Name	Label	
4.4.4.1)	awb1	total innovation expenditures with regard to product line	Innovationsaufwendungen für o.g. Erzeugnisbereich
4.4.4.2)	awb2	share of total innovation expenditures in total revenue	Innovationsaufwendungen in % vom Umsatz des o.g. Erzeugnisbereichs
4.4.4.3)	awb3	total innovation expenditures of the company	Innovationsaufwendungen für das gesamte Unternehmen
4.4.4.4)	awb4	share of innovation expenditures in total revenue of the whole company	Innovationsaufwendungen in % vom Gesamtumsatz des Unternehmens

4.5 Innovation impulses

No.	Name	Label	
4.5.1)	imp1	impulse for innovation by R&D (internal)	Innovationsimpulse durch Forschung and Entwicklung (intern)
4.5.2)	imp2	impulse for innovation by production & materials logistics (internal)	Innovationsimpulse durch Produktion & Materialwirtschaft (intern)
4.5.3)	imp3	impulse for innovation by marketing & product support (internal)	Innovationsimpulse durch Marketing & Produktbetreuung (intern)
4.5.4)	imp4	impulse for innovation by company suggestion system (internal)	Innovationsimpulse durch betriebliches Vorschlagswesen (intern)
4.5.5)	imp5	impulse for innovation by company management (internal)	Innovationsimpulse durch Firmenleitung (intern)
4.5.6)	imp6	impulse for innovation by joint company (external)	Innovationsimpulse durch verbundenes Unternehmen (extern)
4.5.7)	imp7	impulse for innovation by competitors (external)	Innovationsimpulse durch Konkurrenz (extern)
4.5.8)	imp8	impulse for innovation by suppliers (external)	Innovationsimpulse durch Lieferanten (extern)
4.5.9)	imp9	impulse for innovation by customers (external)	Innovationsimpulse durch Kunden (extern)
4.5.10)	imp10	impulse for innovation by specialist literature (external)	Innovationsimpulse durch Fachliteratur (extern)
4.5.11)	imp11	impulse for innovation by sciences (external)	Innovationsimpulse durch Wissenschaftsbereich (extern)
4.5.12)	imp12	impulse for innovation by technology transfer centers (external)	Innovationsimpulse durch Technologietransferstellen (extern)
4.5.13)	imp13	impulse for innovation by patent specifications (external)	Innovationsimpulse durch Patentschriften (extern)
4.5.14)	imp10_13	impulse for inno. by specialist literature & patent specifications(external)	Innovationsimpulse durch Fachliteratur & Patentschriften (extern)
4.5.15)	imp14	impulse for innovation by exhibitions (external)	Innovationsimpulse durch Messen, Kongresse etc. (extern)
4.5.16)	imp15	impulse for innovation by legislation (external)	Innovationsimpulse durch Gesetzgebung (extern)
4.5.17)	imp16	impulse for innovation by national R&D support programme (external)	Innovationsimpulse durch staatliche R&D-Förderprogramme (extern)
4.5.18)	imp17	impulse for innovation by intermediate producers (external)	Innovationsimpulse durch VorproduktHersteller (extern)

4.5.19)	imp18	impulse for innovation by producer of investment goods (external)	Innovationsimpulse durch Investitionsgüterhersteller (extern)
4.5.20)	imp19	impulse for innovation by specialist congress (external)	Innovationsimpulse durch Fachkongress (extern)
4.5.21)	imp20	impulse for innovation by public research institutes (external)	Innovationsimpulse durch öffentliche Forschungsinstitute (extern)
4.5.22)	imp21	impulse for innovation by private research institutes (external)	Innovationsimpulse durch private Forschungsinstitute (extern)
4.5.23)	imp22	impulse for innovation by universities (external)	Innovationsimpulse durch Hochschulen (extern)
4.5.24)	imp23	impulse for innovation by executive consultant (external)	Innovationsimpulse durch Unternehmensberater (extern)

4.6 Obstacles to innovations

Economic factors

No.	Name	Label	
4.6.1)	hemm1	obstacles to inno. due to: lacking equity capital	Innovationshemmnisse durch fehlendes Eigenkapital
4.6.2)	hemm2	obstacles to inno. due to: lacking external finance	Innovationshemmnisse durch fehlendes Fremdkapital
4.6.3)	hemm3	obstacles to inno. due to: too high innovation expenditures	Innovationshemmnisse durch zu hohen Aufwand
4.6.4)	hemm4	obstacles to inno. due to: too long payback period	Innovationshemmnisse durch zu lange Amortisationsdauer
4.6.5)	hemm5	obstacles to inno. due to: easy copying of new product	Innovationshemmnisse, da neues Produkt zu leicht kopierbar
4.6.6)	hemm22	obstacles to inno. due to: uncertain market dev.	Innovationshemmnisse, da Marktentwicklung zu unsicher

Innovation potential

No.	Name	Label	
4.6.7)	hemm6	obstacles to inno. due to: low innovation willingness of employees	Innovationshemmnisse durch zu geringe Innovationsbereitschaft der Mitarbeiter
4.6.8)	hemm7	obstacles to inno. due to: low innovation willingness of the works council	Innovationshemmnisse durch zu geringe Innovationsbereitschaft des Betriebsrats
4.6.9)	hemm8	obstacles to inno. due to: low innovation willingness of the management	Innovationshemmnisse durch zu geringe Innovationsbereitschaft der Führungskräfte
4.6.10)	hemm9	obstacles to inno. due to: organisational problems	Innovationshemmnisse durch Organisationsprobleme
4.6.11)	hemm10	obstacles to inno. due to: lack of qualified R&D staff	Innovationshemmnisse durch Mangel an Fachpersonal im R&D-Bereich
4.6.12)	hemm11	obstacles to inno. due to: lack of qualified production staff	Innovationshemmnisse durch Mangel an Fachpersonal in der Produktion
4.6.13)	hemm12	obstacles to inno. due to: lack of qualified sales staff	Innovationshemmnisse durch Mangel an Fachpersonal im Absatz
4.6.14)	hemm13	obstacles to inno. due to: lack of cooperation with other companies	Innovationshemmnisse durch unzureichende Kooperationsmöglichkeiten mit anderen Unternehmen
4.6.15)	hemm14	obstacles to inno. due to: lack in coop. willingness of customers and suppliers	Innovationshemmnisse durch mangelnde Kooperationsbereitschaft bei Lieferanten bzw. Kunden
4.6.16)	hemm15	obstacles to inno. due to: fully dev. Technology	Innovationshemmnisse durch ausgereiften Stand der Technik
4.6.17)	hemm16	obstacles to inno. due to: lack of information on ext. know-how	Innovationshemmnisse durch fehlende Informationen über extern vorhandenes Know-How
4.6.18)	hemm17	obstacles to inno. due to: difficulties in know-how supply	Innovationshemmnisse durch Schwierigkeiten bei der Beschaffung von externem Know-How
4.6.19)	hemm18	obstacles to inno. due to: difficulties in implementation of know-how	Innovationshemmnisse durch Umsetzungsprobleme von technischem Know-How
4.6.20)	hemm23	obstacles to inno. due to: rationalisation protection agreement	Innovationshemmnisse durch Rationalisierungsschutzabkommen
4.6.21)	hemm24	obstacles to inno. due to: regulation, standardisation	Innovationshemmnisse durch Normung, Regulierung, Standards
4.6.22)	hemm25	obstacles to inno. due to: lack of cooperation with scientific institutes	Innovationshemmnisse durch unzureichende Kooperationsmöglichkeiten mit wissenschaftlichen Instituten

other factors

No.	Name	Label	
4.6.23)	hemm19	obstacles to inno. due to: restrictive legislation	Innovationshemmnisse durch zu restriktive Gesetzgebung
4.6.24)	hemm20	obstacles to inno. due to: long administration process	Innovationshemmnisse durch zu lange Verwaltungsverfahren
4.6.25)	hemm21	obstacles to inno. due to: problems of customer acceptance	Innovationshemmnisse durch Akzeptanzprobleme bei Kunden

4.7 Main focus of innovations

Product innovations

No.	Name	Label	
4.7.1)	ts1	main focus of realised innovations: new materials	Schwerpunkt der eingeführten Innovationen: neue Materialien
4.7.2)	ts2	main focus of future innovations: new materials	Schwerpunkt der zukünftigen Innovationen: neue Materialien
4.7.3)	ts3	main focus of realised innovations: pre-products	Schwerpunkt der eingeführten Innovationen: neue Vorprodukte
4.7.4)	ts4	main focus of future innovations: pre-products	Schwerpunkt der zukünftigen Innovationen: neue Vorprodukte
4.7.5)	ts5	main focus of realised innovations: new functional solutions	Schwerpunkt der eingeführten Innovationen: neue Funktionslösungen
4.7.6)	ts6	main focus of future innovations: new functional solutions	Schwerpunkt der zukünftigen Innovationen: neue Funktionslösungen
4.7.7)	ts7	main focus of realised innovations: basically new products	Schwerpunkt der eingeführten Innovationen: grundlegend neue Produkte
4.7.8)	ts8	main focus of future innovations: basically new products	Schwerpunkt der zukünftigen Innovationen: grundlegend neue Produkte

Process innovations in production

No.	Name	Label	
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4.7.9)	ts9	main focus of realised innovations: new prod./processing technology	Schwerpunkt der eingeführten Innovationen: neue Fertigungs- oder Verfahrenstechniken
4.7.10)	ts10	main focus of future innovations: new prod./processing techn.	Schwerpunkt der zukünftigen Innovationen: neue Fertigungs- oder Verfahrenstechniken
4.7.11)	ts11	main focus of realised innovations: further automation	Schwerpunkt der eingeführten Innovationen: weitere Automatisierung
4.7.12)	ts12	main focus of future innovations: further automation	Schwerpunkt der zukünftigen Innovationen: weitere Automatisierung
4.7.13)	ts13	main focus of realised innovations: new organisation structures	Schwerpunkt der eingeführten Innovationen: neue technisch-organisatorische Strukturen
4.7.14)	ts14	main focus of future innovations: new organisation structures	Schwerpunkt der zukünftigen Innovationen: neue technisch-organisatorische Strukturen

Process innovations in administration

No.	Name	Label	
4.7.15)	ts15	main focus of realised innovations: data processing	Schwerpunkt der eingeführten Innovationen: Datenverarbeitung
4.7.16)	ts16	main focus of future innovations: data processing	Schwerpunkt der zukünftigen Innovationen: Datenverarbeitung
4.7.17)	ts17	main focus of realised innovations: text processing	Schwerpunkt der eingeführten Innovationen: Textverarbeitung
4.7.18)	ts18	main focus of future innovations: text processing	Schwerpunkt der zukünftigen Innovationen: Textverarbeitung
4.7.19)	ts19	main focus of realised innovations: inform. and communication technology	Schwerpunkt der eingeführten Innovationen: Kommunikationstechnik
4.7.20)	ts20	main focus of future innovations: inform. and communication techn.	Schwerpunkt der zukünftigen Innovationen: Kommunikationstechnik

4.8 Patent system

No.	Name	Label	
4.8.1)	ptw1	growing patent protection due to changed importance of patents	Unternehmen hat Innovationsprojekte zunehmend durch Patente geschützt
4.8.2)	ptw2	patent protection unchanged due to changed importance of patents	Patentschutz für Innovationsprojekte war gleichbleibend
4.8.3)	ptw3	falling patent protection due to changed importance of patents	Patentschutz für Innovationsprojekte hat abgenommen
4.8.4)	ptw4	no patent protection due to changed importance of patents	Unternehmen hat Innovationsprojekte gar nicht durch Patente geschützt
4.8.5)	ptw5	importance of patents changed: strong increase of protection effect	Bedeutung des Patents hinsichtlich des Schutzeffekts hat stark zugenommen
4.8.6)	ptw6	importance of patents changed: little increase of protection effect	Bedeutung des Patents hinsichtlich des Schutzeffekts hat etwas zugenommen
4.8.7)	ptw7	importance of patents changed: unchanged protection effect	Bedeutung des Patents hinsichtlich des Schutzeffekts hat sich nicht verändert
4.8.8)	ptw8	importance of patents changed: little decrease of protection effect	Bedeutung des Patents hinsichtlich des Schutzeffekts hat etwas abgenommen
4.8.9)	ptw9	importance of patents changed: strong decrease of protection effect	Bedeutung des Patents hinsichtlich des Schutzeffekts hat stark abgenommen
4.8.10)	ptw10	importance of patents changed: strong increase of information effect	Bedeutung des Patents hinsichtlich des Informationseffekts hat stark zugenommen
4.8.11)	ptw11	importance of patents changed: little increase of information effect	Bedeutung des Patents hinsichtlich des Informationseffekts hat etwas zugenommen
4.8.12)	ptw12	importance of patents changed: unchanged information effect	Bedeutung des Patents hinsichtlich des Informationseffekts hat sich nicht verändert
4.8.13)	ptw13	importance of patents changed: little decrease of information effect	Bedeutung des Patents hinsichtlich des Informationseffekts hat etwas abgenommen
4.8.14)	ptw14	importance of patents changed: strong decrease of information effect	Bedeutung des Patents hinsichtlich des Informationseffekts hat stark abgenommen
4.8.15)	ptw15	importance of patents changed: possible to keep invention secret	Veränderte Bedeutung des Patents, da Geheimhaltung der Erfindung möglich
4.8.16)	ptw16	importance of patents changed: low amount of invention	Veränderte Bedeutung des Patents, da notwendige Erfindungshöhe nicht vorhanden

4.9 Product life cycle

No.	Name	Label	
4.9.1)	plzyk1_1	period between product idea and market launch in years	Dauer der Phasen zwischen Produktidee und Markteinführung in Jahren
4.9.2)	plzyk1_2	period between product idea and market launch in months	Dauer der Phasen zwischen Produktidee und Markteinführung in Monaten
4.9.3)	plzyk2_1	period between market launch and product improvement/abandoning in years	Dauer der Phasen zwischen Markteinführung und Verbesserung bzw. Aufgabe des Produkts in Jahren
4.9.4)	plzyk2_2	period between market launch and product improvement/abandoning in months	Dauer der Phasen zwischen Markteinführung und Verbesserung bzw. Aufgabe des Produkts in Monaten
4.9.5)	plzyk3	phase between product idea and market launch shortened	Verringerte Dauer der Phasen zwischen Produktidee und Markteinführung
4.9.6)	plzyk4	phase between product idea and market launch unchanged	Unveränderte Dauer der Phasen zwischen Produktidee und Markteinführung
4.9.7)	plzyk5	phase between product idea and market launch longer	Verlängerte Dauer der Phasen zwischen Produktidee und Markteinführung
4.9.8)	plzyk6	phase betw. market launch and product improv./abandoning: shortened	Verringerte Dauer der Phasen zwischen Markteinführung und Verbesserung bzw. Aufgabe des Produkts
4.9.9)	plzyk7	phase betw. market launch and product improv./abandoning: unchanged	Unveränderte Dauer der Phasen zwischen Markteinführung und Verbesserung bzw. Aufgabe des Produkts
4.9.10)	plzyk8	phase betw. market launch and product improv./abandoning: longer	Verlängerte Dauer der Phasen zwischen Markteinführung und Verbesserung bzw. Aufgabe des Produkts
4.9.11)	plzyk9	reason for change of plzyk1_1 phase: technological progress	Technologische Fortschritte als Ursache für Veränderung in plzyk1_1
4.9.12)	plzyk10	reason for change of plzyk1_1 phase: changed behaviour of consumers	Verhaltensänderung der Nachfrager als Ursache für Veränderung in plzyk1_1
4.9.13)	plzyk11	reason for change of plzyk1_1 phase: domestic competition	Inländische Konkurrenz als Ursache für Veränderung in plzyk1_1
4.9.14)	plzyk12	reason for change of plzyk1_1 phase: foreign competition	Ausländische Konkurrenz als Ursache für Veränderung in plzyk1_1
4.9.15)	plzyk13	reason for change of plzyk1_1 phase: legal regulations	Gesetzliche Vorschriften als Ursache für Veränderung in plzyk1_1
4.9.16)	plzyk14	reason for change of plzyk2_1 phase: technological progress	Technologische Fortschritte als Ursache für Veränderung in plzyk2_1
4.9.17)	plzyk15	reason for change of plzyk2_1 phase: changed behaviour of consumers	Verhaltensänderung der Nachfrager als Ursache für Veränderung in plzyk2_1
4.9.18)	plzyk16	reason for change of plzyk2_1 phase: domestic competition	Inländische Konkurrenz als Ursache für Veränderung in plzyk2_1

4.9.19)	plzyk17	reason for change of plzyk2_1 phase: foreign competition	Ausländische Konkurrenz als Ursache für Veränderung in plzyk2_1
4.9.20)	plzyk18	reason for change of plzyk2_1 phase: legal regulations	Gesetzliche Vorschriften als Ursache für Veränderung in plzyk2_1

4.10 R&D strategies

No.	Name	Label	
4.10.1)	fues1	R&D realised by internal R&D division	R&D-Arbeiten werden von betriebsinterner R&D-Abteilung durchgeführt
4.10.2)	fues2	R&D realised by central internal R&D institution, domestic	R&D-Arbeiten werden von zentraler R&D-Einrichtung des Unternehmens im Inland durchgeführt
4.10.3)	fues3	R&D realised by central internal R&D institution, foreign	R&D-Arbeiten werden von zentraler R&D-Einrichtung des Unternehmens im Ausland durchgeführt
4.10.4)	fues4	R&D realised by external domestic R&D institution	R&D-Arbeiten werden von externer R&D-Einrichtung im Inland durchgeführt
4.10.5)	fues5	R&D realised by external foreign R&D institution	R&D-Arbeiten werden von externer R&D-Einrichtung im Ausland durchgeführt
4.10.6)	fues6	external R&D institutions are: big research institution	Unter externen R&D-Einrichtungen sind Großforschungseinrichtungen
4.10.7)	fues7	external R&D institutions are: institutes of universities	Unter externen R&D-Einrichtungen sind Universitätsinstitute
4.10.8)	fues8	external R&D institutions are: institutes of universities of applied science	Unter externen R&D-Einrichtungen sind Fachhochschulinstiute
4.10.9)	fues9	external R&D institutions are: institutes of the Fraunhofer Gesellschaft	Unter externen R&D-Einrichtungen sind Institute der Fraunhofer-Gesellschaft
4.10.10)	fues10	external R&D institutions are: other research institutes	Unter externen R&D-Einrichtungen sind andere Forschungsinstitute
4.10.11)	fues11	external R&D institutions are: foreign research institutes	Unter externen R&D-Einrichtungen sind ausländische Forschungseinrichtungen
4.10.12)	fues12	no R&D cooperations with other companies	Keine vertragliche R&D-Kooperationen mit anderen Unternehmen
4.10.13)	fues13	R&D cooperations with other companies	Vertragliche R&D-Kooperationen mit anderen Unternehmen
4.10.14)	fues14	R&D cooperations with other companies with same range of products	Vertragliche R&D-Kooperationen mit Unternehmen mit gleichem Produktspektrum
4.10.15)	fues15	R&D cooperations with other companies with different range of products	Vertragliche R&D-Kooperationen mit Unternehmen mit anderem Produktspektrum

4.11 Innovation risks

No.	Name	Label	
4.11.1)	innrisk1	current innovation risks due to plagiarism	Innovationserfolg gegenwärtig beeinträchtigt durch fehlenden Design-Schutz
4.11.2)	innrisk2	current innovation risks due to product liability risks	Innovationserfolg gegenwärtig beeinträchtigt durch Produkthaftungsrisiken
4.11.3)	innrisk3	no current innovation risks due to plagiarism	Innovationserfolg gegenwärtig nicht beeinträchtigt durch fehlenden Design-Schutz
4.11.4)	innrisk4	no current innovation risks due to product liability risks	Innovationserfolg gegenwärtig nicht beeinträchtigt durch Produkthaftungsrisiken
4.11.5)	innrisk5	innovation risks due to plagiarism in the next 5 years	Innovationserfolg in nächsten 5 Jahren beeinträchtigt durch fehlenden Design-Schutz
4.11.6)	innrisk6	innovation risks due to product liability risks in the next 5 years	Innovationserfolg in nächsten 5 Jahren beeinträchtigt durch Produkthaftungsrisiken
4.11.7)	innrisk7	no innovation risks due to plagiarism in the next 5 years	Innovationserfolg in nächsten 5 Jahren nicht beeinträchtigt durch fehlenden Design-Schutz
4.11.8)	innrisk8	no innovation risks due to product liability risks in the next 5 years	Innovationserfolg in nächsten 5 Jahren nicht beeinträchtigt durch Produkthaftungsrisiken

4.12 Sales structure of product innovations

No.	Name	Label	
4.12.1)	avp1	share of new products in total revenue in %	Anteil neuer Produkte am gesamten Umsatz des Erzeugnisbereiches
4.12.2)	avp2	sales of new products in agriculture and forestry	Absatz von neuen Produkten im Sektor Land-und Forstwirtschaft
4.12.3)	avp3	sales of new products in fishing sector	Absatz von neuen Produkten im Fischereisektor
4.12.4)	avpproz1	share of new products sold to agriculture etc. in total sales of new products	Anteil des Absatzes
4.12.5)	avp4	sales of new products in energy sector	Absatz von neuen Produkten im Sektor Energieversorgung
4.12.6)	avp5	sales of new products in water supply sector	Absatz von neuen Produkten im Sektor Wasserversorgung
4.12.7)	avp6	sales of new products in mining sector	Absatz von neuen Produkten im Bergbausektor
4.12.8)	avpproz2	share of new products sold to energy sector etc. in total sales of new products	Anteil des Absatzes neuer Produkte in den Sektoren Energie- und Wasserversorgung and Bergbau an Gesamtabsatz neuer Produkte
4.12.9)	avp7	sales of new products in chemical industry	Absatz von neuen Produkten im Chemiesektor
4.12.10)	avp8	sales of new products in oil industry	Absatz von neuen Produkten in Mineralölindustrie
4.12.11)	avp9	sales of new products in the rubber industry	Absatz von neuen Produkten in Gummiindustrie
4.12.12)	avp10	sales of new products in plastics industry	Absatz von neuen Produkten in Kunststoffindustrie
4.12.13)	avp11	sales of new products in glass industry	Absatz von neuen Produkten in Glasindustrie
4.12.14)	avp12	sales of new products in the ceramics industry	Absatz von neuen Produkten im Sektor Feinkeramik
4.12.15)	avp13	sales of new products in stone and earth industry	Absatz von neuen Produkten im Sektor Steine and Erden
4.12.16)	avpproz3	share of new products sold to chemical industry etc. in total sales of new products	Anteil des Absatzes neuer Produkte in den Sektoren Chemie, Feinkeramik und Steine and Erden sowie in Mineralöl-, Gummi-, Kunststoff- und Glasindustrie an Gesamtabsatz neuer Produkte
4.12.17)	avp14	sales of new products in iron and steel producing industry	Absatz von neuen Produkten in Eisen- und Stahlindustrie
4.12.18)	avp15	sales of new products in metal production industry	Absatz von neuen Produkten in NE-Metallindustrie
4.12.19)	avp16	sales of new products in foundry industry	Absatz von neuen Produkten im Gießereisektor
4.12.20)	avp17	sales of new products in drawing plant sector	Absatz von neuen Produkten im Ziehereisektor
4.12.21)	avpproz4	share of new products sold to metal production industry in total sales of new products	Anteil des Absatzes neuer Produkte in Eisen- und Stahl- und NE-Metallindustrie sowie in Gießerei- und Ziehereisektoren an Gesamtabsatz neuer Produkte
4.12.22)	avp18	sales of new products in steel construction industry	Absatz von neuen Produkten im Stahlbausektor

4.12.23)	avp19	sales of new products in machine building industry	Absatz von neuen Produkten im Maschinenbausektor
4.12.24)	avp20	sales of new products in vehicle building industry	Absatz von neuen Produkten im Fahrzeugbaubausektor
4.12.25)	avp21	sales of new products in office and data processing equipment-sector	Absatz von neuen Produkten im Sektor Büromaschinen and ADV-Einrichtungen
4.12.26)	avproz25	share of new products sold to steel construction industry etc. in total sales of new products	Anteil des Absatzes neuer Produkte in Sektoren Stahl-, Maschinen-, and Fahrzeugbau and Büromaschinen u. ADV-Einrichtungen an Gesamtumsatz neuer Produkte
4.12.27)	avp22	sales of new products in electrical engineering	Absatz von neuen Produkten im Sektor Elektrotechnik
4.12.28)	avp23	sales of new products in fine mechanics, optics, watches sector	Absatz von neuen Produkten im Sektor Feinmechanik, Optik, Uhren
4.12.29)	avp24	sales of new products in iron(sheet)/ metal goods	Absatz von neuen Produkten im Sektor EBM-Waren
4.12.30)	avp25	sales of new products in instruments, toys, sports equipment, jewelry sector	Absatz von neuen Produkten im Sektor Musikinstrumente, Spielwaren, Sportgeräte, Schmuck
4.12.31)	avproz26	share of new products sold to electrical engineering industry etc. in total sales of new products	Anteil des Absatzes neuer Produkte in Sektoren Elektrotechnik, Feinmechanik, Optik, Uhren, EBM-Waren, Musikinstrumente, Spielwaren, Sportgeräte, Schmuck an Gesamtumsatz neuer Produkte
4.12.32)	avp26	sales of new products in the timber industry	Absatz von neuen Produkten in Holzindustrie
4.12.33)	avp27	sales of new products in paper industry	Absatz von neuen Produkten in Papier- and Pappeindustrie
4.12.34)	avp28	sales of new products in printing industry	Absatz von neuen Produkten in Druckindustrie
4.12.35)	avproz27	share of new products sold to timber industry etc. in total sales of new products	Anteil des Absatzes neuer Produkte in Holz-, Papier- and Pappe- and Druckindustrie an Gesamtumsatz neuer Pro
4.12.36)	avp29	sales of new products in leather fabrication industry	Absatz von neuen Produkten in Lederindustrie
4.12.37)	avp30	sales of new products in the textile industry	Absatz von neuen Produkten in Textilindustrie
4.12.38)	avp31	sales of new products in the clothing industry	Absatz von neuen Produkten in Bekleidungsindustrie
4.12.39)	avproz28	share of new products sold to leather fabrication industry etc. in total sales of new products	Anteil des Absatzes neuer Produkte in Leder-, Textil- and Bekleidungsindustrie an Gesamtumsatz neuer Produkte
4.12.40)	avp32	sales of new products in food industry	Absatz von neuen Produkten in Nahrungsmittelindustrie
4.12.41)	avp33	sales of new products in beverage industry	Absatz von neuen Produkten in Getränkeindustrie
4.12.42)	avp34	sales of new products in tobacco industry	Absatz von neuen Produkten in Tabakindustrie
4.12.43)	avproz29	share of new products sold to food industry etc. in total sales of new products	Anteil des Absatzes neuer Produkte in Nahrungsmittel-, Getränke-, and Tabakindustrie an Gesamtumsatz neuer I
4.12.44)	avp35	sales of new products in building industry	Absatz von neuen Produkten in Bauindustrie
4.12.45)	avproz10	share of new products sold to building industry in total sales of new products	Anteil des Absatzes neuer Produkte in Bauindustrie an Gesamtumsatz neuer Produkte
4.12.46)	avp36	sales of new products in commerce	Absatz von neuen Produkten im Handelsssektor
4.12.47)	avp37	sales of new products in the transport sector	Absatz von neuen Produkten im Verkehrssektor
4.12.48)	avp38	sales of new products in the mail service sector	Absatz von neuen Produkten im Postsektor
4.12.49)	avproz11	share of new products sold to commerce etc. in total sales of new products	Anteil des Absatzes neuer Produkte in Handels-, Verkehrs-, and Postsektoren an Gesamtumsatz neuer Produkte
4.12.50)	avp39	sales of new products in credit sector	Absatz von neuen Produkten an Kreditinstitute
4.12.51)	avp40	sales of new products in insurance industry	Absatz von neuen Produkten im Versicherungssektor
4.12.52)	avproz12	share of new products sold to credit institutes, insurances in total sales of new products	Anteil des Absatzes neuer Produkte an Kreditinstitute and im Versicherungssektor an Gesamtumsatz neuer Produkte
4.12.53)	avp41	sales of new products in apartment rental sector	Absatz von neuen Produkten im Wohnungsvermietungssektor
4.12.54)	avp42	sales of new products in hospitality industry	Absatz von neuen Produkten im Gastgewerbe
4.12.55)	avproz13	share of new products sold to apartment rental sector and hospitality industry in total sales of new products	Anteil des Absatzes neuer Produkte im Wohnungsvermietungssektor and im Gastgewerbe an Gesamtumsatz neuer Produkte
4.12.56)	avp43	sales of new products to science, education, art	Absatz von neuen Produkten im Sektor Wissenschaft, Bildung, Kunst, Verlage
4.12.57)	avproz14	share of new products sold to science, education, art in total sales of new products	Anteil des Absatzes neuer Produkte im Sektor Wissenschaft, Bildung, Kunst, Verlage an Gesamtumsatz neuer Pro
4.12.58)	avp44	sales of new products to the state	Absatz von neuen Produkten an den Staat
4.12.59)	avproz15	share of new products sold to state in total sales of new products	Anteil des Absatzes neuer Produkte an den Staat an Gesamtumsatz neuer Produkte
4.12.60)	avp45	sales of new products to private households	Absatz von neuen Produkten an private Haushalte
4.12.61)	avproz16	share of new products sold to private households in total sales of new products	Anteil des Absatzes neuer Produkte an private Haushalte an Gesamtumsatz neuer Produkte
4.12.62)	avproz17	share of exported new products in total sales of new products	Anteil des Absatzes neuer Produkte durch Exporte an Gesamtumsatz neuer Produkte

4.13 Innovation strategy and European internal market

Product strategy

No.	Name	Label	
4.13.1)	ieb1	no changes in product strategy	Keine Änderung in der Produktstrategie
4.13.2)	ieb2	more standardised products to reduce unit costs	Mehr standardisierte Produkte für Stückkosteneinsparungen erforderlich
4.13.3)	ieb3	more differentiation within array of products	Höhere Differenzierung des Produktangebots erforderlich

Production strategy

No.	Name	Label	
4.13.4)	ieb4	no changes in production strategy	Keine Änderung in der Produktionsstrategie
4.13.5)	ieb5	increase in rationalisation investments	Verstärkte Rationalisierungsinvestitionen erforderlich
4.13.6)	ieb6	expansion of domestic production capacity	Ausbau inländischer Produktionskapazität
4.13.7)	ieb7	relocation of production to EC area	Teile der Produktion verlagert in EG-Raum
4.13.8)	ieb8	relocation of production to other areas	Teile der Produktion verlagert in andere Regionen außerhalb des EG-Raums
4.13.9)	ieb9	cooperation with other companies from EC	Produktionskooperation mit anderen Unternehmen aus EG-Wirtschaftsraum

Distribution strategy

No.	Name	Label	
4.13.10)	ieb10	no changes in distribution strategy	Keine Änderung in der Vertriebsstrategie
4.13.11)	ieb11	distribution in EC by expansion of internal distribution facilities	EG-weiter Vertrieb über Ausbau unternehmenseigener Vertriebseinrichtungen
4.13.12)	ieb12	distribution in EC by distribution systems of cooperating companies	EG-weiter Vertrieb über Vertriebssysteme kooperierender Unternehmen

4.13.13)	ieb13	distribution in EC by assignment of institutions outside the own sector	EG-weiter Vertrieb über Inanspruchnahme branchenfremder Einrichtungen
4.13.14)	ieb14	intensified participation in exhibitions within EC	Verstärkte Teilnahme an Messen in EG-Mitgliedsländern

R&D strategy

No.	Name	Label	
4.13.15)	ieb15	no changes in R&D strategy	Keine Änderung in der R&D-Strategie
4.13.16)	ieb16	additional R&D staff to intensify R&D activities	Verstärkung der internen R&D-Aktivitäten durch zusätzliches R&D-Personal
4.13.17)	ieb17	R&D coop. with domestic companies/scientific institutions	R&D-Kooperation mit anderen inländischen Unternehmen/ Wissenschaftseinrichtungen
4.13.18)	ieb18	R&D coop. with companies/scientific institutions from other European countries	R&D-Kooperation mit anderen Unternehmen/ Wissenschaftseinrichtungen im europäischen Ausland
4.13.19)	ieb19	creation of R&D capacities in other EC-countries	Aufbau von R&D-Kapazitäten in anderen EG-Ländern

4.14 Design strategies

No.	Name	Label	
4.14.1)	ds1	innovation strategy at domestic market: prices as compared to competitors	Innovationsstrategie auf dem Inlandsmarkt: Preise im Vergleich zu Konkurrenten
4.14.2)	ds2	innovation strategy at domestic market: quality as compared to competitors	Innovationsstrategie auf dem Inlandsmarkt: Qualität im Vergleich zu Konkurrenten
4.14.3)	ds3	innovation strategy at foreign markets: prices as compared to competitors	Innovationsstrategie auf dem Auslandsmarkt: Preise im Vergleich zu Konkurrenten
4.14.4)	ds4	innovation strategy at foreign markets: quality as compared to competitors	Innovationsstrategie auf dem Auslandsmarkt: Qualität im Vergleich zu Konkurrenten
4.14.5)	ds5	attitude of customers towards technical innovations	Einstellung der Kunden gegenüber technischen Neuentwicklungen
4.14.6)	ds6	attitude of customers towards technical advancements	Einstellung der Kunden gegenüber technischen Weiterentwicklungen
4.14.7)	ds7	attitude of customers towards formal redesigns	Einstellung der Kunden gegenüber formalen Neugestaltungen
4.14.8)	ds8	attitude of customers towards formal variant developments	Einstellung der Kunden gegenüber formalen Variantenentwicklungen
4.14.9)	ds9	current importance of design for marketing	Gegenwärtige Bedeutung des Designs für die Vermarktung
4.14.10)	ds10	future importance of design for marketing	Zukünftige Bedeutung des Designs für die Vermarktung
4.14.11)	ds11	design activities directed at industrial design	Designaktivitäten richten sich auf Produktgestaltung
4.14.12)	ds12	design activities directed at communicational design	Designaktivitäten richten sich auf Produktgrafik
4.14.13)	ds13	design activities directed at product packaging	Designaktivitäten richten sich auf Produktverpackung
4.14.14)	ds14	design activities directed at other design	Designaktivitäten richten sich auf sonstiges Design
4.14.15)	ds15	design tasks are solved by designers (internal)	Designaufgaben werden von Designern gelöst (intern)
4.14.16)	ds16	design tasks are solved by other employees (internal)	Designaufgaben werden von anderen Berufsgruppen gelöst (intern)
4.14.17)	ds17	design tasks are solved by freelance designers (external)	Designaufgaben werden von freiberuflichen Designern gelöst (extern)
4.14.18)	ds18	design tasks are solved by design agencies (external)	Designaufgaben werden von Designerbüros gelöst (extern)
4.14.19)	ds19	design tasks are solved by consulting engineers (external)	Designaufgaben werden von Ingenieurbüros gelöst (extern)
4.14.20)	ds20	design tasks are solved by advertising agencies (external)	Designaufgaben werden von Werbeagenturen gelöst (extern)

4.15 Marketing strategies in the 1990s

No.	Name	Label	
4.15.1)	ms90j1	change in sales sit. due to competitors from West Germany	Veränderung der Absatzsituation durch Konkurrenten aus der BRD
4.15.2)	ms90j2	change in sales sit. due to competitors from East Germany	Veränderung der Absatzsituation durch Konkurrenten aus der DDR
4.15.3)	ms90j3	change in sales sit. due to competitors from EC and western Europe	Veränderung der Absatzsituation durch Konkurrenten aus der EG und Westeuropa
4.15.4)	ms90j4	change in sales sit. due to competitors from eastern Europe	Veränderung der Absatzsituation durch Konkurrenten aus Osteuropa
4.15.5)	ms90j5	change in sales sit. due to competitors from the US	Veränderung der Absatzsituation durch Konkurrenten aus den USA
4.15.6)	ms90j6	change in sales sit. due to competitors from Japan	Veränderung der Absatzsituation durch Konkurrenten aus Japan
4.15.7)	ms90j7	change in sales sit. due to competitors from emerging econ. in Southeast Asia	Veränderung der Absatzsituation durch Konkurrenten aus Schwellenländern Südost-Asiens
4.15.8)	ms90j8	necessary reaction to competitors: low prices	Notwendige Reaktion auf Konkurrenz: niedrige Preise
4.15.9)	ms90j9	necessary reaction to competitors: higher product quality	Notwendige Reaktion auf Konkurrenz: bessere Produktqualität
4.15.10)	ms90j10	necessary reaction to competitors: product innovations	Notwendige Reaktion auf Konkurrenz: Produktinnovationen
4.15.11)	ms90j11	necessary reaction to competitors: services	Notwendige Reaktion auf Konkurrenz: Dienstleistungsangebote
4.15.12)	ms90j12	necessary reaction to competitors: distribution channel strategies	Notwendige Reaktion auf Konkurrenz: Vertriebswege-Strategien
4.15.13)	ms90j13	necessary reaction to competitors: advertisement/sales promotion	Notwendige Reaktion auf Konkurrenz: Werbung/ Verkaufsförderung
4.15.14)	ms90j14	necessary reaction to competitors: market power	Notwendige Reaktion auf Konkurrenz: Marktbeherrschung
4.15.15)	ms90j15	necessary reaction to competitors: world market orientation	Notwendige Reaktion auf Konkurrenz: Weltmarktorientierung
4.15.16)	ms90j16	necessary reaction to demand: market saturation	Notwendige Reaktion auf die Nachfrage: Marktsättigung
4.15.17)	ms90j17	necessary reaction to demand: differentiation/individualisation	Notwendige Reaktion auf die Nachfrage: Differenzierung bzw. Individualisierung
4.15.18)	ms90j18	necessary reaction to demand: security risks	Notwendige Reaktion auf die Nachfrage: Sicherheitsrisiken
4.15.19)	ms90j19	necessary reaction to demand: pollution of environment	Notwendige Reaktion auf die Nachfrage: Umweltbelastung
4.15.20)	ms90j20	necessary reaction to demand: age structure of population	Notwendige Reaktion auf die Nachfrage: Altersstruktur der Bevölkerung
4.15.21)	ms90j21	necessary reaction to demand: demand concentration	Notwendige Reaktion auf die Nachfrage: Konzentration der Nachfrage
4.15.22)	ms90j22	necessary reaction to demand: sales market East Germany	Notwendige Reaktion auf die Nachfrage: Absatzmarkt DDR

4.15.23)	ms90j23	necessary reaction to demand: sales market eastern Europe	Notwendige Reaktion auf die Nachfrage: Absatzmarkt Osteuropa
4.15.24)	ms90j24	change of sales strategy in: distribution/sales channels	Änderung der Absatzstrategie im Bereich: Vertriebs-/Absatzwegepolitik
4.15.25)	ms90j25	change of sales strategy in: product/programm policy	Änderung der Absatzstrategie im Bereich: Produkt-/Programmpolitik
4.15.26)	ms90j26	change of sales strategy in: price/ conditions policy	Änderung der Absatzstrategie im Bereich: Preis-/Konditionenpolitik
4.15.27)	ms90j27	change of sales strategy in: advertisement/ sales promotion	Änderung der Absatzstrategie im Bereich: Werbung/Verkaufsförderung
4.15.28)	ms90j28	change of sales strategy in: technical customer support	Änderung der Absatzstrategie im Bereich: technische Kundenbetreuung
4.15.29)	ms90j29	change of sales strategy in: provision of new services	Änderung der Absatzstrategie im Bereich: Bereitstellung neuer Dienstleistungen
4.15.30)	ms90j30	change of sales strategy in: delegation of marketing tasks to other companies	Änderung der Absatzstrategie im Bereich: Übertragung von Marketingaufgaben an andere Unternehmen

4.16 R&D in the New Laender

No.	Name	Label	
4.16.1)	fue_nb1	previous placing of R&D orders to companies/institutes in the New Laender	Frühere Vergabe von R&D-Aufträgen an Unternehmen/Institute in den neuen Bundesländer
4.16.2)	fue_nb2	planned placing of R&D orders to companies/institutes in the New Laender (current percentage share of total inno. expend. spent on R&D orders in the New Laender	Geplante Vergabe von R&D-Aufträgen an Unternehmen/Institute in den neuen Bundesländern in aktuellem year
4.16.3)	fue_nb3	percentage share of total inno. expend. spent on R&D orders in the New Laender	Anteil von R&D-Aufträgen in neuen Bundesländern an gesamten Investitionsaufwendungen des aktuellen years

4.17 Economic impact of innovation

No.	Name	Label	
4.17.1)	we1	innovation objective: revenue	Umsatz als Ziel
4.17.2)	we2	innovation objective: profit	Gewinn als Ziel
4.17.3)	we3	innovation objective: market share	Marktanteil als Ziel
4.17.4)	we4	innovation objective: competitiveness	Wettbewerbsfähigkeit als Ziel
4.17.5)	we5	innovation objective: labour productivity	Arbeitsproduktivität als Ziel
4.17.6)	we6	impact of innovations on revenue	Einfluss der Innovationen auf den Umsatz
4.17.7)	we7	impact of innovations on profit	Einfluss der Innovationen auf den Gewinn
4.17.8)	we8	impact of innovations on market share	Einfluss der Innovationen auf den Marktanteil
4.17.9)	we9	impact of innovations on competitiveness	Einfluss der Innovationen auf die Wettbewerbsfähigkeit
4.17.10)	we10	impact of innovations on labour productivity	Einfluss der Innovationen auf die Arbeitsproduktivität
4.17.11)	we11	percentage increase in revenue due to innovations	Prozentuale Zunahme im Umsatz aufgrund von Innovationen
4.17.12)	we12	percentage increase in profit due to innovations	Prozentuale Zunahme im Gewinn aufgrund von Innovationen
4.17.13)	we13	percentage increase in labour productivity due to innovations	Prozentuale Zunahme in der Arbeitsproduktivität aufgrund von Innovationen
4.17.14)	we14	percentage increase in market share due to innovations	Prozentuale Zunahme im Marktanteil aufgrund von Innovationen
4.17.15)	we15	no impact of innovations on revenue	Kein Einfluss von Innovationen auf Umsatz
4.17.16)	we16	no impact of innovations on profits	Kein Einfluss von Innovationen auf Gewinn
4.17.17)	we17	no impact of innovations on productivity	Kein Einfluss von Innovationen auf Arbeitsproduktivität
4.17.18)	we18	no impact of innovations on market share	Kein Einfluss von Innovationen auf Marktanteil
4.17.19)	we19	percentage decrease in revenue due to innovations	Prozentuale Abnahme im Umsatz aufgrund von Innovationen
4.17.20)	we20	percentage decrease in profit due to innovations	Prozentuale Abnahme im Gewinn aufgrund von Innovationen
4.17.21)	we21	percentage decrease in labour productivity due to innovations	Prozentuale Abnahme in der Arbeitsproduktivität aufgrund von Innovationen
4.17.22)	we22	percentage decrease in market share due to innovations	Prozentuale Abnahme im Marktanteil aufgrund von Innovationen
4.17.23)	we23	share of new products in total revenue	Anteil neuer Produkte an Gesamtumsatz
4.17.24)	we24	share of exported new products in sales of new products	Anteil der exportierten neuen Produkte am Gesamtumsatz der neuen Produkte

4.18 Procurement and transfer of technologies

Procurement of technologies

No.	Name	Label	
4.18.1)	bt1	company has procured new technologies	Unternehmen hat neue Technologien beschafft
4.18.2)	bt2	company has not procured new technologies	Unternehmen hat keine neuen Technologien beschafft
4.18.3)	bt3	procurement through licences from domestic companies	Technologiebeschaffung über Lizenzen von inländischen Unternehmen
4.18.4)	bt4	procurement through licences from companies in EC	Technologiebeschaffung über Lizenzen von Unternehmen aus der EG
4.18.5)	bt5	procurement through licences from European companies outside EC	Technologiebeschaffung über Lizenzen von europäischen Unternehmen außerhalb der EG
4.18.6)	bt6	procurement through licences from US-companies	Technologiebeschaffung über Lizenzen von Unternehmen aus den USA
4.18.7)	bt7	procurement through licences from Japanese companies	Technologiebeschaffung über Lizenzen von Unternehmen aus Japan
4.18.8)	bt8	procurement through licenses from others	Technologiebeschaffung durch Nutzungsrechte/Lizenzen von Unternehmen aus anderen Ländern
4.18.9)	bt9	procurement through consultancy services by domestic companies	Technologiebeschaffung über Beratungsleistungen von inländischen Unternehmen
4.18.10)	bt10	procurement through consultancy services by companies from EC	Technologiebeschaffung über Beratungsleistungen von Unternehmen aus der EG
4.18.11)	bt11	procurement through consultancy services by European companies outside EC	Technologiebeschaffung über Beratungsleistungen von europäischen Unternehmen außerhalb der EG
4.18.12)	bt12	procurement through consultancy services by US-companies	Technologiebeschaffung über Beratungsleistungen von Unternehmen aus den USA
4.18.13)	bt13	procurement through consultancy services by Japanese companies	Technologiebeschaffung durch Nutzung von Beratungsleistungen von Japan-Unternehmen
4.18.14)	bt14	procurement through consultancy services by other companies	Technologiebeschaffung durch Nutzung von Beratungsleist. von Unternehmen aus anderen Ländern
4.18.15)	bt15	procurement through external R&D services by domestic companies	Technologiebeschaffung über externe R&D-Leistungen von inländischen Unternehmen
4.18.16)	bt16	procurement through external R&D services by companies from EC	Technologiebeschaffung über externe R&D-Leistungen von Unternehmen aus der EG
4.18.17)	bt17	procurement through external R&D services by European companies outside EC	Technologiebeschaffung über externe R&D-Leistungen von europäischen Unternehmen außerhalb der EG

4.18.18)	bt18	procurement through external R&D services by US-companies	Technologiebeschaffung über externe R&D-Leistungen von Unternehmen aus den USA
4.18.19)	bt19	procurement through external R&D services by Japanese companies	Technologiebeschaffung durch externe R&D-Leistungen von Japan-Unternehmen
4.18.20)	bt20	procurement through external R&D services by other companies	Technologiebeschaffung durch externe R&D-Leistungen von Unternehmen aus anderen Ländern
4.18.21)	bt21	procurement through acquisition of (part of) domestic company	Technologiebeschaffung über Kauf eines inländischen Unternehmens(teils)
4.18.22)	bt22	procurement through acquisition of (part of) company in EC	Technologiebeschaffung über Kauf eines Unternehmens(teils) aus der EG
4.18.23)	bt23	procurement through acquisition of (part of) European company outside EC	Technologiebeschaffung über Kauf eines europäischen Unternehmens(teils) außerhalb der EG
4.18.24)	bt24	procurement through acquisition of (part of) US-company	Technologiebeschaffung über Kauf eines Unternehmens(teils) aus den USA
4.18.25)	bt25	procurement through acquisition of (part of) Japanese company	Technologiebeschaffung durch Kauf eines Unternehmens(teils) von Japan-Unternehmen
4.18.26)	bt26	procurement through acquisition of (part of) other company	Technologiebeschaff. durch Kauf eines Unternehmens(teils) von Untern. aus anderen Ländern
4.18.27)	bt27	procurement through purchase of machines from domestic companies	Technologiebeschaffung über Kauf von Maschinen/Anlagen von inländischen Unternehmen
4.18.28)	bt28	procurement through purchase of machines from companies in EC	Technologiebeschaffung über Kauf von Maschinen/Anlagen von Unternehmen aus der EG
4.18.29)	bt29	procurement through purchase of machines from European companies outside EC	Technologiebeschaffung über Kauf von Maschinen/Anlagen von europäischen Unternehmen außerhalb der EG
4.18.30)	bt30	procurement through purchase of machines from US-companies	Technologiebeschaffung über Kauf von Maschinen/Anlagen von Unternehmen aus den USA
4.18.31)	bt31	procurement through purchase of machines from Japanese companies	Technologiebeschaffung über Kauf von Maschinen/Anlagen von Unternehmen aus Japan
4.18.32)	bt32	procurement through purchase of machines from other companies	Technologiebeschaffung über Kauf von Maschinen/Anlagen von Unternehmen von anderen Firmen
4.18.33)	bt33	procurement through recruitment of specialist staff from domestic companies	Technologiebeschaffung über Einstellung von Fachpersonal von inländischen Unternehmen
4.18.34)	bt34	procurement through recruitment of specialist staff from companies in EC	Technologiebeschaffung über Einstellung von Fachpersonal von Unternehmen aus der EG
4.18.35)	bt35	procurement through recruitment of specialist staff from Europ. Comp. Outside EC	Technologiebeschaff. durch Kauf von Maschinen/Anlagen von Unternehmen aus anderen Ländern
4.18.36)	bt36	procurement through recruitment of specialist staff from US-companies	Technologiebeschaffung über Einstellung von Fachpersonal von Unternehmen aus den USA
4.18.37)	bt37	procurement through recruitment of specialist staff from Japanese companies	Technologiebeschaffung durch Einstellung von Fachpersonal von Japan-Unternehmen
4.18.38)	bt38	procurement through recruitment of specialist staff from other countries	Technologiebeschaff. durch Einstellung von Fachpersonal von Unternehmen aus anderen Ländern
4.18.39)	bt39	other ways of procurement from domestic companies	Andere Arten der Technologiebeschaffung von inländischen Unternehmen
4.18.40)	bt40	other ways of procurement from companies in EC	Andere Arten der Technologiebeschaffung von Unternehmen aus der EG
4.18.41)	bt41	other ways of procurement from European countries outside EC	Technologiebeschaff. durch andere Arten der Beschaffung von Nicht-EG-Unternehmen
4.18.42)	bt42	other ways of procurement from US-companies	Andere Arten der Technologiebeschaffung von Unternehmen aus den USA
4.18.43)	bt43	other ways of procurement from Japanese companies	Technologiebeschaffung durch andere Arten der Beschaffung von Japan-Unternehmen
4.18.44)	bt44	other ways of procurement from other companies	Technologiebeschaff. durch andere Arten der Beschaffung von Unternehmen aus anderen Ländern
4.18.45)	bt45	procurement from domestic parent, subsidiary or affiliated company	Technologiebeschaffung von inländischen Mutter-, Tochter- oder Schwesterunternehmen
4.18.46)	bt46	procurement from parent, subsidiary or affiliated company in EC	Technologiebeschaffung von Mutter-, Tochter- oder Schwesterunternehmen aus der EG
4.18.47)	bt47	procurement from European parent, subsidiary or affiliated company outside EC	Technologiebeschaffung von europäischen Mutter-, Tochter- oder Schwesterunternehmen außerhalb der EG
4.18.48)	bt48	procurement from parent, subsidiary or affiliated company in the US	Technologiebeschaffung von Mutter-, Tochter- oder Schwesterunternehmen aus den USA
4.18.49)	bt49	procurement from parent, subsidiary or affiliated company in Japan	Technologiebeschaffung aus Mutter-, Tochter- oder Schwesterunternehmen in Japan
4.18.50)	bt50	procurement from parent, subsidiary or affiliated company in other countries	Technologiebeschaff. aus Mutter-, Tochter- oder Schwesterunternehmen in anderem Land

Transfer of technologies

No.	Name	Label	
4.18.51)	tt1	company has transferred new technologies	Unternehmen hat neue Technologien transferiert
4.18.52)	tt2	company has not transferred new technologies	Unternehmen hat keine neuen Technologien transferiert
4.18.53)	tt3	transfer through licences to domestic companies	Technologietransfer über Lizenzen an inländische Unternehmen
4.18.54)	tt4	transfer through licences to companies in EC	Technologietransfer über Lizenzen an Unternehmen in der EG
4.18.55)	tt5	transfer through licences to European companies outside EC	Technologietransfer über Lizenzen an europäische Unternehmen außerhalb der EG
4.18.56)	tt6	transfer through licences to US-companies	Technologietransfer über Lizenzen an Unternehmen in den USA
4.18.57)	tt7	transfer through licences to Japanese companies	Technologietransfer über Lizenzen an Unternehmen in Japan
4.18.58)	tt8	transfer through licences to companies in other countries outside Europe	Technologietransfer über Lizenzen an Unternehmen in anderen außereuropäischen Ländern
4.18.59)	tt9	transfer through consultancy services to domestic companies	Technologietransfer über Beratungsleistungen für inländische Unternehmen
4.18.60)	tt10	transfer through consultancy services to companies in EC	Technologietransfer über Beratungsleistungen für Unternehmen in der EG
4.18.61)	tt11	transfer through consultancy services to European companies outside EC	Technologietransfer über Beratungsleistungen für europäische Unternehmen in der EG
4.18.62)	tt12	transfer through consultancy services to US-companies	Technologietransfer über Beratungsleistungen für Unternehmen in den USA
4.18.63)	tt13	transfer through consultancy services to Japanese companies	Technologietransfer über Beratungsleistungen für Unternehmen in Japan
4.18.64)	tt14	transfer through consultancy services to companies in other countries	Technologietransfer über Beratungsleistungen für Unternehmen in anderen außereuropäischen Ländern
4.18.65)	tt15	transfer through R&D services to domestic companies	Technologietransfer über R&D-Leistungen für inländische Unternehmen
4.18.66)	tt16	transfer through R&D services to companies in EC	Technologietransfer über R&D-Leistungen für Unternehmen in der EG
4.18.67)	tt17	transfer through R&D services to European companies outside EC	Technologietransfer über R&D-Leistungen für europäische Unternehmen außerhalb der EG
4.18.68)	tt18	transfer through R&D services to US-companies	Technologietransfer über R&D-Leistungen für Unternehmen in den USA
4.18.69)	tt19	transfer through R&D services to Japanese companies	Technologietransfer durch R&D-Leistungen an Japan-Unternehmen
4.18.70)	tt20	transfer through R&D services to other companies	Technologietransfer durch R&D-Leistungen an Unternehmen aus anderen Ländern
4.18.71)	tt21	transfer through selling (part of) the company to domestic companies	Technologietransfer durch Verkauf eines Unternehmens(teils) an inländische Unternehmen
4.18.72)	tt22	transfer through selling (part of) the company to companies in EC	Technologietransfer durch Verkauf eines Unternehmens(teils) an EG-Unternehmen
4.18.73)	tt23	transfer through selling (part of) the company to European companies outside EC	Technologietransfer durch Verkauf eines Unternehmens(teils) an Nicht-EG-Unternehmen
4.18.74)	tt24	transfer through selling (part of) the company to US-companies	Technologietransfer durch Verkauf eines Unternehmens(teils) an USA-Unternehmen

4.18.75)	tt25	transfer through selling (part of) the company to Japanese companies	Technologietransfer durch Verkauf eines Unternehmens(teils) an Japan-Unternehmen
4.18.76)	tt26	transfer through selling (part of) the company to other companies	Technologietransfer durch Verkauf eines Unternehmens(teils) an Untern. aus anderen Ländern
4.18.77)	tt27	transfer by selling machines to domestic companies	Technologietransfer über Verkauf von Maschinen/Anlagen an inländische Unternehmen
4.18.78)	tt28	transfer by selling machines to companies in EC	Technologietransfer über Verkauf von Maschinen/Anlagen an Unternehmen in der EG
4.18.79)	tt29	transfer by selling machines to European companies outside EC	Technologietransfer über Verkauf von Maschinen/Anlagen an europäisches Unternehmen außerhalb der EG
4.18.80)	tt30	transfer by selling machines to US-companies	Technologietransfer über Verkauf von Maschinen/Anlagen an Unternehmen in den USA
4.18.81)	tt31	transfer by selling machines to Japanese companies	Technologietransfer über Verkauf von Maschinen/Anlagen an Unternehmen in Japan
4.18.82)	tt32	transfer by selling machines to companies in other countries	Technologietransfer über Verkauf von Maschinen/Anlagen an Unternehmen in anderen außereuropäischen Ländern
4.18.83)	tt33	transfer by deploying specialist staff to domestic companies	Technologietransfer über Einsatz von Fachpersonal bei inländischen Unternehmen
4.18.84)	tt34	transfer by deploying specialist staff to companies in EC	Technologietransfer über Einsatz von Fachpersonal bei Unternehmen in der EG
4.18.85)	tt35	transfer by deploying specialist staff to European companies outside EC	Technologietransfer über Einsatz von Fachpersonal bei europäischen Unternehmen außerhalb der EG
4.18.86)	tt36	transfer by deploying specialist staff to US-companies	Technologietransfer über Einsatz von Fachpersonal bei Unternehmen in den USA
4.18.87)	tt37	transfer by deploying specialist staff to Japanese companies	Technologietransfer über Einsatz von Fachpersonal bei Unternehmen in Japan
4.18.88)	tt38	transfer by deploying specialist staff to companies in other countries	Technologietransfer über Einsatz von Fachpersonal bei Unternehmen in anderen außereuropäischen Ländern
4.18.89)	tt39	other ways of transferring to domestic companies	Andere Arten des Technologietransfers an inländische Unternehmen
4.18.90)	tt40	other ways of transferring to companies in EC	Technologietransfer durch andere Arten des Transfers an EG-Unternehmen
4.18.91)	tt41	other ways of transferring to European companies outside EC	Andere Arten des Technologietransfers an europäische Unternehmen außerhalb der EG
4.18.92)	tt42	other ways of transferring to US-companies	Technologietransfer durch andere Arten des Transfers an USA-Unternehmen
4.18.93)	tt43	other ways of transferring to Japanese companies	Technologietransfer durch andere Arten des Transfers an Japan-Unternehmen
4.18.94)	tt44	other ways of transferring to companies in other countries	Technologietransfer durch andere Arten des Transfers an Unternehmen aus anderen Ländern
4.18.95)	tt45	transfer to domestic parent, subsidiary or affiliated company	Technologietransfer an inländische Mutter-, Tochter- oder Schwesterunternehmen
4.18.96)	tt46	transfer to parent, subsidiary or affiliated company within EC	Technologietransfer an Mutter-, Tochter- oder Schwesterunternehmen in der EG
4.18.97)	tt47	transfer to European parent, subsidiary or affiliated company outside EC	Technologietransfer an europäische Mutter-, Tochter- oder Schwesterunternehmen außerhalb der EG
4.18.98)	tt48	transfer to parent, subsidiary or affiliated company in the US	Technologietransfer an Mutter-, Tochter- oder Schwesterunternehmen in den USA
4.18.99)	tt49	transfer to parent, subsidiary or affiliated company in Japan	Technologietransfer an Mutter-, Tochter- oder Schwesterunternehmen in Japan
4.18.100)	tt50	transfer to parent, subsidiary or affiliated company in other countries	Technologietransfer an Mutter-, Tochter- oder Schwesterunternehmen in anderen außereuropäischen Ländern

4.19 R&D activities

No.	Name	Label	
4.19.1)	fue1	company has carried out R&D	Unternehmen hat R&D-Arbeiten durchgeführt
4.19.2)	fue2	company carries out R&D on regular basis	Unternehmen führt regelmäßig R&D-Arbeiten durch
4.19.3)	fue3	share of product innovations in R&D expenditures	Anteil der R&D-Aufwendungen für Produktinnovationen
4.19.4)	fue4	share of process innovations in R&D expenditures	Anteil der R&D-Aufwendungen für Prozessinnovationen
4.19.5)	fue5	company plans R&D during next 3 years	Unternehmen plant R&D-Aktivitäten während der nächsten 3 Jahre
4.19.6)	fue6	R&D organised in form of: central R&D department	R&D organisiert in Form von: zentralen Abteilungen
4.19.7)	fue7	R&D organised in form of: decentralised R&D departments	R&D organisiert in Form von: dezentralen Abteilungen
4.19.8)	fue8	R&D organised in form of: problem-specific project groups	R&D organisiert in Form von: problembezogenen Projektgruppen
4.19.9)	fue9	R&D organised by entrepreneur himself	F&E durch Unternehmer selbst
4.19.10)	fue10	share of R&D expenditures in total revenue	Anteil der R&D-Aufwendungen am Jahresumsatz in %
4.19.11)	fue11	future development of R&D expenditures	Entwicklung der R&D-Aufwendungen

4.20 R&D cooperations

No.	Name	Label	
4.20.1)	fueko1	company has participated in R&D cooperations	Unternehmen hat sich an R&D-Kooperationen beteiligt
4.20.2)	fueko2	company has not participated in R&D cooperations	Unternehmen hat sich nicht an R&D-Kooperationen beteiligt
4.20.3)	fueko3	R&D cooperations with domestic customers	R&D-Kooperationen mit inländischen Kunden
4.20.4)	fueko4	R&D cooperations with customers in EC	R&D-Kooperationen mit Kunden in der EG
4.20.5)	fueko5	R&D cooperations with European customers outside EC	R&D-Kooperationen mit europäischen Kunden außerhalb der EG
4.20.6)	fueko6	R&D cooperations with US-customers	R&D-Kooperationen mit Kunden in den USA
4.20.7)	fueko7	R&D cooperations with Japanese customers	R&D-Kooperationen mit Kunden in Japan
4.20.8)	fueko8	R&D cooperations with customers in other countries outside Europe	R&D-Kooperationen mit Kunden in anderen außereuropäischen Ländern
4.20.9)	fueko9	R&D cooperations with domestic suppliers	R&D-Kooperationen mit inländischen Lieferanten
4.20.10)	fueko10	R&D cooperations with suppliers from EC	R&D-Kooperationen mit Lieferanten aus der EG
4.20.11)	fueko11	R&D cooperations with European suppliers outside EC	R&D-Kooperationen mit europäischen Lieferanten außerhalb der EG
4.20.12)	fueko12	R&D cooperations with US-suppliers	R&D-Kooperationen mit Lieferanten aus den USA
4.20.13)	fueko13	R&D cooperations with Japanese suppliers	R&D-Kooperationen mit Lieferanten aus Japan
4.20.14)	fueko14	R&D cooperations with suppliers from other countries outside Europe	R&D-Kooperationen mit Lieferanten aus anderen außereuropäischen Ländern
4.20.15)	fueko15	R&D cooperation with domestic parent, subsidiary, affiliated company	R&D-Kooperationen mit inländischen Mutter-, Tochter- oder Schwesterunternehmen
4.20.16)	fueko16	R&D cooperation with parent, subsidiary, affiliated company in EC	R&D-Kooperationen mit Mutter-, Tochter- oder Schwesterunternehmen in der EG
4.20.17)	fueko17	R&D cooperation with European parent, subsidiary, affiliated company outside EC	R&D-Kooperationen mit europäischen Mutter-, Tochter- oder Schwesterunternehmen außerhalb der EG

4.20.18)	fueko18	R&D cooperation with parent, subsidiary, affiliated company in the US	R&D-Kooperationen mit Mutter-, Tochter- oder Schwesterunternehmen in den USA
4.20.19)	fueko19	R&D cooperation with Japanese parent, subsidiary, affiliated company	R&D-Kooperationen mit Mutter-, Tochter- oder Schwesterunternehmen in Japan
4.20.20)	fueko20	R&D cooperation with parent, subsidiary, affiliated company in other country	R&D-Kooperationen mit Mutter-, Tochter- oder Schwesterunternehmen in anderen außereuropäischen Länder
4.20.21)	fueko21	R&D cooperations with domestic competitors	R&D-Kooperationen mit inländischen Wettbewerbern
4.20.22)	fueko22	R&D cooperations with competitors from EC	R&D-Kooperationen mit Wettbewerbern aus der EG
4.20.23)	fueko23	R&D cooperations with European competitors outside EC	R&D-Kooperationen mit Wettbewerbern aus der EG
4.20.24)	fueko24	R&D cooperations with US-competitors	R&D-Kooperationen mit Wettbewerbern in den USA
4.20.25)	fueko25	R&D cooperations with Japanese competitors	R&D-Kooperationen mit Wettbewerbern aus Japan
4.20.26)	fueko26	R&D cooperations with other competitors	R&D-Kooperationen mit Wettbewerbern in anderen Ländern
4.20.27)	fueko27	R&D cooperations with domestic consultants	R&D-Kooperationen mit inländischen Beratern
4.20.28)	fueko28	R&D cooperations with consultants from EC	R&D-Kooperationen mit Beratern aus der EG
4.20.29)	fueko29	R&D cooperations with European consultants outside EC	R&D-Kooperationen mit europäischen Beratern außerhalb der EG
4.20.30)	fueko30	R&D cooperations with US-consultants	R&D-Kooperationen mit Beratern aus den USA
4.20.31)	fueko31	R&D cooperations with Japanese consultants	R&D-Kooperationen mit Beratern aus Japan
4.20.32)	fueko32	R&D cooperations with consultants from other countries	R&D-Kooperationen mit Beratern aus anderen Ländern
4.20.33)	fueko33	R&D cooperations with domestic research institutes (public)	R&D-Kooperationen mit inländischen Forschungsinstituten (öffentlich)
4.20.34)	fueko34	R&D cooperations with research institutes from EC (public)	R&D-Kooperationen mit Forschungsinstituten aus der EG (öffentlich)
4.20.35)	fueko35	R&D coop. with research institutes from European countries outside EC (public)	R&D-Kooperationen mit öffentl. Forschungseinrichtungen aus Nicht-EG innerh. Europa
4.20.36)	fueko36	R&D cooperations with US-research institutes (public)	R&D-Kooperationen mit öffentl. Forschungseinrichtungen aus den USA
4.20.37)	fueko37	R&D cooperations with research institutes from Japan (public)	R&D-Kooperationen mit öffentl. Forschungseinrichtungen aus Japan
4.20.38)	fueko38	R&D cooperations with research institutes from other country (public)	R&D-Kooperationen mit öffentl. Forschungseinrichtungen aus anderen Ländern
4.20.39)	fueko39	R&D cooperations with domestic research institutes (private)	R&D-Kooperationen mit inländischen Forschungsinstituten (privat)
4.20.40)	fueko40	R&D cooperations with research institutes from EC (private)	R&D-Kooperationen mit Forschungsinstituten aus der EG (privat)
4.20.41)	fueko41	R&D coop. with research institutes from European countries outside EC (private)	R&D-Kooperationen mit privaten Forschungsinstituten aus Nicht-EG innerh. Europa
4.20.42)	fueko42	R&D cooperations with research institutes from the USA (private)	R&D-Kooperationen mit privaten Forschungsinstituten aus den USA
4.20.43)	fueko43	R&D cooperations with research institutes from Japan (private)	R&D-Kooperationen mit privaten Forschungsinstituten aus Japan
4.20.44)	fueko44	R&D cooperations with research institutes from other country (private)	R&D-Kooperationen mit privaten Forschungsinstituten aus anderen Ländern
4.20.45)	fueko45	R&D cooperations with domestic universities	R&D-Kooperationen mit inländischen Hochschulen
4.20.46)	fueko46	R&D cooperations with universities from EC	R&D-Kooperationen mit Hochschulen aus der EG
4.20.47)	fueko47	R&D cooperations with universities from European countries outside EC	R&D-Kooperationen mit Hochschulen aus Nicht-EG innerh. Europa
4.20.48)	fueko48	R&D cooperations with universities from the USA	R&D-Kooperationen mit Hochschulen aus den USA
4.20.49)	fueko49	R&D cooperations with universities from Japan	R&D-Kooperationen mit Hochschulen aus Japan
4.20.50)	fueko50	R&D cooperations with universities from other countries	R&D-Kooperationen mit Hochschulen aus anderen Ländern
4.20.51)	fueko51	R&D cooperations with domestic institutes for joint research	R&D-Kooperationen mit inländischen Instituten für Gemeinschaftsforschung
4.20.52)	fueko52	R&D cooperations with institutes for joint research from EC	R&D-Kooperationen mit Instituten für Gemeinschaftsforschung innerh. EG
4.20.53)	fueko53	R&D coop. with institutes for joint research from European countries outside EC	R&D-Kooperationen mit Instituten für Gemeinschaftsforschung nicht EG innerh. Europa
4.20.54)	fueko54	R&D cooperations with institutes for joint research from the USA	R&D-Kooperationen mit Instituten für Gemeinschaftsforschung in den USA
4.20.55)	fueko55	R&D cooperations with institutes for joint research from Japan	R&D-Kooperationen mit Instituten für Gemeinschaftsforschung in Japan
4.20.56)	fueko56	R&D cooperations with institutes for joint research from other countries	R&D-Kooperationen mit Instituten für Gemeinschaftsforschung in anderen Ländern
4.20.57)	fueko57	other ways of R&D cooperations with domestic companies	R&D-Kooperationen mit anderen Kooperationspartnern im Inland
4.20.58)	fueko58	other ways of R&D cooperations with companies from EC	R&D-Kooperationen mit anderen Kooperationspartnern innerh. EG
4.20.59)	fueko59	other ways of R&D cooperations with companies from European countries outside EC	R&D-Kooperationen mit anderen Kooperationspartnern nicht EG innerh. Europa
4.20.60)	fueko60	other ways of R&D cooperations with US-companies	R&D-Kooperationen mit anderen Kooperationspartnern in den USA
4.20.61)	fueko61	other ways of R&D cooperations with companies from Japan	R&D-Kooperationen mit anderen Kooperationspartnern in Japan
4.20.62)	fueko62	other ways of R&D cooperations with companies from other countries	R&D-Kooperationen mit anderen Kooperationspartnern in anderen Ländern

4.21 Structure of the product range

No.	Name	Label
4.21.1)	sps1	share of products which remained unchanged in total revenue
4.21.2)	sps2	share of products which changed slightly in total revenue
4.21.3)	sps3	share of products which changed significantly in total revenue
4.21.4)	sps4	share of products which remained unchanged in export revenue
4.21.5)	sps5	share of products which changed slightly in export revenue
4.21.6)	sps6	share of products which changed significantly in export revenue
4.21.7)	sps7	share of innovative products new to company in total revenue
4.21.8)	sps8	share of innovative products new to sector in total revenue

4.22 Competitiveness and technology

No.	Name	Label
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4.22.1)	wft1	competitiveness as compared to Japanese competitors	Wettbewerbsfähigkeit gegenüber Konkurrenten aus Japan
4.22.2)	wft2	competitiveness as compared to Southeast Asian competitors	Wettbewerbsfähigkeit gegenüber Konkurrenten aus Südostasien
4.22.3)	wft3	competitiveness as compared to competitors from USA	Wettbewerbsfähigkeit gegenüber Konkurrenten aus den USA
4.22.4)	wft4	competitiveness as compared to competitors from EC and Western Europe	Wettbewerbsfähigkeit gegenüber Konkurrenten aus der EG und Westeuropa
4.22.5)	wft5	competitiveness as compared to competitors from Eastern Europe	Wettbewerbsfähigkeit gegenüber Konkurrenten aus Osteuropa
4.22.6)	wft6	competitiveness in general	Wettbewerbsfähigkeit insgesamt
4.22.7)	wft7	importance of new technologies for competitiveness	Bedeutung neuer Technologien für die Wettbewerbsfähigkeit
4.22.8)	wft8	focus of technological competition: new materials	Fokus des Technologiewettbewerbs liegt auf: neuen Materialien
4.22.9)	wft9	focus of technological competition: new intermediate products	Fokus des Technologiewettbewerbs liegt auf: neuen Vorprodukten
4.22.10)	wft10	focus of technological competition: new functional solutions	Fokus des Technologiewettbewerbs liegt auf: neuen Funktionslösungen
4.22.11)	wft11	focus of technological competition: fundamentally new products	Fokus des Technologiewettbewerbs liegt auf: grundlegend neuen Produkten
4.22.12)	wft12	focus of technological competition: new production and process technologies	Fokus des Technologiewettbewerbs liegt auf: neuen Fertigungs- und Verfahrenstechniken
4.22.13)	wft13	focus of technological competition: further automation	Fokus des Technologiewettbewerbs liegt auf: weiterer Automatisierung
4.22.14)	wft14	focus of technological competition: new technical organisational structures	Fokus des Technologiewettbewerbs liegt auf: neuen technisch-organisatorischen Strukturen
4.22.15)	wft15	obst. to dev. of new materials: financing	Hemmnisse bei Entwicklung neuer Materialien liegen im Bereich: Finanzierung
4.22.16)	wft16	obst. to dev. of new intermediate products: financing	Hemmnisse bei Entwicklung neuer Vorprodukte liegen im Bereich: Finanzierung
4.22.17)	wft17	obst. to dev. of new functional solutions: financing	Hemmnisse bei Entwicklung neuer Funktionslösungen liegen im Bereich: Finanzierung
4.22.18)	wft18	obst. to dev. of fundamentally new products: financing	Hemmnisse bei Entwicklung grundlegend neuer Produkte liegen im Bereich: Finanzierung
4.22.19)	wft19	obst. to dev. of new production and process technologies: financing	Hemmnisse bei Entwicklung neuer Fertigungs- oder Verfahrenstechniken liegen im Bereich: Finanzierung
4.22.20)	wft20	obst. to further automation: financing	Hemmnisse bei weiterer Automatisierung liegen im Bereich: Finanzierung
4.22.21)	wft21	obst. to dev. of new technical organisational structures: financing	Hemmnisse bei Entwicklung neuer technisch-organisatorischer Strukturen liegen im Bereich: Finanzierung
4.22.22)	wft22	obst. to dev. of new materials: information, consulting	Hemmnisse bei Entwicklung neuer Materialien liegen im Bereich: Information, Beratung
4.22.23)	wft23	obst. to dev. of new intermediate products: information, consulting	Hemmnisse bei Entwicklung neuer Vorprodukte liegen im Bereich: Information, Beratung
4.22.24)	wft24	obst. to dev. of new functional solutions: information, consulting	Hemmnisse bei Entwicklung neuer Funktionslösungen liegen im Bereich: Information, Beratung
4.22.25)	wft25	obst. to dev. of fundamentally new products: information, consulting	Hemmnisse bei Entwicklung grundlegend neuer Produkte liegen im Bereich: Information, Beratung
4.22.26)	wft26	obst. to dev. of new production and process technologies: info., consulting	Hemmnisse bei Entwicklung neuer Fertigungs- oder Verfahrenstechniken liegen im Bereich: Information, Beratu
4.22.27)	wft27	obst. to further automation: information, consulting	Hemmnisse bei weiterer Automatisierung liegen im Bereich: Information, Beratung
4.22.28)	wft28	obst. to dev. of new technical organisational structures: info., consulting	Hemmnisse bei Entwicklung neuer technisch-organisatorischer Strukturen liegen im Bereich: Information, Berat
4.22.29)	wft29	obst. to dev. of new materials: qualification of employees	Hemmnisse bei Entwicklung neuer Materialien wegen Qualifikation der Mitarbeiter
4.22.30)	wft30	obst. to dev. of new intermediate products: qualification of employees	Hemmnisse bei Entwicklung neuer Vorprodukte wegen Qualifikation der Mitarbeiter
4.22.31)	wft31	obst. to dev. of new functional solutions: qualification of employees	Hemmnisse bei Entwicklung neuer Funktionslösungen wegen Qualifikation der Mitarbeiter
4.22.32)	wft32	obst. to dev. of fundamentally new products: qualification of employees	Hemmnisse bei Entwicklung grundlegend neuer Produkte wegen Qualifikation der Mitarbeiter
4.22.33)	wft33	obst. to dev. of new prod. and process technologies: qualification of employees	Hemmnisse bei Entwicklung neuer Fertigungs- oder Verfahrenstechniken wegen Qualifikation der Mitarbeiter
4.22.34)	wft34	obst. to further automation: qualification of employees	Hemmnisse bei weiterer Automatisierung wegen Qualifikation der Mitarbeiter
4.22.35)	wft35	obst. to dev. of new technical organisational structures: qualification of employees	Hemmnisse bei Entwicklung neuer technisch-organisatorischer Strukturen wegen Qualifikation der Mitarbeiter
4.22.36)	wft36	obst. to dev. of new materials: technology procurement (external)	Hemmnisse bei Entwicklung neuer Materialien liegen im Bereich: Technologiebeschaffung (extern)
4.22.37)	wft37	obst. to dev. of new intermediate products: technology procurement (external)	Hemmnisse bei Entwicklung neuer Vorprodukte liegen im Bereich: Technologiebeschaffung (extern)
4.22.38)	wft38	obst. to dev. of new functional solutions: technology procurement (external)	Hemmnisse bei Entwicklung neuer Funktionslösungen liegen im Bereich: Technologiebeschaffung (extern)
4.22.39)	wft39	obst. to dev. of fundamentally new products: technology procurement (external)	Hemmnisse bei Entwicklung grundlegend neuer Produkte liegen im Bereich: Information, Beratung
4.22.40)	wft40	obst. to dev. of new production and process technologies: tech. procurement (external)	Hemmnisse bei Entwicklung neuer Fertigungs- oder Verfahrenstechniken liegen im Bereich: Technologiebeschaffung (extern)
4.22.41)	wft41	obst. to further automation: technology procurement (external)	Hemmnisse bei weiterer Automatisierung liegen im Bereich: Technologiebeschaffung (extern)
4.22.42)	wft42	obst. to dev. of new technical org. structures: tech. procurement (external)	Hemmnisse bei Entwicklung neuer technisch-organisatorischer Strukturen liegen im Bereich: Technologiebeschaffung (extern)
4.22.43)	wft43	overcoming of obst. requires support by professional association	Zur Überwindung der Hemmnisse wird Unterstützung durch Fachverbände benötigt
4.22.44)	wft44	overcoming of obst. requires support on federal state level	Zur Überwindung der Hemmnisse wird Unterstützung auf Länderebene benötigt
4.22.45)	wft45	overcoming of obst. requires support on federal level	Zur Überwindung der Hemmnisse wird Unterstützung auf Bundesebene benötigt
4.22.46)	wft46	overcoming of obst. requires support on EC level	Zur Überwindung der Hemmnisse wird Unterstützung auf EG-Ebene benötigt

4.23 Innovation and cooperation

No.	Name	Label	
4.23.1)	iuk1	innovation cooperations with other companies/institutions	Innovationskooperationen mit anderen Unternehmen/Institutionen
4.23.2)	iuk2	no innovation cooperations with other companies/institutions	Keine Innovationskooperationen mit anderen Unternehmen/Institutionen
4.23.3)	iuk3	form of innovation cooperation: joint venture	Kooperationsform: Joint Venture
4.23.4)	iuk4	form of innovation cooperation: agreement about R&D	Kooperationsform: R&D-Vereinbarung
4.23.5)	iuk5	form of innovation cooperation: agreements about technology exchange	Kooperationsform: Vereinbarung zum Technologieaustausch
4.23.6)	iuk6	form of innovation cooperation: informal information exchange	Kooperationsform: informeller Informationsaustausch
4.23.7)	iuk7	form of innovation cooperation: minority shareholding	Kooperationsform: Minderheitsbeteiligung an innovativen Firmen
4.23.8)	iuk8	form of innovation cooperation: placing of R&D orders	Kooperationsform: Erteilung von R&D-Aufträgen an andere Firmen/Institutionen
4.23.9)	iuk9	form of innovation cooperation: other forms	Kooperationsform: andere Kooperationsformen
4.23.10)	iuk10	goal of cooperations: long-term commitment	Ziel von Kooperationen: langfristiges Engagement
4.23.11)	iuk11	goal of cooperations: short-term realization of single R&D plans	Ziel von Kooperationen: kurzfristige Realisierung einzelner R&D-Vorhaben

4.24 Adoption of external ideas/ inventions

No.	Name	Label	
4.24.1)	extid1	innovations based on own ideas/inventions/findings of the company	Innovationen basieren auf Ideen/Erfindungen des eigenen Unternehmens
4.24.2)	extid2	innovations based on ideas/inventions/findings of external private persons	Innovationen basieren auf Ideen/Erfindungen externer Privatpersonen
4.24.3)	extid3	innovations based on ideas/inventions/findings of external research institutions	Innovationen basieren auf Ideen/Erfindungen externer Wissenschaftseinrichtungen
4.24.4)	extid4	innovations based on ideas/inventions/findings of external companies	Innovationen basieren auf Ideen/Erfindungen externer Unternehmen
4.24.5)	extid5	innovations based on ideas/inventions/findings of others	Innovationen basieren auf Ideen/Erfindungen Sonstiger
4.24.6)	extid6	stage of external ideas/inventions/findings when adopted: idea/conception	Externe Ideen waren zum Zeitpunkt der Übernahme in Phase: Idee/Konzepterstellung
4.24.7)	extid7	stage of external ideas/inventions/findings when adopted: R&D	Externe Ideen waren zum Zeitpunkt der Übernahme in Phase: R&D
4.24.8)	extid8	stage of external ideas/inventions/findings when adopted: launch of production	Externe Ideen waren zum Zeitpunkt der Übernahme in Phase: Produktionseinführung
4.24.9)	extid9	stage of external ideas/inventions/findings when adopted: marketing	Externe Ideen waren zum Zeitpunkt der Übernahme in Phase: Vermarktung
4.24.10)	extid10	external ideas implemented in cooperation with inventor: yes, several	Externe Ideen wurden gemeinsam mit Ideenträger/Erfinder umgesetzt: ja, mehrere
4.24.11)	extid11	external ideas implemented in cooperation with inventor: yes, one	Externe Ideen wurden gemeinsam mit Ideenträger/Erfinder umgesetzt: ja, eine
4.24.12)	extid12	external ideas implemented in cooperation with inventor: none	Externe Ideen wurden gemeinsam mit Ideenträger/Erfinder umgesetzt: nein, keine
4.24.13)	extid13	participation of inventors through: employment in existing company	Einbindung der Ideenträger/Erfinder über: Anstellung im besteh. Unternehmen
4.24.14)	extid14	participation of inventors through: employment in new company	Einbindung der Ideenträger/Erfinder über: Anstellung in neuem Unternehmen
4.24.15)	extid15	participation of inventors through: consulting or cooperation contract	Einbindung der Ideenträger/Erfinder über: Berater-, Kooperationsvertrag
4.24.16)	extid16	participation of inventors through: others	Einbindung der Ideenträger/Erfinder über: Sonstiges

4.25 Our company in the market

No.	Name	Label	
4.25.1)	uum1a	own share in German market revenues	Anteil des Erzeugnisbereichs am Umsatz auf dem deutschen Markt
4.25.2)	uum1b	own share in world market revenues	Anteil des Erzeugnisbereichs am Umsatz auf dem Weltmarkt
4.25.3)	uum2a	share of largest competitor in German market revenues	Anteil des größten Wettbewerbers am Umsatz auf dem deutschen Markt
4.25.4)	uum2b	share of largest competitor in world market revenues	Anteil des größten Wettbewerbers am Umsatz auf dem Weltmarkt
4.25.5)	uum3a	share of second/third largest competitors in German market revenues	Anteil der zweit- and drittgrößten Wettbewerber am Umsatz auf dem deutschen Markt
4.25.6)	uum3b	share of second/third largest competitors in world market revenues	Anteil der zweit- and drittgrößten Wettbewerber am Umsatz auf dem Weltmarkt
4.25.7)	uum4	acquisition of another company during last 5 years	Aufkauf eines anderen Unternehmens
4.25.8)	uum4a	year of acquisition of another company	year des Aufkaufes des anderen Unternehmens
4.25.9)	uum5	acquisition by another company during last 5 years	Übernahme durch anderes Unternehmen
4.25.10)	uum5a	year of acquisition by another company	year der Übernahme durch anderes Unternehmen
4.25.11)	uum6	fusion with another company during last 5 years	Zusammenschluss mit anderem Unternehmen
4.25.12)	uum6a	year of fusion with another company	year des Zusammenschlusses mit anderem Unternehmen
4.25.13)	uum7	company arised from company division during last 5 years	Unternehmen ging aus der Aufteilung eines anderen hervor
4.25.14)	uum7a	year of company division	year der Aufteilung des anderen Unternehmens

4.26 Abilities and skills

No.	Name	Label	
4.26.1)	komp1	importance of scientific skills of employees for innovations	Bedeutung von naturwissenschaftlichen Fähigkeiten der Mitarbeiter für Innovationen
4.26.2)	komp2	importance of mathematic skills of employees for innovations	Bedeutung von mathematischen Fähigkeiten der Mitarbeiter für Innovationen
4.26.3)	komp3	importance of technical skills of employees for innovations	Bedeutung von technischen Fähigkeiten der Mitarbeiter für Innovationen
4.26.4)	komp4	importance of management skills of employees for innovations	Bedeutung von Managementfähigkeiten der Mitarbeiter für Innovationen
4.26.5)	komp5	importance of reliability of employees for innovations	Bedeutung der Verlässlichkeit der Mitarbeiter für Innovationen
4.26.6)	komp6	importance of persistence of employees for innovations	Bedeutung der Beharrlichkeit der Mitarbeiter für Innovationen
4.26.7)	komp7	importance of employees' ability to work in a team for innovations	Bedeutung der Teamfähigkeit der Mitarbeiter für Innovationen
4.26.8)	komp8	importance of self-reliance of employees for innovations	Bedeutung der Selbstständigkeit der Mitarbeiter für Innovationen
4.26.9)	komp9	importance of employees' risk-taking behaviour for innovations	Bedeutung der Risikobereitschaft der Mitarbeiter für Innovationen
4.26.10)	komp10	importance of creativity of employees for innovations	Bedeutung der Kreativität der Mitarbeiter für Innovationen
4.26.11)	komp11	most important ability/skills of employees for innovations	Wichtigste Fähigkeit and Kompetenz der Mitarbeiter für Innovationen
4.26.12)	komp12	second most important ability/skills of employees for innovations	Zweitwichtigste Fähigkeit and Kompetenz der Mitarbeiter für Innovationen
4.26.13)	komp13	third most important ability/skills of employees for innovations	Drittwichtigste Fähigkeit and Kompetenz der Mitarbeiter für Innovationen

4.27 Innovations in cooperation with external partners

No.	Name	Label	
4.27.1)	koex1	coop. with external partners were started/enhanced/ continued	Kooperationen mit externen angefangen/entwickelt/fortgeführt
4.27.2)	koex2	importance of coop. with customers from same administrative district	Bedeutung von Kooperationen mit Kunden im gleichen Landkreis
4.27.3)	koex3	importance of coop. with German customers outside the own district	Bedeutung von Kooperation mit Kunden im restlichen Deutschland
4.27.4)	koex4	importance of coop. with foreign customers	Bedeutung von Kooperationen mit Kunden außerhalb Deutschlands
4.27.5)	koex2_3_4	general importance of coop. with customers	Generelle Bedeutung von Kooperationen mit Kunden
4.27.6)	koex5	importance of coop. with suppliers from same administrative district	Bedeutung von Kooperationen mit Lieferanten im gleichen Landkreis

4.27.7)	koex6	importance of coop. with German suppliers outside the own district	Bedeutung von Kooperation mit Lieferanten im restlichen Deutschland
4.27.8)	koex7	importance of coop. with foreign suppliers	Bedeutung von Kooperationen mit Lieferanten außerhalb Deutschlands
4.27.9)	koex5_6_7	general importance of coop. with suppliers	Generelle Bedeutung von Kooperationen mit Lieferanten
4.27.10)	koex8	importance of coop. with competitors from same administrative district	Bedeutung von Kooperationen mit Wettbewerbern im gleichen Landkreis
4.27.11)	koex9	importance of coop. with German competitors outside the own district	Bedeutung von Kooperation mit Wettbewerbern im restlichen Deutschland
4.27.12)	koex10	importance of coop. with foreign competitors	Bedeutung von Kooperationen mit Wettbewerbern außerhalb Deutschlands
4.27.13)	koex8_9_10	general importance of coop. with competitors	Generelle Bedeutung von Kooperationen mit Wettbewerbern
4.27.14)	koex11	importance of coop. with other companies from same administrative district	Bedeutung von Kooperationen mit sonstigen Unternehmen im gleichen Landkreis
4.27.15)	koex12	importance of coop. with other German companies outside the own district	Bedeutung von Kooperation mit sonstigen Unternehmen im restlichen Deutschland
4.27.16)	koex13	importance of coop. with foreign companies	Bedeutung von Kooperationen mit sonstigen Unternehmen außerhalb Deutschlands
4.27.17)	koex11_12_13	general importance of coop. with other companies	Generelle Bedeutung von Kooperationen mit sonstigen Unternehmen
4.27.18)	koex14	importance of coop. with research institutions from same administrative district	Bedeutung von Kooperationen mit Forschungseinrichtungen im gleichen Landkreis
4.27.19)	koex15	importance of coop. with German research institutions outside the own district	Bedeutung von Kooperation mit Forschungseinrichtungen im restlichen Deutschland
4.27.20)	koex16	importance of coop. with foreign research institutions	Bedeutung von Kooperationen mit Forschungseinrichtungen außerhalb Deutschlands
4.27.21)	koex14_15_16	general importance of coop. with research institutions	Generelle Bedeutung von Kooperationen mit Forschungseinrichtungen
4.27.22)	koex17	importance of partner companies from food-/tobacco industry	Bedeutung von Partnerunternehmen aus Ernährungs-/Tabakgewerbe
4.27.23)	koex18	importance of partner companies from clothing-/leather fabrication	Bedeutung von Partnerunternehmen aus Textil-, Bekleidungs- oder Ledergewerbe
4.27.24)	koex19	importance of partner companies from wood-/furniture industry	Bedeutung von Partnerunternehmen aus Holz- oder Möbelgewerbe
4.27.25)	koex20	importance of partner companies from paper-/printing industry	Bedeutung von Partnerunternehmen aus Papier- oder Druckgewerbe
4.27.26)	koex21	importance of partner companies from chemical-/plastics industry	Bedeutung von Partnerunternehmen aus Chemie-, Kunststoff- oder Kokereigewerbe
4.27.27)	koex22	importance of partner companies from metal industry	Bedeutung von Partnerunternehmen aus Metallgewerbe
4.27.28)	koex23	importance of partner companies from glass-/ceramics industry	Bedeutung von Partnerunternehmen aus Glas-/Keramikgewerbe
4.27.29)	koex24	importance of partner companies from mechanical engineering	Bedeutung von Partnerunternehmen aus Maschinenbau
4.27.30)	koex25	importance of partner companies from production of office equipment	Bedeutung von Partnerunternehmen aus Herst. v. Büromaschinen and DV-Geräten
4.27.31)	koex26	importance of partner companies from energy industry	Bedeutung von Partnerunternehmen aus Energiegewerbe
4.27.32)	koex27	importance of partner companies from electrical engineering	Bedeutung von Partnerunternehmen aus Elektrotechnik
4.27.33)	koex28	importance of partner companies from broadcast engineering	Bedeutung von Partnerunternehmen aus Rundfunk-, TV- u. Nachrichtentechnik
4.27.34)	koex29	importance of partner companies from medical engineering	Bedeutung von Partnerunternehmen aus Medizin- and Messtechnik
4.27.35)	koex30	importance of partner companies from automotive manufacturing	Bedeutung von Partnerunternehmen aus Fahrzeugbau
4.27.36)	koex31	importance of partner companies from service industry	Bedeutung von Partnerunternehmen aus Dienstleistungsgewerbe
4.27.37)	koex32	importance of partner companies from other sectors (construction, trade, etc.)	Bedeutung von Partnerunternehmen aus sonstigen Sektoren (Bau, Handel, etc.)

4.28 Innovation vouchers

No.	Name	Label
4.28.1)	ig1	company is aware of innovation voucher programme
4.28.2)	ig2	company has applied for voucher
4.28.3)	ig3	voucher was granted to company
4.28.4)	ig4	total value of redeemed innovation vouchers (euro)
4.28.5)	ig5	total costs of innovation cooperations subsidised through voucher (euro)
4.28.6)	ig6	impact of voucher on frequency of innovation cooperations
4.28.7)	ig7	impact of voucher on number of innovation projects
4.28.8)	ig8	impact of voucher on R&D expenditure

4.29 Information and communication technology

No.	Name	Label
4.29.1)	comp	share of employees whose tasks require the use of a computer
4.29.2)	inet	share of employees whose tasks require the use of the internet
4.29.3)	nocloud	not using any cloud-services
4.29.4)	cloudint	using internally implemented cloud-system
4.29.5)	cloudext	using external cloud-service
4.29.6)	invict	yes, we invested in new ict-equipment during last two years
4.29.7)	invexpict	expenditure on investments in ict-equipment (euro)
4.29.8)	noinvict	no, we did not invest in new ict-equipment during last two years
4.29.9)	mainit	main investment in ict: it equipment (computer and hardware)
4.29.10)	mainict	main investment in ict: communication equipment
4.29.11)	mainsoft	main investment in ict: software
4.29.12)	loreorg	low degree of restructuring due to investments in ict
4.29.13)	hireorg	high degree of restructuring due to investments in ict
4.29.14)	noreorg	no restructuring due to investments in ict
4.29.15)	inditdep	investment in ict induced by internal it-department
4.29.16)	industom	investment in ict induced by customers
4.29.17)	inditgmt	investment in ict induced by internal it-management

4.29.18)	indsuppl	investment in ict induced by suppliers	Anstöße für IKT-Investitionen stammen von Zulieferern
4.29.19)	indextcons	investment in ict induced by external it-consultancy	Anstöße für IKT-Investitionen stammen von externer IT-Beratung
4.29.20)	indextbp	investment in ict induced by external business partners	Anstöße für IKT-Investitionen stammen von externen Geschäftspartnern
4.29.21)	cstrknow	investment in ict constrained by lack of it-knowledge (employees)	IKT-Investitionsvorhaben behindert durch fehlende IT-Kenntnisse der Mitarbeiter
4.29.22)	cstrcons	investment in ict constrained by high costs of external consultancy	IKT-Investitionsvorhaben behindert durch hohe Kosten für externe IT-Beratung
4.29.23)	cstritpers	investment in ict constrained by lack of it-experts on regional labour market	IKT-Investitionsvorhaben behindert durch Mangel an IT-Fachpersonal auf dem regionalen Arbeitsmarkt
4.29.24)	cstrbroadb	investment in ict constrained by insufficient regional supply of broad band	IKT-Investitionsvorhaben behindert durch unzureichende regionale Breitbandversorgung
4.29.25)	cstritappl	investment in ict constrained by lack of suitable it-applications	IKT-Investitionsvorhaben behindert durch fehlende geeignete IT-Anwendungen

5. Varibales of Ifo Business special survey

No.	Name	Label	
5.1)	market_national	development of national market in next 5 years	Entwicklung des nationalen Marktes in den nächsten 5 Jahren
5.2)	market_abroad	development of foreign market in next 5 years	Entwicklung des ausländischen Marktes in den nächsten 5 Jahren
5.3)	market_total	development of market in general in next 5 years	Entwicklung des Marktes allgemein in den nächsten 5 Jahren
5.4)	prod_inno_realized	product innovation realized this year	Produktinnovationen durchgeführt
5.5)	prod_inno_aborted	product innovation aborted this year	Produktinnovationen abgebrochen
5.6)	prod_inno_plan_completed	product innovation planning completed this year	Planung für Produktinnovationen abgeschlossen
5.7)	prod_inno_in_planning	product innovation still in planning stage this year	Produktinnovationen noch in Planungsphase
5.8)	prod_inno_np	product innovation not planned this year	Keine Produktinnovationen geplant
5.9)	process_inno_realized	process innovation realized this year	Prozessinnovationen durchgeführt
5.10)	process_inno_aborted	process innovation aborted this year	Prozessinnovationen abgebrochen
5.11)	process_inno_plan_completed	process innovation planning completed this year	Planung für Prozessinnovationen abgeschlossen
5.12)	process_inno_in_planning	process innovation still in planning stage this year	Prozessinnovationen noch in Planungsphase
5.13)	process_inno_np	process innovation not planned this year	keine Prozessinnovationen geplant
5.14)	share_inno_phase	share of turnover in stage of product launch	Anteil Produkte in Produktstartphase an Umsatz
5.15)	share_growth_phase	share of turnover in stage of positive growth	Anteil Produkte in Phase positiven Wachstums an Umsatz
5.16)	share_stagnation_phase	share of turnover in stage of stagnation	Anteil Produkte in Phase von stagnierendem Wachstum an Umsatz
5.17)	share_negative_growth	share of turnover in stage of negative growth	Anteil Produkte in Phase negativen Wachstums an Umsatz

1. Identification variables

No.	Name of variable	Label	Survey period	Survey frequency
1.1)	fedstaifo	federal state (ifo-code)	West since 01/1980 East since 01/1991	Monthly survey Monthly survey

Parameter values

Parameter values		Further information									
1 "[01] Berlin West"	9 "[09] Baden-Wuerttemberg"	Federal state according to Ifo-Code									
2 "[02] Schleswig-Holstein"	10 "[10] Bavaria"										
3 "[03] Hamburg"	11 "[11] Saarland"										
4 "[04] Bremen"	12 "[12] Mecklenburg-Western Pomerania"										
5 "[05] Lower Saxony"	13 "[13] Brandenburg (incl. Berlin East)"										
6 "[06] North Rhine-Westphalia"	14 "[14] Saxony-Anhalt"										
7 "[07] Rhineland-Palatinate"	15 "[15] Saxony"										
8 "[08] Hesse"	16 "[16] Thuringia"										
Time span of variable											
1980	1981		1982	1983	1984	1985	1986	1987	1988	1989	Further information
WEST											
1990	1991		1992	1993	1994	1995	1996	1997	1998	1999	
WEST											
	EAST										
2000	2001		2002	2003	2004	2005	2006	2007	2008	2009	
WEST											
EAST											
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019		
WEST											
EAST											

No.	Name of variable	Label	Survey period	Survey frequency
1.2)	company_id	company identifier	West since 01/1980 East since 01/1991	Monthly survey Monthly survey

Time span of variable

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

No.	Name of variable	Label	Survey period	Survey frequency
1.3)	questionnaire_id	questionnaire identifier	West since 01/1980 East since 01/1991	Monthly survey Monthly survey

Time span of variable

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

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

No.	Name of variable	Label	Survey period	Survey frequency
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1.4) **sector_id** sector identifier per company West since 01/1980 Monthly survey
East since 01/1991 Monthly survey

Time span of variable

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

No.	Name of variable	Label	Survey period	Survey frequency
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1.5) **year** year West since 01/1980 Monthly survey
East since 01/1991 Monthly survey

Time span of variable

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

No.	Name of variable	Label	Survey period	Survey frequency
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1.6) **month** month West since 01/1980 Monthly survey
East since 01/1991 Monthly survey

Time span of variable

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

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

No.	Name of variable	Label	Survey period	Survey frequency
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1.7)	weight	weight	West since 01/1980 East since 01/1991	Monthly survey Monthly survey
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Time span of variable

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

No.	Name of variable	Label	Survey period	Survey frequency
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1.8)	survey	survey name	West since 01/1980 East since 01/1991	Monthly survey Monthly survey
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Time span of variable

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

No.	Name of variable	Label	Survey period	Survey frequency
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1.9)	month_counter	number of months reported with ifo	West since 01/1980 East since 01/1991	Monthly survey Monthly survey
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Time span of variable

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

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

No.	Name of variable	Label	Survey period	Survey frequency
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1.10)	vg_sypro	sypro two digits	West since 01/1980 East since 01/1991	Monthly survey Monthly survey
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Time span of variable

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

No.	Name of variable	Label	Survey period	Survey frequency
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1.11)	wz03_main_code_company	wz03_main_code_company	West since 01/1980 East since 01/1991	Monthly survey Monthly survey
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Time span of variable

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

National industry-code primary activity
WZ 03 classification from Amadeus/
Hoppenstedt

Data does not capture whether
respective companies are located in
East or West Germany

No.	Name of variable	Label	Survey period	Survey frequency
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1.12)	wz03_main_description_compan	wz03_main_description_company	West since 01/1980 East since 01/1991	Monthly survey Monthly survey
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Time span of variable

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

Description of company's primary
activity WZ 03 from Amadeus/
Hoppenstedt

Data does not capture whether

Amadeus										respective companies are located in East or West Germany
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
Hoppenstedt										
Amadeus										
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
Hoppenstedt										
Amadeus										

No.	Name of variable	Label	Survey period	Survey frequency
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1.13)	wz03_sec_code_company	wz03_sec_code_company	West since 01/1980 East since 01/1991	Monthly survey Monthly survey
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Time span of variable

Further information										
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	National industry-code secondary activity WZ 03 classification from Amadeus
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	
Amadeus										Data does not capture whether respective companies are located in East or West Germany
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
Amadeus										
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
Amadeus										

No.	Name of variable	Label	Survey period	Survey frequency
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1.14)	wz03_sec_description_company	wz03_sec_code_company	West since 01/1980 East since 01/1991	Monthly survey Monthly survey
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Time span of variable

Further information										
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	Description of company's secondary activity WZ 03 from Amadeus
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	
Amadeus										Data does not capture whether respective companies are located in East or West Germany
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
Amadeus										
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
Amadeus										

No.	Name of variable	Label	Survey period	Survey frequency
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1.15)	wz08_main_code_company	wz08_main_code_company	West since 01/1980 East since 01/1991	Monthly survey Monthly survey
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Time span of variable

Further information										
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	National industry-code primary activity WZ 08 classification from Amadeus
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	
Amadeus										Data does not capture whether respective companies are located in

2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	East or West Germany
Amadeus										
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
Amadeus										

No.	Name of variable	Label	Survey period	Survey frequency
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1.16)	wz08_main_description_compan	wz08_main_description_company	West since 01/1980 East since 01/1991	Monthly survey Monthly survey
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Time span of variable

1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	Further information
Description of company's primary activity WZ 08 from Amadeus										
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	
			Amadeus							
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
Amadeus										
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
Amadeus										

No.	Name of variable	Label	Survey period	Survey frequency
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1.17)	wz08_sec_code_company	wz08_sec_code_company	West since 01/1980 East since 01/1991	Monthly survey Monthly survey
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Time span of variable

1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	Further information
National industry-code secondary activity WZ 08 classification from Amadeus										
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	
			Amadeus							
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
Amadeus										
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
Amadeus										

No.	Name of variable	Label	Survey period	Survey frequency
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1.18)	wz08_sec_description_company	wz08_sec_description_company	West since 01/1980 East since 01/1991	Monthly survey Monthly survey
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Time span of variable

1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	Further information
Description of company's secondary activity WZ 08 from Amadeus										
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	
			Amadeus							

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

No.	Name of variable	Label	Survey period	Survey frequency
1.19)	date_of_incorporation	incorporation date of company	West - 1982 to 1990 East and West - since 1991	annual annual

Parameter values

Year / month + year / date	Further information																																																																																																														
Time span of variable	From Amadeus and Hoppenstedt																																																																																																														
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1980	1981	1982	1983	1984	1985	1986	1987	1988	1989																																																																																																						
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Amadeus																																																																																																															

No.	Name of variable	Label	Survey period	Survey frequency
1.20)	legal_form	legal form of company	since 1987	Annual survey

Parameter values

<table border="1"> <tr><td>AG</td><td>Stock corporation</td></tr> <tr><td>BGB</td><td>Civil law partnership</td></tr> <tr><td>GmbH</td><td>Limited liability company</td></tr> <tr><td>GmbH & Co KG</td><td>Limited partnership with a limited liability company as general partner</td></tr> <tr><td>KG</td><td>Limited partnership</td></tr> <tr><td>KGaA</td><td>Partnership limited by shares</td></tr> <tr><td>Not classified</td><td>Not classified</td></tr> <tr><td>OHG</td><td>General partnership</td></tr> <tr><td>One-man company</td><td>Self-explanatory</td></tr> <tr><td>State-run</td><td>State-run company</td></tr> <tr><td>eG</td><td>Registered company</td></tr> <tr><td>eV</td><td>Registered association</td></tr> </table>	AG	Stock corporation	BGB	Civil law partnership	GmbH	Limited liability company	GmbH & Co KG	Limited partnership with a limited liability company as general partner	KG	Limited partnership	KGaA	Partnership limited by shares	Not classified	Not classified	OHG	General partnership	One-man company	Self-explanatory	State-run	State-run company	eG	Registered company	eV	Registered association	Further information																																																								
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1980	1981	1982	1983	1984	1985	1986	1987	1988	1989																																																																								
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1990	1991	1992	1993	1994	1995	1996	1997	1998	1999																																																																								
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2000	2001	2002	2003	2004	2005	2006	2007	2008	2009																																																																								
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Amadeus																																																																																	

2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
Hoppenstedt									
Amadeus									

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

1.21)	publicly_quoted	listing on stock exchange- yes/no	West - 1982 to 1990 East and West - since 1991	annual annual
-------	-----------------	-----------------------------------	---	------------------

Parameter values

yes [1]	no [0]	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
				Amadeus					
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009
Amadeus									
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
				Amadeus					

Data does not capture whether respective companies are located in East or West Germany

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

1.22)	reporting_basis	type of reported account	since 1987	Annual survey
-------	-----------------	--------------------------	------------	---------------

Parameter values

[1] unconsolidated data	Unconsolidated account	Further information
[2] consolidated data	Consolidated account	From Amadeus and Hoppenstedt
[3] not defined	Data not defined	

Time span of variable

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

Data does not capture whether respective companies are located in East or West Germany

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

1.23)	type_income_statement	type of income statement	since 1987	Annual survey
-------	-----------------------	--------------------------	------------	---------------

Time span of variable

1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	Further information
							Hoppenstedt			Type of income statement original database (total cEast/cEast of sales (Hoppenstedt)) Data does not capture whether respective companies are located in East or West Germany
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	
Hoppenstedt										
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
Hoppenstedt										
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
Hoppenstedt										

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

1.24) **account_date** end date of account since 1987 Annual survey

Time span of variable

1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	Further information
							Hoppenstedt			From Amadeus and Hoppenstedt Data does not capture whether respective companies are located in East or West Germany
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	
Hoppenstedt			Amadeus							
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
Hoppenstedt										
Amadeus										
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
Hoppenstedt				Amadeus						

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

1.25) **number_of_months** number of months balance sheet refers to since 1987 Annual survey

Time span of variable

1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	Further information
							Hoppenstedt			From Amadeus and Hoppenstedt Data does not capture whether respective companies are located in East or West Germany
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	
Hoppenstedt			Amadeus							
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
Hoppenstedt										
Amadeus										
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
Hoppenstedt				Amadeus						

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

1.26) **short_business_year** balance sheet data for less than 12 since 1987 Annual survey

Time span of variable months

1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	Further information
							Hoppenstedt			From Amadeus and Hoppenstedt Data does not capture whether respective companies are located in East or West Germany
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	
			Amadeus							
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	

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

1.27) **number_rec_shareholders** number of recorded shareholders since 1987 Annual survey

Time span of variable

1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	Further information
										From Amadeus Data does not capture whether respective companies are located in East or West Germany
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	
			Amadeus							
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	

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

1.28) **number_rec_subsidiaries** number of recorded subsidiaries since 1987 Annual survey

Time span of variable

1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	Further information
										From Amadeus Data does not capture whether respective companies are located in East or West Germany
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	
			Amadeus							
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	

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

1.29) **account_currency** currency of account since 1987 Annual survey

Time span of variable

1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	Further information
							Hoppenstedt			From Amadeus and Hoppenstedt Data does not capture whether respective companies are located in East or West Germany
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	
Hoppenstedt			Amadeus							
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
Hoppenstedt			Amadeus							
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
Hoppenstedt			Amadeus							
Hoppenstedt			Amadeus							
Hoppenstedt			Amadeus							
Hoppenstedt			Amadeus							

No. Name of variable Label Survey period Survey frequency

1.30) **employees_account_date** number of employees at account date since 1987 Annual survey

Time span of variable

1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	Further information
										From Amadeus Data does not capture whether respective companies are located in East or West Germany
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	
			Amadeus							
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
Amadeus										
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
			Amadeus							
Amadeus										
Amadeus										
Amadeus										

No. Name of variable Label Survey period Survey frequency

1.31) **database** (A)madeus/ (H)oppenstedt since 1987 Annual survey

Time span of variable

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

No. Name Label Survey period Survey frequency

3. Variables of Ifo Business Survey

3.1 Variables referring to the past state

No.	Name of variable	Label	Survey period	Survey frequency
3.1.1)	vg_demand	situation of demand versus previous month	West since 01/1980 East since 01/1991	Monthly survey Monthly survey

Wording of question

Wording of question	Further information
<p>From 01/1991 to 11/2001</p> <p>No questionnaires from East Germany available</p>	<p>Until 11/2011 the question referred to the demand situation during the previous month. Due to the harmonization of survey periods introduced by the European Union, from 01/2002 on the question refers to the demand situation during last 2-3 months.</p>
<p>From 01/1980 to 06/1994</p> <p>As compared to the previous month our demand situation (domestic and abroad) with respect to XY has</p> <p style="text-align: center;">improved [1] remained unchanged [2] deteriorated [3]</p>	
<p>From 07/1994 to 11/2001</p> <p>As compared to the previous month our demand situation (domestic and abroad) with respect to XY has</p> <p style="text-align: center;">improved [1] remained unchanged [2] deteriorated [3]</p>	
<p>From 01/2002 to 02/2002</p> <p>During the last 2-3 months the demand situation with respect to XY has</p> <p style="text-align: center;">improved [1] remained unchanged [2] deteriorated [3]</p>	
<p>Since 03/2002</p> <p>Tendencies in the previous month The demand situation with respect to XY has</p> <p style="text-align: center;">improved [1] remained unchanged [2] deteriorated [3]</p>	

Timespan of variable

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

No.	Name of variable	Label	Survey period	Survey frequency
3.1.2)	vg_ordvpm	orders versus previous month	West since 01/1980	Monthly survey

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

No.	Name of variable	Label	Survey period	Survey frequency
3.1.3)	vg_provp	production versus previous month	West since 01/1980 East since 01/1991	Monthly survey Monthly survey

Wording of question

Wording of question	Further information
<p>From 01/1991 to 11/2001</p> <p>No questionnaires from East Germany available</p> <p>From 01/1980 to 06/1994</p> <p>As compared to the previous month our domestic production activities with respect to XY have</p> <p style="padding-left: 40px;">become more brisk [1] remained unchanged [2] weakened [3]</p> <p>From 07/1994 to 11/2001</p> <p>As compared to the previous month our domestic production activities with respect to XY have</p> <p style="padding-left: 40px;">become more brisk [1] remained unchanged [2] weakened [3] no considerable domestic production [4]</p> <p>From 01/2002 to 02/2002</p> <p>During the last 2-3 months our domestic production activities with respect to XY have</p> <p style="padding-left: 40px;">become more brisk [1] remained unchanged [2] weakened [3] no considerable domestic production [4]</p> <p>Since 03/2002</p> <p>Tendencies in the previous month</p> <p>Our domestic production activities with respect to XY have</p> <p style="padding-left: 40px;">increased [1] remained about the same [2] decreased [3] no considerable domestic production [4]</p>	<p>Until 11/2011 the question referred to the production activities during the previous month. Due to the harmonization of survey periods introduced by the European Union, from 01/2002 to 02/2002 the question refers to the production activities during last 2-3 months.</p>

Timespan of variable

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

WEST				
EAST				

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

3.1.4)	vg_pricevpm	domestic prices of sale versus previous month	West since 01/1980 East since 01/1991	Monthly survey Monthly survey
--------	-------------	---	--	----------------------------------

Wording of question

	Further information
<p>From 01/1991 to 11/2001</p> <p>No questionnaires from East Germany available</p> <p>01/1980, 04/1980, 05/1980, 10/1980</p> <p>Taking account of changes in terms and conditions, our domestic sales prices for XY as compared to the previous month have</p> <p style="text-align: center;">regular orders further orders (including orders directly from stock)</p> <p style="padding-left: 40px;">increased [1] remained unchanged [2] decreased [3]</p> <p>02/1980, 03/1980, 06/1980 to 09/1980, 11/1980 to 11/2001</p> <p>Taking account of changes in terms and conditions, our domestic sales prices (net prices) for XY as compared to the previous month have</p> <p style="padding-left: 40px;">increased [1] remained unchanged [2] decreased [3]</p> <p>From 01/2002/ to 02/2002</p> <p>Taking account of changes in terms and conditions, during the previous 2-3 months our domestic sales prices (net) for XY have</p> <p style="padding-left: 40px;">increased [1] remained unchanged [2] decreased [3]</p> <p>Since 03/2002</p> <p>Tendencies in the previous month</p> <p>Taking account of changes in terms and conditions, our domestic sales prices (net) for XY have</p> <p style="padding-left: 40px;">increased [1] remained unchanged [2] decreased [3]</p>	<p>Until 11/2011 the question referred to the domestic sales prices during the previous month. Due to the harmonization of survey periods introduced by the European Union, from 01/2002 to 02/2002 the question refers to the domestic sales prices during last 2-3 months.</p>

Timespan of variable

1980	1981	1982	1983	1984	1985	1986	1987	1988	1989
WEST									
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									

3.2 Variables referring to the present state

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

3.2.1) **vg_statebus** state of business (appraisal)

West since 01/1980
East since 01/1991

Monthly survey
Monthly survey

Wording of question

Further information
<p>From 01/1991 to 11/2001</p> <p>No questionnaires from East Germany available</p>
<p>From 01/1980 to 11/2001</p> <p>We currently evaluate our state of business with respect to XY as</p> <p style="padding-left: 40px;">good [1] satisfactory (or typical for the season) [2] bad [3]</p>
<p>From 01/2002 to 02/2002</p> <p>Current situation and emerging trends</p> <p>We currently evaluate our state of business with respect to XY as</p> <p style="padding-left: 40px;">good [1] satisfactory [2] bad [3]</p>
<p>Since 03/2002</p> <p>Current situation</p> <p>We evaluate our state of business with respect to XY as</p> <p style="padding-left: 40px;">good [1] satisfactory [2] bad [3]</p>

Timespan of variable

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

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

3.2.2) **vg_orders** orders (appraisal)

West since 01/1980
East since 01/1991

Monthly survey
Monthly survey

Wording of question

Further information
<p>From 01/1991 to 11/2001</p> <p>No questionnaires from East Germany available</p>
<p>From 01/1980 to 12/1982</p> <p>We currently receive our backlog of orders (domestic and abroad) as</p> <p style="padding-left: 40px;">relatively high [1] (e.g. extended delivery periods)</p>

01/2002 and 02/2002
* "current situation" is replaced by
"current situation and tendencies"

sufficient (typical for the season) [2]
 too small [3]
 usually no backlog of orders [4]

From 01/1983 to 06/1994

We currently perceive our backlog of orders (domestic and abroad) as

relatively high [1]
 (e.g. extended delivery periods)
 sufficient (typical for the season) [2]
 or unusual
 too small [3]

From 07/1994 to 06/1997

We currently perceive our backlog of orders with respect to XY as

relatively high [1]
 (e.g. extended delivery periods)
 sufficient (typical for the season) [2]
 or unusual
 too small [3]

From 07/1997 to 11/2001

We currently perceive our backlog of orders (domestic and abroad) with respect to XY as

relatively high [1]
 (e.g. extended delivery periods)
 sufficient (typical for the season) [2]
 or unusual
 too small [3]

Since 01/2002

Current situation*

We perceive our (current**) backlog of orders as

in total

relatively high [1]
 sufficient (typical for the season) [2]
 or unusual
 too small [3]

Timespan of variable

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

No.	Name of variable	Label	Survey period	Survey frequency
3.2.3)	vg_ranord	range of orders in months	West from 03/1980 to 09/2001 East from 07/1992 to 07/1993 East from 12/1993 to 09/2001 East and West since 01/2002	Mrc, Jun, Sep, Dec Mrc, Jul, Oct, Dec Mrc, Jul, Sep, Dec Jan, Apr, Jul, Oct

Wording of question

From 07/1992 to 09/2001	Further information Code in the dataset:
-------------------------	--

No questionnaires from East Germany available

From 03/1980 to 09/2001

At the moment our backlog of orders for shipments of XY corresponds to a production period of

no orders | up to about ____ month(s) | if more than 10, please state number of months

1/2 | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10

Since 01/2002

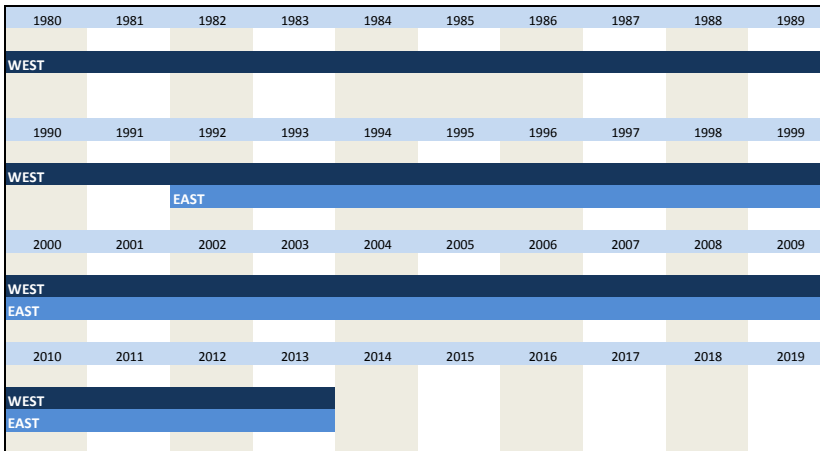
Currently our backlog of orders for XY corresponds to a production period of

no orders | up to about ____ month(s) | if more than 10, please state number of months

1/2 | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10

no orders = [0]
 less than 1/2 = [5]
 1 = [10]
 5 = [50]
 9 = [90]
 if more than 10, entry by hand or, if only marked with a cross, [120]

Timespan of variable



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

3.2.4)	vg_stin	stock of inventories (appraisal)	West since 01/1980 East since 01/1991	Monthly survey Monthly survey
--------	---------	----------------------------------	--	----------------------------------

Wording of question

From 01/1991 to 11/2001

No questionnaires from East Germany available

From 01/1980 to 11/2011

We currently evaluate our stock of unsold finished goods of XY as

too small [1]
 sufficient (typical for the season) [2]
 too high [3]
 stock holding not possible [4]

Since 01/2002

Current situation*

We evaluate our (current**) stock of unsold finished goods of XY as

too small [1]
 sufficient (typical for the season) [2]
 too high [3]
 stock holding not possible [4]

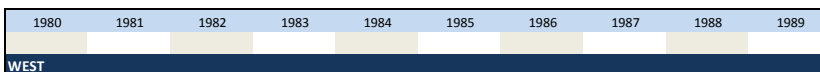
Further information

01/2002 and 02/2002

* "current situation" is replaced by "current situation and tendencies"

** "current" added

Timespan of variable



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

No.	Name of variable	Label	Survey period	Survey frequency
3.2.5)	vg_uticappc	capacity utilisation in %	West from 03/1980 to 09/2001 East from 07/1992 to 07/1993 East from 12/1993 to 09/2001 East and West since 01/2002	Mrc, Jun, Sep, Dec Mrc, Jul, Oct, Dec Mrc, Jul, Sep, Dec Jan, Apr, Jul, Oct

Wording of question

<p>From 07/1992 to 09/2001</p> <p>No questionnaires from East Germany available</p> <p>Since 03/1980</p> <p>The utilisation of our production equipment* for producing XY (customary full utilization = 100) currently amounts to</p> <p style="text-align: center;">more than 100%</p> <p style="text-align: center;">30 40 50 60 70 75 80 85 90 95 100 namely:</p> <p style="text-align: center;"> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> </p>	<p>Further information</p> <p>*09/94, 09/95, 09/96, 09/97, 09/98, 09/99, 09/00, 09/01 the question asks for "domestic equipment"</p> <p>Code in the dataset: if more than 100%, entry by hand or, if only marked with a cross, [120]</p>
--	--

Timespan of variable

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

No.	Name of variable	Label	Survey period	Survey frequency
3.2.6)	vg_uticappc2	capacity utilisation in % (end of prev. month)	West from 01/2002 to 01/2008 East from 01/2002 to 01/2008	Jan, Apr, Jul, Oct Jan, Apr, Jul, Oct

Wording of question

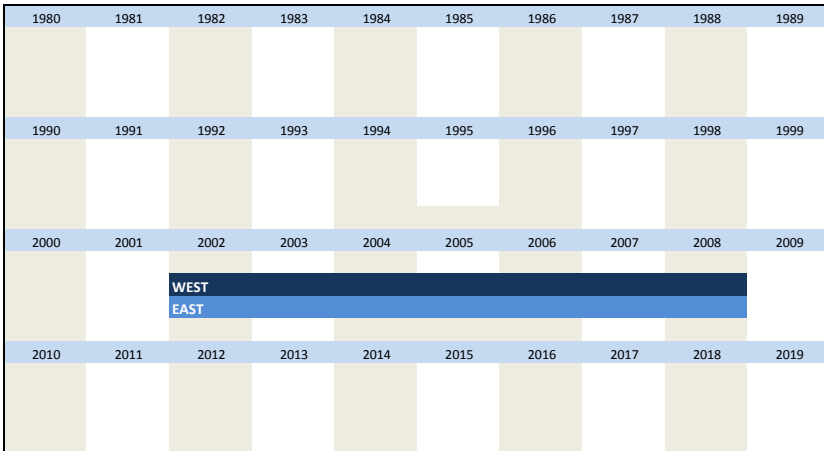
<p>From 01/2002 to 01/2008</p> <p>No questionnaires from East Germany available</p> <p>From 01/2002 to 01/2008</p> <p>The utilisation of our production equipment* for producing XY (customary full utilization = 100) currently amounts to In the past month it was up to</p> <p style="text-align: center;">more than 100%</p>	<p>Further information</p> <p>Remark: Due to the harmonisation of business surveys within the EU there were several modifications with respect to questions and survey frequency in different countries. Due to these evolutions the questions on the capacity utilization would have been changed by ca. one month. Therefore, from the first quarter in 2002 the question on capacity utilization was asked twice. It referred both to</p>
---	--

30 40 50 60 70 75 80 85 90 95 100 namely:

the current month (uticappc) and to the past month (uticapp2).

Code in the dataset:
if more than 100%, entry by hand or, if only marked with a cross, [120]

Timespan of variable



No.	Name of variable	Label	Survey period	Survey frequency
3.2.7)	vg_constrain	constraints to production	West since 01/1980 East from 01/1991 to 12/2000 East since 01/2001	Jan, Apr, Jul, Oct Monthly survey Jan, Apr, Jul, Oct

Wording of question

From 01/1991 to 10/2001

No questionnaires from East Germany available

From 01/1980 to 10/2001

Our domestic **production activities** with regard to XY are currently constrained.

yes [1] no [2]

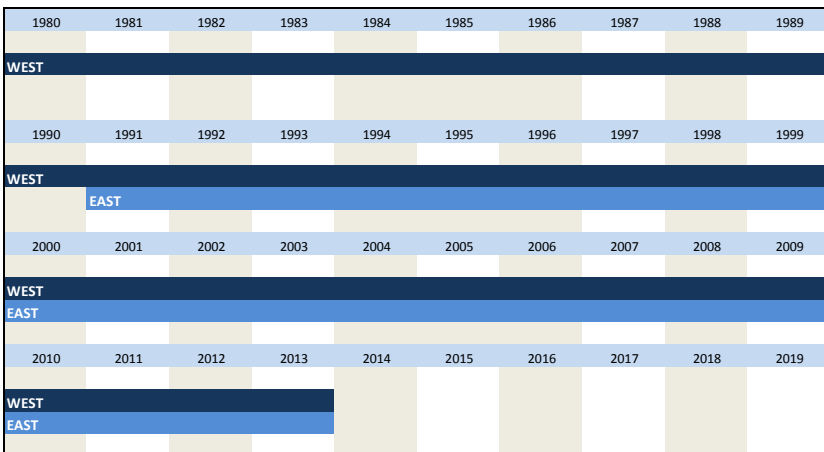
Since 01/2002

Our domestic **production activities** are currently constrained.

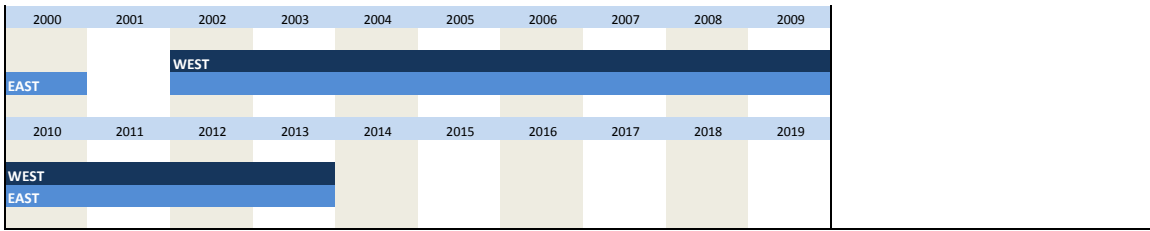
yes [1] no [2]

Further information

Timespan of variable



No.	Name of variable	Label	Survey period	Survey frequency
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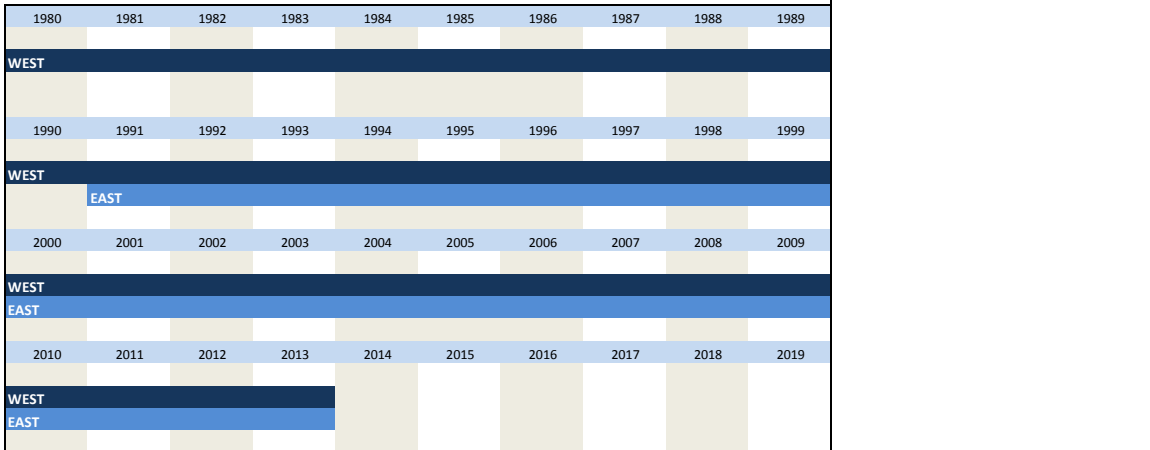


No.	Name of variable	Label	Survey period	Survey frequency
3.2.10)	vg_ordlack	lack of orders	West since 01/1980 East from 01/1991 to 12/2000 East since 01/2001	Jan, Apr, Jul, Oct Monthly survey Jan, Apr, Jul, Oct

Wording of question

Further information
<p>From 01/1991 to 10/2001</p> <p>No questionnaires from East Germany available</p> <p>From 01/1980 to 10/2001</p> <p>Our domestic production activities with regard to XY are currently constrained. If yes, by the following factors:</p> <p style="padding-left: 40px;">too few orders* [1] <input type="text"/></p> <p>Since 01/2002</p> <p>Our domestic production activities are currently constrained. If yes, by the following factors:</p> <p style="padding-left: 40px;">too few orders [1] <input type="text"/></p>
<p>Following information is taken from the previous variable</p> <p>*East from 01/1991 to 12/2000 "too few orders" was replaced by "sales difficulties"</p>

Timespan of variable



No.	Name of variable	Label	Survey period	Survey frequency
3.2.11)	vg_techcap	technical capacity	West since 01/1980 East from 01/1991 to 12/2000 East since 01/2001	Jan, Apr, Jul, Oct Monthly survey Jan, Apr, Jul, Oct

Wording of question

Further information
<p>From 01/1991 to 10/2001</p> <p>No questionnaires from East Germany available</p> <p>From 01/1980 to 10/2001</p> <p>Our domestic production activities with regard to XY are currently constrained. If yes, by the following factors:</p>
<p>Following information is taken from the previous variable</p> <p>*East from 01/1991 to 12/2000 "insufficient technical capacity" was replaced by "insufficient technical equipment"</p>

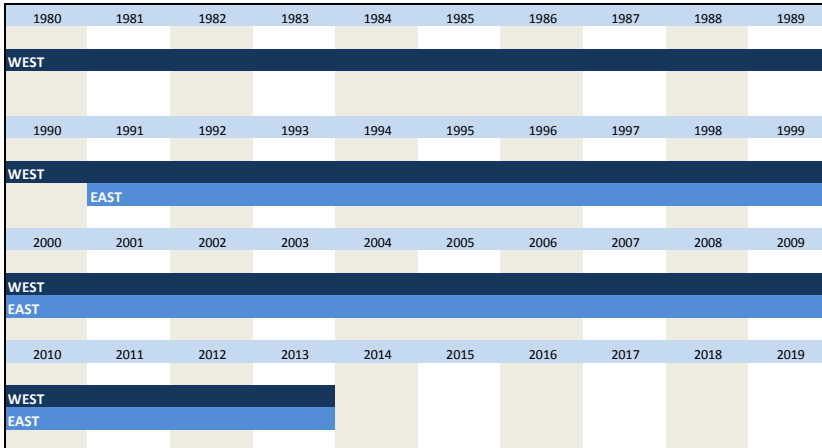
insufficient technical capacities* [1]

Since 01/2002

Our domestic **production activities** are currently constrained.
If yes, by the following factors:

insufficient technical capacities [1]

Timespan of variable



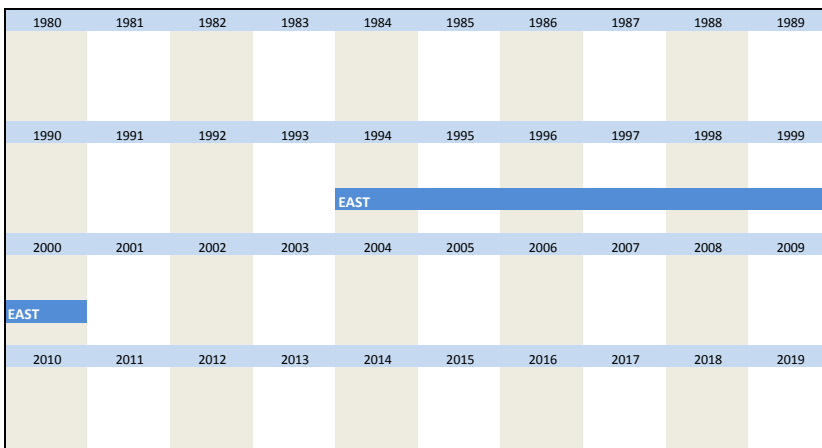
No.	Name of variable	Label	Survey period	Survey frequency
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3.2.12)	vg_weather	weather conditions	East from 02/1994 to 06/2000	Monthly survey
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Wording of question

<p>From 02/1994 to 06/2000</p> <p>No questionnaires from East Germany available</p> <p>From 02/1994 to 06/2000*</p> <p>Our domestic production activities with regard to XY are currently constrained. If yes, by the following factors:</p> <p>unfavourable weather conditions [1] <input type="text"/></p>	<p>Further information</p> <p>* The wording is taken from the previous variable list. Furthermore the variable does not contain any values from 01/1999 on.</p>
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Timespan of variable



No.	Name of variable	Label	Survey period	Survey frequency
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3.2.13)	vg_othrea	other reasons	West since 01/1996	Jan, Apr, Jul, Oct
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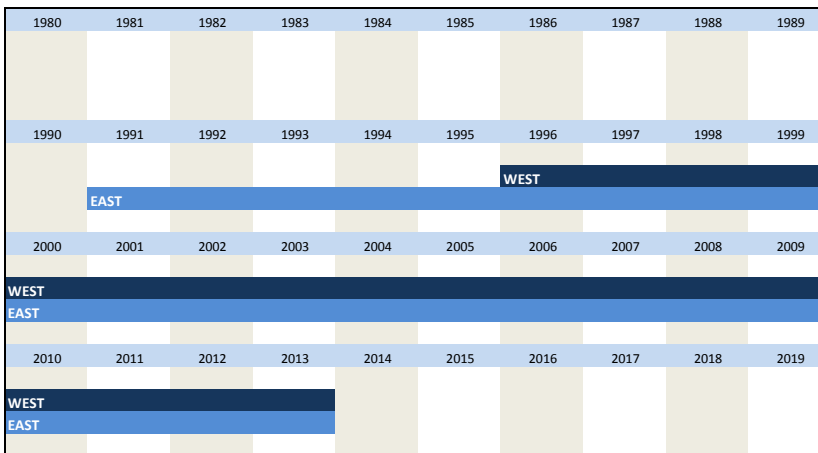
East from 01/1991 to 12/2000
East since 01/2001

Monthly survey
Jan, Apr, Jul, Oct

Wording of question

<p>From 01/1991 to 10/2001</p> <p>No questionnaires from East Germany available</p>	Further information
<p>From 01/1996 to 10/2001</p> <p>Our domestic production activities with regard to XY are currently constrained. If yes, by the following factors:</p> <p style="text-align: center;">other factors [1] <input type="text"/></p>	
<p>Since 01/2002</p> <p>Our domestic production activities are currently constrained. If yes, by the following factors:</p> <p style="text-align: center;">other factors [1] <input type="text"/></p>	

Timespan of variable

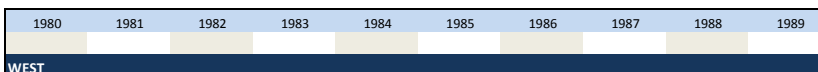


No.	Name of variable	Label	Survey period	Survey frequency
3.2.14)	vg_matlack	lack of material	West since 01/1980 East since 01/2001	Jan, Apr, Jul, Oct Jan, Apr, Jul, Oct

Wording of question

<p>From 01/1991 to 10/2001</p> <p>No questionnaires from East Germany available</p>	Further information
<p>From 01/1980 to 10/2001</p> <p>Our domestic production activities with regard to XY are currently constrained. If yes, by the following factors:</p> <p style="text-align: center;">Lack of raw resp. primary materials [1] <input type="text"/></p>	
<p>Since 01/2002</p> <p>Our domestic production activities are currently constrained. If yes, by the following factors:</p> <p style="text-align: center;">Lack of raw resp. primary materials [1] <input type="text"/></p>	

Timespan of variable



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

No.	Name of variable	Label	Survey period	Survey frequency
3.2.15)	vg_emppro2	employees in production	West from 09/1980 to 10/2001 East from 01/1991 to 06/2001 East and West since 11/2001	Annual survey* Monthly survey Annual survey**

Wording of question

	Further information
<p>From 01/1991 to 11/2001</p> <p>No questionnaires from East Germany available</p> <p>09/1980</p> <p>Number of employees (white- and blue-collar, as of September 1980) in the production of XY</p> <p>ca. persons</p>	<p>* Annual survey 1980: data collection in September 1981 - 2000: data collection in October 1994: no data collection ** annual data collection in November</p> <p>Remark West: The data is collected annually but appears monthly in each data set. Every month the annually collected data is manually added to the data set. The recent data is usually added after 2-3 months from being collected.</p> <p>Example: For November and December 2007 the variable emppro2 contains data that was collected in November 2001. From January 2003 the variable emppro2 contains data that was collected in November 2002.</p> <p>***West from 10/1995 to 10/1997 Month and year of the previous reporting period Example 10/1995: "As of end of September 1995" East from 01/1991 to 06/2000 "As of end of the reporting month"</p>
<p>From 10/1981 to 10/1997</p> <p>Number of employees</p> <p>As of: end of [month] [year]***</p> <p>In our company (domestic enterprises only) we employ [...] persons</p> <p>Thereof [...] persons fall upon XY.</p> <p>..... persons</p>	
<p>10/1998</p> <p>Number of employees</p> <p>In our company (domestic enterprises only) we employ [...] persons</p> <p>Thereof [...] persons fall upon XY.</p> <p>..... persons</p>	
<p>Since 10/1999</p> <p>Number of employees</p> <p>In our company (domestic enterprises only) we employ [...] persons</p> <p>Thereof [...] persons fall upon XY.</p> <p>..... persons (optionally estimates according to the share of sales)</p>	

Timespan of variable

1980	1981	1982	1983	1984	1985	1986	1987	1988	1989
WEST									
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999
WEST									
EAST									
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009
WEST									
EAST									

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

No.	Name of variable	Label	Survey period	Survey frequency
3.2.16)	vg_credit	credit allocation	West from 06/2003 to 08/2008 and since 11/2008 East from 06/2003 to 08/2008 and since 11/2008	Irregular Monthly survey Irregular Monthly survey

Wording of question

<p>Since 07/2003</p> <p>How do you evaluate the current willingness of banks to grant loans to businesses?</p> <p>cooperative [1] <input type="checkbox"/></p> <p>normal resp. usual [2] <input type="checkbox"/></p> <p>cautious / restrictive [3] <input type="checkbox"/></p>	Further information
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Timespan of variable

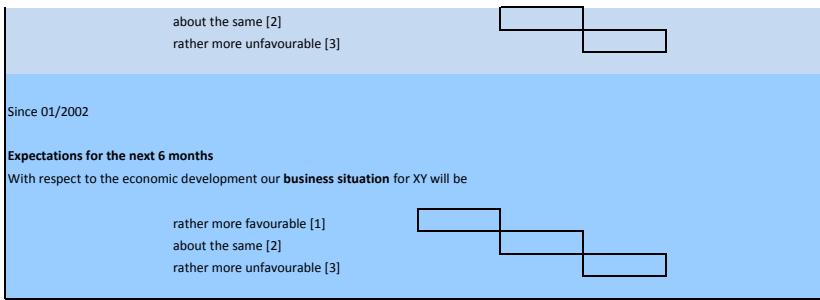
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009
			WEST						
			EAST						
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
WEST									
EAST									

3.3 Variables referring to future state

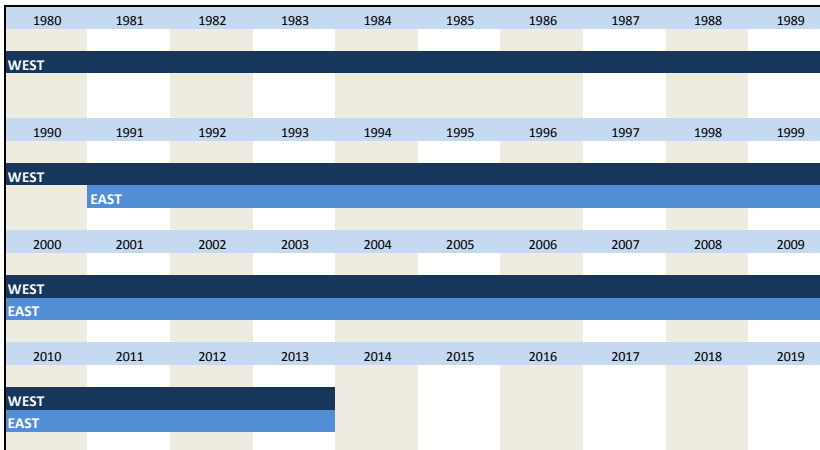
No.	Name of variable	Label	Survey period	Survey frequency
3.3.1)	vg_comexp	expected comercial operations	West since 01/1980 East since 01/1991	Monthly survey Monthly survey

Wording of question

<p>From 01/1991 to 11/2001</p> <p>No questionnaires from East Germany available</p> <hr/> <p>From 01/1980 to 06/1997</p> <p>With respect to the economic development - so after elimination of purely seasonal fluctuations - our business situation for XY during the next 6 months will be</p> <p>rather more favourable [1] <input type="checkbox"/></p> <p>about the same [2] <input type="checkbox"/></p> <p>rather more unfavourable [3] <input type="checkbox"/></p> <hr/> <p>From 07/1997 to 11/2001</p> <p>With respect to the economic development our business situation for XY during the next 6 months will be</p> <p>rather more favourable [1] <input type="checkbox"/></p>	Further information
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Timespan of variable



No.	Name of variable	Label	Survey period	Survey frequency
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3.3.2)	vg_proexp	expected production	West since 01/1980 East since 01/1991	Monthly survey Monthly survey
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Wording of question

	Further information
<p>From 01/1991 to 11/2001</p> <p>No questionnaires from East Germany available</p>	<p>* from 04/1991 to 01/1993 "decline" instead of "decrease"</p>
<p>From 01/1980 to 06/1994</p> <p>With respect to the economic development - so after elimination of purely seasonal fluctuations - our domestic production of XY during the next 3 months will probably</p> <p>increase [1] remain about the same [2] decrease [3]</p>	
<p>From 07/1994 to 06/1997</p> <p>With respect to the economic development - so after elimination of purely seasonal fluctuations - our domestic production of XY during the next 3 months will probably</p> <p>increase [1] remain about the same [2] decrease [3] no considerable domestic production [4]</p>	
<p>From 07/1997 to 11/2001</p> <p>With respect to the economic development our domestic production of XY during the next 3 months will probably</p> <p>increase [1] remain about the same [2] decrease [3] no considerable domestic production [4]</p>	
<p>Since 01/2002</p> <p>Expectations for the next 3 months Our domestic production activities with regards to XY will probaly</p>	

- increase [1]
- remain about the same [2]
- decrease [3]
- no considerable domestic production [4]

Timespan of variable

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

No.	Name of variable	Label	Survey period	Survey frequency
3.3.3)	vg_priceexp	expected domestic prices	West since 01/1980 East since 01/1991	Monthly survey Monthly survey

Wording of question

	Further information
<p>From 01/1991 to 11/2001</p> <p>No questionnaires from East Germany available</p>	<p>* from 03/1990 to 01/1993 "decrease" instead of "decline"</p>
<p>From 01/1980 to 05/1980</p> <p>During the next 3 months our domestic sales prices for XY (only for regular orders) - taking changes of conditions into account - probably will</p> <ul style="list-style-type: none"> increase [1] remain about the same [2] decline [3] 	
<p>From 05/1980 to 11/2001</p> <p>During the next 3 months our domestic sales prices (net sales prices) for XY - taking changes of conditions into account - probably will</p> <ul style="list-style-type: none"> increase [1] remain about the same [2] decline* [3] 	
<p>Since 01/2002</p> <p>Expectations for the next 3 months</p> <p>Taking changes of conditions into account our domestic sales prices (net) for XY probably will</p> <ul style="list-style-type: none"> increase [1] remain about the same [2] decline [3] 	



Timespan of variable

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

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

No.	Name of variable	Label	Survey period	Survey frequency
3.3.4)	vg_empl	employees 12 month	West from 10/1980 to 10/1993	Annual survey ***

Wording of question

<p>From 10/1980 to 10/1993</p> <p>Employees</p> <p>With respect to the economic development - so after elimination of purely seasonal fluctuations - the number of employees involved in the production of XY during the next ... months will</p> <div style="display: flex; justify-content: space-around; align-items: center;"> <div style="text-align: center;"> <p>increase [1] remain about the same [2] decrease [3]</p> </div> <div style="text-align: center;"> <p>3 months*</p>  </div> <div style="text-align: center;"> <p>after the reporting month**</p> </div> <div style="text-align: center;"> <p>12 months</p>  </div> </div>	<p>Further information</p> <p>* The expected number of employees during the next 3 months is covered with the variable "emplex" See 3.3.21)</p> <p>**from 10/1990 to 10/1993 additionally "from the reporting month"</p> <p>*** Annual survey in October</p>
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Timespan of variable

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

No.	Name of variable	Label	Survey period	Survey frequency
3.3.5)	vg_emplex	expected employees	West from 01/1980 to 04/1997 and since 07/1997 East since 01/1991	Jan, Apr, Jul, Oct Monthly survey Monthly survey

Wording of question

<p>From 01/1980 to 04/1997</p> <p>Employees (only domestic enterprises)</p> <p>With respect to the economic development - so after elimination of purely seasonal fluctuations - the number of employees involved in the production of XY during the next 3 months will</p> <div style="text-align: center;"> <p>increase [1] remain about the same [2] decrease [3]</p> </div>	<p>Further information</p>
<p>From 07/1997 to 11/2001</p> <p>Employees (only domestic enterprises)</p> <p>During the next 3 months the number of employees involved in the production of XY will</p> <div style="text-align: center;"> <p>increase [1] remain about the same [2]</p> </div>	

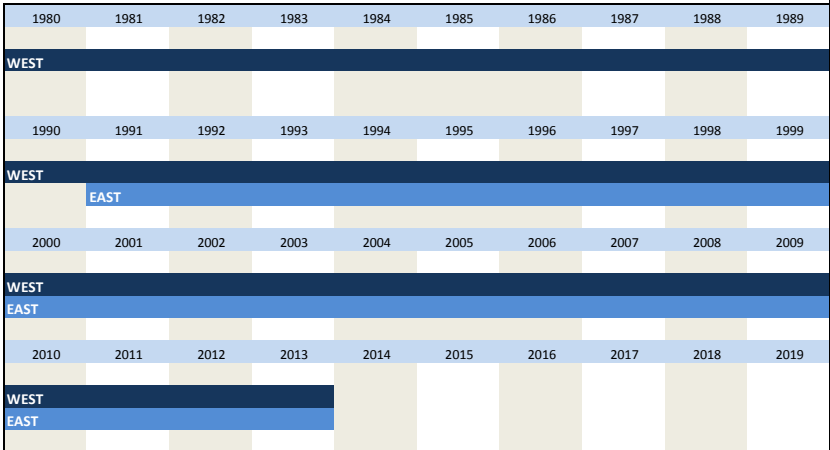
decrease [3]

Since 01/2002

Expectations for the next 3 months
Employees (only domestic enterprises)
 The number of employees involved in the production of XY will

increase [1]
 remain about the same [2]
 decrease [3]

Timespan of variable



3.1 Special questions

No.	Name	Label	Survey period	Survey frequency
3.4.1)	vg_bastlack	lack of back staff	West 10/1985 to 10/1995	Jan, Apr, Jul, Oct

Wording of question

10/1985 to 12/1995

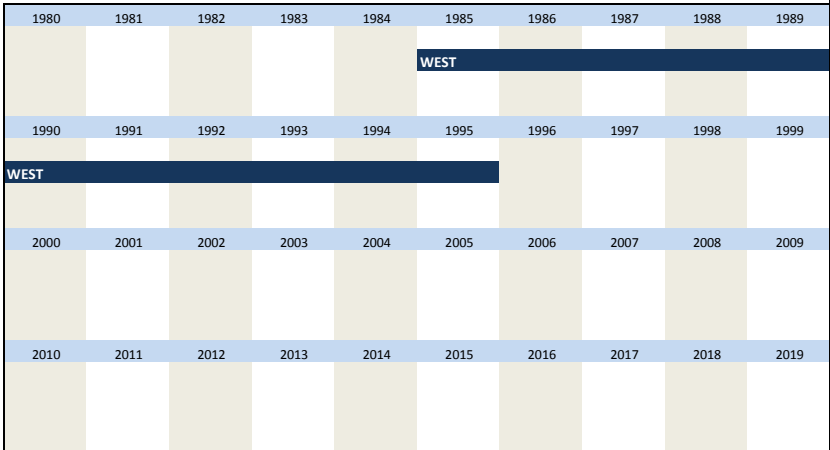
Our domestic production of XY is currently constrained.
 If yes, by following factors:

lack of manpower
 back staff [1]

Further information

Lack of back staff

Time span of variable



No.	Name	Label	Survey period	Survey frequency
3.4.2)	vg_comexp_sl	expected commercial (VAS)	West since 08/2005 East since 08/2005	monthly survey monthly survey

Wording of question

Wording of question	Further information																																																																																
<p>since 08/2005</p> <p>Expectations for the next 6 months</p> <p>In cyclical regards our state of business for XY will</p> <p style="text-align: center;"> ----- ----- ----- ----- </p> <p style="text-align: center;">0- be rather less favourable 50-stay about the same 100-rather more favourable</p> <p style="text-align: center;">Other than the variable 2.11) comexp the expected commercial is rated based on a visual analog scale</p>	<p>Expected commercial (VAS)</p>																																																																																
<p>Time span of variable</p> <table border="1" style="width: 100%; text-align: center;"> <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 colspan="5"></td><td colspan="5">WEST</td></tr> <tr><td colspan="5"></td><td colspan="5">EAST</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="4">WEST</td><td colspan="6"></td></tr> <tr><td colspan="4">EAST</td><td colspan="6"></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						WEST										EAST					2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	WEST										EAST										
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989																																																																								
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999																																																																								
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009																																																																								
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2010	2011	2012	2013	2014	2015	2016	2017	2018	2019																																																																								
WEST																																																																																	
EAST																																																																																	

No.	Name	Label	Survey period	Survey frequency
3.4.3)	vg_compos1	national competitive position	East and West 08/1994 to 11/2001 East and West since 01/2002	Feb, May, Aug, Nov Jan, Apr, Jul, Oct

Wording of question

Wording of question	Further information																				
<p>08/1994 to 11/2001</p> <p>No questionnaires for the East available</p> <p>08/1994 to 05/2001 and</p> <p>During the last 3 months our competitive position for XY on the domestic market</p> <p style="text-align: center;">improved [1] </p> <p style="text-align: center;">has not changed [2] </p> <p style="text-align: center;">declined [3] </p> <p>since 08/2001</p> <p>During the last 3 months our competitive position for XY on the domestic market [...] compared to the 3 prior months.</p> <p style="text-align: center;">improved [1] </p> <p style="text-align: center;">has not changed [2] </p> <p style="text-align: center;">declined [3] </p>	<p>National competitive position</p>																				
<p>Time span of variable</p> <table border="1" style="width: 100%; text-align: center;"> <tr><td>1980</td><td>1981</td><td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td></tr> <tr><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td><td>1998</td><td>1999</td></tr> </table>	1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989												
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999												

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

No.	Name	Label	Survey period	Survey frequency
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3.4.4)	vg_compos2	EU competitive position	East and West 08/1994 to 11/2001 East and West since 01/2002	Feb, May, Aug, Nov Jan, Apr, Jul, Oct
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Wording of question

08/1994 to 11/2001	Further information EU competitive position
No questionnaires for the East available	
08/1994 to 05/2001 and	
During the last three months our competitive position for XY on the foreign markets inside of the European Union	
<p>improved [1]</p> <p>has not changed [2]</p> <p>declined [3]</p> <p>no export [4]</p>	
since 08/2001	
During the last three months our competitive position for XY on the foreign markets inside of the European Union [...] compared to the prior 3 months	
<p>improved [1]</p> <p>has not changed [2]</p> <p>declined [3]</p> <p>no export [4]</p>	

Time span of variable

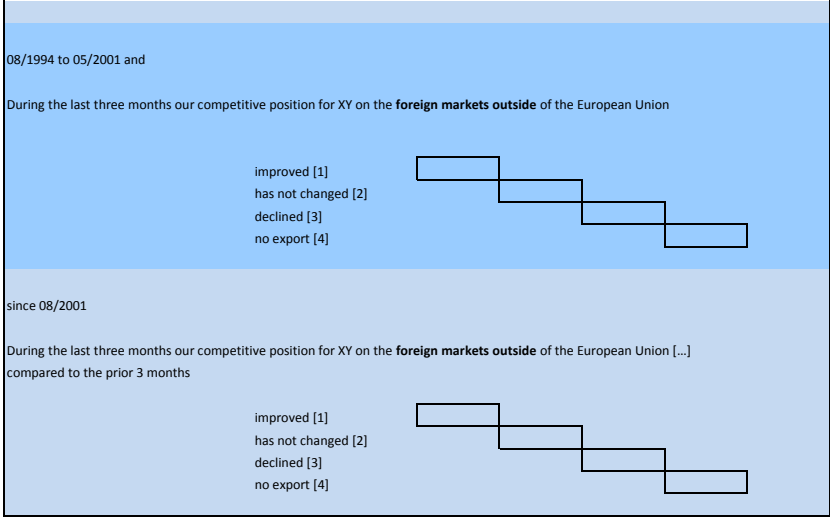
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999
				WEST					
				EAST					
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009
WEST									
EAST									
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
WEST									
EAST									

No.	Name	Label	Survey period	Survey frequency
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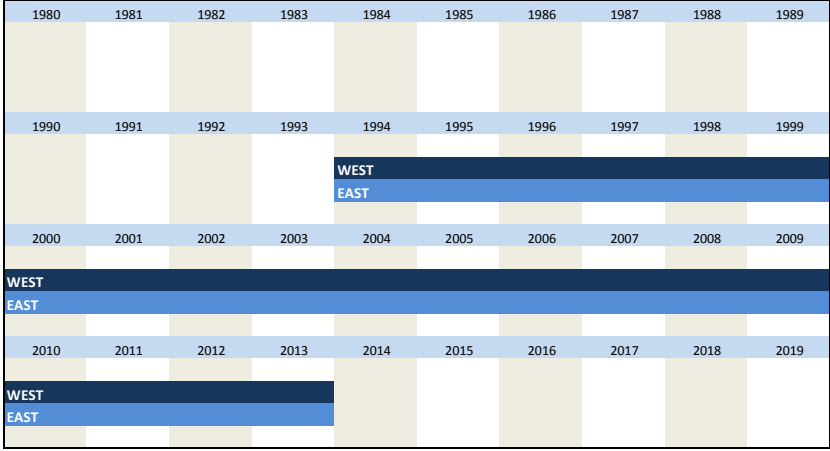
3.4.5)	vg_compos3	competitive position abroad	East and West 08/1994 to 11/2001 East and West since 01/2002	Feb, May, Aug, Nov Jan, Apr, Jul, Oct
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Wording of question

08/1994 to 11/2001	Further information Competitive position abroad
No questionnaires for the East available	



Time span of variable



No.	Name	Label	Survey period	Survey frequency
3.4.6)	vg_csal_lq	percentage change of sales in field xy - last quarter	East and West since 12/2012	quarterly survey

Wording of question

since 12/2012

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

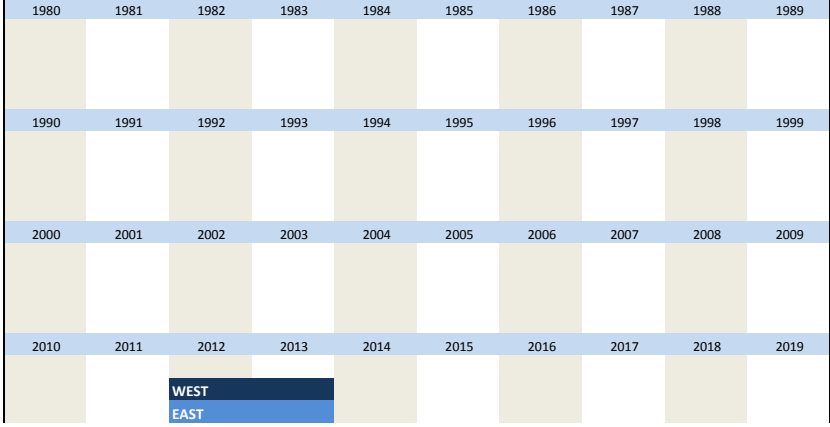
Percentage change of sales in field XY - last quarter

**"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



Further notes:

[1] = A value was stated

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

Wording of question

<p>since 12/2012</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>Denotion of values: 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>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>WEST</td><td></td><td></td><td></td><td></td><td></td><td></td><td></td></tr> <tr><td></td><td></td><td>EAST</td><td></td><td></td><td></td><td></td><td></td><td></td><td></td></tr> </table>	1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019			WEST										EAST								
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989																																																				
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999																																																				
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009																																																				
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019																																																				
		WEST																																																											
		EAST																																																											

No.	Name	Label	Survey period	Survey frequency
3.4.10)	vg_csal_nqbc	best case//percentage change of sales in field xy - next quarter	East and West since 12/2012	quarterly survey

Wording of question

<p>since 12/2012</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>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>WEST</td><td></td><td></td><td></td><td></td><td></td><td></td><td></td></tr> <tr><td></td><td></td><td>EAST</td><td></td><td></td><td></td><td></td><td></td><td></td><td></td></tr> </table>	1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019			WEST										EAST								
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989																																																				
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999																																																				
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009																																																				
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019																																																				
		WEST																																																											
		EAST																																																											

No.	Name	Label	Survey period	Survey frequency
3.4.11)	vg_csal_nqbc_v	values: best case//percentage change of sales in field xy - next quarter	East and West since 12/2012	quarterly survey

Wording of question

<p>since 12/2012</p>	<p>Further information</p> <p>Denotion of values: Change of sales in field XY next</p>
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By what percentage are your sales going to change in quarter "k"?? best case: <input type="text"/> % (please insert positive or negative integral numbers)										quarter (best case) **"k" either denotes the following quarter or the current quarter Example: If the question was posed at the end of the fourth quarter, the the question refers to the following first quarter. If it is posed at the beginning of the second quarter it refers to the second quarter	
Time span of variable											
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989		
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999		
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009		
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019		
										WEST	EAST

No.	Name	Label	Survey period	Survey frequency
3.4.12)	vg_csal_nqwc	worst case//percentage change of sales in field xy - next quarter	East and West since 12/2012	quarterly survey

Wording of question

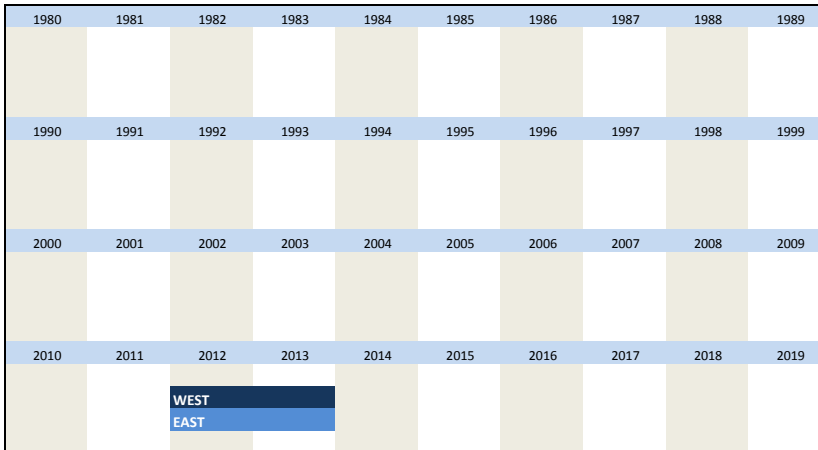
since 12/2012 By what percentage are your sales going to change in quarter "k"?? worst case: <input type="text"/> % (please insert positive or negative integral numbers) [1] I don't know [3] <input type="text"/>										Further information Change of sales in field XY next quarter (worst case) **"k" either denotes the following quarter or the current quarter Example: If the question was posed at the end of the fourth quarter, the the question refers to the following first quarter. If it is posed at the beginning of the second quarter it refers to the second quarter Further notes: [1] = A value was stated [3] = "I don't know" was stated	
Time span of variable											
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989		
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999		
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009		
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019		
										WEST	EAST

No.	Name	Label	Survey period	Survey frequency
3.4.13)	vg_csal_nqwc_v	values: worst case//percentage change of sales in field xy - next quarter	East and West since 12/2012	quarterly survey

Wording of question

since 12/2012 By what percentage are your sales going to change in quarter "k"?? worst case: <input type="text"/> % (please insert positive or negative integral numbers)										Further information Denotion of values: Change of sales in field XY next quarter (worst case) **"k" either denotes the following quarter or the current quarter Example: If the question was posed at the end of the fourth quarter the the question refers to the following first
--	--	--	--	--	--	--	--	--	--	---

Time span of variable



quarter, and 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
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3.4.14) **vg_diffsup1** difficulties of supply

West 08/1981 to 02/1993

Feb, May, Aug, Nov

Wording of question

since 08/1981

Feedstock
Our stock of the most important raw materials and pre-materials to produce XY is currently [...]

if relatively high:

We currently have a high stock because of

difficulties of supply [1]

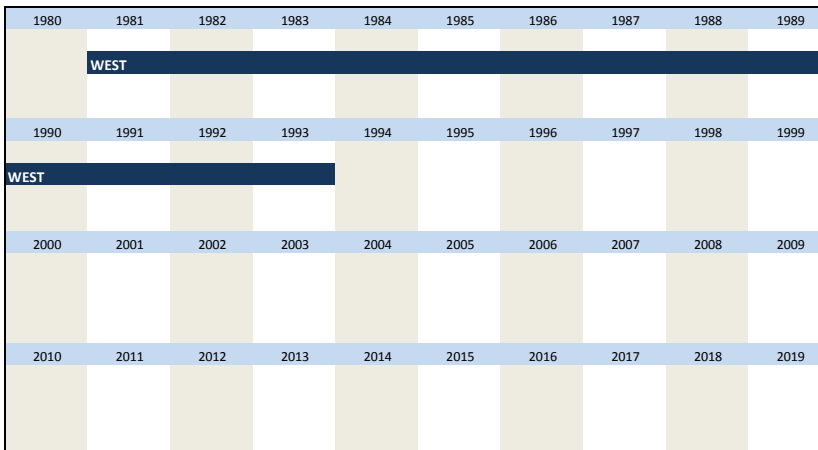
Further information

difficulties of supply

**currently" since 02/1988

Not inquired in November 1981

Time span of variable



No.	Name	Label	Survey period	Survey frequency
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3.4.15) **vg_diffsup2** difficulties of supply

West 08/1981 to 02/1993

Feb, May, Aug, Nov

Wording of question

since 08/1981

Feedstock
Our stock of the most important raw materials and pre-materials to produce XY is currently [...]

if relatively low:

The feedstock became scarce due to

Further information

Difficulties of supply

Not inquired in November 1981

difficulties of supply [1]

Time span of variable

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

No.	Name	Label	Survey period	Survey frequency
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3.4.16) **vg_einf_inno** expected influence of climate change on innovations East and West 02/2013 once

Wording of question

<p>02/2013</p> <p>How do you evaluate the influence of the forecasted climate change on following sectors of your company?</p> <p>innovations</p> <table border="1" style="margin-left: auto; margin-right: auto;"> <tr> <td>positive influence [1]</td> <td>no influence [2]</td> <td>negative influence [3]</td> <td>not specified [4]</td> </tr> </table>	positive influence [1]	no influence [2]	negative influence [3]	not specified [4]	<p>Further information</p> <p>Expected influence of climate change on innovations</p>
positive influence [1]	no influence [2]	negative influence [3]	not specified [4]		

Time span of variable

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

No.	Name	Label	Survey period	Survey frequency
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3.4.17) **vg_einf_log** expected influence of climate change on logistics East and West 02/2013 once

Wording of question

<p>02/2013</p> <p>How do you evaluate the influence of the forecasted climate change on following sectors of your company?</p> <table border="1" style="margin-left: auto; margin-right: auto;"> <tr> <td>positive influence [1]</td> <td>no influence [2]</td> <td>negative influence [3]</td> <td>not specified [4]</td> </tr> </table>	positive influence [1]	no influence [2]	negative influence [3]	not specified [4]	<p>Further information</p> <p>Expected influence of climate change on logistics</p>
positive influence [1]	no influence [2]	negative influence [3]	not specified [4]		

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

No.	Name	Label	Survey period	Survey frequency
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3.4.18)	vg_einf_pers	expected influence of climate change on personnel	East and West 02/2013	once
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Wording of question

02/2013	Further information								
How do you evaluate the influence of the forecasted climate change on following sectors of your company?	Expected influence of climate change on personnel								
<table border="1"> <tr> <td>positive influence</td> <td>no influence</td> <td>negative influence</td> <td>not specified</td> </tr> <tr> <td>[1]</td> <td>[2]</td> <td>[3]</td> <td>[4]</td> </tr> </table>	positive influence	no influence	negative influence	not specified	[1]	[2]	[3]	[4]	
positive influence	no influence	negative influence	not specified						
[1]	[2]	[3]	[4]						
personnel									

Time span of variable

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

No.	Name	Label	Survey period	Survey frequency
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3.4.19)	vg_einf_prod	expected influence of climate change on production	East and West 02/2013	once
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Wording of question

02/2013	Further information								
How do you evaluate the influence of the forecasted climate change on following sectors of your company?	Expected influence of climate change on production								
<table border="1"> <tr> <td>positive influence</td> <td>no influence</td> <td>negative influence</td> <td>not specified</td> </tr> <tr> <td>[1]</td> <td>[2]</td> <td>[3]</td> <td>[4]</td> </tr> </table>	positive influence	no influence	negative influence	not specified	[1]	[2]	[3]	[4]	
positive influence	no influence	negative influence	not specified						
[1]	[2]	[3]	[4]						

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

No.	Name	Label	Survey period	Survey frequency
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3.4.20) **vg_einf_pur** expected influence of climate change on purchases East and West 02/2013 once

Wording of question

02/2013	Further information			
How do you evaluate the influence of the forecasted climate change on following sectors of your company?	Expected influence of climate change on purchases			
purchases	positive influence [1]	no influence [2]	negative influence [3]	not specified [4]

Time span of variable

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

No.	Name	Label	Survey period	Survey frequency
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3.4.21) **vg_einf_sal** expected influence of climate change on sales East and West 02/2013 once

Wording of question

02/2013	Further information			
How do you evaluate the influence of the forecasted climate change on following sectors of your company?	Expected influence of climate change on sales			
	positive influence [1]	no influence [2]	negative influence [3]	not specified [4]

sales	[1]	[2]	[3]	[4]

Time span of variable

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

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

3.4.22)	vg_einf_wast	expected influence of climate change on waste management	East and West 02/2013	once
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Wording of question

02/2013	<p>How do you evaluate the influence of the forecasted climate change on following sectors of your company?</p> <p>waste management</p> <table border="1"> <tr> <td>positive influence [1]</td> <td>no influence [2]</td> <td>negative influence [3]</td> <td>not specified [4]</td> </tr> <tr> <td></td> <td></td> <td></td> <td></td> </tr> </table>	positive influence [1]	no influence [2]	negative influence [3]	not specified [4]					Further information
positive influence [1]		no influence [2]	negative influence [3]	not specified [4]						
		Expected influence of climate change on waste management								

Time span of variable

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

No.	Name	Label	Survey period	Survey frequency
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3.4.23)	vg_empldec	decrease of employees in %	East 01/1991 to 12/2000	monthly survey
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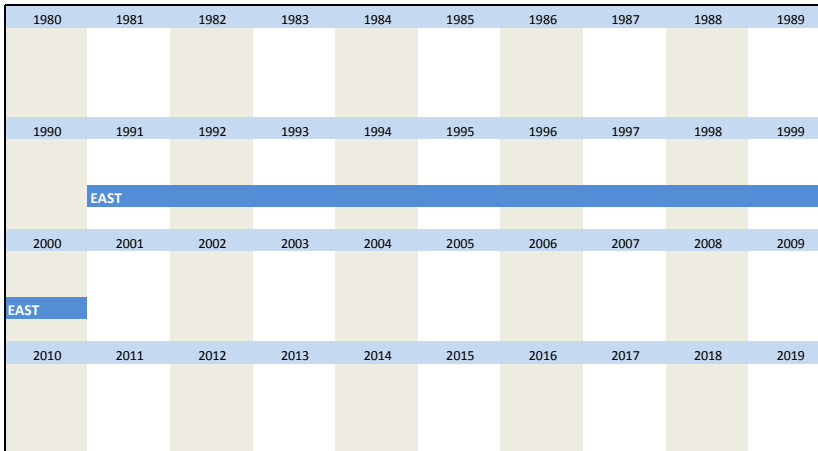
Wording of question

01/1991 to 12/2000	<p>There are no questionnaires for the East available. The following wording is taken from previous lists of variables</p>	Further information
01/1991 to 12/2000		Decrease of employees for the production in %

During the next 3 months the number of employees assigned to the production of XY will [...] in cyclical regards - therefore by eliminating purely seasonal fluctuations

decrease by about%

Time span of variable

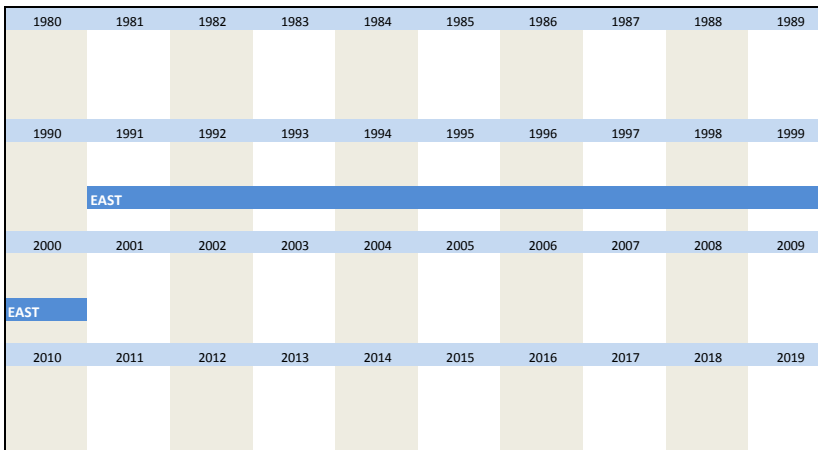


No.	Name	Label	Survey period	Survey frequency
3.4.24)	vg_emplinc	increase of employees in %	East 01/1991 to 12/2000	monthly survey

Wording of question

01/1991 to 12/2000	Further information
There are no questionnaires for the East available. The following wording is taken from previous lists of variables	Increase of employees for the production of XY in %
<p>01/1991 to 12/2000</p> <p>During the next 3 months the number of employees assigned to the production of XY will [...] in cyclical regards - therefore by eliminating purely seasonal fluctuations</p> <p>increase by about%</p>	

Time span of variable



No.	Name	Label	Survey period	Survey frequency
3.4.25)	vg_emppro	employees	West 01/1991 to 10/2001 East 01/1991 to 06/2001 East and West since 11/2001	annual survey* monthly survey annual survey**

Wording of question

Further information

01/1991 to 11/2001
No questionnaires for the East available
10/1991 to 10/1997
Number of employees State: End [month] [year]***
In the whole company (domestic companies only) we occupy persons
since 10/1998
Number of employees In the whole company (domestic companies only) we occupy persons

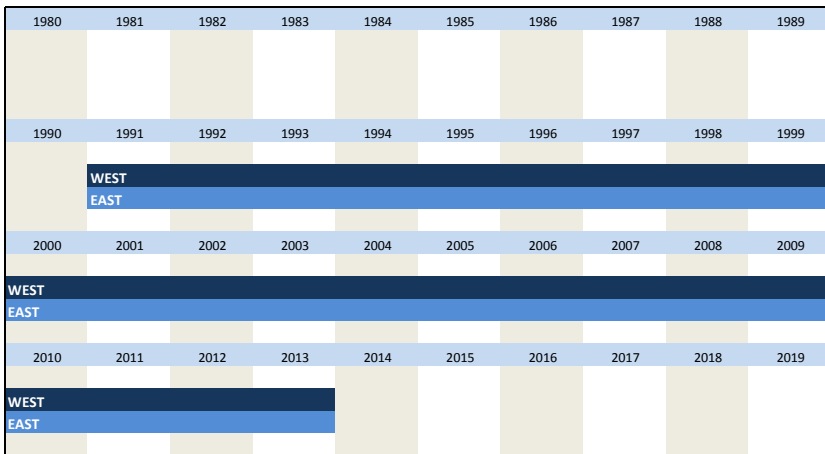
persons occupied in the company

*1991 - 2000: inquiry in October
1994: no inquiry
**annual survey in November

Note West:
The data is only inquired annually but appears in the datasets monthly. This is due to the fact, that every month the data of the annual survey is transferred manually. The data of the current survey is normally transferred 2-3 months after the survey

Example:
For November, December 2002 the variable emppro contains the value of the survey from November 2001. Since January 2003 the variable emppro contains the value of the survey from Nov 02

Time span of variable



***West 01/1994 to 10/1997
month and year of the previous reporting interval

Example 10/1995:
"State: End of September 1995"
East 01/1994 to 06/2000
"State: End of month under reports"

No.	Name	Label	Survey period	Survey frequency
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3.4.26)	vg_expep	expected export trade	West since 01/1980 East since 01/1991	monthly survey monthly survey
---------	----------	-----------------------	--	----------------------------------

Wording of question

01/1991 to 11/2001
No questionnaires for the East available
01/1980 to 11/2001
During the next 3 months the extent of our exports - taking former export deals and running order negotiations into account - is expected to
<p>increasing [1]</p> <p>not changing [2]</p> <p>decreasing [3]</p> <p>no export [4]</p>
since 01/2002
Expectations for the next 3 months
During the next 3 months the extent of our exports - taking former export deals and running order negotiations into account - is expected to
<p>increasing [1]</p> <p>not changing [2]</p> <p>decreasing [3]</p> <p>no export of XY [4]</p>

Further information

expected export trade

Time span of variable

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

No.	Name	Label	Survey period	Survey frequency
3.4.27)	vg_fairxh	exhibitor at an international specialized fair	East and West 06/2012	irregular

Wording of question

06/2012	Further information
Is your company represented as an exhibitor at an international specialized fair?	Exhibitor at an international specialized fair
yes [1] <input type="checkbox"/>	
no [2] <input type="checkbox"/>	

Time span of variable

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

No.	Name	Label	Survey period	Survey frequency
3.4.28)	vg_fairxh_e	exhibitor at an international specialized fair in a foreign European country	East and West 06/2012	irregular

Wording of question

06/2012	Further information
Is your company represented as an exhibitor at an international specialized fair?	Exhibitor at an international specialized fair in a foreign European country
[...]	
If yes, international specialized fairs	
- in a foreign European country [1] <input type="checkbox"/>	

Time span of variable

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

WEST
EAST

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

3.4.29) **vg_fairxh_g** exhibitor at an international specialized fair in Germany **East and West 06/2012** **irregular**

Wording of question

<p>06/2012</p> <p>Is your company represented as an exhibitor at an international specialized fair?</p> <p>[...]</p> <p>If yes, international specialized fairs</p> <p>- in Germany [1] <input type="text"/></p>	<p>Further information</p> <p>Exhibitor at an international specialized fair in Germany</p>
--	--

Time span of variable

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

WEST
EAST

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

3.4.30) **vg_fairxh_ne** exhibitor at an international specialized fair in a country outside Europe **East and West 06/2012** **irregular**

Wording of question

<p>06/2012</p> <p>Is your company represented as an exhibitor at an international specialized fair?</p> <p>[...]</p> <p>If yes, international specialized fairs</p> <p>- in a country outside of Europe [1] <input type="text"/></p>	<p>Further information</p> <p>Exhibitor at an international specialized fair in a country outside of Europe</p>
--	--

Time span of variable

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

WEST
EAST

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

3.4.31)	vg_fairxhexp	exhibitor at an international specialized fair during next 2-3 years	East and West 06/2012	once
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Wording of question

06/2012	Further information
Will your company be represented as an exhibitor at an international specialized fair during the next 2-3 years?	Exhibitor at an international specialized fair during the next 2-3 years
yes [1] <input type="text"/>	
no [2] <input type="text"/>	

Time span of variable

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

WEST
EAST

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

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

Wording of question

06/2012	Further information
Will your company be represented as an exhibitor at an international specialized fair during the next 2-3 years?	Exhibitor at an international specialized fair in a foreign European country during the next 2-3 years
[...]	
If yes, international specialized fairs	
- in a foreign European country [1] <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

WEST
EAST

No.	Name	Label	Survey period	Survey frequency
3.4.33)	vg_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>Will your company be represented as an exhibitor at an international specialized fair during the next 2-3 years?</p> <p>[...]</p> <p>If yes, 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>
---	---

Time span of variable

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

WEST
EAST

No.	Name	Label	Survey period	Survey frequency
3.4.34)	vg_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>Will your company be represented as an exhibitor at an international specialized fair during the next 2-3 years?</p> <p>[...]</p> <p>If yes, international specialized fairs</p> <p>- in a country outside of Europe [1] <input type="text"/></p>	<p>Further information</p> <p>Exhibitor at an international specialized fair in a country outside of Europe during the next 2-3 years</p>
---	---

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

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

3.4.35)	vg_fambus	family business	East and West 02/2014	once
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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

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

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

3.4.36)	vg_fest	feedstock	West 02/1980 to 05/1994	Feb, May, Aug, Nov
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Wording of question

since 02/1980	Further information
<p>Feedstock</p> <p>Our stock of the most important raw materials and pre-materials to produce XY is currently</p> <p>relatively high [1] normal [2] relatively low [3]</p>	<p>feedstock</p> <p>Not inquired in November 1981</p>

weeks of production (measured by the current extent of production)

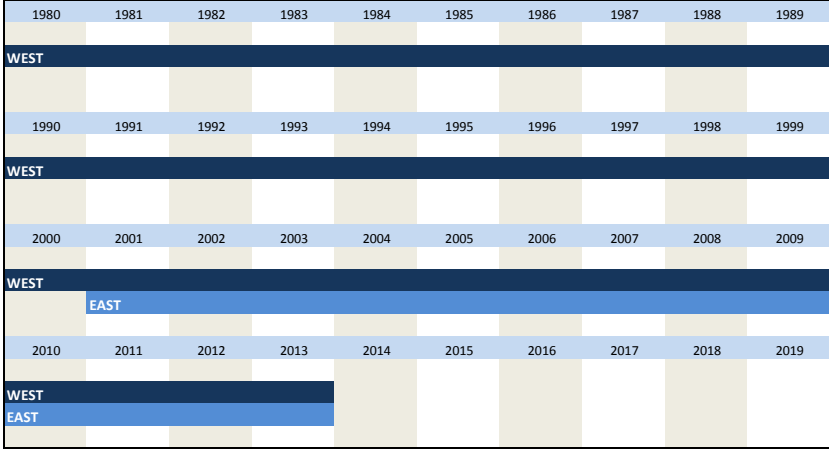
since 02/2002

Feedstock
 Our stock of the raw materials and pre-materials most important to us for the production of XY are currently sufficient for

no feedstock | less than 0,5 | 0,5 | 1 | 2 | 3 | 4 | 5 | 6 | more than 6, in fact
 |-----|-----|-----|-----|-----|-----|-----|-----|-----|

**measured by the current extent of production

Time span of variable



No.	Name	Label	Survey period	Survey frequency
3.4.38)	vg_fincohi	high costs of financing	West 05/1982 to 02/1993	Feb, May, Aug, Nov

Wording of question

since 05/1982

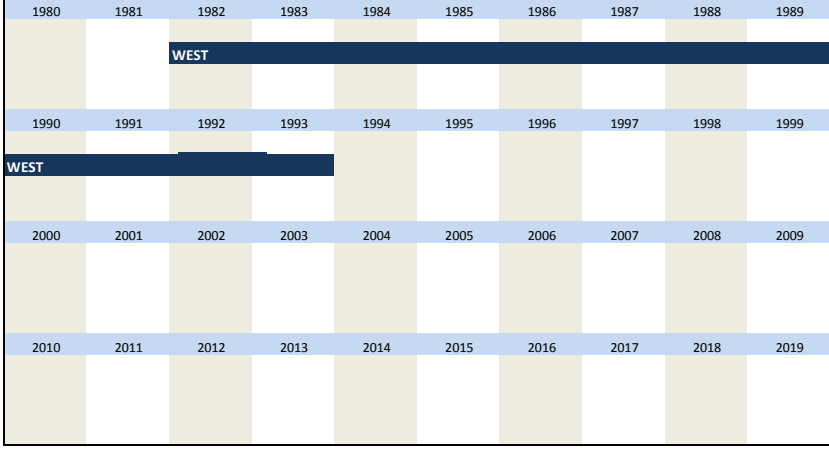
Feedstock
 Our stock of the most important raw materials and pre-materials to produce XY is currently [...]

if relatively low:
 We currently have a low stock on purpose because of

unusual high costs of financing [1]

Further information
 high costs of financing
 **"currently" since 02/1988

Time span of variable

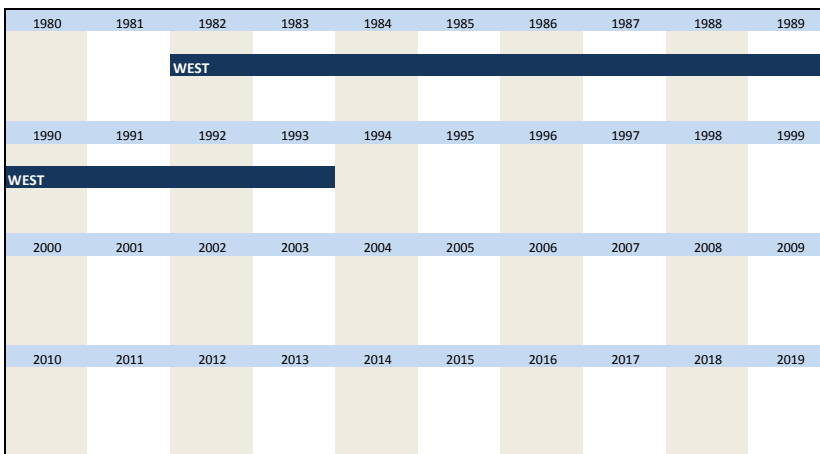


No.	Name	Label	Survey period	Survey frequency
3.4.39)	vg_fincolow	low costs of financing	West 05/1982 to 02/1993	Feb, May, Aug, Nov

Wording of question

<p>since 05/1982</p> <p>Feedstock Our stock of the most important raw materials and pre-materials to produce XY is currently [...]</p> <p>if relatively high: We currently have a high stock because of</p> <p style="text-align: right;">relatively low costs of financing [1] <input type="text"/></p>	<p>Further information</p> <p>low costs of financing</p> <p>**currently" since 02/1988</p>
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Time span of variable

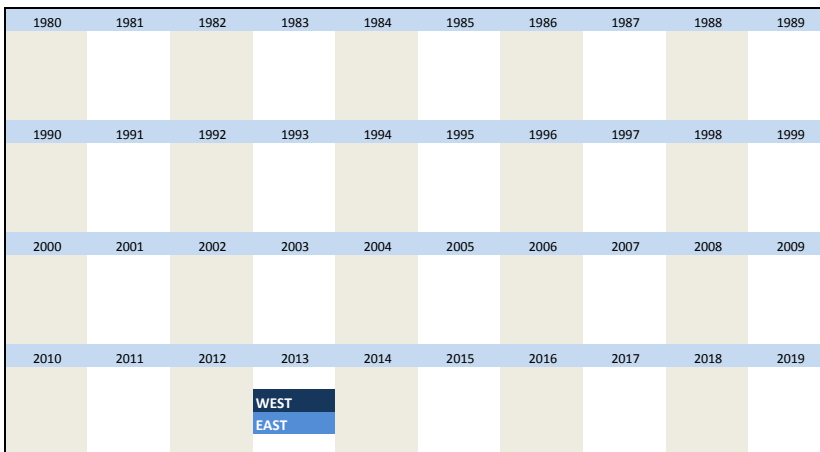


No.	Name	Label	Survey period	Survey frequency
3.4.40)	vg_flight_eur	importance of flight connections in Europe	East and West 03/2013	once

Wording of question

<p>03/2013</p> <p>How important is a flight connection to destinations in [...] for your company?</p> <p style="text-align: center;">Europe</p> <table border="1" style="margin-left: auto; margin-right: auto;"> <tr> <td style="text-align: center;">very important [1]</td> <td style="text-align: center;">important [2]</td> <td style="text-align: center;">less important [3]</td> <td style="text-align: center;">unimportant [4]</td> </tr> </table>	very important [1]	important [2]	less important [3]	unimportant [4]	<p>Further information</p> <p>Importance of flight connections to destinations in Europe</p>
very important [1]	important [2]	less important [3]	unimportant [4]		

Time span of variable



No.	Name	Label	Survey period	Survey frequency
3.4.41)	vg_flight_ger	importance of flight connections in Germany	East and West 03/2013	once

Wording of question

<p>03/2013</p> <p>How important is a flight connection to destinations in [...] for your company?</p> <p style="text-align: center;">Germany</p> <table border="1" style="margin-left: auto; margin-right: auto;"> <tr> <td style="text-align: center;">very important [1]</td> <td style="text-align: center;">important [2]</td> <td style="text-align: center;">less important [3]</td> <td style="text-align: center;">unimportant [4]</td> </tr> <tr> <td style="height: 15px;"></td> <td style="height: 15px;"></td> <td style="height: 15px;"></td> <td style="height: 15px;"></td> </tr> </table>	very important [1]	important [2]	less important [3]	unimportant [4]					<p>Further information</p> <p>Importance of flight connections to destinations in Germany</p>
very important [1]	important [2]	less important [3]	unimportant [4]						

Time span of variable

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

No.	Name	Label	Survey period	Survey frequency
3.4.42)	vg_flight_world	importance of flight connections worldwide	East and West 03/2013	once

Wording of question

<p>03/2013</p> <p>How important is a flight connection to destinations [...] for your company?</p> <p style="text-align: center;">worldwide</p> <table border="1" style="margin-left: auto; margin-right: auto;"> <tr> <td style="text-align: center;">very important [1]</td> <td style="text-align: center;">important [2]</td> <td style="text-align: center;">less important [3]</td> <td style="text-align: center;">unimportant [4]</td> </tr> <tr> <td style="height: 15px;"></td> <td style="height: 15px;"></td> <td style="height: 15px;"></td> <td style="height: 15px;"></td> </tr> </table>	very important [1]	important [2]	less important [3]	unimportant [4]					<p>Further information</p> <p>Importance of flight connections to destinations worldwide</p>
very important [1]	important [2]	less important [3]	unimportant [4]						

Time span of variable

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

No.	Name	Label	Survey period	Survey frequency
3.4.43)	vg_foreord	foreign orders (appraisal)	West since 01/1980 East since 01/1991	monthly survey monthly survey

Wording of question

01/1991 to 11/2001	Further information
No questionnaires for the East available	Appraisal of foreign orders
01/1980 to 11/2001	01/2002 and 02/2002 *instead of "Current situation" →"Current situation and tendencies" **addition "current"
We consider our foreign order backlog for XY currently to be	
<p style="text-align: center;">relatively high [1] (e.g. extended time of delivery)</p> <p style="text-align: center;">enough [2]</p> <p style="text-align: center;">too small [3]</p> <p style="text-align: center;">no export XY [4]</p>	
since 01/2002	
Current situation*	
We consider our (current**) foreign order backlog to be	
<p style="text-align: center;">relatively high [1]</p> <p style="text-align: center;">enough [2]</p> <p style="text-align: center;">or not customary</p> <p style="text-align: center;">too small [3]</p> <p style="text-align: center;">no export XY [4]</p>	

Time span of variable

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

No.	Name	Label	Survey period	Survey frequency
3.4.44)	vg_hcount	headcount	West since 03/2002 East since 09/1994*	Mrch, Jun, Sep, Dec Mrch, Jun, Sep, Dec

Wording of question

09/1994 to 12/2001	Further information
No questionnaires for the East available	Development of the headcount
since 03/2002	* no inquiry in Dec 2001 but in Nov 2001
We consider our head count with respect to the expected sales development of XY during the next 12 months to be	
<p style="text-align: center;">relatively high [1] <input type="text"/></p> <p style="text-align: center;">(e.g. reduction of staff necessary)</p>	
<p style="text-align: center;">enough [2] <input type="text"/></p>	
<p style="text-align: center;">too low [3] <input type="text"/></p> <p style="text-align: center;">(e.g. additional staff necessary)</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
				EAST					
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009
		WEST							
EAST									
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
WEST									
EAST									

No.	Name	Label	Survey period	Survey frequency
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3.4.45)	vg_inf_cold	influence of cold waves on value added	East and West 02/2013	once
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Wording of question

02/2013	Further information												
How did extreme weather conditions in the past influence the value added of your company?	Influence of cold waves (incl. ice and snow) on the value added												
<table border="1"> <tr> <td>positive influence</td> <td>no influence</td> <td>negative influence</td> <td>not specified</td> </tr> <tr> <td>[1]</td> <td>[2]</td> <td>[3]</td> <td>[4]</td> </tr> <tr> <td colspan="4">cold waves (incl. ice and snow)</td> </tr> </table>	positive influence	no influence	negative influence	not specified	[1]	[2]	[3]	[4]	cold waves (incl. ice and snow)				
positive influence	no influence	negative influence	not specified										
[1]	[2]	[3]	[4]										
cold waves (incl. ice and snow)													

Time span of variable

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

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

3.4.46)	vg_inf_drou	influence of drought on value added	East and West 02/2013	once
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Wording of question

02/2013	Further information												
How did extreme weather conditions in the past influence the value added of your company?	Influence of drought on the value added												
<table border="1"> <tr> <td>positive influence</td> <td>no influence</td> <td>negative influence</td> <td>not specified</td> </tr> <tr> <td>[1]</td> <td>[2]</td> <td>[3]</td> <td>[4]</td> </tr> <tr> <td colspan="4">drought</td> </tr> </table>	positive influence	no influence	negative influence	not specified	[1]	[2]	[3]	[4]	drought				
positive influence	no influence	negative influence	not specified										
[1]	[2]	[3]	[4]										
drought													

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

No.	Name	Label	Survey period	Survey frequency
3.4.47)	vg_inf_heat	influence of heatwaves on value added	East and West 02/2013	once

Wording of question

02/2013		Further information								
<p>How did extreme weather conditions in the past influence the value added of your company?</p> <p>heatwaves</p> <table border="1"> <tr> <td>positive influence [1]</td> <td>no influence [2]</td> <td>negative influence [3]</td> <td>not specified [4]</td> </tr> <tr> <td></td> <td></td> <td></td> <td></td> </tr> </table>		positive influence [1]	no influence [2]	negative influence [3]	not specified [4]					Influence of heatwaves on the value added
positive influence [1]	no influence [2]	negative influence [3]	not specified [4]							

Time span of variable

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

No.	Name	Label	Survey period	Survey frequency
3.4.48)	vg_inf_rain	influence of heavy rainfall on value added	East and West 02/2013	once

Wording of question

02/2013		Further information								
<p>How did extreme weather conditions in the past influence the value added of your company?</p> <table border="1"> <tr> <td>positive influence [1]</td> <td>no influence [2]</td> <td>negative influence [3]</td> <td>not specified [4]</td> </tr> <tr> <td></td> <td></td> <td></td> <td></td> </tr> </table>		positive influence [1]	no influence [2]	negative influence [3]	not specified [4]					Influence of heavy rainfall on the value added
positive influence [1]	no influence [2]	negative influence [3]	not specified [4]							

heavy rainfall		[1]	[2]	[3]	[4]				
Time span of variable									
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
		WEST							
		EAST							

No.	Name	Label	Survey period	Survey frequency
3.4.49)	vg_inf_storm	influence of storms on value added	East and West 02/2013	once

Wording of question

02/2013					Further information
How did extreme weather conditions in the past influence the value added of your company?					Influence of storms on the value added
	positive influence [1]	no influence [2]	negative influence [3]	not specified [4]	
storms					

Time span of variable

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

No.	Name	Label	Survey period	Survey frequency
3.4.50)	vg_j1	Japan crisis q1	East and West 05/2011	once

Wording of question

05/2011					Further information
					Japan crisis question 1

Are you currently directly or indirectly affected via other presuppliers by supply shortage resulting from the Japan crisis and/or will you be affected during the next 3 months?

currently: yes [1]
 no [2]

Time span of variable

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

No.	Name	Label	Survey period	Survey frequency
3.4.51)	vg_J2	Japan crisis q2	East and West 05/2011	once

Wording of question

05/2011

Are you currently directly or indirectly affected via other presuppliers by supply shortage resulting from the Japan crisis and/or will you be affected during the next 3 months?

currently: If yes: (reference to question J1)
Our methods: Other suppliers yes [1]
 no [2]

Further information

Japan crisis question 2

Time span of variable

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

No.	Name	Label	Survey period	Survey frequency
3.4.52)	vg_J3	Japan crisis q3	East and West 05/2011	once

Wording of question

Wording of question

<p>05/2011</p> <p>Are you currently directly or indirectly affected via other presuppliers by supply shortage resulting from the Japan crisis and/or will you be affected during the next 3 months?</p> <p>During the next 3 months: If yes: (reference to question J1) Our methods: other suppliers <input type="text"/> yes [1]</p> <p><input type="text"/> no [2]</p>	<p>Further information</p> <p>Japan crisis question 5</p>																																																												
Time span of variable																																																													
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No.	Name	Label	Survey period	Survey frequency
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Wording of question
















<p>05/2011</p> <p>Are you currently directly or indirectly affected via other presuppliers by supply shortage resulting from the Japan crisis and/or will you be affected during the next 3 months?</p> <p>During the next 3 months: If yes: (reference to question J1) Our methods: reduction of production <input type="text"/> yes [1]</p> <p><input type="text"/> no [2]</p>	<p>Further information</p> <p>Japan crisis question 6</p>																																																												
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<table border="1"> <tr><td>1980</td><td>1981</td><td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td></tr> <tr><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td><td>1998</td><td>1999</td></tr> <tr><td>2000</td><td>2001</td><td>2002</td><td>2003</td><td>2004</td><td>2005</td><td>2006</td><td>2007</td><td>2008</td><td>2009</td></tr> <tr><td>2010</td><td>2011</td><td>2012</td><td>2013</td><td>2014</td><td>2015</td><td>2016</td><td>2017</td><td>2018</td><td>2019</td></tr> <tr><td colspan="2">WEST</td><td colspan="8"></td></tr> <tr><td colspan="2">EAST</td><td colspan="8"></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									
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No.	Name	Label	Survey period	Survey frequency
3.4.56)	vg_latecomer	latecomer	West 01/1998 to 12/2001 and 08/2008 to 03/2011	monthly survey
			East since 01/1998 to 12/2001 and 08/2008 to 03/2011	monthly survey

1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	Further information
										Latecomer [1] N=latecomer 01/2002 to 07/2008 The data of the variable latecomer is not fed in, as a double occupancy of the corresponding column exists in the dataset

No.	Name	Label	Survey period	Survey frequency
3.4.57)	vg_loss_cat	return on sales: loss (category)	East and West since 09/2008	May, Sep

Wording of question

since 09/2008	Further information												
<p>Expected surplus less tax or loss of our company in % of the net returns on sales in 20XX*</p> <table border="0"> <tr> <td>if surplus:</td> <td>if loss:</td> </tr> <tr> <td>up to 1% </td> <td>0 to -1% <input type="text"/> [1]</td> </tr> <tr> <td>> 1 to 2% </td> <td>< -1 to -2% <input type="text"/> [2]</td> </tr> <tr> <td>> 2 to 3% </td> <td>< -2 to -3% <input type="text"/> [3]</td> </tr> <tr> <td>> 3 to 4% </td> <td>< -3 to -4% <input type="text"/> [4]</td> </tr> <tr> <td>> 4% </td> <td>< -4% <input type="text"/> [5]</td> </tr> </table>	if surplus:	if loss:	up to 1% 	0 to -1% <input type="text"/> [1]	> 1 to 2% 	< -1 to -2% <input type="text"/> [2]	> 2 to 3% 	< -2 to -3% <input type="text"/> [3]	> 3 to 4% 	< -3 to -4% <input type="text"/> [4]	> 4% 	< -4% <input type="text"/> [5]	*20XX denotes the year under report
if surplus:	if loss:												
up to 1% 	0 to -1% <input type="text"/> [1]												
> 1 to 2% 	< -1 to -2% <input type="text"/> [2]												
> 2 to 3% 	< -2 to -3% <input type="text"/> [3]												
> 3 to 4% 	< -3 to -4% <input type="text"/> [4]												
> 4% 	< -4% <input type="text"/> [5]												

Time span of variable

1980	1981	1982	1983	1984	1985	1986	1987	1988	1989

No.	Name	Label	Survey period	Survey frequency
3.4.58)	vg_minim1	minimum wage q1	East and West 11/2014	once

Wording of question

<p>11/2014</p> <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>	<p>Further information</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>WEST</td><td></td><td></td><td></td><td></td><td></td></tr> <tr><td></td><td></td><td></td><td></td><td>EAST</td><td></td><td></td><td></td><td></td><td></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					
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No.	Name	Label	Survey period	Survey frequency
3.4.59)	vg_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 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="checkbox"/> [1] No measures necessary or scheduled</p>	<p>Further information</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>WEST</td><td></td><td></td><td></td><td></td><td></td></tr> <tr><td></td><td></td><td></td><td></td><td>EAST</td><td></td><td></td><td></td><td></td><td></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					
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				EAST																																																									

No.	Name	Label	Survey period	Survey frequency
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3.4.60) **vg_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 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] personnel cuts</p>	<p>Further information</p>
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Time span of variable

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

WEST
EAST

No.	Name	Label	Survey period	Survey frequency
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3.4.61) **vg_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>	<p>Further information</p>
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Time span of variable

1980	1981	1982	1983	1984	1985	1986	1987	1988	1989
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009

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

No.	Name	Label	Survey period	Survey frequency
3.4.64)	vg_minim7	minimum wage q7	East and West 11/2014	once

Wording of question

<p>11/2014</p> <p>01/01/2015 the general minimum wage policy will be implemented. Is your company affected by this?</p> <p><input 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 special payments</p>	<p>Further information</p>
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Time span of variable

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

No.	Name	Label	Survey period	Survey frequency
3.4.65)	vg_minim8	minimum wage q8	East and West 11/2014	once

Wording of question

<p>11/2014</p> <p>01/01/2015 the general minimum wage policy will be implemented. Is your company affected by this?</p> <p><input 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] other</p>	<p>Further information</p>
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Time span of variable

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

No.	Name	Label	Survey period	Survey frequency
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3.4.66)	vg_ovtime	overtime	West since 01/1980 to 10/2001 East and West since 03/2002	Jan, Apr, Jul, Oct Mrch, Jun, Sep, Dec
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Wording of question

<p>since 01/1980</p> <p>We currently work with overtime</p> <p><input type="checkbox"/> yes [1] <input type="checkbox"/> no [2]</p>	<p>Further information</p> <p>Overtime</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 colspan="10">WEST</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 colspan="10">WEST</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="10">WEST</td></tr> <tr><td></td><td></td><td>EAST</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 colspan="4">WEST</td><td></td><td></td><td></td><td></td><td></td><td></td></tr> <tr><td colspan="4">EAST</td><td></td><td></td><td></td><td></td><td></td><td></td></tr> </table>		1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	WEST										1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	WEST										2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	WEST												EAST								2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	WEST										EAST									
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No.	Name	Label	Survey period	Survey frequency
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3.4.67)	vg_ovtimemo	overtime more than customary	West since 01/1980 to 10/2001 East and West since 03/2002	Jan, Apr, Jul, Oct Mrch, Jun, Sep, Dec
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Wording of question

<p>since 01/1980</p> <p>We currently work with overtime</p> <p>If yes, more than customary</p> <p><input type="checkbox"/> yes [1] <input type="checkbox"/> no [2]</p>	<p>Further information</p> <p>Overtime more than customary</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 colspan="10">WEST</td></tr> </table>		1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	WEST									
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2000	2001	2002	2003	2004	2005	2006	2007	2008	2009
WEST									
EAST									
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
WEST									
EAST									

No.	Name	Label	Survey period	Survey frequency
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3.4.68) **vg_pricedec** price decrease West 08/1981 to 02/1993 Feb, May, Aug, Nov

Wording of question

<p>since 08/1981</p> <p>Feedstock Our stock of the most important raw materials and pre-materials to produce XY is currently [...]</p> <p>if relatively low: We currently have a low stock on purpose because of expected price decline [1] <input type="text"/></p>	<p>Further information</p> <p>price decrease</p> <p>**"currently" since 02/1988</p> <p>Not inquired in November 1981</p>
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Time span of variable

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

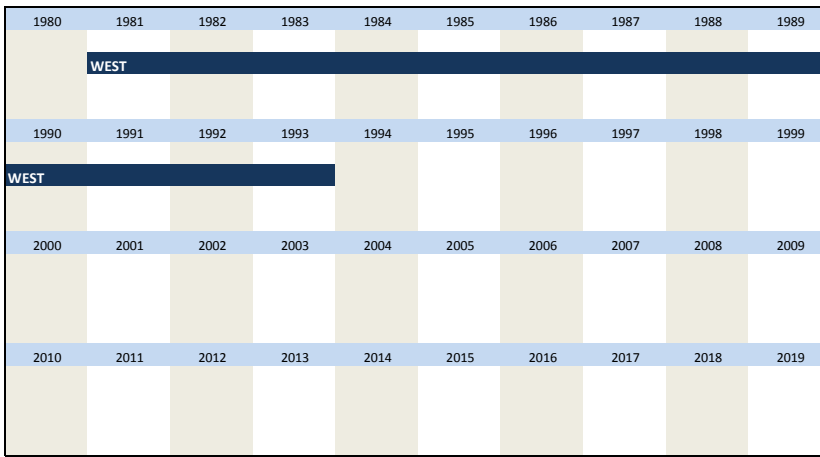
No.	Name	Label	Survey period	Survey frequency
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3.4.69) **vg_priceinc** increase in price West 08/1981 to 02/1993 Feb, May, Aug, Nov

Wording of question

<p>since 08/1981</p> <p>Feedstock Our stock of the most important raw materials and pre-materials to produce XY is currently [...]</p> <p>if relatively high: We currently have a high stock because of expected increase in price [1] <input type="text"/></p>	<p>Further information</p> <p>Increase in price</p> <p>**"currently" since 02/1988</p> <p>Not inquired in November 1981</p>
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Time span of variable

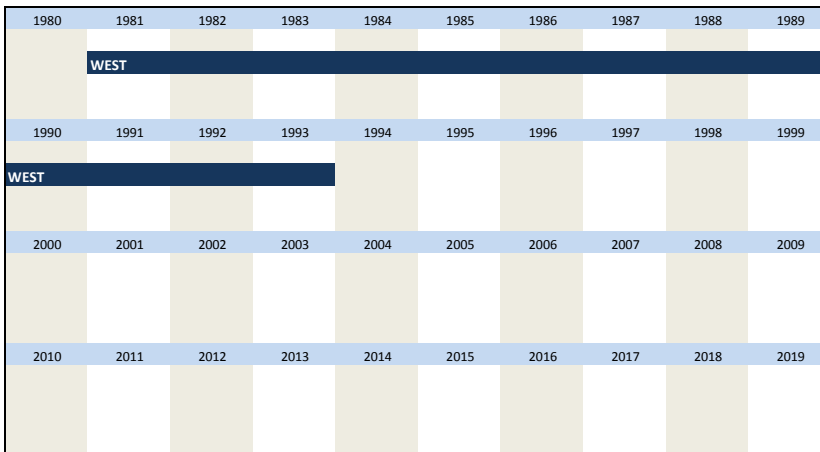


No.	Name	Label	Survey period	Survey frequency
3.4.70)	vg_proenl	enlargement of production	West 08/1981 to 02/1993	Feb, May, Aug, Nov

Wording of question

<p>since 08/1981</p> <p>Feedstock Our stock of the most important raw materials and pre-materials to produce XY is currently [...]</p> <p>if relatively high: We currently have a high stock because of</p> <p style="text-align: right;">enlargement of production [1] <input type="text"/></p>	<p>Further information</p> <p>enlargement of production</p> <p>**currently" since 02/1988</p>
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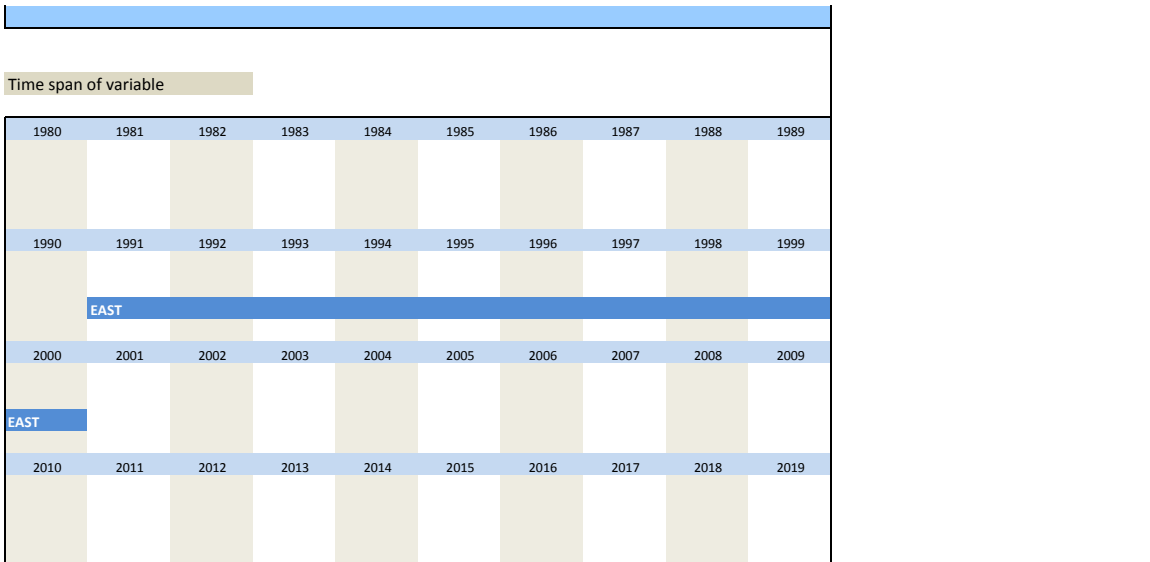
Time span of variable



No.	Name	Label	Survey period	Survey frequency
3.4.71)	vg_proexpen	product too expensive	East 01/1991 to 12/2000	monthly survey

Wording of question

<p>01/1991 to 12/2000</p> <p>No questionnaires for the East available. The following wording is taken from previous lists of variables</p>	<p>Further information</p> <p>Products too expensive</p>
<p>01/1991 to 12/2000</p> <p>Our domestic production of XY is currently constrained. If yes, by following factors: sales difficulties, as</p> <p style="text-align: right;">Products are too expensive [1] <input type="text"/></p>	



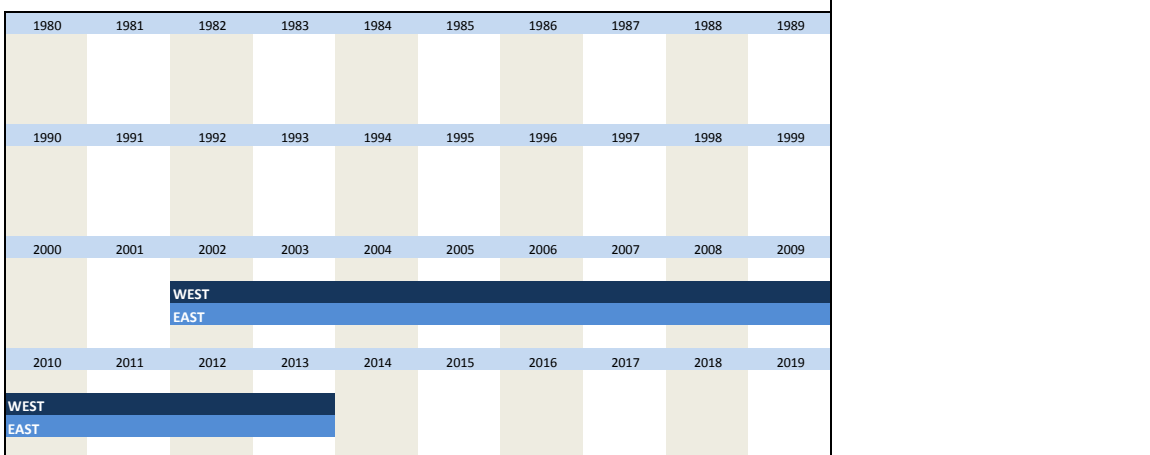
No.	Name	Label	Survey period	Survey frequency
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3.4.72)	vg_prof	profit situation	West since 06/2002* East since 06/2002*	May, Sep May, Sep
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Wording of question

<p>since 06/2002</p> <p>Profit situation and development [...]</p> <p>We currently consider the profit situation of our company - measured by the operating results from customary business operations - to be</p> <p style="padding-left: 40px;">good [1] satisfying [2] bad [3]</p>	<p>Further information</p> <p>Current profit situation</p> <p>*in 2002: June and September</p> <p>The question was fed into an own dataset for the East 12/1995 to 11/2001</p>
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Time span of variable



No.	Name	Label	Survey period	Survey frequency
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3.4.73)	vg_profch	change of profit situation	West since 06/2002* East since 06/2002*	May, Sep May, Sep
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Wording of question

<p>since 06/2002</p> <p>Profit situation and development [...]</p> <p>As compared to fall 20## the profit situation of our company - measured by the operating results from customary business operations -</p>	<p>Further information</p> <p>Change of profit situation compared to previous quarter</p>
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<p>improved [1] did not change [2] deteriorated [3]</p>	<p>*in 2002: June and September</p> <p>In May the wording of the question is: "As compared to fall 20##..." It is inquired after previous fall e.g. May 2003: "As compared to fall 2002..."</p> <p>In september the wording of the question is: "As compared to the 1st quarter of 20##..." it is inquired after the first quarter of the current year</p> <p>e.g. September 2004: "As compared to the 1st quarter of 2004..."</p> <p>The question was fed into an own dataset for the East 12/1995 to 11/2001</p>																																								
<p>Time span of variable</p>																																									
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No.	Name	Label	Survey period	Survey frequency
3.4.74)	vg_propro	program of products	East 01/1991 to 12/2000	monthly survey

Wording of question

<p>01/1991 to 12/2000</p> <p>There are no questionnaires for the East available. The following wording is taken from previous lists of variables</p>	<p>Further information</p> <p>Program of products</p>																																								
<p>01/1991 to 12/2000</p> <p>Our domestic production of XY is currently constrained. If yes, by following factors: sales difficulties, as</p> <p style="text-align: center;">program of products insufficient [1] <input type="text"/></p>																																									
<p>Time span of variable</p>																																									
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2000	2001	2002	2003	2004	2005	2006	2007	2008	2009																																
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019																																

No.	Name	Label	Survey period	Survey frequency
3.4.75)	vg_proqual	quality of products	East 01/1991 to 12/2000	monthly survey

Wording of question

	Further information
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01/1991 to 12/2000

There are no questionnaires for the East available. The following wording is taken from previous lists of variables

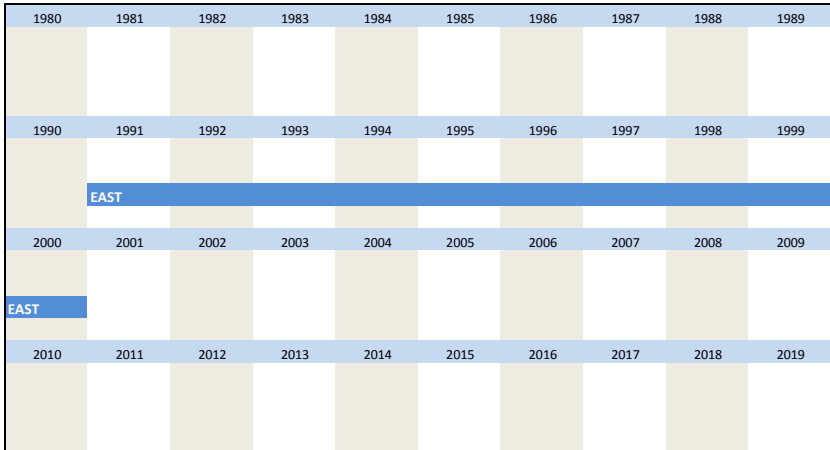
01/1991 to 12/2000

Our domestic production of XY is currently constrained.
If yes, by following factors: sales difficulties, as

quality of product
insufficient [1]

Quality of product

Time span of variable



No.	Name	Label	Survey period	Survey frequency
3.4.76)	vg_prored	reduction of production	West 08/1981 to 02/1993	Feb, May, Aug, Nov

Wording of question

since 08/1981

Feedstock
Our stock of the most important raw materials and pre-materials to produce XY is currently [...]

if relatively low:
We currently have a low stock on purpose because of

reduction in production [1]

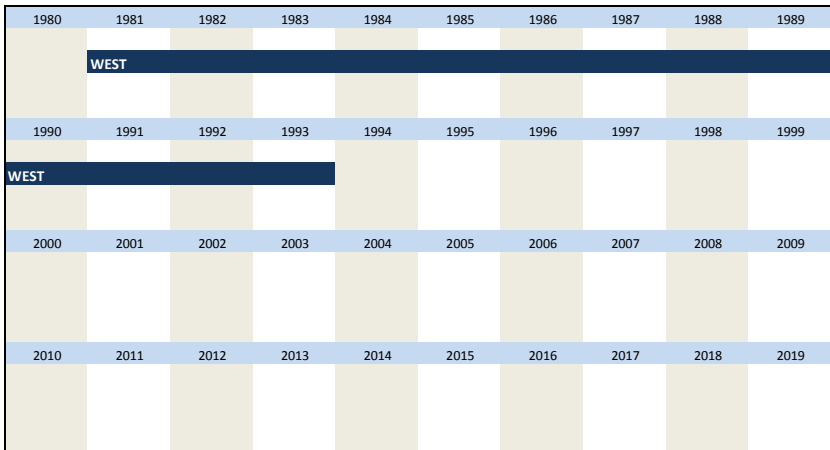
Further information

Reduction of production

**"currently" since 02/1988

Not inquired in November 1981

Time span of variable



No.	Name	Label	Survey period	Survey frequency
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3.4.77) **vg_psaldec** probability of sales decrease - next quarter

East and West since 12/2012

quarterly survey

Wording of question

<p>since 12/2012</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</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>[2] = range of values was stated</p> <p>[3] = "I don't know" was stated</p>																																																												
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No.	Name	Label	Survey period	Survey frequency
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3.4.78) **vg_psaldec_max** upper bound: probability of sales decrease - next quarter

East and West since 12/2012

quarterly survey

Wording of question

<p>since 12/2012</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</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>The variable indicates the higher one of the two denoted values</p>																																																												
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No.	Name	Label	Survey period	Survey frequency
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3.4.79) **vg_psaldec_min** lower bound: probability of sales decrease - next quarter

East and West since 12/2012

quarterly survey

Wording of question

since 12/2012 How do you evaluate the probability that your sales decrease in quarter "k" probability is between <input type="text"/> % and <input type="text"/> % (please enter integral numbers)	Further information Denoted lower bound: Probability of sales decrease next quarter "*"k" either denotes the following quarter or the current quarter Example: If the question was posed at the end of the fourth quarter, the the question refers to the following first quarter. If it is posed at the beginning of the second quarter it refers to the second quarter Further notes: The variable indicates the lower one of the two denoted values																																																												
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No.	Name	Label	Survey period	Survey frequency
3.4.80)	vg_psaldec_sv	single value: probability of sales decrease - next quarter	East and West since 12/2012	quarterly survey

Wording of question

since 12/2012 How do you evaluate the probability that your sales decrease in quarter "k" probability is <input type="text"/> % (please enter integral numbers)	Further information Single value: Probability of sales decrease next quarter "*"k" either denotes the following quarter or the current quarter Example: If the question was posed at the end of the fourth quarter, the the question refers to the following first quarter. If it is posed at the beginning of the second quarter it refers to the second quarter Further notes: If only one value is inserted it is contained within this variable																																																												
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No.	Name	Label	Survey period	Survey frequency
3.4.81)	vg_psalinc	probability of sales increase - next quarter	East and West since 12/2012	quarterly survey

Wording of question

since 12/2012 How do you evaluate the probability that the sales in your field increase in quarter "k" probability is <input type="text"/> % (please enter integral numbers) [1]	Further information Probability of sales increase next quarter "*"k" either denotes the following quarter or the current quarter Example:
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probability is between <input type="text"/> % and <input type="text"/> % (please enter integral numbers) [2] I don't know [3] <input type="text"/>	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: [1] = A single value was stated [2] = range of values was stated [3] = "I don't know" was stated																																																												
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No.	Name	Label	Survey period	Survey frequency
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3.4.82)	vg_psalinc_max	upper bound: probability of sales increase - next quarter	East and West since 12/2012	quarterly survey
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Wording of question

since 12/2012 How do you evaluate the probability that the sales in your field increase in quarter "k" probability is between <input type="text"/> % and <input type="text"/> % (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: 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																																																												
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No.	Name	Label	Survey period	Survey frequency
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3.4.83)	vg_psalinc_min	lower bound: probability of sales increase - next quarter	East and West since 12/2012	quarterly survey
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Wording of question

since 12/2012 How do you evaluate the probability that the sales in your field increase in quarter "k" probability is between <input type="text"/> % and <input type="text"/> % (please enter integral numbers)	Further information Denoted lower bound: probability of sales increase next quarter **"k" either denotes the following quarter or the current quarter Example: If the question was posed at the end of the fourth quarter, the question refers to the following first quarter. If it is posed at the beginning of the second quarter it refers to the second quarter
Time span of variable	

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

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
3.4.84)	vg_psalinc_sv	single value: probability of sales increase - next quarter	East and West since 12/2012	quarterly survey

Wording of question

since 12/2012

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

Example:

Time span of variable

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

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

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

No.	Name	Label	Survey period	Survey frequency
3.4.85)	vg_psalstead	probability of steady sales - next quarter	East and West since 12/2012	quarterly survey

Wording of question

since 12/2012

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

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

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

I don't know [3]

Further information

Probability of steady sales next quarter

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

Example:

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

Time span of variable

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

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

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

No.	Name	Label	Survey period	Survey frequency
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3.4.86) **vg_psalstead_max** upper bound: probability of steady sales - next quarter **East and West since 12/2012** quarterly survey

Wording of question

<p>since 12/2012</p> <p>How do you evaluate the probability of steady sales in your field in quarter "k"??</p> <p>probability is between <input type="text"/> % and <input type="text"/> % (please enter integral numbers)</p>	<p>Further information</p> <p>Denoted upper bound: Probability of steady sales next quarter</p> <p>**"k" either denotes the following quarter or the current quarter</p> <p>Example:</p> <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>
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Time span of variable

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

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

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

3.4.87) **vg_psalstead_min** lower bound: probability of steady sales - next quarter **East and West since 12/2012** quarterly survey

Wording of question

<p>since 12/2012</p> <p>How do you evaluate the probability of steady sales in your field in quarter "k"??</p> <p>probability is between <input type="text"/> % and <input type="text"/> % (please enter integral numbers)</p>	<p>Further information</p> <p>Denoted lower bound: Probability of steady sales next quarter</p> <p>**"k" either denotes the following quarter or the current quarter</p> <p>Example:</p> <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

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

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

No.	Name	Label	Survey period	Survey frequency
3.4.88)	vg_psalstead_sv	single value: probability of steady sales - next quarter	East and West since 12/2012	quarterly survey

Wording of question

<p>since 12/2012</p> <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)</p>	<p>Further information</p> <p>Single value: Probability of steady sales next quarter</p> <p>**"k" either denotes the following quarter or the current quarter</p> <p>Example:</p> <p>If the question was posed at the end of the fourth quarter, the the question refers to the following first quarter. If it is posed at the beginning of the second quarter it refers to the second quarter</p>
---	---

Time span of variable

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

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

No.	Name	Label	Survey period	Survey frequency
3.4.89)	vg_ranord2	range of orders in months (end of prev. month)	East and West 01/2002 to 01/2008	Jan, Apr, Jul, Oct

Wording of question

<p>01/2002 to 01/2008</p> <p>Momentarily our range of orders for XY equate to a production duration up to about [...] months End of previous month they reached</p> <p>no orders 1/2 1 2 3 4 5 6 7 8 9 10 for more than 10, please state number of months</p>	<p>Further information</p> <p>Range of orders in months (end of prev. Month)</p> <p>Note</p> <p>Because of the alignment of economic cycle surveys inside of the EU the wording of the questions was adapted to the survey periods of the countries. This caused that the questions regarding the range of orders would have been shifted by about one month.</p> <p>That is why the question regarding the range of orders was posed twice since the first quarter of 2002, with the distinction that it is inquired after the running month (ranord) and the previous month (ranord2)</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
		WEST							
		EAST							

Coding in the dataset

non = [0]
less than 1/2 = [5]
1 = [10]
5 = [50]
9 = [90]
more than 10 = handwritten entry
or if just ticked = [120]
2 = [20] 3 = [30] 4 = [40]
6 = [60] 7 = [70] 8 = [80]
10 = [100]

2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
------	------	------	------	------	------	------	------	------	------

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

3.4.90)	vg_ros_loss	return on sales: loss	East and West since 09/2008	May, Sep
---------	-------------	-----------------------	-----------------------------	----------

Wording of question

<p>since 09/2008</p> <p>Expected surplus less tax or loss of our company in % of the net returns on sales in 20XX*</p> <p>if surplus:</p> <p>up to 1% <input type="checkbox"/></p> <p>> 1 to 2% <input type="checkbox"/></p> <p>> 2 to 3% <input type="checkbox"/></p> <p>> 3 to 4% <input type="checkbox"/></p> <p>> 4% <input type="checkbox"/></p> <p>if loss:</p> <p>0 to -1% <input type="checkbox"/></p> <p>< -1 to -2% <input type="checkbox"/></p> <p>< -2 to -3% <input type="checkbox"/></p> <p>< -3 to -4% <input type="checkbox"/></p> <p>< -4% <input type="checkbox"/></p> <p>in fact about %</p>	<p>Further information</p> <p>*20XX denotes the year under report</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
							WEST		
							EAST		
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
WEST									
EAST									

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

3.4.91)	vg_ros_surp	return on sales: surplus	East and West since 09/2008	May, Sep
---------	-------------	--------------------------	-----------------------------	----------

Wording of question

<p>since 09/2008</p> <p>Expected surplus less tax or loss of our company in % of the net returns on sales in 20XX*</p> <p>if surplus:</p> <p>up to 1% <input type="checkbox"/></p> <p>> 1 to 2% <input type="checkbox"/></p> <p>> 2 to 3% <input type="checkbox"/></p> <p>> 3 to 4% <input type="checkbox"/></p> <p>if loss:</p> <p>0 to -1% <input type="checkbox"/></p> <p>< -1 to -2% <input type="checkbox"/></p> <p>< -2 to -3% <input type="checkbox"/></p> <p>< -3 to -4% <input type="checkbox"/></p>	<p>Further information</p> <p>*20XX denotes the year under report</p>
---	--

> 4% < -4%

in fact about %

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	
WEST									
EAST									

No.	Name	Label	Survey period	Survey frequency
3.4.92)	vg_russia1	Russia/Ukraine conflict q1	East and West 05/2014 and 06 2014	once

Wording of question

06/2014

D) Does your company have business connections to Russia?

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						

No.	Name	Label	Survey period	Survey frequency
3.4.93)	vg_russia2	Russia/Ukraine conflict q2	East and West 05/2014 and 06 2014	once

Wording of question

06/2014

D) Does your company have business connections to Russia?

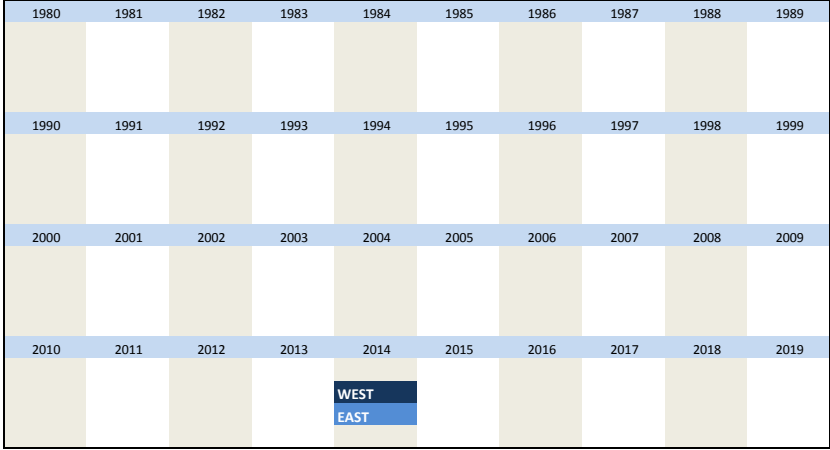
Further Information

yes no

If yes:

imports from Russia [1]

Time span of variable



No.	Name	Label	Survey period	Survey frequency
3.4.94)	vg_russia3	Russia/Ukraine conflict q3	East and West 05/2014 and 06 2014	once

Wording of question

06/2014

D) Does your company have business connections to Russia?

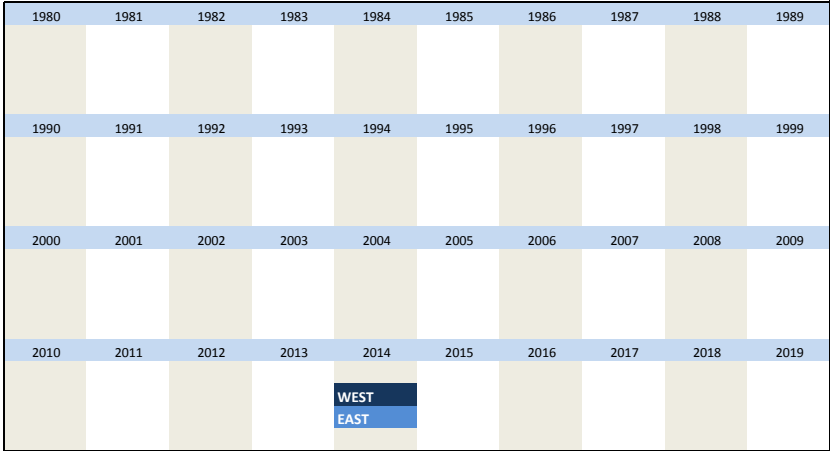
yes no

If yes:

Exports to Russia [1]

Further Information

Time span of variable



No.	Name	Label	Survey period	Survey frequency
3.4.95)	vg_russia4	Russia/Ukraine conflict q4	East and West 05/2014 and 06 2014	once

Wording of question

<p>06/2014</p> <p>D) Does your company have business connections to Russia?</p> <p><input type="checkbox"/> yes <input type="checkbox"/> no</p> <p>If yes:</p> <p><input type="text"/> joint ventures with russian companies [1]</p>	<p>Further Information</p>
--	----------------------------

Time span of variable

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

No.	Name	Label	Survey period	Survey frequency
3.4.96)	vg_russia5	Russia/Ukraine conflict q5	East and West 05/2014 and 06 2014	once

Wording of question

<p>06/2014</p> <p>D) Does your company have business connections to Russia?</p> <p><input type="checkbox"/> yes <input type="checkbox"/> no</p> <p>If yes:</p> <p><input type="text"/> own branches in Russia [1]</p>	<p>Further Information</p>
---	----------------------------

Time span of variable

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

No.	Name	Label	Survey period	Survey frequency
3.4.97)	vg_russia6	Russia/Ukraine conflict q6	East and West 05/2014 and 06 2014	once

Wording of question

<p>06/2014</p> <p>D) Does your company have business connections to Russia?</p> <p><input type="checkbox"/> yes <input type="checkbox"/> no</p> <p>If yes:</p> <p><input type="text"/> via other companies [1]</p>	<p>Further Information</p>
---	----------------------------

Time span of variable

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

No.	Name	Label	Survey period	Survey frequency
3.4.98)	vg_russia7	Russia/Ukraine conflict q7	East and West 05/2014 and 06 2014	once

Wording of question

<p>06/2014</p> <p>D) Did you already experience impairments due to the russian-ukrainian conflict?</p> <p><input type="checkbox"/> yes[1] <input type="checkbox"/> no[2]</p>	<p>Further Information</p>
---	----------------------------

Time span of variable

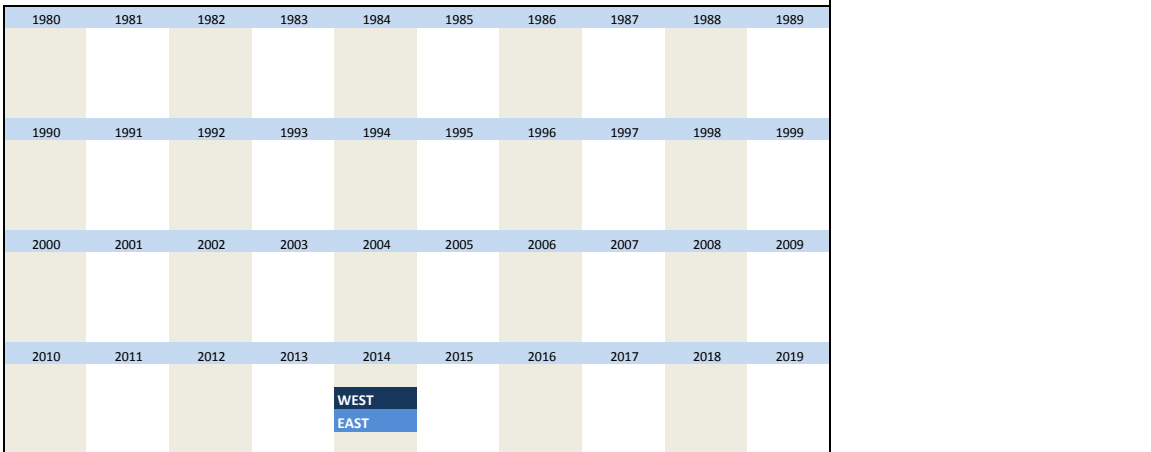
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
				WEST					
				EAST					

No.	Name	Label	Survey period	Survey frequency
3.4.99)	vg_russia8	Russia/Ukraine conflict q8	East and West 05/2014 and 06 2014	once

Wording of question

<p>06/2014</p> <p>D) Are you expecting future impairments for your company?</p> <p><input type="checkbox"/> yes[1] <input type="checkbox"/> no[2]</p>	<p>Further Information</p>
--	-----------------------------------

Time span of variable

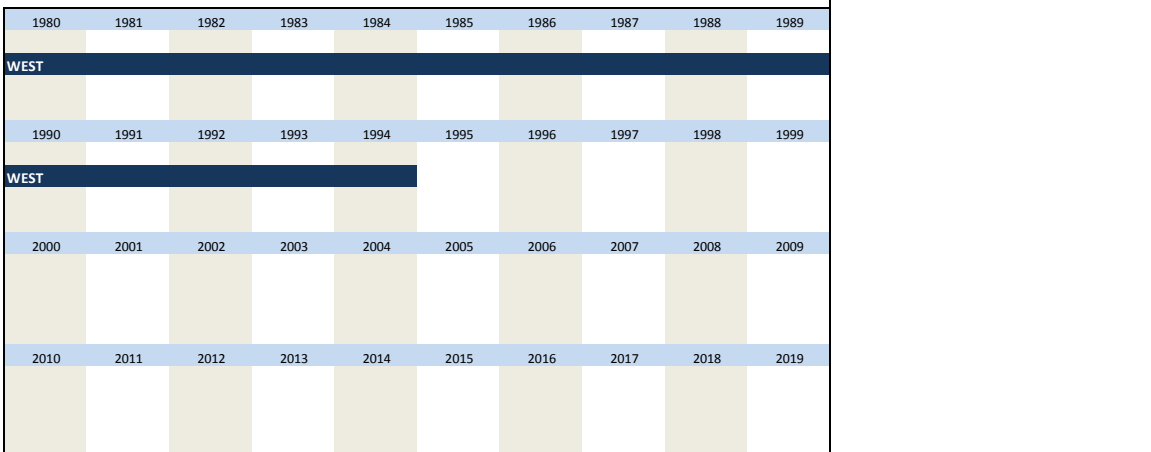


No.	Name	Label	Survey period	Survey frequency
3.4.100)	vg_salesexp	sales expectancy	West 01/1980 to 06/1994	monthly survey

Wording of question

<p>01/1980 to 06/1994</p> <p>During the next 3 months our (domestic and foreign) sales of XY will expectedly be</p> <p>raising [1] <input type="checkbox"/> not changing [2] <input type="checkbox"/> falling [3] <input type="checkbox"/></p> <p>in terms of quantity compared to the corresponding period of previous year</p>	<p>Further information</p> <p>Sales expectancy</p> <p>Inquired for food and luxury food industries</p>
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Time span of variable



No.	Name	Label	Survey period	Survey frequency
3.4.103)	vg_stinwe	stock of inventories in weeks	West since 02/1980 East since 02/2001	Feb, May, Aug, Nov Feb, May, Aug, Nov

Wording of question

	Further information
<p>02/2001 to 11/2001</p> <p>No questionnaires for the East available</p>	<p>Stock of inventories in weeks in weeks</p> <p>* 08/1980</p> <p>"no stock of inventories" = 0 weeks</p> <p>"less than 1/2" = 0,3 weeks</p> <p>"more than 6, in fact", but just ticked = 8 weeks</p>
<p>02/1980 to 08/1981</p> <p>Stock of inventories</p> <p>Our stock of unsold finished goods of XY currently equate to</p> <p style="text-align: center;">less than 0,5 0,5 1 2 3 4 5 6 more than 6, in fact</p> <p>weeks of production (measured by the current extent of production)</p>	
<p>11/1981 to 11/2001</p> <p>Stock of inventories</p> <p>Our stock of unsold finished goods of XY currently equate to</p> <p style="text-align: center;">no inventories less than 0,5 0,5 1 2 3 4 5 6 more than 6, in fact</p> <p>weeks of production (measured by the current extent of production)</p>	
<p>since 02/2002</p> <p>Stock of inventories</p> <p>Our stock of unsold finished goods of XY currently equate to a</p> <p style="text-align: center;">no inventories less than 0,5 0,5 1 2 3 4 5 6 more than 6, in fact</p> <p style="text-align: center;">production of ... weeks**</p> <p>**measured by the current extent of production</p>	

Time span of variable

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

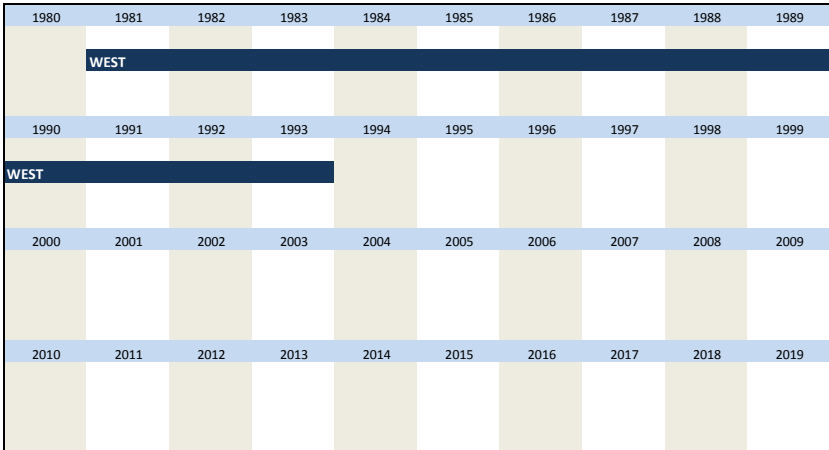
No.	Name	Label	Survey period	Survey frequency
3.4.104)	vg_strength	strengthening	West 08/1981 to 02/1993	Feb, May, Aug, Nov

Wording of question

	Further information
<p>since 08/1981</p> <p>Feedstock</p> <p>Our stock of the most important raw materials and pre-materials to produce XY is currently</p>	<p>strengthened production</p> <p>Not inquired in November 1981</p>

[...]
if relatively low:
 The feedstock became scarce due to
 strengthened production [1]

Time span of variable



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

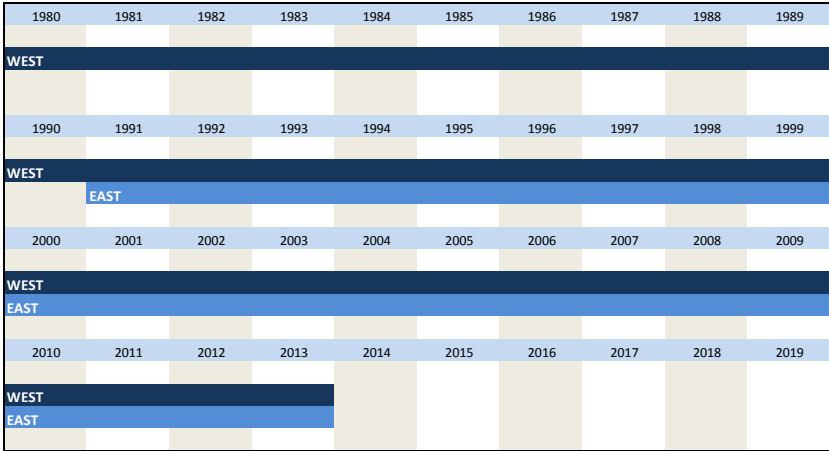
3.4.105)	vg_stwork	short-time work	West 01/1980 to 10/2001 East 01/1991 to 12/2000 East 01/2001 to 10/2001 East and West since 01/2002	Jan, Apr, Jul, Oct monthly survey Jan, Apr, Jul, Oct Mrch, Jun, Sep, Dec
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Wording of question

01/1991 to 10/2001
 No questionnaires for the East available
 since 01/1980
 We currently have short-time work
 yes [1] no [2]

Further information
 Short-time work

Time span of variable



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

3.4.106)	vg_stworkexp	expected short-time work	West 01/1980 to 10/2001 East 01/1991 to 12/2000 East 01/2001 to 10/2001 East and West since 01/2002	Jan, Apr, Jul, Oct monthly survey Jan, Apr, Jul, Oct Mrch, Jun, Sep, Dec
----------	--------------	--------------------------	--	---

Wording of question

<p>01/1991 to 10/2001</p> <p>No questionnaires for the East available</p>	<p>Further information</p> <p>Expected short-time work</p>
<p>01/1980 to 10/2001</p> <p>During the next 3 months we will expectedly work short-time</p> <p><input type="text"/> yes [1] <input type="text"/> no [2]</p>	
<p>since 03/2002</p> <p>During the next 3 months we will expectedly work short-time</p> <p><input type="text"/> yes [1] <input type="text"/> no [2]</p>	

Time span of variable

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

No.	Name	Label	Survey period	Survey frequency
3.4.107)	vg_surp_cat	return on sales: surplus (category)	East and West since 09/2008	May, Sep

Wording of question

<p>since 09/2008</p> <p>Expected surplus less tax or loss of our company in % of the net returns on sales in 20XX*</p> <p>if surplus:</p> <p>up to 1% <input type="text"/> [1]</p> <p>> 1 to 2% <input type="text"/> [2]</p> <p>> 2 to 3% <input type="text"/> [3]</p> <p>> 3 to 4% <input type="text"/> [4]</p> <p>> 4% <input type="text"/> [5]</p> <p>if loss:</p> <p>0 to -1% <input type="text"/></p> <p>< -1 to -2% <input type="text"/></p> <p>< -2 to -3% <input type="text"/></p> <p>< -3 to -4% <input type="text"/></p> <p>< -4% <input type="text"/></p>	<p>Further information</p> <p>*20XX denotes the year under report</p>
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Time span of variable

1980	1981	1982	1983	1984	1985	1986	1987	1988	1989
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009
WEST									

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

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

3.4.108)	vg_uticapap	capacity utilization (appraisal)	West 03/1980 to 09/2001 East 07/1992 to 07/1993 East 12/1993 to 09/2001 East and West since 01/2002	Mrch, Jun, Sep, Dec Mrch, Jul, Oct, Dec Mrch, Jul, Sep, Dec Jan, Apr, Jul, Oct
----------	-------------	----------------------------------	--	---

Wording of question

07/1992 to 09/2001 No questionnaires for the East available since 03/1980 Taking into account our current order backlog and the and the new orders we expect for the next 12 months our current technical capacities* we consider our technical capacities* for XY more than sufficient [1] sufficient [2] not sufficient [3]	Further information Appraisal of the technical capacity *09/94, 09/95, 09/96, 09/97, 09/98 09/99, 09/00, 09/01 "(only domestic)"
---	---

Time span of variable

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

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

3.4.109)	vg_weaken	weakening	West 08/1981 to 02/1993	Feb, May, Aug, Nov
----------	-----------	-----------	-------------------------	--------------------

Wording of question

since 08/1981 Feedstock Our stock of the most important raw materials and pre-materials to produce XY is currently [...] if relatively high: We currently have a high stock because of The feedstock increased due to a a weakening (in demand) [1] <input type="text"/>	Further information weakening **"currently" since 02/1988 Not inquired in November 1981
--	---

Time span of variable

1980	1981	1982	1983	1984	1985	1986	1987	1988	1989
WEST									

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

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

3.4.110)	vg_weight	weight	West since 01/1980 East since 01/1991	monthly survey monthly survey
----------	-----------	--------	--	----------------------------------

1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	Further information weight: calculated by this formula: $(\log_{10}(\text{empproz}))^c$ Weighting refers to employees per product 'empproz'
WEST										
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										

4. Variables of Ifo Innovation survey

4.1 General information

No.	Name	Label	Survey period	Survey frequency
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4.1.1) **waehr** currency DM/EUR
 West - since 1982 annual
 East - since 1991 annual

Wording of question

<p>1982 to 2012 Only for weighting purposes / VII. general information In 19WW* the revenue (without VAT) in above mentioned product line was about _____ (T Euro / T DM)** **"19WW" denotes the year under review</p>	<p>Further information</p>																																																																
<p>Time span of variable</p>																																																																	
<table border="1"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td colspan="10">WEST</td> <td colspan="6">EAST and WEST</td> </tr> <tr> <td>1998</td><td>1999</td><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><td>2010</td><td>2011</td><td>2012</td><td>2013</td> </tr> <tr> <td colspan="16">EAST and WEST</td> </tr> </table>	1982	1983	1984	1985	1986	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996	1997	WEST										EAST and WEST						1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	EAST and WEST																<p>**Currency see variable 1.8) waehr</p>
1982	1983	1984	1985	1986	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996	1997																																																		
WEST										EAST and WEST																																																							
1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013																																																		
EAST and WEST																																																																	

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

4.1.2) **umsatz** total revenue in above-mentioned product line
 West 1982 to 1990 annual
 East and West 1991 to 2013 annual

Wording of question

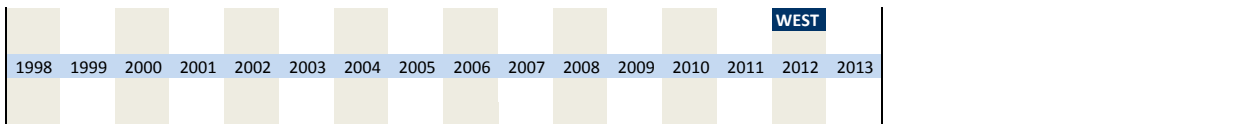
<p>1982 to 2012 Only for weighting purposes / VII. general information In 19WW* the revenue (without VAT) in above mentioned product line was about _____ (T Euro / T DM)** **"19WW" denotes the year under review</p>	<p>Further information</p>																																																																
<p>Time span of variable</p>																																																																	
<table border="1"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td colspan="10">WEST</td> <td colspan="6">EAST and WEST</td> </tr> <tr> <td>1998</td><td>1999</td><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><td>2010</td><td>2011</td><td>2012</td><td>2013</td> </tr> <tr> <td colspan="16">EAST and WEST</td> </tr> </table>	1982	1983	1984	1985	1986	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996	1997	WEST										EAST and WEST						1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	EAST and WEST																<p>**Currency see variable 1.8) waehr</p>
1982	1983	1984	1985	1986	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996	1997																																																		
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EAST and WEST																																																																	

No.	Name	Label	Survey period	Survey frequency
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4.1.3) **beszn** percentage increase in number of employees last 5 years
 East and West 1996 once

Wording of question

<p>1996 VII. General information Please quantify the development during the last 5 years increase in % employees _____</p>	<p>Further information</p>																															
<p>Time span of variable</p>																																
<table border="1"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td colspan="14"></td> <td>EAST +</td> </tr> </table>	1982	1983	1984	1985	1986	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996	1997															EAST +	
1982	1983	1984	1985	1986	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996	1997																	
														EAST +																		



No.	Name	Label	Survey period	Survey frequency
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4.1.7) **besan** percentage decrease in number of employees last 5 years East and West 1996 once

Wording of question

<p>1996 VII. General information</p> <p>Please quantify the development during the last 5 years decrease in %</p> <p>employees _____</p>	Further information
<p>Time span of variable</p>	

No.	Name	Label	Survey period	Survey frequency
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4.1.8) **umsan** percentage decrease in total revenue last 5 years East and West 1996 once

Wording of question

<p>1996 VII. General information</p> <p>Please quantify the development during the last 5 years decrease in %</p> <p>revenue _____</p>	Further information
<p>Time span of variable</p>	

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

4.1.9) **exp1** share of exports w.r.t. product line East and West 1991 to 2013 irregular

Wording of question

<p>1991 to 2012 VII. General information for the product line</p> <p>The share of exports to the revenue was: _____ %</p>	Further information
<p>Time span of variable</p>	

<p>1996 to 2012</p> <p>VII. General information</p> <p>In 19WW* the number of employees in above mentioned product line was _____ (persons)</p>	<p>Further information</p> <p>**"19WW" denotes the year under review</p>
<p>Time span of variable</p>	

No.	Name	Label	Survey period	Survey frequency
4.1.13)	bs_fue	number of employees in R&D	East and West 2005 to 2012	irregular

Wording of question

<p>2005 to 2012</p> <p>VII. General information</p> <p>In R&D</p> <p>In 20WW* the number of employees in above mentioned product line was _____ (persons)</p>	<p>Further information</p> <p>**"20WW" denotes the year under review</p>
<p>Time span of variable</p>	

No.	Name	Label	Survey period	Survey frequency
4.1.14)	bs_dokt	share of employees with doctor's degree (product line)	East and West 2005 to 2012	irregular

Wording of question

<p>2005 to 2012</p> <p>VII. General information</p> <p>In above mentioned product line</p> <p>The following share of employees achieved as highest qualification degree... - doctor's degree _____ %</p>	<p>Further information</p>
<p>Time span of variable</p>	

No.	Name	Label	Survey period	Survey frequency
4.1.15)	bs_dokt_fue	share of employees in R&D with doctor's degree	East and West 2005 to 2012	irregular

Wording of question

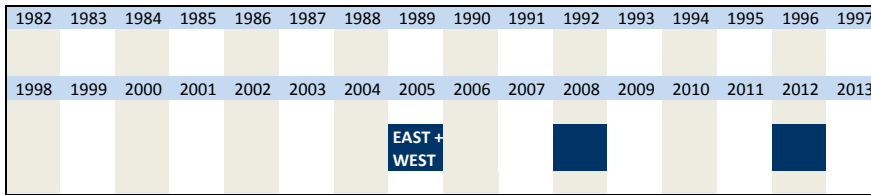
2005 to 2012	Further information
--------------	---------------------

VII. General information

In R&D

The following share of employees achieved as highest qualification degree...
 - doctor's degree _____ %

Time span of variable



No.	Name	Label	Survey period	Survey frequency
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4.1.16) bs_fttechn share of employees with university degree, technical East and West 2005 to 2012 irregular

Wording of question

2005 to 2012

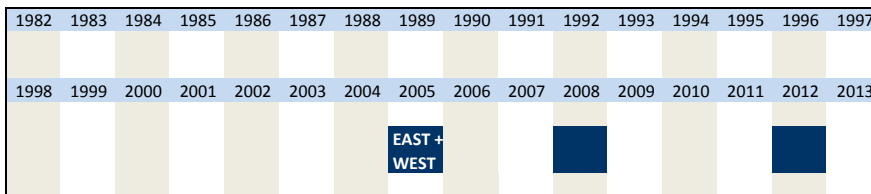
VII. General information

In above mentioned product line

The following share of employees achieved as highest qualification degree...
 - university degree
 - scientific-technical course of studies _____ %

Further information

Time span of variable



No.	Name	Label	Survey period	Survey frequency
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4.1.17) bs_fttechn_fue share of employees in R&D with university degree, technical East and West 2005 to 2012 irregular

Wording of question

2005 to 2012

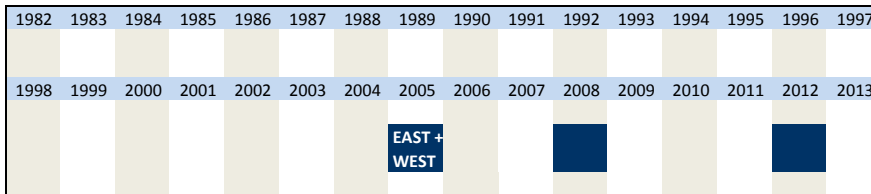
VII. General information

In R&D

The following share of employees achieved as highest qualification degree...
 - university degree
 - sciewntific technical course of studies _____ %

Further information

Time span of variable



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

4.1.18) bs_fgeist share of employees with university degree, social science East and West 2005 to 2012 irregular

Wording of question

<p>2005 to 2012</p> <p>VII. General information</p> <p style="text-align: right;">In above mentioned product line</p> <p>The following share of employees achieved as highest qualification degree...</p> <p>- university degree _____ %</p> <p>- course of studies: social sciences or liberal arts _____ %</p>	Further information																																
Time span of variable																																	
<table border="1" style="width: 100%; text-align: center;"> <tr><td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td></tr> <tr><td>1998</td><td>1999</td><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><td>2010</td><td>2011</td><td>2012</td><td>2013</td></tr> </table>	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	
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																		

No.	Name	Label	Survey period	Survey frequency
4.1.19)	bs_fhgeist_fue	share of employees in R&D with university degree, social science	East and West 2005 to 2012	irregular

Wording of question

<p>2005 to 2012</p> <p>VII. General information</p> <p style="text-align: right;">In R&D</p> <p>The following share of employees achieved as highest qualification degree...</p> <p>- university degree _____ %</p> <p>- course of studies: social sciences or liberal arts _____ %</p>	Further information																																
Time span of variable																																	
<table border="1" style="width: 100%; text-align: center;"> <tr><td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td></tr> <tr><td>1998</td><td>1999</td><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><td>2010</td><td>2011</td><td>2012</td><td>2013</td></tr> </table>	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	
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																		

No.	Name	Label	Survey period	Survey frequency
4.1.20)	bs_ausgeb	share of employees with professional education	East and West 2005 to 2012	irregular

Wording of question

<p>2005 to 2012</p> <p>VII. General information</p> <p style="text-align: right;">In above mentioned product line</p> <p>The following share of employees achieved as highest qualification degree...</p> <p>- professional education _____ %</p>	Further information																																
Time span of variable																																	
<table border="1" style="width: 100%; text-align: center;"> <tr><td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td></tr> <tr><td>1998</td><td>1999</td><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><td>2010</td><td>2011</td><td>2012</td><td>2013</td></tr> </table>	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	
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																		

No.	Name	Label	Survey period	Survey frequency
4.1.21)	bs_ausgeb_fue	share of employees in R&D with professional education	East and West 2005 to 2012	irregular

Wording of question

<p>2005 to 2012</p> <p>VII. General information</p> <p style="text-align: right;">In R&D</p> <p>The following share of employees achieved as highest qualification degree... - professional education _____ %</p>	Further information																																
<p>Time span of variable</p> <table border="1"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td>1998</td><td>1999</td><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><td>2010</td><td>2011</td><td>2012</td><td>2013</td> </tr> </table>		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
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																		

No.	Name	Label	Survey period	Survey frequency
4.1.22)	bs_azubi	share of apprentices w.r.t. product line	East and West 2005 to 2012	irregular

Wording of question

<p>2005 to 2012</p> <p>VII. General information</p> <p style="text-align: right;">In above mentioned product line</p> <p>The following share of employees achieved as highest qualification degree... - apprentices _____ %</p>	Further information																																
<p>Time span of variable</p> <table border="1"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td>1998</td><td>1999</td><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><td>2010</td><td>2011</td><td>2012</td><td>2013</td> </tr> </table>		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
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																		

No.	Name	Label	Survey period	Survey frequency
4.1.23)	bs_azubi_fue	share of apprentices in R&D	East and West 2005 to 2012	irregular

Wording of question

<p>2005 to 2012</p> <p>VII. General information</p> <p style="text-align: right;">In R&D</p> <p>The following share of employees achieved as highest qualification degree... - apprentices _____ %</p>	Further information																																
<p>Time span of variable</p> <table border="1"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td>1998</td><td>1999</td><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><td>2010</td><td>2011</td><td>2012</td><td>2013</td> </tr> </table>		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
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																		

No.	Name	Label	Survey period	Survey frequency
4.1.24)	bs_unqual	share of unskilled workers w.r.t. product line	East and West 2005 to 2012	irregular

Wording of question

<p>2005 to 2012</p> <p>VII. General information</p> <p style="text-align: right;">In above mentioned product line</p> <p>The following share of employees achieved as highest qualification degree... - unskilled workers _____ %</p>	Further information																																
<p>Time span of variable</p> <table border="1" style="width: 100%; text-align: center;"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td>1998</td><td>1999</td><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><td>2010</td><td>2011</td><td>2012</td><td>2013</td> </tr> </table>		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
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																		

No.	Name	Label	Survey period	Survey frequency
4.1.25)	bs_unqual_fue	share of unskilled workers in R&D	East and West 2005 to 2012	irregular

Wording of question

<p>2005 to 2012</p> <p>VII. General information</p> <p style="text-align: right;">In R&D</p> <p>The following share of employees achieved as highest qualification degree... - unskilled workers _____ %</p>	Further information																																
<p>Time span of variable</p> <table border="1" style="width: 100%; text-align: center;"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td>1998</td><td>1999</td><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><td>2010</td><td>2011</td><td>2012</td><td>2013</td> </tr> </table>		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
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																		

No.	Name	Label	Survey period	Survey frequency
4.1.26)	antwpers1	main respondent of questionnaire: leading position in R&D	East and West 2008 and 2009	once

Wording of question

<p>2008 and 2009</p> <p>VII. General information</p> <p>The main respondent of the questionnaire has the following position in your company:</p> <p style="text-align: center;">leading position R&D <input type="text"/> [1]</p>	Further information																
<p>Time span of variable</p> <table border="1" style="width: 100%; text-align: center;"> <tr> <td>1998</td><td>1999</td><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><td>2010</td><td>2011</td><td>2012</td><td>2013</td> </tr> </table>		1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013
1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013		

No.	Name	Label	Survey period	Survey frequency
4.1.27)	antwpers2	main respondent of questionnaire: leading position in controlling	East and West 2008 and 2009	once

Wording of question

2008 and 2009 VII. General information The main respondent of the questionnaire has the following position in your company: leading position controlling <input type="text"/> [1]	Further information																																
Time span of variable																																	
<table border="1"> <tr> <td>1998</td><td>1999</td><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><td>2010</td><td>2011</td><td>2012</td><td>2013</td> </tr> <tr> <td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td style="background-color: #003366; color: white; text-align: center;">EAST + WEST</td><td></td><td></td><td></td><td></td><td></td> </tr> </table>	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013											EAST + WEST						
1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013																		
										EAST + WEST																							

No.	Name	Label	Survey period	Survey frequency
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4.1.28) antwpers3 main respondent of questionnaire: leading posit. in human resource managemen East and West 2008 and 2009 once

Wording of question

2008 and 2009 VII. General information The main respondent of the questionnaire has the following position in your company: leading position human resource management <input type="text"/> [1]	Further information																																
Time span of variable																																	
<table border="1"> <tr> <td>1998</td><td>1999</td><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><td>2010</td><td>2011</td><td>2012</td><td>2013</td> </tr> <tr> <td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td style="background-color: #003366; color: white; text-align: center;">EAST + WEST</td><td></td><td></td><td></td><td></td><td></td> </tr> </table>	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013											EAST + WEST						
1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013																		
										EAST + WEST																							

No.	Name	Label	Survey period	Survey frequency
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4.1.29) antwpers4 main respondent of questionnaire: management East and West 2008 and 2009 once

Wording of question

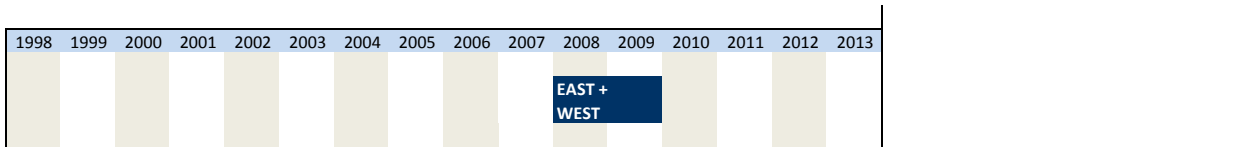
2008 and 2009 VII. General information The main respondent of the questionnaire has the following position in your company: management <input type="text"/> [1]	Further information																																
Time span of variable																																	
<table border="1"> <tr> <td>1998</td><td>1999</td><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><td>2010</td><td>2011</td><td>2012</td><td>2013</td> </tr> <tr> <td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td style="background-color: #003366; color: white; text-align: center;">EAST + WEST</td><td></td><td></td><td></td><td></td><td></td> </tr> </table>	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013											EAST + WEST						
1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013																		
										EAST + WEST																							

No.	Name	Label	Survey period	Survey frequency
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4.1.30) antwpers5 main respondent of questionnaire: employee in R&D East and West 2008 and 2009 once

Wording of question

2008 and 2009 VII. General information The main respondent of the questionnaire has the following position in your company: employee R&D <input type="text"/> [1]	Further information
Time span of variable	



No.	Name	Label	Survey period	Survey frequency
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4.1.31) antwpers6 main respondent of questionnaire: employee in controlling East and West 2008 and 2009 once

Wording of question

2008 and 2009 VII. General information The main respondent of the questionnaire has the following position in your company: employee controlling <input type="text"/> [1]	Further information
Time span of variable	

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

4.1.32) antwpers7 main respondent of questionnaire: employee in human resource management East and West 2008 and 2009 once

Wording of question

2008 and 2009 VII. General information The main respondent of the questionnaire has the following position in your company: employee human resource management <input type="text"/> [1]	Further information
Time span of variable	

No.	Name	Label	Survey period	Survey frequency
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4.1.33) antwpers8 main respondent of questionnaire: other position East and West 2008 and 2009 once

Wording of question

2008 and 2009 VII. General information The main respondent of the questionnaire has the following position in your company: other <input type="text"/> [1]	Further information
Time span of variable	

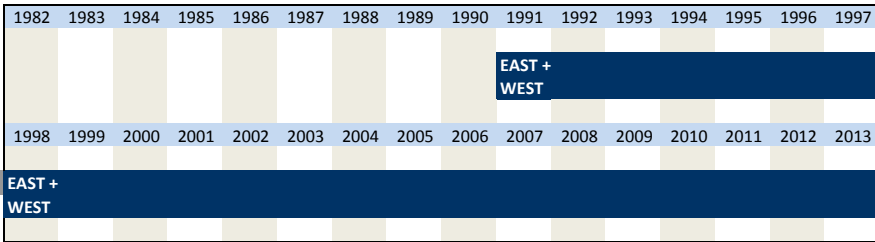
No.	Name	Label	Survey period	Survey frequency
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4.1.34) emppro number of employees (from KT) East and West since 1991 annual

Wording of question

since 01/1991 Number of employees State: end of [month] [year] In the entire company (only domestic plants) we employ persons.	Further information since 2009 transferred retrospectively
--	---

Time span of variable



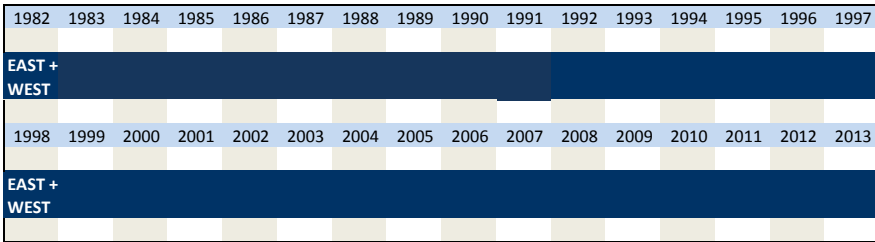
No.	Name	Label	Survey period	Survey frequency
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4.1.35) emppro2 number of employees in production (from KT) East and West since 1982 annual

Wording of question

since 1982 Number of employees In the entire company (only domestic plants) we employ XXXXXXXXXX persons. Thereof for XY persons (possibly estimations according to share of revenue)	Further information
--	---------------------

Time span of variable



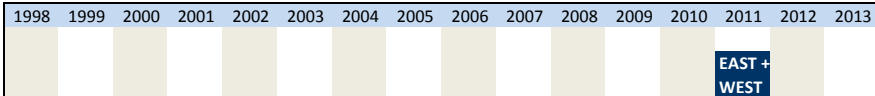
No.	Name	Label	Survey period	Survey frequency
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4.1.36) degrac share of employees with academic degree East and West 2011 once

Wording of question

2011 Share of employees with academic degree circa. %	Further information
--	---------------------

Time span of variable



No.	Name	Label	Survey period	Survey frequency
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4.1.37) aku1 characterisation of company: independent

West 1991 once
East 1991 once

Wording of question

<p>1991</p> <p>XII. Information for characterisation of the company</p> <p>Our company is</p> <ul style="list-style-type: none"> - an independent company[1] <input type="checkbox"/> - part of a company group in fact <input checked="" type="checkbox"/> - the parent company <input checked="" type="checkbox"/> - a subsidiary <input checked="" type="checkbox"/> - an affiliated company <input checked="" type="checkbox"/> 	<p>Further information</p> <p>Special question inquired one time only</p>
<p>Time span of variable</p>	

No.	Name	Label	Survey period	Survey frequency
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4.1.38) aku2 characterisation of company: part of a group

West 1991 once
East 1991 once

Wording of question

<p>1991</p> <p>XII. Information for characterisation of the company</p> <p>Our company is</p> <ul style="list-style-type: none"> - an independent company <input checked="" type="checkbox"/> - part of a company group[1] in fact <input type="checkbox"/> - the parent company <input checked="" type="checkbox"/> - a subsidiary <input checked="" type="checkbox"/> - an affiliated company <input checked="" type="checkbox"/> 	<p>Further information</p> <p>Special question inquired one time only</p>
<p>Time span of variable</p>	

No.	Name	Label	Survey period	Survey frequency
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4.1.39) aku3 characterisation of company: parent company

West 1991 once
East 1991 once

Wording of question

<p>1991</p> <p>XII. Information for characterisation of the company</p> <p>Our company is</p> <ul style="list-style-type: none"> - an independent company <input type="checkbox"/> - part of a company group in fact <input type="checkbox"/> - the parent company[1] <input type="checkbox"/> - a subsidiary <input type="checkbox"/> - an affiliated company <input type="checkbox"/> 	<p>Further information</p> <p>Special question inquired one time only</p>																																																	
<p>Time span of variable</p>																																																		
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No.	Name	Label	Survey period	Survey frequency
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4.1.40) aku4 characterisation of company: subsidiary

West 1991 once
East 1991 once

Wording of question

<p>1991</p> <p>XII. Information for characterisation of the company</p> <p>Our company is</p> <ul style="list-style-type: none"> - an independent company <input type="checkbox"/> - part of a company group in fact <input type="checkbox"/> - the parent company <input type="checkbox"/> - a subsidiary[1] <input type="checkbox"/> - an affiliated company <input type="checkbox"/> 	<p>Further information</p> <p>Special question inquired one time only</p>																																																	
<p>Time span of variable</p>																																																		
<table border="1" style="width: 100%; text-align: center;"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td colspan="10"></td> <td style="background-color: #003366; color: white;">WEST EAST</td> <td colspan="6"></td> </tr> <tr> <td>1998</td><td>1999</td><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><td>2010</td><td>2011</td><td>2012</td><td>2013</td> </tr> </table>		1982	1983	1984	1985	1986	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996	1997											WEST EAST							1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013
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1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013																																			

No.	Name	Label	Survey period	Survey frequency
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4.1.41) aku5 characterisation of company: affiliated

West 1991 once
East 1991 once

Wording of question

<p>1991</p>	<p>Further information</p>
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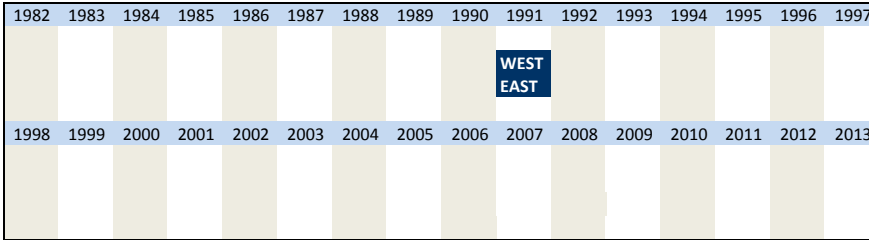
XII. Information for characterisation of the company

Our company is

- an independent company
- part of a company group in fact
- the parent company
- a subsidiary
- an affiliated company[1]

Special question inquired one time only

Time span of variable



4.2 Innovation activities in the year under review

4.2.1 No innovation activities

No.	Name	Label	Survey period	Survey frequency
4.2.1.1	no_inno1	no innovation, because not necessary	West 1982 to 1990 East and West 1991 to 2013	annual annual

Wording of question

1982 to 2012

I. Innovation activities in year 19WW/20WW*

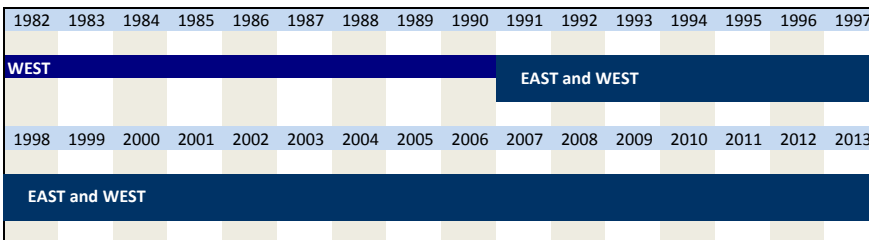
In 19WW/20WW* we did not carry out any innovation activities, because

[1] they have not been necessary in that year

Further information

* "19WW/20WW" denotes the year under review

Time span of variable



No.	Name	Label	Survey period	Survey frequency
4.2.1.2	no_inno2	no innovation, due to obstacles	West 1982 to 1990 East and West 1991 to 2013	annual annual

Wording of question

1982 to 2012

I. Innovation activities in year 19WW/20WW*

In 19WW/20WW* we did not carry out any innovation activities, because

[1] of obstacles

Further information

* "19WW/20WW" denotes the year under review

Time span of variable

1982	1983	1984	1985	1986	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996	1997
WEST										EAST and WEST					
1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013
EAST and WEST															

4.2.2 Product innovations

No.	Name	Label	Survey period	Survey frequency
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4.2.2.1) pdin1 product innovations introduced East and West 1992 to 2013 annual

Wording of question

1992 to 2012 I. Innovation activities in year 19WW/20WW* product innovations In 19WW/20WW* innovations were <input type="text"/> introduced by us <input type="text"/> [1]	Further information * "19WW/20WW" denotes the year under review																																																																
Time span of variable																																																																	
<table border="1"> <tr><td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td></tr> <tr><td colspan="11">WEST</td><td colspan="5">EAST and WEST</td></tr> <tr><td>1998</td><td>1999</td><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><td>2010</td><td>2011</td><td>2012</td><td>2013</td></tr> <tr><td colspan="16">EAST and WEST</td></tr> </table>	1982	1983	1984	1985	1986	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996	1997	WEST											EAST and WEST					1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	EAST and WEST																
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EAST and WEST																																																																	

No.	Name	Label	Survey period	Survey frequency
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4.2.2.2) pdin1a1 products innovations introduced (retaining production technology) West 1982 to 1990 annual
East and West 1991 once

Wording of question

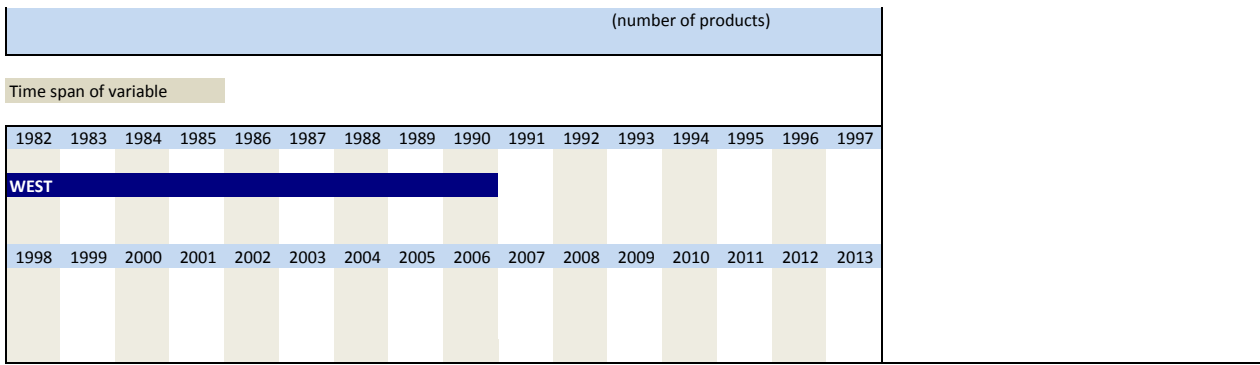
1982 to 1991** I. Innovation activities in year 19WW* product innovations In 19WW* we introduced innovations while retaining the production technology <input type="text"/> [1]	Further information **"19WW" denotes the year under review **Question was actually only posed in 1991. The values for the years 1982-90 are subsequently generated by the variable 3.1.2.3) pdin1a2																																																
Time span of variable																																																	
<table border="1"> <tr><td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td></tr> <tr><td colspan="10">WEST</td><td colspan="6">EAST + WEST</td></tr> <tr><td>1998</td><td>1999</td><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><td>2010</td><td>2011</td><td>2012</td><td>2013</td></tr> </table>	1982	1983	1984	1985	1986	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996	1997	WEST										EAST + WEST						1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	
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1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013																																		

No.	Name	Label	Survey period	Survey frequency
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4.2.2.3) pdin1a2 number of introduced product innovations (retaining production technology) West 1982 to 1990 annual

Wording of question

1982 to 1990 I. Innovation activities in year 19WW* product innovations In 19WW* we introduced innovations while retaining the existing production technology <input type="text"/>	Further information **"19WW" denotes the year under review
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No.	Name	Label	Survey period	Survey frequency
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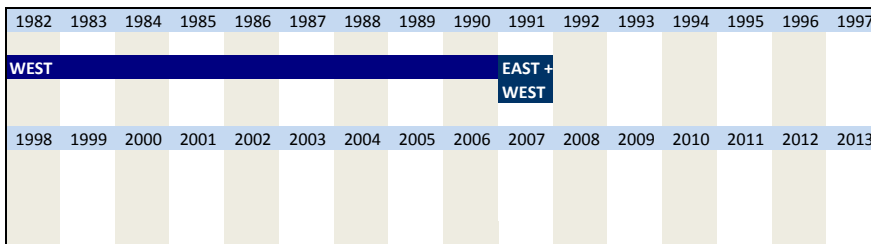
4.2.2.4) pdin1b1 product innovations introduced (altering production technology) West 1982 to 1990 East and West 1991 annual once

Wording of question

1982 to 1991**
I. Innovation activities in year 19WW*
product innovations
 In 19WW* we introduced innovations while altering the production technology [1]

Further information
 **"19WW" denotes the year under review
 **Question was actually only posed in 1991.
 The values for the years 1982-90 are subsequently generated by the variable 3.1.2.5) pdin1b2

Time span of variable



No.	Name	Label	Survey period	Survey frequency
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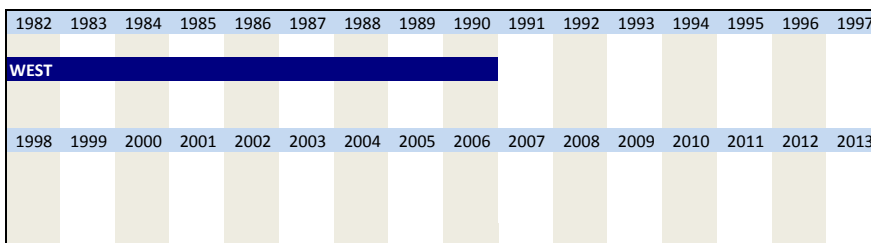
4.2.2.5) pdin1b2 number of introduced product innovations (altering production technology) West 1982 to 1990 annual

Wording of question

1982 to 1990
I. Innovation activities in year 19WW*
product innovations
 In 19WW* we introduced innovations while altering the production technology _____
 (number of products)

Further information
 **"19WW" denotes the year under review

Time span of variable



No.	Name	Label	Survey period	Survey frequency
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4.2.2.6) pdin2 product innovations started East and West 1992 to 2013 annual

Wording of question

1992 to 2012

Further information

I. Innovation activities in year 19WW/20WW*

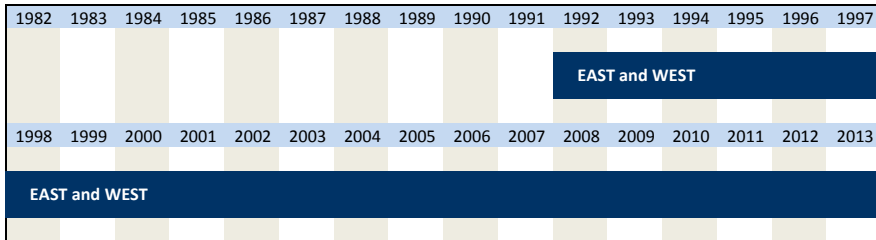
product innovations

In 19WW* we have

started or not yet finished innovations [1]

**"19WW/20WW" denotes the year under review

Time span of variable



No.	Name	Label	Survey period	Survey frequency
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4.2.2.7) pdin2a product innovations started (retaining production technology)

West 1982 to 1990

annual

East and West 1991

once

Wording of question

1982 to 1991

I. Innovation activities in year 19WW*

product innovations

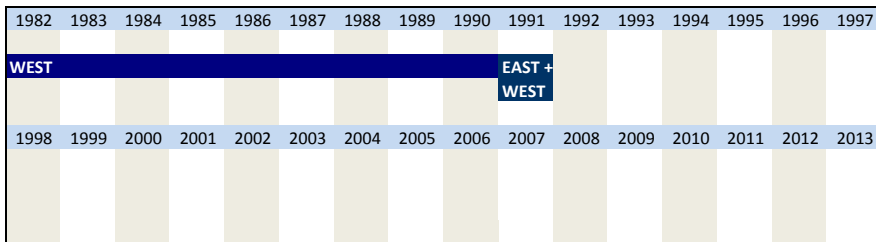
In 19WW*, while retaining the existing production technology, we have

started or not yet finished innovations [1]

Further information

**"19WW" denotes the year under review

Time span of variable



No.	Name	Label	Survey period	Survey frequency
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4.2.2.8) pdin2b product innovations (altering production technology)

West 1982 to 1990

annual

East and West 1991

once

Wording of question

1982 to 1991

I. Innovation activities in year 19WW*

product innovations

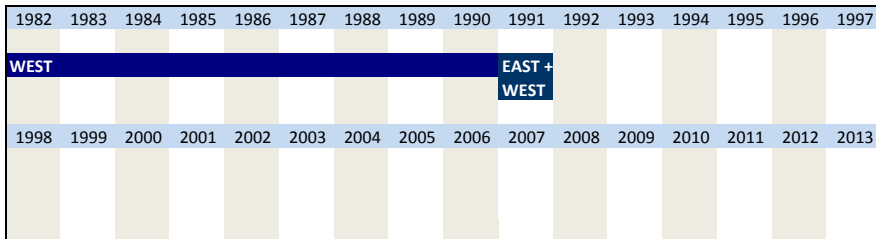
In 19WW*, while altering the production technology, we have

started or not yet finished innovations [1]

Further information

**"19WW" denotes the year under review

Time span of variable



No.	Name	Label	Survey period	Survey frequency
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4.2.2.9) pdin3 product innovations cancelled

East and West 1992 to 2013

annual

Wording of question

1992 to 2012 I. Innovation activities in year 19WW/20WW* product innovations In 19WW* we have cancelled innovations <input type="text"/> [1]	Further information **"19WW/20WW" denotes the year under review																																																																
Time span of variable																																																																	
<table border="1" style="width: 100%; text-align: center;"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td colspan="11" style="background-color: #003366; color: white;">EAST and WEST</td> <td></td><td></td><td></td><td></td><td></td> </tr> <tr> <td>1998</td><td>1999</td><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><td>2010</td><td>2011</td><td>2012</td><td>2013</td> </tr> <tr> <td colspan="16" style="background-color: #003366; color: white;">EAST and WEST</td> </tr> </table>	1982	1983	1984	1985	1986	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996	1997	EAST and WEST																1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	EAST and WEST																
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EAST and WEST																																																																	

No.	Name	Label	Survey period	Survey frequency
4.2.2.10)	pdin3a	product innovations cancelled (retaining production technology)	West 1982 to 1990 East and West 1991	annual once

Wording of question

1982 to 1991 I. Innovation activities in year 19WW* product innovations In 19WW*, while retaining the existing production technology, we have cancelled innovations <input type="text"/> [1]	Further information **"19WW" denotes the year under review																																																
Time span of variable																																																	
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WEST										EAST + WEST																																							
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No.	Name	Label	Survey period	Survey frequency
4.2.2.11)	pdin3b	product innovations cancelled (altering production technology)	West 1982 to 1990 East and West 1991	annual once

Wording of question

1982 to 1991 I. Innovation activities in year 19WW* product innovations In 19WW*, while altering the production technology, we have cancelled innovations <input type="text"/> [1]	Further information **"19WW" denotes the year under review																																																
Time span of variable																																																	
<table border="1" style="width: 100%; text-align: center;"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td colspan="10" style="background-color: #003366; color: white;">WEST</td> <td colspan="2" style="background-color: #003366; color: white;">EAST + WEST</td> <td></td><td></td><td></td><td></td> </tr> <tr> <td>1998</td><td>1999</td><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><td>2010</td><td>2011</td><td>2012</td><td>2013</td> </tr> </table>	1982	1983	1984	1985	1986	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996	1997	WEST										EAST + WEST						1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	
1982	1983	1984	1985	1986	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996	1997																																		
WEST										EAST + WEST																																							
1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013																																		

No.	Name	Label	Survey period	Survey frequency
4.2.2.12)	pdin4e	ext. research required for product innovations	East and West 1992 to 2013	annual

Wording of question

<p>1992 to 2012</p> <p>I. Innovation activities in year 19WW/20WW*</p> <p>product innovations</p> <p>The introduced innovations required</p> <p style="text-align: right;">research <input type="checkbox"/> external <input type="checkbox"/> [1]</p>	<p>Further information</p> <p>**"19WW/20WW" denotes the year under review</p>
<p>Time span of variable</p>	

No.	Name	Label	Survey period	Survey frequency
4.2.2.13)	pdin4ea	ext. research required for product innovations (retaining production technology)	West 1982 to 1990 East and West 1991	annual once

Wording of question

<p>1982 to 1991</p> <p>I. Innovation activities in year 19WW*</p> <p>product innovations</p> <p>While retaining the existing production technology the introduced innovations required</p> <p style="text-align: right;">research <input type="checkbox"/> external <input type="checkbox"/> [1]</p>	<p>Further information</p> <p>**"19WW" denotes the year under review</p>
<p>Time span of variable</p>	

No.	Name	Label	Survey period	Survey frequency
4.2.2.14)	pdin4eb	ext. research required for product innovations (altering production technology)	West 1982 to 1990 East and West 1991	annual once

Wording of question

<p>1982 to 1991</p> <p>I. Innovation activities in year 19WW*</p> <p>product innovations</p> <p>While altering the production technology the introduced innovations required</p> <p style="text-align: right;">research <input type="checkbox"/> external <input type="checkbox"/> [1]</p>	<p>Further information</p> <p>**"19WW" denotes the year under review</p>
<p>Time span of variable</p>	



No.	Name	Label	Survey period	Survey frequency
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4.2.2.15) pdin4i int. research required for product innovations East and West 1992 to 2013 annual

Wording of question

1992 to 2012 I. Innovation activities in year 19WW/20WW* product innovations The introduced innovations required	research <input type="checkbox"/> internal <input type="checkbox"/> [1]	Further information **"19WW/20WW" denotes the year under review																																																																
Time span of variable																																																																		
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No.	Name	Label	Survey period	Survey frequency
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4.2.2.16) pdin4ia int. research required for product innovations (retaining production technology) West 1982 to 1990 annual once
East and West 1991

Wording of question

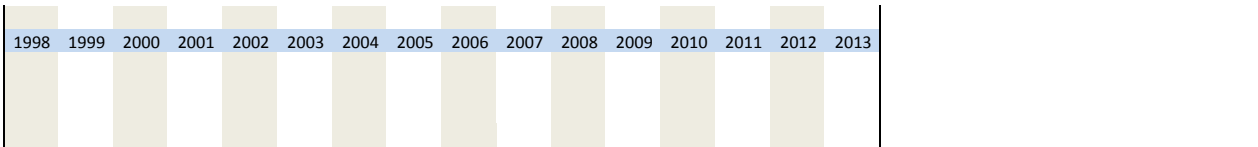
1982 to 1991 I. Innovation activities in year 19WW* product innovations While retaining the existing production technology the introduced innovations required	research <input type="checkbox"/> internal <input type="checkbox"/> [1]	Further information **"19WW" denotes the year under review																																																
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No.	Name	Label	Survey period	Survey frequency
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4.2.2.17) pdin4ib int. research required for product innovations (altering production technology) West 1982 to 1990 annual once
East and West 1991

Wording of question

1982 to 1991 I. Innovation activities in year 19WW* product innovations While altering the production technology the introduced innovations required	research <input type="checkbox"/> internal <input type="checkbox"/> [1]	Further information **"19WW" denotes the year under review																																
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WEST										EAST + WEST																								



No.	Name	Label	Survey period	Survey frequency
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4.2.2.18) pdin5e ext.experimental dev. required for product innovations East and West 1992 to 2013 annual

Wording of question

<p>1992 to 2012</p> <p>I. Innovation activities in year 19WW/20WW*</p> <p>product innovations</p> <p>The introduced innovations required experimental development <input type="checkbox"/> external <input type="checkbox"/> [1]</p>	<p>Further information</p> <p>**19WW/20WW" denotes the year under review</p>
<p>Time span of variable</p>	
<p>EAST and WEST</p>	

No.	Name	Label	Survey period	Survey frequency
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4.2.2.19) pdin5ea ext. experimental development required for product innovations (retaining production technology) West 1982 to 1990 annual once East and West 1991

Wording of question

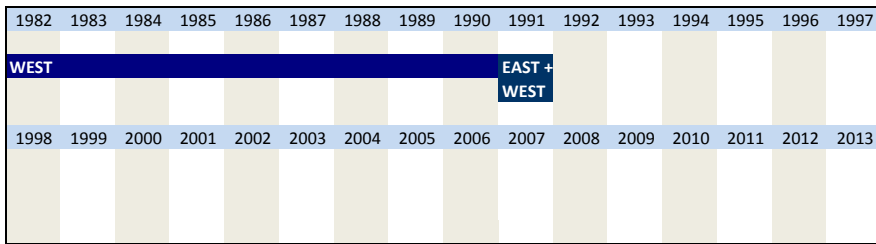
<p>1982 to 1991</p> <p>I. Innovation activities in year 19WW*</p> <p>product innovations</p> <p>While retaining the existing production technology the introduced innovations required experimental development <input type="checkbox"/> external <input type="checkbox"/> [1]</p>	<p>Further information</p> <p>**19WW" denotes the year under review</p>
<p>Time span of variable</p>	

No.	Name	Label	Survey period	Survey frequency
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4.2.2.20) pdin5eb ext. experimental dev. required for product innovations (altering production technology) West 1982 to 1990 annual once East and West 1991

Wording of question

<p>1982 to 1991</p> <p>I. Innovation activities in year 19WW*</p> <p>product innovations</p> <p>While altering the production technology the introduced innovations required experimental development <input type="checkbox"/> external <input type="checkbox"/> [1]</p>	<p>Further information</p> <p>**19WW" denotes the year under review</p>
<p>Time span of variable</p>	



No.	Name	Label	Survey period	Survey frequency
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4.2.2.21) pdin5i int. experimental dev. required for product innovations East and West 1992 to 2013 annual

Wording of question

<p>1992 to 2012</p> <p>I. Innovation activities in year 19WW/20WW*</p> <p>product innovations</p> <p>The introduced innovations required experimental development <input type="checkbox"/> internal <input type="checkbox"/> [1]</p>	<p>Further information</p> <p>**"19WW/20WW" denotes the year under review</p>
<p>Time span of variable</p>	

No.	Name	Label	Survey period	Survey frequency
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4.2.2.22) pdin5ia int. experimental dev. required for product innovations (retaining production tec West 1982 to 1990 annual
East and West 1991 once

Wording of question

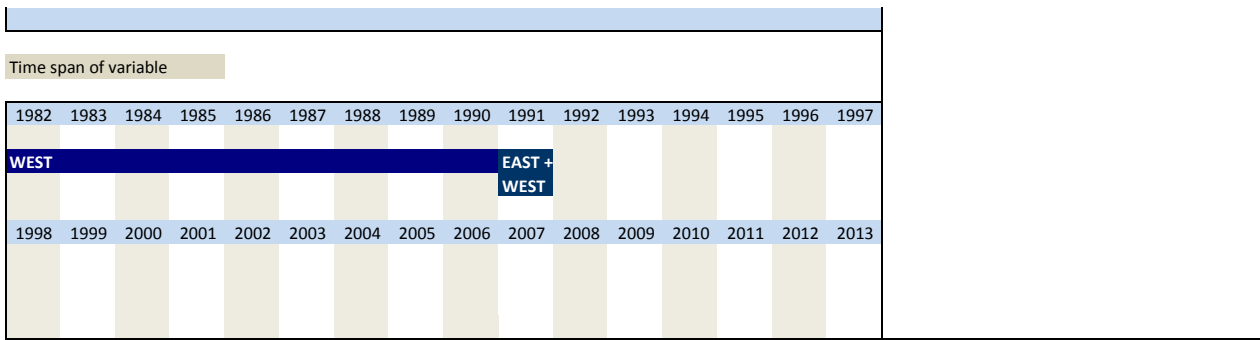
<p>1982 to 1991</p> <p>I. Innovation activities in year 19WW*</p> <p>product innovations</p> <p>While retaining the existing production technology the introduced innovations required experimental development <input type="checkbox"/> internal <input type="checkbox"/> [1]</p>	<p>Further information</p> <p>**"19WW" denotes the year under review</p>
<p>Time span of variable</p>	

No.	Name	Label	Survey period	Survey frequency
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4.2.2.23) pdin5ib int. experimental dev. required for product innovations (altering production tec West 1982 to 1990 annual
East and West 1991 once

Wording of question

<p>1982 to 1991</p> <p>I. Innovation activities in year 19WW*</p> <p>product innovations</p> <p>While altering the production technology the introduced innovations required experimental development <input type="checkbox"/> internal <input type="checkbox"/> [1]</p>	<p>Further information</p> <p>**"19WW" denotes the year under review</p>
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No.	Name	Label	Survey period	Survey frequency
4.2.2.24)	pdin6e	ext. construction required for product innovations	East and West 1992 to 2013	annual

Wording of question

<p>1992 to 2012</p> <p>I. Innovation activities in year 19WW/20WW*</p> <p>product innovations</p> <p>The introduced innovations required</p> <p style="text-align: right;">external construction <input type="checkbox"/> [1]</p>	<p>Further information</p> <p>**"19WW/20WW" denotes the year under review</p>
<p>Time span of variable</p>	

No.	Name	Label	Survey period	Survey frequency
4.2.2.25)	pdin6ea	ext. construction required for product innovations (retaining production technology)	West 1988 to 1990 East and West 1991	annual once

Wording of question

<p>1988 to 1991</p> <p>I. Innovation activities in year 19WW*</p> <p>product innovations</p> <p>While retaining the existing production technology the introduced innovations required</p> <p style="text-align: right;">external construction <input type="checkbox"/> [1]</p>	<p>Further information</p> <p>**"19WW" denotes the year under review</p>
<p>Time span of variable</p>	

No.	Name	Label	Survey period	Survey frequency
4.2.2.26)	pdin6eb	ext. construction required for product innovations (altering production technology)	West 1988 to 1990 East and West 1991	annual once

Wording of question

<p>1988 to 1991</p> <p>I. Innovation activities in year 19WW*</p>	<p>Further information</p>
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product innovations
While altering the production technology the introduced innovations required

external
construction [1]

Time span of variable

1982	1983	1984	1985	1986	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996	1997
						WEST			EAST + WEST						
1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013

**"19WW" denotes the year under review

No.	Name	Label	Survey period	Survey frequency
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4.2.2.27) pdin6i int. construction required for product innovations East and West 1992 to 2013 annual

Wording of question

1992 to 2012
I. Innovation activities in year 19WW/20WW*
product innovations
The introduced innovations required

internal
construction [1]

Further information
**"19WW/20WW" denotes the year under review

Time span of variable

1982	1983	1984	1985	1986	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996	1997
										EAST and WEST					
1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013
EAST and WEST															

No.	Name	Label	Survey period	Survey frequency
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4.2.2.28) pdin6ia int. construction required for product innovations (retaining production technology) West 1988 to 1990 annual
East and West 1991 once

Wording of question

1988 to 1991
I. Innovation activities in year 19WW*
product innovations
While retaining the existing production technology the introduced innovations required

external
construction [1]

Further information
**"19WW" denotes the year under review

Time span of variable

1982	1983	1984	1985	1986	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996	1997
						WEST			EAST + WEST						
1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013

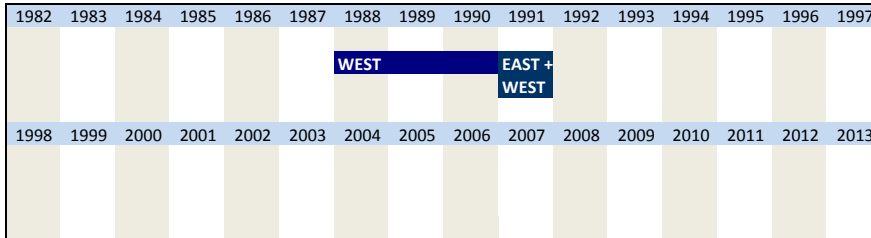
No.	Name	Label	Survey period	Survey frequency
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4.2.2.29) pdin6ib int. construction required for product innovations (altering production technolog West 1988 to 1990 annual
East and West 1991 once

Wording of question

1988 to 1991 I. Innovation activities in year 19WW* product innovations While altering the production technology the introduced innovations required construction <input type="checkbox"/> external <input type="checkbox"/> [1]	Further information **"19WW" denotes the year under review
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Time span of variable

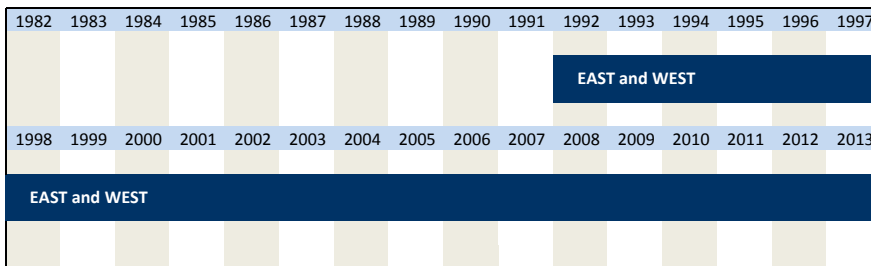


No.	Name	Label	Survey period	Survey frequency
4.2.2.30)	pdin7e	ext. product design required for product innovations	East and West 1992 to 2013	annual

Wording of question

1992 to 2012 I. Innovation activities in year 19WW/20WW* product innovations The introduced innovations required product design <input type="checkbox"/> external <input type="checkbox"/> [1]	Further information **"19WW/20WW" denotes the year under review
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Time span of variable

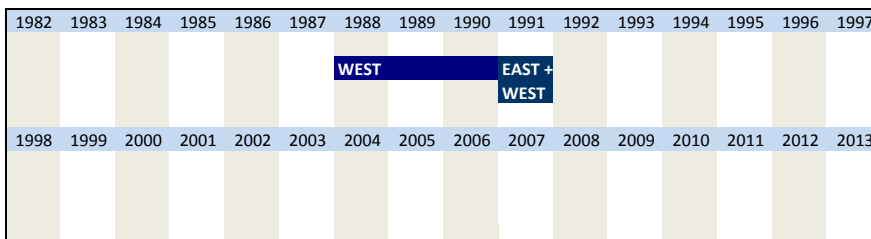


No.	Name	Label	Survey period	Survey frequency
4.2.2.31)	pdin7ea	ext. product design required for product innovations (retaining production techn	West 1988 to 1990 East and West 1991	annual once

Wording of question

1988 to 1991 I. Innovation activities in year 19WW* product innovations While retaining the existing production technology the introduced innovations required product design <input type="checkbox"/> external <input type="checkbox"/> [1]	Further information **"19WW" denotes the year under review
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Time span of variable



No.	Name	Label	Survey period	Survey frequency
4.2.2.32)	pdin7eb	ext. product design required for product innovations (altering production techno	West 1988 to 1990 East and West 1991	annual once

Wording of question

<p>1988 to 1991</p> <p>I. Innovation activities in year 19WW*</p> <p>product innovations</p> <p>While altering the production technology the introduced innovations required</p> <p style="text-align: right;">product design external <input type="checkbox"/> [1]</p>	<p>Further information</p> <p>**"19WW" denotes the year under review</p>																																																	
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1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013																																			

No.	Name	Label	Survey period	Survey frequency
4.2.2.33)	pdin7i	int. product design required for product innovations	East and West 1992 to 2013	annual

Wording of question

<p>1992 to 2012</p> <p>I. Innovation activities in year 19WW/20WW*</p> <p>product innovations</p> <p>The introduced innovations required</p> <p style="text-align: right;">product design internal <input type="checkbox"/> [1]</p>	<p>Further information</p> <p>**"19WW/20WW" denotes the year under review</p>																																																																
<p>Time span of variable</p>																																																																	
<table border="1" style="width: 100%; text-align: center;"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td colspan="11"></td> <td colspan="5" style="background-color: #003366; color: white;">EAST and WEST</td> </tr> <tr> <td>1998</td><td>1999</td><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><td>2010</td><td>2011</td><td>2012</td><td>2013</td> </tr> <tr> <td colspan="16" style="background-color: #003366; color: white;">EAST and WEST</td> </tr> </table>		1982	1983	1984	1985	1986	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996	1997												EAST and WEST					1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	EAST and WEST															
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EAST and WEST																																																																	

No.	Name	Label	Survey period	Survey frequency
4.2.2.34)	pdin7ia	int. product design required for product innovations (retaining production techn	West 1988 to 1990 East and West 1991	annual once

Wording of question

<p>1988 to 1991</p> <p>I. Innovation activities in year 19WW*</p> <p>product innovations</p> <p>While retaining the existing production technology the introduced innovations required</p> <p style="text-align: right;">product design external <input type="checkbox"/> [1]</p>	<p>Further information</p> <p>**"19WW" denotes the year under review</p>																																																	
<p>Time span of variable</p>																																																		
<table border="1" style="width: 100%; text-align: center;"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td colspan="7"></td> <td colspan="2" style="background-color: #003366; color: white;">WEST</td> <td colspan="2" style="background-color: #003366; color: white;">EAST + WEST</td> <td colspan="6"></td> </tr> <tr> <td>1998</td><td>1999</td><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><td>2010</td><td>2011</td><td>2012</td><td>2013</td> </tr> </table>		1982	1983	1984	1985	1986	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996	1997								WEST		EAST + WEST								1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013
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No.	Name	Label	Survey period	Survey frequency
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4.2.2.35) pdin7ib int.product design required for product innovations (altering production technology) West 1988 to 1990 annual
East and West 1991 once

Wording of question

<p>1988 to 1991</p> <p>I. Innovation activities in year 19WW*</p> <p>product innovations</p> <p>While altering the production technology the introduced innovations required</p> <p style="text-align: right;">product design <input type="checkbox"/> external <input type="checkbox"/> [1]</p>	<p>Further information</p> <p>**"19WW" denotes the year under review</p>																																																
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No.	Name	Label	Survey period	Survey frequency
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4.2.2.36) pdin6_7ea ext. construction & design required for product innovations (retaining production technology) West 1982 to 1987 annual

Wording of question

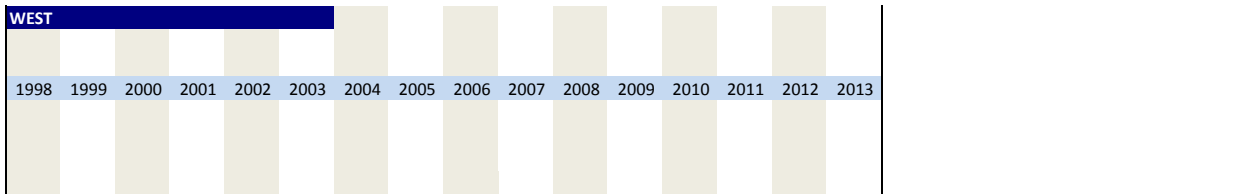
<p>1982 to 1987</p> <p>I. Innovation activities in year 19WW*</p> <p>product innovations</p> <p>While retaining the existing production technology the introduced innovations required</p> <p style="text-align: right;">construction, design <input type="checkbox"/> external <input type="checkbox"/> [1]</p>	<p>Further information</p> <p>**"19WW" denotes the year under review</p>																																																
<p>Time span of variable</p> <table border="1"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td style="background-color: #000080; color: white;">WEST</td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td> </tr> <tr> <td>1998</td><td>1999</td><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><td>2010</td><td>2011</td><td>2012</td><td>2013</td> </tr> </table>	1982	1983	1984	1985	1986	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996	1997	WEST																1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	
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No.	Name	Label	Survey period	Survey frequency
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4.2.2.37) pdin6_7eb ext. construction & design required for product innovations (altering production technology) West 1982 to 1987 annual

Wording of question

<p>1982 to 1987</p> <p>I. Innovation activities in year 19WW*</p> <p>product innovations</p> <p>While altering the production technology the introduced innovations required</p> <p style="text-align: right;">construction, design <input type="checkbox"/> external <input type="checkbox"/> [1]</p>	<p>Further information</p> <p>**"19WW" denotes the year under review</p>																																
<p>Time span of variable</p> <table border="1"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td> </tr> </table>	1982	1983	1984	1985	1986	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996	1997																	
1982	1983	1984	1985	1986	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996	1997																		



No.	Name	Label	Survey period	Survey frequency
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4.2.2.38) pdin6_7ia int. construction & design required for product innovations (retaining production technology) West 1982 to 1987 annual

Wording of question

<p>1982 to 1987</p> <p>I. Innovation activities in year 19WW*</p> <p>product innovations</p> <p>While retaining the existing production technology the introduced innovations required</p> <p style="text-align: right;">internal construction, design <input type="checkbox"/> [1]</p>	<p>Further information</p> <p>**"19WW" denotes the year under review</p>
<p>Time span of variable</p>	

No.	Name	Label	Survey period	Survey frequency
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4.2.2.39) pdin6_7ib int. construction & design required for product innovations (altering production technology) West 1982 to 1987 annual

Wording of question

<p>1982 to 1987</p> <p>I. Innovation activities in year 19WW*</p> <p>product innovations</p> <p>While altering the production technology the introduced innovations required</p> <p style="text-align: right;">internal construction, design <input type="checkbox"/> [1]</p>	<p>Further information</p> <p>**"19WW" denotes the year under review</p>
<p>Time span of variable</p>	

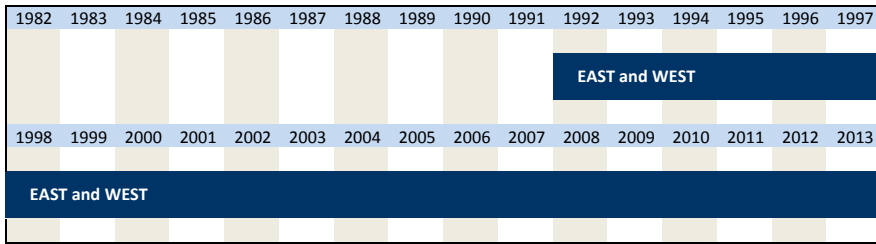
No.	Name	Label	Survey period	Survey frequency
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4.2.2.40) pdin8 licence obtained for product innovations East and West 1992 to 2013 annual

Wording of question

<p>1992 to 2012</p> <p>I. Innovation activities in year 19WW/20WW*</p> <p>product innovations</p> <p>Within the scope of these innovation projects</p> <p style="text-align: right;">licence was obtained <input type="checkbox"/> [1]</p>	<p>Further information</p> <p>**"19WW/20WW" denotes the year under review</p>
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Time span of variable



No.	Name	Label	Survey period	Survey frequency
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4.2.2.41) pdin8a licence obtained for product innovations (retaining production technology) West 1982 to 1990 East and West 1991 annual once

Wording of question

<p>1982 to 1991</p> <p>I. Innovation activities in year 19WW*</p> <p>product innovations</p> <p>Within the scope of these innovation projects while retaining the existing production technology licence was obtained <input type="text"/> [1]</p>	<p>Further information</p> <p>**"19WW" denotes the year under review</p>
<p>Time span of variable</p>	

No.	Name	Label	Survey period	Survey frequency
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4.2.2.42) pdin8b licence obtained for product innovations (altering production technology) West 1982 to 1990 East and West 1991 annual once

Wording of question

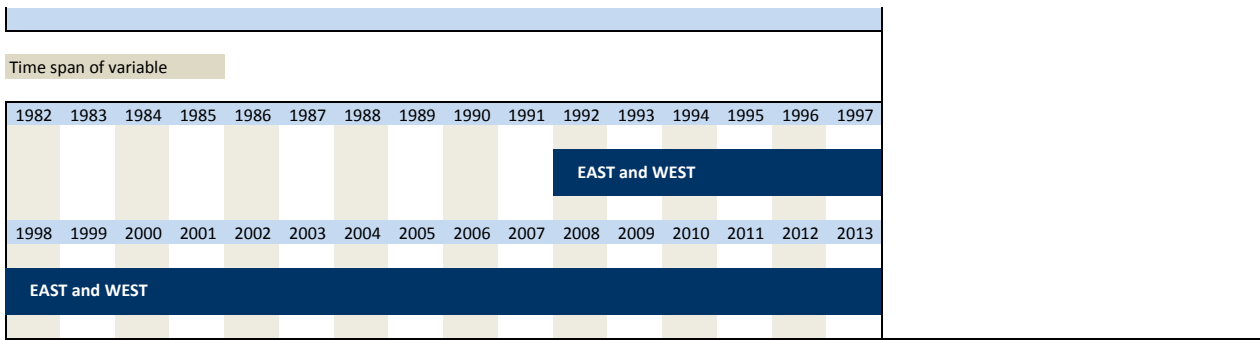
<p>1982 to 1991</p> <p>I. Innovation activities in year 19WW*</p> <p>product innovations</p> <p>Within the scope of these innovation projects occurred while altering the production technology licence was obtained <input type="text"/> [1]</p>	<p>Further information</p> <p>**"19WW" denotes the year under review</p>
<p>Time span of variable</p>	

No.	Name	Label	Survey period	Survey frequency
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4.2.2.43) pdin9 patent applications during product innovations East and West 1992 to 2013 annual

Wording of question

<p>1992 to 2012</p> <p>I. Innovation activities in year 19WW/20WW*</p> <p>product innovations</p> <p>Within the scope of these innovation projects occurred applications of own patents <input type="text"/> [1]</p>	<p>Further information</p> <p>**"19WW/20WW" denotes the year under review</p>
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No.	Name	Label	Survey period	Survey frequency
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4.2.2.44) pdin9a patent applications during product innovations (retaining production technology) West 1982 to 1990 annual
East and West 1991 once

Wording of question

<p>1982 to 1991</p> <p>I. Innovation activities in year 19WW*</p> <p>product innovations</p> <p>Within the scope of these innovation projects occurred while retaining the existing production technology applications of own patents <input type="text"/> [1]</p>	<p>Further information</p> <p>**"19WW" denotes the year under review</p>																																																																		
<p>Time span of variable</p> <table border="1"> <thead> <tr> <th>Year</th> <th>Survey Period</th> </tr> </thead> <tbody> <tr><td>1982</td><td>1982 to 1991</td></tr> <tr><td>1983</td><td>1982 to 1991</td></tr> <tr><td>1984</td><td>1982 to 1991</td></tr> <tr><td>1985</td><td>1982 to 1991</td></tr> <tr><td>1986</td><td>1982 to 1991</td></tr> <tr><td>1987</td><td>1982 to 1991</td></tr> <tr><td>1988</td><td>1982 to 1991</td></tr> <tr><td>1989</td><td>1982 to 1991</td></tr> <tr><td>1990</td><td>1982 to 1991</td></tr> <tr><td>1991</td><td>1982 to 1991</td></tr> <tr><td>1992</td><td>1992 to 2013</td></tr> <tr><td>1993</td><td>1992 to 2013</td></tr> <tr><td>1994</td><td>1992 to 2013</td></tr> <tr><td>1995</td><td>1992 to 2013</td></tr> <tr><td>1996</td><td>1992 to 2013</td></tr> <tr><td>1997</td><td>1992 to 2013</td></tr> <tr><td>1998</td><td>1992 to 2013</td></tr> <tr><td>1999</td><td>1992 to 2013</td></tr> <tr><td>2000</td><td>1992 to 2013</td></tr> <tr><td>2001</td><td>1992 to 2013</td></tr> <tr><td>2002</td><td>1992 to 2013</td></tr> <tr><td>2003</td><td>1992 to 2013</td></tr> <tr><td>2004</td><td>1992 to 2013</td></tr> <tr><td>2005</td><td>1992 to 2013</td></tr> <tr><td>2006</td><td>1992 to 2013</td></tr> <tr><td>2007</td><td>1992 to 2013</td></tr> <tr><td>2008</td><td>1992 to 2013</td></tr> <tr><td>2009</td><td>1992 to 2013</td></tr> <tr><td>2010</td><td>1992 to 2013</td></tr> <tr><td>2011</td><td>1992 to 2013</td></tr> <tr><td>2012</td><td>1992 to 2013</td></tr> <tr><td>2013</td><td>1992 to 2013</td></tr> </tbody> </table>		Year	Survey Period	1982	1982 to 1991	1983	1982 to 1991	1984	1982 to 1991	1985	1982 to 1991	1986	1982 to 1991	1987	1982 to 1991	1988	1982 to 1991	1989	1982 to 1991	1990	1982 to 1991	1991	1982 to 1991	1992	1992 to 2013	1993	1992 to 2013	1994	1992 to 2013	1995	1992 to 2013	1996	1992 to 2013	1997	1992 to 2013	1998	1992 to 2013	1999	1992 to 2013	2000	1992 to 2013	2001	1992 to 2013	2002	1992 to 2013	2003	1992 to 2013	2004	1992 to 2013	2005	1992 to 2013	2006	1992 to 2013	2007	1992 to 2013	2008	1992 to 2013	2009	1992 to 2013	2010	1992 to 2013	2011	1992 to 2013	2012	1992 to 2013	2013	1992 to 2013
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No.	Name	Label	Survey period	Survey frequency
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4.2.2.45) pdin9b patent applications during product innovations (altering production technology) West 1982 to 1990 annual
East and West 1991 once

Wording of question

<p>1982 to 1991</p> <p>I. Innovation activities in year 19WW*</p> <p>product innovations</p> <p>Within the scope of these innovation projects occurred while altering the production technology applications of own patents <input type="text"/> [1]</p>	<p>Further information</p> <p>**"19WW" denotes the year under review</p>																																																																		
<p>Time span of variable</p> <table border="1"> <thead> <tr> <th>Year</th> <th>Survey Period</th> </tr> </thead> <tbody> <tr><td>1982</td><td>1982 to 1991</td></tr> <tr><td>1983</td><td>1982 to 1991</td></tr> <tr><td>1984</td><td>1982 to 1991</td></tr> <tr><td>1985</td><td>1982 to 1991</td></tr> <tr><td>1986</td><td>1982 to 1991</td></tr> <tr><td>1987</td><td>1982 to 1991</td></tr> <tr><td>1988</td><td>1982 to 1991</td></tr> <tr><td>1989</td><td>1982 to 1991</td></tr> <tr><td>1990</td><td>1982 to 1991</td></tr> <tr><td>1991</td><td>1982 to 1991</td></tr> <tr><td>1992</td><td>1992 to 2013</td></tr> <tr><td>1993</td><td>1992 to 2013</td></tr> <tr><td>1994</td><td>1992 to 2013</td></tr> <tr><td>1995</td><td>1992 to 2013</td></tr> <tr><td>1996</td><td>1992 to 2013</td></tr> <tr><td>1997</td><td>1992 to 2013</td></tr> <tr><td>1998</td><td>1992 to 2013</td></tr> <tr><td>1999</td><td>1992 to 2013</td></tr> <tr><td>2000</td><td>1992 to 2013</td></tr> <tr><td>2001</td><td>1992 to 2013</td></tr> <tr><td>2002</td><td>1992 to 2013</td></tr> <tr><td>2003</td><td>1992 to 2013</td></tr> <tr><td>2004</td><td>1992 to 2013</td></tr> <tr><td>2005</td><td>1992 to 2013</td></tr> <tr><td>2006</td><td>1992 to 2013</td></tr> <tr><td>2007</td><td>1992 to 2013</td></tr> <tr><td>2008</td><td>1992 to 2013</td></tr> <tr><td>2009</td><td>1992 to 2013</td></tr> <tr><td>2010</td><td>1992 to 2013</td></tr> <tr><td>2011</td><td>1992 to 2013</td></tr> <tr><td>2012</td><td>1992 to 2013</td></tr> <tr><td>2013</td><td>1992 to 2013</td></tr> </tbody> </table>		Year	Survey Period	1982	1982 to 1991	1983	1982 to 1991	1984	1982 to 1991	1985	1982 to 1991	1986	1982 to 1991	1987	1982 to 1991	1988	1982 to 1991	1989	1982 to 1991	1990	1982 to 1991	1991	1982 to 1991	1992	1992 to 2013	1993	1992 to 2013	1994	1992 to 2013	1995	1992 to 2013	1996	1992 to 2013	1997	1992 to 2013	1998	1992 to 2013	1999	1992 to 2013	2000	1992 to 2013	2001	1992 to 2013	2002	1992 to 2013	2003	1992 to 2013	2004	1992 to 2013	2005	1992 to 2013	2006	1992 to 2013	2007	1992 to 2013	2008	1992 to 2013	2009	1992 to 2013	2010	1992 to 2013	2011	1992 to 2013	2012	1992 to 2013	2013	1992 to 2013
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No.	Name	Label	Survey period	Survey frequency
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4.2.2.46) pdin10 registering of designs for product innovations East and West 1992 to 2013 annual

Wording of question

<p>1992 to 2012</p> <p>I. Innovation activities in year 19WW/20WW*</p>	<p>Further information</p>
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product innovations Within the scope of these innovation projects occurred registering of designs <input type="text"/> [1]	**"19WW/20WW" denotes the year under review																																																															
Time span of variable																																																																
<table border="1"> <tr><td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td></tr> <tr><td colspan="11"></td><td colspan="5">EAST and WEST</td></tr> <tr><td>1998</td><td>1999</td><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><td>2010</td><td>2011</td><td>2012</td><td>2013</td></tr> <tr><td colspan="16">EAST and WEST</td></tr> </table>		1982	1983	1984	1985	1986	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996	1997												EAST and WEST					1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	EAST and WEST														
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No.	Name	Label	Survey period	Survey frequency
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4.2.2.47) pdin10a registering of designs for product innovations (retaining production technology) West 1982 to 1990 annual
East and West 1991 once

Wording of question

1982 to 1991 I. Innovation activities in year 19WW* product innovations Within the scope of these innovation projects occurred while retaining the existing production technology registering of designs <input type="text"/> [1]	Further information **"19WW" denotes the year under review																																																
Time span of variable																																																	
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1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013																																		

No.	Name	Label	Survey period	Survey frequency
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4.2.2.48) pdin10b registering of designs for product innovations (altering production technology) West 1982 to 1990 annual
East and West 1991 once

Wording of question

1982 to 1991 I. Innovation activities in year 19WW* product innovations Within the scope of these innovation projects occurred while altering the production technology registering of designs <input type="text"/> [1]	Further information **"19WW" denotes the year under review																																																
Time span of variable																																																	
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4.2.3 Process innovations

No.	Name	Label	Survey period	Survey frequency
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4.2.3.1) pzin1 process innovations introduced East and West 1992 to 2013 annual

Wording of question

1992 to 2012 I. Innovation activities in year 19WW/20WW* Process innovations In 19WW* we have <input type="text"/> introduced innovations <input type="text"/> [1]	Further information **19WW/20WW" denotes the year under review
Time span of variable	

No.	Name	Label	Survey period	Survey frequency
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4.2.3.2) pzin1a process innovations introduced in production (retaining product portfolio) West 1982 to 1990 annual once
East and West 1991

Wording of question

1982 to 1991 I. Innovation activities in year 19WW* Process innovations In 19WW* in production we have while retaining the existing product portfolio <input type="text"/> introduced innovations <input type="text"/> [1]	Further information **19WW" denotes the year under review
Time span of variable	

No.	Name	Label	Survey period	Survey frequency
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4.2.3.3) pzin1b process innovations introduced in administration West 1982 to 1990 annual once
East and West 1991

Wording of question

1982 to 1991 I. Innovation activities in year 19WW* Process innovations In 19WW* in administration we have <input type="text"/> introduced innovations <input type="text"/> [1]	Further information **19WW" denotes the year under review
Time span of variable	

No.	Name	Label	Survey period	Survey frequency
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4.2.3.4) pzin2 process innovations started East and West 1992 to 2013 annual

Wording of question

1992 to 2012 I. Innovation activities in year 19WW/20WW* Process innovations In 19WW* we have _____ started innovations or not finished yet _____ [1]	Further information **"19WW/20WW" denotes the year under review																																																																
Time span of variable																																																																	
<table border="1"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td colspan="11"></td> <td colspan="5" style="background-color: #003366; color: white; text-align: center;">EAST and WEST</td> </tr> <tr> <td>1998</td><td>1999</td><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><td>2010</td><td>2011</td><td>2012</td><td>2013</td> </tr> <tr> <td colspan="16" style="background-color: #003366; color: white; text-align: center;">EAST and WEST</td> </tr> </table>	1982	1983	1984	1985	1986	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996	1997												EAST and WEST					1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	EAST and WEST																
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No.	Name	Label	Survey period	Survey frequency
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4.2.3.5) pzin2a process innovations started in production (retaining product portfolio) West 1982 to 1990 annual once
East and West 1991

Wording of question

1982 to 1991 I. Innovation activities in year 19WW* Process innovations In 19WW* in production we have _____ while retaining the existing product portfolio started innovations or not finished yet _____ [1]	Further information **"19WW" denotes the year under review																																																
Time span of variable																																																	
<table border="1"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td colspan="10" style="background-color: #003366; color: white; text-align: center;">WEST</td> <td colspan="2" style="background-color: #003366; color: white; text-align: center;">EAST + WEST</td> <td colspan="4"></td> </tr> <tr> <td>1998</td><td>1999</td><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><td>2010</td><td>2011</td><td>2012</td><td>2013</td> </tr> </table>	1982	1983	1984	1985	1986	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996	1997	WEST										EAST + WEST						1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	
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No.	Name	Label	Survey period	Survey frequency
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4.2.3.6) pzin2b process innovations started in administration West 1982 to 1990 annual once
East and West 1991

Wording of question

1982 to 1991 I. Innovation activities in year 19WW* Process innovations In 19WW* in administration we have _____ started innovations or not finished yet _____ [1]	Further information **"19WW" denotes the year under review																																																
Time span of variable																																																	
<table border="1"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td colspan="10" style="background-color: #003366; color: white; text-align: center;">WEST</td> <td colspan="2" style="background-color: #003366; color: white; text-align: center;">EAST + WEST</td> <td colspan="4"></td> </tr> <tr> <td>1998</td><td>1999</td><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><td>2010</td><td>2011</td><td>2012</td><td>2013</td> </tr> </table>	1982	1983	1984	1985	1986	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996	1997	WEST										EAST + WEST						1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	
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WEST										EAST + WEST																																							
1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013																																		

No.	Name	Label	Survey period	Survey frequency
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4.2.3.7) pzin3 process innovations cancelled

East and West 1992 to 2013 annual

Wording of question

<p>1992 to 2012</p> <p>I. Innovation activities in year 19WW/20WW*</p> <p>Process innovations</p> <p>In 19WW* we have <input type="text"/> cancelled innovations <input type="text"/> [1]</p>	<p>Further information</p> <p>**"19WW/20WW" denotes the year under review</p>
<p>Time span of variable</p>	

No.	Name	Label	Survey period	Survey frequency
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4.2.3.8) pzin3a process innovations cancelled in production (retaining product portfolio)

West 1982 to 1990
East and West 1991 annual once

Wording of question

<p>1982 to 1991</p> <p>I. Innovation activities in year 19WW*</p> <p>Process innovations</p> <p>In 19WW* in production we have <input type="text"/> cancelled innovations <input type="text"/> [1] while retaining the existing product portfolio</p>	<p>Further information</p> <p>**"19WW" denotes the year under review</p>
<p>Time span of variable</p>	

No.	Name	Label	Survey period	Survey frequency
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4.2.3.9) pzin3b process innovation cancelled in administration

West 1982 to 1990
East and West 1991 annual once

Wording of question

<p>1982 to 1991</p> <p>I. Innovation activities in year 19WW*</p> <p>Process innovations</p> <p>In 19WW* in administration we have <input type="text"/> cancelled innovations <input type="text"/> [1]</p>	<p>Further information</p> <p>**"19WW" denotes the year under review</p>
<p>Time span of variable</p>	

No.	Name	Label	Survey period	Survey frequency
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4.2.3.10) pzin4e ext. research required for process innovations

West 1982 to 1990 annual
East and West 1991 to 2013 annual

Wording of question

<p>1982 to 1991 I. Innovation activities in year 19WW* Process innovations In production the introduced innovations required while retaining the existing product portfolio</p>	<p>research external <input type="checkbox"/> [1]</p>	<p>Further information **"19WW/20WW" denotes the year under review</p>																																																																
<p>1992 to 2012 I. Innovation activities in year 19WW/20WW* Process innovations The introduced innovations required</p>	<p>research external <input type="checkbox"/> [1]</p>																																																																	
<p>Time span of variable</p>																																																																		
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EAST and WEST																																																																		

No.	Name	Label	Survey period	Survey frequency
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4.2.3.11) pzin4i int. research required for process innovations

West 1982 to 1990 annual
East and West 1991 to 2013 annual

Wording of question

<p>1982 to 1991 I. Innovation activities in year 19WW* Process innovations In production the introduced innovations required while retaining the existing product portfolio</p>	<p>research internal <input type="checkbox"/> [1]</p>	<p>Further information **"19WW/20WW" denotes the year under review</p>																																																																
<p>1992 to 2012 I. Innovation activities in year 19WW/20WW* Process innovations The introduced innovations required</p>	<p>research internal <input type="checkbox"/> [1]</p>																																																																	
<p>Time span of variable</p>																																																																		
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EAST and WEST																																																																		

No.	Name	Label	Survey period	Survey frequency
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4.2.3.12) pzin5e ext. experimental dev. required for process innovations

West 1982 to 1990 annual
East and West 1991 to 2013 annual

Wording of question

<p>1982 to 1991 I. Innovation activities in year 19WW* Process innovations In production the introduced innovations required while retaining the existing product portfolio</p>	<p>experimental development external <input type="checkbox"/> [1]</p>	<p>Further information **"19WW/20WW" denotes the year under review</p>
<p>1992 to 2012 I. Innovation activities in year 19WW/20WW* Process innovations The introduced innovations required</p>	<p>experimental development external <input type="checkbox"/> [1]</p>	

Time span of variable															
1982	1983	1984	1985	1986	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996	1997
WEST									EAST and WEST						
1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013
EAST and WEST															

No.	Name	Label	Survey period	Survey frequency
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4.2.3.13) pzin5i int. experimental dev. required for process innovations West 1982 to 1990 annual
East and West 1991 to 2013 annual

Wording of question

<p>1982 to 1991</p> <p>I. Innovation activities in year 19WW*</p> <p>Process innovations</p> <p>In production the introduced innovations required while retaining the existing product portfolio experimental development <input type="checkbox"/> internal [1]</p>	<p>Further information</p> <p>**"19WW/20WW" denotes the year under review</p>
<p>1992 to 2012</p> <p>I. Innovation activities in year 19WW/20WW*</p> <p>Process innovations</p> <p>The introduced innovations required experimental development <input type="checkbox"/> internal [1]</p>	

Time span of variable

1982	1983	1984	1985	1986	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996	1997
WEST									EAST and WEST						
1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013
EAST and WEST															

No.	Name	Label	Survey period	Survey frequency
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4.2.3.14) pzin6e ext. construction required for process innovations West 1982 to 1990 annual
East and West 1991 to 2013 annual

Wording of question

<p>1982 to 1991</p> <p>I. Innovation activities in year 19WW*</p> <p>Process innovations</p> <p>In production the introduced innovations required while retaining the existing product portfolio construction <input type="checkbox"/> external [1]</p>	<p>Further information</p> <p>**"19WW/20WW" denotes the year under review</p>
<p>1992 to 2012</p> <p>I. Innovation activities in year 19WW/20WW*</p> <p>Process innovations</p> <p>The introduced innovations required construction <input type="checkbox"/> external [1]</p>	

Time span of variable

1982	1983	1984	1985	1986	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996	1997
WEST									EAST and WEST						
1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013
EAST and WEST															

No.	Name	Label	Survey period	Survey frequency
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4.2.3.15) pzin6i int. construction required for process innovations West 1982 to 1990 annual
 East and West 1991 to 2013 annual

Wording of question

1982 to 1991 I. Innovation activities in year 19WW* Process innovations In production the introduced innovations required while retaining the existing product portfolio construction internal <input type="text"/> [1]	Further information **"19WW/20WW" denotes the year under review																																																																
1992 to 2012 I. Innovation activities in year 19WW/20WW* Process innovations The introduced innovations required construction internal <input type="text"/> [1]																																																																	
Time span of variable																																																																	
<table border="1" style="width: 100%; text-align: center;"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td colspan="10" style="background-color: #003366; color: white;">WEST</td> <td colspan="6" style="background-color: #003366; color: white;">EAST and WEST</td> </tr> <tr> <td>1998</td><td>1999</td><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><td>2010</td><td>2011</td><td>2012</td><td>2013</td> </tr> <tr> <td colspan="16" style="background-color: #003366; color: white;">EAST and WEST</td> </tr> </table>		1982	1983	1984	1985	1986	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996	1997	WEST										EAST and WEST						1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	EAST and WEST															
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1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013																																																		
EAST and WEST																																																																	

No.	Name	Label	Survey period	Survey frequency
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4.2.3.16) pzin8 licence obtained for process innovations West 1982 to 1990 annual
 East and West 1991 to 2013 annual

Wording of question

1982 to 1991 I. Innovation activities in year 19WW* Process innovations Within the scope of these innovation projects in production occurred while retaining the existing product portfolio obtainment of licence <input type="text"/> [1]	Further information **"19WW/20WW" denotes the year under review																																																																
1992 to 2012 I. Innovation activities in year 19WW/20WW* Process innovations Within the scope of these innovation projects occurred obtainment of licence <input type="text"/> [1]																																																																	
Time span of variable																																																																	
<table border="1" style="width: 100%; text-align: center;"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td colspan="10" style="background-color: #003366; color: white;">WEST</td> <td colspan="6" style="background-color: #003366; color: white;">EAST and WEST</td> </tr> <tr> <td>1998</td><td>1999</td><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><td>2010</td><td>2011</td><td>2012</td><td>2013</td> </tr> <tr> <td colspan="16" style="background-color: #003366; color: white;">EAST and WEST</td> </tr> </table>		1982	1983	1984	1985	1986	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996	1997	WEST										EAST and WEST						1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	EAST and WEST															
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1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013																																																		
EAST and WEST																																																																	

No.	Name	Label	Survey period	Survey frequency
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4.2.3.17) pzin9 patent applications during process innovations West 1982 to 1990 annual
 East and West 1991 to 2013 annual

Wording of question

1982 to 1991 I. Innovation activities in year 19WW* Process innovations Within the scope of these innovation projects in production occurred while retaining the existing product portfolio applications of own patents <input type="text"/> [1]	Further information **"19WW/20WW" denotes the year under review
1992 to 2012	

I. Innovation activities in year 19WW/20WW*																
Process innovations																
Within the scope of these innovation projects occurred applications of own patents <input type="text"/> [1]																
Time span of variable																
1982	1983	1984	1985	1986	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996	1997	
WEST										EAST and WEST						
1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	
EAST and WEST																

No.	Name	Label	Survey period	Survey frequency
4.2.3.18)	pzin10	registering of designs for process innovation	West 1982 to 1990 East and West 1991 to 2013	annual annual

Wording of question

1982 to 1991	I. Innovation activities in year 19WW*	Process innovations	Within the scope of these innovation projects in production occurred while retaining the existing product portfolio registering of designs <input type="text"/> [1]	Further information **"19WW/20WW" denotes the year under review												
1992 to 2012	I. Innovation activities in year 19WW/20WW*	Process innovations	Within the scope of these innovation projects occurred registering of designs <input type="text"/> [1]													
Time span of variable																
1982	1983	1984	1985	1986	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996	1997	
WEST										EAST and WEST						
1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	
EAST and WEST																

4.3 Goals of innovations

4.3.1 Product innovations

No.	Name	Label	Survey period	Survey frequency
4.3.1.1)	ziel1	dev. of successive products for discontinued ones	West 1982 to 1990 East and West 1991, 1995 to 2013	annual irregular

Wording of question

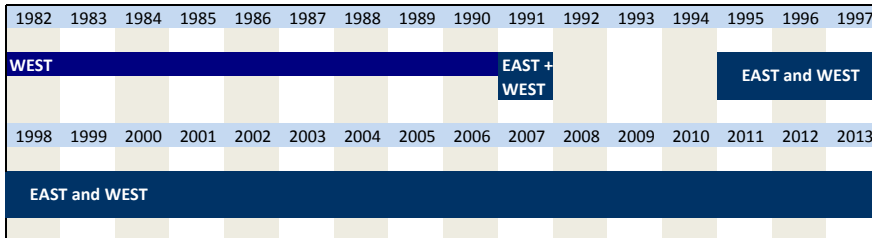
1982 to 1990	II. Goals of innovations	product innovations	With the innovation activities implemented in 19WW* we primarily aspire: development of successive products for discontinued ones <input type="text"/> [2]***	Further information **"19WW/20WW" denotes the year under review **[4] 1995 - 2008 We get this characteristic in case the participating company ticked off a goal of innovation, but did not classify the importance for the company (e.g. important) ***[2] 1982-1990 "important" means primarily aspired
1991	II. Goals of innovations	product innovations	With the innovation activities implemented in 1991 we aspire: development of successive products for discontinued ones Please use the following classification: little important <input type="text"/> [1] important <input type="text"/> [2] very important <input type="text"/> [3]	
1995 - 2012	II. Goals of innovations			

product innovations development of successive products for discontinued ones

With the innovation activities implemented in 19WW/20WW* we (**primarily**) aspire: [0]
 no importance
 [1]
 little important
 [2]
 important
 [3]
 very important

Please use the following classification**:

Time span of variable



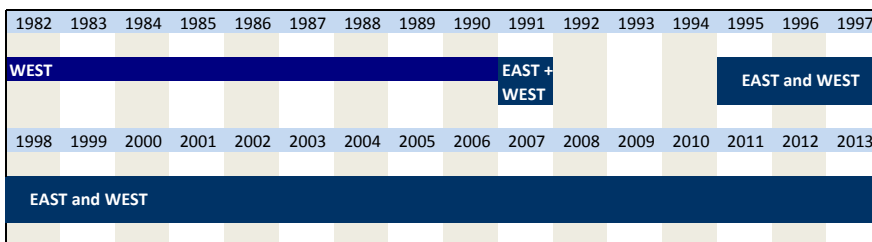
No.	Name	Label	Survey period	Survey frequency
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4.3.1.2)	ziel2	expansion of the product range within the main product line	West 1982 to 1990 East and West 1991, 1995 to 2013	annual irregular
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Wording of question

1982 to 1990	Further information
<p>II. Goals of innovations product innovations With the innovation activities implemented in 19W expansion of the product range we primarily aspire: within the main product line <input type="checkbox"/> [2]***</p>	<p>**"19WW/20WW" denotes the year under review</p> <p>**[4] 1995 - 2008 We get this characteristic in case the participating company ticked off a goal of innovation, but did not classify the importance for the company (e.g. important)</p>
<p>1991</p> <p>II. Goals of innovations product innovations With the innovation activities implemented in 1991 we aspire:: expansion of the product range within the main product line Please use the following classification: little important <input type="checkbox"/> [1] important <input type="checkbox"/> [2] very important <input type="checkbox"/> [3]</p>	<p>***[2] 1982-1990 "important" means primarily aspired</p>
<p>1995 - 2012</p> <p>II. Goals of innovations product innovations With the innovation activities implemented in 19WW/20WW* we (primarily) aspire: expansion of the product range within the main product line Please use the following classification**: no importance <input type="checkbox"/> [0] little important <input type="checkbox"/> [1] important <input type="checkbox"/> [2] very important <input type="checkbox"/> [3]</p>	

Time span of variable



No.	Name	Label	Survey period	Survey frequency
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4.3.1.3)	ziel3	expansion of the product range beyond the main product line	West 1982 to 1990 East and West 1991, 1995 to 2013	annual irregular
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Wording of question

1982 to 1990	Further information
<p>II. Goals of innovations product innovations With the innovation activities implemented in 19W expansion of the product range we primarily aspire: beyond the main product line <input type="checkbox"/> [2]***</p>	<p>**"19WW/20WW" denotes the year under review</p> <p>**[4] 1995 - 2008 We get this characteristic in case the participating company ticked off a goal of innovation, but did</p>
1991	

<p>II. Goals of innovations product innovations expansion of the product range beyond the main product line With the innovation activities implemented in 1991 we aspire: Please use the following classification:</p> <p>little important <input type="checkbox"/> [1] important <input type="checkbox"/> [2] very important <input type="checkbox"/> [3]</p>	<p>not classify the importance for the company (e.g. important) ***[2] 1982-1990 "important" means primarily aspired</p>
<p>1995 - 2012 II. Goals of innovations product innovations expansion of the product range beyond the main product line With the innovation activities implemented in 19WW/20WW* we (primarily) aspire: Please use the following classification**:</p> <p>no importance <input type="checkbox"/> [0] little important <input type="checkbox"/> [1] important <input type="checkbox"/> [2] very important <input type="checkbox"/> [3]</p>	
<p>Time span of variable</p> <p>The chart shows survey periods for three categories: WEST (1982-1990), EAST + WEST (1991-1994), and EAST and WEST (1995-2013). The years 1995-2013 are shaded in dark blue, indicating the primary survey period.</p>	

No.	Name	Label	Survey period	Survey frequency
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4.3.1.4) **ziel4** maintenance of the market share West 1982 to 1990 annual
 East and West 1991, 1995 to 2013 irregular

Wording of question

<p>1982 to 1990 II. Goals of innovations product innovations With the innovation activities implemented in 19WW* we primarily aspire: maintenance of the market share <input type="checkbox"/> [2]***</p>	<p>Further information **"19WW/20WW" denotes the year under review **[4] 1995 - 2008 We get this characteristic in case the participating company ticked off a goal of innovation, but did not classify the importance for the company (e.g. important) ***[2] 1982-1990 "important" means primarily aspired</p>
<p>1991 II. Goals of innovations product innovations With the innovation activities implemented in 1991 we aspire: Please use the following classification:</p> <p>little important <input type="checkbox"/> [1] important <input type="checkbox"/> [2] very important <input type="checkbox"/> [3]</p>	
<p>1995 - 2012 II. Goals of innovations product innovations With the innovation activities implemented in 19WW/20WW* we (primarily) aspire: Please use the following classification**:</p> <p>no importance <input type="checkbox"/> [0] little important <input type="checkbox"/> [1] important <input type="checkbox"/> [2] very important <input type="checkbox"/> [3]</p>	
<p>Time span of variable</p> <p>The chart shows survey periods for three categories: WEST (1982-1990), EAST + WEST (1991-1994), and EAST and WEST (1995-2013). The years 1995-2013 are shaded in dark blue, indicating the primary survey period.</p>	

No.	Name	Label	Survey period	Survey frequency
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4.3.1.5) **ziel14** increasing the market share East and West 1991 once

Wording of question

<p>1991</p> <p>II. Goals of innovations product innovations</p> <p>With the innovation activities implemented in 1991 we aspire: Please use the following classification:</p> <p style="text-align: right;">increasing the market share</p> <p style="text-align: right;">little important <input type="checkbox"/> [1] important <input type="checkbox"/> [2] very important <input type="checkbox"/> [3]</p>	Further information																																																	
<p>Time span of variable</p> <table border="1" style="width: 100%; text-align: center;"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td colspan="10"></td> <td style="background-color: #003366; color: white;">EAST + WEST</td> <td colspan="6"></td> </tr> <tr> <td>1998</td><td>1999</td><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><td>2010</td><td>2011</td><td>2012</td><td>2013</td> </tr> </table>		1982	1983	1984	1985	1986	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996	1997											EAST + WEST							1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013
1982	1983	1984	1985	1986	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996	1997																																			
										EAST + WEST																																								
1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013																																			

No.	Name	Label	Survey period	Survey frequency
4.3.1.6)	ziel5	entering new international markets	West 1982 to 1990 East and West 1995 to 2013	annual irregular

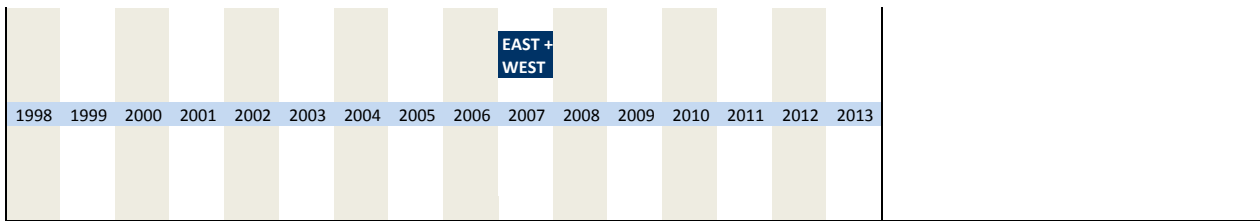
Wording of question

<p>1982 to 1990</p> <p>II. Goals of innovations product innovations</p> <p>With the innovation activities implemented in 19WW* we primarily aspire:</p> <p style="text-align: right;">entering new international markets <input type="checkbox"/> [2]***</p>	<p>Further information</p> <p>**19WW/20WW" denotes the year under review</p> <p>**[4] 1995 - 2008 We get this characteristic in case the participating company ticked off a goal of innovation, but did not classify the importance for the company (e.g. important)</p> <p>***[2] 1982-1990 "important" means primarily aspired</p>																																																																																
<p>1995 - 2012</p> <p>II. Goals of innovations product innovations</p> <p>With the innovation activities implemented in 19WW/20WW* we (primarily) aspire: Please use the following classification**:</p> <p style="text-align: right;">no importance <input type="checkbox"/> [0] little important <input type="checkbox"/> [1] important <input type="checkbox"/> [2] very important <input type="checkbox"/> [3]</p>																																																																																	
<p>Time span of variable</p> <table border="1" style="width: 100%; text-align: center;"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td colspan="10" style="background-color: #003366; color: white;">WEST</td> <td colspan="6"></td> </tr> <tr> <td colspan="10"></td> <td colspan="6" style="background-color: #003366; color: white;">EAST and WEST</td> </tr> <tr> <td>1998</td><td>1999</td><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><td>2010</td><td>2011</td><td>2012</td><td>2013</td> </tr> <tr> <td colspan="16" style="background-color: #003366; color: white;">EAST and WEST</td> </tr> </table>		1982	1983	1984	1985	1986	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996	1997	WEST																										EAST and WEST						1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	EAST and WEST															
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EAST and WEST																																																																																	

No.	Name	Label	Survey period	Survey frequency
4.3.1.7)	ziel5_1	entering new national markets	East and West 1991	once

Wording of question

<p>1991</p> <p>II. Goals of innovations product innovations</p> <p>With the innovation activities implemented in 1991 we aspire: Please use the following classification:</p> <p style="text-align: right;">little important <input type="checkbox"/> [1] important <input type="checkbox"/> [2] very important <input type="checkbox"/> [3]</p>	Further information																
<p>Time span of variable</p> <table border="1" style="width: 100%; text-align: center;"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> </table>		1982	1983	1984	1985	1986	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996	1997
1982	1983	1984	1985	1986	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996	1997		



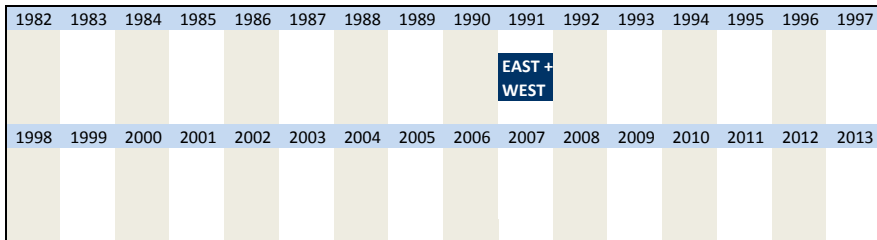
No.	Name	Label	Survey period	Survey frequency
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4.3.1.8) **ziel5_2** entering new markets within the EC East and West 1991 once

Wording of question

<p>1991 II. Goals of innovations entering new markets within the EC product innovations With the innovation activities implemented in 1991 we aspire: Please use the following classification:</p>	<p>little important <input type="checkbox"/> [1] important <input type="checkbox"/> [2] very important <input type="checkbox"/> [3]</p>	Further information
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Time span of variable



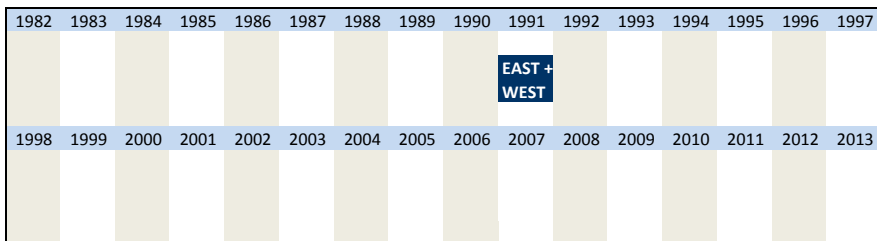
No.	Name	Label	Survey period	Survey frequency
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4.3.1.9) **ziel5_3** entering new markets in North America East and West 1991 once

Wording of question

<p>1991 II. Goals of innovations entering new markets in North America product innovations With the innovation activities implemented in 1991 we aspire: Please use the following classification:</p>	<p>little important <input type="checkbox"/> [1] important <input type="checkbox"/> [2] very important <input type="checkbox"/> [3]</p>	Further information
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Time span of variable



No.	Name	Label	Survey period	Survey frequency
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4.3.1.10) **ziel5_4** entering new markets in Japan East and West 1991 once

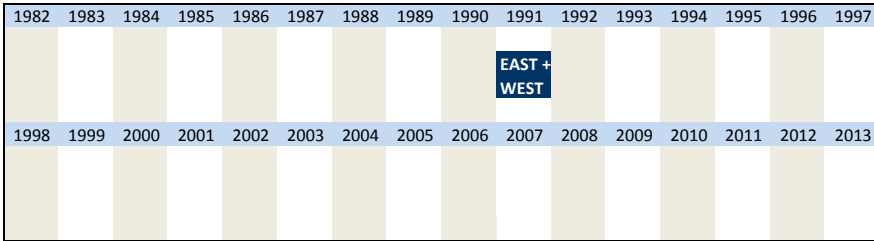
Wording of question

<p>1991 II. Goals of innovations entering new markets in Japan product innovations</p>	Further information
--	---------------------

With the innovation activities implemented in 1991 we aspire:
Please use the following classification:

little important [1]
important [2]
very important [3]

Time span of variable



No.	Name	Label	Survey period	Survey frequency
4.3.1.11)	ziel5_5	entering new markets in other countries	East and West 1991	once

Wording of question

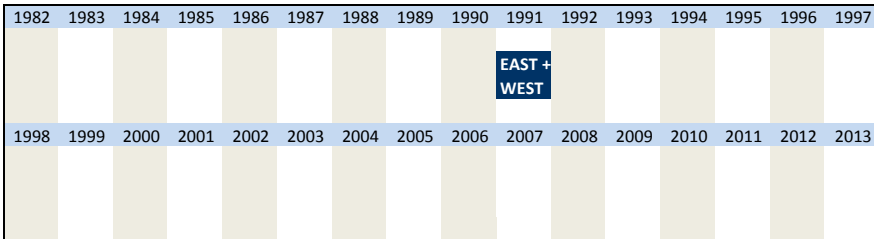
1991
II. Goals of innovations
product innovations
With the innovation activities implemented in 1991 we aspire:
Please use the following classification:

entering new markets in other countries

little important [1]
important [2]
very important [3]

Further information

Time span of variable



No.	Name	Label	Survey period	Survey frequency
4.3.1.12)	ziel6	entering new markets with respect to new target groups	West 1982 to 1990 East and West 1991, 1995 to 2013	annual irregular

Wording of question

1982 to 1990
II. Goals of innovations
product innovations
With the innovation activities implemented in 19WW* we primarily aspire:

entering new markets with respect to new target groups [2]***

1991
II. Goals of innovations
product innovations
With the innovation activities implemented in 1991 we aspire:
Please use the following classification:

little important [1]
important [2]
very important [3]

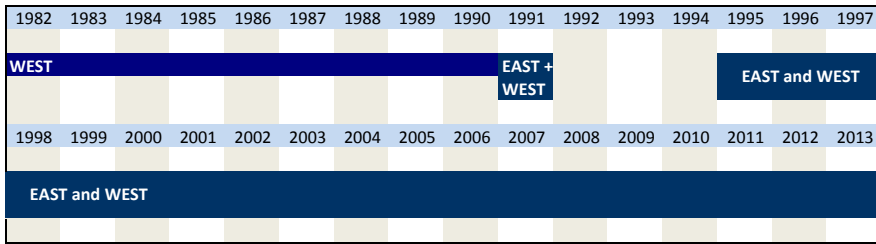
1995 - 2012
II. Goals of innovations
product innovations
With the innovation activities implemented in 19WW/20WW* we (**primarily**) aspire:
Please use the following classification**:

no importance [0]
little important [1]
important [2]
very important [3]

Further information

**19WW/20WW" denotes the year under review
**[4] 1995 - 2008
We get this characteristic in case the participating company ticked off a goal of innovation, but did not classify the importance for the company (e.g. important)
***[2] 1982-1990 "important" means primarily aspired

Time span of variable



4.3.2 Process innovations

No.	Name	Label	Survey period	Survey frequency
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4.3.2.1) **ziel7** increasing flexibility of production

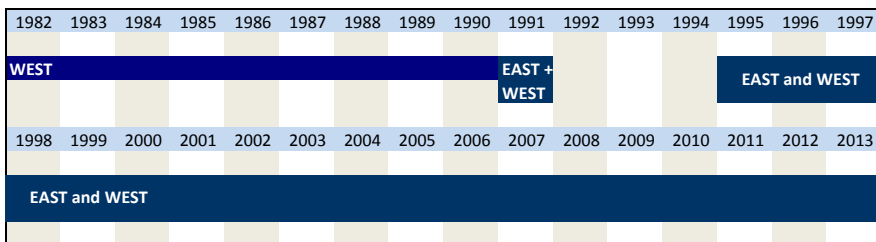
West 1982 to 1990
East and West 1991, 1995 to 2013

annual
irregular

Wording of question

1982 to 1990	1991	1995 - 2012	Further information
II. Goals of innovations Process innovations increasing flexibility of production With the innovation activities implemented in 19WW* we primarily aspire: <input type="text"/> [2]***	II. Goals of innovations Process innovations increasing flexibility of production With the innovation activities implemented in 1991 we aspire: Please use the following classification: little important <input type="text"/> [1] important <input type="text"/> [2] very important <input type="text"/> [3]	II. Goals of innovations Process innovations increasing flexibility of production With the innovation activities implemented in 19WW20WW* we primarily aspire: Please use the following classification**: no importance <input type="text"/> [0] little important <input type="text"/> [1] important <input type="text"/> [2] very important <input type="text"/> [3]	Further information **"19WW/20WW" denotes the year under review **[4] 1995 - 2008 We get this characteristic in case the participating company ticked off a goal of innovation, but did not classify the importance for the company (e.g. important) ***[2] 1982-1990 "important" means primarily aspired

Time span of variable



No.	Name	Label	Survey period	Survey frequency
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4.3.2.2) **ziel8** reduction of wage costs

West 1982 to 1990
East and West 1991, 1995 to 2013

annual
irregular

Wording of question

1982 to 1990	1991	Further information
II. Goals of innovations Process innovations reduction of production costs by reduction of wage costs With the innovation activities implemented in 19WW* we primarily aspire: <input type="text"/> [2]***	II. Goals of innovations Process innovations reduction of production costs by reduction of wage costs With the innovation activities implemented in 1991 we aspire: Please use the following classification: little important <input type="text"/> [1] important <input type="text"/> [2] very important <input type="text"/> [3]	Further information **"19WW/20WW" denotes the year under review **[4] 1995 - 2008 We get this characteristic in case the participating company ticked off a goal of innovation, but did not classify the importance for the company (e.g. important) ***[2] 1982-1990 "important" means primarily aspired

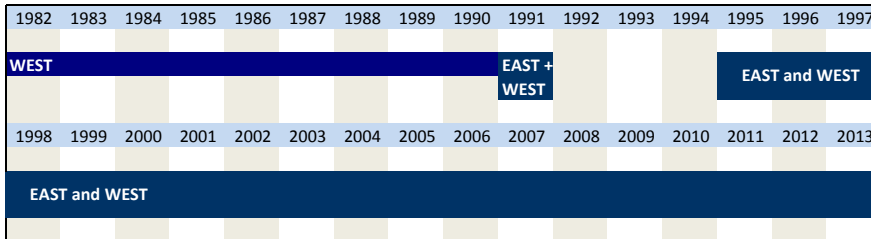
1995 - 2012

II. Goals of innovations
Process innovations
 With the innovation activities implemented in 19WW20WW* we primarily aspire:
 Please use the following classification**:

reduction of production costs by
 reduction of wage costs

no importance [0]
 little important [1]
 important [2]
 very important [3]

Time span of variable



No.	Name	Label	Survey period	Survey frequency
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4.3.2.3) **ziel9** reduction in material consumption

West 1982 to 1990
 East and West 1991, 1995 to 2013

annual
 irregular

Wording of question

1982 to 1990

II. Goals of innovations
Process innovations
 With the innovation activities implemented in 19WW* we primarily aspire:

reduction of production costs by
 reduction in material consumption

[2]***

1991

II. Goals of innovations
Process innovations
 With the innovation activities implemented in 1991 we aspire:
 Please use the following classification:

reduction of production costs by
 reduction in material consumption

little important [1]
 important [2]
 very important [3]

1995 - 2012

II. Goals of innovations
Process innovations
 With the innovation activities implemented in 19WW20WW* we primarily aspire:
 Please use the following classification**:

reduction of production costs by
 reduction in material consumption

no importance [0]
 little important [1]
 important [2]
 very important [3]

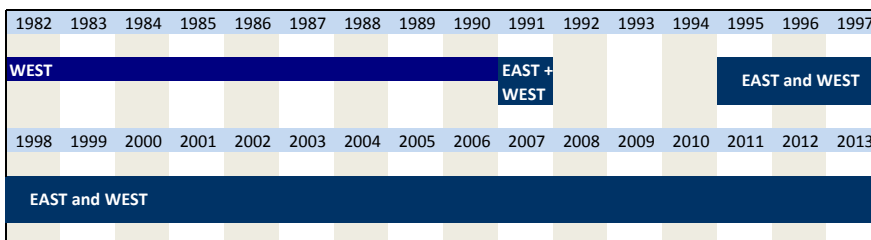
Further information

**"19WW/20WW" denotes the year under review

**[4] 1995 - 2008
 We get this characteristic in case the participating company ticked off a goal of innovation, but did not classify the importance for the company (e.g. important)

***[2] 1982-1990 "important" means primarily aspired

Time span of variable



No.	Name	Label	Survey period	Survey frequency
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4.3.2.4) **ziel10** reduction in energy consumption

West 1982 to 1990
 East and West 1991, 1995 to 2013

annual
 irregular

Wording of question

1982 to 1990

II. Goals of innovations
Process innovations
 With the innovation activities implemented in 19WW* we primarily aspire:

reduction of production costs by
 reduction in energy consumption

[2]***

Further information

**"19WW/20WW" denotes the year under review

we primarily aspire:		**[4] 1995 - 2008 We get this characteristic in case the participating company ticked off a goal of innovation, but did not classify the importance for the company (e.g. important)																																																																
1991 II. Goals of innovations Process innovations With the innovation activities implemented in 1991 we aspire: Please use the following classification:	reduction of production costs by reduction in energy consumption little important <input type="checkbox"/> [1] important <input type="checkbox"/> [2] very important <input type="checkbox"/> [3]	***[2] 1982-1990 "important" means primarily aspired																																																																
1995 - 2012 II. Goals of innovations Process innovations With the innovation activities implemented in 19WW20WW* we primarily aspire: Please use the following classification**:	reduction of production costs by reduction in energy consumption no importance <input type="checkbox"/> [0] little important <input type="checkbox"/> [1] important <input type="checkbox"/> [2] very important <input type="checkbox"/> [3]																																																																	
Time span of variable																																																																		
<table border="1"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td colspan="10">WEST</td> <td colspan="2">EAST + WEST</td> <td colspan="4">EAST and WEST</td> </tr> <tr> <td>1998</td><td>1999</td><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><td>2010</td><td>2011</td><td>2012</td><td>2013</td> </tr> <tr> <td colspan="16">EAST and WEST</td> </tr> </table>			1982	1983	1984	1985	1986	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996	1997	WEST										EAST + WEST		EAST and WEST				1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	EAST and WEST															
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EAST and WEST																																																																		

No.	Name	Label	Survey period	Survey frequency
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4.3.2.5) ziel11 reduction in waste production West 1982 to 1990 annual
East and West 1991, 1995 to 2013 irregular

Wording of question

1982 to 1990 II. Goals of innovations Process innovations With the innovation activities implemented in 19WW* we primarily aspire:		reduction of production costs by reduction in waste production <input type="checkbox"/> [2]***	Further information **"19WW/20WW" denotes the year under review **[4] 1995 - 2008 We get this characteristic in case the participating company ticked off a goal of innovation, but did not classify the importance for the company (e.g. important) ***[2] 1982-1990 "important" means primarily aspired																																																																
1991 II. Goals of innovations Process innovations With the innovation activities implemented in 1991 we aspire: Please use the following classification:	reduction of production costs by reduction in waste production little important <input type="checkbox"/> [1] important <input type="checkbox"/> [2] very important <input type="checkbox"/> [3]																																																																		
1995 - 2012 II. Goals of innovations Process innovations With the innovation activities implemented in 19WW20WW* we primarily aspire: Please use the following classification**:	reduction of production costs by reduction in waste production no importance <input type="checkbox"/> [0] little important <input type="checkbox"/> [1] important <input type="checkbox"/> [2] very important <input type="checkbox"/> [3]																																																																		
Time span of variable																																																																			
<table border="1"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td colspan="10">WEST</td> <td colspan="2">EAST + WEST</td> <td colspan="4">EAST and WEST</td> </tr> <tr> <td>1998</td><td>1999</td><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><td>2010</td><td>2011</td><td>2012</td><td>2013</td> </tr> <tr> <td colspan="16">EAST and WEST</td> </tr> </table>				1982	1983	1984	1985	1986	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996	1997	WEST										EAST + WEST		EAST and WEST				1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	EAST and WEST															
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No.	Name	Label	Survey period	Survey frequency
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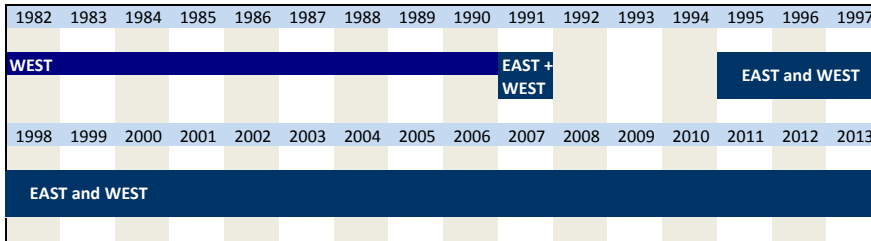
4.3.2.6) **ziel12** improvement of working conditions

West 1982 to 1990 annual
East and West 1991, 1995 to 2013 irregular

Wording of question

1982 to 1990	Further information
<p>II. Goals of innovations Process innovations improvement of working conditions With the innovation activities implemented in 19WW* we primarily aspire: <input type="text"/> [2]***</p>	<p>**"19WW/20WW" denotes the year under review</p> <p>**[4] 1995 - 2008 We get this characteristic in case the participating company ticked off a goal of innovation, but did not classify the importance for the company (e.g. important)</p> <p>***[2] 1982-1990 "important" means primarily aspired</p>
<p>1991 II. Goals of innovations Process innovations improvement of working conditions With the innovation activities implemented in 1991 we aspire: Please use the following classification:</p> <p>little important <input type="text"/> [1] important <input type="text"/> [2] very important <input type="text"/> [3]</p>	
<p>1995 - 2012 II. Goals of innovations Process innovations improvement of working conditions With the innovation activities implemented in 19WW20WW* we primarily aspire: Please use the following classification**:</p> <p>no importance <input type="text"/> [0] little important <input type="text"/> [1] important <input type="text"/> [2] very important <input type="text"/> [3]</p>	

Time span of variable



No.	Name	Label	Survey period	Survey frequency
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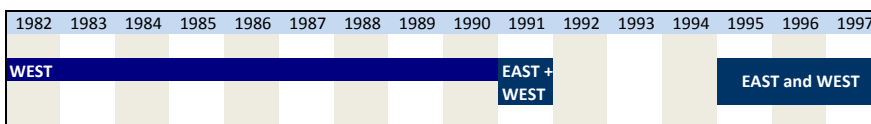
4.3.2.7) **ziel13** reduction in environmental pollution

West 1982 to 1990 annual
East and West 1991, 1995 to 2013 irregular

Wording of question

1982 to 1990	Further information
<p>II. Goals of innovations Process innovations reduction in environmental pollution With the innovation activities implemented in 19WW* we primarily aspire: <input type="text"/> [2]***</p>	<p>**"19WW/20WW" denotes the year under review</p> <p>**[4] 1995 - 2008 We get this characteristic in case the participating company ticked off a goal of innovation, but did not classify the importance for the company (e.g. important)</p> <p>***[2] 1982-1990 "important" means primarily aspired</p>
<p>1991 II. Goals of innovations Process innovations reduction in environmental pollution With the innovation activities implemented in 1991 we aspire: Please use the following classification:</p> <p>little important <input type="text"/> [1] important <input type="text"/> [2] very important <input type="text"/> [3]</p>	
<p>1995 - 2012 II. Goals of innovations Process innovations reduction in environmental pollution With the innovation activities implemented in 19WW20WW* we primarily aspire: Please use the following classification**:</p> <p>no importance <input type="text"/> [0] little important <input type="text"/> [1] important <input type="text"/> [2] very important <input type="text"/> [3]</p>	

Time span of variable



1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013
EAST and WEST															

No.	Name	Label	Survey period	Survey frequency
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4.3.2.8) **ziel15** reduction in product development costs East and West 1991 once

Wording of question

<p>1991 II. Goals of innovations Process innovations With the innovation activities implemented in 1991 we aspire: Please use the following classification:</p> <p style="text-align: right;">reduction in product development costs</p> <p style="text-align: right;">little important <input type="checkbox"/> [1] important <input type="checkbox"/> [2] very important <input type="checkbox"/> [3]</p>	Further information																																																	
<p>Time span of variable</p> <table border="1"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td colspan="10"></td> <td style="text-align: center;">EAST + WEST</td> <td colspan="6"></td> </tr> <tr> <td>1998</td><td>1999</td><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><td>2010</td><td>2011</td><td>2012</td><td>2013</td> </tr> </table>	1982	1983	1984	1985	1986	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996	1997											EAST + WEST							1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	
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1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013																																			

No.	Name	Label	Survey period	Survey frequency
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4.3.2.9) **ziel16** reduction of turnaround times East and West 1991 once

Wording of question

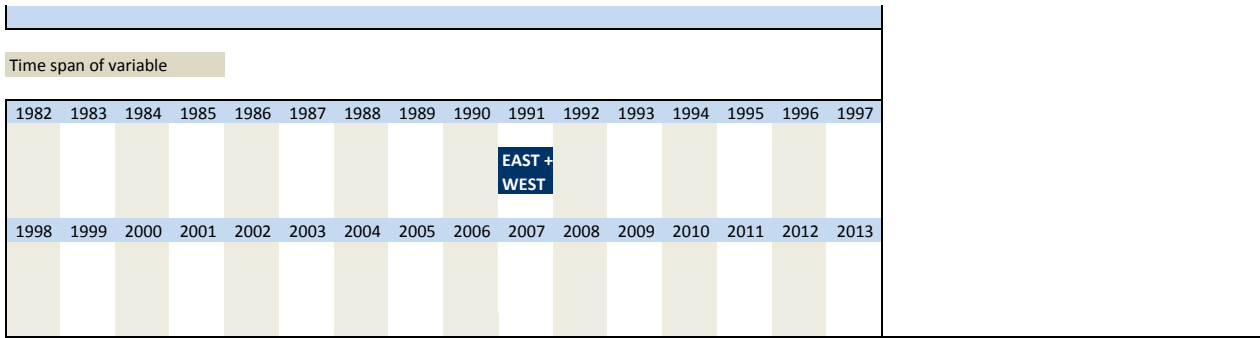
<p>1991 II. Goals of innovations Process innovations With the innovation activities implemented in 1991 we aspire: Please use the following classification:</p> <p style="text-align: right;">reduction of production costs by - reduction of turnaround times</p> <p style="text-align: right;">little important <input type="checkbox"/> [1] important <input type="checkbox"/> [2] very important <input type="checkbox"/> [3]</p>	Further information																																																	
<p>Time span of variable</p> <table border="1"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td colspan="10"></td> <td style="text-align: center;">EAST + WEST</td> <td colspan="6"></td> </tr> <tr> <td>1998</td><td>1999</td><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><td>2010</td><td>2011</td><td>2012</td><td>2013</td> </tr> </table>	1982	1983	1984	1985	1986	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996	1997											EAST + WEST							1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	
1982	1983	1984	1985	1986	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996	1997																																			
										EAST + WEST																																								
1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013																																			

No.	Name	Label	Survey period	Survey frequency
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4.3.2.10) **ziel17** improvement in product quality East and West 1991 once

Wording of question

<p>1991 II. Goals of innovations Process innovations With the innovation activities implemented in 1991 we aspire: Please use the following classification:</p> <p style="text-align: right;">improvement in product quality</p> <p style="text-align: right;">little important <input type="checkbox"/> [1] important <input type="checkbox"/> [2] very important <input type="checkbox"/> [3]</p>	Further information
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4.4 Innovation expenditures

4.4.1 Product innovations

No.	Name	Label	Survey period	Survey frequency
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4.4.1.1) awpd share of product innovations in total innovation expenditure East and West 1992 to 2013 annual

Wording of question

<p>1992 to 2012</p> <p>II. Innovation expenditures in year 19WW/20WW*</p> <p>The share of expenditures for product innovations in our total innovation expenditure was (estimates are sufficient; sum = 100%) _____ %</p>	<p>Further information</p> <p>**"19WW/20WW" denotes the year under review</p>																																																																
<p>Time span of variable</p> <table border="1"> <thead> <tr> <th>1982</th><th>1983</th><th>1984</th><th>1985</th><th>1986</th><th>1987</th><th>1988</th><th>1989</th><th>1990</th><th>1991</th><th>1992</th><th>1993</th><th>1994</th><th>1995</th><th>1996</th><th>1997</th> </tr> </thead> <tbody> <tr> <td colspan="10"></td> <td colspan="6">EAST and WEST</td> </tr> <tr> <td>1998</td><td>1999</td><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><td>2010</td><td>2011</td><td>2012</td><td>2013</td> </tr> <tr> <td colspan="16">EAST and WEST</td> </tr> </tbody> </table>		1982	1983	1984	1985	1986	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996	1997											EAST and WEST						1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	EAST and WEST															
1982	1983	1984	1985	1986	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996	1997																																																		
										EAST and WEST																																																							
1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013																																																		
EAST and WEST																																																																	

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

4.4.1.2) awpda share of product innovations (retaining production technology) in total innovation expenditures West 1982 to 1990 East and West 1991 annual once

Wording of question

<p>1982 to 1991</p> <p>III. Innovation expenditures in year 19WW* product innovations</p> <p>The share of product innovations in our total innovation expenditure while retaining the existing production technology was (estimates are sufficient = 100%) _____ %</p>	<p>Further information</p> <p>**"19WW" denotes the year under review</p>																																																
<p>Time span of variable</p> <table border="1"> <thead> <tr> <th>1982</th><th>1983</th><th>1984</th><th>1985</th><th>1986</th><th>1987</th><th>1988</th><th>1989</th><th>1990</th><th>1991</th><th>1992</th><th>1993</th><th>1994</th><th>1995</th><th>1996</th><th>1997</th> </tr> </thead> <tbody> <tr> <td colspan="10">WEST</td> <td colspan="6">EAST + WEST</td> </tr> <tr> <td>1998</td><td>1999</td><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><td>2010</td><td>2011</td><td>2012</td><td>2013</td> </tr> </tbody> </table>		1982	1983	1984	1985	1986	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996	1997	WEST										EAST + WEST						1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013
1982	1983	1984	1985	1986	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996	1997																																		
WEST										EAST + WEST																																							
1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013																																		

No.	Name	Label	Survey period	Survey frequency
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4.4.1.3) awpdb share of product innovations (altering production technology) in total innovation expenditures West 1982 to 1990 East and West 1991 annual once

Wording of question

<p>1982 to 1991</p> <p>III. Innovation expenditures in year 19WW*</p> <p>product innovations</p> <p>The share of product innovations in our total innovation expenditure while altering the production technology was (estimates are sufficient = 100%) _____ %</p>	<p>Further information</p> <p>**"19WW" denotes the year under review</p>
<p>Time span of variable</p>	

4.4.2 Process innovations

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

4.4.2.1) awpz share of process innovations in total innovation expenditure East and West 1992 to 2013 annual

Wording of question

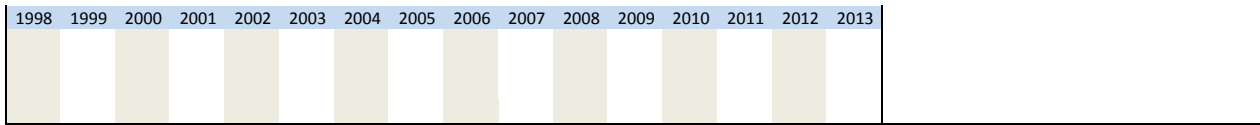
<p>1992 to 2012</p> <p>II. Innovation expenditures in year 19WW/20WW*</p> <p>The share of expenditures for process innovations in our total innovation expenditure was (estimates are sufficient = 100%) _____ %</p>	<p>Further information</p> <p>**"19WW/20WW" denotes the year under review</p>
<p>Time span of variable</p>	

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

4.4.2.2) awpza share of expendit. for process innovations with same technology West 1982 to 1990 East and West 1991 annual once

Wording of question

<p>1982 to 1991</p> <p>III. Innovation expenditures in year 19WW*</p> <p>Process innovations</p> <p>The share of expenditures for process innovations in our total innovation expenditures while retaining the existing production technology was (estimates are sufficient = 100%) _____ %</p>	<p>Further information</p> <p>**"19WW" denotes the year under review</p>
<p>Time span of variable</p>	



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

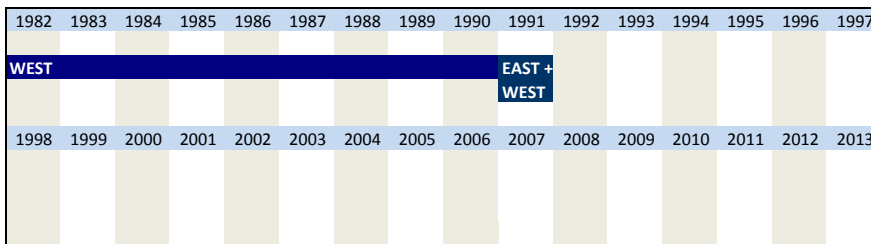
4.4.2.3) awpzb share of innov. expenditures in: process innov. administration West 1982 to 1990 annual
East and West 1991 once

Wording of question

1982 to 1991
III. Innovation expenditures in year 19WW*
Process innovations
 The share of expenditures for process innovations in our total innovation expenditure was in administration _____ %
 (estimates are sufficient = 100%)

Further information
 *"19WW" denotes the year under review

Time span of variable



4.4.3 Composition of innovation expenditures

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

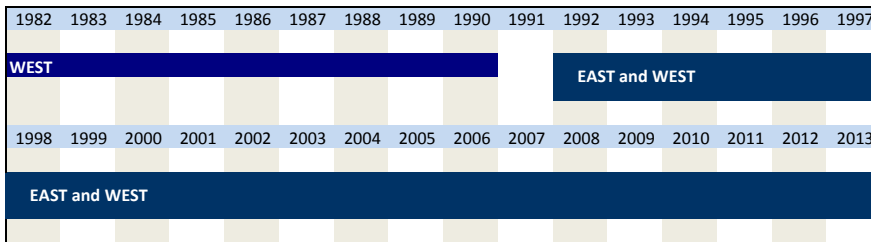
4.4.3.1) aw1 share of research in total innovation expenditures West 1982 to 1990 annual
East and West 1992 to 2013 annual

Wording of question

1982 to 2012
II./III. Innovation expenditures in year 19WW/20WW*
 Our innovation expenditures are composed of (estimates are sufficient)
 research _____ %

Further information
 *"19WW/20WW" denotes the year under review

Time span of variable



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

4.4.3.2) aw2 share of experimental dev. in total innovation expenditures West 1982 to 1990 annual
East and West 1992 to 2013 annual

Wording of question

1982 to 2012
II./III. Innovation expenditures in year 19WW/20WW*
 Our innovation expenditures are composed of (estimates are sufficient)
 experimental development _____ %

Further information
 *"19WW/20WW" denotes the year under review

Time span of variable

1982	1983	1984	1985	1986	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996	1997
WEST										EAST and WEST					
1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013
EAST and WEST															

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

4.4.3.3) aw1_2_1 share of int. research & experimental dev. in total innovation expenditures East and West 1991 once

Wording of question

1991 II. Innovation expenditures in year 1991 Our innovation expenditures are composed of (estimates are sufficient) internal research & experimental development _____ %	Further information																																																
Time span of variable																																																	
<table border="1"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td colspan="10"></td> <td colspan="2">EAST + WEST</td> <td colspan="4"></td> </tr> <tr> <td>1998</td><td>1999</td><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><td>2010</td><td>2011</td><td>2012</td><td>2013</td> </tr> </table>	1982	1983	1984	1985	1986	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996	1997											EAST + WEST						1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	
1982	1983	1984	1985	1986	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996	1997																																		
										EAST + WEST																																							
1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013																																		

No.	Name	Label	Survey period	Survey frequency
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4.4.3.4) aw1_2_2 share of ext. research & experimental dev. in total innovation expenditures East and West 1991 once

Wording of question

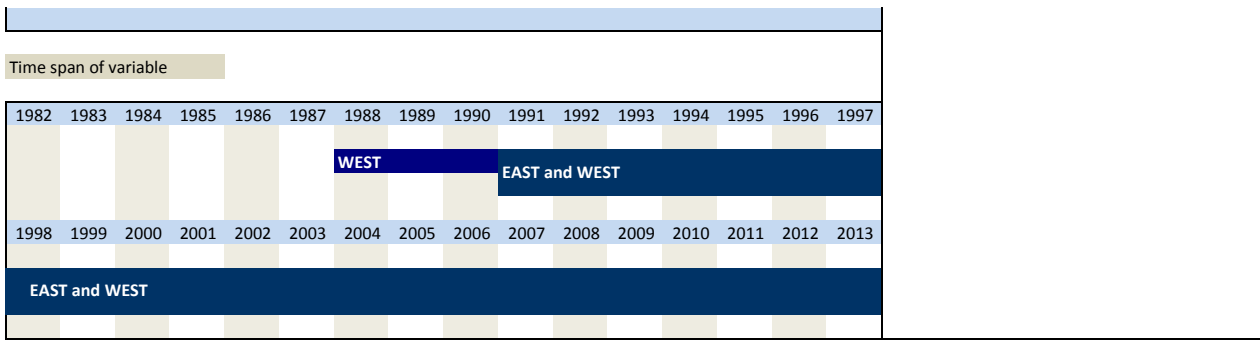
1991 II. Innovation expenditures in year 1991 Our innovation expenditures are composed of (estimates are sufficient) external research & experimental development _____ %	Further information																																																
Time span of variable																																																	
<table border="1"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td colspan="10"></td> <td colspan="2">EAST + WEST</td> <td colspan="4"></td> </tr> <tr> <td>1998</td><td>1999</td><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><td>2010</td><td>2011</td><td>2012</td><td>2013</td> </tr> </table>	1982	1983	1984	1985	1986	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996	1997											EAST + WEST						1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	
1982	1983	1984	1985	1986	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996	1997																																		
										EAST + WEST																																							
1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013																																		

No.	Name	Label	Survey period	Survey frequency
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4.4.3.5) aw3 share of construction in total innovation expenditures West 1988 to 1990 annual
East and West 1991 to 2013 annual

Wording of question

1988 to 2012 II./III. Innovation expenditures in year 19WW/20WW* Our innovation expenditures are composed of (estimates are sufficient) construction _____ %	Further information *"19WW/20WW" denotes the year under review
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No.	Name	Label	Survey period	Survey frequency
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4.4.3.6) **aw4** share of product design in total innovation expenditures West 1988 to 1990 annual
East and West 1991 to 2013 annual

Wording of question

<p>1988 to 2012</p> <p>II./III. Innovation expenditures in year 19WW/20WW*</p> <p>Our innovation expenditures are composed of (estimates are sufficient)</p> <p>product design _____ %</p>	<p>Further information</p> <p>**"19WW/20WW" denotes the year under review</p>
<p>Time span of variable</p>	

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

4.4.3.7) **aw3_4** share of construction & product design in total innovation expenditure West 1982 to 1987 annual

Wording of question

<p>1982 to 1987</p> <p>III. Innovation expenditures in year 19WW*</p> <p>Our innovation expenditures are composed of (estimates are sufficient)</p> <p>construction, Design _____ %</p>	<p>Further information</p> <p>**"19WW" denotes the year under review</p>
<p>Time span of variable</p>	

No.	Name	Label	Survey period	Survey frequency
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4.4.3.8) **aw5** share of patents, licenses, registered designs in total innovation expenditures West 1982 to 1990 annual
East and West 1991 to 2013 annual

Wording of question

<p>1982 to 2012</p> <p>II./III. Innovation expenditures in year 19WW/20WW*</p>	<p>Further information</p>
---	----------------------------

Our innovation expenditures are composed of (estimates are sufficient)	**19WW/20WW* denotes the year under review
Patents, licenses, registered designs _____ %	
Time span of variable	
1982 1983 1984 1985 1986 1987 1988 1989 1990 1991 1992 1993 1994 1995 1996 1997	
WEST	EAST and WEST
1998 1999 2000 2001 2002 2003 2004 2005 2006 2007 2008 2009 2010 2011 2012 2013	
EAST and WEST	

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

4.4.3.9) aw6 share of investment expenditures for production preparation in total innovation West 1982 to 1990 annual
East and West 1991 to 2013 annual

Wording of question

1982 to 2004 II./III. Innovation expenditures in year 19WW/20WW* Our innovation expenditures are composed of (estimates are sufficient)	Further information **19WW/20WW* denotes the year under review
production preparation for product innovations - Investment expenditures _____ %	
2005 to 2012 III. Innovation expenditures in year 20WW* Our innovation expenditures are composed of (estimates are sufficient)	
Investment expenditures for production preparation for product innovations _____ %	
Time span of variable	
1982 1983 1984 1985 1986 1987 1988 1989 1990 1991 1992 1993 1994 1995 1996 1997	
WEST	EAST and WEST
1998 1999 2000 2001 2002 2003 2004 2005 2006 2007 2008 2009 2010 2011 2012 2013	
EAST and WEST	

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

4.4.3.10) aw7 share of other expenditures for production preparation in total innovation expen West 1982 to 1990 annual
East and West 1991 to 2004 annual

Wording of question

1982 to 2004 II./III. Innovation expenditures in year 19WW/20WW* Our innovation expenditures are composed of (estimates are sufficient)	Further information **19WW/20WW* denotes the year under review
production preparations for product innovations - other expenditures _____ %	
Time span of variable	
1982 1983 1984 1985 1986 1987 1988 1989 1990 1991 1992 1993 1994 1995 1996 1997	
WEST	EAST and WEST
1998 1999 2000 2001 2002 2003 2004 2005 2006 2007 2008 2009 2010 2011 2012 2013	

1982	1983	1984	1985	1986	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996	1997
WEST										EAST and WEST					
1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013
EAST and WEST															

No.	Name	Label	Survey period	Survey frequency
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4.4.3.14) aw9_10 share of process innovations in production & administration in total innovation e East and West 2005 to 2013 annual

Wording of question

ab 2005 II./III. Innovation expenditures in year 20WW* Our innovation expenditures are composed of (estimates are sufficient) process innovation (incl. rationalisation) in production and administration _____ %	Further information **19WW" denotes the year under review * before 2005 the variable was inquired separately aw9 and aw10
--	--

Time span of variable

1982	1983	1984	1985	1986	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996	1997
										EAST and WEST					
1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013
EAST and WEST															

4.4.4 Total innovation expenditures

No.	Name	Label	Survey period	Survey frequency
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4.4.4.1) awb1 total innovation expenditures with regard to product line West 1982 to 1990 annual
East and West 1991 to 2013 annual

Wording of question

1982 to 1988 Only for weighting purposes Our Innovation expenditures accounted for (approximately) _____ (1000 DM)	Further information **19WW/20WW" denotes the year under review **Currency see variable 1.8) waehr
1989 to 2012 II./III. Innovation expenditures in year 19WW/20WW* In 19WW/20WW* our innovation expenditures accounted for _____ in 1000 DM / Euro** with regard to above mentioned product line _____	

Time span of variable

1982	1983	1984	1985	1986	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996	1997
WEST										EAST and WEST					
1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013
EAST and WEST															

No.	Name	Label	Survey period	Survey frequency
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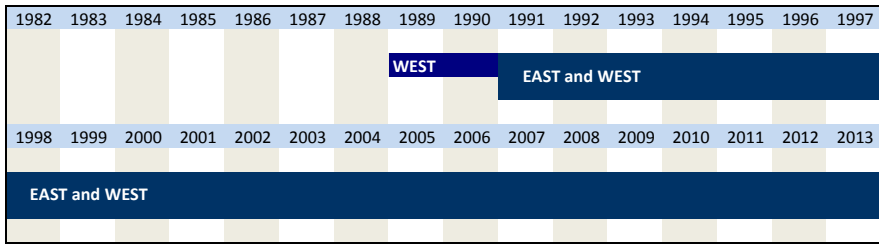
4.4.4.2) awb2 share of total innovation expenditures in total revenue

West 1989 to 1990 annual
East and West 1991 to 2013 annual

Wording of question

<p>1989 to 2012</p> <p>II./III. Innovation expenditures in year 19WW/20WW*</p> <p>In 19WW/20WW* our innovation expenditures accounted for _____ in % of revenue</p> <p>with regard to above mentioned product line _____</p>	<p>Further information</p> <p>**19WW/20WW" denotes the year under review</p>
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Time span of variable



No.	Name	Label	Survey period	Survey frequency
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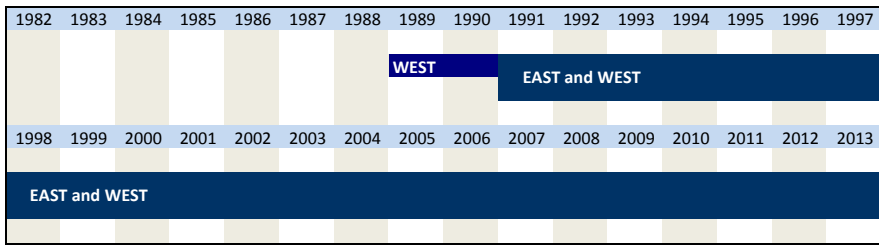
4.4.4.3) awb3 total innovation expenditures of the company

West 1989 to 1990 annual
East and West 1991 to 2013 annual

Wording of question

<p>1989 to 2012</p> <p>II./III. Innovation expenditures in year 19WW/20WW*</p> <p>In 19WW/20WW* our innovation expenditures accounted for _____ in 1000 DM / Euro**</p> <p>In case your company encompasses several product lines: _____</p> <p>for the entire company _____</p>	<p>Further information</p> <p>**19WW/20WW" denotes the year under review</p> <p>**Currency see variable 1.8) waehr</p>
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Time span of variable



No.	Name	Label	Survey period	Survey frequency
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4.4.4.4) awb4 share of innovation expenditures in total revenue of the whole company

West 1982 to 1990 annual
East and West 1991 to 2013 annual

Wording of question

<p>1982 to 1988</p> <p>Only for weighting purposes</p> <p>In case your company encompasses several product lines:, please answer following question: The share of total innovation expenditures in total revenue of the whole company (without sales tax) (sum of all plants) was in 19WW* ca. _____ %</p>	<p>Further information</p> <p>**19WW/20WW" denotes the year under review</p>
<p>1989 to 2012</p> <p>II./III. Innovation expenditures in year 19WW/20WW*</p> <p>In 19WW/20WW* our innovation expenditures accounted for _____ in % of revenue</p> <p>In case your company encompasses several product lines: _____</p> <p>for the entire company _____</p>	

Time span of variable

1982	1983	1984	1985	1986	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996	1997
WEST										EAST and WEST					
1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013
EAST and WEST															

4.5 Innovation impulses

No.	Name	Label	Survey period	Survey frequency
4.5.1)	imp1	impulse for innovation by R&D (internal)	West 1982 to 1990 East and West 1991 to 2013	irregular irregular

Wording of question

1982 to 1990	Further information
IV. Impulses for innovations The fundamental impulses for the innovations implemented in 19WW* primarily arise from: internal	**"19WW/20WW" denotes the year under review ** 1991 [1] = not important [2] = important [3] = very important *** 1995 to 2008 [0] / [] = no importance or no specification [1] = less important [2] = important [3] = very important [4] = This box was only ticked off in the questionnaire **** fundamental impulses = important [2]
research and development <input type="checkbox"/> [2]****	
1991 to 2004 IV. Impulses for innovations The impulses for innovations implemented in 19WW/20WW arise from: internal	
research and development <input type="checkbox"/> ** / ***	
Ab 2005 V. Impulses for innovations Impulses for innovations arise from: internal	
research and development <input type="checkbox"/> ***	

Time span of variable

1982	1983	1984	1985	1986	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996	1997
WEST					EAST + WEST										
1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013
EAST and WEST															

No.	Name	Label	Survey period	Survey frequency
4.5.2)	imp2	impulse for innovation by production & materials logistics (internal)	West 1982 to 1990 East and West 1991 to 2013	irregular irregular

Wording of question

1982 to 1990	Further information
IV. Impulses for innovations The fundamental impulses for the innovations implemented in 19WW* primarily arise from: internal	**"19WW/20WW" denotes the year under review ** 1991 [1] = not important [2] = important [3] = very important *** 1995 to 2008 [0] / [] = no importance or no specification [1] = less important [2] = important [3] = very important [4] = This box was only ticked off in the questionnaire
production & materials logistics <input type="checkbox"/> [2]****	
1991 to 2004 IV. Impulses for innovations The impulses for innovations implemented in 19WW/20WW arise from: internal	
production & materials logistics <input type="checkbox"/> ** / ***	
Ab 2005 V. Impulses for innovations Impulses for innovations arise from:	

internal	production & materials logistics	<input type="checkbox"/> ***	**** fundamental impulses = important [2]
Time span of variable			
1982 1983 1984 1985 1986 1987 1988 1989 1990 1991 1992 1993 1994 1995 1996 1997	WEST	EAST + WEST	
1998 1999 2000 2001 2002 2003 2004 2005 2006 2007 2008 2009 2010 2011 2012 2013	EAST and WEST		

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

4.5.3) **imp3** impulse for innovation by marketing & product support (internal) West 1982 to 1990 irregular
 East and West 1991 to 2013 irregular

Wording of question

1982 to 1990 IV. Impulses for innovations The fundamental impulses for the innovations implemented in 19WW* primarily arise from: internal	marketing & product support	<input type="checkbox"/> [2]****	Further information **"19WW/20WW" denotes the year under review ** 1991 [1] = not important [2] = important [3] = very important *** 1995 to 2008 [0] / [] = no importance or no specification [1] = less important [2] = important [3] = very important [4] = This box was only ticked off in the questionnaire **** fundamental impulses = important [2]
1991 to 2004 IV. Impulses for innovations The impulses for innovations implemented in 19WW/20WW arise from: internal	marketing & product support	<input type="checkbox"/> ** / ***	
Ab 2005 V. Impulses for innovations Impulses for innovations arise from: internal	marketing & product support	<input type="checkbox"/> ***	
Time span of variable			
1982 1983 1984 1985 1986 1987 1988 1989 1990 1991 1992 1993 1994 1995 1996 1997	WEST	EAST + WEST	
1998 1999 2000 2001 2002 2003 2004 2005 2006 2007 2008 2009 2010 2011 2012 2013	EAST and WEST		

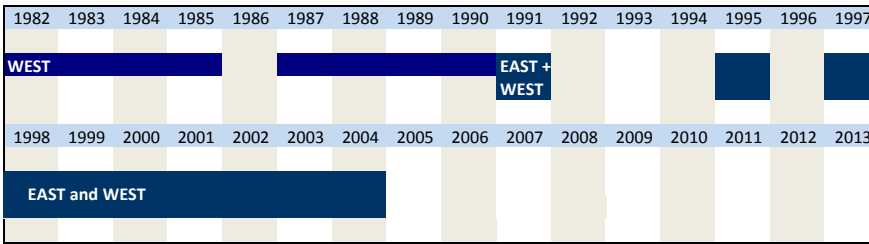
No.	Name	Label	Survey period	Survey frequency
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4.5.4) **imp4** impulse for innovation by company suggestion system (internal) West 1982 to 1990 irregular
 East and West 1991 to 2004 irregular

Wording of question

1982 to 1990 IV. Impulses for innovations The fundamental impulses for the innovations implemented in 19WW* primarily arise from: internal	company suggestion system	<input type="checkbox"/> [2]****	Further information **"19WW/20WW" denotes the year under review ** 1991 [1] = not important [2] = important [3] = very important *** 1995 to 2004 [0] / [] = no importance or no specification [1] = less important [2] = important [3] = very important
1991 to 2004 V. Impulses for innovations The impulses for innovations implemented in 19WW/20WW arise from: internal	company suggestion system	<input type="checkbox"/> ** / ***	

Time span of variable



[4] = This box was only ticked off in the questionnaire

**** fundamental impulses = important [2]

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

4.5.5) imp5 impulse for innovation by company management (internal)

West 1982 to 1990 irregular
East and West 1991 to 2013 irregular

Wording of question

1982 to 1990
IV. Impulses for innovations
The fundamental impulses for the innovations implemented in 19WW* primarily arise from:
internal

company management [2]****

1991 to 2004
IV. Impulses for innovations
The impulses for innovations implemented in 19WW/20WW arise from:
internal

company management ** / ***

Ab 2005
V. Impulses for innovations
Impulses for innovations arise from:
internal

company management ***

Further information

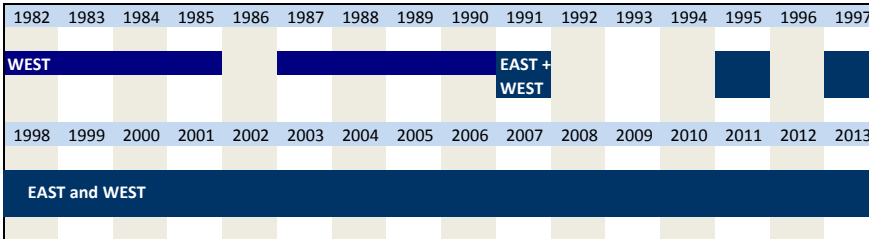
**"19WW/20WW" denotes the year under review

** 1991
[1] = not important
[2] = important
[3] = very important

*** 1995 to 2008
[0] / [] = no importance or no specification
[1] = less important
[2] = important
[3] = very important
[4] = This box was only ticked off in the questionnaire

**** fundamental impulses = important [2]

Time span of variable



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

4.5.6) imp6 impulse for innovation by joint company (external)

West 1982 to 1990 irregular
East and West 1991 to 2013 irregular

Wording of question

1982 to 1990
IV. Impulses for innovations
The fundamental impulses for the innovations implemented in 19WW* primarily arise from:
external

joint company [2]****

1991 to 2004
IV. Impulses for innovations
The impulses for innovations implemented in 19WW/20WW arise from:
external

joint company ** / ***

Ab 2005
V. Impulses for innovations
Impulses for innovations arise from:
external

joint company ***

Further information

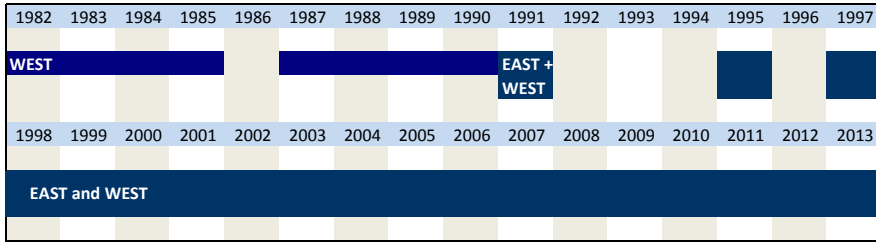
**"19WW/20WW" denotes the year under review

** 1991
[1] = not important
[2] = important
[3] = very important

*** 1995 to 2008
[0] / [] = no importance or no specification
[1] = less important
[2] = important
[3] = very important
[4] = This box was only ticked off in the questionnaire

**** fundamental impulses = important [2]

Time span of variable



No.	Name	Label	Survey period	Survey frequency
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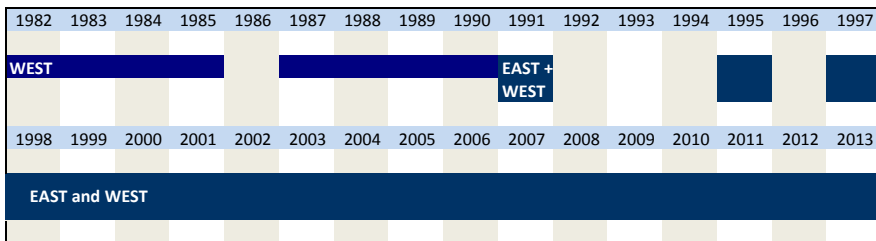
4.5.7) **imp7** impulse for innovation by competitors (external)

West 1982 to 1990 irregular
East and West 1991 to 2013 irregular

Wording of question

1982 to 1990	Further information
<p>IV. Impulses for innovations The fundamental impulses for the innovations implemented in 19WW* primarily arise from:</p> <p>external</p> <p>competitors <input type="checkbox"/> [2]****</p>	<p>** 1991 [1] = not important [2] = important [3] = very important</p> <p>*** 1995 to 2008 [0] / [] = no importance or no specification [1] = less important [2] = important [3] = very important [4] = This box was only ticked off in the questionnaire</p> <p>**** fundamental impulses = important [2]</p>
<p>1991 to 2004</p> <p>IV. Impulses for innovations The impulses for innovations implemented in 19WW/20WW arise from:</p> <p>external</p> <p>competitors <input type="checkbox"/> ** / ***</p>	
<p>Ab 2005</p> <p>V. Impulses for innovations Impulses for innovations arise from:</p> <p>external</p> <p>competitors <input type="checkbox"/> ***</p>	

Time span of variable



No.	Name	Label	Survey period	Survey frequency
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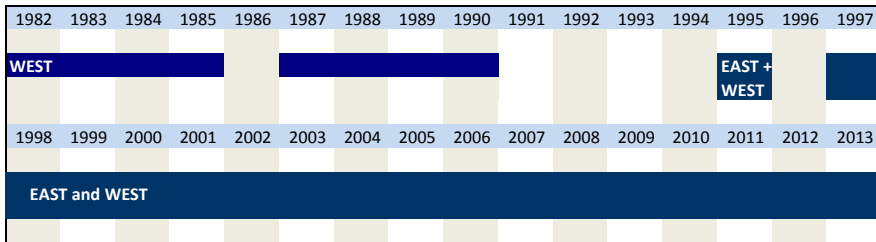
4.5.8) **imp8** impulse for innovation by suppliers (external)

West 1982 to 1990 irregular
East and West 1995 to 2013 irregular

Wording of question

1982 to 1990	Further information
<p>IV. Impulses for innovations The fundamental impulses for the innovations implemented in 19WW* primarily arise from:</p> <p>external</p> <p>suppliers <input type="checkbox"/> [2]****</p>	<p>** 1991 [1] = not important [2] = important [3] = very important</p> <p>*** 1995 to 2008 [0] / [] = no importance or no specification [1] = less important [2] = important [3] = very important [4] = This box was only ticked off in the questionnaire</p> <p>**** fundamental impulses = important [2]</p>
<p>1995 to 2004</p> <p>IV. Impulses for innovations The impulses for innovations implemented in 19WW/20WW arise from:</p> <p>external</p> <p>suppliers <input type="checkbox"/> ** / ***</p>	
<p>Ab 2005</p> <p>V. Impulses for innovations Impulses for innovations arise from:</p> <p>external</p> <p>suppliers <input type="checkbox"/> ***</p>	

Time span of variable

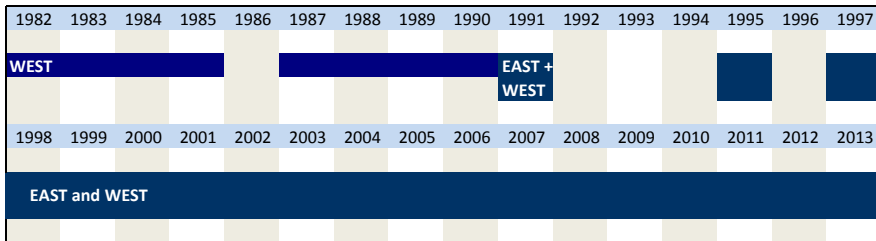


No.	Name	Label	Survey period	Survey frequency
4.5.9)	imp9	impulse for innovation by customers (external)	West 1982 to 1990 East and West 1991 to 2013	irregular irregular

Wording of question

1982 to 1990	Further information
IV. Impulses for innovations The fundamental impulses for the innovations implemented in 19WW* primarily arise from: external	**"19WW/20WW" denotes the year under review ** 1991 [1] = not important [2] = important [3] = very important *** 1995 to 2008 [0] / [] = no importance or no specification [1] = less important [2] = important [3] = very important [4] = This box was only ticked off in the questionnaire **** fundamental impulses = important [2]
customers <input type="checkbox"/> [2]****	
1991 to 2004 IV. Impulses for innovations The impulses for innovations implemented in 19WW/20WW arise from: external	
customers <input type="checkbox"/> ** / ***	
Ab 2005 V. Impulses for innovations Impulses for innovations arise from: external	
customers <input type="checkbox"/> ***	

Time span of variable

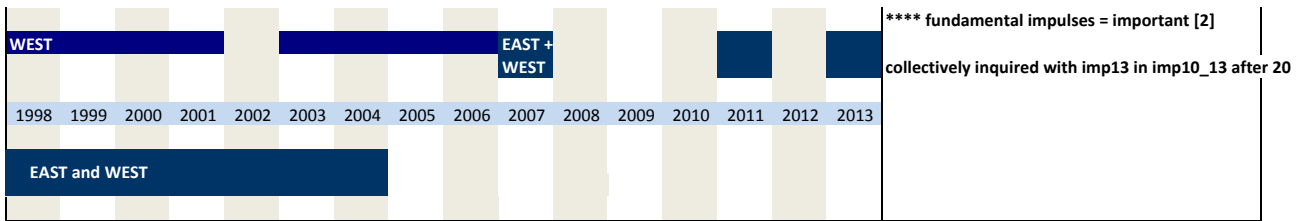


No.	Name	Label	Survey period	Survey frequency
4.5.10)	imp10	impulse for innovation by specialist literature (external)	West 1982 to 1990 East and West 1991 to 2004	irregular irregular

Wording of question

1982 to 1990	Further information
IV. Impulses for innovations The fundamental impulses for the innovations implemented in 19WW* primarily arise from: external	**"19WW/20WW" denotes the year under review ** 1991 [1] = not important [2] = important [3] = very important *** 1995 to 2004 [0] / [] = no importance or no specification [1] = less important [2] = important [3] = very important [4] = This box was only ticked off in the questionnaire
specialist literature <input type="checkbox"/> [2]****	
1991 to 2004 IV. Impulses for innovations The impulses for innovations implemented in 19WW/20WW arise from: external	
specialist literature <input type="checkbox"/> ** / ***	

Time span of variable



No.	Name	Label	Survey period	Survey frequency
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4.5.11) **imp11** impulse for innovation by sciences (external)

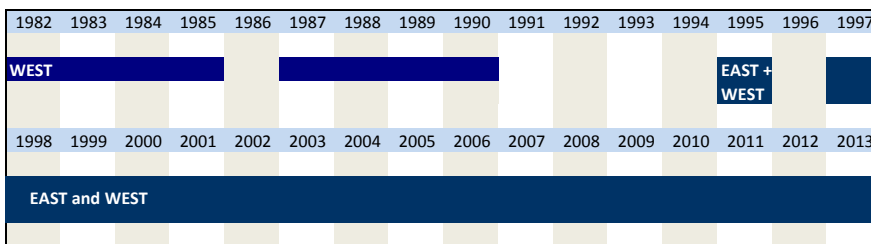
West 1982 to 1990
East and West 1991 to 2013

irregular
irregular

Wording of question

<p>1982 to 1990 IV. Impulses for innovations The fundamental impulses for the innovations implemented in 19WW* primarily arise from: external</p> <p style="text-align: right;">sciences <input type="checkbox"/> [2]****</p>	<p>Further information</p> <p>**"19WW/20WW" denotes the year under review</p> <p>** 1991 [1] = not important [2] = important [3] = very important</p> <p>*** 1995 to 2008 [0] / [] = no importance or no specification [1] = less important [2] = important [3] = very important [4] = This box was only ticked off in the questionnaire</p> <p>**** fundamental impulses = important [2]</p>
<p>1995 to 2004 IV. Impulses for innovations The impulses for innovations implemented in 19WW/20WW arise from: external</p> <p style="text-align: right;">sciences <input type="checkbox"/> ** / ***</p>	
<p>Ab 2005 V. Impulses for innovations Impulses for innovations arise from: external</p> <p style="text-align: right;">Universities, research institutes <input type="checkbox"/> ***</p>	

Time span of variable



No.	Name	Label	Survey period	Survey frequency
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4.5.12) **imp12** impulse for innovation by technology transfer centers (external)

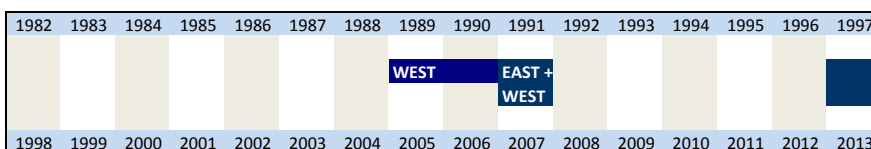
West 1989 to 1990
East and West 1991 to 2004

irregular
irregular

Wording of question

<p>1989 to 1990 IV. Impulses for innovations The fundamental impulses for the innovations implemented in 19WW* primarily arise from: external</p> <p style="text-align: right;">technology transfer centers <input type="checkbox"/> [2]****</p>	<p>Further information</p> <p>**"19WW/20WW" denotes the year under review</p> <p>** 1991 [1] = not important [2] = important [3] = very important</p> <p>*** 1995 to 2004 [0] / [] = no importance or no specification [1] = less important [2] = important [3] = very important [4] = This box was only ticked off in the questionnaire</p>
<p>1991 to 2004 IV. Impulses for innovations The impulses for innovations implemented in 19WW/20WW arise from: external</p> <p style="text-align: right;">technology transfer centers <input type="checkbox"/> ** / ***</p>	

Time span of variable



**** fundamental impulses = important [2]

EAST and WEST

No.	Name	Label	Survey period	Survey frequency
4.5.13)	imp13	impulse for innovation by patent specifications (external)	West 1982 to 1990 East and West 1991 to 2004	irregular irregular

Wording of question

<p>1982 to 1990 IV. Impulses for innovations The fundamental impulses for the innovations implemented in 19WW* primarily arise from: external</p> <p style="text-align: right;">patent specifications <input type="checkbox"/> [2]****</p> <p>1991 to 2004 V. Impulses for innovations The impulses for innovations implemented in 19WW/20WW arise from: external</p> <p style="text-align: right;">patent specifications <input type="checkbox"/> ** / ***</p>	<p>Further information</p> <p>**"19WW/20WW" denotes the year under review</p> <p>** 1991 [1] = not important [2] = important [3] = very important</p> <p>*** 1995 to 2004 [0] / [] = no importance or no specification [1] = less important [2] = important [3] = very important [4] = This box was only ticked off in the questionnaire</p>																																																																
<p>Time span of variable</p> <table border="1"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td colspan="6">WEST</td> <td colspan="6">EAST + WEST</td> <td colspan="4"></td> </tr> <tr> <td>1998</td><td>1999</td><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><td>2010</td><td>2011</td><td>2012</td><td>2013</td> </tr> <tr> <td colspan="7">EAST and WEST</td> <td colspan="9"></td> </tr> </table>	1982	1983	1984	1985	1986	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996	1997	WEST						EAST + WEST										1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	EAST and WEST																<p>**** fundamental impulses = important [2] collectively inquired with imp10 in imp10_13 after 20</p>
1982	1983	1984	1985	1986	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996	1997																																																		
WEST						EAST + WEST																																																											
1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013																																																		
EAST and WEST																																																																	

No.	Name	Label	Survey period	Survey frequency
4.5.14)	imp10_13	impulse for innov. by specialist literature & patent specifications (external)	East and West ab 2005	irregular

Wording of question

<p>ab 2005 IV. Impulses for innovations Impulses for innovations arise from: external</p> <p style="text-align: right;">specialist literature & patent specifications <input type="checkbox"/> *</p>	<p>Further information</p> <p>* characteristics in the dataset [0] / [] = no importance or no specification [1] = less important [2] = important [3] = very important [4] = This box was only ticked off in the questionnaire</p>																																																
<p>Time span of variable</p> <table border="1"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td colspan="8"></td> <td colspan="8">EAST and WEST</td> </tr> <tr> <td>1998</td><td>1999</td><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><td>2010</td><td>2011</td><td>2012</td><td>2013</td> </tr> </table>	1982	1983	1984	1985	1986	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996	1997									EAST and WEST								1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	<p>before 2005: individual inquiry of specialist literature and patent specifications: see imp10 and imp13</p>
1982	1983	1984	1985	1986	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996	1997																																		
								EAST and WEST																																									
1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013																																		

No.	Name	Label	Survey period	Survey frequency
4.5.15)	imp14	impulse for innovation by exhibitions (external)	West 1982 to 1990 East and West 1991 to 2013	irregular irregular

Wording of question

<p>1982 to 1990 IV. Impulses for innovations The fundamental impulses for the innovations implemented in 19WW* primarily arise from: external</p>	<p>Further information</p> <p>**"19WW/20WW" denotes the year under review</p>
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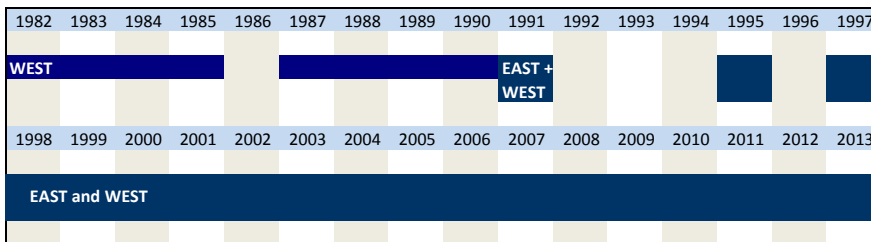
exhibitions, congresses, etc.	<input type="checkbox"/> [2]****
1991 IV. Impulses for innovations The impulses for the innovations implemented in 19WW* arise from: external	exhibitions, congresses, etc. <input type="checkbox"/> ** / ***
1995 to 2004 IV. Impulses for innovations The impulses for innovations implemented in 19WW/20WW arise from: external	exhibitions, congresses, etc. <input type="checkbox"/> ** / ***
Ab 2005 IV. Impulses for innovations Impulses for innovations arise from: external	exhibitions, congresses, etc. <input type="checkbox"/> ** / ***

** 1991
[1] = not important
[2] = important
[3] = very important

*** 1995 to 2008
[0] / [] = no importance or no specification
[1] = less important
[2] = important
[3] = very important
[4] = This box was only ticked off in the questionnaire

**** fundamental impulses = important [2]

Time span of variable



No.	Name	Label	Survey period	Survey frequency
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4.5.16)	imp15	impulse for innovation by legislation (external)	West 1982 to 1990 East and West 1991 to 2004	irregular irregular
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Wording of question

1982 to 1990 IV. Impulses for innovations The fundamental impulses for the innovations implemented in 19WW* primarily arise from: external	legislation <input type="checkbox"/> [2]****
1991 to 2004 IV. Impulses for innovations The impulses for innovations implemented in 19WW/20WW arise from: external	legislation <input type="checkbox"/> ** / ***

Further information

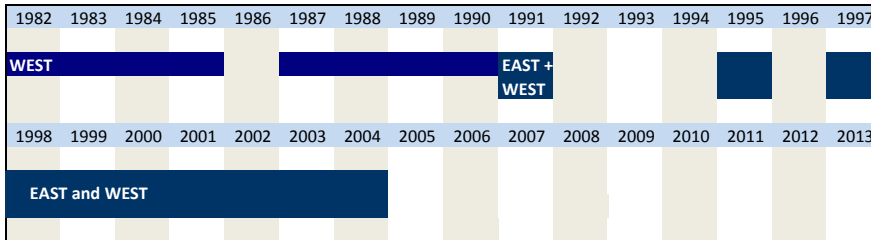
**19WW/20WW" denotes the year under review

** 1991
[1] = not important
[2] = important
[3] = very important

*** 1995 to 2004
[0] / [] = no importance or no specification
[1] = less important
[2] = important
[3] = very important
[4] = This box was only ticked off in the questionnaire

**** fundamental impulses = important [2]

Time span of variable



No.	Name	Label	Survey period	Survey frequency
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4.5.17)	imp16	impulse for innovation by national R&D support programme (external)	West 1982 to 1990 East and West 1991 to 2013	irregular irregular
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Wording of question

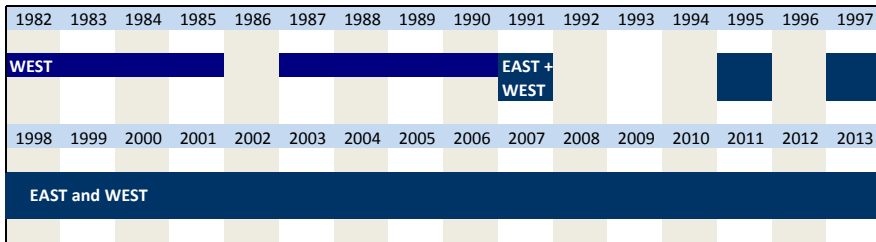
1982 to 1990 IV. Impulses for innovations The fundamental impulses for the innovations implemented in 19WW* primarily arise from:	
--	--

Further information

**19WW/20WW" denotes the year under review

external	national R&D support programme	<input type="checkbox"/> [2]****	** 1991 [1] = not important [2] = important [3] = very important
1991 to 2004	IV. Impulses for innovations The impulses for innovations implemented in 19WW/20WW arise from:		
external	national R&D support programme	<input type="checkbox"/> ** / ***	*** 1995 to 2008 [0] / [] = no importance or no specification [1] = less important [2] = important [3] = very important [4] = This box was only ticked off in the questionnaire
Ab 2005	V. Impulses for innovations Impulses for innovations arise from:		
external	national R&D support programme	<input type="checkbox"/> ***	**** fundamental impulses = important [2]

Time span of variable



No.	Name	Label	Survey period	Survey frequency
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4.5.18) **imp17** impulse for innovation by intermediate producers (external) East and West 1991 once

Wording of question

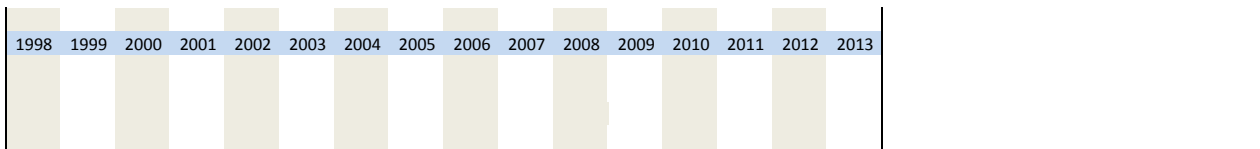
1991	IV. Impulses for innovations The impulses for the innovations implemented in 1991 arise from:			Further information											
external	intermediate producers	<input type="checkbox"/> *		* characteristics in the dataset [] = no importance or no specification [1] = not important / less important [2] = important [3] = very important											
Time span of variable															
1982	1983	1984	1985	1986	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996	1997
EAST + WEST															
1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013

No.	Name	Label	Survey period	Survey frequency
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4.5.19) **imp18** impulse for innovation by producer of investment goods (external) East and West 1991 once

Wording of question

1991	IV. Impulses for innovations The impulses for the innovations implemented in 1991 arise from:			Further information											
external	producer of investment goods	<input type="checkbox"/> *		* characteristics in the dataset [] = no importance or no specification [1] = not important / less important [2] = important [3] = very important											
Time span of variable															
1982	1983	1984	1985	1986	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996	1997
EAST + WEST															



No.	Name	Label	Survey period	Survey frequency
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4.5.20) **imp19** impulse for innovation by specialist congress (external) East and West 1991 once

Wording of question

<p>1991 IV. Impulses for innovations The impulses for the innovations implemented in 1991 arise from: external specialist congress <input type="text"/> *</p>	<p>Further information</p> <p>* characteristics in the dataset [] = no importance or no specification [1] = not important / less important [2] = important [3] = very important</p>
<p>Time span of variable</p>	

No.	Name	Label	Survey period	Survey frequency
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4.5.21) **imp20** impulse for innovation by public research institutes (external) East and West 1991 once

Wording of question

<p>1991 IV. Impulses for innovations The impulses for the innovations implemented in 1991 arise from: external research institutes public <input type="text"/> *</p>	<p>Further information</p> <p>* characteristics in the dataset [] = no importance or no specification [1] = not important / less important [2] = important [3] = very important</p>
<p>Time span of variable</p>	

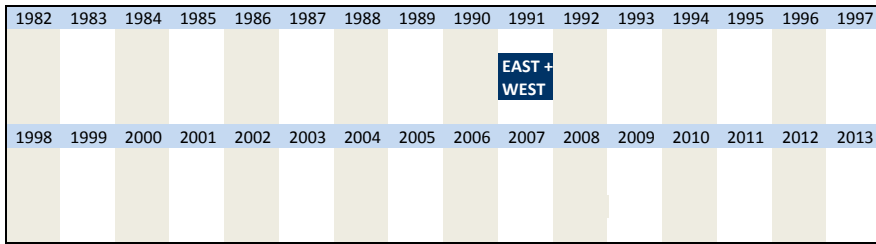
No.	Name	Label	Survey period	Survey frequency
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4.5.22) **imp21** impulse for innovation by private research institutes (external) East and West 1991 once

Wording of question

<p>1991 IV. Impulses for innovations The impulses for the innovations implemented in 1991 arise from: external research institutes private <input type="text"/> *</p>	<p>Further information</p> <p>* characteristics in the dataset [] = no importance or no specification [1] = not important / less important [2] = important [3] = very important</p>
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Time span of variable



No.	Name	Label	Survey period	Survey frequency
4.5.23)	imp22	impulse for innovation by universities (external)	East and West 1991	once

Wording of question

<p>1991</p> <p>IV. Impulses for innovations</p> <p>The impulses for the innovations implemented in 1991 arise from:</p> <p>external</p> <p style="text-align: center;">universities <input type="text"/> *</p>	<p>Further information</p> <p>* characteristics in the dataset</p> <p>[] = no importance or no specification</p> <p>[1] = not important / less important</p> <p>[2] = important</p> <p>[3] = very important</p>
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Time span of variable

No.	Name	Label	Survey period	Survey frequency
4.5.24)	imp23	impulse for innovation by executive consultant (external)	East and West 1991	once

Wording of question

<p>1991</p> <p>IV. Impulses for innovations</p> <p>The impulses for the innovations implemented in 1991 arise from:</p> <p>external</p> <p style="text-align: center;">executive consultant <input type="text"/> *</p>	<p>Further information</p> <p>* characteristics in the dataset</p> <p>[] = no importance or no specification</p> <p>[1] = not important / less important</p> <p>[2] = important</p> <p>[3] = very important</p>
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Time span of variable

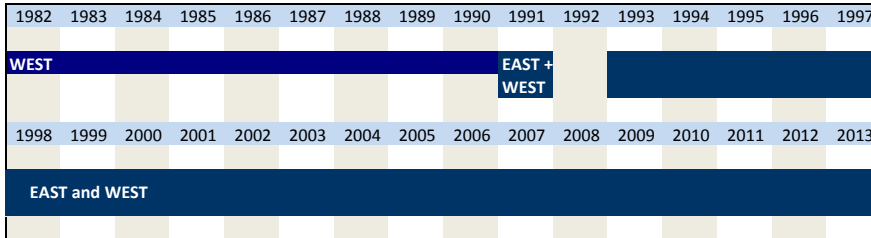
4.6 Obstacles to innovations

No.	Name	Label	Survey period	Survey frequency
4.6.1)	hemm1	obstacles to innovations due to: lacking equity capital	West 1982 to 1990 East and West 1991 East and West 1993 to 2013	annual once annual

Wording of question

1982 to 2012 IV./V. Obstacles to innovations Currently our innovations are primarily hindered due to: Economic factors* lack of equity capital <input type="checkbox"/> **/***/****	Further information *addition 1993 to 2004 ** 1982 to 1990; and 1993-94: [2] = ticked off, no graded importance *** 1991 [1] = not important [2] = important [3] = very important **** 1995 to 2012 [0] / [] = no importance or no specification [1] = less important [2] = important [3] = very important [4] = This box was only ticked off in the questionnaire
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Time span of variable

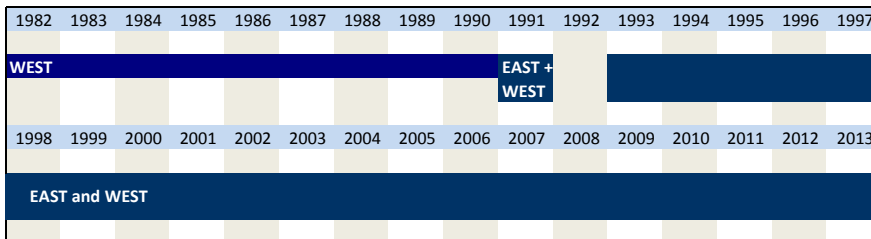


No.	Name	Label	Survey period	Survey frequency
4.6.2)	hemm2	obstacles to innovations due to: lacking external finance	West 1982 to 1990 East and West 1991 East and West 1993 to 2013	annual once annual

Wording of question

1982 to 2012 IV./V. Obstacles to innovations Currently our innovations are primarily hindered due to: Economic factors* lack of external financing <input type="checkbox"/> **/***/****	Further information *addition 1993 to 2004 ** 1982 to 1990; and 1993-94: [2] = ticked off, no graded importance *** 1991 [1] = not important [2] = important [3] = very important **** 1995 to 2012 [0] / [] = no importance or no specification [1] = less important [2] = important [3] = very important [4] = This box was only ticked off in the questionnaire
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Time span of variable

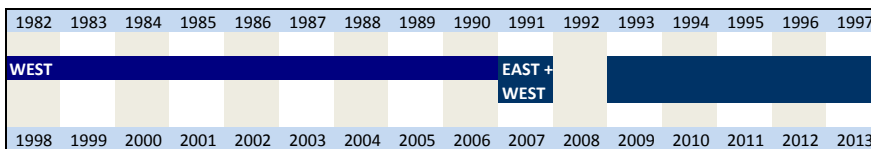


No.	Name	Label	Survey period	Survey frequency
4.6.3)	hemm3	obstacles to innovations due to: too high innovation expenditures	West 1982 to 1990 East and West 1991 East and West 1993 to 2013	annual once annual

Wording of question

1982 to 2012 IV./V. Obstacles to innovations Currently our innovations are primarily hindered due to: Economic factors* insufficient return of product innovations, because innovation expenses too high <input type="checkbox"/> **/***/****	Further information *addition 1993 to 2004 ** 1982 to 1990; and 1993-94: [2] = ticked off, no graded importance *** 1991 [1] = not important [2] = important [3] = very important **** 1995 to 2012 [0] / [] = no importance or no specification [1] = less important [2] = important [3] = very important [4] = This box was only ticked off in the questionnaire
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Time span of variable



EAST and WEST

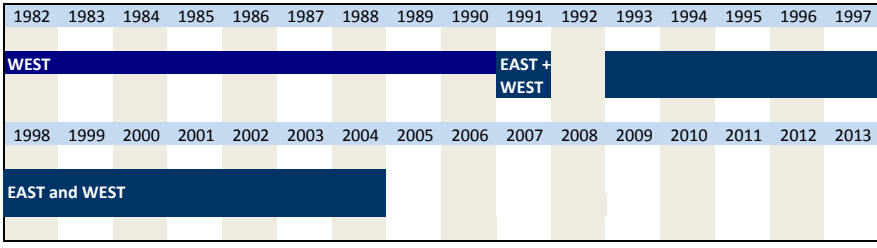
No.	Name	Label	Survey period	Survey frequency
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4.6.4) **hemm4** obstacles to innovations due to: too long payback period
 West 1982 to 1990 annual
 East and West 1991 once
 East and West 1993 to 2004 annual

Wording of question

<p>1982 to 1991 V. Obstacles to innovations Currently our innovations are primarily hindered due to: insufficient return of product innovations, because</p> <p style="text-align: right;">Pay-off-period too long <input type="checkbox"/> */**</p>	<p>Further information</p> <p>* 1982 to 1990; and 1993-94: [2] = ticked off, no graded importance</p> <p>** 1991 [1] = not important [2] = important [3] = very important</p> <p>*** 1995 to 2004 [0] / [] = no importance or no specification [1] = less important [2] = important [3] = very important [4] = This box was only ticked off in the questionnaire</p>
<p>1993 to 2004 V. Obstacles to innovations Currently our innovations are primarily hindered due to: Economic factors insufficient return of product innovations, because</p> <p style="text-align: right;">payoff time too long <input type="checkbox"/> */***</p>	

Time span of variable



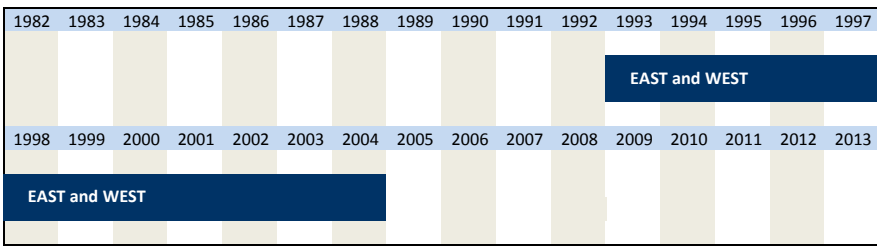
No.	Name	Label	Survey period	Survey frequency
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4.6.5) **hemm5** obstacles to innovations due to: easy copying of new product
 East and West 1993 to 2004 annual

Wording of question

<p>1993 to 2004 V. Obstacles to innovations Currently our innovations are primarily hindered due to: Economic factors insufficient return of product innovations, because</p> <p style="text-align: right;">easy copying of new product <input type="checkbox"/> */**</p>	<p>Further information</p> <p>* 1993 to 1994: [2] = ticked off, no graded importance</p> <p>** 1995 to 2004 [0] / [] = no importance or no specification [1] = less important [2] = important [3] = very important [4] = This box was only ticked off in the questionnaire</p>
<p>insufficient return of product innovations, because</p>	

Time span of variable



No.	Name	Label	Survey period	Survey frequency
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4.6.6) **hemm22** obstacles to innovations due to: uncertain market development
 West 1982 to 1990 annual

Wording of question

1982 to 1991 V. Obstacles to innovations Currently our innovations are primarily hindered due to: insufficient return of product innovations, because <div style="text-align: center;">uncertain market development <input type="checkbox"/> */**</div>	Further information * 1982 to 1990: [2] = ticked off, no graded importance ** 1991: [1] = not important [2] = important [3] = very important																																																
Time span of variable																																																	
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1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013																																		

No.	Name	Label	Survey period	Survey frequency
4.6.7)	hemm6	obstacles to innovations due to: low innovation willingness of employees	West 1982 to 1990 East and West 1991 East and West 1993 to 2013	annual once annual

Wording of question

1982 to 2012 IV./V. Obstacles to innovations Currently our innovations are primarily hindered due to: innovation potential* insufficient innovation willingness <div style="text-align: center;">of employees <input type="checkbox"/> **/***/****</div>	Further information *addition 1993 to 2004 ** 1982 to 1990; and 1993-94: [2] = ticked off, no graded importance *** 1991 [1] = not important [2] = important [3] = very important **** 1995 to 2012 [0] / [] = no importance or no specification [1] = less important [2] = important [3] = very important [4] = This box was only ticked off in the questionnaire																																																																
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EAST and WEST																																																																	

No.	Name	Label	Survey period	Survey frequency
4.6.8)	hemm7	obstacles to innovations due to: low innovation willingness of the works council	West 1982 to 1990 East and West 1991 East and West 1993 to 2004	annual once annual

Wording of question

1982 to 2004 IV./V. Obstacles to innovations Currently our innovations are primarily hindered due to: innovation potential* insufficient innovation willingness <div style="text-align: center;">of the works council <input type="checkbox"/> **/***/****</div>	Further information *addition 1993 to 2004 ** 1982 to 1990; and 1993-94: [2] = ticked off, no graded importance *** 1991 [1] = not important [2] = important [3] = very important **** 1995 to 2004																																
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1982	1983	1984	1985	1986	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996	1997																		
WEST										EAST +																							

Currently our innovations are primarily hindered due to:
innovation potential*
 problems with staff due to difficulties in finding qualified employees on the labor market for

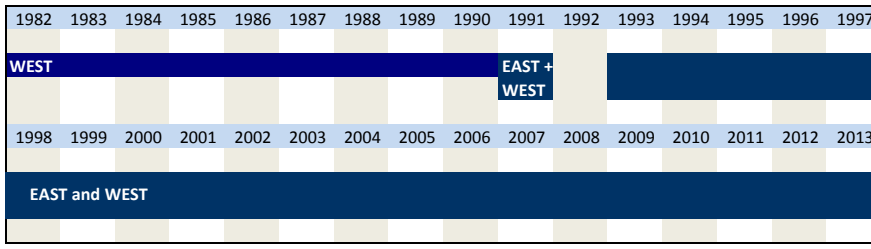
R&D **/**/**/****

2005 to 2012
IV. Obstacles to innovations
 Currently our innovations are primarily hindered due to:
 lack of qualified staff

in R&D ****

*addition 1993 to 2004
 ** 1982 to 1990; and 1993-94:
 [2] = ticked off, no graded importance
 *** 1991
 [1] = not important
 [2] = important
 [3] = very important
 **** 1995 to 2012
 [0] / [] = no importance or no specification
 [1] = less important
 [2] = important
 [3] = very important
 [4] = This box was only ticked off in the questionnaire

Time span of variable



No.	Name	Label	Survey period	Survey frequency
4.6.12)	hemm11	obstacles to innovations due to: lack of qualified production staff	West 1982 to 1990 East and West 1991 East and West 1993 to 2013	annual once annual

Wording of question

1982 to 2004
V. Obstacles to innovations
 Currently our innovations are primarily hindered due to:
innovation potential*
 problems with staff due to difficulties in finding qualified employees on the labor market for

production **/**/**/****

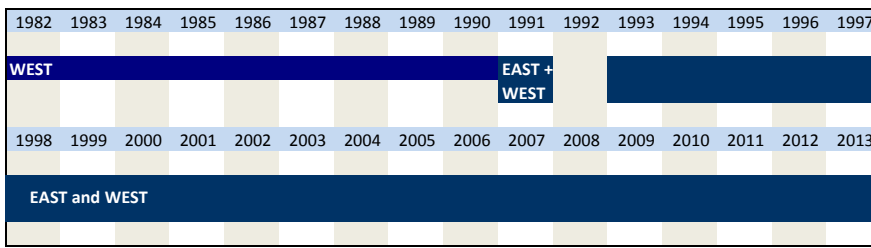
2005 to 2012
IV. Obstacles to innovations
 Currently our innovations are primarily hindered due to:
 lack of qualified staff

for production ****

Further information

*addition 1993 to 2004
 ** 1982 to 1990; and 1993-94:
 [2] = ticked off, no graded importance
 *** 1991
 [1] = not important
 [2] = important
 [3] = very important
 **** 1995 to 2012
 [0] / [] = no importance or no specification
 [1] = less important
 [2] = important
 [3] = very important
 [4] = This box was only ticked off in the questionnaire

Time span of variable



No.	Name	Label	Survey period	Survey frequency
4.6.13)	hemm12	obstacles to innovations due to: lack of qualified sales staff	West 1982 to 1990 East and West 1991 East and West 1993 to 2013	annual once annual

Wording of question

1982 to 2004
V. Obstacles to innovations
 Currently our innovations are primarily hindered due to:
innovation potential*
 problems with staff due to difficulties in finding qualified employees on the labor market for

Further information

sales	<input type="checkbox"/> **/**/****	*addition 1993 to 2004 ** 1982 to 1990; and 1993-94: [2] = ticked off, no graded importance *** 1991 [1] = not important [2] = important [3] = very important **** 1995 to 2012 [0] / [] = no importance or no specification [1] = less important [2] = important [3] = very important [4] = This box was only ticked off in the questionnaire																																																																
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Time span of variable																																																																		
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EAST and WEST																																																																		

No.	Name	Label	Survey period	Survey frequency
4.6.14)	hemm13	obstacles to innovation due to: lack of cooperation with other companies	West 1982 to 1990 East and West 1991 East and West 1993 to 2013	annual once annual

Wording of question

1982 to 1991 V. Obstacles to innovations Currently our innovations are primarily hindered due to: innovation potential* lack of cooperation willingness	<input type="checkbox"/> **/**	Further information *addition 1993 to 2004 ** 1982 to 1990; and 1993-94: [2] = ticked off, no graded importance *** 1991 [1] = not important [2] = important [3] = very important **** 1995 to 2012 [0] / [] = no importance or no specification [1] = less important [2] = important [3] = very important [4] = This box was only ticked off in the questionnaire																																																																
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1993 to 2012 IV./V. Obstacles to innovations Currently our innovations are primarily hindered due to: insufficient cooperation possibilities	<input type="checkbox"/> **/****																																																																	
with other companies	<input type="checkbox"/> **/****																																																																	
Time span of variable																																																																		
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EAST and WEST																																																																		

No.	Name	Label	Survey period	Survey frequency
4.6.15)	hemm14	obstacles to innovations due to: lacking cooperation willingness of customers and suppliers	West 1982 to 1990 East and West 1991	annual once

Wording of question

1982 to 1991 V. Obstacles to innovations Currently our innovations are primarily hindered due to: lack of cooperation willingness	<input type="checkbox"/> */**	Further information * 1982 to 1990: [2] = ticked off, no graded importance ** 1991:
of customers or suppliers	<input type="checkbox"/> */**	

Time span of variable

1982	1983	1984	1985	1986	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996	1997
WEST										EAST + WEST					
1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013

[1] = not important
 [2] = important
 [3] = very important

No.	Name	Label	Survey period	Survey frequency
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4.6.16) **hemm15** obstacles to innovations due to: fully dev. technology
 West 1982 to 1990 annual
 East and West 1991 once
 East and West 1993 to 2013 annual

Wording of question

1982 to 2004
V. Obstacles to innovations
 Currently our innovations are primarily hindered due to:
innovation potential*
 No innovation possibilities due to fully developed technology **/**/**

2005 to 2012
IV. Obstacles to innovations
 Currently our innovations are primarily hindered due to:
 fully developed technology ****

Further information

*addition 1993 to 2004

** 1982 to 1990; and 1993-94:
 [2] = ticked off, no graded importance
 *** 1991
 [1] = not important
 [2] = important
 [3] = very important
 **** 1995 to 2012

Time span of variable

1982	1983	1984	1985	1986	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996	1997
WEST										EAST + WEST					
1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013
EAST and WEST															

[0] / [] = no importance or no specification
 [1] = less important
 [2] = important
 [3] = very important
 [4] = This box was only ticked off in the questionnaire

No.	Name	Label	Survey period	Survey frequency
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4.6.17) **hemm16** obstacles to innovations due to: lack of information about ext. know-how
 West 1982 to 1990 annual
 East and West 1991 once
 East and West 1993 to 2013 annual

Wording of question

1982 to 2012
V. Obstacles to innovations
 Currently our innovations are primarily hindered due to:
innovation potential*
 lack of information about existing external know-how **/**/**

Further information

*addition 1993 to 2004

** 1982 to 1990; and 1993-94:
 [2] = ticked off, no graded importance
 *** 1991
 [1] = not important
 [2] = important
 [3] = very important
 **** 1995 to 2012

Time span of variable

1982	1983	1984	1985	1986	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996	1997
WEST										EAST + WEST					
1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013
EAST and WEST															

[0] / [] = no importance or no specification
 [1] = less important
 [2] = important
 [3] = very important
 [4] = This box was only ticked off in the questionnaire

No.	Name	Label	Survey period	Survey frequency
4.6.18)	hemm17	obstacles to innovations due to: difficulties in know-how supply	East and West 1993 to 2004 East and West 2009 to 2011	annual annual

Wording of question

<p>1993 to 2011</p> <p>V. Obstacles to innovations Currently our innovations are primarily hindered due to: innovation potential*</p> <p style="text-align: center;">difficulties in supply of external know-how <input type="checkbox"/> **/**</p>	<p>Further information</p> <p>*addition 1993 to 2004</p> <p>** 1993-94: [2] = ticked off, no graded importance</p> <p>*** 1995 to 2012 [0] / [] = no importance or no specification [1] = less important [2] = important [3] = very important [4] = This box was only ticked off in the questionnaire</p>
<p>Time span of variable</p>	

No.	Name	Label	Survey period	Survey frequency
4.6.19)	hemm18	obstacles to innovations due to: difficulties in implementation of know-how	West 1982 to 1990 East and West 1991 East and West 1993 to 2013	annual once annual

Wording of question

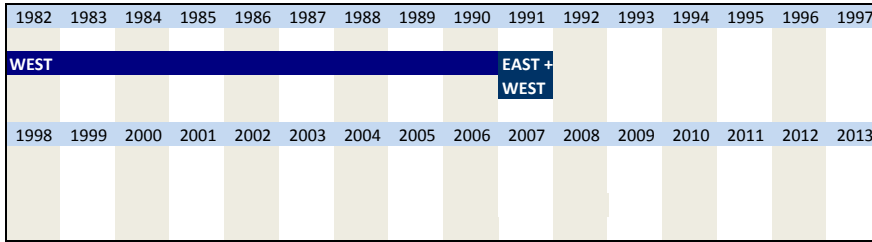
<p>1982 to 2004</p> <p>V. Obstacles to innovations Currently our innovations are primarily hindered due to: innovation potential*</p> <p style="text-align: center;">difficulties in implementation of tech. know-how in marketable <u>products</u> <input type="checkbox"/> **/**/****</p>	<p>Further information</p> <p>*addition 1993 to 2004</p> <p>** 1982 to 1990; and 1993-94: [2] = ticked off, no graded importance *** 1991 [1] = not important [2] = important [3] = very important</p>
<p>2005 to 2012</p> <p>IV. Obstacles to innovations Currently our innovations are primarily hindered due to:</p> <p style="text-align: center;">difficulties in implementation of technical know-how <input type="checkbox"/> ****</p>	<p>**** 1995 to 2012 [0] / [] = no importance or no specification [1] = less important [2] = important [3] = very important [4] = This box was only ticked off in the questionnaire</p>
<p>Time span of variable</p>	

No.	Name	Label	Survey period	Survey frequency
4.6.20)	hemm23	obstacles to innovations due to: rationalisation protection agreement	West 1982 to 1990 East and West 1991	annual once

Wording of question

<p>1982 to 1991</p> <p>V. Obstacles to innovations Currently our innovations are primarily hindered due to:</p> <p style="text-align: center;">rationalisation protection agreement <input type="checkbox"/> **</p>	<p>Further information</p> <p>* 1982 to 1990: [2] = ticked off, no graded importance</p>
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Time span of variable



** 1991:
 [1] = not important
 [2] = important
 [3] = very important

No.	Name	Label	Survey period	Survey frequency
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4.6.21) **hemm24** obstacles to innovations due to: regulation, standardization East and West 1991 once

Wording of question

1991
V. Obstacles to innovations
 Currently our innovations are primarily hindered due to:

regulation, standardization *

Time span of variable

Further information

* characterisation in the dataset
 [1] = not important
 [2] = important
 [3] = very important

No.	Name	Label	Survey period	Survey frequency
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4.6.22) **hemm25** obstacles to innovations due to: lack of cooperation with scientific institutes East and West 1993 to 2013 annual

Wording of question

1993 to 2004
V. Obstacles to innovations
 Currently our innovations are primarily hindered due to:
innovation potential
 insufficient cooperation possibilities

with public scientific institutes **/**

2005 to 2012
V. Obstacles to innovations
 Currently our innovations are primarily hindered due to:
 insufficient cooperation possibilities

with scientific institutes ***

Time span of variable

Further information

** 1993 to 1994
 [2] = ticked off, no graded importance
 *** 1995 to 2008
 [0] / [] = no importance or no specification
 [1] = less important
 [2] = important
 [3] = very important
 [4] = This box was only ticked off in the questionnaire

No.	Name	Label	Survey period	Survey frequency
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4.6.23) hemm19 obstacles to innovations due to: restrictive legislation East and West 1993 to 2013 annual

Wording of question

<p>1993 to 2012 V. Obstacles to innovations Currently our innovations are primarily hindered due to: other factors*</p> <p style="text-align: right;">restrictive legislation <input type="checkbox"/> **/**</p>	<p>Further information</p> <p>*addition 1993 to 2004</p> <p>** 1993 to 1994: [2] = ticked off, no graded importance *** 1995 to 2012</p> <p>[0] / [] = no importance or no specification [1] = less important [2] = important [3] = very important [4] = This box was only ticked off in the questionnaire</p>																																																																
<p>Time span of variable</p>																																																																	
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EAST and WEST																																																																	

No.	Name	Label	Survey period	Survey frequency
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4.6.24) hemm20 obstacles to innovations due to: long administration process East and West 1993 to 2013 annual

Wording of question

<p>1993 to 2012 V. Obstacles to innovations Currently our innovations are primarily hindered due to: other factors*</p> <p style="text-align: right;">long administration process <input type="checkbox"/> **/**</p>	<p>Further information</p> <p>*addition 1993 to 2004</p> <p>** 1993 to 1994: [2] = ticked off, no graded importance *** 1995 to 2012</p> <p>[0] / [] = no importance or no specification [1] = less important [2] = important [3] = very important [4] = This box was only ticked off in the questionnaire</p>																																																																
<p>Time span of variable</p>																																																																	
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EAST and WEST																																																																	

No.	Name	Label	Survey period	Survey frequency
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4.6.25) hemm21 obstacles to innovations due to: problems of customer acceptance East and West 1991 East and West 1993 to 2013 once annual

Wording of question

<p>1991 to 2004 V. Obstacles to innovations Currently our innovations are primarily hindered due to: other factors*</p> <p style="text-align: right;">problems of acceptance with regards to the novelty of products/processes <input type="checkbox"/> **/**/****</p>	<p>Further information</p> <p>*addition 1993 to 2004</p>
<p>2005 to 2012 IV. Obstacles to innovations Currently our innovations are primarily hindered due to:</p> <p style="text-align: right;">problems of customer acceptance <input type="checkbox"/> ****</p>	<p>** 1991 [1] = not important [2] = important [3] = very important *** 1993 to 1994 [2] = ticked off, no graded importance **** 1995 to 2012 [0] / [] = no importance or no specification</p>
<p>Time span of variable</p>	

1982	1983	1984	1985	1986	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996	1997
									EAST + WEST						
1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013
EAST and WEST															

[1] = less important
 [2] = important
 [3] = very important
 [4] = This box was only ticked off in the questionnaire

4.7 Main focus of innovations

No.	Name	Label	Survey period	Survey frequency
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4.7.1) ts1 main focus of realised innovations: new materials West 1982 to 1990 annual
 East and West 1991 to 1997 irregular

Wording of question

<p>1982 to 1997 IV./V./VI./VII. Main focus of innovations Which main focuses for your innovation activities are very important with regards to: product innovations</p> <div style="display: flex; justify-content: space-around; align-items: center;"> <div style="text-align: center;"> <p>new materials</p> <input type="checkbox"/> [2]**/** </div> <div style="text-align: center;"> <p>19WW* introduced innovations</p> <input type="checkbox"/> [2]**/** </div> </div>	<p>Further information</p> <p>**"19WW" denotes the year under review</p> <p>** 1996 to 1997 [0] / [] = no importance or no specification [1] = less important [2] = important [3] = very important [4] = This box was only ticked off in the questionnaire</p> <p>***1982 to 1991: [2] = ticked off, no graded importance</p>
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Time span of variable

1982	1983	1984	1985	1986	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996	1997
WEST										EAST + WEST					
1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013

No.	Name	Label	Survey period	Survey frequency
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4.7.2) ts2 main focus of future innovations: new materials West 1982 to 1990 annual
 East and West 1991 to 1997 irregular

Wording of question

<p>1982 to 1997 IV./V./VI./VII. Main focus of innovations Which main focuses for your innovation activities are very important with regards to: product innovations</p> <div style="display: flex; justify-content: space-around; align-items: center;"> <div style="text-align: center;"> <p>new materials</p> <input type="checkbox"/> [2]**/* </div> <div style="text-align: center;"> <p>future innovation projects</p> <input type="checkbox"/> [2]**/* </div> </div>	<p>Further information</p> <p>* 1996 to 1997 [0] / [] = no importance or no specification [1] = less important [2] = important [3] = very important [4] = This box was only ticked off in the questionnaire</p> <p>***1982 to 1991: [2] = ticked off, no graded importance</p>
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Time span of variable

1982	1983	1984	1985	1986	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996	1997
WEST										EAST + WEST					
1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013

No.	Name	Label	Survey period	Survey frequency
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4.7.3) ts3 main focus of realised innovations: pre-products West 1982 to 1990 annual
 East and West 1991 to 1997 irregular

Wording of question

<p>1982 to 1997</p> <p>IV./V./VI./VII. Main focus of innovations</p> <p>Which main focuses for your innovation activities are very important with regards to:</p> <p>product innovations</p> <p style="text-align: center;">19WW* introduced innovations</p> <p style="text-align: center;">new pre-products <input type="checkbox"/> [2]**/**</p>	<p>Further information</p> <p>**19WW" denotes the year under review</p>																																																
<p>Time span of variable</p>	<p>** 1996 to 1997</p> <p>[0] / [] = no importance or no specification</p> <p>[1] = less important</p> <p>[2] = important</p> <p>[3] = very important</p> <p>[4] = This box was only ticked off in the questionnaire</p>																																																
<table border="1"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td colspan="10" style="background-color: #003366; color: white;">WEST</td> <td colspan="2" style="background-color: #003366; color: white;">EAST + WEST</td> <td colspan="4"></td> </tr> <tr> <td>1998</td><td>1999</td><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><td>2010</td><td>2011</td><td>2012</td><td>2013</td> </tr> </table>	1982	1983	1984	1985	1986	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996	1997	WEST										EAST + WEST						1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	<p>***1982 to 1991:</p> <p>[2] = ticked off, no graded importance</p>
1982	1983	1984	1985	1986	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996	1997																																		
WEST										EAST + WEST																																							
1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013																																		

No.	Name	Label	Survey period	Survey frequency
4.7.4)	ts4	main focus of future innovations: pre-products	West 1982 to 1990 East and West 1991 to 1997	annual irregular

Wording of question

<p>1982 to 1997</p> <p>IV./V./VI./VII. Main focus of innovations</p> <p>Which main focuses for your innovation activities are very important with regards to:</p> <p>product innovations</p> <p style="text-align: center;">future innovation projects</p> <p style="text-align: center;">new pre-products <input type="checkbox"/> [2]**/**</p>	<p>Further information</p>																																																
<p>Time span of variable</p>	<p>* 1996 to 1997</p> <p>[0] / [] = no importance or no specification</p> <p>[1] = less important</p> <p>[2] = important</p> <p>[3] = very important</p> <p>[4] = This box was only ticked off in the questionnaire</p>																																																
<table border="1"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td colspan="10" style="background-color: #003366; color: white;">WEST</td> <td colspan="2" style="background-color: #003366; color: white;">EAST + WEST</td> <td colspan="4"></td> </tr> <tr> <td>1998</td><td>1999</td><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><td>2010</td><td>2011</td><td>2012</td><td>2013</td> </tr> </table>	1982	1983	1984	1985	1986	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996	1997	WEST										EAST + WEST						1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	<p>**1982 to 1991:</p> <p>[2] = ticked off, no graded importance</p>
1982	1983	1984	1985	1986	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996	1997																																		
WEST										EAST + WEST																																							
1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013																																		

No.	Name	Label	Survey period	Survey frequency
4.7.5)	ts5	main focus realised innovations: new functional solutions	West 1982 to 1990 East and West 1991 to 1997	annual irregular

Wording of question

<p>1982 to 1997</p> <p>IV./V./VI./VII. Main focus of innovations</p> <p>Which main focuses for your innovation activities are very important with regards to:</p> <p>product innovations</p> <p style="text-align: center;">19WW* introduced innovations</p> <p style="text-align: center;">new functional solutions for existing products <input type="checkbox"/> [2]**/**</p>	<p>Further information</p> <p>**19WW" denotes the year under review</p>																																																
<p>Time span of variable</p>	<p>** 1996 to 1997</p> <p>[0] / [] = no importance or no specification</p> <p>[1] = less important</p> <p>[2] = important</p> <p>[3] = very important</p> <p>[4] = This box was only ticked off in the questionnaire</p>																																																
<table border="1"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td colspan="10" style="background-color: #003366; color: white;">WEST</td> <td colspan="2" style="background-color: #003366; color: white;">EAST + WEST</td> <td colspan="4"></td> </tr> <tr> <td>1998</td><td>1999</td><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><td>2010</td><td>2011</td><td>2012</td><td>2013</td> </tr> </table>	1982	1983	1984	1985	1986	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996	1997	WEST										EAST + WEST						1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	<p>***1982 to 1991:</p>
1982	1983	1984	1985	1986	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996	1997																																		
WEST										EAST + WEST																																							
1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013																																		

	[2] = ticked off, no graded importance
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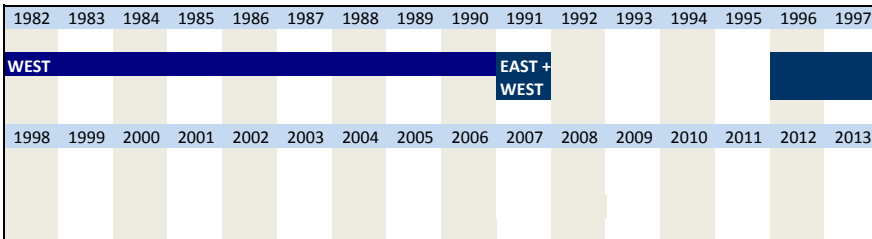
No.	Name	Label	Survey period	Survey frequency
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4.7.6) ts6 main focus of future innovations: new functional solutions West 1982 to 1990 annual
 East and West 1991 to 1997 irregular

Wording of question

1982 to 1997 IV./V./VI./VII. Main focus of innovations Which main focuses for your innovation activities are very important with regards to: product innovations <div style="display: flex; justify-content: space-between; align-items: center; margin-top: 10px;"> <div style="text-align: center;"> new functional solutions for existing products </div> <div style="text-align: center;"> future innovation projects <input type="checkbox"/> [2]**/* </div> </div>	Further information
--	------------------------------------

Time span of variable



* 1996 to 1997
 [0] / [] = no importance or no specification
 [1] = less important
 [2] = important
 [3] = very important
 [4] = This box was only ticked off in the questionnaire

 **1982 to 1991:
 [2] = ticked off, no graded importance

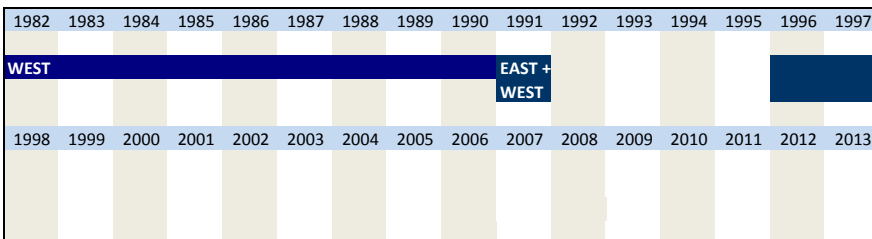
No.	Name	Label	Survey period	Survey frequency
-----	------	-------	---------------	------------------

4.7.7) ts7 main focus of realised innovations: basically new products West 1982 to 1990 annual
 East and West 1991 to 1997 irregular

Wording of question

1982 to 1997 IV./V./VI./VII. Main focus of innovations Which main focuses for your innovation activities are very important with regards to: product innovations <div style="display: flex; justify-content: space-between; align-items: center; margin-top: 10px;"> <div style="text-align: center;"> basically new products </div> <div style="text-align: center;"> 19WW* introduced innovations <input type="checkbox"/> [2]**/* </div> </div>	Further information **"19WW" denotes the year under review
---	--

Time span of variable



** 1996 to 1997
 [0] / [] = no importance or no specification
 [1] = less important
 [2] = important
 [3] = very important
 [4] = This box was only ticked off in the questionnaire

 ***1982 to 1991:
 [2] = ticked off, no graded importance

No.	Name	Label	Survey period	Survey frequency
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4.7.8) ts8 main focus of future innovations: basically new products West 1982 to 1990 annual
 East and West 1991 to 1997 irregular

Wording of question

1982 to 1997 IV./V./VI./VII. Main focus of innovations Which main focuses for your innovation activities are very important with regards to: product innovations <div style="display: flex; justify-content: space-between; align-items: center; margin-top: 10px;"> <div style="text-align: center;"> basically new products </div> <div style="text-align: center;"> future innovation projects <input type="checkbox"/> [2]**/* </div> </div>	Further information
--	------------------------------------

Time span of variable

1982	1983	1984	1985	1986	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996	1997
WEST										EAST + WEST					
1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013

* 1996 to 1997
 [0] / [] = no importance or no specification
 [1] = less important
 [2] = important
 [3] = very important
 [4] = This box was only ticked off in the questionnaire

**1982 to 1991:
 [2] = ticked off, no graded importance

No.	Name	Label	Survey period	Survey frequency
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4.7.9) ts9 main focus of realised innovations: new prod./processing technology West 1982 to 1990 annual
 East and West 1991 to 1997 irregular

Wording of question

1982	1983	1984	1985	1986	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996	1997
WEST										EAST + WEST					
1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013

1982 to 1997
 IV./V./VI./VII. Main focus of innovations
 Which main focuses for your innovation activities are very important with regards to:
Process innovations in production 19WW*
 introduced innovations
 new production /processing technology [2]**/**

Further information
 **19WW" denotes the year under review

Time span of variable

** 1996 to 1997
 [0] / [] = no importance or no specification
 [1] = less important
 [2] = important
 [3] = very important
 [4] = This box was only ticked off in the questionnaire

***1982 to 1991:
 [2] = ticked off, no graded importance

No.	Name	Label	Survey period	Survey frequency
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4.7.10) ts10 main focus of future innovations: new prod./processing techn. West 1982 to 1990 annual
 East and West 1991 to 1997 irregular

Wording of question

1982	1983	1984	1985	1986	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996	1997
WEST										EAST + WEST					
1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013

1982 to 1997
 IV./V./VI./VII. Main focus of innovations
 Which main focuses for your innovation activities are very important with regards to:
Process innovations in production future
 innovation projects
 new production /processing technology [2]**/**

Further information

Time span of variable

* 1996 to 1997
 [0] / [] = no importance or no specification
 [1] = less important
 [2] = important
 [3] = very important
 [4] = This box was only ticked off in the questionnaire

**1982 to 1991:
 [2] = ticked off, no graded importance

No.	Name	Label	Survey period	Survey frequency
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4.7.11) ts11 main focus of realised innovations: further automation West 1982 to 1990 annual
 East and West 1991 to 1997 irregular

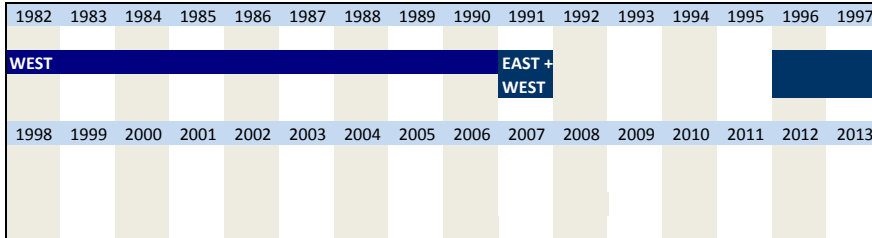
Wording of question

1982 to 1997	Further information
--------------	---------------------

IV./V./VI./VII. Main focus of innovations
 Which main focuses for your innovation activities are very important with regards to:
Process innovations in production
 19WW*
 introduced innovations
 further automation [2]**/**

**19WW" denotes the year under review

Time span of variable



** 1996 to 1997
 [0] / [] = no importance or no specification
 [1] = less important
 [2] = important
 [3] = very important
 [4] = This box was only ticked off in the questionnaire
 ***1982 to 1991:
 [2] = ticked off, no graded importance

No.	Name	Label	Survey period	Survey frequency
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4.7.12) **ts12** main focus of future innovations: further automation

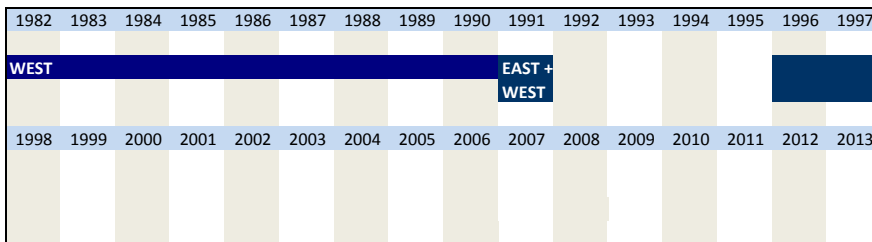
West 1982 to 1990 annual
 East and West 1991 to 1997 irregular

Wording of question

1982 to 1997
IV./V./VI./VII. Main focus of innovations
 Which main focuses for your innovation activities are very important with regards to:
Process innovations in production
 future innovation projects
 further automation [2]**/**

Further information

Time span of variable



* 1996 to 1997
 [0] / [] = no importance or no specification
 [1] = less important
 [2] = important
 [3] = very important
 [4] = This box was only ticked off in the questionnaire
 **1982 to 1991:
 [2] = ticked off, no graded importance

No.	Name	Label	Survey period	Survey frequency
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4.7.13) **ts13** main focus of realised innovations: new organisation structures

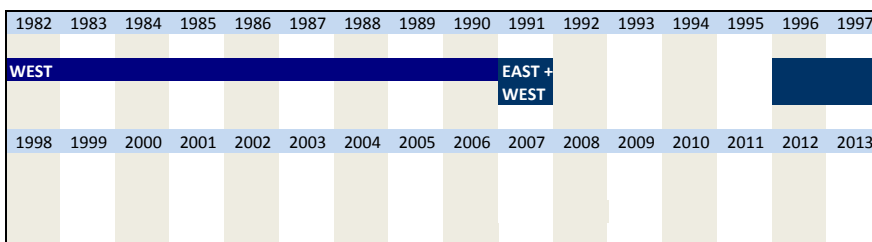
West 1982 to 1990 annual
 East and West 1991 to 1997 irregular

Wording of question

1982 to 1997
IV./V./VI./VII. Main focus of innovations
 Which main focuses for your innovation activities are very important with regards to:
Process innovations in production
 19WW*
 introduced innovations
 new technical organisation structures [2]**/**

Further information

Time span of variable



** 1996 to 1997
 [0] / [] = no importance or no specification
 [1] = less important
 [2] = important
 [3] = very important
 [4] = This box was only ticked off in the questionnaire
 ***1982 to 1991:
 [2] = ticked off, no graded importance

No.	Name	Label	Survey period	Survey frequency
4.7.14)	ts14	main focus of future innovations: new organisation structures	West 1982 to 1990 East and West 1991 to 1997	annual irregular
Wording of question				
1982 to 1997 IV./V./VI./VII. Main focus of innovations Which main focuses for your innovation activities are very important with regards to: Process innovations in production			Further information	
data processing <input type="checkbox"/> [2]**/* new technical organisation structures <input type="checkbox"/> [2]**/* future innovation projects <input type="checkbox"/> [2]**/*			* 1996 to 1997 [0] / [] = no importance or no specification [1] = less important [2] = important [3] = very important [4] = This box was only ticked off in the questionnaire	
Time span of variable				
1982 1983 1984 1985 1986 1987 1988 1989 1990 1991 1992 1993 1994 1995 1996 1997 WEST <input type="checkbox"/> EAST + WEST <input type="checkbox"/>			**1982 to 1991: [2] = ticked off, no graded importance	
1998 1999 2000 2001 2002 2003 2004 2005 2006 2007 2008 2009 2010 2011 2012 2013				

No.	Name	Label	Survey period	Survey frequency
4.7.15)	ts15	main focus of realised innovations: data processing	West 1982 to 1990 East and West 1991 to 1997	annual irregular
Wording of question				
1982 to 1997 IV./V./VI./VII. Main focus of innovations Which main focuses for your innovation activities are very important with regards to: Process innovations in administration			Further information	
data processing <input type="checkbox"/> [2]**/* data processing <input type="checkbox"/> [2]**/* 19WW* introduced innovations <input type="checkbox"/> [2]**/*			**19WW" denotes the year under review ** 1996 to 1997 [0] / [] = no importance or no specification [1] = less important [2] = important [3] = very important [4] = This box was only ticked off in the questionnaire	
Time span of variable				
1982 1983 1984 1985 1986 1987 1988 1989 1990 1991 1992 1993 1994 1995 1996 1997 WEST <input type="checkbox"/> EAST + WEST <input type="checkbox"/>			***1982 to 1991: [2] = ticked off, no graded importance	
1998 1999 2000 2001 2002 2003 2004 2005 2006 2007 2008 2009 2010 2011 2012 2013				

No.	Name	Label	Survey period	Survey frequency
4.7.16)	ts16	main focus of future innovations: data processing	West 1982 to 1990 East and West 1991 to 1997	annual irregular
Wording of question				
1982 to 1997 IV./V./VI./VII. Main focus of innovations Which main focuses for your innovation activities are very important with regards to: Process innovations in administration			Further information	
data processing <input type="checkbox"/> [2]**/* data processing <input type="checkbox"/> [2]**/* future innovation projects <input type="checkbox"/> [2]**/*			* 1996 to 1997 [0] / [] = no importance or no specification [1] = less important [2] = important	
Time span of variable				
1982 1983 1984 1985 1986 1987 1988 1989 1990 1991 1992 1993 1994 1995 1996 1997				

WEST														EAST + WEST		
1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	[3] = very important [4] = This box was only ticked off in the questionnaire
**1982 to 1991: [2] = ticked off, no graded importance																

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

4.7.17) ts17 main focus of realised innovations: text processing West 1982 to 1990 annual
East and West 1991 to 1997 irregular

Wording of question

1982 to 1997																Further information	
IV./V./VI./VII. Main focus of innovations Which main focuses for your innovation activities are very important with regards to: Process innovations in administration 19WW* introduced innovations <input type="checkbox"/> [2]**/**																**"19WW" denotes the year under review	
Time span of variable																** 1996 to 1997	
[0] / [] = no importance or no specification [1] = less important [2] = important [3] = very important [4] = This box was only ticked off in the questionnaire																	
***1982 to 1991: [2] = ticked off, no graded importance																	

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

4.7.18) ts18 main focus of future innovations: text processing West 1982 to 1990 annual
East and West 1991 to 1997 irregular

Wording of question

1982 to 1997																Further information	
IV./V./VI./VII. Main focus of innovations Which main focuses for your innovation activities are very important with regards to: Process innovations in administration future innovation projects <input type="checkbox"/> [2]**/*																* 1996 to 1997	
Time span of variable																[0] / [] = no importance or no specification	
[1] = less important [2] = important [3] = very important [4] = This box was only ticked off in the questionnaire																	
**1982 to 1991: [2] = ticked off, no graded importance																	

No.	Name	Label	Survey period	Survey frequency
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4.7.19) ts19 main focus of realised innovations: inform. and communication technology West 1982 to 1990 annual
East and West 1991 to 1997 irregular

Wording of question

1982 to 1997																Further information	
IV./V./VI./VII. Main focus of innovations Which main focuses for your innovation activities are very important with regards to: Process innovations in administration 19WW*																	

4.8.2) ptw2

patent protection unchanged due to changed importance of patents

West 1983

once

Wording of question

1983 VII. Patent system During the last 5 years we protected our innovation projects consistently <input type="text"/> [1] by patents, as the importance of patents changed in our technology area...	Further information																																
Time span of variable																																	
<table border="1"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td></td><td style="background-color: #000080; color: white;">WEST</td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td> </tr> </table>		1982	1983	1984	1985	1986	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996	1997		WEST														
1982	1983	1984	1985	1986	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996	1997																		
	WEST																																

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

4.8.3) ptw3

falling patent protection due to changed importance of patents

West 1983

once

Wording of question

1983 VII. Patent system During the last 5 years we protected our innovation projects decreasingly <input type="text"/> [1] by patents, as the importance of patents changed in our technology area...	Further information																																
Time span of variable																																	
<table border="1"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td></td><td style="background-color: #000080; color: white;">WEST</td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td> </tr> </table>		1982	1983	1984	1985	1986	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996	1997		WEST														
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	WEST																																

No.	Name	Label	Survey period	Survey frequency
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4.8.4) ptw4

no patent protection due to changed importance of patents

West 1983

once

Wording of question

1983 VII. Patent system During the last 5 years we protected our innovation projects not at all <input type="text"/> [1] by patents, as the importance of patents changed in our technology area...	Further information																																
Time span of variable																																	
<table border="1"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td></td><td style="background-color: #000080; color: white;">WEST</td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td> </tr> </table>		1982	1983	1984	1985	1986	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996	1997		WEST														
1982	1983	1984	1985	1986	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996	1997																		
	WEST																																

No.	Name	Label	Survey period	Survey frequency
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4.8.5) ptw5

importance of patents changed: strong increase of protection effect

West 1983

once

Wording of question

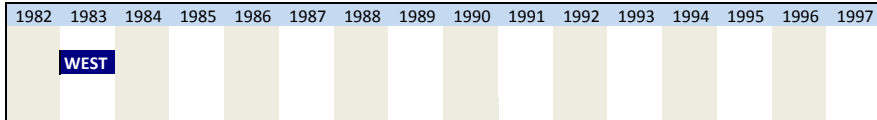
1983	Further information
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VII. Patent system
 During the last 5 years we protected our innovation projects increasingly/consistently/decreasingly/not at all* by patents as the importance of patents in our technology area, in fact with regards to

protection effect
 [1] increased largely

* see 3.7.1) ptw1 to 3.7.4) ptw4

Time span of variable



No.	Name	Label	Survey period	Survey frequency
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4.8.6)	ptw6	importance of patents changed: little increase of protection effect	West 1983	once
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Wording of question

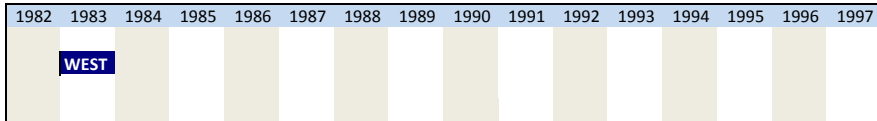
1983
VII. Patent system
 During the last 5 years we protected our innovation projects increasingly/consistently/decreasingly/not at all* by patents as the importance of patents in our technology area, in fact with regards to

protection effect
 [1] increased slightly

Further information

* see 3.7.1) ptw1 to 3.7.4) ptw4

Time span of variable



No.	Name	Label	Survey period	Survey frequency
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4.8.7)	ptw7	importance of patents changed: unchanged protection effect	West 1983	once
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Wording of question

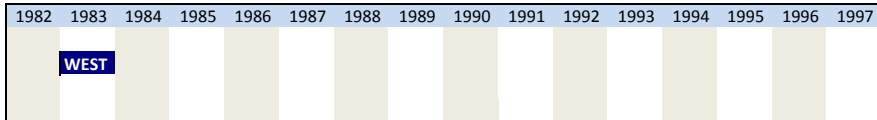
1983
VII. Patent system
 During the last 5 years we protected our innovation projects increasingly/consistently/decreasingly/not at all* by patents as the importance of patents in our technology area, in fact with regards to

protection effect
 [1] did not change

Further information

* see 3.7.1) ptw1 to 3.7.4) ptw4

Time span of variable



No.	Name	Label	Survey period	Survey frequency
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4.8.8)	ptw8	importance of patents changed: little decrease of protection effect	West 1983	once
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Wording of question

1983
VII. Patent system
 During the last 5 years we protected our innovation projects increasingly/consistently/decreasingly/not at all* by patents as the importance of patents in our technology area, in fact with regards to

Further information

protection effect [1] decreased slightly * see 3.7.1) ptw1 to 3.7.4) ptw4

Time span of variable

No.	Name	Label	Survey period	Survey frequency
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4.8.9) ptw9 importance of patents changed: strong decrease of protection effect West 1983 once

Wording of question

1983
VII. Patent system
 During the last 5 years we protected our innovation projects increasingly/consistently/decreasingly/not at all* by patents as the importance of patents in our technology area, in fact with regards to

protection effect [1] decreased largely * see 3.7.1) ptw1 to 3.7.4) ptw4

Further information

Time span of variable

No.	Name	Label	Survey period	Survey frequency
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4.8.10) ptw10 importance of patents changed: strong increase of information effect West 1983 once

Wording of question

1983
VII. Patent system
 During the last 5 years we protected our innovation projects increasingly/consistently/decreasingly/not at all* by patents as the importance of patents in our technology area, in fact with regards to

information effekt [1] increased largely * see 3.7.1) ptw1 to 3.7.4) ptw4

Further information

Time span of variable

No.	Name	Label	Survey period	Survey frequency
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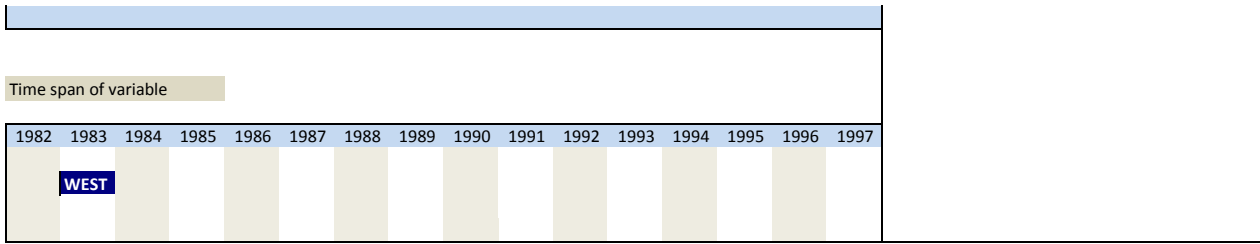
4.8.11) ptw11 importance of patents changed: little increase of information effect West 1983 once

Wording of question

1983
VII. Patent system
 During the last 5 years we protected our innovation projects increasingly/consistently/decreasingly/not at all* by patents as the importance of patents in our technology area, in fact with regards to

information effekt [1] increased slightly * see 3.7.1) ptw1 to 3.7.4) ptw4

Further information



No.	Name	Label	Survey period	Survey frequency
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4.8.12) ptw12 importance of patents changed: unchanged information effect West 1983 once

Wording of question

<p>1983</p> <p>VII. Patent system</p> <p>During the last 5 years we protected our innovation projects increasingly/consistently/decreasingly/not at all* by patents as the importance of patents in our technology area, in fact with regards to</p> <p style="text-align: center;">information effekt <input type="text" value=""/> [1] did not change</p>	<p>Further information</p> <p>* see 3.7.1) ptw1 to 3.7.4) ptw4</p>
<p>Time span of variable</p>	

No.	Name	Label	Survey period	Survey frequency
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4.8.13) ptw13 importance of patents changed: little decrease of information effect West 1983 once

Wording of question

<p>1983</p> <p>VII. Patent system</p> <p>During the last 5 years we protected our innovation projects increasingly/consistently/decreasingly/not at all* by patents as the importance of patents in our technology area, in fact with regards to</p> <p style="text-align: center;">information effekt <input type="text" value=""/> [1] decreased slightly</p>	<p>Further information</p> <p>* see 3.7.1) ptw1 to 3.7.4) ptw4</p>
<p>Time span of variable</p>	

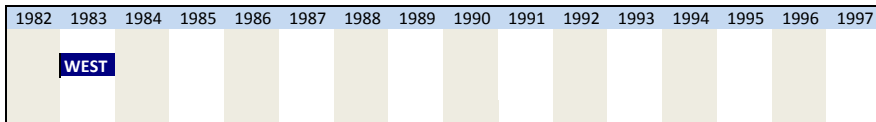
No.	Name	Label	Survey period	Survey frequency
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4.8.14) ptw14 importance of patents changed: strong decrease of information effect West 1983 once

Wording of question

<p>1983</p> <p>VII. Patent system</p> <p>During the last 5 years we protected our innovation projects increasingly/consistently/decreasingly/not at all* by patents as the importance of patents in our technology area, in fact with regards to</p> <p style="text-align: center;">information effekt <input type="text" value=""/> [1] decreased largely</p>	<p>Further information</p> <p>* see 3.7.1) ptw1 to 3.7.4) ptw4</p>
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Time span of variable



No.	Name	Label	Survey period	Survey frequency
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4.8.15) ptw15 importance of patents changed: possible to keep invention secret West 1983 once

Wording of question

<p>1983 VII. Patent system During the last 5 years we protected our innovation projects increasingly/consistently/decreasingly/not at all* by patents as the importance of patents in our technology area, in fact with regards to protection effect/information effect increased largely/increased slightly/did not change/decreased slightly/decreased largely**</p> <p>and/or it was possible to keep the invention secret <input type="checkbox"/> [1]</p>	<p>Further information</p> <p>* see 3.7.1) ptw1 to 3.7.4) ptw4 ** see 3.7.5) ptw5 to 3.7.14) ptw14</p>
<p>Time span of variable</p>	

No.	Name	Label	Survey period	Survey frequency
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4.8.16) ptw16 importance of patents changed: low amount of invention West 1983 once

Wording of question

<p>1983 VII. Patent system During the last 5 years we protected our innovation projects increasingly/consistently/decreasingly/not at all* by patents as the importance of patents in our technology area, in fact with regards to protection effect/information effect increased largely/increased slightly/did not change/decreased slightly/decreased largely**</p> <p>and/or the necessary amount of innovation was not available <input type="checkbox"/> [1]</p>	<p>Further information</p> <p>* see 3.7.1) ptw1 to 3.7.4) ptw4 ** see 3.7.5) ptw5 to 3.7.14) ptw14</p>
<p>Time span of variable</p>	

4.9 Product life cycle

No.	Name	Label	Survey period	Survey frequency
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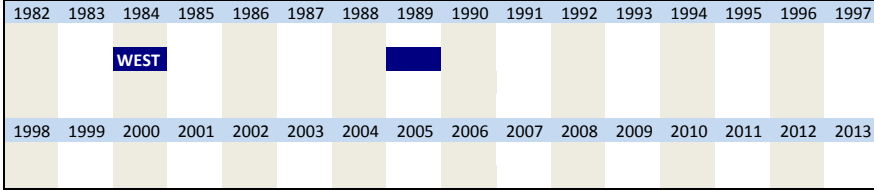
4.9.1) plzyk1_1 period between product idea and market launch in years West 1984 West 1989 once once

Wording of question

<p>1984 VII. Product life cycle For the products of our product line the current average period of phases from</p> <p>product idea to market launch <input type="checkbox"/> [1] is less than 1 year <input type="checkbox"/> [2] 1 - 2 years <input type="checkbox"/> [3] 3 - 5 years <input type="checkbox"/> [4] more than 5 years</p>	<p>Further information</p> <p>Please note: The question was inquired in later years as well but then the exact amount of time is inquired. see 3.8.2) plzyk1_2</p>
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1989
VI. Product life cycle
 For the products of our product line the current average period of phases from
 (Please tick off the complying box)
 product idea less than 1 [1] 1 - 3 [2] 3 - 5 [3] more than 5 [4]
 to market launch is...year(s)

Time span of variable



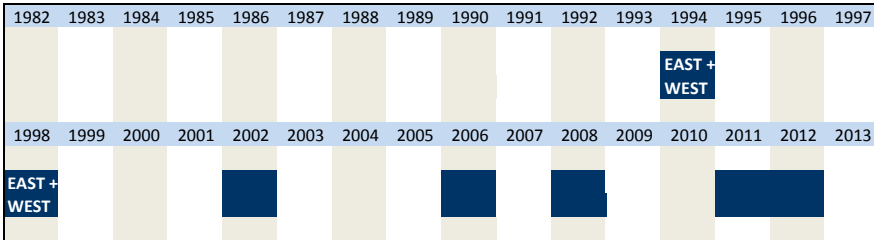
No.	Name	Label	Survey period	Survey frequency
4.9.2)	plzyk1_2	period between product idea and market launch in months	East and West 1994 to 2012	irregular

Wording of question

1994 to 2012
IV./VI./VII. Product life cycle
 For the products of our product line the current average period of phases from
 product idea is _____ months
 to market launch

Further information
Please note:
 The question was inquired in earlier years aswell but there the possible answers were limited to 4 periods
 see 3.8.1) plzyk1_1

Time span of variable



No.	Name	Label	Survey period	Survey frequency
4.9.3)	plzyk2_1	period between market launch and product improvement/abandoning in years	West 1984 West 1989	once once

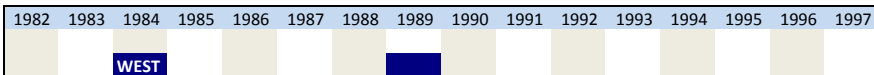
Wording of question

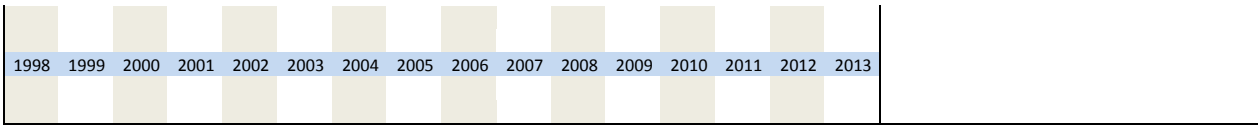
1984
VII. Product life cycle
 For the products of our product line the current average period of phases from
 market launch to product improvement [1] is less than 1 year
 or abandoning of the product [2] 1 - 2 years
 [3] 3 - 5 years
 [4] more than 5 years

Further information
Please note:
 The question was inquired in later years aswell but then the exact amount of time is inquired. see 3.8.4) plzyk2_2

1989
VI. Product life cycle
 For the products of our product line the current average period of phases from
 (Please tick off the complying box)
 market launch to product improvement less than 1 [1] 1 - 3 [2] 3 - 5 [3] more than 5 [4]
 or abandoning of the product is...year(s)

Time span of variable





No.	Name	Label	Survey period	Survey frequency
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4.9.4) plzyk2_2 period between market launch and product improvement/abandoning in month: East and West 1994 to 2012 irregular

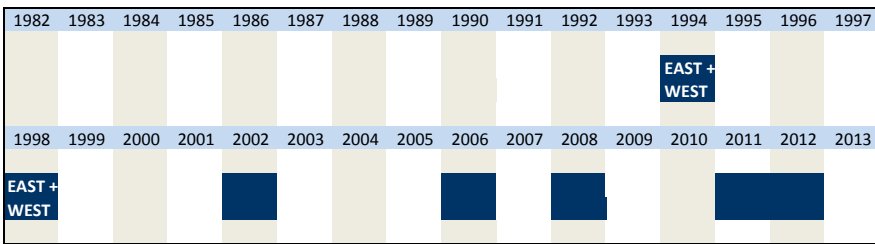
Wording of question

1994 to 2012
IV./VI./VII. Product life cycle
 For the products of our product line the current average period of phases from
 market launch to product improvem is _____ months
 or abandoning of the product

Further information

Please note:
 The question was inquired in earlier years aswell but there the possible answers were limited to 4 periods
 see 3.8.3) plzyk2_1

Time span of variable



No.	Name	Label	Survey period	Survey frequency
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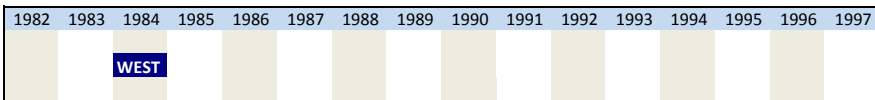
4.9.5) plzyk3 phase between product idea and market launch shortened West 1984 once

Wording of question

1984
VII. Product life cycle
 During the last 5 years this period of phases from
 product idea to market launch [] [1] shortened

Further information

Time span of variable



No.	Name	Label	Survey period	Survey frequency
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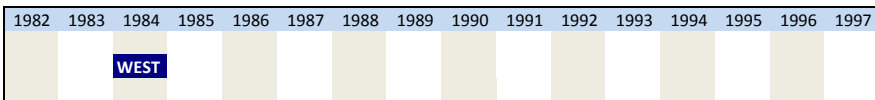
4.9.6) plzyk4 phase between product idea and market launch unchanged West 1984 once

Wording of question

1984
VII. Product life cycle
 During the last 5 years this period of phases from
 product idea to market launch [] [1] did not change

Further information

Time span of variable



No.	Name	Label	Survey period	Survey frequency
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4.9.7) plzyk5 phase between product idea and market launch longer West 1984 once

Wording of question

1984 VII. Product life cycle During the last 5 years this period of phases from product idea to market launch <input type="text"/> (1) was extended	Further information
Time span of variable	
1982 1983 1984 1985 1986 1987 1988 1989 1990 1991 1992 1993 1994 1995 1996 1997	

No.	Name	Label	Survey period	Survey frequency
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4.9.8) plzyk6 phase betw. market launch and product improv./abandoning: shortened West 1984 once

Wording of question

1984 VII. Product life cycle During the last 5 years this period of phases from market launch to product improvement or abandoning of the product <input type="text"/> (1) shortened	Further information
Time span of variable	
1982 1983 1984 1985 1986 1987 1988 1989 1990 1991 1992 1993 1994 1995 1996 1997	

No.	Name	Label	Survey period	Survey frequency
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4.9.9) plzyk7 phase betw. market launch and product improv./abandoning: unchanged West 1984 once

Wording of question

1984 VII. Product life cycle During the last 5 years this period of phases from market launch to product improvement or abandoning of the product <input type="text"/> (1) did not change	Further information
Time span of variable	
1982 1983 1984 1985 1986 1987 1988 1989 1990 1991 1992 1993 1994 1995 1996 1997	

No.	Name	Label	Survey period	Survey frequency
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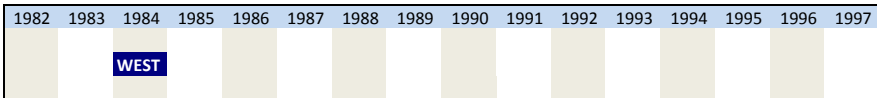
4.9.10) plzyk8 phase betw. market launch and product improv./abandoning: longer West 1984 once

Wording of question

1984 VII. Product life cycle During the last 5 years this period of phases from	Further information
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market launch to product improvement or abandoning of the product [1] was extended

Time span of variable



No.	Name	Label	Survey period	Survey frequency
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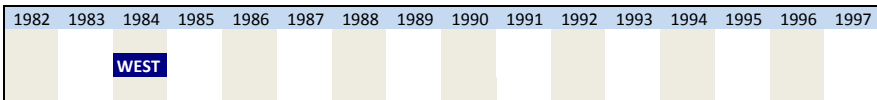
4.9.11) plzyk9 reason for change of plzyk1_1 phase: technological progress West 1984 once

Wording of question

1984
VII. Product life cycle
 Primary reason for the change of periods of phase [...] was
 product idea to market launch [1] technological progress

Further information

Time span of variable



No.	Name	Label	Survey period	Survey frequency
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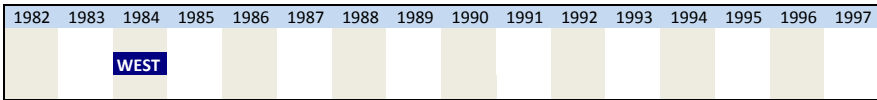
4.9.12) plzyk10 reason for change of plzyk1_1 phase: changed behaviour of consumers West 1984 once

Wording of question

1984
VII. Product life cycle
 Primary reason for the change of periods of phase [...] was
 product idea to market launch [1] changed behaviour of consumers

Further information

Time span of variable



No.	Name	Label	Survey period	Survey frequency
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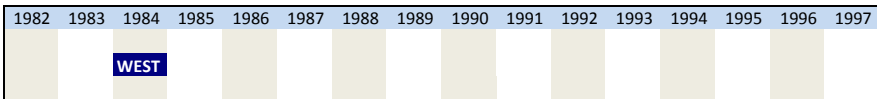
4.9.13) plzyk11 reason for change of plzyk1_1 phase: domestic competition West 1984 once

Wording of question

1984
VII. Product life cycle
 Primary reason for the change of periods of phase [...] was
 product idea to market launch [1] domestic competition

Further information

Time span of variable



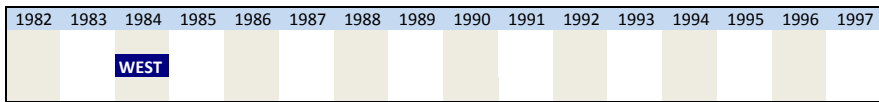
No.	Name	Label	Survey period	Survey frequency
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4.9.14) plzyk12 reason for change of plzyk1_1 phase: foreign competition West 1984 once

Wording of question

1984 VII. Product life cycle Primary reason for the change of periods of phase [...] was product idea to market launch <input type="checkbox"/> [1] foreign competition	Further information
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Time span of variable



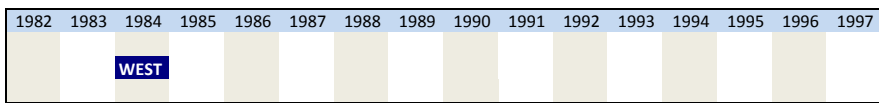
No.	Name	Label	Survey period	Survey frequency
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4.9.15) plzyk13 reason for change of plzyk1_1 phase: legal regulations West 1984 once

Wording of question

1984 VII. Product life cycle Primary reason for the change of periods of phase [...] was product idea to market launch <input type="checkbox"/> [1] legal regulations	Further information
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Time span of variable



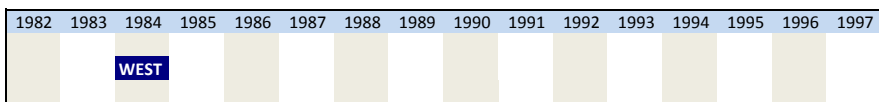
No.	Name	Label	Survey period	Survey frequency
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4.9.16) plzyk14 reason for change of plzyk2_1 phase: technological progress West 1984 once

Wording of question

1984 VII. Product life cycle Primary reason for the change of periods of phase [...] was market launch to product improvement or abandoning of the product <input type="checkbox"/> [1] technological progress	Further information
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Time span of variable



No.	Name	Label	Survey period	Survey frequency
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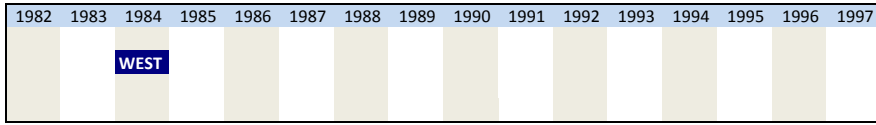
4.9.17) plzyk15 reason for change of plzyk2_1 phase: changed behaviour of consumers West 1984 once

Wording of question

1984 VII. Product life cycle Primary reason for the change of periods of phase [...] was	Further information
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market launch to product improvement or abandoning of the product [1] changed behaviour of consumers

Time span of variable



No.	Name	Label	Survey period	Survey frequency
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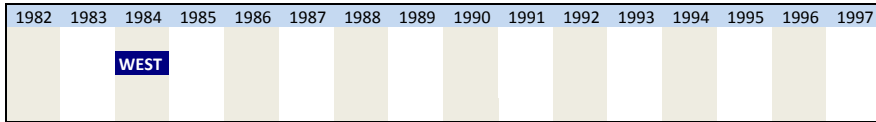
4.9.18)	plzyk16	reason for change of plzyk2_1 phase: domestic competition	West 1984	once
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Wording of question

1984
VII. Product life cycle
Primary reason for the change of periods of phase [...] was
market launch to product improvement or abandoning of the product [1] domestic competition

Further information

Time span of variable



No.	Name	Label	Survey period	Survey frequency
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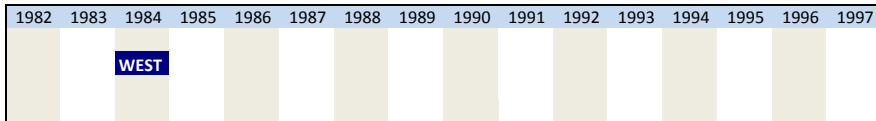
4.9.19)	plzyk17	reason for change of plzyk2_1 phase: foreign competition	West 1984	once
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Wording of question

1984
VII. Product life cycle
Primary reason for the change of periods of phase [...] was
market launch to product improvement or abandoning of the product [1] foreign competition

Further information

Time span of variable



No.	Name	Label	Survey period	Survey frequency
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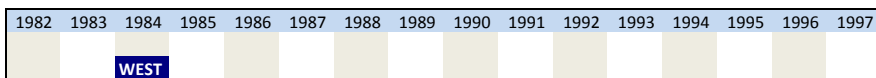
4.9.20)	plzyk18	reason for change of plzyk2_1 phase: legal regulations	West 1984	once
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Wording of question

1984
VII. Product life cycle
Primary reason for the change of periods of phase [...] was
market launch to product improvement or abandoning of the product [1] legal regulations

Further information

Time span of variable





4.10 R&D strategies

No.	Name	Label	Survey period	Survey frequency
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4.10.1) fues1 R&D realised by internal R&D division West 1985 once

Wording of question

<p>1985 VII. R&D - strategies The necessary R&D for our intermediate-term scheduled innovation activities were executed by</p> <p style="text-align: center;">internal R&D division <input type="text"/> [1]</p>	<p>Further information</p>																																
<p>Time span of variable</p>																																	
<table border="1" style="width: 100%; text-align: center;"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;">WEST</td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td> </tr> </table>		1982	1983	1984	1985	1986	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996	1997				WEST												
1982	1983	1984	1985	1986	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996	1997																		
			WEST																														

No.	Name	Label	Survey period	Survey frequency
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4.10.2) fues2 R&D realised by central internal R&D institution, domestic West 1985 once

Wording of question

<p>1985 VII. R&D - strategies The necessary R&D for our intermediate-term scheduled innovation activities were executed by</p> <p style="text-align: center;">central internal R&D institution <input type="text"/> [1]</p>	<p>Further information</p>																																
<p>Time span of variable</p>																																	
<table border="1" style="width: 100%; text-align: center;"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;">WEST</td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td> </tr> </table>		1982	1983	1984	1985	1986	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996	1997				WEST												
1982	1983	1984	1985	1986	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996	1997																		
			WEST																														

No.	Name	Label	Survey period	Survey frequency
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4.10.3) fues3 R&D realised by central internal R&D institution, foreign West 1985 once

Wording of question

<p>1985 VII. R&D - strategies The necessary R&D for our intermediate-term scheduled innovation activities were executed by</p> <p style="text-align: center;">central internal R&D institution <input type="text"/> [1]</p>	<p>Further information</p>																																
<p>Time span of variable</p>																																	
<table border="1" style="width: 100%; text-align: center;"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;">WEST</td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td> </tr> </table>		1982	1983	1984	1985	1986	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996	1997				WEST												
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			WEST																														

No.	Name	Label	Survey period	Survey frequency
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Wording of question

1985 VII. R&D - strategies Are there any contractual R&D cooperations with other companies? If yes: Are those companies with the same range of products? <input type="checkbox"/> [1]	Further information																																
Time span of variable																																	
<table border="1"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td></td><td></td><td></td><td style="background-color: #000080; color: white; text-align: center;">WEST</td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td> </tr> </table>		1982	1983	1984	1985	1986	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996	1997				WEST												
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			WEST																														

No.	Name	Label	Survey period	Survey frequency
4.10.15)	fues15	R&D cooperations with other companies with different range of products	West 1985	once

Wording of question

1985 VII. R&D - strategies Are there any contractual R&D cooperations with other companies? If yes: Are those companies with a different range of products? <input type="checkbox"/> [1]	Further information																																
Time span of variable																																	
<table border="1"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td></td><td></td><td></td><td style="background-color: #000080; color: white; text-align: center;">WEST</td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td> </tr> </table>		1982	1983	1984	1985	1986	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996	1997				WEST												
1982	1983	1984	1985	1986	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996	1997																		
			WEST																														

4.11 Innovation risks

No.	Name	Label	Survey period	Survey frequency
4.11.1)	innrisk1	current innovation risks due to plagiarism	West 1985	once

Wording of question

1985 VIII. Innovation risks The success of our innovation is impaired by lack of design protection (plagiarism yes <input type="checkbox"/> [1] ^{currently}	Further information																																
Time span of variable																																	
<table border="1"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td></td><td></td><td></td><td style="background-color: #000080; color: white; text-align: center;">WEST</td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td> </tr> </table>		1982	1983	1984	1985	1986	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996	1997				WEST												
1982	1983	1984	1985	1986	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996	1997																		
			WEST																														

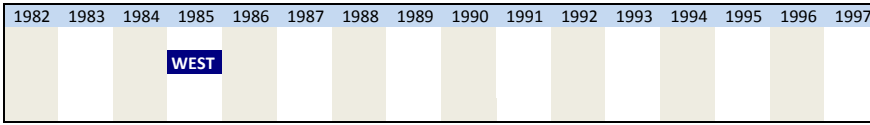
No.	Name	Label	Survey period	Survey frequency
4.11.2)	innrisk2	current innovation risks due to product liability risks	West 1985	once

Wording of question

1985 VIII. Innovation risks The success of our innovation is impaired by currently	Further information
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product liability risks yes [1]

Time span of variable



No.	Name	Label	Survey period	Survey frequency
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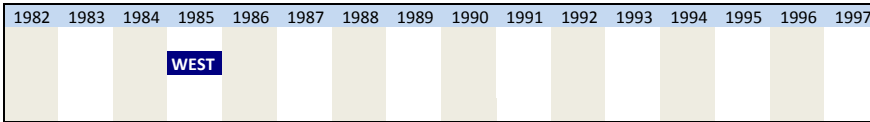
4.11.3) innrisk3 no current innovation risks due to plagiarism West 1985 once

Wording of question

1985
VIII. Innovation risks
 The success of our innovation is impaired by
 lack of design protection (plagiarism no) currently [1]

Further information

Time span of variable



No.	Name	Label	Survey period	Survey frequency
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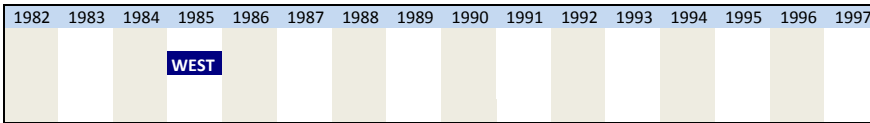
4.11.4) innrisk4 no current innovation risks due to product liability risks West 1985 once

Wording of question

1985
VIII. Innovation risks
 The success of our innovation is impaired by
 product liability risks no currently [1]

Further information

Time span of variable



No.	Name	Label	Survey period	Survey frequency
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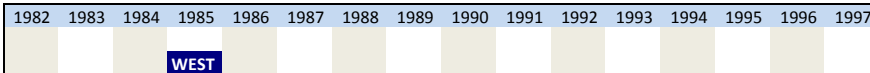
4.11.5) innrisk5 innovation risks due to plagiarism in the next 5 years West 1985 once

Wording of question

1985
VIII. Innovation risks
 The success of our innovation is impaired by
 lack of design protection (plagiarism yes) during the next 5 years [1]

Further information

Time span of variable





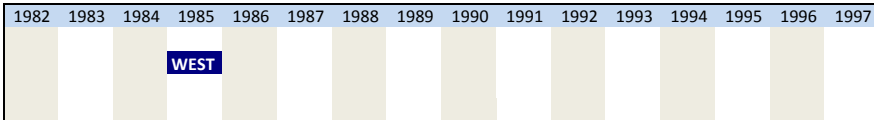
No.	Name	Label	Survey period	Survey frequency
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4.11.6) innrisk6 innovation risks due to product liability risks in the next 5 years West 1985 once

Wording of question

<p>1985 VIII. Innovation risks The success of our innovation is impaired by product liability risks during the next 5 years yes <input type="checkbox"/> [1]</p>	Further information
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Time span of variable



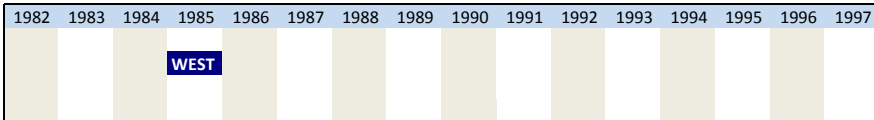
No.	Name	Label	Survey period	Survey frequency
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4.11.7) innrisk7 no innovation risks due to plagiarism in the next 5 years West 1985 once

Wording of question

<p>1985 VIII. Innovation risks The success of our innovation is impaired by lack of design protection (plagiarism no) during the next 5 years <input type="checkbox"/> [1]</p>	Further information
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Time span of variable



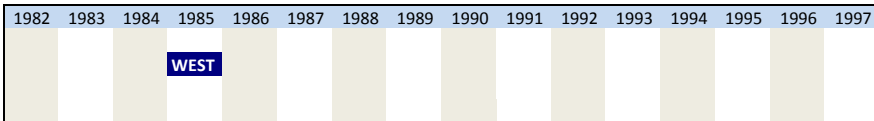
No.	Name	Label	Survey period	Survey frequency
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4.11.8) innrisk8 no innovation risks due to product liability risks in the next 5 years West 1985 once

Wording of question

<p>1985 VIII. Innovation risks The success of our innovation is impaired by product liability risks no during the next 5 years <input type="checkbox"/> [1]</p>	Further information
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Time span of variable



4.12 Sales structure of product innovations

No.	Name	Label	Survey period	Survey frequency
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4.12.1) avp1 share of new product in total revenue in % West 1986 once

Wording of question

<p>1986 VI. Sales structure of product innovations Products that were newly taken into the product program since business year 1981 had a share of [...] to the whole sales of the product line in 1986 _____ %</p>	<p>Further information</p>
<p>Time span of variable</p>	

No.	Name	Label	Survey period	Survey frequency
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4.12.2) avp2 sales of new products in agriculture and forestry West 1986 once

Wording of question

<p>1986 VI. Sales structure of product innovations During the last 5 years the sales of these new products were distributed on average among a) domestic sectors (please tick off the applicable branches within the sector)</p> <p>1 <input type="checkbox"/> [1] agriculture and forestry <input checked="" type="checkbox"/> fishing industry</p>	<p>Further information</p>
<p>Time span of variable</p>	

No.	Name	Label	Survey period	Survey frequency
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4.12.3) avp3 sales of new products in fishing sector West 1986 once

Wording of question

<p>1986 VI. Sales structure of product innovations During the last 5 years the sales of these new products were distributed on average among a) domestic sectors (please tick off the applicable branches within the sector)</p> <p>1 <input checked="" type="checkbox"/> agriculture and forestry <input type="checkbox"/> [1] fishing industry</p>	<p>Further information</p>
<p>Time span of variable</p>	

No.	Name	Label	Survey period	Survey frequency
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4.12.4) avpproz1 share of new products sold to agriculture etc. in total sales of new products West 1986 once

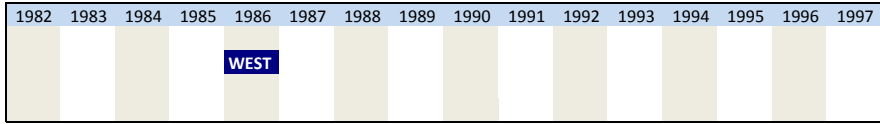
Wording of question

<p>1986 VI. Sales structure of product innovations</p>	<p>Further information</p>
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During the last 5 years the share of sales of these new products were (estimates are sufficient)
a) domestic sectors (please tick off the applicable branches within the sector)

1 agriculture and forestry _____ %
 fishing industry _____ %

Time span of variable



No.	Name	Label	Survey period	Survey frequency
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4.12.5) avp4 sales of new products in energy sector West 1986 once

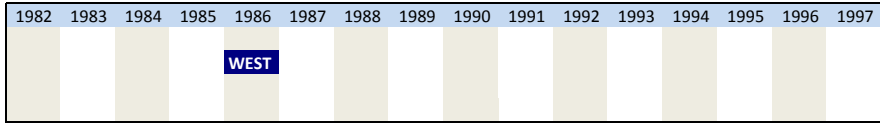
Wording of question

1986
VI. Sales structure of product innovations
 During the last 5 years the sales of these new products were distributed on average among
a) domestic sectors (please tick off the applicable branches within the sector)

2 [1] power supply water supply mining

Further information

Time span of variable



No.	Name	Label	Survey period	Survey frequency
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4.12.6) avp5 sales of new products in water supply sector West 1986 once

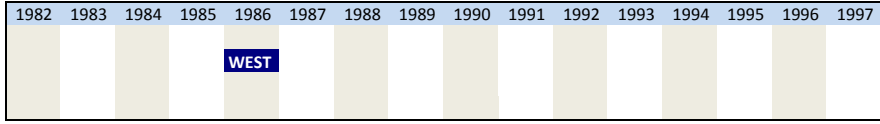
Wording of question

1986
VI. Sales structure of product innovations
 During the last 5 years the sales of these new products were distributed on average among
a) domestic sectors (please tick off the applicable branches within the sector)

2 power supply [1] water supply mining

Further information

Time span of variable



No.	Name	Label	Survey period	Survey frequency
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4.12.7) avp6 sales of new products in mining sector West 1986 once

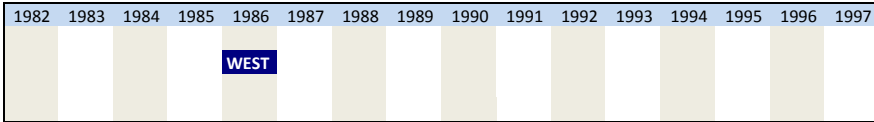
Wording of question

1986
VI. Sales structure of product innovations
 During the last 5 years the sales of these new products were distributed on average among
a) domestic sectors (please tick off the applicable branches within the sector)

2 power supply water supply [1] mining

Further information

Time span of variable



No.	Name	Label	Survey period	Survey frequency
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4.12.8) **avproz2** share of new products sold to energy sector etc. in total sales of new products **West 1986** **once**

Wording of question

<p>1986</p> <p>VI. Sales structure of product innovations</p> <p>During the last 5 years the share of sales of these new products were (estimates are sufficient)</p> <p>a) domestic sectors (please tick off the applicable branches within the sector)</p> <p>2</p> <table style="border: none;"> <tr> <td style="border: 1px solid black; width: 15px; height: 15px;"></td> <td style="padding-left: 5px;">power supply</td> <td style="width: 100px;"></td> <td style="border: none;">_____ %</td> </tr> <tr> <td style="border: 1px solid black; width: 15px; height: 15px;"></td> <td style="padding-left: 5px;">water supply</td> <td></td> <td></td> </tr> <tr> <td style="border: 1px solid black; width: 15px; height: 15px;"></td> <td style="padding-left: 5px;">mining</td> <td></td> <td></td> </tr> </table>		power supply		_____ %		water supply				mining			<p>Further information</p>
	power supply		_____ %										
	water supply												
	mining												
<p>Time span of variable</p>													

No.	Name	Label	Survey period	Survey frequency
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4.12.9) **avp7** sales of new products in chemical industry **West 1986** **once**

Wording of question

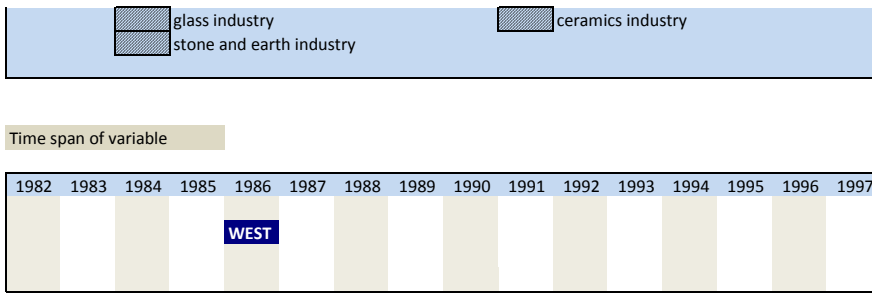
<p>1986</p> <p>VI. Sales structure of product innovations</p> <p>During the last 5 years the sales of these new products were distributed on average among</p> <p>a) domestic sectors (please tick off the applicable branches within the sector)</p> <p>3</p> <table style="border: none;"> <tr> <td style="border: 1px solid black; width: 15px; height: 15px;"></td> <td style="padding-left: 5px;">[1] chemical industry</td> <td style="border: 1px solid black; width: 15px; height: 15px;"></td> <td style="padding-left: 5px;">oil industry</td> </tr> <tr> <td style="border: 1px solid black; width: 15px; height: 15px;"></td> <td style="padding-left: 5px;">rubber industry</td> <td style="border: 1px solid black; width: 15px; height: 15px;"></td> <td style="padding-left: 5px;">plastics industry</td> </tr> <tr> <td style="border: 1px solid black; width: 15px; height: 15px;"></td> <td style="padding-left: 5px;">glass industry</td> <td style="border: 1px solid black; width: 15px; height: 15px;"></td> <td style="padding-left: 5px;">ceramics industry</td> </tr> <tr> <td style="border: 1px solid black; width: 15px; height: 15px;"></td> <td style="padding-left: 5px;">stone and earth industry</td> <td></td> <td></td> </tr> </table>		[1] chemical industry		oil industry		rubber industry		plastics industry		glass industry		ceramics industry		stone and earth industry			<p>Further information</p>
	[1] chemical industry		oil industry														
	rubber industry		plastics industry														
	glass industry		ceramics industry														
	stone and earth industry																
<p>Time span of variable</p>																	

No.	Name	Label	Survey period	Survey frequency
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4.12.10) **avp8** sales of new products in oil industry **West 1986** **once**

Wording of question

<p>1986</p> <p>VI. Sales structure of product innovations</p> <p>During the last 5 years the sales of these new products were distributed on average among</p> <p>a) domestic sectors (please tick off the applicable branches within the sector)</p> <p>3</p> <table style="border: none;"> <tr> <td style="border: 1px solid black; width: 15px; height: 15px;"></td> <td style="padding-left: 5px;">chemical industry</td> <td style="border: 1px solid black; width: 15px; height: 15px;"></td> <td style="padding-left: 5px;">[1] oil industry</td> </tr> <tr> <td style="border: 1px solid black; width: 15px; height: 15px;"></td> <td style="padding-left: 5px;">rubber industry</td> <td style="border: 1px solid black; width: 15px; height: 15px;"></td> <td style="padding-left: 5px;">plastics industry</td> </tr> </table>		chemical industry		[1] oil industry		rubber industry		plastics industry	<p>Further information</p>
	chemical industry		[1] oil industry						
	rubber industry		plastics industry						



No.	Name	Label	Survey period	Survey frequency
4.12.11)	avp9	sales of new products in the rubber industry	West 1986	once

Wording of question

1986

VI. Sales structure of product innovations

During the last 5 years the sales of these new products were distributed on average among

a) domestic sectors (please tick off the applicable branches within the sector)

3

<table style="width: 100%; border-collapse: collapse;"> <tr> <td style="width: 20px;"><input type="checkbox"/></td> <td>chemical industry</td> <td style="width: 20px;"><input type="checkbox"/></td> <td>oil industry</td> </tr> <tr> <td><input type="checkbox"/></td> <td>[1] rubber industry</td> <td><input type="checkbox"/></td> <td>plastics industry</td> </tr> <tr> <td><input type="checkbox"/></td> <td>glass industry</td> <td><input type="checkbox"/></td> <td>ceramics industry</td> </tr> <tr> <td><input type="checkbox"/></td> <td>stone and earth industry</td> <td></td> <td></td> </tr> </table>	<input type="checkbox"/>	chemical industry	<input type="checkbox"/>	oil industry	<input type="checkbox"/>	[1] rubber industry	<input type="checkbox"/>	plastics industry	<input type="checkbox"/>	glass industry	<input type="checkbox"/>	ceramics industry	<input type="checkbox"/>	stone and earth industry			
<input type="checkbox"/>	chemical industry	<input type="checkbox"/>	oil industry														
<input type="checkbox"/>	[1] rubber industry	<input type="checkbox"/>	plastics industry														
<input type="checkbox"/>	glass industry	<input type="checkbox"/>	ceramics industry														
<input type="checkbox"/>	stone and earth industry																

Time span of variable

Further information

No.	Name	Label	Survey period	Survey frequency
4.12.12)	avp10	sales of new products in plastics industry	West 1986	once

Wording of question

1986

VI. Sales structure of product innovations

During the last 5 years the sales of these new products were distributed on average among

a) domestic sectors (please tick off the applicable branches within the sector)

3

<table style="width: 100%; border-collapse: collapse;"> <tr> <td style="width: 20px;"><input type="checkbox"/></td> <td>chemical industry</td> <td style="width: 20px;"><input type="checkbox"/></td> <td>oil industry</td> </tr> <tr> <td><input type="checkbox"/></td> <td>rubber industry</td> <td><input type="checkbox"/></td> <td>[1] plastics industry</td> </tr> <tr> <td><input type="checkbox"/></td> <td>glass industry</td> <td><input type="checkbox"/></td> <td>ceramics industry</td> </tr> <tr> <td><input type="checkbox"/></td> <td>stone and earth industry</td> <td></td> <td></td> </tr> </table>	<input type="checkbox"/>	chemical industry	<input type="checkbox"/>	oil industry	<input type="checkbox"/>	rubber industry	<input type="checkbox"/>	[1] plastics industry	<input type="checkbox"/>	glass industry	<input type="checkbox"/>	ceramics industry	<input type="checkbox"/>	stone and earth industry			
<input type="checkbox"/>	chemical industry	<input type="checkbox"/>	oil industry														
<input type="checkbox"/>	rubber industry	<input type="checkbox"/>	[1] plastics industry														
<input type="checkbox"/>	glass industry	<input type="checkbox"/>	ceramics industry														
<input type="checkbox"/>	stone and earth industry																

Time span of variable

Further information

No.	Name	Label	Survey period	Survey frequency
4.12.13)	avp11	sales of new products in glass industry	West 1986	once

Wording of question

1986

VI. Sales structure of product innovations

During the last 5 years the sales of these new products were distributed on average among

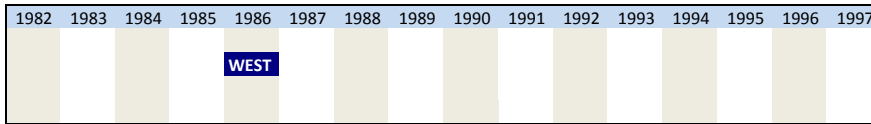
a) domestic sectors (please tick off the applicable branches within the sector)

Further information

3

<input type="checkbox"/>	chemical industry	<input type="checkbox"/>	oil industry
<input type="checkbox"/>	rubber industry	<input type="checkbox"/>	plastics industry
<input type="checkbox"/>	[1] glass industry	<input type="checkbox"/>	ceramics industry
<input type="checkbox"/>	stone and earth industry		

Time span of variable



No.	Name	Label	Survey period	Survey frequency
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4.12.14) avp12 sales of new products in the ceramics industry West 1986 once

Wording of question

1986

VI. Sales structure of product innovations
 During the last 5 years the sales of these new products were distributed on average among

a) domestic sectors (please tick off the applicable branches within the sector)

3

<input type="checkbox"/>	chemical industry	<input type="checkbox"/>	oil industry
<input type="checkbox"/>	rubber industry	<input type="checkbox"/>	plastics industry
<input type="checkbox"/>	glass industry	<input type="checkbox"/>	[1] ceramics industry
<input type="checkbox"/>	stone and earth industry		

Further information

Time span of variable

No.	Name	Label	Survey period	Survey frequency
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4.12.15) avp13 sales of new products in stone and earth industry West 1986 once

Wording of question

1986

VI. Sales structure of product innovations
 During the last 5 years the sales of these new products were distributed on average among

a) domestic sectors (please tick off the applicable branches within the sector)

3

<input type="checkbox"/>	chemical industry	<input type="checkbox"/>	oil industry
<input type="checkbox"/>	rubber industry	<input type="checkbox"/>	plastics industry
<input type="checkbox"/>	glass industry	<input type="checkbox"/>	ceramics industry
<input type="checkbox"/>	[1] stone and earth industry		

Further information

Time span of variable

No.	Name	Label	Survey period	Survey frequency
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4.12.16) avpro3 share of new products sold to chemical industry etc. in total sales of new product West 1986 once

Wording of question

1986

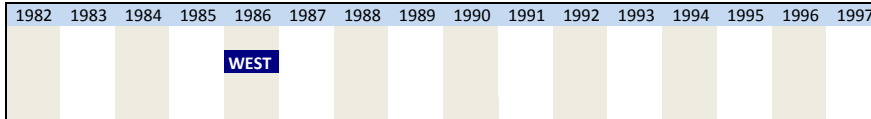
Further information

VI. Sales structure of product innovations
 During the last 5 years the share of sales of these new products were (estimates are sufficient)
a) domestic sectors (please tick off the applicable branches within the sector)

3

- chemical industry
- oil industry
- rubber industry
- plastics industry
- glass industry
- ceramics industry
- stone and earth industry _____ %

Time span of variable



No.	Name	Label	Survey period	Survey frequency
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4.12.17) avp14 sales of new products in iron and steel producing industry West 1986 once

Wording of question

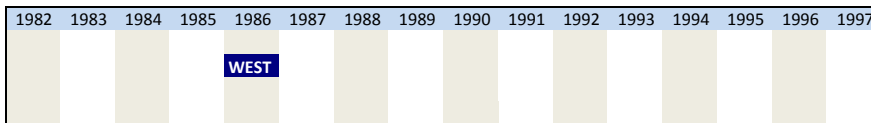
1986
VI. Sales structure of product innovations
 During the last 5 years the sales of these new products were distributed on average among
a) domestic sectors (please tick off the applicable branches within the sector)

4

- [1] iron and steel producing industry
- metal production industry
- foundry industry
- drawing plant sector

Further information

Time span of variable



No.	Name	Label	Survey period	Survey frequency
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4.12.18) avp15 sales of new products in metal production industry West 1986 once

Wording of question

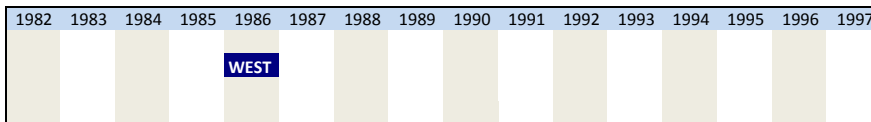
1986
VI. Sales structure of product innovations
 During the last 5 years the sales of these new products were distributed on average among
a) domestic sectors (please tick off the applicable branches within the sector)

4

- iron and steel producing industry
- [1] metal production industry
- foundry industry
- drawing plant sector

Further information

Time span of variable



No.	Name	Label	Survey period	Survey frequency
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4.12.19) avp16 sales of new products in foundry industry West 1986 once

Wording of question

1986

VI. Sales structure of product innovations
 During the last 5 years the sales of these new products were distributed on average among

a) domestic sectors (please tick off the applicable branches within the sector)

4 iron and steel producing industry metal production industry
 [1] foundry industry drawing plant sector

Time span of variable

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

WEST

Further information

No.	Name	Label	Survey period	Survey frequency
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4.12.20) avp17 sales of new products in drawing plant sector West 1986 once

Wording of question

1986

VI. Sales structure of product innovations
 During the last 5 years the sales of these new products were distributed on average among

a) domestic sectors (please tick off the applicable branches within the sector)

4 iron and steel producing industry metal production industry
 foundry industry [1] drawing plant sector

Time span of variable

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

WEST

Further information

No.	Name	Label	Survey period	Survey frequency
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4.12.21) avpproz4 share of new products sold to metal production industry in total sales of new pro West 1986 once

Wording of question

1986

VI. Sales structure of product innovations
 During the last 5 years the share of sales of these new products were (estimates are sufficient)

a) domestic sectors (please tick off the applicable branches within the sector)

4 iron and steel producing industry
 metal production industry
 foundry industry
 drawing plant sector _____%

Time span of variable

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

WEST

Further information

No.	Name	Label	Survey period	Survey frequency
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4.12.22) avp18 sales of new products in steel construction industry West 1986 once

Wording of question

1986

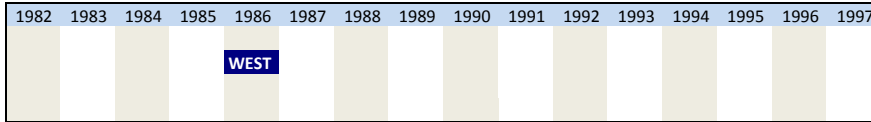
VI. Sales structure of product innovations

Further information

During the last 5 years the sales of these new products were distributed on average among
a) domestic sectors (please tick off the applicable branches within the sector)

5 [1] steel construction industry machine building industry
 vehicle building industry office and data processing equipment-sector

Time span of variable



No.	Name	Label	Survey period	Survey frequency
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4.12.23) avp19 sales of new products in machine building industry West 1986 once

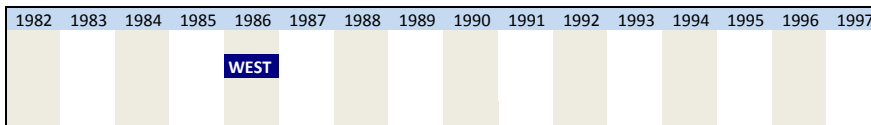
Wording of question

1986
VI. Sales structure of product innovations
 During the last 5 years the sales of these new products were distributed on average among
a) domestic sectors (please tick off the applicable branches within the sector)

5 steel construction industry [1] machine building industry
 vehicle building industry office and data processing equipment-sector

Further information

Time span of variable



No.	Name	Label	Survey period	Survey frequency
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4.12.24) avp20 sales of new products in vehicle building industry West 1986 once

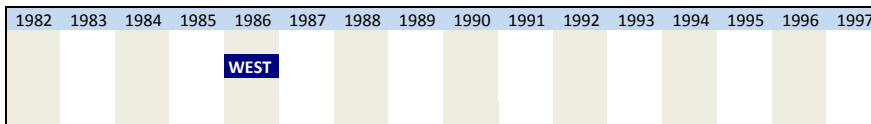
Wording of question

1986
VI. Sales structure of product innovations
 During the last 5 years the sales of these new products were distributed on average among
a) domestic sectors (please tick off the applicable branches within the sector)

5 steel construction industry machine building industry
 [1] vehicle building industry office and data processing equipment-sector

Further information

Time span of variable







No.	Name	Label	Survey period	Survey frequency
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4.12.25) avp21 sales of new products in office and data processing equipment-sector West 1986 once

Wording of question

1986
VI. Sales structure of product innovations
 During the last 5 years the sales of these new products were distributed on average among
a) domestic sectors (please tick off the applicable branches within the sector)

Further information

5  steel construction industry  machine building industry
 vehicle building industry  [1] office and data processing equipment-sector

Time span of variable





1982	1983	1984	1985	1986	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996	1997
				WEST											

No.	Name	Label	Survey period	Survey frequency
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4.12.26) avpproz5 share of new products sold to steel construction industry etc. in total sales of new West 1986 once

Wording of question

1986
VI. Sales structure of product innovations
 During the last 5 years the share of sales of these new products were (estimates are sufficient)
a) domestic sectors (please tick off the applicable branches within the sector)

5  steel construction industry
 machine building industry
 vehicle building industry
 office and data processing equipmer _____ %

Time span of variable

1982	1983	1984	1985	1986	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996	1997
				WEST											





Further information

No.	Name	Label	Survey period	Survey frequency
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4.12.27) avp22 sales of new products in electrical engineering West 1986 once

Wording of question

1986
VI. Sales structure of product innovations
 During the last 5 years the sales of these new products were distributed on average among
a) domestic sectors (please tick off the applicable branches within the sector)

6  [1] electrical engineering  fine mechanics, optics, watches sector
 iron (sheet)/ metal goods  instruments, toys, sports equipment, jewelry sector

Time span of variable

1982	1983	1984	1985	1986	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996	1997
				WEST											





Further information

No.	Name	Label	Survey period	Survey frequency
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4.12.28) avp23 sales of new products in fine mechanics, optics, watches sector West 1986 once

Wording of question

1986
VI. Sales structure of product innovations
 During the last 5 years the sales of these new products were distributed on average among
a) domestic sectors (please tick off the applicable branches within the sector)

6  electrical engineering  [1] fine mechanics, optics, watches sector
 iron (sheet)/ metal goods  instruments, toys, sports equipment, jewelry sector

Further information

Time span of variable																
1982	1983	1984	1985	1986	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996	1997	
				WEST												

No.	Name	Label	Survey period	Survey frequency
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4.12.29) avp24 sales of new products in iron (sheet)/ metal goods West 1986 once

Wording of question

<p>1986</p> <p>VI. Sales structure of product innovations</p> <p>During the last 5 years the sales of these new products were distributed on average among</p> <p>a) domestic sectors (please tick off the applicable branches within the sector)</p> <p>6 <input checked="" type="checkbox"/> electrical engineering <input checked="" type="checkbox"/> fine mechanics, optics, watches sector</p> <p><input checked="" type="checkbox"/> [1] iron (sheet)/ metal goods <input type="checkbox"/> instruments, toys, sports equipment, jewelry sector</p>	Further information																																
Time span of variable																																	
<table border="1"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td></td><td></td><td></td><td></td><td>WEST</td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td> </tr> </table>		1982	1983	1984	1985	1986	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996	1997					WEST											
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				WEST																													

No.	Name	Label	Survey period	Survey frequency
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4.12.30) avp25 sales of new products in instruments, toys, sports equipment, jewelry sector West 1986 once

Wording of question

<p>1986</p> <p>VI. Sales structure of product innovations</p> <p>During the last 5 years the sales of these new products were distributed on average among</p> <p>a) domestic sectors (please tick off the applicable branches within the sector)</p> <p>6 <input checked="" type="checkbox"/> electrical engineering <input checked="" type="checkbox"/> fine mechanics, optics, watches sector</p> <p><input checked="" type="checkbox"/> iron (sheet)/ metal goods <input type="checkbox"/> [1] instruments, toys, sports equipment, jewelry sector</p>	Further information																																
Time span of variable																																	
<table border="1"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td></td><td></td><td></td><td></td><td>WEST</td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td> </tr> </table>		1982	1983	1984	1985	1986	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996	1997					WEST											
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				WEST																													

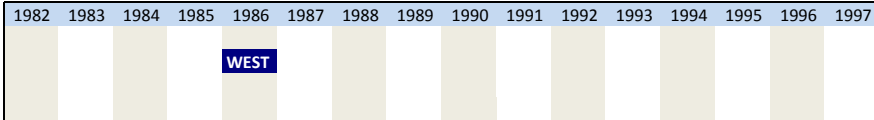
No.	Name	Label	Survey period	Survey frequency
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4.12.31) avpproz6 share of new products sold to electrical engineering industry etc. in total sales of new products West 1986 once

Wording of question

<p>1986</p> <p>VI. Sales structure of product innovations</p> <p>During the last 5 years the share of sales of these new products were (estimates are sufficient)</p> <p>a) domestic sectors (please tick off the applicable branches within the sector)</p> <p>6 <input checked="" type="checkbox"/> electrical engineering</p> <p><input checked="" type="checkbox"/> fine mechanics, optics, watches sector</p> <p><input checked="" type="checkbox"/> iron (sheet)/ metal goods</p> <p><input checked="" type="checkbox"/> instruments, toys, sports equipment, jewelry sector _____%</p>	Further information
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Time span of variable



No.	Name	Label	Survey period	Survey frequency
4.12.32)	avp26	sales of new products in the timber industry	West 1986	once

Wording of question

<p>1986</p> <p>VI. Sales structure of product innovations</p> <p>During the last 5 years the sales of these new products were distributed on average among</p> <p>a) domestic sectors (please tick off the applicable branches within the sector)</p> <p>7 <input type="checkbox"/> [1] timber industry <input type="checkbox"/> paper industry <input type="checkbox"/> printing industry</p>	Further information
<p>Time span of variable</p>	

No.	Name	Label	Survey period	Survey frequency
4.12.33)	avp27	sales of new products in paper industry	West 1986	once

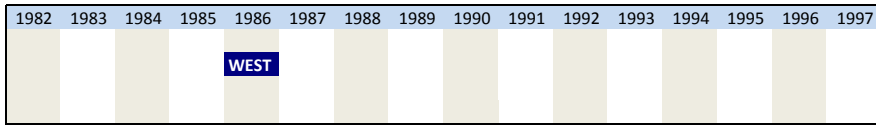
Wording of question

<p>1986</p> <p>VI. Sales structure of product innovations</p> <p>During the last 5 years the sales of these new products were distributed on average among</p> <p>a) domestic sectors (please tick off the applicable branches within the sector)</p> <p>7 <input type="checkbox"/> timber industry <input type="checkbox"/> [1] paper industry <input type="checkbox"/> printing industry</p>	Further information
<p>Time span of variable</p>	

No.	Name	Label	Survey period	Survey frequency
4.12.34)	avp28	sales of new products in printing industry	West 1986	once

Wording of question

<p>1986</p> <p>VI. Sales structure of product innovations</p> <p>During the last 5 years the sales of these new products were distributed on average among</p> <p>a) domestic sectors (please tick off the applicable branches within the sector)</p> <p>7 <input type="checkbox"/> timber industry <input type="checkbox"/> paper industry <input type="checkbox"/> [1] printing industry</p>	Further information
<p>Time span of variable</p>	



No.	Name	Label	Survey period	Survey frequency
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4.12.35) avpproz7 share of new products sold to timber industry etc. in total sales of new products West 1986 once

Wording of question

<p>1986</p> <p>VI. Sales structure of product innovations</p> <p>During the last 5 years the share of sales of these new products were (estimates are sufficient)</p> <p>a) domestic sectors (please tick off the applicable branches within the sector)</p> <p>7</p> <p><input checked="" type="checkbox"/> timber industry</p> <p><input checked="" type="checkbox"/> paper industry</p> <p><input checked="" type="checkbox"/> printing industry</p> <p>_____ %</p>	Further information
Time span of variable	

No.	Name	Label	Survey period	Survey frequency
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4.12.36) avp29 sales of new products in leather fabrication industry West 1986 once

Wording of question

<p>1986</p> <p>VI. Sales structure of product innovations</p> <p>During the last 5 years the sales of these new products were distributed on average among</p> <p>a) domestic sectors (please tick off the applicable branches within the sector)</p> <p>8</p> <p><input type="checkbox"/> [1] leather fabrication industry</p> <p><input checked="" type="checkbox"/> textile industry</p> <p><input checked="" type="checkbox"/> clothing industry</p>	Further information
Time span of variable	

No.	Name	Label	Survey period	Survey frequency
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4.12.37) avp30 sales of new products in the textile industry West 1986 once

Wording of question

<p>1986</p> <p>VI. Sales structure of product innovations</p> <p>During the last 5 years the sales of these new products were distributed on average among</p> <p>a) domestic sectors (please tick off the applicable branches within the sector)</p> <p>8</p> <p><input checked="" type="checkbox"/> leather fabrication industry</p> <p><input type="checkbox"/> [1] textile industry</p> <p><input checked="" type="checkbox"/> clothing industry</p>	Further information
Time span of variable	



No.	Name	Label	Survey period	Survey frequency
4.12.38)	avp31	sales of new products in the clothing industry	West 1986	once

Wording of question

<p>1986</p> <p>VI. Sales structure of product innovations</p> <p>During the last 5 years the sales of these new products were distributed on average among</p> <p>a) domestic sectors (please tick off the applicable branches within the sector)</p> <p>8 <input type="checkbox"/> leather fabrication industry <input type="checkbox"/> textile industry</p> <p><input checked="" type="checkbox"/> [1] clothing industry</p>	Further information
<p>Time span of variable</p> <p>1982 1983 1984 1985 1986 1987 1988 1989 1990 1991 1992 1993 1994 1995 1996 1997</p>	

No.	Name	Label	Survey period	Survey frequency
4.12.39)	avproz8	share of new products sold to leather fabrication industry etc. in total sales of new products	West 1986	once

Wording of question

<p>1986</p> <p>VI. Sales structure of product innovations</p> <p>During the last 5 years the share of sales of these new products were (estimates are sufficient)</p> <p>a) domestic sectors (please tick off the applicable branches within the sector)</p> <p>8 <input type="checkbox"/> leather fabrication industry</p> <p><input type="checkbox"/> textile industry</p> <p><input type="checkbox"/> clothing industry _____ %</p>	Further information
<p>Time span of variable</p> <p>1982 1983 1984 1985 1986 1987 1988 1989 1990 1991 1992 1993 1994 1995 1996 1997</p>	

No.	Name	Label	Survey period	Survey frequency
4.12.40)	avp32	sales of new products in food industry	West 1986	once

Wording of question

<p>1986</p> <p>VI. Sales structure of product innovations</p> <p>During the last 5 years the sales of these new products were distributed on average among</p> <p>a) domestic sectors (please tick off the applicable branches within the sector)</p> <p>9 <input checked="" type="checkbox"/> [1] food industry</p> <p><input type="checkbox"/> beverage industry <input type="checkbox"/> tobacco industry</p>	Further information
<p>Time span of variable</p> <p>1982 1983 1984 1985 1986 1987 1988 1989 1990 1991 1992 1993 1994 1995 1996 1997</p>	

No.	Name	Label	Survey period	Survey frequency
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4.12.44) avp35 sales of new products in building industry West 1986 once

Wording of question

<p>1986 VI. Sales structure of product innovations During the last 5 years the sales of these new products were distributed on average among a) domestic sectors (please tick off the applicable branches within the sector)</p> <p>10 <input type="checkbox"/> [1] building industry</p>	<p>Further information</p>																																
<p>Time span of variable</p> <table border="1"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td></td><td></td><td></td><td></td><td style="background-color: #e6f2ff;">WEST</td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td> </tr> </table>		1982	1983	1984	1985	1986	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996	1997					WEST											
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				WEST																													

No.	Name	Label	Survey period	Survey frequency
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4.12.45) avproz10 share of new products sold to building industry in total sales of new products West 1986 once

Wording of question

<p>1986 VI. Sales structure of product innovations During the last 5 years the share of sales of these new products were (estimates are sufficient) a) domestic sectors (please tick off the applicable branches within the sector)</p> <p>10 <input checked="" type="checkbox"/> building industry _____ %</p>	<p>Further information</p>																																
<p>Time span of variable</p> <table border="1"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td></td><td></td><td></td><td></td><td style="background-color: #e6f2ff;">WEST</td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td> </tr> </table>		1982	1983	1984	1985	1986	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996	1997					WEST											
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				WEST																													

No.	Name	Label	Survey period	Survey frequency
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4.12.46) avp36 sales of new products in commerce West 1986 once

Wording of question

<p>1986 VI. Sales structure of product innovations During the last 5 years the sales of these new products were distributed on average among a) domestic sectors (please tick off the applicable branches within the sector)</p> <p>11 <input type="checkbox"/> [1] commerce <input checked="" type="checkbox"/> transport sector <input checked="" type="checkbox"/> mail service sector</p>	<p>Further information</p>																																
<p>Time span of variable</p> <table border="1"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td></td><td></td><td></td><td></td><td style="background-color: #e6f2ff;">WEST</td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td> </tr> </table>		1982	1983	1984	1985	1986	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996	1997					WEST											
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				WEST																													

No.	Name	Label	Survey period	Survey frequency
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4.12.47) avp37 sales of new products in the transport sector West 1986 once

Wording of question

1986 VI. Sales structure of product innovations During the last 5 years the sales of these new products were distributed on average among a) domestic sectors (please tick off the applicable branches within the sector) 11 <input checked="" type="checkbox"/> commerce <input type="checkbox"/> [1] transport sector <input checked="" type="checkbox"/> mail service sector	Further information																																
Time span of variable																																	
<table border="1"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td></td><td></td><td></td><td></td><td style="background-color: #e6f2ff;">WEST</td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td> </tr> </table>		1982	1983	1984	1985	1986	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996	1997					WEST											
1982	1983	1984	1985	1986	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996	1997																		
				WEST																													

No.	Name	Label	Survey period	Survey frequency
4.12.48)	avp38	sales of new products in mail service sector	West 1986	once

Wording of question

1986 VI. Sales structure of product innovations During the last 5 years the sales of these new products were distributed on average among a) domestic sectors (please tick off the applicable branches within the sector) 11 <input checked="" type="checkbox"/> commerce <input checked="" type="checkbox"/> transport sector <input type="checkbox"/> [1] mail service sector	Further information																																
Time span of variable																																	
<table border="1"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td></td><td></td><td></td><td></td><td style="background-color: #e6f2ff;">WEST</td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td> </tr> </table>		1982	1983	1984	1985	1986	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996	1997					WEST											
1982	1983	1984	1985	1986	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996	1997																		
				WEST																													

No.	Name	Label	Survey period	Survey frequency
4.12.49)	avpro311	share of new products sold to commerce etc. in total sales of new products	West 1986	once

Wording of question

1986 VI. Sales structure of product innovations During the last 5 years the share of sales of these new products were (estimates are sufficient) a) domestic sectors (please tick off the applicable branches within the sector) 11 <input checked="" type="checkbox"/> commerce <input checked="" type="checkbox"/> transport sector <input checked="" type="checkbox"/> mail service sector _____ %	Further information																																
Time span of variable																																	
<table border="1"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td></td><td></td><td></td><td></td><td style="background-color: #e6f2ff;">WEST</td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td> </tr> </table>		1982	1983	1984	1985	1986	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996	1997					WEST											
1982	1983	1984	1985	1986	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996	1997																		
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No.	Name	Label	Survey period	Survey frequency
4.12.50)	avp39	sales of new products in credit sector	West 1986	once

Wording of question

1986 VI. Sales structure of product innovations During the last 5 years the sales of these new products were distributed on average among a) domestic sectors (please tick off the applicable branches within the sector) 12 <input type="checkbox"/> [1] credit sector <input checked="" type="checkbox"/> insurance industry	Further information																																
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				WEST																													

No.	Name	Label	Survey period	Survey frequency
4.12.51)	avp40	sales of new products in insurance industry	West 1986	once

Wording of question

1986 VI. Sales structure of product innovations During the last 5 years the sales of these new products were distributed on average among a) domestic sectors (please tick off the applicable branches within the sector) 12 <input checked="" type="checkbox"/> credit sector <input type="checkbox"/> [1] insurance industry	Further information																																
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No.	Name	Label	Survey period	Survey frequency
4.12.52)	avproz12	share of new products sold to credit institutes, insurances in total sales of new products	West 1986	once

Wording of question

1986 VI. Sales structure of product innovations During the last 5 years the share of sales of these new products were (estimates are sufficient) a) domestic sectors (please tick off the applicable branches within the sector) 12 <input checked="" type="checkbox"/> credit sector <input type="checkbox"/> insurance industry _____%	Further information																																
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				WEST																													

No.	Name	Label	Survey period	Survey frequency
4.12.53)	avp41	sales of new products in apartment rental sector	West 1986	once

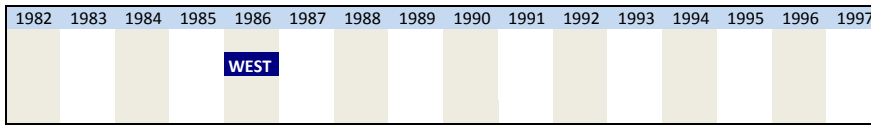
Wording of question

1986 VI. Sales structure of product innovations During the last 5 years the sales of these new products were distributed on average among	Further information
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a) domestic sectors (please tick off the applicable branches within the sector)

13 [1] apartment rental sector hospitality industry

Time span of variable



No.	Name	Label	Survey period	Survey frequency
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4.12.54) avp42 sales of new products in hospitality industry West 1986 once

Wording of question

1986

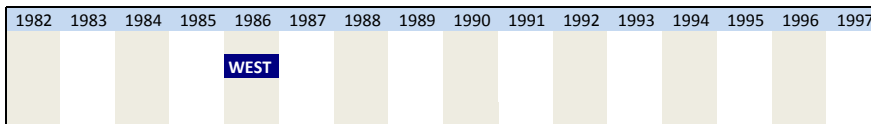
VI. Sales structure of product innovations
During the last 5 years the sales of these new products were distributed on average among

a) domestic sectors (please tick off the applicable branches within the sector)

13 apartment rental sector [1] hospitality industry

Further information

Time span of variable



No.	Name	Label	Survey period	Survey frequency
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4.12.55) avproz13 share of new products sold to apartment rental sector and hospitality industry in total sales of new products West 1986 once

Wording of question

1986

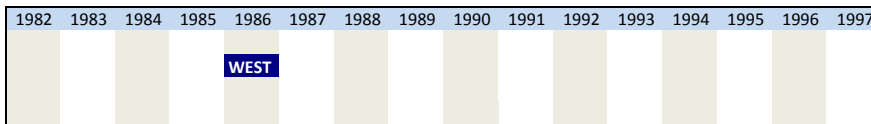
VI. Sales structure of product innovations
During the last 5 years the share of sales of these new products were (estimates are sufficient)

a) domestic sectors (please tick off the applicable branches within the sector)

12 apartment rental sector _____%
 hospitality industry _____%

Further information

Time span of variable



No.	Name	Label	Survey period	Survey frequency
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4.12.56) avp43 sales of new products to science, education, art West 1986 once

Wording of question

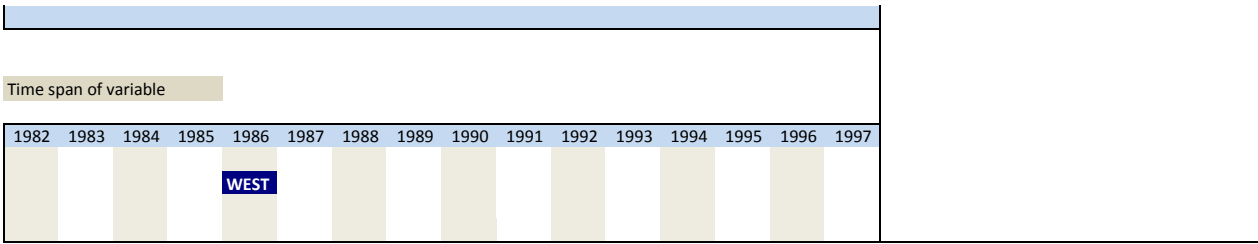
1986

VI. Sales structure of product innovations
During the last 5 years the sales of these new products were distributed on average among

a) domestic sectors (please tick off the applicable branches within the sector)

14 [1] science, education, art

Further information



No.	Name	Label	Survey period	Survey frequency
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4.12.57) avpproz14 share of new products sold to science, education, art in total sales of new prod. West 1986 once

Wording of question

<p>1986</p> <p>VI. Sales structure of product innovations</p> <p>During the last 5 years the share of sales of these new products were (estimates are sufficient)</p> <p>a) domestic sectors (please tick off the applicable branches within the sector)</p> <p>12 <input checked="" type="checkbox"/> science, education, art _____ %</p>	<p>Further information</p>
<p>Time span of variable</p>	

No.	Name	Label	Survey period	Survey frequency
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4.12.58) avp44 sales of new products to the state West 1986 once

Wording of question

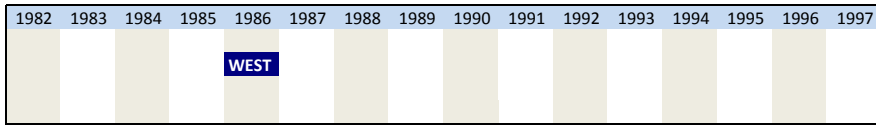
<p>1986</p> <p>VI. Sales structure of product innovations</p> <p>During the last 5 years the sales of these new products were distributed on average among</p> <p>a) domestic sectors (please tick off the applicable branches within the sector)</p> <p>15 <input type="checkbox"/> [1] state _____ %</p>	<p>Further information</p>
<p>Time span of variable</p>	

No.	Name	Label	Survey period	Survey frequency
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4.12.59) avpproz15 share of new products sold to state in total sales of new products West 1986 once

Wording of question

<p>1986</p> <p>VI. Sales structure of product innovations</p> <p>During the last 5 years the share of sales of these new products were (estimates are sufficient)</p> <p>a) domestic sectors (please tick off the applicable branches within the sector)</p> <p>12 <input checked="" type="checkbox"/> state _____ %</p>	<p>Further information</p>
<p>Time span of variable</p>	



No.	Name	Label	Survey period	Survey frequency
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4.12.60) avp45 sales of new products to private households West 1986 once

Wording of question

<p>1986</p> <p>VI. Sales structure of product innovations</p> <p>During the last 5 years the sales of these new products were distributed on average among</p> <p>a) domestic sectors (please tick off the applicable branches within the sector)</p> <p>16 <input type="text"/> [1] private households</p>	Further information
<p>Time span of variable</p>	

No.	Name	Label	Survey period	Survey frequency
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4.12.61) avproz16 share of new products sold to private households in total sales of new products West 1986 once

Wording of question

<p>1986</p> <p>VI. Sales structure of product innovations</p> <p>During the last 5 years the share of sales of these new products were (estimates are sufficient)</p> <p>a) domestic sectors (please tick off the applicable branches within the sector)</p> <p>12 <input checked="" type="checkbox"/> private households _____%</p>	Further information
<p>Time span of variable</p>	

No.	Name	Label	Survey period	Survey frequency
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4.12.62) avproz17 share of exportsd new products in total sales of new products West 1986 once

Wording of question

<p>1986</p> <p>VI. Sales structure of product innovations</p> <p>During the last 5 years the share of sales of these new products were (estimates are sufficient)</p> <p>b) exports _____%</p>	Further information
<p>Time span of variable</p>	

4.13 Innovation strategy and European internal market

No.	Name	Label	Survey period	Survey frequency
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4.13.1) **ieb1** no changes in product strategy West 1987 once

Wording of question

<p>1987 VII. Innovation strategy and European Single Market The realization of the European Single Market in 1992 triggers requirements to adjustment in various functional areas of the companies which may also have effects on the operational innovation strategy. Which of the following statements applies (multiple answers possible) product strategy <input type="checkbox"/> [1] No significant changes expected</p>	Further information
<p>Time span of variable</p>	

No.	Name	Label	Survey period	Survey frequency
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4.13.2) **ieb2** more standardised products to reduce unit costs West 1987 once

Wording of question

<p>1987 VII. Innovation strategy and European Single Market The realization of the European Single Market in 1992 triggers requirements to adjustment in various functional areas of the companies which may also have effects on the operational innovation strategy. Which of the following statements applies (multiple answers possible) product strategy <input type="checkbox"/> [1] More standardised products to reduce unit costs necessary</p>	Further information
<p>Time span of variable</p>	

No.	Name	Label	Survey period	Survey frequency
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4.13.3) **ieb3** more differentiation within array of products West 1987 once

Wording of question

<p>1987 VII. Innovation strategy and European Single Market The realization of the European Single Market in 1992 triggers requirements to adjustment in various functional areas of the companies which may also have effects on the operational innovation strategy. Which of the following statements applies (multiple answers possible) product strategy <input type="checkbox"/> [1] More country and customer specific variety of products to differentiate the array of products relative to the competition is necessary</p>	Further information
<p>Time span of variable</p>	



No.	Name	Label	Survey period	Survey frequency
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4.13.7) **ieb7** relocation of production to EC area **West 1987** once

Wording of question

<p>1987</p> <p>VII. Innovation strategy and European Single Market</p> <p>The realization of the European Single Market in 1992 triggers requirements to adjustment in various functional areas of the companies which may also have effects on the operational innovation strategy.</p> <p>Which of the following statements applies (multiple answers possible)</p> <p>production strategy</p> <p>- partial relocation of production</p> <p><input type="checkbox"/> [1] to EC area</p> <p><input type="checkbox"/> to other areas, namely _____</p>	<p>Further information</p>
<p>Time span of variable</p>	

No.	Name	Label	Survey period	Survey frequency
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4.13.8) **ieb8** relocation of production to other areas **West 1987** once

Wording of question

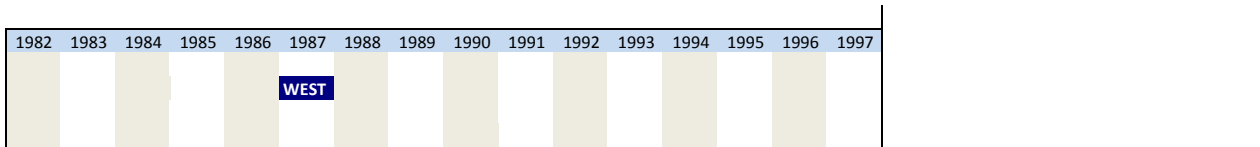
<p>1987</p> <p>VII. Innovation strategy and European Single Market</p> <p>The realization of the European Single Market in 1992 triggers requirements to adjustment in various functional areas of the companies which may also have effects on the operational innovation strategy.</p> <p>Which of the following statements applies (multiple answers possible)</p> <p>production strategy</p> <p>- partial relocation of production</p> <p><input type="checkbox"/> to EC area</p> <p><input type="checkbox"/> [1] to other areas, namely _____*</p>	<p>Further information</p> <p>* Dataset does not contain information about the exact regions where the production was partially relocated</p>
<p>Time span of variable</p>	

No.	Name	Label	Survey period	Survey frequency
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4.13.9) **ieb9** cooperation with other companies from EC **West 1987** once

Wording of question

<p>1987</p> <p>VII. Innovation strategy and European Single Market</p> <p>The realization of the European Single Market in 1992 triggers requirements to adjustment in various functional areas of the companies which may also have effects on the operational innovation strategy.</p> <p>Which of the following statements applies (multiple answers possible)</p> <p>production strategy</p> <p><input type="checkbox"/> [1] Cooperation in production with other companies from the EC area</p>	<p>Further information</p>
<p>Time span of variable</p>	



No.	Name	Label	Survey period	Survey frequency
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4.13.10) **ieb10** no changes in distribution strategy West 1987 once

Wording of question

<p>1987</p> <p>VII. Innovation strategy and European Single Market</p> <p>The realization of the European Single Market in 1992 triggers requirements to adjustment in various functional areas of the companies which may also have effects on the operational innovation strategy.</p> <p>Which of the following statements applies (multiple answers possible)</p> <p>Distribution strategy</p> <p><input type="checkbox"/> [1] No significant changes expected</p>	<p>Further information</p>
<p>Time span of variable</p>	

No.	Name	Label	Survey period	Survey frequency
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4.13.11) **ieb11** distribution in EC by expansion of internal distribution facilities West 1987 once

Wording of question

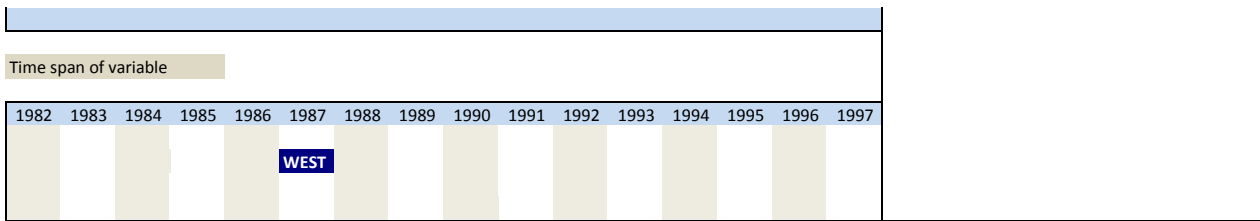
<p>1987</p> <p>VII. Innovation strategy and European Single Market</p> <p>The realization of the European Single Market in 1992 triggers requirements to adjustment in various functional areas of the companies which may also have effects on the operational innovation strategy.</p> <p>Which of the following statements applies (multiple answers possible)</p> <p>Distribution strategy</p> <p>- Distribution of products in EC is scheduled via</p> <p><input type="checkbox"/> [1] expansion of internal distribution facilities</p> <p><input type="checkbox"/> distribution systems of cooperating companies in several member states</p> <p><input type="checkbox"/> assignment of institutions outside the own sector (production oriented service companies)</p>	<p>Further information</p>
<p>Time span of variable</p>	

No.	Name	Label	Survey period	Survey frequency
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4.13.12) **ieb12** distribution in EC by distribution systems of cooperating companies West 1987 once

Wording of question

<p>1987</p> <p>VII. Innovation strategy and European Single Market</p> <p>The realization of the European Single Market in 1992 triggers requirements to adjustment in various functional areas of the companies which may also have effects on the operational innovation strategy.</p> <p>Which of the following statements applies (multiple answers possible)</p> <p>Distribution strategy</p> <p>- Distribution of products in EC is scheduled via</p> <p><input type="checkbox"/> expansion of internal distribution facilities</p> <p><input checked="" type="checkbox"/> [1] distribution systems of cooperating companies in several member states</p> <p><input type="checkbox"/> assignment of institutions outside the own sector (production oriented service companies)</p>	<p>Further information</p>
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No.	Name	Label	Survey period	Survey frequency
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4.13.13) ieb13 distribution in EC by assignment of institutions outside the own sector West 1987 once

Wording of question

<p>1987</p> <p>VII. Innovation strategy and European Single Market</p> <p>The realization of the European Single Market in 1992 triggers requirements to adjustment in various functional areas of the companies which may also have effects on the operational innovation strategy.</p> <p>Which of the following statements applies (multiple answers possible)</p> <p>Distribution strategy</p> <p>- Distribution of products in EC is scheduled via</p> <ul style="list-style-type: none"> <input type="checkbox"/> expansion of internal distribution facilities <input type="checkbox"/> distribution systems of cooperating companies in several member states <input type="checkbox"/> [1] assignment of institutions outside the own sector (production oriented service companies) 	<p>Further information</p>																																		
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No.	Name	Label	Survey period	Survey frequency
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4.13.14) ieb14 intensified participation in exhibitions within EC West 1987 once

Wording of question

<p>1987</p> <p>VII. Innovation strategy and European Single Market</p> <p>The realization of the European Single Market in 1992 triggers requirements to adjustment in various functional areas of the companies which may also have effects on the operational innovation strategy.</p> <p>Which of the following statements applies (multiple answers possible)</p> <p>Distribution strategy</p> <p><input type="checkbox"/> [1] intensified participation in exhibitions within EC</p>	<p>Further information</p>																																		
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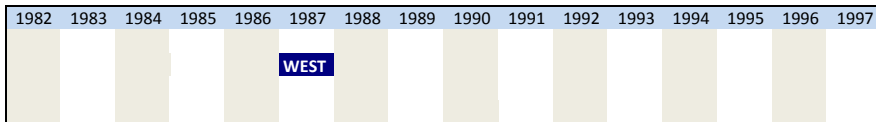
No.	Name	Label	Survey period	Survey frequency
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4.13.15) ieb15 no changes in R&D strategy West 1987 once

Wording of question

<p>1987</p> <p>VII. Innovation strategy and European Single Market</p> <p>The realization of the European Single Market in 1992 triggers requirements to adjustment in various functional areas of the companies which may also have effects on the operational innovation strategy.</p> <p>Which of the following statements applies (multiple answers possible)</p> <p>research and development strategy (R&D)</p> <p><input type="checkbox"/> [1] No significant changes expected</p>	<p>Further information</p>
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Time span of variable



No.	Name	Label	Survey period	Survey frequency
4.13.16)	ieb16	additional R&D staff to intensify R&D activities	West 1987	once

Wording of question

<p>1987</p> <p>VII. Innovation strategy and European Single Market</p> <p>The realization of the European Single Market in 1992 triggers requirements to adjustment in various functional areas of the companies which may also have effects on the operational innovation strategy.</p> <p>Which of the following statements applies (multiple answers possible)</p> <p>research and development strategy (R&D)</p> <p><input type="checkbox"/> [1] additional R&D staff to intensify R&D activities</p>	<p>Further information</p>
<p>Time span of variable</p>	

No.	Name	Label	Survey period	Survey frequency
4.13.17)	ieb17	R&D coop. with domestic companies/scientific institutions	West 1987	once

Wording of question

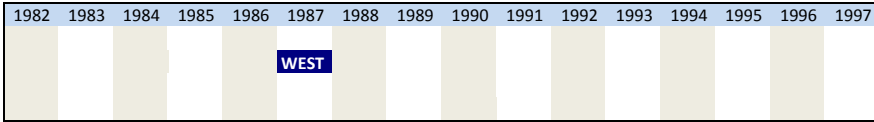
<p>1987</p> <p>VII. Innovation strategy and European Single Market</p> <p>The realization of the European Single Market in 1992 triggers requirements to adjustment in various functional areas of the companies which may also have effects on the operational innovation strategy.</p> <p>Which of the following statements applies (multiple answers possible)</p> <p>research and development strategy (R&D)</p> <p>- R&D cooperations with other companies and scientific institutions</p> <p><input type="checkbox"/> [1] domestic</p> <p><input type="checkbox"/> from other European country</p>	<p>Further information</p>
<p>Time span of variable</p>	

No.	Name	Label	Survey period	Survey frequency
4.13.18)	ieb18	R&D coop. with companies/scientific institutions from other European countries	West 1987	once

Wording of question

<p>1987</p> <p>VII. Innovation strategy and European Single Market</p> <p>The realization of the European Single Market in 1992 triggers requirements to adjustment in various functional areas of the companies which may also have effects on the operational innovation strategy.</p> <p>Which of the following statements applies (multiple answers possible)</p> <p>research and development strategy (R&D)</p> <p>- R&D cooperations with other companies and scientific institutions</p> <p><input type="checkbox"/> domestic</p> <p><input type="checkbox"/> [1] from other European country</p>	<p>Further information</p>
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Time span of variable



No.	Name	Label	Survey period	Survey frequency
4.13.19)	ieb19	creation of R&D capacities in other EC-countries	West 1987	once

Wording of question

<p>1987</p> <p>VII. Innovation strategy and European Single Market</p> <p>The realization of the European Single Market in 1992 triggers requirements to adjustment in various functional areas of the companies which may also have effects on the operational innovation strategy.</p> <p>Which of the following statements applies (multiple answers possible)</p> <p>research and development strategy (R&D)</p> <p><input type="checkbox"/> [1] creation of R&D capacities in other countries</p>	Further information
<p>Time span of variable</p>	

4.14 Design strategies

No.	Name	Label	Survey period	Survey frequency
4.14.1)	ds1	innovation strategy at domestic market: prices as compared to competitors	West 1988	once

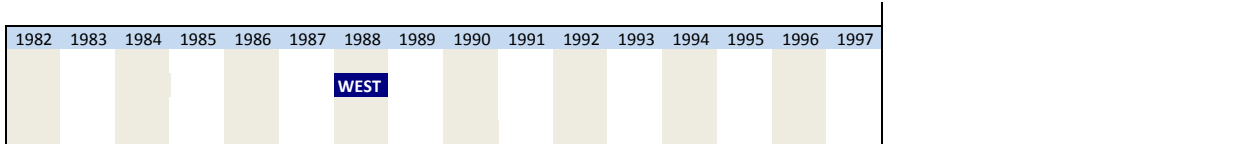
Wording of question

<p>1988</p> <p>VII. Design strategies</p> <p>1. Compared to our competitors our innovation strategy in the product line XY is characterised</p> <p>- on the domestic market primarily by</p> <ul style="list-style-type: none"> • higher [1] • same [2] • lower [3] <div style="display: flex; justify-content: space-around; align-items: flex-start;"> <div style="text-align: center;"> <p>prices</p> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> </div> <div style="text-align: center;"> <p>quality</p> <input checked="" type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> </div> </div>	Further information
<p>Time span of variable</p>	

No.	Name	Label	Survey period	Survey frequency
4.14.2)	ds2	innovation strategy at domestic market: quality as compared to competitors	West 1988	once

Wording of question

<p>1988</p> <p>VII. Design strategies</p> <p>1. Compared to our competitors our innovation strategy in the product line XY is characterised</p> <p>- on the domestic market primarily by</p> <ul style="list-style-type: none"> • higher [1] • same [2] • lower [3] <div style="display: flex; justify-content: space-around; align-items: flex-start;"> <div style="text-align: center;"> <p>prices</p> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> </div> <div style="text-align: center;"> <p>quality</p> <input type="checkbox"/> <input checked="" type="checkbox"/> <input type="checkbox"/> </div> </div>	Further information
<p>Time span of variable</p>	



No.	Name	Label	Survey period	Survey frequency
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4.14.3) ds3 innovation strategy at foreign markets: prices as compared to competitors West 1988 once

Wording of question

<p>1988</p> <p>VII. Design strategies</p> <p>1. Compared to our competitors our innovation strategy in the product line XY is characterised</p> <p>- on foreign markets primarily by</p> <ul style="list-style-type: none"> • higher [1] • same [2] • lower [3] <div style="display: flex; justify-content: space-around; align-items: center;"> <div style="text-align: center;"> <p>prices</p> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> </div> <div style="text-align: center;"> <p>quality</p> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> </div> </div>	Further information
Time span of variable	

No.	Name	Label	Survey period	Survey frequency
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4.14.4) ds4 innovation strategy at foreign markets: quality as compared to competitors West 1988 once

Wording of question

<p>1988</p> <p>VII. Design strategies</p> <p>1. Compared to our competitors our innovation strategy in the product line XY is characterised</p> <p>- on foreign markets primarily by</p> <ul style="list-style-type: none"> • higher [1] • same [2] • lower [3] <div style="display: flex; justify-content: space-around; align-items: center;"> <div style="text-align: center;"> <p>prices</p> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> </div> <div style="text-align: center;"> <p>quality</p> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> </div> </div>	Further information
Time span of variable	

No.	Name	Label	Survey period	Survey frequency
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4.14.5) ds5 attitude of customers towards technical innovations West 1988 once

Wording of question

<p>1988</p> <p>VII. Design strategies</p> <p>2. Our evaluation of our customers' attitude towards</p> <p>- technical innovations</p> <div style="display: flex; justify-content: space-around; align-items: center;"> <div style="text-align: center;"> <p>rather open [1]</p> <input type="checkbox"/> </div> <div style="text-align: center;"> <p>eher reserved [2]</p> <input type="checkbox"/> </div> </div>	Further information
Time span of variable	



No.	Name	Label	Survey period	Survey frequency
4.14.6)	ds6	attitude of customers towards technical advancements	West 1988	once

Wording of question

1988 VII. Design strategies 2. Our evaluation of our customers' attitude towards <div style="display: flex; justify-content: space-around;"> - technical advancements rather open [1] <input type="text"/> rather reserved [2] <input type="text"/> </div>	Further information																																
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No.	Name	Label	Survey period	Survey frequency
4.14.7)	ds7	attitude of customers towards formal redesigns	West 1988	once

Wording of question

1988 VII. Design strategies 2. Our evaluation of our customers' attitude towards <div style="display: flex; justify-content: space-around;"> - formal redesigns rather open [1] <input type="text"/> rather reserved [2] <input type="text"/> </div>	Further information																																
<p>Time span of variable</p> <table border="1"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td></td><td></td><td></td><td></td><td></td><td></td><td style="background-color: #e6e6d9; text-align: center;">WEST</td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td> </tr> </table>		1982	1983	1984	1985	1986	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996	1997							WEST									
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No.	Name	Label	Survey period	Survey frequency
4.14.8)	ds8	attitude of customers towards formal variant developments	West 1988	once

Wording of question

1988 VII. Design strategies 2. Our evaluation of our customers' attitude towards <div style="display: flex; justify-content: space-around;"> - formal variant developments rather open [1] <input type="text"/> rather reserved [2] <input type="text"/> </div>	Further information																																
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						WEST																											

No.	Name	Label	Survey period	Survey frequency
4.14.9)	ds9	current importance of design for marketing	West 1988	once

Wording of question

1988 VII. Design strategies 3. For our company's marketing of XY design has <div style="display: flex; justify-content: space-around;"> <div style="text-align: center;"> currently <input type="checkbox"/> - major importance [1] <input type="checkbox"/> - little importance [2] <input type="checkbox"/> - no importance [3] </div> <div style="text-align: center;"> in the future <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> </div> </div>	Further information																																
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						WEST																											

No.	Name	Label	Survey period	Survey frequency
4.14.10)	ds10	future importance of design for marketing	West 1988	once

Wording of question

1988 VII. Design strategies 3. For our company's marketing of XY design has <div style="display: flex; justify-content: space-around;"> <div style="text-align: center;"> currently <input type="checkbox"/> - major importance [1] <input type="checkbox"/> - little importance [2] <input type="checkbox"/> - no importance [3] </div> <div style="text-align: center;"> in the future <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> </div> </div>	Further information																																
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						WEST																											

No.	Name	Label	Survey period	Survey frequency
4.14.11)	ds11	design activities directed at industrial design	West 1988	once

Wording of question

1988 VII. Design strategies 4. In the product line XY our design activities are directed at <div style="display: flex; justify-content: space-around;"> <div style="text-align: center;"> yes [1] <input type="checkbox"/> - Industrial design </div> <div style="text-align: center;"> no [2] <input type="checkbox"/> </div> </div>	Further information																																
Time span of variable																																	
<table border="1" style="width: 100%; text-align: center;"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td style="background-color: #f2f2f2;"></td><td style="background-color: #f2f2f2;"></td><td style="background-color: #f2f2f2;"></td><td style="background-color: #f2f2f2;"></td><td style="background-color: #f2f2f2;"></td><td style="background-color: #f2f2f2;"></td><td style="background-color: #f2f2f2;">WEST</td><td style="background-color: #f2f2f2;"></td><td style="background-color: #f2f2f2;"></td><td style="background-color: #f2f2f2;"></td><td style="background-color: #f2f2f2;"></td><td style="background-color: #f2f2f2;"></td><td style="background-color: #f2f2f2;"></td><td style="background-color: #f2f2f2;"></td><td style="background-color: #f2f2f2;"></td><td style="background-color: #f2f2f2;"></td> </tr> </table>	1982	1983	1984	1985	1986	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996	1997							WEST										
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						WEST																											

No.	Name	Label	Survey period	Survey frequency
4.14.12)	ds12	design activities directed at communicational design	West 1988	once

Wording of question

1988 VII. Design strategies 4. In the product line XY our design activities are directed at	Further information
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- communicational design		yes [1]	no [2]
		<input type="checkbox"/>	<input type="checkbox"/>

Time span of variable

1982	1983	1984	1985	1986	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996	1997
						WEST									

No.	Name	Label	Survey period	Survey frequency
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4.14.13) ds13 design activities directed at product packaging West 1988 once

Wording of question

1988 VII. Design strategies 4. In the product line XY our design activities are directed at	Further information
- product packaging	
yes [1]	no [2]
<input type="checkbox"/>	<input type="checkbox"/>

Time span of variable

1982	1983	1984	1985	1986	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996	1997
						WEST									

No.	Name	Label	Survey period	Survey frequency
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4.14.14) ds14 design activities directed at other design West 1988 once

Wording of question

1988 VII. Design strategies 4. In the product line XY our design activities are directed at	Further information
- other design	
yes [1]	no [2]
<input type="checkbox"/>	<input type="checkbox"/>

Time span of variable

1982	1983	1984	1985	1986	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996	1997
						WEST									

No.	Name	Label	Survey period	Survey frequency
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4.14.15) ds15 design tasks are solved by designers (internal) West 1988 once

Wording of question

1988 VII. Design strategies 4. In the product line XY our design activities are directed at	Further information
- Industrial design	
- communicational design	
- product packaging	
- other design	
yes	no
<input type="checkbox"/>	<input type="checkbox"/>
<input type="checkbox"/>	<input type="checkbox"/>
<input type="checkbox"/>	<input type="checkbox"/>
<input type="checkbox"/>	<input type="checkbox"/>
If yes:	
design tasks are solved	
- company internal	
always [1]	occasionally [2]

• by professional designers <input type="checkbox"/> <input type="checkbox"/>																
Time span of variable																
1982	1983	1984	1985	1986	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996	1997	
						WEST										

No.	Name	Label	Survey period	Survey frequency
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4.14.16) ds16 design tasks are solved by other employees (internal) West 1988 once

Wording of question

<p>1988</p> <p>VII. Design strategies</p> <p>4. In the product line XY our design activities are directed at</p> <ul style="list-style-type: none"> - Industrial design - communicational design - product packaging - other design <p style="text-align: center;"> <table border="0"> <tr> <td style="text-align: center;">yes</td> <td style="text-align: center;">no</td> </tr> <tr> <td style="text-align: center;"><input type="checkbox"/></td> <td style="text-align: center;"><input type="checkbox"/></td> </tr> </table> </p> <p>If yes:</p> <p>design tasks are solved</p> <ul style="list-style-type: none"> - company internal • by other employees <p style="text-align: center;"> <table border="0"> <tr> <td style="text-align: center;">always [1]</td> <td style="text-align: center;">occasionally [2]</td> </tr> <tr> <td style="text-align: center;"><input type="checkbox"/></td> <td style="text-align: center;"><input type="checkbox"/></td> </tr> </table> </p>	yes	no	<input type="checkbox"/>	<input type="checkbox"/>	always [1]	occasionally [2]	<input type="checkbox"/>	<input type="checkbox"/>	Further information						
yes	no														
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always [1]	occasionally [2]														
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Time span of variable															
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						WEST									

No.	Name	Label	Survey period	Survey frequency
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4.14.17) ds17 design tasks are solved by freelance designers (external) West 1988 once

Wording of question

<p>1988</p> <p>VII. Design strategies</p> <p>4. In the product line XY our design activities are directed at</p> <ul style="list-style-type: none"> - Industrial design - communicational design - product packaging - other design <p style="text-align: center;"> <table border="0"> <tr> <td style="text-align: center;">yes</td> <td style="text-align: center;">no</td> </tr> <tr> <td style="text-align: center;"><input type="checkbox"/></td> <td style="text-align: center;"><input type="checkbox"/></td> </tr> </table> </p> <p>If yes:</p> <p>design tasks are solved</p> <ul style="list-style-type: none"> - company external • by freelance designers <p style="text-align: center;"> <table border="0"> <tr> <td style="text-align: center;">always [1]</td> <td style="text-align: center;">occasionally [2]</td> </tr> <tr> <td style="text-align: center;"><input type="checkbox"/></td> <td style="text-align: center;"><input type="checkbox"/></td> </tr> </table> </p>	yes	no	<input type="checkbox"/>	<input type="checkbox"/>	always [1]	occasionally [2]	<input type="checkbox"/>	<input type="checkbox"/>	Further information						
yes	no														
<input type="checkbox"/>	<input type="checkbox"/>														
always [1]	occasionally [2]														
<input type="checkbox"/>	<input type="checkbox"/>														
Time span of variable															
1982	1983	1984	1985	1986	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996	1997
						WEST									

No.	Name	Label	Survey period	Survey frequency
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4.14.18) ds18 design tasks are solved by design agencies (external) West 1988 once

Wording of question

1988	Further information
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VII. Design strategies

4. In the product line XY our design activities are directed at

- Industrial design
- communicational design
- product packaging
- other design

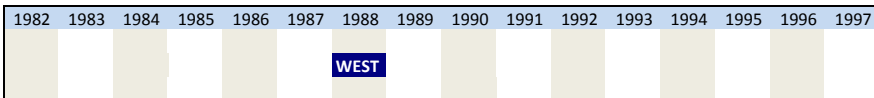
yes	no
<input type="checkbox"/>	<input type="checkbox"/>
<input type="checkbox"/>	<input type="checkbox"/>
<input type="checkbox"/>	<input type="checkbox"/>

If yes:

- design tasks are solved
- company external
 - by design agencies

always [1]	occasionally [2]
<input type="checkbox"/>	<input type="checkbox"/>

Time span of variable



No.	Name	Label	Survey period	Survey frequency
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4.14.19) ds19 design tasks are solved by consulting engineers (external) West 1988 once

Wording of question

1988

VII. Design strategies

4. In the product line XY our design activities are directed at

- Industrial design
- communicational design
- product packaging
- other design

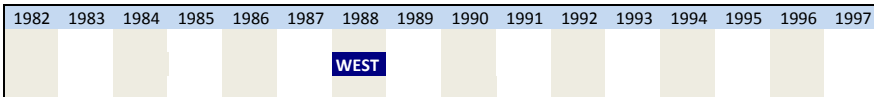
yes	no
<input type="checkbox"/>	<input type="checkbox"/>
<input type="checkbox"/>	<input type="checkbox"/>
<input type="checkbox"/>	<input type="checkbox"/>

If yes:

- design tasks are solved
- company external
 - by consulting engineers

always [1]	occasionally [2]
<input type="checkbox"/>	<input type="checkbox"/>

Time span of variable



Further information

No.	Name	Label	Survey period	Survey frequency
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4.14.20) ds20 design tasks are solved by advertising agencies (external) West 1988 once

Wording of question

1988

VII. Design strategies

4. In the product line XY our design activities are directed at

- Industrial design
- communicational design
- product packaging
- other design

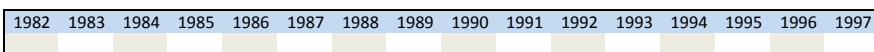
yes	no
<input type="checkbox"/>	<input type="checkbox"/>
<input type="checkbox"/>	<input type="checkbox"/>
<input type="checkbox"/>	<input type="checkbox"/>

If yes:

- design tasks are solved
- company external
 - by advertising agencies etc.

always [1]	occasionally [2]
<input type="checkbox"/>	<input type="checkbox"/>

Time span of variable



Further information



4.15 Marketing strategies in the 1990s

No.	Name	Label	Survey period	Survey frequency
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4.15.1) ms90j1 change in sales sit. due to competitors from West Germany West 1989 once

Wording of question

<p>1989 VIII. Marketing strategies in the '90s In above mentioned product line 1. our sales situation will change due to competitors from - West Germany</p> <p style="text-align: center;"> crucially[1] slightly[2] not at all[3] <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> </p>	<p>Further information</p>																																
<p>Time span of variable</p>																																	
<table border="1" style="width: 100%; text-align: center;"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td colspan="8"></td> <td style="background-color: #e0e0e0;">WEST</td> <td colspan="7"></td> </tr> </table>		1982	1983	1984	1985	1986	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996	1997									WEST							
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								WEST																									

No.	Name	Label	Survey period	Survey frequency
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4.15.2) ms90j2 change in sales sit. due to competitors from East Germany West 1989 once

Wording of question

<p>1989 VIII. Marketing strategies in the '90s In above mentioned product line 1. our sales situation will change due to competitors from - East Germany</p> <p style="text-align: center;"> crucially[1] slightly[2] not at all[3] <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> </p>	<p>Further information</p>																																
<p>Time span of variable</p>																																	
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								WEST																									

No.	Name	Label	Survey period	Survey frequency
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4.15.3) ms90j3 change in sales sit. due to competitors from EC and western Europe West 1989 once

Wording of question

<p>1989 VIII. Marketing strategies in the '90s In above mentioned product line 1. our sales situation will change due to competitors from - EC and western Europe</p> <p style="text-align: center;"> crucially[1] slightly[2] not at all[3] <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> </p>	<p>Further information</p>																																
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No.	Name	Label	Survey period	Survey frequency
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4.15.4) ms90j4 change in sales sit. due to competitors from eastern Europe West 1989 once

Wording of question

<p>1989</p> <p>VIII. Marketing strategies in the '90s</p> <p>In above mentioned product line</p> <p>1. our sales situation will change due to competitors from - eastern Europe</p> <p style="text-align: center;"> crucially[1] slightly[2] not at all[3] <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> </p>	<p>Further information</p>																																
<p>Time span of variable</p>																																	
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No.	Name	Label	Survey period	Survey frequency
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4.15.5)	ms90j5	change in sales sit. due to competitors from the US	West 1989	once
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Wording of question

<p>1989</p> <p>VIII. Marketing strategies in the '90s</p> <p>In above mentioned product line</p> <p>1. our sales situation will change due to competitors from - USA</p> <p style="text-align: center;"> crucially[1] slightly[2] not at all[3] <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> </p>	<p>Further information</p>																																
<p>Time span of variable</p>																																	
<table border="1" style="width: 100%; text-align: center;"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;">WEST</td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td> </tr> </table>		1982	1983	1984	1985	1986	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996	1997								WEST								
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No.	Name	Label	Survey period	Survey frequency
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4.15.6)	ms90j6	change in sales sit. due to competitors from Japan	West 1989	once
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Wording of question

<p>1989</p> <p>VIII. Marketing strategies in the '90s</p> <p>In above mentioned product line</p> <p>1. our sales situation will change due to competitors from - Japan</p> <p style="text-align: center;"> crucially[1] slightly[2] not at all[3] <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> </p>	<p>Further information</p>																																
<p>Time span of variable</p>																																	
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							WEST																										

No.	Name	Label	Survey period	Survey frequency
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4.15.7)	ms90j7	change in sales sit. due to competitors from emerging econ. in Southeast Asia	West 1989	once
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Wording of question

<p>1989</p> <p>VIII. Marketing strategies in the '90s</p> <p>In above mentioned product line</p> <p>1. our sales situation will change due to competitors from - emerging economies in Southeast Asia</p> <p style="text-align: center;"> crucially[1] slightly[2] not at all[3] <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> </p>	<p>Further information</p>
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Time span of variable

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

WEST

No.	Name	Label	Survey period	Survey frequency
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4.15.8)	ms90j8	necessary reaction to competitors: low prices	West 1989	once
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Wording of question

1989	Further information
<p>VIII. Marketing strategies in the '90s In above mentioned product line 2. Our sales or marketing policy has to react to</p> <p>- the competitors with regards to crucially[1] slightly[2] not at all[3]</p> <p> • lower prices <input type="text"/> <input type="text"/> <input type="text"/></p>	

Time span of variable

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

WEST

No.	Name	Label	Survey period	Survey frequency
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4.15.9)	ms90j9	necessary reaction to competitors: higher product quality	West 1989	once
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Wording of question

1989	Further information
<p>VIII. Marketing strategies in the '90s In above mentioned product line 2. Our sales or marketing policy has to react to</p> <p>- the competitors with regards to crucially[1] slightly[2] not at all[3]</p> <p> • higher product quality <input type="text"/> <input type="text"/> <input type="text"/></p>	

Time span of variable

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

WEST

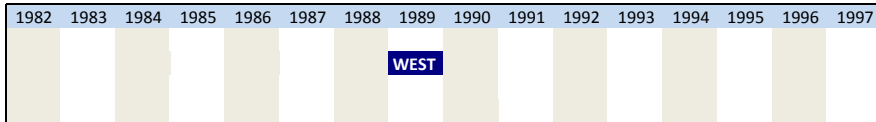
No.	Name	Label	Survey period	Survey frequency
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4.15.10)	ms90j10	necessary reaction to competitors: product innovations	West 1989	once
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Wording of question

1989	Further information
<p>VIII. Marketing strategies in the '90s In above mentioned product line 2. Our sales or marketing policy has to react to</p> <p>- the competitors with regards to crucially[1] slightly[2] not at all[3]</p> <p> • product innovations <input type="text"/> <input type="text"/> <input type="text"/></p>	

Time span of variable



No.	Name	Label	Survey period	Survey frequency
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4.15.14) ms90j14 necessary reaction to competitors: market power West 1989 once

Wording of question

<p>1989</p> <p>VIII. Marketing strategies in the '90s</p> <p>In above mentioned product line</p> <p>2. Our sales or marketing policy has to react to</p> <p>- the competitors with regards to crucially[1] slightly[2] not at all[3]</p> <p> • market power <input type="text"/> <input type="text"/> <input type="text"/></p>	<p>Further information</p>
<p>Time span of variable</p>	

No.	Name	Label	Survey period	Survey frequency
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4.15.15) ms90j15 necessary reaction to competitors: world market orientation West 1989 once

Wording of question

<p>1989</p> <p>VIII. Marketing strategies in the '90s</p> <p>In above mentioned product line</p> <p>2. Our sales or marketing policy has to react to</p> <p>- the competitors with regards to crucially[1] slightly[2] not at all[3]</p> <p> • world market orientation <input type="text"/> <input type="text"/> <input type="text"/></p>	<p>Further information</p>
<p>Time span of variable</p>	

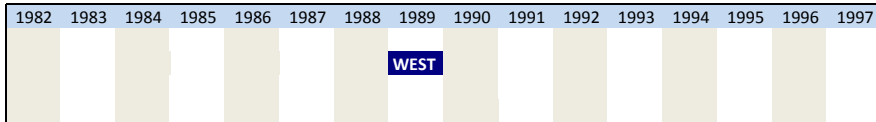
No.	Name	Label	Survey period	Survey frequency
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4.15.16) ms90j16 necessary reaction to demand: market saturation West 1989 once

Wording of question

<p>1989</p> <p>VIII. Marketing strategies in the '90s</p> <p>In above mentioned product line</p> <p>2. Our sales or marketing policy has to react to</p> <p>- the demand with regards to crucially[1] slightly[2] not at all[3]</p> <p> • market saturation <input type="text"/> <input type="text"/> <input type="text"/></p>	<p>Further information</p>
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Time span of variable



No.	Name	Label	Survey period	Survey frequency
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4.15.17) ms90j17 necessary reaction to demand: differentiation/ individualisation West 1989 once

Wording of question

<p>1989 VIII. Marketing strategies in the '90s In above mentioned product line 2. Our sales or marketing policy has to react to</p> <p>- the demand with regards to crucially[1] slightly[2] not at all[3]</p> <p> • differentiation/ individualisation <input type="text"/> <input type="text"/> <input type="text"/></p>	<p>Further information</p>
<p>Time span of variable</p>	

No.	Name	Label	Survey period	Survey frequency
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4.15.18) ms90j18 necessary reaction to demand: security risks West 1989 once

Wording of question

<p>1989 VIII. Marketing strategies in the '90s In above mentioned product line 2. Our sales or marketing policy has to react to</p> <p>- the demand with regards to crucially[1] slightly[2] not at all[3]</p> <p> • security risks <input type="text"/> <input type="text"/> <input type="text"/></p>	<p>Further information</p>
<p>Time span of variable</p>	

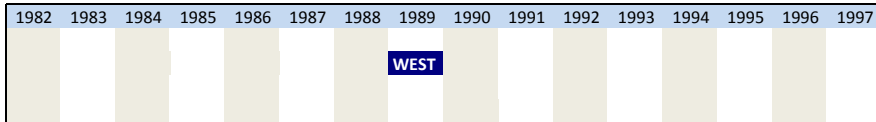
No.	Name	Label	Survey period	Survey frequency
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4.15.19) ms90j19 necessary reaction to demand: pollution of environment West 1989 once

Wording of question

<p>1989 VIII. Marketing strategies in the '90s In above mentioned product line 2. Our sales or marketing policy has to react to</p> <p>- the demand with regards to crucially[1] slightly[2] not at all[3]</p> <p> • pollution of environment <input type="text"/> <input type="text"/> <input type="text"/></p>	<p>Further information</p>
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Time span of variable



No.	Name	Label	Survey period	Survey frequency
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4.15.20) ms90j20 necessary reaction to demand: age structure of population West 1989 once

Wording of question

<p>1989</p> <p>VIII. Marketing strategies in the '90s</p> <p>In above mentioned product line</p> <p>2. Our sales or marketing policy has to react to</p> <p>- the demand with regards to crucially[1] slightly[2] not at all[3]</p> <p> • age structure of population <input type="text"/> <input type="text"/> <input type="text"/></p>	<p>Further information</p>
<p>Time span of variable</p>	

No.	Name	Label	Survey period	Survey frequency
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4.15.21) ms90j21 necessary reaction to demand: demand concentration West 1989 once

Wording of question

<p>1989</p> <p>VIII. Marketing strategies in the '90s</p> <p>In above mentioned product line</p> <p>2. Our sales or marketing policy has to react to</p> <p>- the demand with regards to crucially[1] slightly[2] not at all[3]</p> <p> • demand concentration <input type="text"/> <input type="text"/> <input type="text"/></p>	<p>Further information</p>
<p>Time span of variable</p>	

No.	Name	Label	Survey period	Survey frequency
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4.15.22) ms90j22 necessary reaction to demand: sales market East Germany West 1989 once

Wording of question

<p>1989</p> <p>VIII. Marketing strategies in the '90s</p> <p>In above mentioned product line</p> <p>2. Our sales or marketing policy has to react to</p> <p>- the demand with regards to crucially[1] slightly[2] not at all[3]</p> <p> • sales market East Germany <input type="text"/> <input type="text"/> <input type="text"/></p>	<p>Further information</p>
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No.	Name	Label	Survey period	Survey frequency
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4.15.26) ms90j26 change of sales strategy in: price/ conditions policy West 1989 once

Wording of question

<p>1989 VIII. Marketing strategies in the '90s In above mentioned product line 3. , due to above mentioned reasons, the sales or marketing strategy is changed in</p> <p style="text-align: center;"> crucially[1] slightly[2] not at all[3] </p> <p>• price/ conditions policy</p> <p style="text-align: center;"> <input type="text"/> <input type="text"/> <input type="text"/> </p>	<p>Further information</p>
<p>Time span of variable</p>	
<p>1982 1983 1984 1985 1986 1987 1988 1989 1990 1991 1992 1993 1994 1995 1996 1997</p>	

No.	Name	Label	Survey period	Survey frequency
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4.15.27) ms90j27 change of sales strategy in: advertisement/ sales promotion West 1989 once

Wording of question

<p>1989 VIII. Marketing strategies in the '90s In above mentioned product line 3. , due to above mentioned reasons, the sales or marketing strategy is changed in</p> <p style="text-align: center;"> crucially[1] slightly[2] not at all[3] </p> <p>• advertisement/ sales promotion</p> <p style="text-align: center;"> <input type="text"/> <input type="text"/> <input type="text"/> </p>	<p>Further information</p>
<p>Time span of variable</p>	
<p>1982 1983 1984 1985 1986 1987 1988 1989 1990 1991 1992 1993 1994 1995 1996 1997</p>	

No.	Name	Label	Survey period	Survey frequency
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4.15.28) ms90j28 change of sales strategy in: technical customer support West 1989 once

Wording of question

<p>1989 VIII. Marketing strategies in the '90s In above mentioned product line 3. , due to above mentioned reasons, the sales or marketing strategy is changed in</p> <p style="text-align: center;"> crucially[1] slightly[2] not at all[3] </p> <p>• technical customer support</p> <p style="text-align: center;"> <input type="text"/> <input type="text"/> <input type="text"/> </p>	<p>Further information</p>
<p>Time span of variable</p>	
<p>1982 1983 1984 1985 1986 1987 1988 1989 1990 1991 1992 1993 1994 1995 1996 1997</p>	

No.	Name	Label	Survey period	Survey frequency
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4.15.29) ms90j29 change of sales strategy in: provision of new services West 1989 once

Wording of question

<p>1989</p> <p>VIII. Marketing strategies in the '90s</p> <p>In above mentioned product line</p> <p>3. , due to above mentioned reasons, the sales or marketing strategy is changed in</p> <p style="text-align: center;">crucially[1] slightly[2] not at all[3]</p> <p>• provision of new services (financing, training, org. consulting)</p> <p style="text-align: center;"> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> </p>	<p>Further information</p>																																
<p>Time span of variable</p>																																	
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No.	Name	Label	Survey period	Survey frequency
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4.15.30) ms90j30 change of sales strategy in: delegation of marketing tasks to other companies West 1989 once

Wording of question

<p>1989</p> <p>VIII. Marketing strategies in the '90s</p> <p>In above mentioned product line</p> <p>3. , due to above mentioned reasons, the sales or marketing strategy is changed in</p> <p style="text-align: center;">crucially[1] slightly[2] not at all[3]</p> <p>• delegation of marketing tasks to other companies</p> <p style="text-align: center;"> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> </p>	<p>Further information</p>																																
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							WEST																										

4.16 R&D in the New Laender

No.	Name	Label	Survey period	Survey frequency
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4.16.1) fue_nb1 previous placing of R&D orders to companies/institutes in the new Laender West 1990 once

Wording of question

<p>1990</p> <p>VII. Research and Development in the new Laender</p> <p>1. Have you already placed R&D orders to companies or institutes in the new Laender?</p> <p style="text-align: center;">yes [1] no [2]</p> <p style="text-align: center;"> <input type="checkbox"/> <input type="checkbox"/> </p>	<p>Further information</p>																																
<p>Time span of variable</p>																																	
<table border="1" style="width: 100%; text-align: center;"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;">WEST</td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td> </tr> </table>		1982	1983	1984	1985	1986	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996	1997									WEST							
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								WEST																									

No.	Name	Label	Survey period	Survey frequency
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4.16.2) fue_nb2 planned placing of R&D orders to companies/institutes in the new Laender (curr West 1990 once

Wording of question

<p>1990</p> <p>VII. Research and Development in the new Laender</p> <p>2. Will you utilise a part of your innovation expenditures for R&D orders to companies or institutes in the new Laender this year?</p> <p style="text-align: center;">yes [1] no [2]</p> <p style="text-align: center;"><input type="text"/> <input type="text"/></p>	Further information																																
<p>Time span of variable</p> <table border="1"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6; text-align: center;">WEST</td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td> </tr> </table>		1982	1983	1984	1985	1986	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996	1997									WEST							
1982	1983	1984	1985	1986	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996	1997																		
								WEST																									

No.	Name	Label	Survey period	Survey frequency
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4.16.3) fue_nb3 percentage share of total inno. expend. spent on R&D orders in the new Laender West 1990 once

Wording of question

<p>1990</p> <p>VII. Research and Development in the new Laender</p> <p>2. Will you utilise a part of your innovation expenditures for R&D orders to companies or institutes in the new Laender this year?</p> <p style="text-align: center;">yes no</p> <p style="text-align: center;"><input type="checkbox"/> <input type="checkbox"/></p> <p>If yes, what percentage share of your total innovation expenditures are you going to allocate to the new Laender? _____ %</p>	Further information																																
<p>Time span of variable</p> <table border="1"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6; text-align: center;">WEST</td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td> </tr> </table>		1982	1983	1984	1985	1986	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996	1997									WEST							
1982	1983	1984	1985	1986	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996	1997																		
								WEST																									

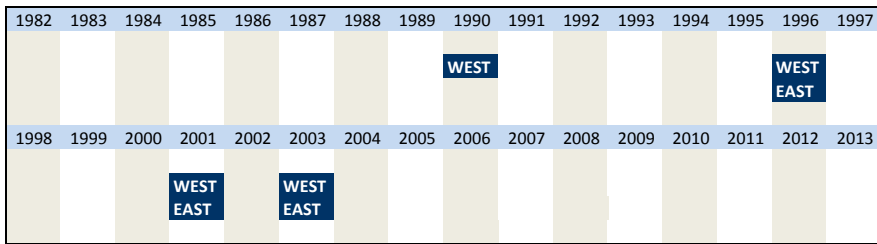
4.17 Economic impact of innovation

No.	Name	Label	Survey period	Survey frequency
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4.17.1) we1 innovation objective: revenue West 1990 once
East and West 1996 to 2003 irregular

Wording of question

<p>1990</p> <p>VIII. Economic impact of innovation</p> <p>2. With the innovations implemented in the last 5 years we were pursuing the following goals in our company:</p> <p style="text-align: center;">no goal[1] increase[2] retention/stabilisation[3]</p> <p>revenue <input type="text"/> <input type="text"/> <input type="text"/></p>	Further information
<p>1996 to 2003</p> <p>VI. Economic impact of innovation</p> <p>a) With the innovations implemented in the last 5 years we were pursuing the following goals in our company:</p> <p style="text-align: center;">no goal[1] increase[2] retention[3]</p> <p>revenue <input type="text"/> <input type="text"/> <input type="text"/></p>	
<p>Time span of variable</p>	



No.	Name	Label	Survey period	Survey frequency
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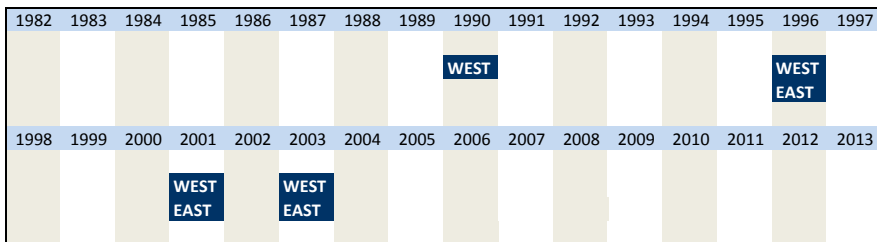
4.17.2) we2 innovation objective: profit

West 1990 once
East and West 1996 to 2003 irregular

Wording of question

1990	Further information		
VIII. Economic impact of innovation 2. With the innovations implemented in the last 5 years we were pursuing the following goals in our company:			
	no goal[1]	increase[2]	retention/stabilisation[3]
profit	<input type="text"/>	<input type="text"/>	<input type="text"/>
1996 to 2003 VI. Economic impact of innovation a) With the innovations implemented in the last 5 years we were pursuing the following goals in our company:			
	no goal[1]	increase[2]	retention[3]
profit	<input type="text"/>	<input type="text"/>	<input type="text"/>

Time span of variable



No.	Name	Label	Survey period	Survey frequency
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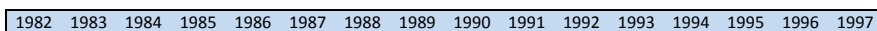
4.17.3) we3 innovation objective: market share

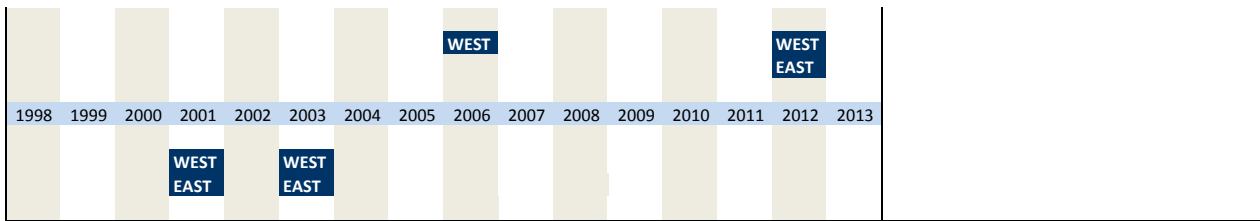
West 1990 once
East and West 1996 to 2003 irregular

Wording of question

1990	Further information		
VIII. Economic impact of innovation 2. With the innovations implemented in the last 5 years we were pursuing the following goals in our company:			
	no goal[1]	increase[2]	retention/stabilisation[3]
market share	<input type="text"/>	<input type="text"/>	<input type="text"/>
1996 to 2003 VI. Economic impact of innovation a) With the innovations implemented in the last 5 years we were pursuing the following goals in our company:			
	no goal[1]	increase[2]	retention[3]
market share	<input type="text"/>	<input type="text"/>	<input type="text"/>

Time span of variable





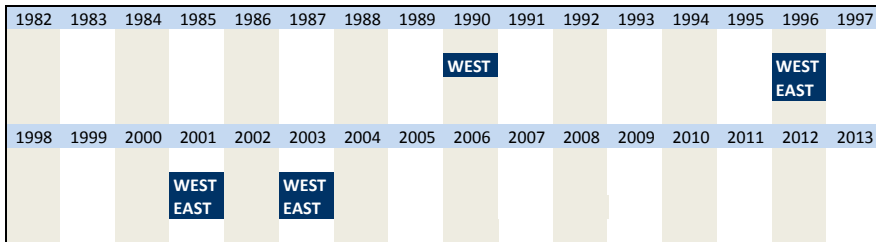
No.	Name	Label	Survey period	Survey frequency
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4.17.4) we4 innovation objective: competitiveness West 1990 once
East and West 1996 to 2003 irregular

Wording of question

<p>1990</p> <p>VIII. Economic impact of innovation</p> <p>2. With the innovations implemented in the last 5 years we were pursuing the following goals in our company:</p> <table border="1"> <tr> <td></td> <td>no goal[1]</td> <td>increase[2]</td> <td>retention/stabilisation[3]</td> </tr> <tr> <td>competitiveness</td> <td><input type="text"/></td> <td><input type="text"/></td> <td><input type="text"/></td> </tr> </table>		no goal[1]	increase[2]	retention/stabilisation[3]	competitiveness	<input type="text"/>	<input type="text"/>	<input type="text"/>	Further information
	no goal[1]	increase[2]	retention/stabilisation[3]						
competitiveness	<input type="text"/>	<input type="text"/>	<input type="text"/>						
<p>1996 to 2003</p> <p>VI. Economic impact of innovation</p> <p>a) With the innovations implemented in the last 5 years we were pursuing the following goals in our company:</p> <table border="1"> <tr> <td></td> <td>no goal[1]</td> <td>increase[2]</td> <td>retention[3]</td> </tr> <tr> <td>competitiveness</td> <td><input type="text"/></td> <td><input type="text"/></td> <td><input type="text"/></td> </tr> </table>		no goal[1]	increase[2]	retention[3]	competitiveness	<input type="text"/>	<input type="text"/>	<input type="text"/>	
	no goal[1]	increase[2]	retention[3]						
competitiveness	<input type="text"/>	<input type="text"/>	<input type="text"/>						

Time span of variable



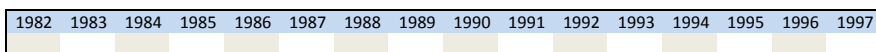
No.	Name	Label	Survey period	Survey frequency
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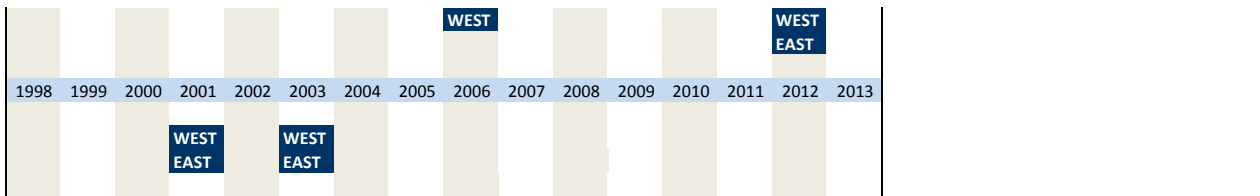
4.17.5) we5 innovation objective: labour productivity West 1990 once
East and West 1996 to 2003 irregular

Wording of question

<p>1990</p> <p>VIII. Economic impact of innovation</p> <p>2. With the innovations implemented in the last 5 years we were pursuing the following goals in our company:</p> <table border="1"> <tr> <td></td> <td>no goal[1]</td> <td>increase[2]</td> <td>retention/stabilisation[3]</td> </tr> <tr> <td>labour productivity</td> <td><input type="text"/></td> <td><input type="text"/></td> <td><input type="text"/></td> </tr> </table>		no goal[1]	increase[2]	retention/stabilisation[3]	labour productivity	<input type="text"/>	<input type="text"/>	<input type="text"/>	Further information
	no goal[1]	increase[2]	retention/stabilisation[3]						
labour productivity	<input type="text"/>	<input type="text"/>	<input type="text"/>						
<p>1996 to 2003</p> <p>VI. Economic impact of innovation</p> <p>a) With the innovations implemented in the last 5 years we were pursuing the following goals in our company:</p> <table border="1"> <tr> <td></td> <td>no goal[1]</td> <td>increase[2]</td> <td>retention[3]</td> </tr> <tr> <td>labour productivity</td> <td><input type="text"/></td> <td><input type="text"/></td> <td><input type="text"/></td> </tr> </table>		no goal[1]	increase[2]	retention[3]	labour productivity	<input type="text"/>	<input type="text"/>	<input type="text"/>	
	no goal[1]	increase[2]	retention[3]						
labour productivity	<input type="text"/>	<input type="text"/>	<input type="text"/>						

Time span of variable



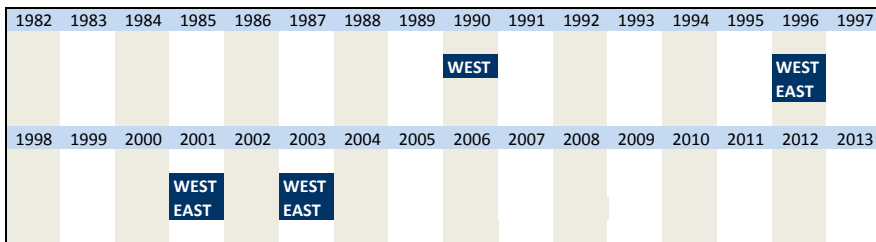


No.	Name	Label	Survey period	Survey frequency
4.17.6)	we6	impact of innovations on revenue	West 1990 East and West 1996 to 2003	once irregular

Wording of question

1990	Further information								
VIII. Economic impact of innovation 2. The realised innovations impacted these items in our company as follows: <table border="0"> <tr> <td></td> <td>positive[1]</td> <td>not[2]</td> <td>negative[3]</td> </tr> <tr> <td>revenue</td> <td><input type="text"/></td> <td><input type="text"/></td> <td><input type="text"/></td> </tr> </table>		positive[1]	not[2]	negative[3]	revenue	<input type="text"/>	<input type="text"/>	<input type="text"/>	
	positive[1]	not[2]	negative[3]						
revenue	<input type="text"/>	<input type="text"/>	<input type="text"/>						
1996 to 2003 VI. Economic impact of innovation b) The realised innovations impacted these items in our company as follows: <table border="0"> <tr> <td></td> <td>positive[1]</td> <td>neutral[2]</td> <td>negative[3]</td> </tr> <tr> <td>revenue</td> <td><input type="text"/></td> <td><input type="text"/></td> <td><input type="text"/></td> </tr> </table>		positive[1]	neutral[2]	negative[3]	revenue	<input type="text"/>	<input type="text"/>	<input type="text"/>	
	positive[1]	neutral[2]	negative[3]						
revenue	<input type="text"/>	<input type="text"/>	<input type="text"/>						

Time span of variable

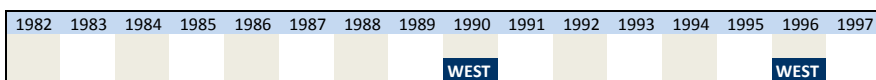


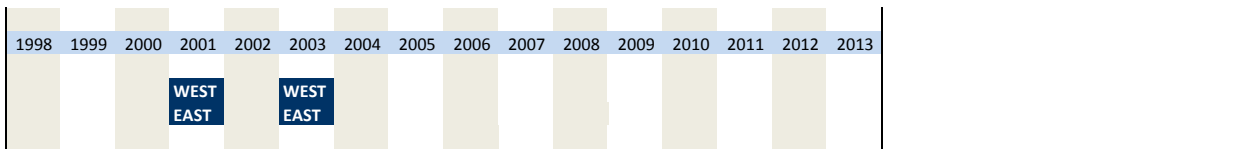
No.	Name	Label	Survey period	Survey frequency
4.17.7)	we7	impact of innovations on profit	West 1990 East and West 1996 to 2003	once irregular

Wording of question

1990	Further information								
VIII. Economic impact of innovation 2. The realised innovations impacted these items in our company as follows: <table border="0"> <tr> <td></td> <td>positive[1]</td> <td>not[2]</td> <td>negative[3]</td> </tr> <tr> <td>profit</td> <td><input type="text"/></td> <td><input type="text"/></td> <td><input type="text"/></td> </tr> </table>		positive[1]	not[2]	negative[3]	profit	<input type="text"/>	<input type="text"/>	<input type="text"/>	
	positive[1]	not[2]	negative[3]						
profit	<input type="text"/>	<input type="text"/>	<input type="text"/>						
1996 to 2003 VI. Economic impact of innovation b) The realised innovations impacted these items in our company as follows: <table border="0"> <tr> <td></td> <td>positive[1]</td> <td>neutral[2]</td> <td>negative[3]</td> </tr> <tr> <td>profit</td> <td><input type="text"/></td> <td><input type="text"/></td> <td><input type="text"/></td> </tr> </table>		positive[1]	neutral[2]	negative[3]	profit	<input type="text"/>	<input type="text"/>	<input type="text"/>	
	positive[1]	neutral[2]	negative[3]						
profit	<input type="text"/>	<input type="text"/>	<input type="text"/>						

Time span of variable





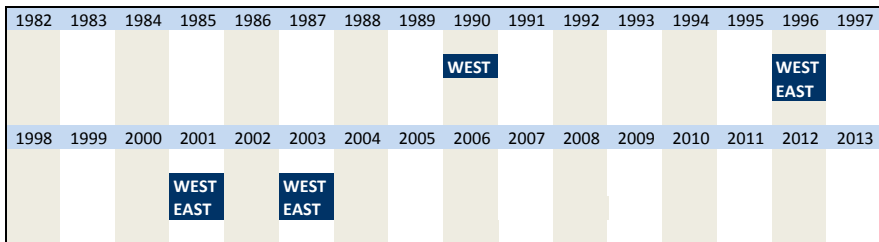
No.	Name	Label	Survey period	Survey frequency
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4.17.10) **we10** impact of innovations on labour productivity West 1990 once
 East and West 1996 to 2003 irregular

Wording of question

1990	Further information								
VIII. Economic impact of innovation 2. The realised innovations impacted these items in our company as follows: <table border="0"> <tr> <td></td> <td>positive[1]</td> <td>not[2]</td> <td>negative[3]</td> </tr> <tr> <td>labour productivity</td> <td><input type="text"/></td> <td><input type="text"/></td> <td><input type="text"/></td> </tr> </table>		positive[1]	not[2]	negative[3]	labour productivity	<input type="text"/>	<input type="text"/>	<input type="text"/>	
	positive[1]	not[2]	negative[3]						
labour productivity	<input type="text"/>	<input type="text"/>	<input type="text"/>						
1996 to 2003 VI. Economic impact of innovation b) The realised innovations impacted these items in our company as follows: <table border="0"> <tr> <td></td> <td>positive[1]</td> <td>neutral[2]</td> <td>negative[3]</td> </tr> <tr> <td>labour productivity</td> <td><input type="text"/></td> <td><input type="text"/></td> <td><input type="text"/></td> </tr> </table>		positive[1]	neutral[2]	negative[3]	labour productivity	<input type="text"/>	<input type="text"/>	<input type="text"/>	
	positive[1]	neutral[2]	negative[3]						
labour productivity	<input type="text"/>	<input type="text"/>	<input type="text"/>						

Time span of variable



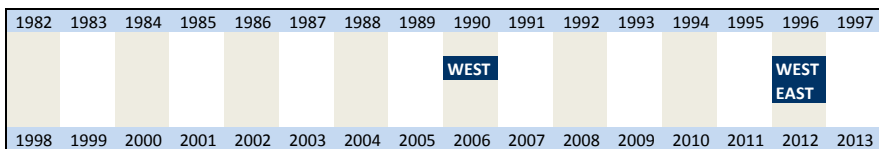
No.	Name	Label	Survey period	Survey frequency
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4.17.11) **we11** percentage increase in revenue due to innovations West 1990 once
 East and West 1996 to 2003 irregular

Wording of question

1990	Further information		
VIII. Economic impact of innovation 2. Please quantify the additional impact of realised innovations on the following items (estimates are sufficient) <table border="0"> <tr> <td>revenue</td> <td>_____ (increase or decrease in %)</td> </tr> </table>	revenue	_____ (increase or decrease in %)	
revenue	_____ (increase or decrease in %)		
1996 to 2003 VI. Economic impact of innovation c) Please quantify the additional impact of realised innovations on the following items (estimates are sufficient) <table border="0"> <tr> <td>revenue</td> <td>increase in % _____</td> </tr> </table>	revenue	increase in % _____	
revenue	increase in % _____		

Time span of variable





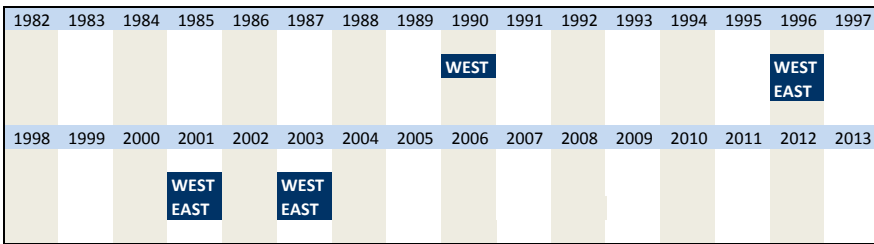
No.	Name	Label	Survey period	Survey frequency
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4.17.12) **we12** percentage increase in profit due to innovations West 1990 once
East and West 1996 to 2003 irregular

Wording of question

1990	Further information
<p>VIII. Economic impact of innovation 2. Please quantify the additional impact of realised innovations on the following items (estimates are sufficient)</p> <p>profit _____ (increase or decrease in %)</p>	
<p>1996 to 2003</p> <p>VI. Economic impact of innovation c) Please quantify the additional impact of realised innovations on the following items (estimates are sufficient)</p> <p>profit _____ increase in %</p>	

Time span of variable



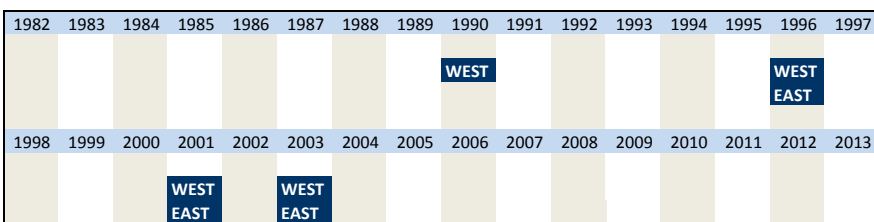
No.	Name	Label	Survey period	Survey frequency
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4.17.13) **we13** percentage increase in labour productivity due to innovations West 1990 once
East and West 1996 to 2003 irregular

Wording of question

1990	Further information
<p>VIII. Economic impact of innovation 2. Please quantify the additional impact of realised innovations on the following items (estimates are sufficient)</p> <p>labour productivity _____ (increase or decrease in %)</p>	
<p>1996 to 2003</p> <p>VI. Economic impact of innovation c) Please quantify the additional impact of realised innovations on the following items (estimates are sufficient)</p> <p>labour productivity _____ increase in %</p>	

Time span of variable





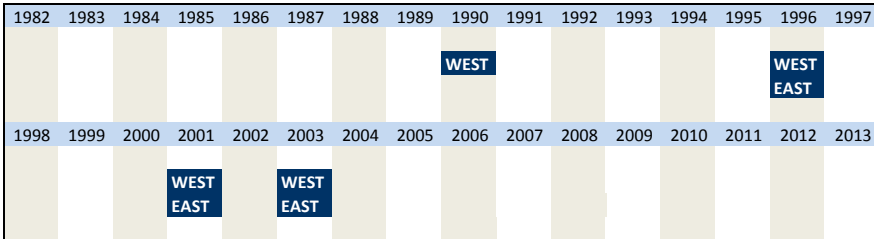
No.	Name	Label	Survey period	Survey frequency
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4.17.14) **we14** percentage increase in market share due to innovations West 1990 once
East and West 1996 to 2003 irregular

Wording of question

<p>1990 VIII. Economic impact of innovation 2. Please quantify the additional impact of realised innovations on the following items (estimates are sufficient)</p> <p>market share _____ (increase or decrease in %)</p>	Further information
<p>1996 to 2003 VI. Economic impact of innovation c) Please quantify the additional impact of realised innovations on the following items (estimates are sufficient)</p> <p>market share _____ increase in %</p>	

Time span of variable



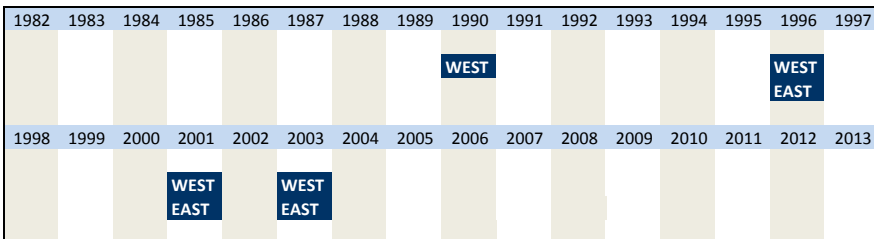
No.	Name	Label	Survey period	Survey frequency
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4.17.16) **we15** no impact of innovations on revenue West 1990 once
East and West 1996 to 2003 irregular

Wording of question

<p>1990 VIII. Economic impact of innovation 2. Please quantify the additional impact of realised innovations on the following items (estimates are sufficient)</p> <p>revenue [1], if the value 0 was stated (increase or decrease in %)</p>	Further information
<p>1996 to 2003 VI. Economic impact of innovation c) Please quantify the additional impact of realised innovations on the following items (estimates are sufficient)</p> <p>revenue _____ no change [1]</p>	

Time span of variable



No.	Name	Label	Survey period	Survey frequency
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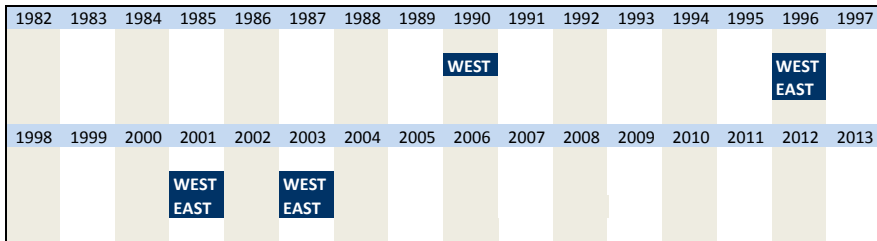
4.17.16) we16 no impact of innovations on profits

West 1990 once
East and West 1996 to 2003 irregular

Wording of question

1990	Further information
<p>VIII. Economic impact of innovation 2. Please quantify the additional impact of realised innovations on the following items (estimates are sufficient)</p> <p>profit [1], if the value 0 was stated (increase or decrease in %)</p>	
<p>1996 to 2003 VI. Economic impact of innovation c) Please quantify the additional impact of realised innovations on the following items (estimates are sufficient)</p> <p>profit no change [1]</p>	

Time span of variable



No.	Name	Label	Survey period	Survey frequency
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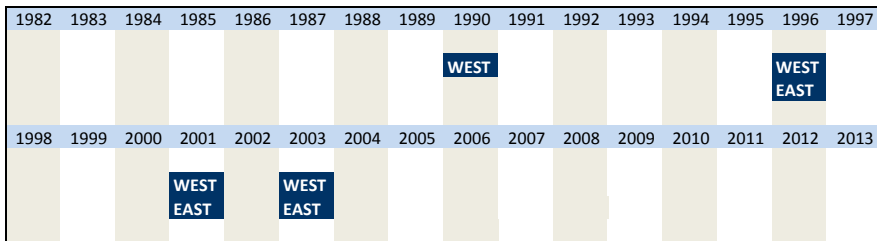
4.17.17) we17 no impact of innovations on productivity

West 1990 once
East and West 1996 to 2003 irregular

Wording of question

1990	Further information
<p>VIII. Economic impact of innovation 2. Please quantify the additional impact of realised innovations on the following items (estimates are sufficient)</p> <p>labour productivity [1], if the value 0 was stated (increase or decrease in %)</p>	
<p>1996 to 2003 VI. Economic impact of innovation c) Please quantify the additional impact of realised innovations on the following items (estimates are sufficient)</p> <p>labour productivity no change [1]</p>	

Time span of variable



No.	Name	Label	Survey period	Survey frequency
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4.17.18) we18 no impact of innovations on market share

West 1990 once
East and West 1996 to 2003 irregular

Wording of question

<p>1990 VIII. Economic impact of innovation 2. Please quantify the additional impact of realised innovations on the following items (estimates are sufficient)</p> <p>market share [1], if the value 0 was stated (increase or decrease in %)</p>	Further information
<p>1996 to 2003 VI. Economic impact of innovation c) Please quantify the additional impact of realised innovations on the following items (estimates are sufficient)</p> <p>market share no change [1]</p>	
Time span of variable	

No.	Name	Label	Survey period	Survey frequency
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4.17.19) we19 percentage decrease in revenue due to innovations

West 1990 once
East and West 1996 to 2003 irregular

Wording of question

<p>1990 VIII. Economic impact of innovation 2. Please quantify the additional impact of realised innovations on the following items (estimates are sufficient)</p> <p>revenue _____ (increase or decrease in %)</p>	Further information
<p>1996 to 2003 VI. Economic impact of innovation c) Please quantify the additional impact of realised innovations on the following items (estimates are sufficient)</p> <p>revenue decrease in %</p>	
Time span of variable	

No.	Name	Label	Survey period	Survey frequency
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4.17.20) we20 percentage decrease in profit due to innovations

West 1990 once
East and West 1996 to 2003 irregular

Wording of question

1990 VIII. Economic impact of innovation 2. Please quantify the additional impact of realised innovations on the following items (estimates are sufficient) profit _____ (increase or decrease in %)	Further information																																																																
1996 to 2003 VI. Economic impact of innovation c) Please quantify the additional impact of realised innovations on the following items (estimates are sufficient) profit _____ decrease in %																																																																	
Time span of variable																																																																	
<table border="1" style="width: 100%; border-collapse: collapse;"> <tr> <td style="width: 20px;">1982</td><td style="width: 20px;">1983</td><td style="width: 20px;">1984</td><td style="width: 20px;">1985</td><td style="width: 20px;">1986</td><td style="width: 20px;">1987</td><td style="width: 20px;">1988</td><td style="width: 20px;">1989</td><td style="width: 20px;">1990</td><td style="width: 20px;">1991</td><td style="width: 20px;">1992</td><td style="width: 20px;">1993</td><td style="width: 20px;">1994</td><td style="width: 20px;">1995</td><td style="width: 20px;">1996</td><td style="width: 20px;">1997</td> </tr> <tr> <td style="background-color: #f2f2f2;"></td><td style="background-color: #f2f2f2;"></td><td style="background-color: #f2f2f2;"></td><td style="background-color: #f2f2f2;"></td><td style="background-color: #f2f2f2;"></td><td style="background-color: #f2f2f2;"></td><td style="background-color: #f2f2f2;"></td><td style="background-color: #f2f2f2;"></td><td style="background-color: #f2f2f2; text-align: center;">WEST</td><td style="background-color: #f2f2f2;"></td><td style="background-color: #f2f2f2;"></td><td style="background-color: #f2f2f2;"></td><td style="background-color: #f2f2f2;"></td><td style="background-color: #f2f2f2;"></td><td style="background-color: #f2f2f2; text-align: center;">WEST EAST</td><td style="background-color: #f2f2f2;"></td> </tr> <tr> <td style="width: 20px;">1998</td><td style="width: 20px;">1999</td><td style="width: 20px;">2000</td><td style="width: 20px;">2001</td><td style="width: 20px;">2002</td><td style="width: 20px;">2003</td><td style="width: 20px;">2004</td><td style="width: 20px;">2005</td><td style="width: 20px;">2006</td><td style="width: 20px;">2007</td><td style="width: 20px;">2008</td><td style="width: 20px;">2009</td><td style="width: 20px;">2010</td><td style="width: 20px;">2011</td><td style="width: 20px;">2012</td><td style="width: 20px;">2013</td> </tr> <tr> <td style="background-color: #f2f2f2;"></td><td style="background-color: #f2f2f2;"></td><td style="background-color: #f2f2f2;"></td><td style="background-color: #f2f2f2; text-align: center;">WEST EAST</td><td style="background-color: #f2f2f2;"></td><td style="background-color: #f2f2f2; text-align: center;">WEST EAST</td><td style="background-color: #f2f2f2;"></td><td style="background-color: #f2f2f2;"></td><td style="background-color: #f2f2f2;"></td><td style="background-color: #f2f2f2;"></td><td style="background-color: #f2f2f2;"></td><td style="background-color: #f2f2f2;"></td><td style="background-color: #f2f2f2;"></td><td style="background-color: #f2f2f2;"></td><td style="background-color: #f2f2f2;"></td><td style="background-color: #f2f2f2;"></td> </tr> </table>		1982	1983	1984	1985	1986	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996	1997									WEST						WEST EAST		1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013				WEST EAST		WEST EAST										
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No.	Name	Label	Survey period	Survey frequency
4.17.21)	we21	percentage decrease in labour productivity due to innovations	West 1990 East and West 1996 to 2003	once irregular

Wording of question

1990 VIII. Economic impact of innovation 2. Please quantify the additional impact of realised innovations on the following items (estimates are sufficient) labour productivity _____ (increase or decrease in %)	Further information																																																																
1996 to 2003 VI. Economic impact of innovation c) Please quantify the additional impact of realised innovations on the following items (estimates are sufficient) labour productivity _____ decrease in %																																																																	
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1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013																																																		
			WEST EAST		WEST EAST																																																												

No.	Name	Label	Survey period	Survey frequency
4.17.22)	we22	percentage decrease in market share due to innovations	West 1990 East and West 1996 to 2003	once irregular

Wording of question

1990 VIII. Economic impact of innovation 2. Please quantify the additional impact of realised innovations on the following items (estimates are sufficient) market share _____ (increase or decrease in %)	Further information
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4.18 Procurement and transfer of technologies

No.	Name	Label	Survey period	Survey frequency
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4.18.1-50) bt1-bt50 technology procurement

West 1991 once
East 1991 once

Wording of question

1991										Further information							
XII. Information for characterisation of the company																	
a) Did your company procure new technologies in 1991?																	
yes <input type="checkbox"/> bt1 no <input type="checkbox"/> bt2																	
If yes: How and by whom have these technologies been procured?																	
Way of technology procurement	by other companies																
	within Europe			outside of Europe													
	domes	EC	not EC		USA	Japan	other										
usage rights for inventions/licenses	bt3	bt4	bt5		bt6	bt7	bt8										
usage of consultancy services	bt9	bt10	bt11		bt12	bt13	bt14										
external R&D services	bt15	bt16	bt17		bt18	bt19	bt20										
aquisition of (part of) company	bt21	bt22	bt23		bt24	bt25	bt26										
acquisition of machines	bt27	bt28	bt29		bt30	bt31	bt32										
recruitment of specialist staff	bt33	bt34	bt35		bt36	bt37	bt38										
other ways of procurement:	bt39	bt40	bt41		bt42	bt43	bt44										
Procurement from Parent, subsidiary or affiliated company	bt45	bt46	bt47		bt48	bt49	bt50										
Time span of variable																	
1982	1983	1984	1985	1986	1987	1988	1989	1990	1991		1992	1993	1994	1995	1996	1997	
											WEST						
											EAST						
1998	1999	2000	2001	2002	2003	2004	2005	2006	2007		2008	2009	2010	2011	2012	2013	

No.	Name	Label	Survey period	Survey frequency
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4.18.51- tt1-tt50 transfer of technologies

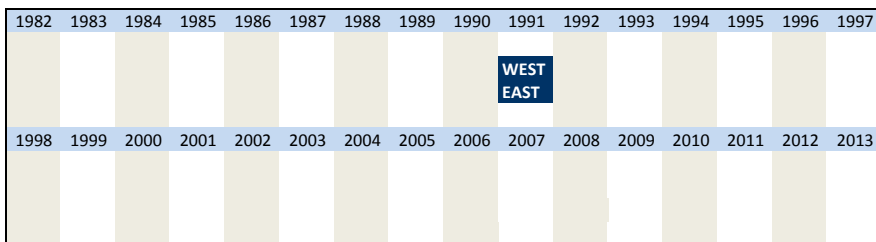
West 1991 once
East 1991 once

Wording of question

1991										Further information
XII. Information for characterisation of the company										
b) Did your company transfer new technologies in 1991?										
yes <input type="checkbox"/> tt1 no <input type="checkbox"/> tt2										
If yes: How and to whom have these technologies been transferred?										

Way of technology transfer	to other companies					
	within Europe			outside of Europe		
	domes	EC	not EC	USA	Japan	other
usage rights for inventions/licenses	tt3	tt4	tt5		tt6	tt7
consultancy services for other companies	tt9	tt10	tt11		tt12	tt13
R&D services for other companies	tt15	tt16	tt17		tt18	tt19
selling (part of) the company	tt21	tt22	tt23		tt24	tt25
selling machines	tt27	tt28	tt29		tt30	tt31
deploying specialist staff	tt33	tt34	tt35		tt36	tt37
other ways of transfer:	tt39	tt40	tt41		tt42	tt43
transfer to Parent, subsidiary or affiliated company	tt45	tt46	tt47		tt48	tt49

Time span of variable



4.19 R&D activities

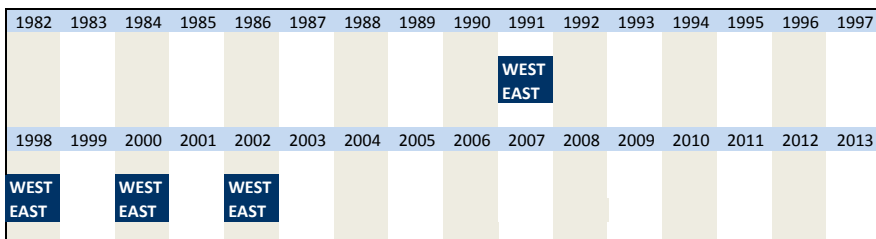
No.	Name	Label	Survey period	Survey frequency
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4.19.1) fue1 company has carried out R&D East and West 1991 to 2002 irregular

Wording of question

<p>1991 and 2000 IX./VI. R&D activities a) Has your company carried out R&D in 19WW*?? yes <input type="checkbox"/> [1] no <input type="checkbox"/> [2]</p> <p>1998 and 2002 VI. Research and Development activity in the company we conduct our own Research and Development (R&D) yes <input type="checkbox"/> [1] no <input type="checkbox"/> [2]</p>	<p>Further information</p> <p>*19WW denotes the year under review</p>
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Time span of variable



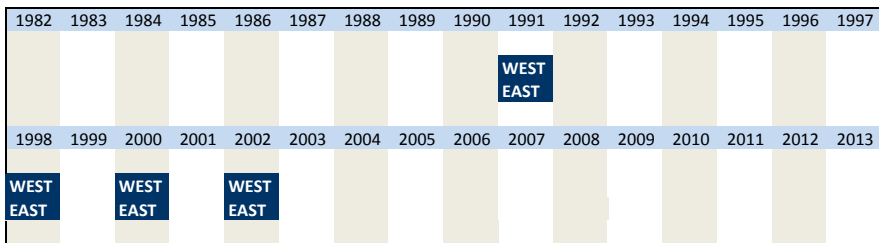
No.	Name	Label	Survey period	Survey frequency
-----	------	-------	---------------	------------------

4.19.2) fue2 company carries out R&D on regular basis East and West 1991 to 2002 irregular

Wording of question

<p>1991 and 2000 IX./VI. R&D activities a) Has your company carried out R&D in 19WW*?? yes <input type="checkbox"/> no <input checked="" type="checkbox"/></p> <p>If yes: - is R&D carried out regularly? yes <input type="checkbox"/> [1] no <input type="checkbox"/> [2]</p>	<p>Further information</p> <p>*19WW denotes the year under review</p>
<p>1998 and 2002 VI. Research and Development activity in the company we conduct our own Research and Development (R&D) yes <input type="checkbox"/> no <input checked="" type="checkbox"/></p> <p>If yes: 1. regularly <input type="checkbox"/> [1] upon requirement <input type="checkbox"/> [2]</p>	

Time span of variable



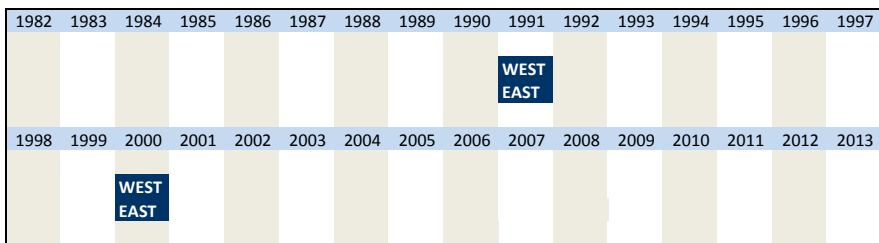
No.	Name	Label	Survey period	Survey frequency
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4.19.3) fue3 share of product innovations in R&D expenditures West and East 1991 West and East 2000 once once

Wording of question

<p>1991 and 2000 IX./VI. R&D activities a) Has your company carried out R&D in 19WW*?? yes <input type="checkbox"/> no <input checked="" type="checkbox"/></p> <p>If yes: share of R&D expenditures in 19WW* for -product innovations _____ %</p>	<p>Further information</p> <p>*19WW denotes the year under review</p>
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Time span of variable



No.	Name	Label	Survey period	Survey frequency
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4.19.4) fue4 share of process innovations in R&D expenditures West and East 1991 West and East 2000 once once

Wording of question

<p>1991 and 2000 IX./VI. R&D activities</p>	<p>Further information</p>
--	----------------------------

a) Has your company carried out R&D in 19WW*??

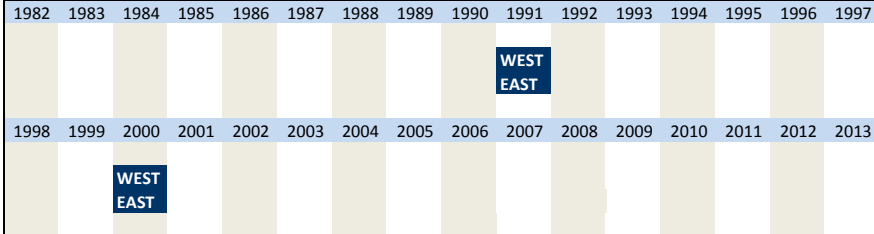
yes no

If yes:

share of R&D expenditures in 19WW* for
- process innovations _____ %

*19WW denotes the year under review

Time span of variable



No.	Name	Label	Survey period	Survey frequency
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4.19.5) fue5 company plans R&D during next 3 years

West and East 1991 once
West and East 2000 once

Wording of question

1991 and 2000

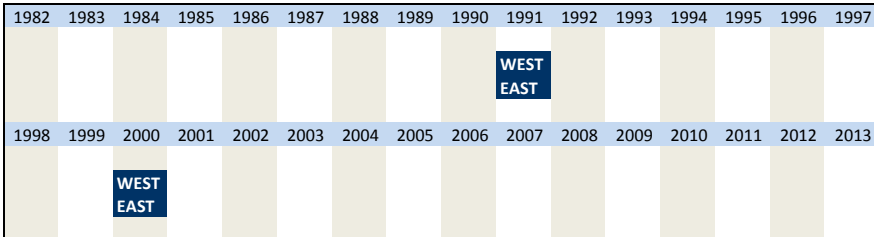
IX./VI. R&D activities

b) Are there any scheduled R&D activities during the next 3 years?

yes [1] no [2]

Further information

Time span of variable



No.	Name	Label	Survey period	Survey frequency
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4.19.6) fue6 R&D organised in form of: central R&D department

West and East 1998 once
West and East 2002 once

Wording of question

1998 and 2002

VI. Research and Development activity in the company

we conduct our own Research and Development (R&D)

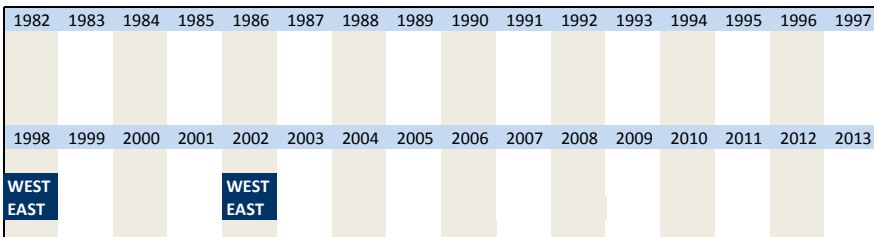
yes no

If yes: 2. Our R&D activities are organised in the form of
(multiple answers possible)

- a central R&D department [1]

Further information

Time span of variable



No.	Name	Label	Survey period	Survey frequency
4.19.7)	fue7	R&D organised in form of: decentralised R&D departments	West and East 1998 West and East 2002	once once

Wording of question

<p>1998 and 2002</p> <p>VI. Research and Development activity in the company we conduct our own Research and Development (R&D)</p> <p>yes <input type="checkbox"/> no <input checked="" type="checkbox"/></p> <p>If yes: 2. Our R&D activities are organised in the form of (multiple answers possible)</p> <p>- decentralised R&D departments (e.g. product group or company sector specific) <input type="checkbox"/> [1]</p>	Further information																																																																
Time span of variable																																																																	
<table border="1"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td>1998</td><td>1999</td><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><td>2010</td><td>2011</td><td>2012</td><td>2013</td> </tr> <tr> <td>WEST</td><td></td><td></td><td></td><td>WEST</td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td> </tr> <tr> <td>EAST</td><td></td><td></td><td></td><td>EAST</td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td> </tr> </table>		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	WEST				WEST												EAST				EAST											
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EAST				EAST																																																													

No.	Name	Label	Survey period	Survey frequency
4.19.8)	fue8	R&D organised in form of: problem-specific project groups	West and East 1998 West and East 2002	once once

Wording of question

<p>1998 and 2002</p> <p>VI. Research and Development activity in the company we conduct our own Research and Development (R&D)</p> <p>yes <input type="checkbox"/> no <input checked="" type="checkbox"/></p> <p>If yes: 2. Our R&D activities are organised in the form of (multiple answers possible)</p> <p>- problem-specific project groups <input type="checkbox"/> [1]</p>	Further information																																																																
Time span of variable																																																																	
<table border="1"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td>1998</td><td>1999</td><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><td>2010</td><td>2011</td><td>2012</td><td>2013</td> </tr> <tr> <td>WEST</td><td></td><td></td><td></td><td>WEST</td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td> </tr> <tr> <td>EAST</td><td></td><td></td><td></td><td>EAST</td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td> </tr> </table>		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	WEST				WEST												EAST				EAST											
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No.	Name	Label	Survey period	Survey frequency
4.19.9)	fue9	R&D organised by entrepreneur himself	West and East 1998 West and East 2002	once once

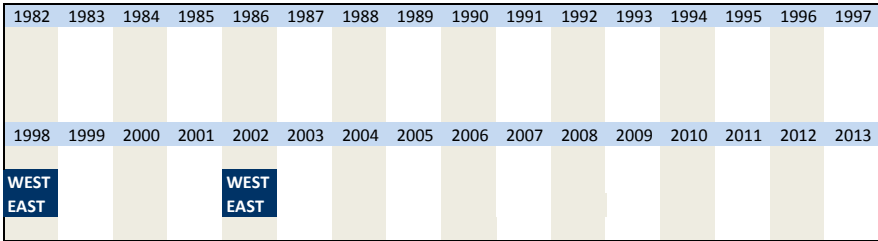
Wording of question

<p>1998 and 2002</p> <p>VI. Research and Development activity in the company we conduct our own Research and Development (R&D)</p> <p>yes <input type="checkbox"/> no <input checked="" type="checkbox"/></p> <p>If yes: 2. Our R&D activities are organised in the form of</p>	Further information
--	---------------------

(multiple answers possible)

- R&D activities by the entrepreneur himself [1]

Time span of variable



No.	Name	Label	Survey period	Survey frequency
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4.19.10) fue10 share of R&D expenditures in total revenue West and East 1998 once
 West and East 2002 once

Wording of question

1998 and 2002

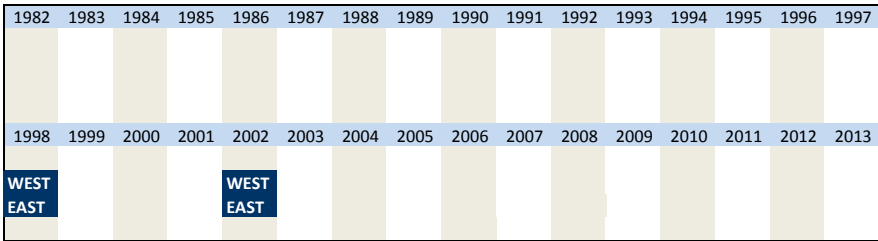
VI. Research and Development activity in the company
 we conduct our own Research and Development (R&D)
 yes no

If yes: 3. In 19WW/20WW* the share of our total R&D expenditures to the total annual turnover was (in %) _____ %

Further information

*19WW denotes the year under review

Time span of variable



No.	Name	Label	Survey period	Survey frequency
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4.19.11) fue11 future development of R&D expenditures West and East 2000 once

Wording of question

2000

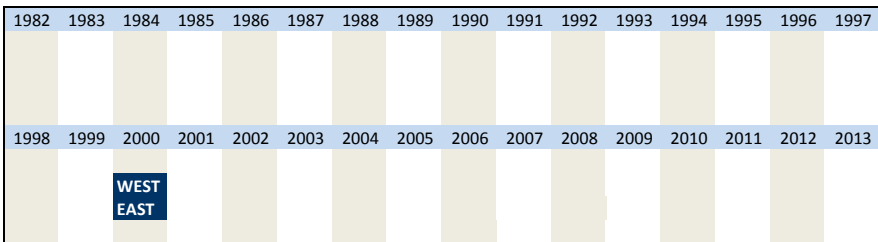
VI. R&D activities

b) Are there any scheduled R&D activities during the next 3 years?
 yes no

If yes:
 - are the R&D expenditures going to
 - increase [1]
 - remain constant [2]
 - decrease [3]

Further information

Time span of variable



4.20 R&D cooperations

No.	Name	Label	Survey period	Survey frequency
4.20.1-62)	fueko1-fueko62	R&D cooperations	West 1991 East 1991	once once

Wording of question

1991

X. R&D-Kooperation

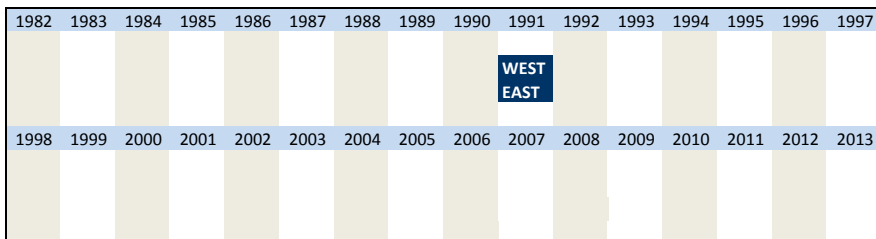
Did your company participate in any R&D cooperations in 1991?
 yes fueko1 no fueko2

If yes:
 Who did you cooperate with?

Cooperation partner	Cooperation partner has its place of business					
	in Europe			outside of Europe		
	domes	EC	not EC	USA	Japan	other
customers	fueko3	fueko4	fueko5	fueko6	fueko7	fueko8
suppliers	fueko9	fueko1	fueko11	fueko1	fueko1	fueko14
parent, subsidiary or affiliated company	fueko1	fueko1	fueko17	fueko1	fueko1	fueko20
competitors	fueko2	fueko2	fueko23	fueko2	fueko2	fueko26
consultants	fueko2	fueko2	fueko29	fueko3	fueko3	fueko32
public research institutes	fueko3	fueko3	fueko35	fueko3	fueko3	fueko38
private research institutes	fueko3	fueko4	fueko41	fueko4	fueko4	fueko44
universities	fueko4	fueko4	fueko47	fueko4	fueko4	fueko50
Institutes for joint research	fueko5	fueko5	fueko53	fueko5	fueko5	fueko56
other: _____	fueko5	fueko5	fueko59	fueko6	fueko6	fueko62

Further information

Time span of variable



4.21 Structure of the product range

No.	Name	Label	Survey period	Survey frequency
4.21.1)	sps1	share of products which remained unchanged in total revenue	West and East 1991	once

Wording of question

<p>1991</p> <p>XI. Structure of the product range</p> <p>a) If you set the revenue of your whole product range before 1991 =100%, what was the share of revenue as compared to last year of products that</p> <p style="text-align: center;">with respect to the total revenue</p> <p>- basically remained unchanged _____ %</p>	Further information																																																																		
Time span of variable																																																																			
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No.	Name	Label	Survey period	Survey frequency
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4.21.2) sps2 share of products which changed slightly in total revenue West and East 1991 once

Wording of question

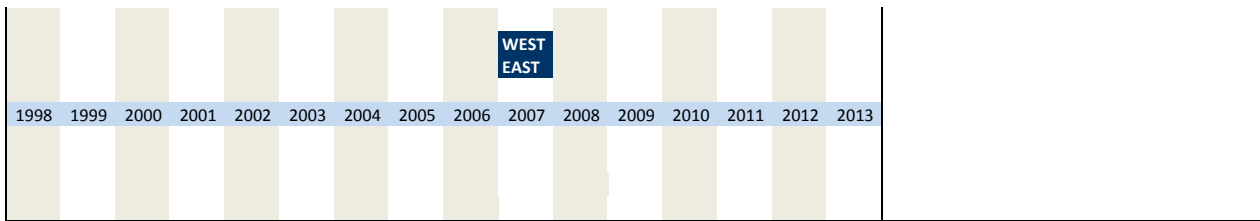
<p>1991</p> <p>XI. Structure of the product range</p> <p>a) If you set the revenue of your whole product range before 1991 =100%, what was the share of revenue as compared to last year of products that</p> <p style="text-align: center;">with respect to the total revenue</p> <p>- changed only slightly _____ %</p>	Further information																																																																		
Time span of variable																																																																			
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No.	Name	Label	Survey period	Survey frequency
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4.21.3) sps3 share of products which changed significantly in total revenue West and East 1991 once

Wording of question

<p>1991</p> <p>XI. Structure of the product range</p> <p>a) If you set the revenue of your whole product range before 1991 =100%, what was the share of revenue as compared to last year of products that</p> <p style="text-align: center;">with respect to the total revenue</p> <p>- changed crucially or were introduced completely new _____ %</p>	Further information																
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<table border="1" style="width: 100%; text-align: center;"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> </table>		1982	1983	1984	1985	1986	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996	1997
1982	1983	1984	1985	1986	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996	1997		



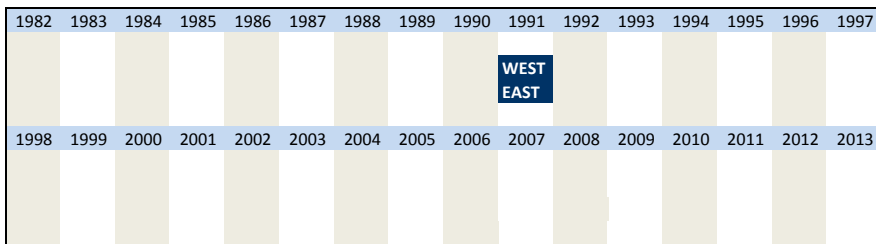
No.	Name	Label	Survey period	Survey frequency
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4.21.4) sps4 share of products which remained unchanged in export revenue West and East 1991 once

Wording of question

<p>1991</p> <p>XI. Structure of the product range</p> <p>a) If you set the revenue of your whole product range before 1991 =100%, what was the share of revenue as compared to last year of products that</p> <p style="text-align: center;">with respect to the export revenue</p> <p>- basically remained unchanged _____ %</p>	Further information
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Time span of variable



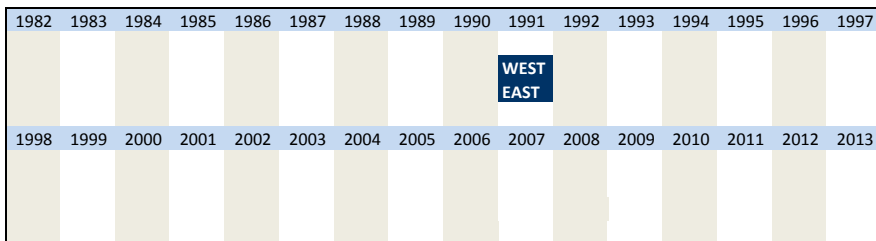
No.	Name	Label	Survey period	Survey frequency
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4.21.5) sps5 share of products which changed slightly in export revenue West and East 1991 once

Wording of question

<p>1991</p> <p>XI. Structure of the product range</p> <p>a) If you set the revenue of your whole product range before 1991 =100%, what was the share of revenue as compared to last year of products that</p> <p style="text-align: center;">with respect to the export revenue</p> <p>- changed only slightly _____ %</p>	Further information
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Time span of variable



No.	Name	Label	Survey period	Survey frequency
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4.21.6) sps6 share of products which changed significantly in export revenues West and East 1991 once

Wording of question

<p>1991</p> <p>XI. Structure of the product range</p> <p>a) If you set the revenue of your whole product range before 1991 =100%, what was the share of revenue as compared to last year of products that</p> <p style="padding-left: 40px;">with respect to the export revenue</p> <p>- changed crucially or were introduced completely new _____ %</p>	Further information																																																
<p>Time span of variable</p>																																																	
<table border="1" style="width: 100%; text-align: center;"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td style="background-color: #e6f2ff;"></td><td style="background-color: #e6f2ff;"></td><td style="background-color: #e6f2ff;"></td><td style="background-color: #e6f2ff;"></td><td style="background-color: #e6f2ff;"></td><td style="background-color: #e6f2ff;"></td><td style="background-color: #e6f2ff;"></td><td style="background-color: #e6f2ff;"></td><td style="background-color: #e6f2ff;"></td><td style="background-color: #e6f2ff;">WEST</td><td style="background-color: #e6f2ff;">EAST</td><td style="background-color: #e6f2ff;"></td><td style="background-color: #e6f2ff;"></td><td style="background-color: #e6f2ff;"></td><td style="background-color: #e6f2ff;"></td><td style="background-color: #e6f2ff;"></td> </tr> <tr> <td>1998</td><td>1999</td><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><td>2010</td><td>2011</td><td>2012</td><td>2013</td> </tr> </table>		1982	1983	1984	1985	1986	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996	1997										WEST	EAST						1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013
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No.	Name	Label	Survey period	Survey frequency
4.21.7)	sps7	share of innovative products new to company in total revenue	West and East 1991	once

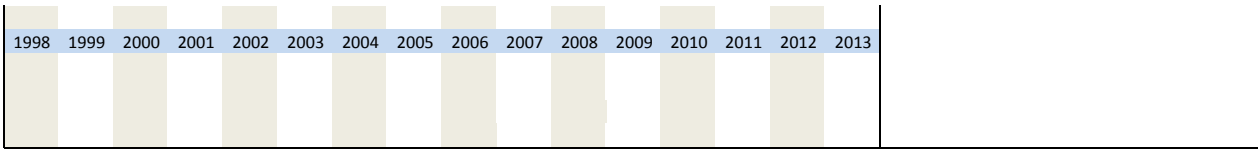
Wording of question

<p>1991</p> <p>XI. Structure of the product range</p> <p>b) Share of revenue of innovative products in 1991 that were new</p> <p>- to the company _____ %</p>	Further information																																																
<p>Time span of variable</p>																																																	
<table border="1" style="width: 100%; text-align: center;"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td style="background-color: #e6f2ff;"></td><td style="background-color: #e6f2ff;"></td><td style="background-color: #e6f2ff;"></td><td style="background-color: #e6f2ff;"></td><td style="background-color: #e6f2ff;"></td><td style="background-color: #e6f2ff;"></td><td style="background-color: #e6f2ff;"></td><td style="background-color: #e6f2ff;"></td><td style="background-color: #e6f2ff;"></td><td style="background-color: #e6f2ff;">WEST</td><td style="background-color: #e6f2ff;">EAST</td><td style="background-color: #e6f2ff;"></td><td style="background-color: #e6f2ff;"></td><td style="background-color: #e6f2ff;"></td><td style="background-color: #e6f2ff;"></td><td style="background-color: #e6f2ff;"></td> </tr> <tr> <td>1998</td><td>1999</td><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><td>2010</td><td>2011</td><td>2012</td><td>2013</td> </tr> </table>		1982	1983	1984	1985	1986	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996	1997										WEST	EAST						1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013
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No.	Name	Label	Survey period	Survey frequency
4.21.8)	sps8	share of innovative products new to sector in total revenue	West and East 1991	once

Wording of question

<p>1991</p> <p>XI. Structure of the product range</p> <p>b) Share of revenue of innovative products in 1991 that were new</p> <p>- to the sector _____ %</p>	Further information																																
<p>Time span of variable</p>																																	
<table border="1" style="width: 100%; text-align: center;"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td style="background-color: #e6f2ff;"></td><td style="background-color: #e6f2ff;"></td><td style="background-color: #e6f2ff;"></td><td style="background-color: #e6f2ff;"></td><td style="background-color: #e6f2ff;"></td><td style="background-color: #e6f2ff;"></td><td style="background-color: #e6f2ff;"></td><td style="background-color: #e6f2ff;"></td><td style="background-color: #e6f2ff;"></td><td style="background-color: #e6f2ff;">WEST</td><td style="background-color: #e6f2ff;">EAST</td><td style="background-color: #e6f2ff;"></td><td style="background-color: #e6f2ff;"></td><td style="background-color: #e6f2ff;"></td><td style="background-color: #e6f2ff;"></td><td style="background-color: #e6f2ff;"></td> </tr> </table>		1982	1983	1984	1985	1986	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996	1997										WEST	EAST					
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4.22 Competitiveness and technology

No.	Name	Label	Survey period	Survey frequency
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4.22.1) **wft1** competitiveness as compared to Japanese competitors East and West 1992 once

Wording of question

<p>1992</p> <p>III. Competitiveness and technology</p> <p>Compared to the last 3 years our competitiveness towards competitors from [...] will in the medium term:</p> <p style="text-align: center;">Japan increase not change decrease</p> <p style="text-align: center;"> <input type="text"/> [1] <input type="text"/> [2] <input type="text"/> [3]</p>	Further information
<p>Time span of variable</p>	

No.	Name	Label	Survey period	Survey frequency
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4.22.2) **wft2** competitiveness as compared to Southeast Asian competitors East and West 1992 once

Wording of question

<p>1992</p> <p>III. Competitiveness and technology</p> <p>Compared to the last 3 years our competitiveness towards competitors from [...] will in the medium term:</p> <p style="text-align: center;">Southeast Asia increase not change decrease</p> <p style="text-align: center;"> <input type="text"/> [1] <input type="text"/> [2] <input type="text"/> [3]</p>	Further information
<p>Time span of variable</p>	

No.	Name	Label	Survey period	Survey frequency
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4.22.3) **wft3** competitiveness as compared to competitors from USA East and West 1992 once

Wording of question

<p>1992</p> <p>III. Competitiveness and technology</p> <p>Compared to the last 3 years our competitiveness towards competitors from [...] will in the medium term:</p> <p style="text-align: center;">USA increase not change decrease</p> <p style="text-align: center;"> <input type="text"/> [1] <input type="text"/> [2] <input type="text"/> [3]</p>	Further information
<p>Time span of variable</p>	



No.	Name	Label	Survey period	Survey frequency
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4.22.4) wft4 competitiveness as compared to competitors from EC and Western Europe East and West 1992 once

Wording of question

<p>1992</p> <p>III. Competitiveness and technology</p> <p>Compared to the last 3 years our competitiveness towards competitors from [...] will in the medium term:</p> <p style="text-align: center;"> increase not change decrease EC and Western Europe <input type="text"/> [1] <input type="text"/> [2] <input type="text"/> [3] </p>	<p>Further information</p>																																																
<p>Time span of variable</p>																																																	
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										EAST + WEST																																							

No.	Name	Label	Survey period	Survey frequency
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4.22.5) wft5 competitiveness as compared to competitors from Eastern Europe East and West 1992 once

Wording of question

<p>1992</p> <p>III. Competitiveness and technology</p> <p>Compared to the last 3 years our competitiveness towards competitors from [...] will in the medium term:</p> <p style="text-align: center;"> increase not change decrease Eastern Europe <input type="text"/> [1] <input type="text"/> [2] <input type="text"/> [3] </p>	<p>Further information</p>																																																
<p>Time span of variable</p>																																																	
<table border="1" style="width: 100%; text-align: center;"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td> </tr> <tr> <td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td style="background-color: #e6e6e6;">EAST + WEST</td><td></td><td></td><td></td><td></td><td></td> </tr> </table>		1982	1983	1984	1985	1986	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996	1997																											EAST + WEST					
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										EAST + WEST																																							

No.	Name	Label	Survey period	Survey frequency
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4.22.6) wft6 competitiveness in general East and West 1992 once

Wording of question

<p>1992</p> <p>III. Competitiveness and technology</p> <p>Compared to the last 3 years our competitiveness towards competitors from [...] will in the medium term:</p> <p style="text-align: center;"> in general increase not change decrease <input type="text"/> [1] <input type="text"/> [2] <input type="text"/> [3] </p>	<p>Further information</p>																																																
<p>Time span of variable</p>																																																	
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										EAST + WEST																																							

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

4.22.7) wft7 importance of new technologies for competitiveness East and West 1992 once

Wording of question

<p>1992</p> <p>III. Competitiveness and technology</p> <p>New technologies have the following importance regarding the retention or increase of our competitiveness</p> <p style="text-align: center;">major <input type="checkbox"/> [1] slight <input type="checkbox"/> [2] no <input type="checkbox"/> [3]</p>	<p>Further information</p>																																
<p>Time span of variable</p> <table border="1" style="width: 100%; text-align: center;"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;">EAST + WEST</td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td> </tr> </table>		1982	1983	1984	1985	1986	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996	1997											EAST + WEST					
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										EAST + WEST																							

No.	Name	Label	Survey period	Survey frequency
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4.22.8) wft8 focus of technological competition: new materials East and West 1992 once

Wording of question

<p>1992</p> <p>III. Competitiveness and technology</p> <p>In the medium term in our product line the technology competition is concentrated on following main focus of innovations</p> <p>product innovations</p> <p style="text-align: center;">new materials <input type="checkbox"/> [1]</p>	<p>Further information</p>																																
<p>Time span of variable</p> <table border="1" style="width: 100%; text-align: center;"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;">EAST + WEST</td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td> </tr> </table>		1982	1983	1984	1985	1986	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996	1997											EAST + WEST					
1982	1983	1984	1985	1986	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996	1997																		
										EAST + WEST																							

No.	Name	Label	Survey period	Survey frequency
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4.22.9) wft9 focus of technological competition: new intermediate products East and West 1992 once

Wording of question

<p>1992</p> <p>III. Competitiveness and technology</p> <p>In the medium term in our product line the technology competition is concentrated on following main focus of innovations</p> <p>product innovations</p> <p style="text-align: center;">new intermediate products <input type="checkbox"/> [1]</p>	<p>Further information</p>																																
<p>Time span of variable</p> <table border="1" style="width: 100%; text-align: center;"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;">EAST + WEST</td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td> </tr> </table>		1982	1983	1984	1985	1986	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996	1997											EAST + WEST					
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No.	Name	Label	Survey period	Survey frequency
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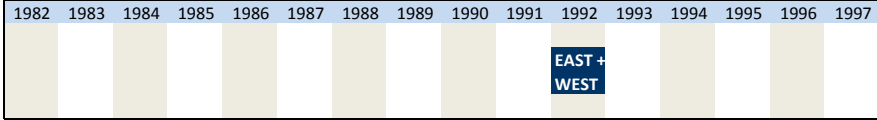
4.22.10) wft10 focus of technological competition: new functional solutions East and West 1992 once

Wording of question

<p>1992</p> <p>III. Competitiveness and technology</p> <p>In the medium term in our product line the technology competition is concentrated on following main focus of innovations</p>	<p>Further information</p>
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product innovations
 new functional solutions for existing products [1]

Time span of variable



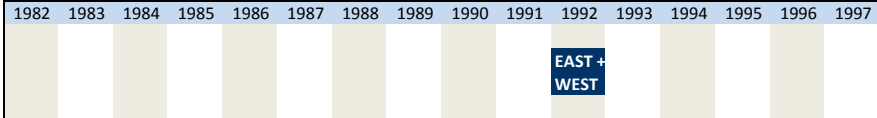
No.	Name	Label	Survey period	Survey frequency
4.22.11)	wft11	focus of technological competition: fundamentally new products	East and West 1992	once

Wording of question

1992
III. Competitiveness and technology
 In the medium term in our product line the technology competition is concentrated on following main focus of innovations
 product innovations
 fundamentally new products [1]

Further information

Time span of variable



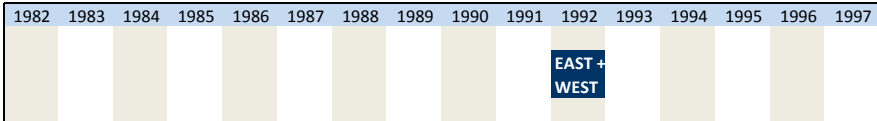
No.	Name	Label	Survey period	Survey frequency
4.22.12)	wft12	focus of technological competition: new production and process technologies	East and West 1992	once

Wording of question

1992
III. Competitiveness and technology
 In the medium term in our product line the technology competition is concentrated on following main focus of innovations
 Process innovations in production
 new production or process technologies [1]

Further information

Time span of variable



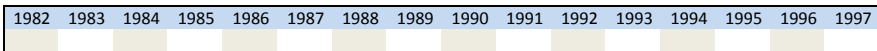
No.	Name	Label	Survey period	Survey frequency
4.22.13)	wft13	focus of technological competition: further automation	East and West 1992	once

Wording of question

1992
III. Competitiveness and technology
 In the medium term in our product line the technology competition is concentrated on following main focus of innovations
 Process innovations in production
 further automation [1]

Further information

Time span of variable



4.22.17) wft17

obst. to dev. of new functional solutions: financing

East and West 1992

once

Wording of question

<p>1992</p> <p>III. Competitiveness and technology</p> <p>Obstacles to innovations exist especially in the following scopes:</p> <p>Financing</p> <p>product innovations</p> <p style="text-align: right;">new functional solutions for existing products <input type="text"/> [1]</p>	<p>Further information</p>																																
<p>Time span of variable</p>																																	
<table border="1" style="width: 100%; text-align: center;"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;">EAST + WEST</td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td> </tr> </table>		1982	1983	1984	1985	1986	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996	1997											EAST + WEST					
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No.	Name	Label	Survey period	Survey frequency
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4.22.18) wft18

obst. to dev. of fundamentally new products: financing

East and West 1992

once

Wording of question

<p>1992</p> <p>III. Competitiveness and technology</p> <p>Obstacles to innovations exist especially in the following scopes:</p> <p>Financing</p> <p>product innovations</p> <p style="text-align: right;">fundamentally new products <input type="text"/> [1]</p>	<p>Further information</p>																																
<p>Time span of variable</p>																																	
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										EAST + WEST																							

No.	Name	Label	Survey period	Survey frequency
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4.22.19) wft19

obst. to dev. of new production and process technologies: financing

East and West 1992

once

Wording of question

<p>1992</p> <p>III. Competitiveness and technology</p> <p>Obstacles to innovations exist especially in the following scopes:</p> <p>Financing</p> <p>Process innovations in production</p> <p style="text-align: right;">new production or process technologies <input type="text"/> [1]</p>	<p>Further information</p>																																
<p>Time span of variable</p>																																	
<table border="1" style="width: 100%; text-align: center;"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;">EAST + WEST</td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td> </tr> </table>		1982	1983	1984	1985	1986	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996	1997											EAST + WEST					
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										EAST + WEST																							

No.	Name	Label	Survey period	Survey frequency
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4.22.10) wft20

obst. to further automation: financing

East and West 1992

once

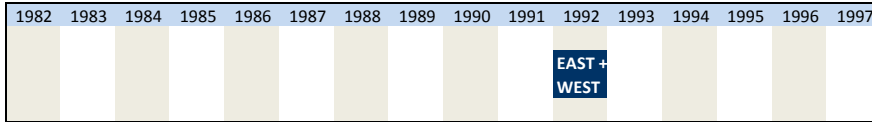
Wording of question

<p>1992</p>	<p>Further information</p>
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III. Competitiveness and technology
 Obstacles to innovations exist especially in the following scopes:
Financing
 Process innovations in production

further automation [1]

Time span of variable



No.	Name	Label	Survey period	Survey frequency
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4.22.21) wft21 obst. to dev. of new technical organisational structures: financing East and West 1992 once

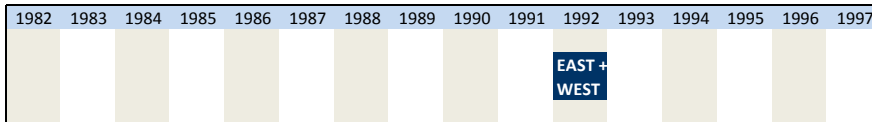
Wording of question

1992
III. Competitiveness and technology
 Obstacles to innovations exist especially in the following scopes:
Financing
 Process innovations in production

new technical organisational structures [1]

Further information

Time span of variable



No.	Name	Label	Survey period	Survey frequency
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4.22.22) wft22 obst. to dev. of new materials: information, consulting East and West 1992 once

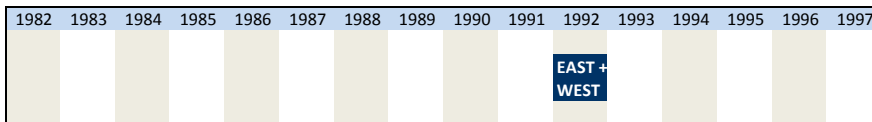
Wording of question

1992
III. Competitiveness and technology
 Obstacles to innovations exist especially in the following scopes:
Information, consulting
 product innovations

new materials [1]

Further information

Time span of variable



No.	Name	Label	Survey period	Survey frequency
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4.22.23) wft23 obst. to dev. of new intermediate products: information, consulting East and West 1992 once

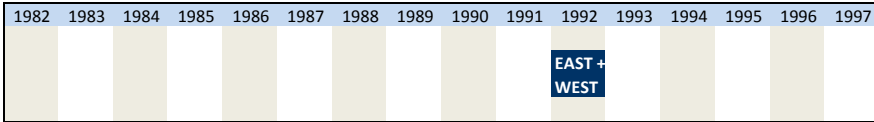
Wording of question

1992
III. Competitiveness and technology
 Obstacles to innovations exist especially in the following scopes:
Information, consulting
 product innovations

new intermediate products [1]

Further information

Time span of variable



No.	Name	Label	Survey period	Survey frequency
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4.22.24) wft24 obst. to dev. of new functional solutions: information, consulting East and West 1992 once

Wording of question

<p>1992</p> <p>III. Competitiveness and technology</p> <p>Obstacles to innovations exist especially in the following scopes:</p> <p>Information, consulting</p> <p>product innovations</p> <p style="text-align: right;">new functional solutions for existing products <input type="text"/> [1]</p>	<p>Further information</p>
<p>Time span of variable</p>	

No.	Name	Label	Survey period	Survey frequency
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4.22.25) wft25 obst. to dev. of fundamentally new products: information, consulting East and West 1992 once

Wording of question

<p>1992</p> <p>III. Competitiveness and technology</p> <p>Obstacles to innovations exist especially in the following scopes:</p> <p>Information, consulting</p> <p>product innovations</p> <p style="text-align: right;">fundamentally new products <input type="text"/> [1]</p>	<p>Further information</p>
<p>Time span of variable</p>	

No.	Name	Label	Survey period	Survey frequency
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4.22.26) wft26 obst. to dev. of new production and process technologies: info., consulting East and West 1992 once

Wording of question

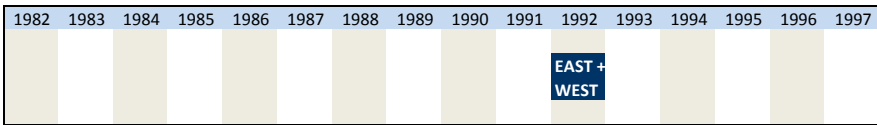
<p>1992</p> <p>III. Competitiveness and technology</p> <p>Obstacles to innovations exist especially in the following scopes:</p> <p>Information, consulting</p> <p>Process innovations in production</p> <p style="text-align: right;">new production or process technologies <input type="text"/> [1]</p>	<p>Further information</p>
<p>Time span of variable</p>	

4.22.30) wft30 obst. to dev. of new intermediate products: qualification of employees East and West 1992 once

Wording of question

1992 III. Competitiveness and technology Obstacles to innovations exist especially in the following scopes: Qualification of employees product innovations new intermediate products <input type="text"/> [1]	Further information
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Time span of variable



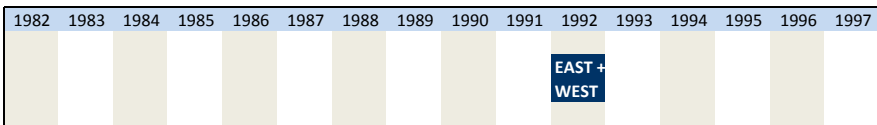
No.	Name	Label	Survey period	Survey frequency
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4.22.31) wft31 obst. to dev. of new functional solutions: qualification of employees East and West 1992 once

Wording of question

1992 III. Competitiveness and technology Obstacles to innovations exist especially in the following scopes: Qualification of employees product innovations new functional solutions for existing products <input type="text"/> [1]	Further information
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Time span of variable



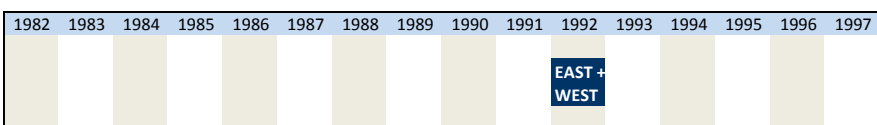
No.	Name	Label	Survey period	Survey frequency
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4.22.32) wft32 obst. to dev. of fundamentally new products: qualification of employees East and West 1992 once

Wording of question

1992 III. Competitiveness and technology Obstacles to innovations exist especially in the following scopes: Qualification of employees product innovations fundamentally new products <input type="text"/> [1]	Further information
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Time span of variable



No.	Name	Label	Survey period	Survey frequency
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4.22.33) wft33 obst. to dev. of new prod. and progress technologies: qualification of employees East and West 1992 once

Wording of question

Time span of variable																
1982	1983	1984	1985	1986	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996	1997	
										EAST + WEST						

No.	Name	Label	Survey period	Survey frequency
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4.22.37) wft37 obst. to dev. of new intermediate products: technology procurement (external) East and West 1992 once

Wording of question

1992 III. Competitiveness and technology Obstacles to innovations exist especially in the following scopes: Technology procurement (external) product innovations new intermediate products <input type="text"/> [1]	Further information														
Time span of variable															
1982	1983	1984	1985	1986	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996	1997
										EAST + WEST					

No.	Name	Label	Survey period	Survey frequency
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4.22.38) wft38 obst. to dev. of new functional solutions: technology procurement (external) East and West 1992 once

Wording of question

1992 III. Competitiveness and technology Obstacles to innovations exist especially in the following scopes: Technology procurement (external) product innovations new functional solutions for existing products <input type="text"/> [1]	Further information														
Time span of variable															
1982	1983	1984	1985	1986	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996	1997
										EAST + WEST					

No.	Name	Label	Survey period	Survey frequency
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4.22.39) wft39 obst. to dev. of fundamentally new products: technology procurement (external) East and West 1992 once

Wording of question

1992 III. Competitiveness and technology Obstacles to innovations exist especially in the following scopes: Technology procurement (external) product innovations fundamentally new products <input type="text"/> [1]	Further information														
Time span of variable															
1982	1983	1984	1985	1986	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996	1997



No.	Name	Label	Survey period	Survey frequency
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4.22.40) wft40 obst. to dev. of new production and process technologies: tech. procurement (external) East and West 1992 once

Wording of question

<p>1992</p> <p>III. Competitiveness and technology</p> <p>Obstacles to innovations exist especially in the following scopes:</p> <p>Technology procurement (external)</p> <p>Process innovations in production</p> <p style="text-align: right;">new production or process technologies <input type="text"/> [1]</p>	<p>Further information</p>																																
<p>Time span of variable</p>																																	
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										EAST + WEST																							

No.	Name	Label	Survey period	Survey frequency
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4.22.41) wft41 obst. to further automation: technology procurement (external) East and West 1992 once

Wording of question

<p>1992</p> <p>III. Competitiveness and technology</p> <p>Obstacles to innovations exist especially in the following scopes:</p> <p>Technology procurement (external)</p> <p>Process innovations in production</p> <p style="text-align: right;">further automation <input type="text"/> [1]</p>	<p>Further information</p>																																
<p>Time span of variable</p>																																	
<table border="1"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td style="background-color: #e6f2ff;">EAST + WEST</td><td></td><td></td><td></td><td></td><td></td> </tr> </table>		1982	1983	1984	1985	1986	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996	1997											EAST + WEST					
1982	1983	1984	1985	1986	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996	1997																		
										EAST + WEST																							

No.	Name	Label	Survey period	Survey frequency
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4.22.42) wft42 obst. to dev. of new technical org. structures: tech. procurement (external) East and West 1992 once

Wording of question

<p>1992</p> <p>III. Competitiveness and technology</p> <p>Obstacles to innovations exist especially in the following scopes:</p> <p>Technology procurement (external)</p> <p>Process innovations in production</p> <p style="text-align: right;">new technical organisational structures <input type="text"/> [1]</p>	<p>Further information</p>																																
<p>Time span of variable</p>																																	
<table border="1"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td style="background-color: #e6f2ff;">EAST + WEST</td><td></td><td></td><td></td><td></td><td></td> </tr> </table>		1982	1983	1984	1985	1986	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996	1997											EAST + WEST					
1982	1983	1984	1985	1986	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996	1997																		
										EAST + WEST																							

No.	Name	Label	Survey period	Survey frequency											
4.22.43)	wft43	overcoming of obst. requires support by professional association	East and West 1992	once											
Wording of question															
1992 III. Competitiveness and technology To overcome obstacles to innovations we primarily need support by our professional association <input type="text"/> [1]			Further information												
Time span of variable															
1982	1983	1984	1985	1986	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996	1997
										EAST + WEST					

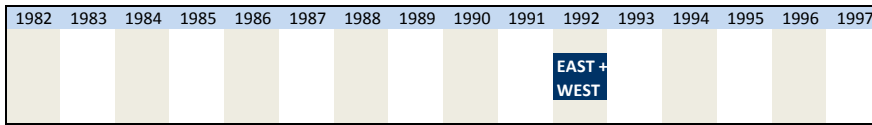
No.	Name	Label	Survey period	Survey frequency											
4.22.44)	wft44	overcoming of obst. requires support on federal state level	East and West 1992	once											
Wording of question															
1992 III. Competitiveness and technology To overcome obstacles to innovations we primarily need support on federal state level <input type="text"/> [1]			Further information												
Time span of variable															
1982	1983	1984	1985	1986	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996	1997
										EAST + WEST					

No.	Name	Label	Survey period	Survey frequency											
4.22.45)	wft45	overcoming of obst. requires support on federal level	East and West 1992	once											
Wording of question															
1992 III. Competitiveness and technology To overcome obstacles to innovations we primarily need support on federal level <input type="text"/> [1]			Further information												
Time span of variable															
1982	1983	1984	1985	1986	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996	1997
										EAST + WEST					

No.	Name	Label	Survey period	Survey frequency
4.22.46)	wft46	overcoming of obst. requires support on EC level	East and West 1992	once
Wording of question				
1992 III. Competitiveness and technology			Further information	

To overcome obstacles to innovations we primarily need support
on EC level [1]

Time span of variable



4.23 Innovation and cooperation

No.	Name	Label	Survey period	Survey frequency
4.23.1)	iuk1	innovation cooperations with other companies/institutions	West 1995, 1999 East 1995, 1999	irregular irregular

Wording of question

1995	Further information
<p>VI. Innovation and Kooperation a) For our innovation activities we cooperated with other companies/institutions in the years 1991 to 1995.</p> <p>yes, in fact <input type="text"/> [1] once <input type="text"/> [2] 2-5 times <input type="text"/> [3] more often</p> <p>no <input type="checkbox"/></p>	
<p>1999 VI. Innovation and Kooperation a) For our innovation activities we cooperated with other companies/institutions in the years 1995 to 1999.</p> <p>yes, in fact <input type="text"/> [1] once <input type="text"/> [2] 2-5 times <input type="text"/> [3] more often</p> <p>no <input type="checkbox"/></p>	
<p>Time span of variable</p>	

No.	Name	Label	Survey period	Survey frequency
4.23.2)	iuk2	no innovation cooperation with other companies/institutions	West 1995, 1999 East 1995, 1999	irregular irregular

Wording of question

1995	Further information
<p>VI. Innovation and Kooperation a) For our innovation activities we cooperated with other companies/institutions in the years 1991 to 1995.</p> <p>yes, in fact <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/></p> <p>no [1] <input type="text"/></p>	
<p>1999</p>	

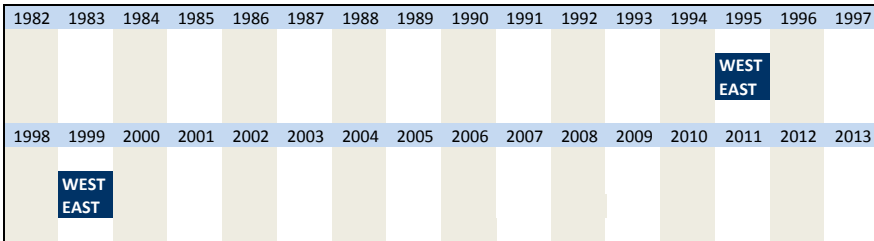
VI. Innovation and Kooperation

a) For our innovation activities we cooperated with other companies/institutions in the years 1995 to 1999.

yes, in fact

no [1]

Time span of variable



No.	Name	Label	Survey period	Survey frequency
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4.23.3) iuk3 form of innovation cooperation: joint venture

West 1995, 1999 irregular
East 1995, 1999 irregular

Wording of question

1995, 1999

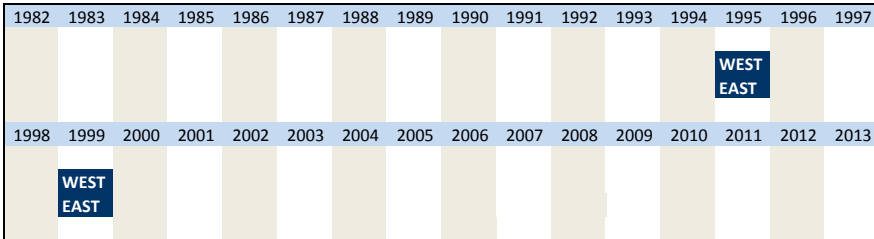
VI. Innovation and Kooperation

b) Wer utilised the following form(s) of cooperations for our innovation activities (multiple answers possible):

- Joint venture [1]

Further information

Time span of variable



No.	Name	Label	Survey period	Survey frequency
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4.23.4) iuk4 form of innovation cooperation: agreement about R&D

West 1995, 1999 irregular
East 1995, 1999 irregular

Wording of question

1995, 1999

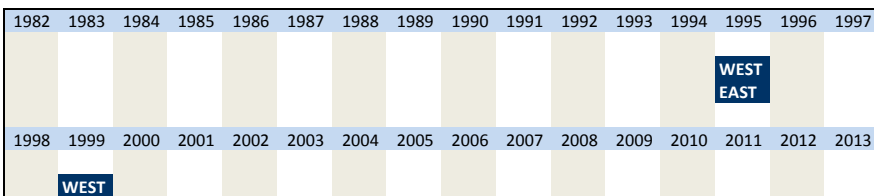
VI. Innovation and Kooperation

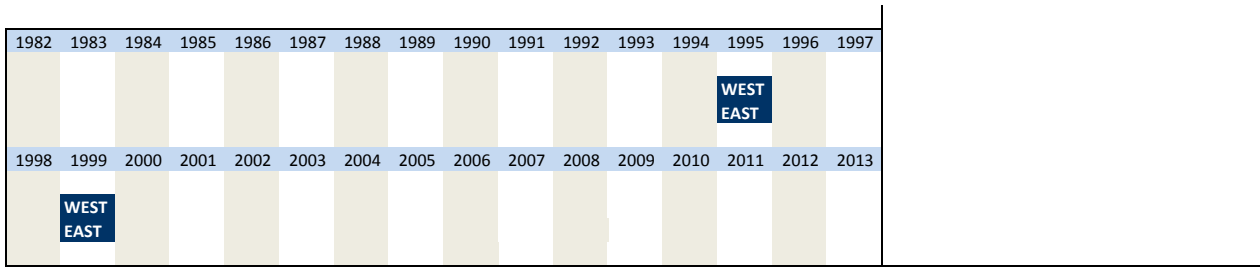
b) Wer utilised the following form(s) of cooperations for our innovation activities (multiple answers possible):

- R&D agreements [1]

Further information

Time span of variable





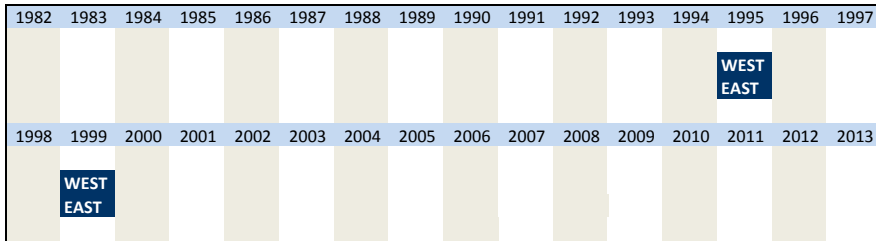
No.	Name	Label	Survey period	Survey frequency
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4.23.8) iuk8 form of innovation cooperation: placing of R&D orders West 1995, 1999 East 1995, 1999 irregular irregular

Wording of question

<p>1995, 1999 VI. Innovation and Kooperation b) Wer utilised the following form(s) of cooperations for our innovation activities (multiple answers possible):</p> <p>- placing of R&D orders to other companies/institutions <input type="text"/> [1]</p>	Further information
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Time span of variable



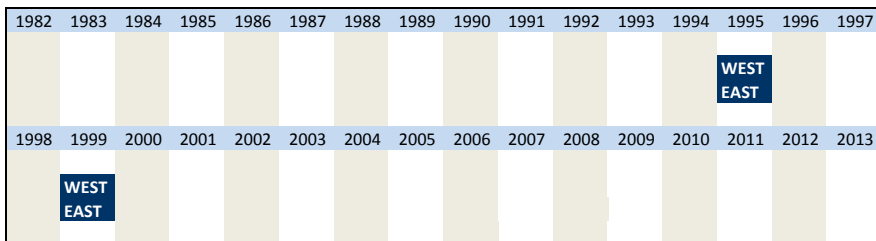
No.	Name	Label	Survey period	Survey frequency
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4.23.9) iuk9 form of innovation cooperation: other forms West 1995, 1999 East 1995, 1999 irregular irregular

Wording of question

<p>1995, 1999 VI. Innovation and Kooperation b) Wer utilised the following form(s) of cooperations for our innovation activities (multiple answers possible):</p> <p>- other ways of cooperation, namely: <input type="text"/> [1]</p>	Further information
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Time span of variable



No.	Name	Label	Survey period	Survey frequency
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4.23.10) iuk10 goal of cooperations: long-term commitment West 1995, 1999 East 1995, 1999 irregular irregular

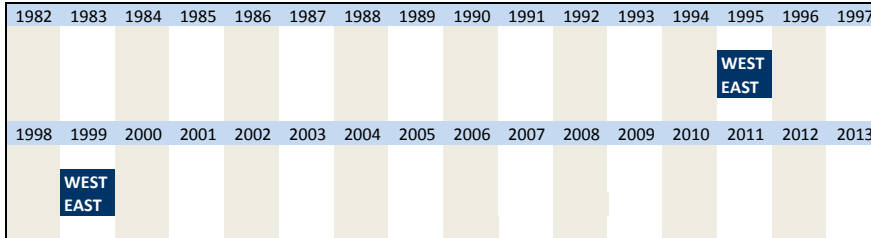
Wording of question

1995, 1999	Further information
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VI. Innovation and Kooperation
 c) The cooperations in the field of innovations during the last 5 years were directed at:

- long-term commitment [1]

Time span of variable



No.	Name	Label	Survey period	Survey frequency
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4.23.11) iuk11 goal of cooperations: short-term realisation of single R&D plans West 1995, 1999 irregular
 East 1995, 1999 irregular

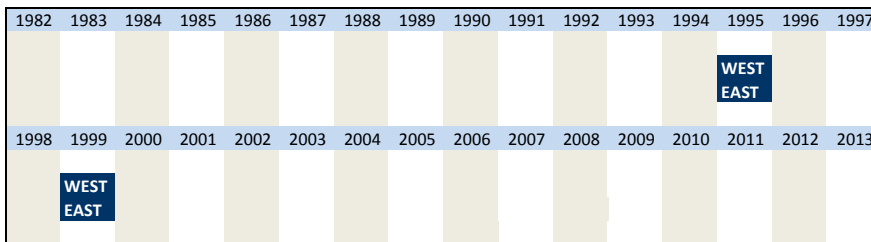
Wording of question

1995, 1999
VI. Innovation and Kooperation
 c) The cooperations in the field of innovations during the last 5 years were directed at:

- short-term realisation of single R&D plans [1]

Further information

Time span of variable



4.24 Adoption of external ideas/ inventions

No.	Name	Label	Survey period	Survey frequency
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4.24.1) extid1 innovations based on ideas/inventions/findings of the company West 2004 once
 East 2004 once

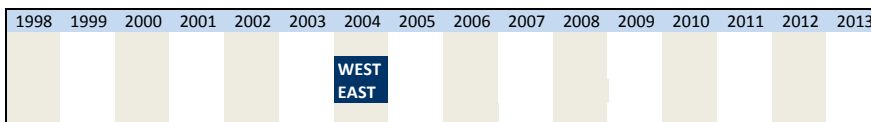
Wording of question

2004
Adoption of external ideas/ inventions
 a) Our innovations of the last 5 years are based on the adoption of ideas/inventions/results of R&D...

of the own company only [1] (Please continue with question VII)

Further information

Time span of variable



No.	Name	Label	Survey period	Survey frequency
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4.24.2) extid2 innovations based on ideas/inventions/findings of external private persons West 2004 once
East 2004 once

Wording of question

<p>2004 Adoption of external ideas/ inventions a) Our innovations of the last 5 years are based on the adoption of ideas/inventions/results of R&D... of external private persons <input type="text"/> [1]</p>	Further information
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Time span of variable



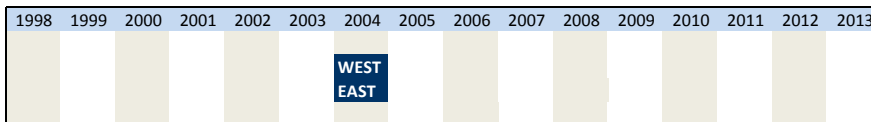
No.	Name	Label	Survey period	Survey frequency
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4.24.3) extid3 innovations based on ideas/inventions/findings of external research institutions West 2004 once
East 2004 once

Wording of question

<p>2004 Adoption of external ideas/ inventions a) Our innovations of the last 5 years are based on the adoption of ideas/inventions/results of R&D... of external research institutions <input type="text"/> [1]</p>	Further information
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Time span of variable



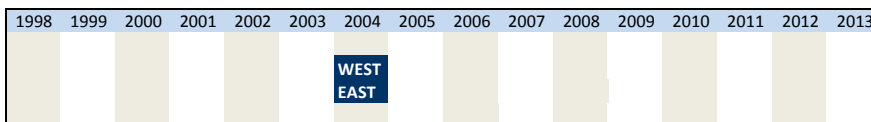
No.	Name	Label	Survey period	Survey frequency
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4.24.4) extid4 innovations based on ideas/inventions/findings of external companies West 2004 once
East 2004 once

Wording of question

<p>2004 Adoption of external ideas/ inventions a) Our innovations of the last 5 years are based on the adoption of ideas/inventions/results of R&D... of external companies <input type="text"/> [1]</p>	Further information
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Time span of variable



No.	Name	Label	Survey period	Survey frequency
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4.24.5) extid5 innovations based on ideas/inventions/findings of others West 2004 once
East 2004 once

Wording of question

2004 Adoption of external ideas/ inventions a) Our innovations of the last 5 years are based on the adoption of ideas/inventions/results of R&D... of others <input type="text"/> [1]	Further information																																
Time span of variable																																	
<table border="1"> <tr> <td>1998</td><td>1999</td><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><td>2010</td><td>2011</td><td>2012</td><td>2013</td> </tr> <tr> <td></td><td></td><td></td><td></td><td></td><td></td><td style="background-color: #e6f2ff;">WEST EAST</td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td> </tr> </table>		1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013							WEST EAST									
1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013																		
						WEST EAST																											

No.	Name	Label	Survey period	Survey frequency
4.24.6)	extid6	stage of external ideas/inventions/findings when adopted: idea/conception	West 2004 East 2004	once once

Wording of question

2004 Adoption of external ideas/ inventions b) At the time of the adoption to the own company the external ideas/inventions/results of R&D were in the stage of: idea/conception <input type="text"/> [1]	Further information																																
Time span of variable																																	
<table border="1"> <tr> <td>1998</td><td>1999</td><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><td>2010</td><td>2011</td><td>2012</td><td>2013</td> </tr> <tr> <td></td><td></td><td></td><td></td><td></td><td></td><td style="background-color: #e6f2ff;">WEST EAST</td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td> </tr> </table>		1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013							WEST EAST									
1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013																		
						WEST EAST																											

No.	Name	Label	Survey period	Survey frequency
4.24.7)	extid7	stage of external ideas/inventions/findings when adopted: R&D	West 2004 East 2004	once once

Wording of question

2004 Adoption of external ideas/ inventions b) At the time of the adoption to the own company the external ideas/inventions/results of R&D were in the stage of: R&D <input type="text"/> [1]	Further information																																
Time span of variable																																	
<table border="1"> <tr> <td>1998</td><td>1999</td><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><td>2010</td><td>2011</td><td>2012</td><td>2013</td> </tr> <tr> <td></td><td></td><td></td><td></td><td></td><td></td><td style="background-color: #e6f2ff;">WEST EAST</td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td> </tr> </table>		1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013							WEST EAST									
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						WEST EAST																											

No.	Name	Label	Survey period	Survey frequency
4.24.8)	extid8	stage of external ideas/inventions/findings when adopted: launch of production	West 2004 East 2004	once once

Wording of question

2004 Adoption of external ideas/ inventions b) At the time of the adoption to the own company the external ideas/inventions/results of R&D were in the stage of: launch of production <input type="text"/> [1]	Further information
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Time span of variable															
1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013
						WEST EAST									

No.	Name	Label	Survey period	Survey frequency
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4.24.9) extid9 stage of external ideas/inventions/findings when adopted: marketing West 2004 once
East 2004 once

Wording of question

<p>2004 Adoption of external ideas/ inventions b) At the time of the adoption to the own company the external ideas/inventions/results of R&D were in the stage of:</p> <p>marketing <input type="text"/> [1]</p>	Further information														
Time span of variable															
1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013
						WEST EAST									

No.	Name	Label	Survey period	Survey frequency
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4.24.10) extid10 external ideas implemented in cooperation with inventor: yes, several West 2004 once
East 2004 once

Wording of question

<p>2004 Adoption of external ideas/ inventions c) The external ideas/results of R&D were implemented in cooperation with the corresponding inventor:</p> <p>yes, several <input type="text"/> [1]</p>	Further information														
Time span of variable															
1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013
						WEST EAST									

No.	Name	Label	Survey period	Survey frequency
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4.24.11) extid11 external ideas implemented in cooperation with inventor: yes, one West 2004 once
East 2004 once

Wording of question

<p>2004 Adoption of external ideas/ inventions c) The external ideas/results of R&D were implemented in cooperation with the corresponding inventor:</p> <p>yes, one <input type="text"/> [1]</p>	Further information														
Time span of variable															
1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013



No.	Name	Label	Survey period	Survey frequency
4.24.12)	extid12	external ideas implemented in cooperation with inventor: none	West 2004 East 2004	once once

Wording of question

<p>2004</p> <p>Adoption of external ideas/ inventions</p> <p>c) The external ideas/results of R&D were implemented in cooperation with the corresponding inventor:</p> <p>none <input type="text"/> [1] (Please continue with question VII)</p>	<p>Further information</p>																																
<p>Time span of variable</p>																																	
<table border="1"> <tr> <td>1998</td><td>1999</td><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><td>2010</td><td>2011</td><td>2012</td><td>2013</td> </tr> <tr> <td></td><td></td><td></td><td></td><td></td><td></td><td style="background-color: #e0e0e0;">WEST EAST</td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td> </tr> </table>		1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013							WEST EAST									
1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013																		
						WEST EAST																											

No.	Name	Label	Survey period	Survey frequency
4.24.13)	extid13	participation of inventors through: employment in existing company	West 2004 East 2004	once once

Wording of question

<p>2004</p> <p>Adoption of external ideas/ inventions</p> <p>d) How were external inventors incorporated in your company and has the implementation of ideas been a commercial success?</p> <table border="1"> <thead> <tr> <th></th> <th>incorporation via</th> <th>with success</th> <th>without success</th> </tr> </thead> <tbody> <tr> <td>employment in existing company</td> <td><input type="text"/> [0]*</td> <td><input type="text"/> [1]</td> <td><input type="text"/> [2]</td> </tr> <tr> <td>employment in new company</td> <td><input type="checkbox"/></td> <td><input type="checkbox"/></td> <td><input type="checkbox"/></td> </tr> <tr> <td>consulting or cooperation contract</td> <td><input type="checkbox"/></td> <td><input type="checkbox"/></td> <td><input type="checkbox"/></td> </tr> <tr> <td>other:.....</td> <td><input type="checkbox"/></td> <td><input type="checkbox"/></td> <td><input type="checkbox"/></td> </tr> </tbody> </table>		incorporation via	with success	without success	employment in existing company	<input type="text"/> [0]*	<input type="text"/> [1]	<input type="text"/> [2]	employment in new company	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	consulting or cooperation contract	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	other:.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<p>Further information</p> <p>*Only appears in case it was not ticked off if the incorporation has been successful or not</p>												
	incorporation via	with success	without success																														
employment in existing company	<input type="text"/> [0]*	<input type="text"/> [1]	<input type="text"/> [2]																														
employment in new company	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>																														
consulting or cooperation contract	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>																														
other:.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>																														
<p>Time span of variable</p>																																	
<table border="1"> <tr> <td>1998</td><td>1999</td><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><td>2010</td><td>2011</td><td>2012</td><td>2013</td> </tr> <tr> <td></td><td></td><td></td><td></td><td></td><td></td><td style="background-color: #e0e0e0;">WEST EAST</td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td> </tr> </table>		1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013							WEST EAST									
1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013																		
						WEST EAST																											

No.	Name	Label	Survey period	Survey frequency
4.24.14)	extid14	participation of inventors through: employment in new company	West 2004 East 2004	once once

Wording of question

<p>2004</p> <p>Adoption of external ideas/ inventions</p> <p>d) How were external inventors incorporated in your company and has the implementation of ideas been a commercial success?</p> <table border="1"> <thead> <tr> <th></th> <th>incorporation via</th> <th>with success</th> <th>without success</th> </tr> </thead> <tbody> <tr> <td>employment in existing company</td> <td><input type="checkbox"/></td> <td><input type="checkbox"/></td> <td><input type="checkbox"/></td> </tr> </tbody> </table>		incorporation via	with success	without success	employment in existing company	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<p>Further information</p>
	incorporation via	with success	without success						
employment in existing company	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>						

employment in new company	<input type="checkbox"/> [0]*	<input type="checkbox"/> [1]	<input type="checkbox"/> [2]	*Only appears in case it was not ticked off if the incorporation has been successful or not
consulting or cooperation contract	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
other:.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

Time span of variable

1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013
						WEST EAST									

No.	Name	Label	Survey period	Survey frequency
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4.24.15) extid15 participation of inventors through: consulting or cooperation contract West 2004 East 2004 once once

Wording of question

<p>2004</p> <p>Adoption of external ideas/ inventions</p> <p>d) How were external inventors incorporated in your company and has the implementation of ideas been a commercial success?</p> <table border="1"> <thead> <tr> <th></th> <th>incorporation via</th> <th>with success</th> <th>without success</th> </tr> </thead> <tbody> <tr> <td>employment in existing company</td> <td><input type="checkbox"/></td> <td><input type="checkbox"/></td> <td><input type="checkbox"/></td> </tr> <tr> <td>employment in new company</td> <td><input type="checkbox"/></td> <td><input type="checkbox"/></td> <td><input type="checkbox"/></td> </tr> <tr> <td>consulting or cooperation contract</td> <td><input type="checkbox"/> [0]*</td> <td><input type="checkbox"/> [1]</td> <td><input type="checkbox"/> [2]</td> </tr> <tr> <td>other:.....</td> <td><input type="checkbox"/></td> <td><input type="checkbox"/></td> <td><input type="checkbox"/></td> </tr> </tbody> </table>		incorporation via	with success	without success	employment in existing company	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	employment in new company	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	consulting or cooperation contract	<input type="checkbox"/> [0]*	<input type="checkbox"/> [1]	<input type="checkbox"/> [2]	other:.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<p>Further information</p> <p>*Only appears in case it was not ticked off if the incorporation has been successful or not</p>
	incorporation via	with success	without success																		
employment in existing company	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>																		
employment in new company	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>																		
consulting or cooperation contract	<input type="checkbox"/> [0]*	<input type="checkbox"/> [1]	<input type="checkbox"/> [2]																		
other:.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>																		

Time span of variable

1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013
						WEST EAST									

No.	Name	Label	Survey period	Survey frequency
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4.24.16) extid16 participation of inventors through: others West 2004 East 2004 once once

Wording of question

<p>2004</p> <p>Adoption of external ideas/ inventions</p> <p>d) How were external inventors incorporated in your company and has the implementation of ideas been a commercial success?</p> <table border="1"> <thead> <tr> <th></th> <th>incorporation via</th> <th>with success</th> <th>without success</th> </tr> </thead> <tbody> <tr> <td>employment in existing company</td> <td><input type="checkbox"/></td> <td><input type="checkbox"/></td> <td><input type="checkbox"/></td> </tr> <tr> <td>employment in new company</td> <td><input type="checkbox"/></td> <td><input type="checkbox"/></td> <td><input type="checkbox"/></td> </tr> <tr> <td>consulting or cooperation contract</td> <td><input type="checkbox"/></td> <td><input type="checkbox"/></td> <td><input type="checkbox"/></td> </tr> <tr> <td>other:.....</td> <td><input type="checkbox"/> [0]*</td> <td><input type="checkbox"/> [1]</td> <td><input type="checkbox"/> [2]</td> </tr> </tbody> </table>		incorporation via	with success	without success	employment in existing company	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	employment in new company	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	consulting or cooperation contract	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	other:.....	<input type="checkbox"/> [0]*	<input type="checkbox"/> [1]	<input type="checkbox"/> [2]	<p>Further information</p> <p>*Only appears in case it was not ticked off if the incorporation has been successful or not</p>
	incorporation via	with success	without success																		
employment in existing company	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>																		
employment in new company	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>																		
consulting or cooperation contract	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>																		
other:.....	<input type="checkbox"/> [0]*	<input type="checkbox"/> [1]	<input type="checkbox"/> [2]																		



No.	Name	Label	Survey period	Survey frequency
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4.25.7) uum4 acquisition of another company during last 5 years East and West 2005 once

Wording of question

<p>2005</p> <p>VI. Our company in the market</p> <p>b) During the last 5 years the following changes occurred in our company.</p> <p>our company.... yes no</p> <p>- purchased another company <input type="checkbox"/> [1] <input type="checkbox"/> [2]</p>	<p>Further information</p>
<p>Time span of variable</p>	
<p>1998 1999 2000 2001 2002 2003 2004 2005 2006 2007 2008 2009 2010 2011 2012 2013</p>	

No.	Name	Label	Survey period	Survey frequency
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4.25.8) uum4a year of acquisition of another company East and West 2005 once

Wording of question

<p>2005</p> <p>VI. Our company in the market</p> <p>b) During the last 5 years the following changes occurred in our company.</p> <p>our company.... yes no which year?</p> <p>- purchased another company <input type="checkbox"/> <input checked="" type="checkbox"/> _____</p>	<p>Further information</p>
<p>Time span of variable</p>	
<p>1998 1999 2000 2001 2002 2003 2004 2005 2006 2007 2008 2009 2010 2011 2012 2013</p>	

No.	Name	Label	Survey period	Survey frequency
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4.25.9) uum5 acquisition by another company during last 5 years East and West 2005 once

Wording of question

<p>2005</p> <p>VI. Our company in the market</p> <p>b) During the last 5 years the following changes occurred in our company.</p> <p>our company.... yes no</p> <p>- was purchased by another company <input type="checkbox"/> [1] <input type="checkbox"/> [2]</p>	<p>Further information</p>
<p>Time span of variable</p>	
<p>1998 1999 2000 2001 2002 2003 2004 2005 2006 2007 2008 2009 2010 2011 2012 2013</p>	

2006 VII. Abilities and skills a) How important have the following abilities and skills of the employees been for the innovations in your company? Exactly one mark per line please!														Further information											
<table border="0"> <tr> <td></td> <td>no importance</td> <td>less important</td> <td>important</td> <td>very important</td> </tr> <tr> <td>mathematic skills</td> <td><input type="text"/> [1]</td> <td><input type="text"/> [2]</td> <td><input type="text"/> [3]</td> <td><input type="text"/> [4]</td> </tr> </table>																	no importance	less important	important	very important	mathematic skills	<input type="text"/> [1]	<input type="text"/> [2]	<input type="text"/> [3]	<input type="text"/> [4]
	no importance	less important	important	very important																					
mathematic skills	<input type="text"/> [1]	<input type="text"/> [2]	<input type="text"/> [3]	<input type="text"/> [4]																					
Time span of variable																									
1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013										

No.	Name	Label	Survey period	Survey frequency
4.26.3)	komp3	importance of technical skills of employees for innovations	East and West 2006	once

Wording of question

2006 VII. Abilities and skills a) How important have the following abilities and skills of the employees been for the innovations in your company? Exactly one mark per line please!														Further information											
<table border="0"> <tr> <td></td> <td>no importance</td> <td>less important</td> <td>important</td> <td>very important</td> </tr> <tr> <td>technical skills</td> <td><input type="text"/> [1]</td> <td><input type="text"/> [2]</td> <td><input type="text"/> [3]</td> <td><input type="text"/> [4]</td> </tr> </table>																	no importance	less important	important	very important	technical skills	<input type="text"/> [1]	<input type="text"/> [2]	<input type="text"/> [3]	<input type="text"/> [4]
	no importance	less important	important	very important																					
technical skills	<input type="text"/> [1]	<input type="text"/> [2]	<input type="text"/> [3]	<input type="text"/> [4]																					
Time span of variable																									
1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013										

No.	Name	Label	Survey period	Survey frequency
4.26.4)	komp4	importance of management skills of employees for innovations	East and West 2006	once

Wording of question

2006 VII. Abilities and skills a) How important have the following abilities and skills of the employees been for the innovations in your company? Exactly one mark per line please!														Further information											
<table border="0"> <tr> <td></td> <td>no importance</td> <td>less important</td> <td>important</td> <td>very important</td> </tr> <tr> <td>management skills</td> <td><input type="text"/> [1]</td> <td><input type="text"/> [2]</td> <td><input type="text"/> [3]</td> <td><input type="text"/> [4]</td> </tr> </table>																	no importance	less important	important	very important	management skills	<input type="text"/> [1]	<input type="text"/> [2]	<input type="text"/> [3]	<input type="text"/> [4]
	no importance	less important	important	very important																					
management skills	<input type="text"/> [1]	<input type="text"/> [2]	<input type="text"/> [3]	<input type="text"/> [4]																					
Time span of variable																									
1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013										

No.	Name	Label	Survey period	Survey frequency
4.26.5)	komp5	importance of reliability of employees for innovations	East and West 2006	once

Wording of question

2006 VII. Abilities and skills a) How important have the following abilities and skills of the employees been for the innovations in your company? Exactly one mark per line please!	Further information																																
<table style="width: 100%; border-collapse: collapse;"> <tr> <td style="width: 30%;"></td> <td style="text-align: center;">no importance</td> <td style="text-align: center;">less important</td> <td style="text-align: center;">important</td> <td style="text-align: center;">very important</td> </tr> <tr> <td style="padding: 5px;">reliability</td> <td style="text-align: center; padding: 5px;"><input type="text"/> [1]</td> <td style="text-align: center; padding: 5px;"><input type="text"/> [2]</td> <td style="text-align: center; padding: 5px;"><input type="text"/> [3]</td> <td style="text-align: center; padding: 5px;"><input type="text"/> [4]</td> </tr> </table>		no importance	less important	important	very important	reliability	<input type="text"/> [1]	<input type="text"/> [2]	<input type="text"/> [3]	<input type="text"/> [4]																							
	no importance	less important	important	very important																													
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								WEST EAST																									

No.	Name	Label	Survey period	Survey frequency
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4.26.6)	komp6	importance of persistence of employees for innovations	East and West 2006	once
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Wording of question

2006 VII. Abilities and skills a) How important have the following abilities and skills of the employees been for the innovations in your company? Exactly one mark per line please!	Further information																																
<table style="width: 100%; border-collapse: collapse;"> <tr> <td style="width: 30%;"></td> <td style="text-align: center;">no importance</td> <td style="text-align: center;">less important</td> <td style="text-align: center;">important</td> <td style="text-align: center;">very important</td> </tr> <tr> <td style="padding: 5px;">persistence</td> <td style="text-align: center; padding: 5px;"><input type="text"/> [1]</td> <td style="text-align: center; padding: 5px;"><input type="text"/> [2]</td> <td style="text-align: center; padding: 5px;"><input type="text"/> [3]</td> <td style="text-align: center; padding: 5px;"><input type="text"/> [4]</td> </tr> </table>		no importance	less important	important	very important	persistence	<input type="text"/> [1]	<input type="text"/> [2]	<input type="text"/> [3]	<input type="text"/> [4]																							
	no importance	less important	important	very important																													
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No.	Name	Label	Survey period	Survey frequency
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4.26.7)	komp7	importance of employees' ability to work in a team for innovations	East and West 2006	once
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Wording of question

2006 VII. Abilities and skills a) How important have the following abilities and skills of the employees been for the innovations in your company? Exactly one mark per line please!	Further information																																
<table style="width: 100%; border-collapse: collapse;"> <tr> <td style="width: 30%;"></td> <td style="text-align: center;">no importance</td> <td style="text-align: center;">less important</td> <td style="text-align: center;">important</td> <td style="text-align: center;">very important</td> </tr> <tr> <td style="padding: 5px;">ability to work in a team</td> <td style="text-align: center; padding: 5px;"><input type="text"/> [1]</td> <td style="text-align: center; padding: 5px;"><input type="text"/> [2]</td> <td style="text-align: center; padding: 5px;"><input type="text"/> [3]</td> <td style="text-align: center; padding: 5px;"><input type="text"/> [4]</td> </tr> </table>		no importance	less important	important	very important	ability to work in a team	<input type="text"/> [1]	<input type="text"/> [2]	<input type="text"/> [3]	<input type="text"/> [4]																							
	no importance	less important	important	very important																													
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No.	Name	Label	Survey period	Survey frequency
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4.26.8)	komp8	importance of self-reliance of employees for innovations	East and West 2006	once
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Wording of question

<p>2006</p> <p>VII. Abilities and skills</p> <p>a) How important have the following abilities and skills of the employees been for the innovations in your company? Exactly one mark per line please!</p> <p style="text-align: center;">no importance less important important very important</p> <p>self-reliance <input type="text"/> [1] <input type="text"/> [2] <input type="text"/> [3] <input type="text"/> [4]</p>	Further information																																
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<table border="1" style="width: 100%; text-align: center;"> <tr> <td>1998</td><td>1999</td><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><td>2010</td><td>2011</td><td>2012</td><td>2013</td> </tr> <tr> <td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;">WEST EAST</td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td> </tr> </table>	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013									WEST EAST								
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No.	Name	Label	Survey period	Survey frequency
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4.26.9) komp9 importance of employees' risk-taking behaviour for innovations East and West 2006 once

Wording of question

<p>2006</p> <p>VII. Abilities and skills</p> <p>a) How important have the following abilities and skills of the employees been for the innovations in your company? Exactly one mark per line please!</p> <p style="text-align: center;">no importance less important important very important</p> <p>risk-taking behaviour <input type="text"/> [1] <input type="text"/> [2] <input type="text"/> [3] <input type="text"/> [4]</p>	Further information																																
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<table border="1" style="width: 100%; text-align: center;"> <tr> <td>1998</td><td>1999</td><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><td>2010</td><td>2011</td><td>2012</td><td>2013</td> </tr> <tr> <td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;">WEST EAST</td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td> </tr> </table>	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013									WEST EAST								
1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013																		
								WEST EAST																									

No.	Name	Label	Survey period	Survey frequency
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4.26.10) komp10 importance of creativity of employees for innovations East and West 2006 once

Wording of question

<p>2006</p> <p>VII. Abilities and skills</p> <p>a) How important have the following abilities and skills of the employees been for the innovations in your company? Exactly one mark per line please!</p> <p style="text-align: center;">no importance less important important very important</p> <p>creativity <input type="text"/> [1] <input type="text"/> [2] <input type="text"/> [3] <input type="text"/> [4]</p>	Further information																																
Time span of variable																																	
<table border="1" style="width: 100%; text-align: center;"> <tr> <td>1998</td><td>1999</td><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><td>2010</td><td>2011</td><td>2012</td><td>2013</td> </tr> <tr> <td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;">WEST EAST</td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td> </tr> </table>	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013									WEST EAST								
1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013																		
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No.	Name	Label	Survey period	Survey frequency
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4.26.11) komp11 most important ability/skills of employees for innavtions East and West 2006 once

Wording of question

2006

VII. Abilities and skills

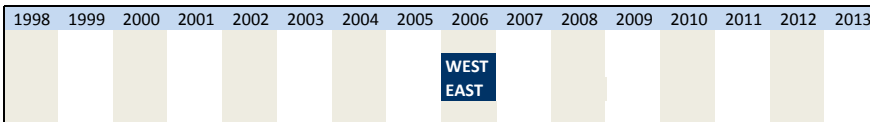
b) Please name the three abilities and skills that are most important for your innovation activities!

Exactly one mark per column!

	most important	second most important	third most important
scientific skills	<input type="text" value=""/> [1]	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
mathematic skills	<input type="text" value=""/> [2]	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
technical skills	<input type="text" value=""/> [3]	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
management skills	<input type="text" value=""/> [4]	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
reliability	<input type="text" value=""/> [5]	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
persistence	<input type="text" value=""/> [6]	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
ability to work in a team	<input type="text" value=""/> [7]	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
self-reliance	<input type="text" value=""/> [8]	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
risk-taking behaviour	<input type="text" value=""/> [9]	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
creativity	<input type="text" value=""/> [10]	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>

Further information

Time span of variable



No.	Name	Label	Survey period	Survey frequency
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4.26.12) komp12 second most important ability/skills of employees for innavtions East and West 2006 once

Wording of question

2006

VII. Abilities and skills

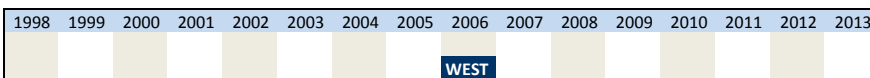
b) Please name the three abilities and skills that are most important for your innovation activities!

Exactly one mark per column!

	most important	second most important	third most important
scientific skills	<input checked="" type="checkbox"/>	<input type="text" value=""/> [1]	<input checked="" type="checkbox"/>
mathematic skills	<input checked="" type="checkbox"/>	<input type="text" value=""/> [2]	<input checked="" type="checkbox"/>
technical skills	<input checked="" type="checkbox"/>	<input type="text" value=""/> [3]	<input checked="" type="checkbox"/>
management skills	<input checked="" type="checkbox"/>	<input type="text" value=""/> [4]	<input checked="" type="checkbox"/>
reliability	<input checked="" type="checkbox"/>	<input type="text" value=""/> [5]	<input checked="" type="checkbox"/>
persistence	<input checked="" type="checkbox"/>	<input type="text" value=""/> [6]	<input checked="" type="checkbox"/>
ability to work in a team	<input checked="" type="checkbox"/>	<input type="text" value=""/> [7]	<input checked="" type="checkbox"/>
self-reliance	<input checked="" type="checkbox"/>	<input type="text" value=""/> [8]	<input checked="" type="checkbox"/>
risk-taking behaviour	<input checked="" type="checkbox"/>	<input type="text" value=""/> [9]	<input checked="" type="checkbox"/>
creativity	<input checked="" type="checkbox"/>	<input type="text" value=""/> [10]	<input checked="" type="checkbox"/>

Further information

Time span of variable





No.	Name	Label	Survey period	Survey frequency
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4.26.13) **komp13** third most important ability/skills of employees for innavtions East and West 2006 once

Wording of question

<p>2006</p> <p>VII. Abilities and skills</p> <p>b) Please name the three abilities and skills that are most important for your innovation activities!</p> <p>Exactly one mark per column!</p> <table border="1"> <thead> <tr> <th></th> <th>most important</th> <th>second most important</th> <th>third most important</th> <th></th> </tr> </thead> <tbody> <tr> <td>scientific skills</td> <td><input type="checkbox"/></td> <td><input type="checkbox"/></td> <td><input type="checkbox"/></td> <td>[1]</td> </tr> <tr> <td>mathematic skills</td> <td><input type="checkbox"/></td> <td><input type="checkbox"/></td> <td><input type="checkbox"/></td> <td>[2]</td> </tr> <tr> <td>technical skills</td> <td><input type="checkbox"/></td> <td><input type="checkbox"/></td> <td><input type="checkbox"/></td> <td>[3]</td> </tr> <tr> <td>management skills</td> <td><input type="checkbox"/></td> <td><input type="checkbox"/></td> <td><input type="checkbox"/></td> <td>[4]</td> </tr> <tr> <td>reliability</td> <td><input type="checkbox"/></td> <td><input type="checkbox"/></td> <td><input type="checkbox"/></td> <td>[5]</td> </tr> <tr> <td>persistence</td> <td><input type="checkbox"/></td> <td><input type="checkbox"/></td> <td><input type="checkbox"/></td> <td>[6]</td> </tr> <tr> <td>ability to work in a team</td> <td><input type="checkbox"/></td> <td><input type="checkbox"/></td> <td><input type="checkbox"/></td> <td>[7]</td> </tr> <tr> <td>self-reliance</td> <td><input type="checkbox"/></td> <td><input type="checkbox"/></td> <td><input type="checkbox"/></td> <td>[8]</td> </tr> <tr> <td>risk-taking behaviour</td> <td><input type="checkbox"/></td> <td><input type="checkbox"/></td> <td><input type="checkbox"/></td> <td>[9]</td> </tr> <tr> <td>creativity</td> <td><input type="checkbox"/></td> <td><input type="checkbox"/></td> <td><input type="checkbox"/></td> <td>[10]</td> </tr> </tbody> </table>		most important	second most important	third most important		scientific skills	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	[1]	mathematic skills	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	[2]	technical skills	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	[3]	management skills	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	[4]	reliability	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	[5]	persistence	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	[6]	ability to work in a team	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	[7]	self-reliance	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	[8]	risk-taking behaviour	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	[9]	creativity	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	[10]	Further information
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scientific skills	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	[1]																																																				
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<p>Time span of variable</p> <table border="1"> <thead> <tr> <th>1998</th><th>1999</th><th>2000</th><th>2001</th><th>2002</th><th>2003</th><th>2004</th><th>2005</th><th>2006</th><th>2007</th><th>2008</th><th>2009</th><th>2010</th><th>2011</th><th>2012</th><th>2013</th> </tr> </thead> <tbody> <tr> <td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td style="background-color: #e6f2ff;">WEST EAST</td><td></td><td></td><td></td><td></td><td></td><td></td><td></td> </tr> </tbody> </table>		1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013									WEST EAST																														
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4.27 Innovations in cooperation with external partners

No.	Name	Label	Survey period	Survey frequency
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4.27.1) **koex1** coop. with external partners were started/enhanced/continued East and West 2007
East and West 2009 once
once

Wording of question

<p>2007</p> <p>VI. Innovations in cooperation with external partners</p> <p>Have innovations been started/enhanced/implemented in cooperation with external partners in the year under review?</p> <p>yes <input type="checkbox"/> [1] no <input type="checkbox"/> [2]</p>	Further information																																
<p>2009</p> <p>VI. Innovations in cooperation with external partners</p> <p>Have innovations been started/enhanced/continued in cooperation with external partners dring the last two years?</p> <p>yes <input type="checkbox"/> [1] no <input type="checkbox"/> [2]</p>																																	
<p>Time span of variable</p> <table border="1"> <thead> <tr> <th>1998</th><th>1999</th><th>2000</th><th>2001</th><th>2002</th><th>2003</th><th>2004</th><th>2005</th><th>2006</th><th>2007</th><th>2008</th><th>2009</th><th>2010</th><th>2011</th><th>2012</th><th>2013</th> </tr> </thead> <tbody> <tr> <td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td style="background-color: #e6f2ff;">WEST EAST</td><td style="background-color: #e6f2ff;">WEST EAST</td><td></td><td></td><td></td><td></td><td></td><td></td> </tr> </tbody> </table>		1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013									WEST EAST	WEST EAST						
1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013																		
								WEST EAST	WEST EAST																								

No.	Name	Label	Survey period	Survey frequency
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4.27.2-16) koex2-koex16 importance of coop. with certain market participants East and West 2007 once

Wording of question

2007
VI. Innovations in cooperation with external partners
 Have innovations been started/enhanced/implemented in cooperation with external partners in the year under review?
 yes no

If yes, what is the importance of cooperations with certain market participants in the following regions for your product line?

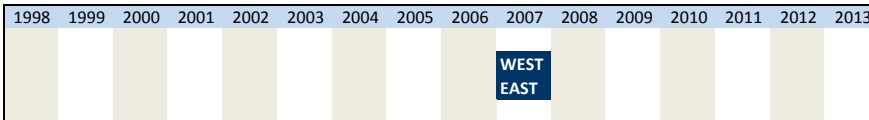
	customers	suppliers	competitors	other companies	research institutions
same administrative district as the own company + adjacent areas	koex2 [1][2][3][4]*	koex5 [1][2][3][4]*	koex8 [1][2][3][4]*	koex11 [1][2][3][4]*	koex14 [1][2][3][4]*
rest of Germany	koex3 [1][2][3][4]*	koex6 [1][2][3][4]*	koex9 [1][2][3][4]*	koex12 [1][2][3][4]*	koex15 [1][2][3][4]*
outside of Germany	koex4 [1][2][3][4]*	koex7 [1][2][3][4]*	koex10 [1][2][3][4]*	koex13 [1][2][3][4]*	koex16 [1][2][3][4]*

Further information

*characteristics stand for:
 [0] no importance
 [1] less important
 [2] important
 [3] very important
 [4] only ticked off

[4] results, in case the participating company ticked off a sector instead of marking the importance with [0] to [3].

Time span of variable



No.	Name	Label	Survey period	Survey frequency
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4.27.17-32) koex17-koex32 importance of partner companies from certain industries East and West 2007 once

Wording of question

2007
VI. Innovations in cooperation with external partners
 Have innovations been started/enhanced/implemented in cooperation with external partners in the year under review?
 yes no

If these cooperations with other companies exist, what is the importance of partner companies from the following industries for these cooperations?

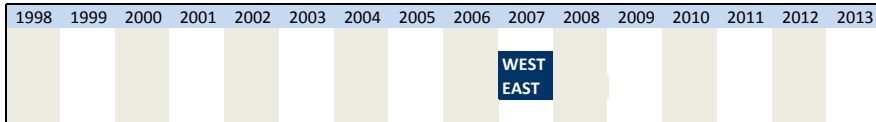
food or tobacco industry	koex17	[1][2][3][4]*
textile, clothing or leather fabrication industry	koex18	[1][2][3][4]*
timber or furniture industry	koex19	[1][2][3][4]*
paper or printing industry	koex20	[1][2][3][4]*
chemical or plastics industry, cokery	koex21	[1][2][3][4]*
metal industry	koex22	[1][2][3][4]*
glass, ceramics industry (non metallic mineral products)	koex23	[1][2][3][4]*
machine building industry	koex24	[1][2][3][4]*
Production of office and data processing equipment	koex25	[1][2][3][4]*
energy producing industry	koex26	[1][2][3][4]*
electrical engineering	koex27	[1][2][3][4]*
telecommunications, broadcasting	koex28	[1][2][3][4]*
medical/measurement engineering	koex29	[1][2][3][4]*
vehicle building industry	koex30	[1][2][3][4]*
service industry	koex31	[1][2][3][4]*
others (construction, commerce, etc.)	koex32	[1][2][3][4]*

Further information

*characteristics stand for:
 [0] no importance
 [1] less important
 [2] important
 [3] very important
 [4] only ticked off

[4] results, in case the participating company ticked off a sector instead of marking the importance with [0] to [3].

Time span of variable



4.28 Innovation vouchers

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

4.28.1) ig1 company is aware of innovation voucher programme East and West 2009 once

Wording of question

<p>2009 VII. Innovation vouchers a) In several federal states innovation voucher programs exist to facilitate cooperations with external R&D institutions for companies. Are you aware of such a program in your federal state?</p> <p>yes <input type="checkbox"/> [1] no <input type="checkbox"/> [2] If no, please continue with c)</p>	<p>Further information</p>
<p>Time span of variable</p>	

No.	Name	Label	Survey period	Survey frequency
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4.28.2) ig2 company has applied for voucher East and West 2009 once

Wording of question

<p>2009 VII. Innovation vouchers b) Has your product line applied for one or more innovation voucher(s) during the last two years?</p> <p>yes <input type="checkbox"/> [1] no <input type="checkbox"/> [2]</p>	<p>Further information</p>
<p>Time span of variable</p>	

No.	Name	Label	Survey period	Survey frequency
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4.28.3) ig3 voucher was granted to company East and West 2009 once

Wording of question

<p>2009 VII. Innovation vouchers If yes Have one or more innovation voucher(s) been granted to your product line?</p> <p>yes <input type="checkbox"/> [1] no <input type="checkbox"/> [2]</p>	<p>Further information</p>
<p>Time span of variable</p>	



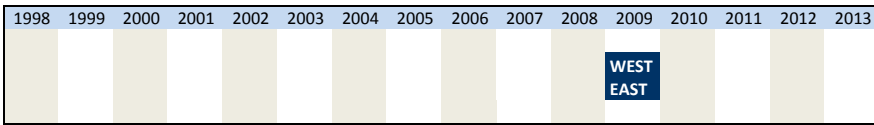
No.	Name	Label	Survey period	Survey frequency
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4.28.4) ig4 total value of redeemed innovation vouchers (euro) East and West 2009 once

Wording of question

2009 VII. Innovation vouchers If yes total value of redeemed innovation vouchers (euro) _____	Further information
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Time span of variable



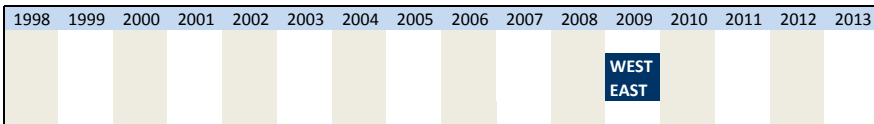
No.	Name	Label	Survey period	Survey frequency
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4.28.5) ig5 total costs of innovation cooperations subsidised through voucher (euro) East and West 2009 once

Wording of question

2009 VII. Innovation vouchers If yes total costs of innovation cooperations that were subsidised through innovation voucher(s) in Euro (estimates are sufficient) _____	Further information
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Time span of variable



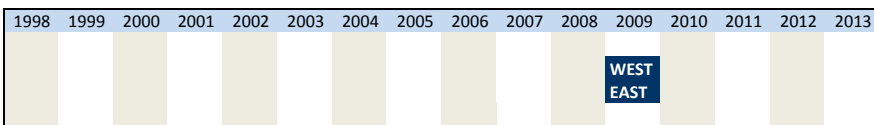
No.	Name	Label	Survey period	Survey frequency
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4.28.6) ig6 impact of voucher on frequency of innovation cooperations East and West 2009 once

Wording of question

2009 VII. Innovation vouchers c) If the innovation voucher program is unknown: What is the hypothetical impact for your product line of being granted an innovation voucher of about 7500€ to facilitate cooperations with external R&D institution with regards to ... the frequency of cooperations with external partners in the process of innovation <table border="1" style="display: inline-table; vertical-align: middle;"> <tr> <td style="text-align: center;">positive</td> <td style="text-align: center;">no</td> <td style="text-align: center;">negative</td> </tr> <tr> <td style="text-align: center;"><input type="text"/></td> <td style="text-align: center;"><input type="text"/></td> <td style="text-align: center;"><input type="text"/></td> </tr> </table>	positive	no	negative	<input type="text"/>	<input type="text"/>	<input type="text"/>	Further information
positive	no	negative					
<input type="text"/>	<input type="text"/>	<input type="text"/>					

Time span of variable



No.	Name	Label	Survey period	Survey frequency
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4.28.7) ig7 impact of voucher on number of innovation projects East and West 2009 once

Wording of question

2009 VII. Innovation vouchers c) If the innovation voucher program is unknown: What is the hypothetical impact for your product line of being granted an innovation voucher of about 7500€ to facilitate cooperations with external R&D institution with regards to ... the number of innovation projects	Further information
positive no negative <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>	
Time span of variable	
1998 1999 2000 2001 2002 2003 2004 2005 2006 2007 2008 2009 2010 2011 2012 2013 	

No.	Name	Label	Survey period	Survey frequency
4.28.8)	ig8	impact of voucher on R&D expenditure	East and West 2009	once

Wording of question

2009 VII. Innovation vouchers c) If the innovation voucher program is unknown: What is the hypothetical impact for your product line of being granted an innovation voucher of about 7500€ to facilitate cooperations with external R&D institution with regards to ... the R&D expenditures	Further information
positive no negative <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>	
Time span of variable	
1998 1999 2000 2001 2002 2003 2004 2005 2006 2007 2008 2009 2010 2011 2012 2013 	

4.29 Information and communication technology

No.	Name	Label	Survey period	Survey frequency
4.29.1)	comp	share of employees whose tasks require the use of a computer	East and West 2011	once

Wording of question

2011 How many employees (in %) regularly need the following equipment to execute their operations? Computer%	Further information
Time span of variable	
1998 1999 2000 2001 2002 2003 2004 2005 2006 2007 2008 2009 2010 2011 2012 2013 	

No.	Name	Label	Survey period	Survey frequency
4.29.2)	inet	share of employees whose tasks require the use of the internet	East and West 2011	once

Wording of question

2011 How many employees (in %) regularly need the following equipment to execute their operations? Internet%	Further information																																
Time span of variable																																	
<table border="1"> <tr> <td>1998</td><td>1999</td><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><td>2010</td><td>2011</td><td>2012</td><td>2013</td> </tr> <tr> <td style="background-color: #d9ead3;"></td><td style="background-color: #d9ead3;"></td><td style="background-color: #d9ead3;"></td><td style="background-color: #d9ead3;"></td><td style="background-color: #d9ead3;"></td><td style="background-color: #d9ead3;"></td><td style="background-color: #d9ead3;"></td><td style="background-color: #d9ead3;"></td><td style="background-color: #d9ead3;"></td><td style="background-color: #d9ead3;"></td><td style="background-color: #d9ead3;"></td><td style="background-color: #d9ead3;"></td><td style="background-color: #d9ead3;"></td><td style="background-color: #d9ead3;">WEST EAST</td><td style="background-color: #d9ead3;"></td><td style="background-color: #d9ead3;"></td> </tr> </table>	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013														WEST EAST			
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													WEST EAST																				

No.	Name	Label	Survey period	Survey frequency
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4.29.3) **nocloud** not using any cloud-services East and West 2011 once

Wording of question

2011 Are you using cloud services in your company? no <input type="checkbox"/>	Further information																																
Time span of variable																																	
<table border="1"> <tr> <td>1998</td><td>1999</td><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><td>2010</td><td>2011</td><td>2012</td><td>2013</td> </tr> <tr> <td style="background-color: #d9ead3;"></td><td style="background-color: #d9ead3;"></td><td style="background-color: #d9ead3;"></td><td style="background-color: #d9ead3;"></td><td style="background-color: #d9ead3;"></td><td style="background-color: #d9ead3;"></td><td style="background-color: #d9ead3;"></td><td style="background-color: #d9ead3;"></td><td style="background-color: #d9ead3;"></td><td style="background-color: #d9ead3;"></td><td style="background-color: #d9ead3;"></td><td style="background-color: #d9ead3;"></td><td style="background-color: #d9ead3;"></td><td style="background-color: #d9ead3;">WEST EAST</td><td style="background-color: #d9ead3;"></td><td style="background-color: #d9ead3;"></td> </tr> </table>	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013														WEST EAST			
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													WEST EAST																				

No.	Name	Label	Survey period	Survey frequency
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4.29.4) **cloudint** using internally implemented cloud-system East and West 2011 once

Wording of question

2011 Are you using cloud services in your company? yes, using an internally implemented cloud-system <input type="checkbox"/>	Further information																																
Time span of variable																																	
<table border="1"> <tr> <td>1998</td><td>1999</td><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><td>2010</td><td>2011</td><td>2012</td><td>2013</td> </tr> <tr> <td style="background-color: #d9ead3;"></td><td style="background-color: #d9ead3;"></td><td style="background-color: #d9ead3;"></td><td style="background-color: #d9ead3;"></td><td style="background-color: #d9ead3;"></td><td style="background-color: #d9ead3;"></td><td style="background-color: #d9ead3;"></td><td style="background-color: #d9ead3;"></td><td style="background-color: #d9ead3;"></td><td style="background-color: #d9ead3;"></td><td style="background-color: #d9ead3;"></td><td style="background-color: #d9ead3;"></td><td style="background-color: #d9ead3;"></td><td style="background-color: #d9ead3;">WEST EAST</td><td style="background-color: #d9ead3;"></td><td style="background-color: #d9ead3;"></td> </tr> </table>	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013														WEST EAST			
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													WEST EAST																				

No.	Name	Label	Survey period	Survey frequency
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4.29.5) **cloudext** using external cloud-service East and West 2011 once

Wording of question

2011 Are you using cloud services in your company? yes, by an external provider <input type="checkbox"/>	Further information
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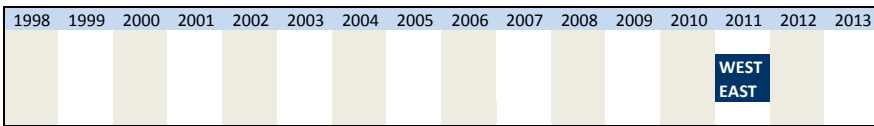
No.	Name	Label	Survey period	Survey frequency
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4.29.9) **mainit** main investment in ict: it-equipment (computer and hardware) East and West 2011 once

Wording of question

<p>2011</p> <p>What ict-equipmnt did you mainly invest in?</p> <p>IT-equipment (computer and hardware)</p> <input type="text"/>	Further information
--	---------------------

Time span of variable



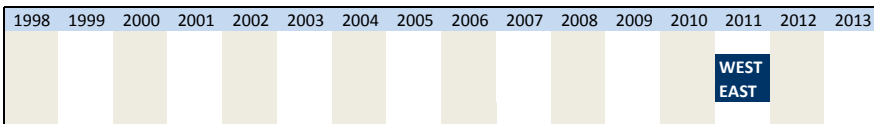
No.	Name	Label	Survey period	Survey frequency
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4.29.10) **mainct** main investment in ict: communication equipment East and West 2011 once

Wording of question

<p>2011</p> <p>What ict-equipmnt did you mainly invest in?</p> <p>communication equipment</p> <input type="text"/>	Further information
---	---------------------

Time span of variable



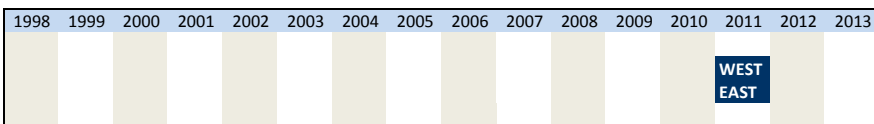
No.	Name	Label	Survey period	Survey frequency
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4.29.11) **mainsft** main investment in ict: software East and West 2011 once

Wording of question

<p>2011</p> <p>What ict-equipmnt did you mainly invest in?</p> <p>software</p> <input type="text"/>	Further information
--	---------------------

Time span of variable



No.	Name	Label	Survey period	Survey frequency
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4.29.12) loreorg low degree of restructuring due to investments in ict East and West 2011 once

Wording of question

<p>2011</p> <p>To what extend did the ict-investments require restructuring of internal organisation?</p> <p>low degree <input style="width: 50px; height: 15px;" type="text"/></p>	<p>Further information</p>																																																																
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No.	Name	Label	Survey period	Survey frequency
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4.29.13) hireorg high degree of restructuring due to investments in ict East and West 2011 once

Wording of question

<p>2011</p> <p>To what extend did the ict-investments require restructuring of internal organisation?</p> <p>high degree <input style="width: 50px; height: 15px;" type="text"/></p>	<p>Further information</p>																																																																
<p>Time span of variable</p>																																																																	
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No.	Name	Label	Survey period	Survey frequency
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4.29.14) noreorg no restructuring due to investment in ict East and West 2011 once

Wording of question

<p>2011</p> <p>To what extend did the ict-investments require restructuring of internal organisation?</p> <p>no restructuring <input style="width: 50px; height: 15px;" type="text"/></p>	<p>Further information</p>																																																																
<p>Time span of variable</p>																																																																	
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No.	Name	Label	Survey period	Survey frequency
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4.29.15) **inditdep** investment in ict induced by internal it-department East and West 2011 once

Wording of question

<p>2011</p> <p>Investment in ict was induced by</p> <p style="text-align: center;">internal IT-department <input style="width: 50px; height: 15px;" type="text"/></p>	<p>Further information</p>																																															
<p>Time span of variable</p>																																																
<table border="1" style="width: 100%; text-align: center;"> <tr> <td>1998</td><td>1999</td><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><td>2010</td><td>2011</td><td>2012</td><td>2013</td> </tr> <tr> <td style="background-color: #f0f0f0;"></td><td style="background-color: #f0f0f0;"></td><td style="background-color: #f0f0f0;"></td><td style="background-color: #f0f0f0;"></td><td style="background-color: #f0f0f0;"></td><td style="background-color: #f0f0f0;"></td><td style="background-color: #f0f0f0;"></td><td style="background-color: #f0f0f0;"></td><td style="background-color: #f0f0f0;"></td><td style="background-color: #f0f0f0;"></td><td style="background-color: #f0f0f0;"></td><td style="background-color: #f0f0f0;"></td><td style="background-color: #f0f0f0;"></td><td style="background-color: #004a99; color: white;">WEST</td><td style="background-color: #f0f0f0;"></td><td style="background-color: #f0f0f0;"></td> </tr> <tr> <td colspan="13"></td> <td style="background-color: #004a99; color: white;">WEST</td> <td style="background-color: #004a99; color: white;">EAST</td> </tr> </table>		1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013														WEST																WEST	EAST
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No.	Name	Label	Survey period	Survey frequency
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4.29.16) **indcustom** investment in ict induced by customers East and West 2011 once

Wording of question

<p>2011</p> <p>Investment in ict was induced by</p> <p style="text-align: center;">customers <input style="width: 50px; height: 15px;" type="text"/></p>	<p>Further information</p>																																															
<p>Time span of variable</p>																																																
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No.	Name	Label	Survey period	Survey frequency
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4.29.17) **inditgmt** investment in ict induced by internal it-management East and West 2011 once

Wording of question

<p>2011</p> <p>Investment in ict was induced by</p> <p style="text-align: center;">internal it-management <input style="width: 50px; height: 15px;" type="text"/></p>	<p>Further information</p>																																															
<p>Time span of variable</p>																																																
<table border="1" style="width: 100%; text-align: center;"> <tr> <td>1998</td><td>1999</td><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><td>2010</td><td>2011</td><td>2012</td><td>2013</td> </tr> <tr> <td style="background-color: #f0f0f0;"></td><td style="background-color: #f0f0f0;"></td><td style="background-color: #f0f0f0;"></td><td style="background-color: #f0f0f0;"></td><td style="background-color: #f0f0f0;"></td><td style="background-color: #f0f0f0;"></td><td style="background-color: #f0f0f0;"></td><td style="background-color: #f0f0f0;"></td><td style="background-color: #f0f0f0;"></td><td style="background-color: #f0f0f0;"></td><td style="background-color: #f0f0f0;"></td><td style="background-color: #f0f0f0;"></td><td style="background-color: #f0f0f0;"></td><td style="background-color: #004a99; color: white;">WEST</td><td style="background-color: #f0f0f0;"></td><td style="background-color: #f0f0f0;"></td> </tr> <tr> <td colspan="13"></td> <td style="background-color: #004a99; color: white;">WEST</td> <td style="background-color: #004a99; color: white;">EAST</td> </tr> </table>		1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013														WEST																WEST	EAST
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No.	Name	Label	Survey period	Survey frequency
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4.29.18) **indsuppl** investment in ict induced by suppliers East and West 2011 once

Wording of question

2011	Further information
Investment in ict was induced by suppliers <input type="checkbox"/>	
Time span of variable	
1998 1999 2000 2001 2002 2003 2004 2005 2006 2007 2008 2009 2010 2011 2012 2013 	

No.	Name	Label	Survey period	Survey frequency
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4.29.19) **indextcons** investment in ict induced by external it-consultancy East and West 2011 once

Wording of question

2011	Further information
Investment in ict was induced by external it-consultancy <input type="checkbox"/>	
Time span of variable	
1998 1999 2000 2001 2002 2003 2004 2005 2006 2007 2008 2009 2010 2011 2012 2013 	

No.	Name	Label	Survey period	Survey frequency
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4.29.20) **indextbp** investment in ict induced by external business partners East and West 2011 once

Wording of question

2011	Further information
Investment in ict was induced by external business partners <input type="checkbox"/>	
Time span of variable	
1998 1999 2000 2001 2002 2003 2004 2005 2006 2007 2008 2009 2010 2011 2012 2013 	

No.	Name	Label	Survey period	Survey frequency
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4.29.21) **cstrknow** investment in ict constrained by lack of it-knowledge (employees) East and West 2011 once

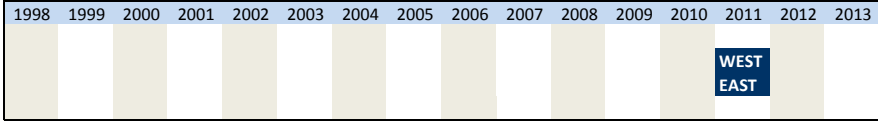
Wording of question

2011	Further information
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Investment in ict is constrained by

lack of IT-knowledge of the employees

Time span of variable



No.	Name	Label	Survey period	Survey frequency
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4.29.22) **cstrcons** investment in ict constrained by high costs of external consultancy East and West 2011 once

Wording of question

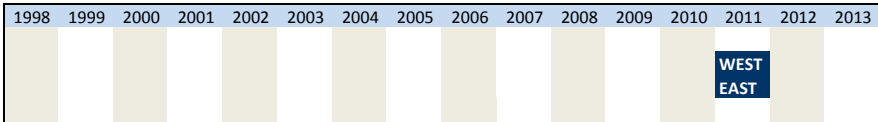
2011

Investment in ict is constrained by

high costs of external IT-consultancy

Further information

Time span of variable



No.	Name	Label	Survey period	Survey frequency
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4.29.23) **cstritpers** investment in ict constrained by lack of it-experts on regional labour market East and West 2011 once

Wording of question

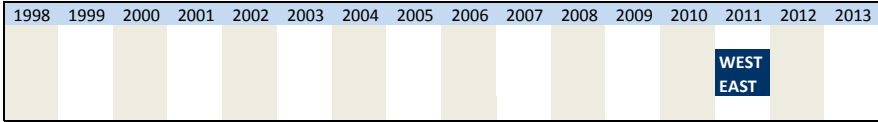
2011

Investment in ict is constrained by

lack of IT-experts on regional labour market

Further information

Time span of variable



No.	Name	Label	Survey period	Survey frequency
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4.29.24) **cstrbroadb** investment in ict constrained by insufficient regional supply of broad band East and West 2011 once

Wording of question

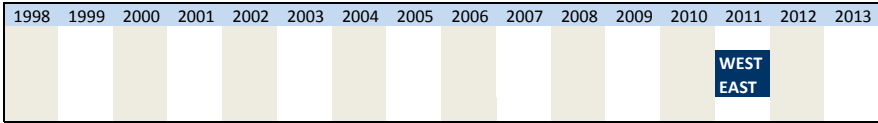
2011

Investment in ict is constrained by

Further information

insufficient regional supply of broad band

Time span of variable



No.	Name	Label	Survey period	Survey frequency
4.29.25)	cstritappl	investment in ict constrained by lack of suitable it-applications	East and West 2011	once

Wording of question

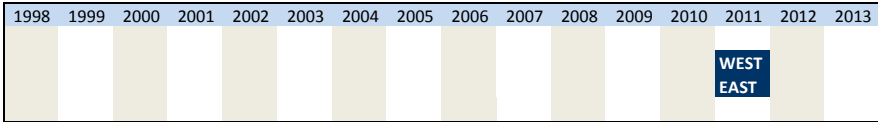
2011

Investment in ict is constrained by

lack of suitable IT-applications

Further information

Time span of variable



5. Variables of Ifo Business special survey

No.	Name	Label	Survey period	Survey frequency
5.1)	market_national	development of national market in next 5 years	East 12/1994 to 12/2000 West 12/1994 to 12/2000 East 12/2002 to 12/2009 West 12/2002 to 12/2009	annual annual annual annual

Wording of question

12/1994 to 12/2000, and 12/2002 to 12/2009

Special questions:
D) Innovations
1) In the medium run (about 5 years) we consider the market for XY* to be (by eliminating purely cyclical fluctuations)

national

significantly increasing	<input type="text"/>	[1]
slightly increasing	<input type="text"/>	[2]
stagnating	<input type="text"/>	[3]
slightly decreasing	<input type="text"/>	[4]
significantly decreasing	<input type="text"/>	[5]

*XY denotes the corresponding product.

Time span of variable

1982	1983	1984	1985	1986	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996	1997
												EAST and WEST			
1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013
EAST and WEST															

No.	Name	Label	Survey period	Survey frequency
5.2)	market_abroad	development of foreign market in next 5 years	East 12/1994 to 12/2000 West 12/1994 to 12/2000 East 12/2002 to 12/2009 West 12/2002 to 12/2009	annual annual annual annual

Wording of question

12/1994 to 12/2000, and 12/2002 to 12/2009

Special questions:
D) Innovations
1) In the medium run (about 5 years) we consider the market for XY* to be (by eliminating purely cyclical fluctuations)

abroad

significantly increasing	<input type="text"/>	[1]
slightly increasing	<input type="text"/>	[2]
stagnating	<input type="text"/>	[3]
slightly decreasing	<input type="text"/>	[4]
significantly decreasing	<input type="text"/>	[5]

*XY denotes the corresponding product.

Time span of variable

1982	1983	1984	1985	1986	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996	1997
												EAST and WEST			
1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013
EAST and WEST															

No.	Name	Label	Survey period	Survey frequency
5.3)	market_total	development of market in general in next 5 years	East 12/1994 to 12/2000 West 12/1994 to 12/2000 East 12/2002 to 12/2009 West 12/2002 to 12/2009	annual annual annual annual

Wording of question

12/1994 to 12/2000, and 12/2002 to 12/2009

Special questions:
D) Innovations
1) In the medium run (about 5 years) we consider the market for XY* to be (by eliminating purely cyclical fluctuations)

Gesamt

significantly increasing	<input type="text"/>	[1]
slightly increasing	<input type="text"/>	[2]
stagnating	<input type="text"/>	[3]
slightly decreasing	<input type="text"/>	[4]
significantly decreasing	<input type="text"/>	[5]

*XY denotes the corresponding product.

Time span of variable

1982	1983	1984	1985	1986	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996	1997
												EAST and WEST			
1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013

EAST and WEST	
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No.	Name	Label	Survey period	Survey frequency
5.4)	prod_inno_realized	product innovation realized this year	East 12/1994 to 12/2000 West 12/1994 to 12/2000 East 12/2002 to 12/2009 West 12/2002 to 12/2009	annual annual annual annual

Wording of question

12/1994 to 12/2000, and 12/2002 to 12/2009 Special questions: D) Innovations 2) In 19WW/20WW* we have [...] for product line XY	Further information
<p>product innovations</p> <p>realized <input type="text"/> [1]</p>	<p>**19WW" denotes the year under review e.g.: If the question was posed in 1999, "19WW"="1999".</p>

Time span of variable

1982	1983	1984	1985	1986	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996	1997
												EAST and WEST			
1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013
EAST and WEST															

No.	Name	Label	Survey period	Survey frequency
5.5)	prod_inno_aborted	product innovation aborted this year	East 12/1994 to 12/2000 West 12/1994 to 12/2000 East 12/2002 to 12/2009 West 12/2002 to 12/2009	annual annual annual annual

Wording of question

12/1994 to 12/2000, and 12/2002 to 12/2009 Special questions: D) Innovations 2) In 19WW/20WW* we have [...] for product line XY	Further information
<p>product innovations</p> <p>aborted <input type="text"/> [1]</p>	<p>**19WW", "20WW" denotes the year under review e.g.: If the question was posed in 1999, "19WW"="1999".</p>

Time span of variable

1982	1983	1984	1985	1986	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996	1997
												EAST and WEST			
1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013
EAST and WEST															

No.	Name	Label	Survey period	Survey frequency
5.6)	prod_inno_plan_completed	product innovation planning completed this year	East 12/1994 to 12/2000 West 12/1994 to 12/2000 East 12/2002 to 12/2009 West 12/2002 to 12/2009	annual annual annual annual

Wording of question

12/1994 to 12/2000, and 12/2002 to 12/2009 Special questions: D) Innovations 2) In 19WW/20WW* we have [...] for product line XY	Further information
<p>product innovations</p> <p>planning completed <input type="text"/> [1]</p>	<p>**19WW", "20WW" denotes the year under review e.g.: If the question was posed in 1999, "19WW"="1999".</p>

Time span of variable

1982	1983	1984	1985	1986	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996	1997
												EAST and WEST			
1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013
EAST and WEST															

No.	Name	Label	Survey period	Survey frequency
5.7)	prod_inno_in_planning	product innovation still in planning stage this year	East 12/1994 to 12/2000 West 12/1994 to 12/2000 East 12/2002 to 12/2009 West 12/2002 to 12/2009	annual annual annual annual

Wording of question

12/1994 to 12/2000, and 12/2002 to 12/2009	Further information
--	---------------------

Special questions:
 D) Innovations
 2) In 19WW/20WW* we have [...] for product line XY

product innovations

still in planning stage [1]

Time span of variable

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
EAST and WEST															

Further information

**19WW", "20WW" denotes the year under review
 e.g.:
 If the question was posed in 1999, "19WW"="1999".

No.	Name	Label	Survey period	Survey frequency
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5.8)	prod_inno_np	product innovation not planned this year	East 12/1994 to 12/2000 West 12/1994 to 12/2000 East 12/2002 to 12/2009 West 12/2002 to 12/2009	annual annual annual annual
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Wording of question

12/1994 to 12/2000, and 12/2002 to 12/2009

Special questions:
 D) Innovations
 2) In 19WW/20WW* we have [...] for product line XY

product innovations

not planned [1]

Time span of variable

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
EAST and WEST															

Further information

**19WW", "20WW" denotes the year under review
 e.g.:
 If the question was posed in 1999, "19WW"="1999".

No.	Name	Label	Survey period	Survey frequency
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5.9)	process_inno_realized	process innovation realized this year	East 12/1994 to 12/2000 West 12/1994 to 12/2000 East 12/2002 to 12/2009 West 12/2002 to 12/2009	annual annual annual annual
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Wording of question

12/1994 to 12/2000, and 12/2002 to 12/2009

Special questions:
 D) Innovations
 2) In 19WW/20WW* we have [...] for product line XY

process innovations

realized [1]

Time span of variable

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
EAST and WEST															

Further information

**19WW", "20WW" denotes the year under review
 e.g.:
 If the question was posed in 1999, "19WW"="1999".

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

5.10)	process_inno_aborted	process innovation aborted this year	East 12/1994 to 12/2000 West 12/1994 to 12/2000 East 12/2002 to 12/2009 West 12/2002 to 12/2009	annual annual annual annual
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Wording of question

12/1994 to 12/2000, and 12/2002 to 12/2009

Special questions:
 D) Innovations
 2) In 19WW/20WW* we have [...] for product line XY

process innovations

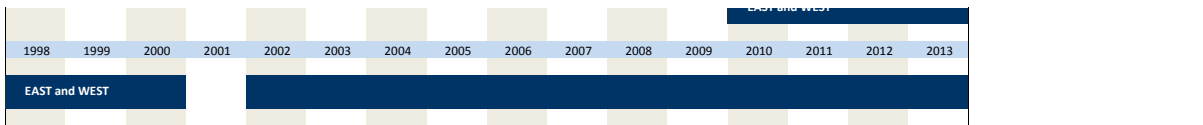
aborted [1]

Time span of variable

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
EAST and WEST															

Further information

**19WW", "20WW" denotes the year under review
 e.g.:
 If the question was posed in 1999, "19WW"="1999".

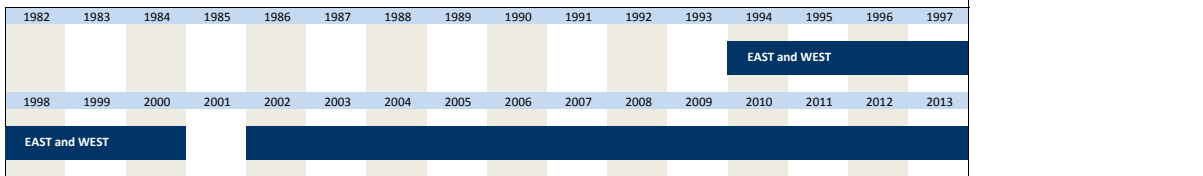


No.	Name	Label	Survey period	Survey frequency
5.11)	process_inno_plan_completed	process innovation planning completed this year	East 12/1994 to 12/2000 West 12/1994 to 12/2000 East 12/2002 to 12/2009 West 12/2002 to 12/2009	annual annual annual annual

Wording of question

<p>12/1994 to 12/2000, and 12/2002 to 12/2009</p> <p>Special questions:</p> <p>D) Innovations</p> <p>2) In 19WW/20WW* we have [...] for product line XY</p> <p>process innovations</p> <p>planning completed <input type="text"/> [1]</p>	<p>Further information</p> <p>**19WW", "20WW" denotes the year under review</p> <p>e.g.: If the question was posed in 1999, "19WW"="1999".</p>
--	--

Time span of variable

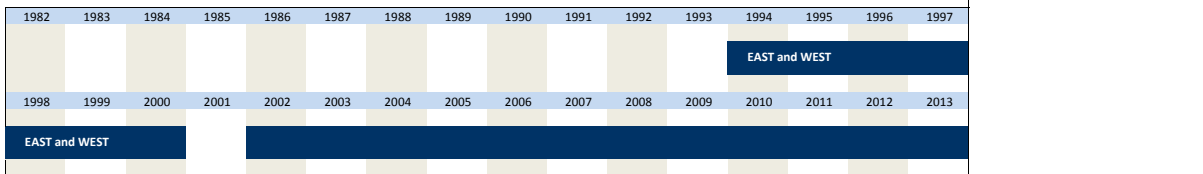


No.	Name	Label	Survey period	Survey frequency
5.12)	process_inno_in_planning	process innovation still in planning stage this year	East 12/1994 to 12/2000 West 12/1994 to 12/2000 East 12/2002 to 12/2009 West 12/2002 to 12/2009	annual annual annual annual

Wording of question

<p>12/1994 to 12/2000, and 12/2002 to 12/2009</p> <p>Special questions:</p> <p>D) Innovations</p> <p>2) In 19WW/20WW* we have [...] for product line XY</p> <p>process innovations</p> <p>still in planning stage <input type="text"/> [1]</p>	<p>Further information</p> <p>**19WW", "20WW" denotes the year under review</p> <p>e.g.: If the question was posed in 1999, "19WW"="1999".</p>
---	--

Time span of variable

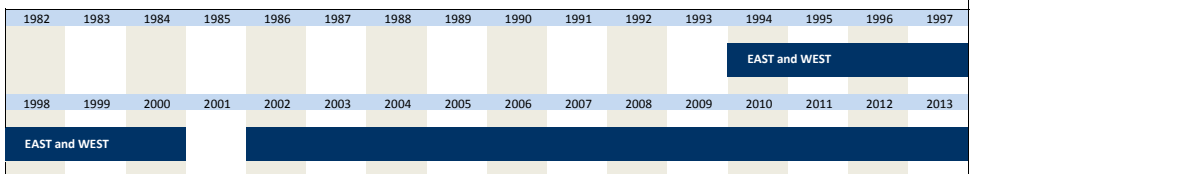


No.	Name	Label	Survey period	Survey frequency
5.13)	process_inno_np	process innovation not planned this year	East 12/1994 to 12/2000 West 12/1994 to 12/2000 East 12/2002 to 12/2009 West 12/2002 to 12/2009	annual annual annual annual

Wording of question

<p>12/1994 to 12/2000, and 12/2002 to 12/2009</p> <p>Special questions:</p> <p>D) Innovations</p> <p>2) In 19WW/20WW* we have [...] for product line XY</p> <p>process innovations</p> <p>not planned <input type="text"/> [1]</p>	<p>Further information</p> <p>**19WW", "20WW" denotes the year under review</p> <p>e.g.: If the question was posed in 1999, "19WW"="1999".</p>
---	--

Time span of variable



No.	Name	Label	Survey period	Survey frequency
5.14)	share_inno_phase	share of turnover in stage of product launch	East 12/1994 to 12/2000 West 12/1994 to 12/2000 East 12/2002 to 12/2009	annual annual annual

Wording of question

12/1994 to 12/2000, and 12/2002 to 12/2009 Special questions: D) Innovations 3) In 19WW/20WW* our products of product line XY - as a share of total turnover - have been in following stages (estimates are sufficient): stage of product launch (innovation) _____ %		Further information **"19WW", "20WW" denotes the year under review e.g.: If the question was posed in 1999, "19WW"="1999".																																																																																
Time span of variable																																																																																		
<table border="1"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td> </tr> <tr> <td>1998</td><td>1999</td><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><td>2010</td><td>2011</td><td>2012</td><td>2013</td> </tr> <tr> <td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td> </tr> <tr> <td colspan="16" style="text-align: center;">EAST and WEST</td> </tr> </table>			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																	EAST and WEST															
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EAST and WEST																																																																																		

No.	Name	Label	Survey period	Survey frequency
5.15)	share_growth_phase	share of turnover in stage of positive growth	East 12/1994 to 12/2000 West 12/1994 to 12/2000 East 12/2002 to 12/2009 West 12/2002 to 12/2009	annual annual annual annual

Wording of question

12/1994 to 12/2000, and 12/2002 to 12/2009 Special questions: D) Innovations 3) In 19WW/20WW* our products of product line XY - as a share of total turnover - have been in following stages (estimates are sufficient): stage of positive growth _____ %		Further information **"19WW", "20WW" denotes the year under review e.g.: If the question was posed in 1999, "19WW"="1999".																																																																																
Time span of variable																																																																																		
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1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013																																																																			
EAST and WEST																																																																																		

No.	Name	Label	Survey period	Survey frequency
5.16)	share_stagnation_phase	share of turnover in stage of stagnation	East 12/1994 to 12/2000 West 12/1994 to 12/2000 East 12/2002 to 12/2009 West 12/2002 to 12/2009	annual annual annual annual

Wording of question

12/1994 to 12/2000, and 12/2002 to 12/2009 Special questions: D) Innovations 3) In 19WW/20WW* our products of product line XY - as a share of total turnover - have been in following stages (estimates are sufficient): stage of stagnation _____ %		Further information **"19WW", "20WW" denotes the year under review e.g.: If the question was posed in 1999, "19WW"="1999".																																																																																
Time span of variable																																																																																		
<table border="1"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td> </tr> <tr> <td>1998</td><td>1999</td><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><td>2010</td><td>2011</td><td>2012</td><td>2013</td> </tr> <tr> <td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td> </tr> <tr> <td colspan="16" style="text-align: center;">EAST and WEST</td> </tr> </table>			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																	EAST and WEST															
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																																																																			
EAST and WEST																																																																																		

No.	Name	Label	Survey period	Survey frequency
5.17)	share_negative_growth	share of turnover in stage of negative growth	East 12/1994 to 12/2000 West 12/1994 to 12/2000 East 12/2002 to 12/2009 West 12/2002 to 12/2009	annual annual annual annual

Wording of question

12/1994 to 12/2000, and 12/2002 to 12/2009 Special questions: D) Innovations 3) In 19WW/20WW* our products of product line XY - as a share of total turnover - have been in following stages (estimates are sufficient): stage of negative growth _____ %		Further information **"19WW", "20WW" denotes the year under review e.g.: If the question was posed in 1999, "19WW"="1999".																																																																																
Time span of variable																																																																																		
<table border="1"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td> </tr> <tr> <td>1998</td><td>1999</td><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><td>2010</td><td>2011</td><td>2012</td><td>2013</td> </tr> <tr> <td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td> </tr> <tr> <td colspan="16" style="text-align: center;">EAST and WEST</td> </tr> </table>			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																	EAST and WEST															
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EAST and WEST																																																																																		

