



## List of variables

# Ifo Business Survey Industry

Data: 1/1980-06/2014

As of January 2015

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LMU-ifo Economics & Business Data Center (EBDC)

Poschingerstr. 5  
81679 Munich

## List of variables - test of economic cycle - manufacturing industry

### 1. Variables of identification

### 2. Standard questions

### 3. Special questions

#### 1. Variables of identification

No.	Name	Label	German description
1.1)	westeast	western eastern	Unterscheidet zwischen West- und Ost- Erhebung
1.2)	month	month	Erhebungsmonat
1.3)	year	year	Erhebungsjahr
1.4)	prodnum	ifo-productnumber	ifo Produktnummer, 4-stellig
1.5)	runnum	running number of plant	Laufende Firmennummer
1.6)	weight	weight	Gewicht
1.7)	sypro	sypronumber	Sypronummer
1.8)	fedstaifo	federal state (ifo-code)	Bundesland entsprechend ifo Codierung
1.9)	plantnum	KT and INNO information containing id	11-stellige Identifikationsnummer
1.10)	testid	test sheet id	Testfragebogen id
1.11)	idnum	KT and INNO firm adressfile id	Firmenidentifikationsnummer
1.12)	latecomer	latecomer	Nachzügler
1.13)	sector_wz93	sector (number)	Sektor, Wirtschaftszweig(-nummer) 1993
1.14)	sector_wz08	sector (number)	Sektor, Wirtschaftszweig(-nummer) 2008
Variables regarding the survey process			
1.15)	online	online	Fragebogen online beantwortet
1.16)	survey_start	survey start	Umfragebeginn
1.17)	survey_end	survey end	Umfrageende
1.18)	participation_date	participation date	Teilnahmedatum
1.19)	participation_hour	participation hour	Teilnahmestunde
1.20)	participation_status	participation status	Teilnahmestatus

#### 2. Standard questions

No.	Name	Label	German description
2.1)	statebus	state of business (appraisal)	Beurteilung der Geschäftslage
2.2)	provpm	production versus previous month	Produktion im Vergleich zum Vormonat
2.3)	stin	stock of inventories	Beurteilung des Bestand an Fertigwaren
2.4)	demand	situation of demand	Nachfragesituation gegenüber dem Vormonat
2.5)	ordvpm	orders versus previous month	Auftragsbestand gegenüber dem Vormonat
2.6)	orders	orders (appraisal)	Beurteilung des aktuellen Auftragsbestands
2.7)	pricevpm	domestic prices of sale versus previous month	Inländische Verkaufspreise
2.8)	proexp	expected production	Erwartete Inländische Produktionstätigkeit
2.9)	priceexp	expected domestic prices	Erwartete inländische Verkaufspreise
2.10)	expexp	expected export trade	Erwarteter Exporthandel
2.11)	comexp	expected commercial operations	Erwarteter Geschäftslage
2.12)	foreord	foreign orders (appraisal)	Bestand an Auslandsaufträgen
2.13)	salesexp	sales expectancy	Erwarteter Umsatz
2.14)	emplexp*	expected employees	Erwartete Entwicklung der Gesamtbeschäftigtenzahl
2.15)	pro_vpq	production vs. previous 2-3 months	Produktionstätigkeit in den vorangegangenen Monaten
2.16)	demand_vpq	situation of dmand vs. previous 2-3 months	Nachfragesituation in den vorangegangenen Monaten
2.17)	ord_vpq	orders vs. previous 2-3 months	Auftragsbestand in den vorangegangenen Monaten
2.18)	price_vpq	domestic prices of sale vs. previous 2-3 months	Inlandsverkaufspreise in den vorangegangenen Monaten
2.19)	credit**	credit allocation	Kreditvergabe
2.20)	statebus_sl	state of business (VAS)	Beurteilung der Geschäftslage (VAS)
2.21)	comexp_sl	expected commercial (VAS)	Erwartete Geschäftslage (VAS)

\*special question until 06/1997. See 3.13)

\*\*special question until 08/2008. See 3.48)

### 3. Special questions

No.	Name	Label	German description
3.1)	ranord	range of orders in months	Reichweite der Auftragsbestände in Monaten
3.2)	uticappc	capacity utilization in %	Auslastung der Anlagen in %
3.3)	uticapap	capacity utilization (appraisal)	Beurteilung der technischen Kapazität
3.4)	constrain	constraints to production	Behinderung der Produktionstätigkeit
3.5)	ordlack	lack of orders	Auftragsmangel
3.6)	mplack	lack of manpower	Arbeitskräftemangel
3.7)	matlack	lack of material	Materialknappheit
3.8)	techcap	technical capacity	Technische Kapazität
3.9)	bastlack	lack of back staff	Mangel an Hilfskräften
3.10)	diffin	difficulties of financing	Produktionsbehinderung durch Finanzierungsengpässe
3.11)	weather	weather conditions	Produktionsbehinderung durch Wetterlage
3.12)	skellack	lack of skilled employees	Mangel an Fachkräften
3.13)	othrea	other reasons	Sonstige Faktoren / Andere Ursachen
3.14)	proexpen	product too expensive	Produkte zu teuer
3.15)	proqual	quality of products	Produktqualität
3.16)	propro	program of products	Produktprogramm
3.17)	ovtime	overtime	Überstunden
3.18)	ovtimemo	overtime more than customary	Mehr Überstunden als betriebsüblich
3.19)	stwork	short-time work	Kurzarbeit
3.20)	stworkexp	expected short-time work	Erwartete Kurzarbeit
3.21)	emplexp*	expected employees	Erwartete Entwicklung der Gesamtbeschäftigtenzahl
3.22)	empl	employees 12 month	Beschäftigte Erwartungen
3.23)	prof	profit situation	Ertragsituation derzeit
3.24)	profch	change of profit situation	Ertragsituation gegenüber dem Vorquartal
3.25)	hcount	headcount	Entwicklung des Personalbestands
3.26)	fest	feedstock	Rohstoff- und Vormaterialbestände
3.27)	proenl	enlargement of production	Produktionserweiterung
3.28)	priceinc	increase in price	Preiserhöhung
3.29)	fincolow	low costs of financing	Niedrige Finanzierungskosten
3.30)	diffsup1	difficulties of supply	Versorgungsschwierigkeiten
3.31)	weaken	weakening	Abschwächung
3.32)	prored	reduction of production	Produktionsabschwächung
3.33)	pricedec	price decrease	Preisrückgänge
3.34)	fincohi	high costs of financing	Hohe Finanzierungskosten
3.35)	diffsup2	difficulties of supply	Versorgungsschwierigkeiten
3.36)	strength	strengthening	Verstärkte Produktion
3.37)	festwe	feedstock in weeks	Rohstoff- und Vormaterialbestände in Wochen
3.38)	stinwe	stock of inventories in weeks	Fertigwarenbestände in Wochen
3.39)	empro2	employees in production	Produktionsbeschäftigte für XY
3.40)	emplinc	increase of employees in %	Zunahme der Beschäftigten in % für die Produktion von XY
3.41)	empldec	decrease of employees in %	Abnahme der Beschäftigten in % für die Produktion von XY
3.42)	comppos1	national competitive position	Wettbewerbsposition Inland
3.43)	comppos2	EU competitive position	Wettbewerbsposition innerhalb der EU
3.44)	comppos3	competitive position abroad	Wettbewerbsposition außerhalb der EU
3.45)	ranord2	range of orders in months (end of prev. month)	Reichweite der Auftragsbestände in Monaten
3.46)	uticappc2	capacity utilization in % (end of prev. month)	Kapazitätsauslastung in %
3.47)	empro	employees	Im Unternehmen beschäftigte Personen
3.48)	credit**	credit allocation	Kreditvergabe
3.49)	J1	Japan crisis q1	Japankrise Frage1
3.50)	J2	Japan crisis q2	Japankrise Frage2
3.51)	J3	Japan crisis q3	Japankrise Frage3
3.52)	J4	Japan crisis q4	Japankrise Frage4
3.53)	J5	Japan crisis q5	Japankrise Frage5
3.54)	J6	Japan crisis q6	Japankrise Frage6
3.55)	fairxh	exhibitor at an international specialized fair	Aussteller auf einer internationalen Fachmesse
3.56)	fairxh_g	exhibitor at an international specialized fair in Germany	Aussteller auf einer internationalen Fachmesse in Deutschland
3.57)	fairxh_e	exhibitor at an international specialized fair in a foreign European country	Aussteller auf einer internationalen Fachmesse im europäischen Ausland
3.58)	fairxh_ne	exhibitor at an international specialized fair in a country outside Europe	Aussteller auf einer internationalen Fachmesse im außereuropäischen Ausland
3.59)	fairxhexp	exhibitor at an international specialized fair during next 2-3 years	Aussteller auf einer internationalen Fachmesse in den nächsten 2-3 Jahren
3.60)	fairxhexp_g	exhibitor at an international specialized fair in Germany during next 2-3 years	Aussteller auf einer internationalen Fachmesse in Deutschland in den nächsten 2-3 Jahren
3.61)	fairxhexp_e	exhibitor at an international specialized fair in a foreign European country during next 2-3 years	Aussteller auf einer internationalen Fachmesse im europäischen Ausland in den nächsten 2-3 Jahren
3.62)	fairxhexp_ne	exhibitor at an international specialized fair in a country outside Europe during next 2-3 years	Aussteller auf einer internationalen Fachmesse im außereuropäischen Ausland in den nächsten 2-3 Jahren
3.63)	csal_lq	percentage change of sales in field xy - last quarter	Umsatzveränderung im letzten Quartal in Bereich XY
3.64)	csal_lq_v	values: percentage change of sales in field xy - last quarter	Wertangaben: Umsatzveränderung im letzten Quartal in Bereich XY
3.65)	csal_nqbc	best case//percentage change of sales in field xy - next quarter	Umsatzveränderung im nächsten Quartal in Bereich XY (best case)
3.66)	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)
3.67)	csal_nqac	average case//percentage change of sales in field xy - next quarter	Umsatzveränderung im nächsten Quartal in Bereich XY (average case)
3.68)	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)
3.69)	csal_nqwc	worst case//percentage change of sales in field xy - next quarter	Umsatzveränderung im nächsten Quartal in Bereich XY (worst case)

3.70)	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)
3.71)	psalinc	probability of sales increase - next quarter	Wahrscheinlichkeit eines steigenden Umsatzes im nächsten Quartal
3.72)	psalinc_min	lower bound: probability of sales increase - next quarter	Angegebene Untergrenze: Wahrscheinlichkeit eines steigenden Umsatzes im nächsten Quartal
3.73)	psalinc_max	upper bound: probability of sales increase - next quarter	Angegebene Obergrenze: Wahrscheinlichkeit eines steigenden Umsatzes im nächsten Quartal
3.74)	psalinc_sv	single value: probability of sales increase - next quarter	Einzelwert: Wahrscheinlichkeit eines steigenden Umsatzes im nächsten Quartal
3.75)	psalstead	probability of steady sales - next quarter	Wahrscheinlichkeit eines gleichbleibenden Umsatzes im nächsten Quartal
3.76)	psalstead_min	lower bound: probability of steady sales - next quarter	Angegebene Untergrenze: Wahrscheinlichkeit eines gleichbleibenden Umsatzes im nächsten Quartal
3.77)	psalstead_max	upper bound: probability of steady sales - next quarter	Angegebene Obergrenze: Wahrscheinlichkeit eines gleichbleibenden Umsatzes im nächsten Quartal
3.78)	psalstead_sv	single value: probability of steady sales - next quarter	Einzelwert: Wahrscheinlichkeit eines gleichbleibenden Umsatzes im nächsten Quartal
3.79)	psaldec	probability of sales decrease - next quarter	Wahrscheinlichkeit eines sinkenden Umsatzes im nächsten Quartal
3.80)	psaldec_min	lower bound: probability of sales decrease - next quarter	Angegebene Untergrenze: Wahrscheinlichkeit eines sinkenden Umsatzes im nächsten Quartal
3.81)	psaldec_max	upper bound: probability of sales decrease - next quarter	Angegebene Obergrenze: Wahrscheinlichkeit eines sinkenden Umsatzes im nächsten Quartal
3.82)	psaldec_sv	single value: probability of sales decrease - next quarter	Einzelwert: Wahrscheinlichkeit eines sinkenden Umsatzes im nächsten Quartal
3.83)	inf_heat	influence of heatwaves on value added	Auswirkung von Hitzewellen auf die Wertschöpfung
3.84)	inf_cold	influence of cold waves on value added	Auswirkung von Kältewellen (inkl. Eis & Schnee) auf die Wertschöpfung
3.85)	inf_drou	influence of drought on value added	Auswirkung von Trockenheit auf die Wertschöpfung
3.86)	inf_rain	influence of heavy rainfall on value added	Auswirkung von Starkniederschlag auf die Wertschöpfung
3.87)	inf_storm	influence of storms on value added	Auswirkung von Stürmen auf die Wertschöpfung
3.88)	einf_pur	expected influence of climate change on purchases	Erwartete Auswirkungen des Klimawandels auf den Bereich Einkauf
3.89)	einf_prod	expected influence of climate change on production	Erwartete Auswirkungen des Klimawandels auf den Bereich Produktion
3.90)	einf_sal	expected influence of climate change on sales	Erwartete Auswirkungen des Klimawandels auf den Bereich Absatz
3.91)	einf_wast	expected influence of climate change on waste management	Erwartete Auswirkungen des Klimawandels auf den Bereich Entsorgung
3.92)	einf_log	expected influence of climate change on logistics	Erwartete Auswirkungen des Klimawandels auf den Bereich Logistik
3.93)	einf_inno	expected influence of climate change on innovations	Erwartete Auswirkungen des Klimawandels auf den Bereich Innovation
3.94)	einf_pers	expected influence of climate change on personnel	Erwartete Auswirkungen des Klimawandels auf den Bereich Personal
3.95)	flight_ger	importance of flight connections in Germany	Bedeutung von Flugverbindungen zu Zielen in Deutschland
3.96)	flight_eur	importance of flight connections in Europe	Bedeutung von Flugverbindungen zu Zielen in Europa
3.97)	flight_world	importance of flight connections worldwide	Bedeutung von Flugverbindungen zu Zielen weltweit
3.98)	surp_cat	return on sales: surplus (category)	Jahresüberschuss (Kategorie)
3.99)	ros_surp	return on sales: surplus	Jahresüberschuss
3.100)	loss_cat	return on sales: loss (category)	Jahresverlust (Kategorie)
3.101)	ros_loss	return on sales: loss	Jahresverlust
3.102)	russia1	Russia/Ukraine conflict q1	Russland/Ukraine-Konflikt Frage 1
3.103)	russia2	Russia/Ukraine conflict q2	Russland/Ukraine-Konflikt Frage 2
3.104)	russia3	Russia/Ukraine conflict q3	Russland/Ukraine-Konflikt Frage 3
3.105)	russia4	Russia/Ukraine conflict q4	Russland/Ukraine-Konflikt Frage 4
3.106)	russia5	Russia/Ukraine conflict q5	Russland/Ukraine-Konflikt Frage 5
3.107)	russia6	Russia/Ukraine conflict q6	Russland/Ukraine-Konflikt Frage 6
3.108)	russia7	Russia/Ukraine conflict q7	Russland/Ukraine-Konflikt Frage 7
3.109)	russia8	Russia/Ukraine conflict q8	Russland/Ukraine-Konflikt Frage 8
3.110)	fambus	family business	Familienunternehmen
3.111)	minim1	minimum wage q1	Mindestlohn Frage 1
3.112)	minim2	minimum wage q2	Mindestlohn Frage 2
3.113)	minim3	minimum wage q3	Mindestlohn Frage 3
3.114)	minim4	minimum wage q4	Mindestlohn Frage 4
3.115)	minim5	minimum wage q5	Mindestlohn Frage 5
3.116)	minim6	minimum wage q6	Mindestlohn Frage 6
3.117)	minim7	minimum wage q7	Mindestlohn Frage 7
3.118)	minim8	minimum wage q8	Mindestlohn Frage 8

\*standard question since 07/1997. See 2.14)

\*\*standard question since 08/2008. See 2.19)

## 1. Variables of identification

No.	Name	Label	Survey period	Survey frequency
1.1)	westeast	western eastern	West since 01/1980 East since 01/1991	monthly survey monthly survey

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

No.	Name	Label	Survey period	Survey frequency
1.2)	month	month	West since 01/1980 East since 01/1991	monthly survey monthly survey

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

No.	Name	Label	Survey period	Survey frequency
1.3)	year	year	West since 01/1980 East since 01/1991	monthly survey monthly survey

1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	Further information
WEST										Year of survey 4 digits
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
1.4)	prodnum	ifo-product number	West since 01/1980 East since 01/1991	monthly survey monthly survey

1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	Further information
WEST										ifo-product number, 4 digits

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									

Since 01/1991 the KT is required in the east, too.  
The East- data is classified with a Sypro-product number.  
The Sypro-number is transcoded in a ifo-product number.  
But for some Sypro-numbers exist no corresponding ifo-product number.

No.	Name	Label	Survey period	Survey frequency
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1.5) **runnum** running number of plant  
West since 01/1980  
East since 01/1991  
monthly survey  
monthly survey

1980	1981	1982	1983	1984	1985	1986	1987	1988	1989
WEST									
EAST									
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									

Further information  
Running number of plant

No.	Name	Label	Survey period	Survey frequency
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1.6) **weight** weight  
West since 01/1980  
East since 01/1991  
monthly survey  
monthly survey

1980	1981	1982	1983	1984	1985	1986	1987	1988	1989
WEST									
EAST									
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									

Further information  
weight: calculated by this formula:  
 $(\log_{10}(\text{'empro2'}))^e$   
Weighting refers to employees per product 'empro2'

No.	Name	Label	Survey period	Survey frequency
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1.7) **sypro** sypro two digits  
West since 01/1980  
East since 01/1991  
monthly survey  
monthly survey

1980	1981	1982	1983	1984	1985	1986	1987	1988	1989
WEST									
EAST									
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									

Further information  
Sector label  
Sypro-number  
until 1990:  
2 digits  
since 1991 in East and West:  
7 digits  
Label key: very extensive, on demand,  
see do-File: kt\_vg\_Panel\_Label.do

WEST									
EAST									

No.	Name	Label	Survey period	Survey frequency
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1.8)	fedstaifo	federal state (ifo-code)	West since 01/1980 East since 01/1991	monthly survey monthly survey
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1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	Further information
WEST										Federal state according to ifo-code
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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1.9)	plantnum	KT and INNO firm adressfile id	West since 01/1980 East since 01/1991	monthly survey monthly survey
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1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	Further information
WEST										KT and INNO firm adressfile id, 11 digits  plantnum is created with the following variables: digit 1-4: prodnum digit 5-6: fedstaifo digit 7-11: runnum
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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1.10)	testid	test sheet id	West 01/1991 to 02/2005 East 02/1991 to 03/1991	monthly survey irregular
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1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	Further information
WEST										Test sheet id
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	
WEST										
EAST										
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
WEST										
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	

No.	Name	Label	Survey period	Survey frequency
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1.11)	idnum	KT and INNO firm adressfile id	West since 04/1993 East since 04/1992	monthly survey monthly survey
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1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	Further information

1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	KT and INNO firm adresfile id 7 digits digit 1-2: economic sector digit 3-7: company identifier

No.	Name	Label	Survey period	Survey frequency
1.12)	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
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	

No.	Name	Label	Survey period	Survey frequency
1.13)	sector_wz93	wz93 sector name	West since 01/1980 East since 01/1991	monthly survey monthly survey

1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	Further information  Sector, economic sector(-number) 1993  Label key: very extensive, on demand, see do-File: kt_vg_Panel_Label.do

No.	Name	Label	Survey period	Survey frequency
1.14)	sector_wz08	wz08 sector name	West since 01/1980 East since 01/1991	monthly survey monthly survey

1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	Further information  Sector, economic sector(-number) from 2008  Label key: very extensive, on demand see do-File: kt_vg_Panel_Label.do



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

II. Variables regarding the survey process

No.	Name	Label	Survey period	Survey frequency
1.15)	online	online	West 01/1999 to 11/2001 and since 07/2004 East since 07/2004	monthly survey monthly survey

1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	Further information Questionnaire answered online [0] paper [1] fax [2] online [5] manually collected
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
1.16)	survey_start	survey start	West since 01/2005 East since 01/2005	monthly survey monthly survey

1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	Further information Survey start Only refers to the participants who answered the questionnaire online.
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
1.17)	survey_end	survey end	West since 01/2005 East since 01/2005	monthly survey monthly survey

1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	Further information End of survey Only refers to the participants who answered the questionnaire online.
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										



## 2. Standard questions

No.	Name	Label	Survey period	Survey frequency
2.1)	statebus	state of business (appraisal)	West since 01/1980 East since 01/1991	monthly survey monthly survey

### Wording of question

Further information
Appraisal of the state of business

01/1991 to 11/2001	No questionnaires for the East available
01/1980 to 11/2001	We currently evaluate our state of business for XY to be
	good [1] satisfiable (seasonal) [2] bad [3]
01/2002 to 02/2002	<b>Current situation and tendencies</b> We currently evaluate our state of business for XY to be
	good [1] satisfiable [2] bad [3]
since 03/2002	<b>Current situation</b> We evaluate our state of business for XY to be
	good [1] satisfiable [2] bad [3]

### Time span of variable

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

No.	Name	Label	Survey period	Survey frequency
2.2)	provpm	production versus previous month	West 01/1980 to 11/2001 East 01/1991 to 11/2001	monthly survey monthly survey

### Wording of question

Further information
Production compared to previous month
Because of the alignment of the survey periods by the European Union, the question is continued by the variable <b>2.15) pro_vpq</b> from 01/2002 on
In the english translation of the value label there is a linguistic, but not a contentual divergence before 1990.

01/1991 to 11/2001	No questionnaires for the East available
01/1980 to 06/1994	Compared to previous month our domestic production of XY was
	more active [1] not changed [2] less active [3]
07/1994 to 11/2001	Compared to previous month the activity of our domestic production of XY was
	more [1] not changed [2] less [3] No production [4]

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

No.	Name	Label	Survey period	Survey frequency
2.3)	stin	stock of inventories	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 the stock of inventories
	01/2002 and 02/2002
	*Current situation and tendencies
	**addition "current"
01/1980 to 11/1992	In the english translation of the value label there is a linguistic, but not a contentual divergence before 1990.
We currently evaluate our stock of unsold finished goods to be	
too little [1] enough [2] too much [3] no stock-keeping [4]	
12/1992 to 11/2001	
We currently evaluate our stock of unsold finished goods to be	
too little [1] enough [2] too much [3] no stock-keeping [4]	
since 01/2002	
<b>Current situation*</b>	
We evaluate our (current)** stock of unsold finished goods to be	
too little [1] enough [2] too much [3] no stock-keeping [4]	

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
2.4)	demand	situation of demand	West 01/1980 to 11/2001	monthly survey

Wording of question

<p>01/1991 to 11/2001</p> <p>No questionnaires for the East available</p>	<p><b>Further information</b></p> <p>Situation of demand compared to previous month</p> <p>Because of the alignment of the survey periods by the European Union, the question is continued by the variable</p> <p><b>2.16) demand_vpq</b> from 01/2002 on</p>
<p>01/1980 to 06/1994</p> <p>Compared to previous month the situation of demand (domestic and foreign demand) for XY is</p> <p style="text-align: center;">                     better [1]                       not changed [2]                      worse [3]                 </p>	
<p>07/1994 to 11/2001</p> <p>Compared to previous month the situation of demand for XY is</p> <p style="text-align: center;">                     better [1]                       not changed [2]                      worse [3]                 </p>	

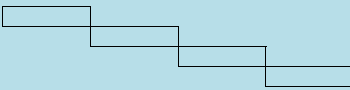
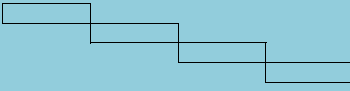

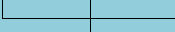
Time span of variable

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

No.	Name	Label	Survey period	Survey frequency
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2.5)	ordvpm	orders versus previous month	West 01/1980 to 11/2001 East 01/1991 to 11/2001	monthly survey monthly survey
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Wording of question

<p>01/1991 to 11/2001</p> <p>No questionnaires for the East available</p>	<p><b>Further information</b></p> <p>Orders versus previous month</p> <p>Because of the alignment of the survey periods by the European Union, the question is continued by the variable</p> <p><b>2.17) ord_vpq</b> from 01/2002 on</p> <p>*The addition "in terms of value" is only added in the months 01/03/04/05/09/10</p>
<p>01/1980 to 12/1980</p> <p>Compared to previous month our order backlog (domestic and foreign orders) for XY is currently (in terms of value*)</p> <p style="text-align: center;">                     higher [1]                       as high as normal [2]                      lower [3]                      stock-keeping not usual [4]                 </p>	
<p>01/1981 to 12/1982</p> <p>Compared to previous month our order backlog (in terms of value, domestic and foreign orders) for XY is currently</p> <p style="text-align: center;">                     higher [1]                       as high as normal [2]                      lower [3]                      stock-keeping not usual [4]                 </p>	
<p>since 01/1983 to 06/1994</p> <p>Compared to previous month our order backlog (in terms of value, domestic and foreign orders) for XY is currently</p> <p style="text-align: center;">                     higher [1]                       as high as normal [2]                      lower [3]                 </p>	
<p>since 07/1994 to 06/1997</p> <p>Compared to previous month our order backlog (in terms of value) for XY is currently</p> <p style="text-align: center;">                     higher [1]                       as high as normal [2]                 </p>	

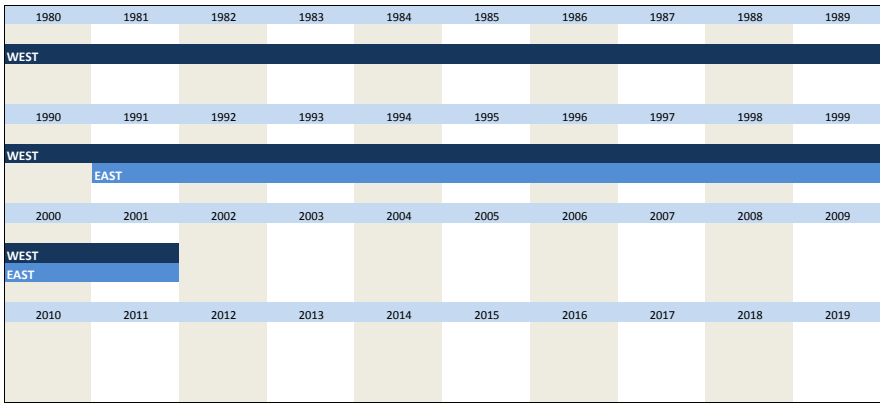
lower [3]

since 07/1997 to 11/2001

Compared to previous month our order backlog of domestic and foreign orders (in terms of value) for XY is currently

higher [1]   
 as high as normal [2]   
 lower [3]

Time span of variable



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

2.6) **orders** orders (appraisal)

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 12/1982

We currently evaluate our order backlog (domestic and foreign orders) to be

relatively high [1]   
 (e.g. extended time of delivery)  
 enough [2]   
 too small [3]   
 not usual [4]

01/1983 to 06/1994

We currently evaluate our order backlog (domestic and foreign orders) to be

relatively high [1]   
 (e.g. extended time of delivery)  
 enough [2]   
 or not customary  
 too small [3]

07/1994 to 06/1997

We currently evaluate our order backlog

relatively high [1]   
 (e.g. extended time of delivery)  
 enough [2]   
 or not customary  
 too small [3]

07/1997 to 11/2001

We currently evaluate our order backlog (domestic and foreign orders) to be

relatively high [1]   
 (e.g. extended time of delivery)  
 enough [2]   
 or not customary  
 too small [3]

since 01/2002

**Current situation\***

We evaluate our (current\*\*) order backlog for XY to be

relatively high [1]  total

Further information

appraisal of the current order backlog

01/2002 and 02/2002

\*instead of "Current situation"

->"Current situation and tendencies"

\*\*addition "current"

since 01/1994 inquired for east and west

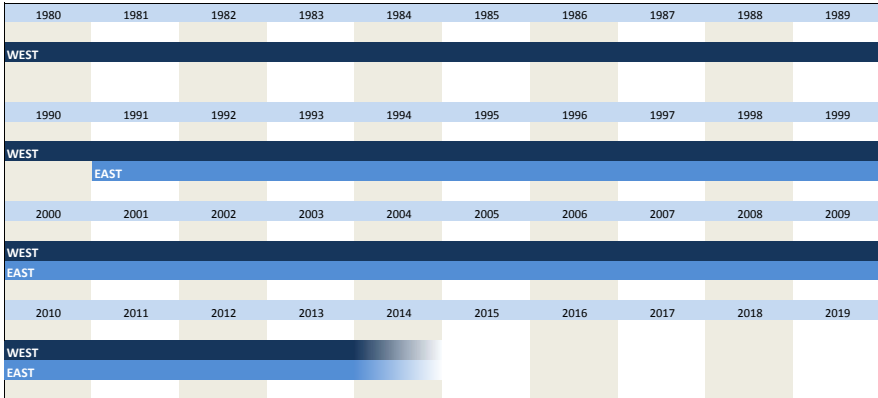
(e.g. extended time of delivery)

enough [2]

or not customary

too small [3]

Time span of variable

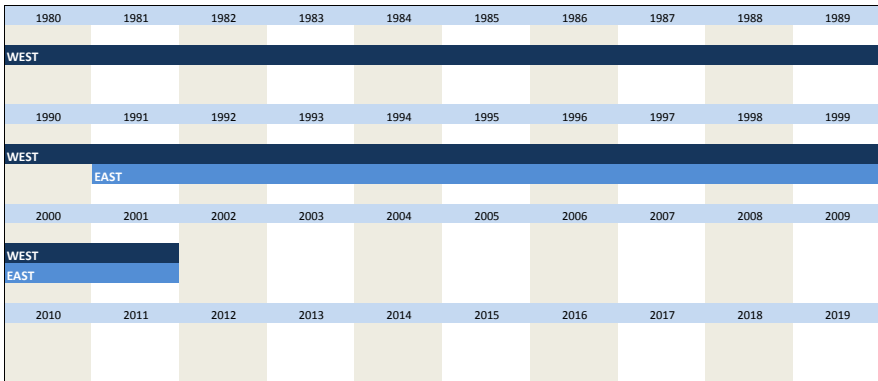


No.	Name	Label	Survey period	Survey frequency
2.7)	pricevpm	domestic prices of sale versus previous month	West 01/1980 to 11/2001 East 01/1991 to 11/2001	monthly survey monthly survey

Wording of question

Survey Period	Wording of question	Further information
01/1991 to 11/2001	No questionnaires for the East available	Domestic prices of sale versus previous month
01/1980, 04/1980, 05/1980, 10/1980	Compared to previous month our domestic sale prices - taking changes in conditions into account - for XY were  <div style="display: flex; justify-content: space-around;"> <div style="text-align: center;">regular orders</div> <div style="text-align: center;">follow up orders (also "since stock-orders")</div> </div> increased [1]  not changed [2]  decreased [3]	Because of the alignment of the survey periods by the European Union, the question is continued by the variable 2.18) price_vpq from 01/2002 on
02/1980, 03/1980, 06/1980 to 09/1980, 11/1980 to 09/1991	Compared to previous month our domestic sales prices (net-prices) - taking changes in conditions into account - for XY were  <div style="display: flex; justify-content: space-around;"> <div style="text-align: center;">increased [1]</div> <div style="text-align: center;">not changed [2]</div> <div style="text-align: center;">decreased [3]</div> </div>	
10/1991 to 11/2001	Compared to previous month our domestic sales prices (net-prices) - taking changes in conditions into account - for XY were  <div style="display: flex; justify-content: space-around;"> <div style="text-align: center;">increased [1]</div> <div style="text-align: center;">not changed [2]</div> <div style="text-align: center;">decreased [3]</div> </div>	

Time span of variable



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No.	Name	Label	Survey period	Survey frequency
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2.8)	proexp	expected production	West since 01/1980 East since 01/1991	monthly survey monthly survey
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**Wording of question**

Survey period	Question text	Options	Further information
01/1991 to 11/2001	No questionnaires for the East available		Expected domestic production * 04/1991 to 01/1993 "fall" instead of "decrease"
01/1980 to 06/1994	During the next 3 months our domestic production is expected to be [...] in cyclical regards therefore with elimination of purely seasonal fluctuations	increasing [1] not changing [2] decreasing* [3]	
07/1994 to 06/1997	During the next 3 months our domestic production is expected to [...] in cyclical regards therefore with elimination of purely seasonal fluctuations	increasing [1] not changing [2] decreasing* [3] no production [4]	
07/1997 to 11/2001	During the next 3 months our domestic production is expected to [...] in cyclical regards	increasing [1] not changing [2] decreasing* [3] no production [4]	
since 01/2002	<b>Expectations for the next 3 months</b> Our domestic productions of XY is expected to	increasing [1] not changing [2] decreasing* [3] no production [4]	

**Time span of variable**

Year	1980	1981	1982	1983	1984	1985	1986	1987	1988	1989
WEST										
1990										
WEST										
EAST										
2000										
WEST										
EAST										
2010										
WEST										
EAST										

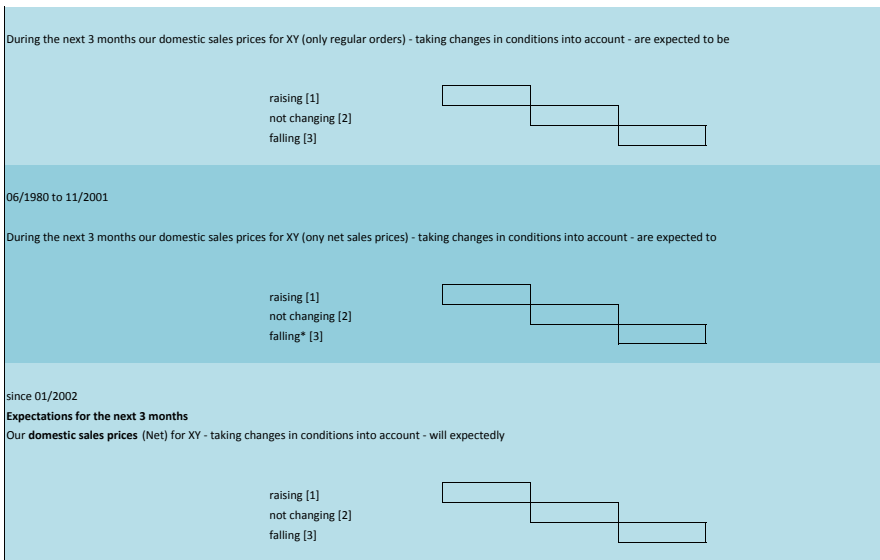
No.	Name	Label	Survey period	Survey frequency
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2.9)	priceexp	expected domestic prices	West since 01/1980 East since 01/1991	monthly survey monthly survey
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**Wording of question**

Survey period	Question text	Further information
01/1991 to 11/2001	No questionnaires for the East available	expected domestic prices * 03/1990 to 01/1993 "decrease" instead of "fall"
01/1980 to 05/1980		





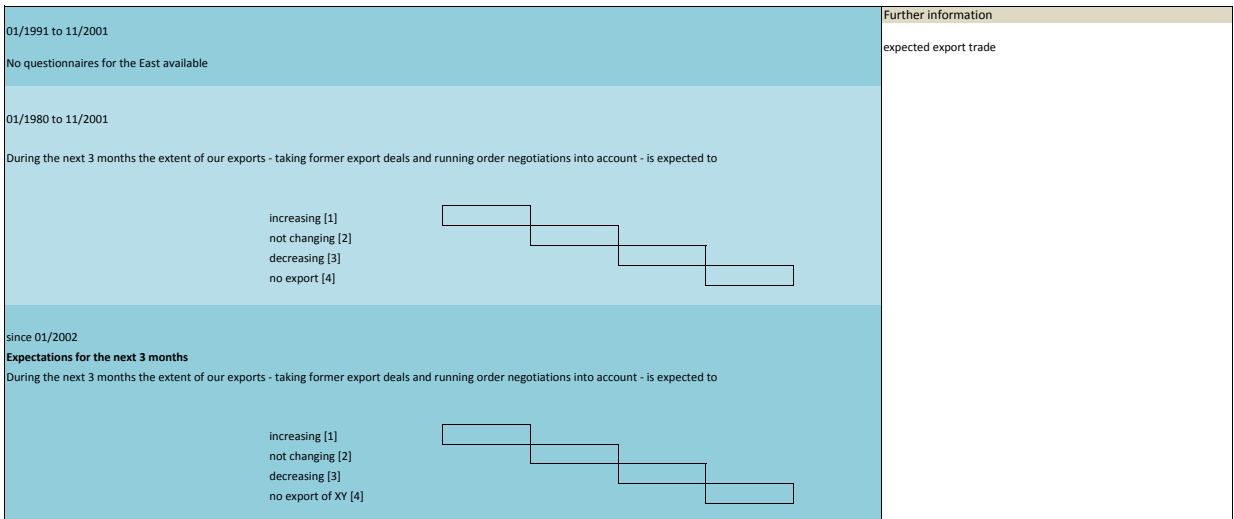
Time span of variable

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

2.10)	expexp	expected export trade	West since 01/1980 East since 01/1991	monthly survey monthly survey
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Wording of question



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

2.11)	comexp	expected commercial operations	West since 01/1980 East since 01/1991	monthly survey monthly survey
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Wording of question

01/1991 to 11/2001	Further information
No questionnaires for the East available	Expected commercial operations
01/1980 to 06/1997	
During the next 6 months our commercial operations for XY will be [...] in cyclical regards, therefore by eliminating purely seasonal fluctuations	
favourable [1] not changing [2] unfavourable [3]	
07/1997 to 11/2001	
During the next 6 months our commercial operations for XY will be [...] in cyclical regards	
favourable [1] not changing [2] unfavourable [3]	
since 01/2002	
<b>Expectations for the next 6 months</b>	
In cyclical regards our commercial operations for XY will be	
favourable [1] not changing [2] unfavourable [3]	

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
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2.12)	foreord	foreign orders (appraisal)	West since 01/1980 East since 01/1991	monthly survey monthly survey
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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
We consider our foreign order backlog for XY currently to be	*instead of "Current situation"
relatively high [1] (e.g. extended time of delivery)	→"Current situation and tendencies"
	**addition "current"

enough [2]  
 too small [3]  
 no export XY [4]

since 01/2002

**Current situation\***  
 We consider our (current\*\*) foreign order backlog to be

for export

relatively high [1]  
 enough [2]  
 or not customary  
 too small [3]  
 no export XY [4]

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
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2.13)	salesexp	sales expectancy	West 01/1980 to 06/1994	monthly survey
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Wording of question

01/1980 to 06/1994

During the next 3 months our (domestic and foreign) sales of XY will expectedly be

raising [1]  
 not changing [2]  
 falling [3]

in terms of quantity compared to the corresponding period of previous year

Further information

Sales expectancy

Inquired for food and luxury food industries

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

2.14)	emplexp	expected employees	West 01/1980 to 04/1997 and since 07/1997	quarterly survey monthly survey
			East since 01/1991	monthly survey

Wording of question

01/1991 to 11/2001

No questionnaires for the East available

Further information

Expected development of the total number of employees

01/1980 to 04/1997

**Employees (only domestic companies)**  
During the next 3 months the number of employees assigned to the production of XY will be ..... in cyclical regards, therefore by eliminating purely seasonal fluctuations -

increasing [1]  
not changing [2]  
decreasing [3]

07/1997 to 11/2001

**Employees (only domestic companies)**  
During the next 3 months the number of employees assigned to the production of XY will be

increasing [1]  
not changing [2]  
decreasing [3]

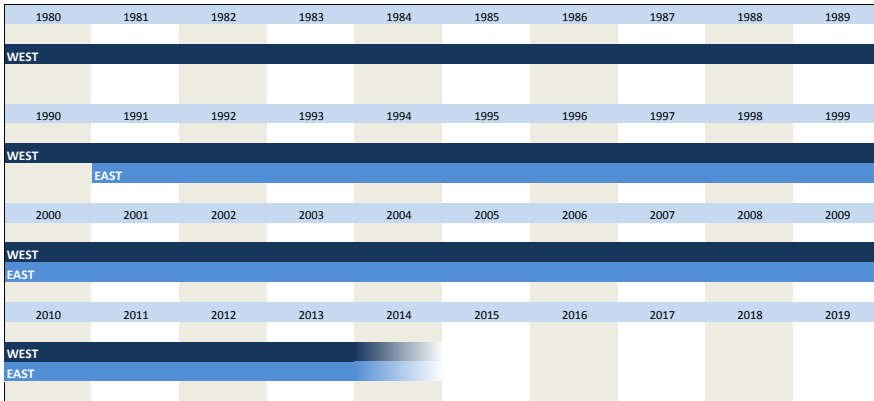
since 01/2002

**Expectations for the next 3 months**  
**Employees (only domestic companies)**  
The number of employees assigned to the production of XY will be

increasing [1]  
not changing [2]  
decreasing [3]

\*10/1980 to 10/1993 the question has the same structure for the west in October as the question of the variable "empl". see 3.14)  
was a special question until 06/1997. see 3.13)

Time span of variable



No.	Name	Label	Survey period	Survey frequency
2.15)	pro_vpqr	production vs. previous 2-3 months	West since 01/2002 East since 01/2002	monthly survey monthly survey

Wording of question

01/2002 to 02/2002

During the last 2-3 months our domestic production of XY became

more active [1]  
not changed [2]  
less active [3]  
no production [4]

since 03/2002

**tendencies in previous month**  
Our domestic production of XY

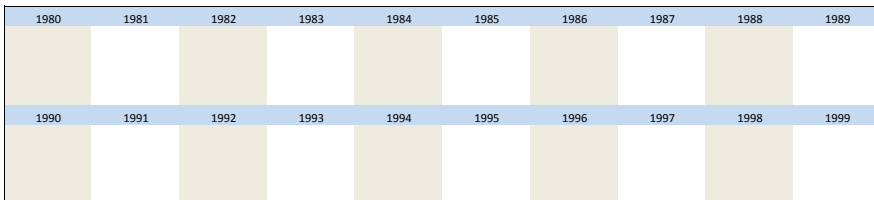
increased [1]  
stayed about the same [2]  
decreased [3]  
no production [4]

**Further information**

production in previous month or during the last 2-3 months

Because of the alignment of the survey periods by the European Union, the question was expressed by the variable 2.2) provpm until 11/2001

Time span of variable



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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2.16)	demand_vpq	situation of demand vs. previous 2-3 months	West since 01/2002 East since 01/2002	monthly survey monthly survey
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Wording of question

<p>01/2002 to 02/2002</p> <p>During the last 2-3 months the situation of demand of XY was</p> <p>better [1] not changed [2] worse [3]</p>	<p><b>Further information</b></p> <p>Situation of demand previous month or during the last 2-3 months</p> <p>Because of the alignment of the survey periods by the European Union, the question was expressed by the variable <b>2.4) demand</b> until 11/2001</p>
<p>since 03/2002</p> <p>tendencies in previous month</p> <p>The situation of demand of XY was</p> <p>better [1] not changed [2] worse [3]</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
-----	------	-------	---------------	------------------

2.17)	ord_vpq	orders vs. previous 2-3 months	West since 01/2002 East since 01/2002	monthly survey monthly survey
-------	---------	--------------------------------	--	----------------------------------

Wording of question

<p>01/2002 to 02/2002</p> <p>During the last 2-3 months our order backlog (domestic and foreign orders, in terms of value) for XY was</p> <p>higher [1] about the same [2] lower [3]</p>	<p><b>Further information</b></p> <p>Orders last month or during the last 2-3 months</p> <p>Because of the alignment of the survey periods by the European Union, the question was expressed by the variable <b>2.5) ordvpm</b> until 11/2001.</p>
<p>since 03/2002</p> <p>tendencies in previous month</p> <p>Our order backlog (domestic and foreign orders, in terms of value) for XY was</p> <p>higher [1] about the same [2] lower [3]</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
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2.18)	price_vpp	domestic prices of sale vs. previous 2-3 months	West since 01/2002 East since 01/2002	monthly survey monthly survey
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Wording of question

<p>01/2002/ to 02/2002</p> <p>during the last 2-3 months our (net-) domestic sales prices for XY were [...] taking changes in conditions into account</p> <p>increased [1] not changed [2] decreased [3]</p>	<p>Further information</p> <p>Domestic prices of sale previous month or during the last 2-3 months</p> <p>Because of the alignment of the survey periods by the European Union, the question was expressed by the variable 2.7) pricevpm until 11/2001</p>
<p>since 03/2002</p> <p>tendencies in previous month</p> <p>Our (net-) domestic sales prices for XY were [...] taking changes in conditions into account</p> <p>increased [1] not changed [2] decreased [3]</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
-----	------	-------	---------------	------------------

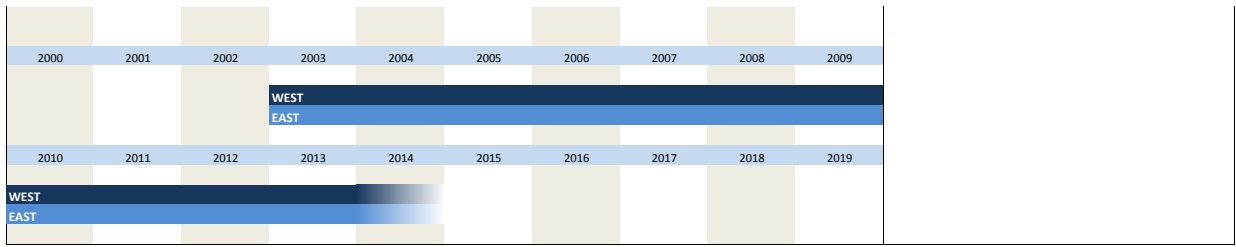
2.19)	credit	credit allocation	West 06/2003 to 08/2008 and since 11/2008  East 06/2003 to 08/2008 and since 11/2008	irregular monthly survey  irregular monthly survey
-------	--------	-------------------	--	--

Wording of question

<p>since 07/2003</p> <p>How do you evaluate the current willingness of banks to grant credits to businesses?</p> <p>acomodating [1] normal [2] reserved [3]</p>	<p>Further information</p> <p>credit allocation</p> <p>2003: June, August was a special question until 08/2008. see 3.48)</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

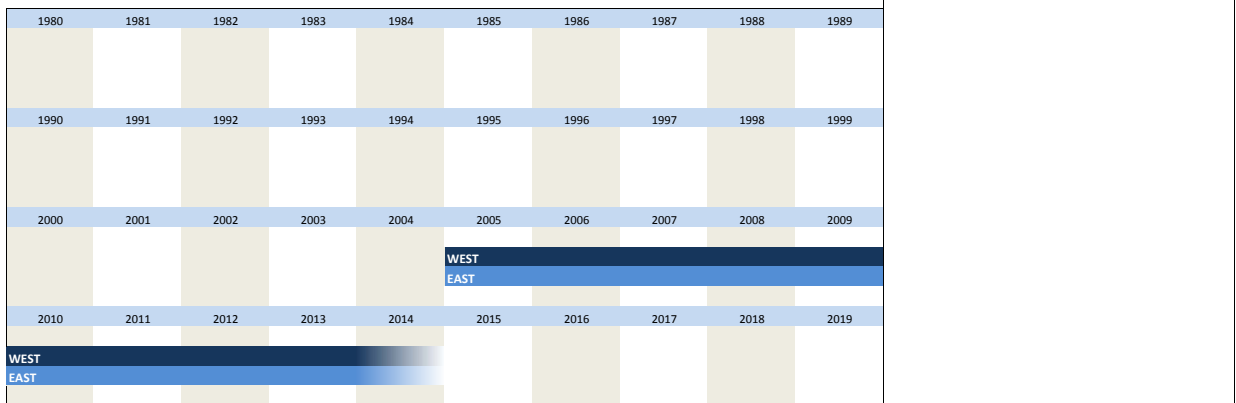


No.	Name	Label	Survey period	Survey frequency
2.20)	statebus_sl	state of business (VAS)	West since 08/2005 East since 08/2005	monthly survey monthly survey

Wording of question

<p>since 08/2005</p> <p><b>Current situation</b></p> <p>We consider our state of business to be</p> <p>Other than the variable <b>2.1) statebus</b> the state of business is rated based on a visual analog scale</p>	<p><b>Further information</b></p> <p>Appraisal of the state of business (VAS)</p>
---	---

Time span of variable

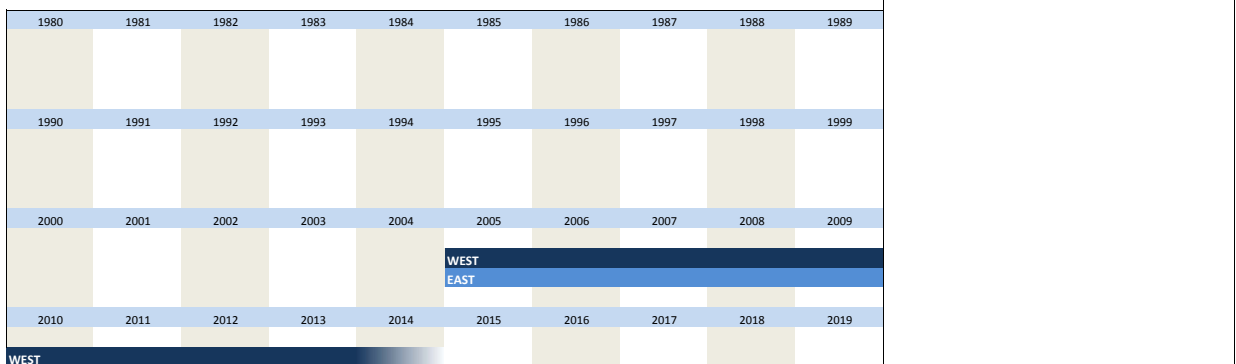


No.	Name	Label	Survey period	Survey frequency
2.21)	comexp_sl	expected commercial (VAS)	West since 08/2005 East since 08/2005	monthly survey monthly survey

Wording of question

<p>since 08/2005</p> <p><b>Expectations for the next 6 months</b></p> <p>In cyclical regards our state of business for XY will</p> <p>Other than the variable <b>2.11) comexp</b> the expected commercial is rated based on a visual analog scale</p>	<p><b>Further information</b></p> <p>Expected commercial (VAS)</p>
---	--

Time span of variable







### 3. Special questions

No.	Name	Label	Survey period	Survey frequency
3.1)	ranord	range of orders in months	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	Further information
No questionnaires for the East available	range of orders in months
03/1980 to 09/2001	* since 01/2002 instead of "currently" "momentarily"
Currently our order backlog for delivery of XY equates to a production duration of	
no backlog   1/2 1 2 3 4 5 6 7 8 9 10   state number of months up to about ... month(s) for more than 10, please	
since 01/2002	
Momentarily our order backlog for delivery of XY equates to a production duration of	
no backlog   1/2 1 2 3 4 5 6 7 8 9 10   state number of months up to about ... month(s) for more than 10, please	

#### 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
3.2)	uticappc	capacity utilization in %	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	Further information
No questionnaires for the East available	Capacity utilization in %
since 03/1980	*09/94, 09/95, 09/96, 09/97, 09/98, 09/99, 09/00, 09/01 addition "domestic plants"
Currently** the utilization of our plants* to produce XY ( full capacity utilization normal for the company = 100%) is up to	**since 01/2002 instead of "currently" "momentarily"
30 40 50 60 70 75 80 85 90 95 100 more than 100% in fact: <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"/>	<b>Coding in the dataset</b> Number above the ticked field more than 100 % = handwritten entry or if just ticked = [120]

#### 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
3.3)	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

Further information

07/1992 to 09/2001	Appraisal of the technical capacity																																																																																																														
No questionnaires for the East available	*09/94, 09/95, 09/96, 09/97, 09/98																																																																																																														
since 03/1980	09/99, 09/00, 09/01																																																																																																														
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	"(only domestic)"																																																																																																														
<p style="text-align: center;">more than sufficient [1] sufficient [2] not sufficient [3]</p>																																																																																																															
<b>Time span of variable</b>																																																																																																															
<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 colspan="10">EAST</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 colspan="10">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="10">WEST</td></tr> <tr><td colspan="10">EAST</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										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										
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989																																																																																																						
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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)	constrain	constraints to production	West since 01/1980 East 01/1991 to 12/2000 East since 01/2001	Jan, Apr, Jul, Oct monthly survey Jan, Apr, Jul, Oct
------	-----------	---------------------------	---	--

**Wording of question**

01/1991 to 10/2001	Further information																																																																																																														
No questionnaires for the East available	Constraints to production																																																																																																														
01/1980 to 10/2001																																																																																																															
Our domestic production of XY is currently constrained																																																																																																															
<input type="checkbox"/> yes [1] <input type="checkbox"/> no [2]																																																																																																															
since 01/2002																																																																																																															
Our domestic production is currently constrained																																																																																																															
<input type="checkbox"/> yes [1] <input type="checkbox"/> no [2]																																																																																																															
<b>Time span of variable</b>																																																																																																															
<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 colspan="10">EAST</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 colspan="10">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="10">WEST</td></tr> <tr><td colspan="10">EAST</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										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										
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
-----	------	-------	---------------	------------------

3.5)	ordlack	lack of orders	West since 01/1980 East von 01/1991 to 12/2000 East since 01/2001	Jan, Apr, Jul, Oct monthly survey Jan, Apr, Juli, Oct
------	---------	----------------	---	---

**Wording of question**

01/1991 to 10/2001	Further information
No questionnaires for the East available	Lack of orders
01/1980 to 10/2001	*East 01/1991 to 12/2000 instead of "insufficient orders" "sales difficulties"
Our domestic production of XY is currently constrained.	
If yes, by following factors:	
insufficient orders* [1] <input type="checkbox"/>	
since 01/2002	
Our domestic production is currently constrained.	
If yes, by following factors:	
insufficient orders* [1] <input type="checkbox"/>	

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

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

3.6)	mplack	lack of manpower	West 01/1980 to 10/2001 East 01/1991 to 12/2000 East 01/2001 to 10/2001	Jan, Apr, Jul, Oct monthly survey Jan, Apr, Jul, Oct
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Wording of question

Further information
Lack of manpower

01/1991 to 10/2001  
No questionnaires for the East available

01/1980 to 10/1995  
Our domestic production of XY is currently constrained.  
If yes, by following factors:  
lack of manpower [1]

01/1996 to 10/2001  
Our domestic production of XY is currently constrained.  
If yes, by following factors:  
lack of qualified manpower [1]

Time span of variable

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

No.	Name	Label	Survey period	Survey frequency
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3.7)	matlack	lack of material	West since 01/1980 East since 01/2001	Jan, Apr, Jul, Oct Jan, Apr, Jul, Oct
------	---------	------------------	--	--

Wording of question

Further information
Lack of material

01/2001 to 10/2001  
No questionnaires for the East available

01/1980 to 10/2001  
Our domestic production of XY is currently constrained.  
If yes, by following factors:  
lack of raw materials or pre-materials [1]

since 01/2002  
Our domestic production is currently constrained.  
If yes, by following factors:  
lack of raw materials or pre-materials [1]

Time span of variable

1980	1981	1982	1983	1984	1985	1986	1987	1988	1989
<b>WEST</b>									
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
-----	------	-------	---------------	------------------

3.8)	techcap	technical capacity	West since 01/1980 East 01/1991 to 12/2000 East since 01/2001	Jan, Apr, Jul, Oct monthly survey Jan, Apr, Jul, Oct
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Wording of question

01/1991 to 10/2001	Further information
No questionnaires for the East available	technical capacity
01/1980 to 10/2001	*East 01/1991 to 12/2000 instead of "insufficient technical capacity" "insufficient technical endowment"
Our domestic production of XY is currently constrained. If yes, by following factors:	
insufficient technical capacity* [1]	
since 01/2002	
Our domestic production is currently constrained. If yes, by following factors:	
insufficient technical capacity [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									
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
-----	------	-------	---------------	------------------

3.9)	bastlack	lack of back staff	West 10/1985 to 10/1995	Jan, Apr, Jul, Oct
------	----------	--------------------	-------------------------	--------------------

Wording of question

10/1985 to 12/1995	Further information
Our domestic production of XY is currently constrained. If yes, by following factors:	Lack of back staff
lack of manpower back staff [1] <input type="text"/>	

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

3.10)	diffin	difficulties of financing	East 01/1991 to 12/2000 East and West since 01/2002	monthly survey Jan, Apr, Jul, Oct
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Wording of question

01/1991 to 12/2000	Further information
--------------------	---------------------

No questionnaires for the East available

since 01/2002

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

difficulties of financing [1]

Production constraints by difficulties of financing

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

No.	Name	Label	Survey period	Survey frequency
3.11)	weather	weather conditions	East 02/1994 to 06/2000*	monthly survey

**Wording of question**

01/1991 to 12/2000

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

02/1994 to 06/2000

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

unfavourable weather conditions [1]

Further information

Production constraints by weather conditions

\*since 01/1999 sind kein Werte mehr in dem Datensatz enthalten

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

No.	Name	Label	Survey period	Survey frequency
3.12)	skellack	lack of skilled employees	West 01/1991 to 10/1995 East and West since 01/2002	Jan, Apr, Jul, Oct Jan, Apr, Jul, Oct

since 01/2002

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

Lack of skilled employees [1]

Further information

Lack of skilled employees

\* see variable 3.6) mplack

**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									
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
3.13)	othrea	other reasons	West since 01/1996 East 01/1991 to 12/2000 East since 01/2001	Jan, Apr, Jul, Oct monthly survey Jan, Apr, Jul, Oct
<b>Wording of question</b>				
<p>01/1991 to 10/2001</p> <p>No questionnaires for the East available</p> <p>01/1996 to 10/2001</p> <p>Our domestic production of XY is currently constrained. If yes, by following factors:</p> <p style="text-align: right;">other factors [1] <input type="text"/></p> <p>since 01/2002</p> <p>Our domestic production is currently constrained. If yes, by following factors:</p> <p style="text-align: right;">other factors [1] <input type="text"/></p>				<p><b>Further information</b></p> <p>other factors/ other reasons</p>
<b>Time span of variable</b>				

No.	Name	Label	Survey period	Survey frequency
3.14)	proexpen	product too expensive	East 01/1991 to 12/2000	monthly survey
<b>Wording of question</b>				
<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>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>				<p><b>Further information</b></p> <p>Products too expensive</p>
<b>Time span of variable</b>				

No.	Name	Label	Survey period	Survey frequency
3.15)	proqual	quality of products	East 01/1991 to 12/2000	monthly survey
<b>Wording of question</b>				
<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>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><b>Further information</b></p> <p>Quality of product</p>

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

No.	Name	Label	Survey period	Survey frequency
3.16)	propro	program of products	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	Program of products
01/1991 to 12/2000	
Our domestic production of XY is currently constrained. If yes, by following factors: sales difficulties, as	
program of products insufficient [1]	

Time span of variable

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

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

Wording of question

since 01/1980	Further information
We currently work with overtime	Overtime
<input type="checkbox"/> yes [1] <input type="checkbox"/> no [2]	

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
3.18)	ovtimemo	overtime more than customary	West since 01/1980 to 10/2001	Jan, Apr, Jul, Oct

Wording of question

since 01/1980 We currently work with overtime If yes, more than customary <input type="checkbox"/> yes [1] <input type="checkbox"/> no [2]	<b>Further information</b> Overtime more than customary																																																																																																				
<b>Time span of variable</b>																																																																																																					
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No.	Name	Label	Survey period	Survey frequency
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3.19)	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 <input type="checkbox"/> yes [1] <input type="checkbox"/> no [2]	<b>Further information</b> Short-time work																																																																																																														
<b>Time span of variable</b>																																																																																																															
<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"><b>WEST</b></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"><b>WEST</b></td></tr> <tr><td colspan="2"></td><td colspan="2"><b>EAST</b></td><td colspan="6"></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"><b>WEST</b></td></tr> <tr><td colspan="10"><b>EAST</b></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"><b>WEST</b></td><td colspan="6"></td></tr> <tr><td colspan="4"><b>EAST</b></td><td colspan="6"></td></tr> </table>		1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	<b>WEST</b>										1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	<b>WEST</b>												<b>EAST</b>								2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	<b>WEST</b>										<b>EAST</b>										2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	<b>WEST</b>										<b>EAST</b>									
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No.	Name	Label	Survey period	Survey frequency
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3.20)	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
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Wording of question

01/1991 to 10/2001 No questionnaires for the East available 01/1980 to 10/2001 During the next 3 months we willl expectedly work short-time <input type="checkbox"/> yes [1] <input type="checkbox"/> no [2] since 03/2002 During the next 3 months we willl expectedly work short-time <input type="checkbox"/> yes [1] <input type="checkbox"/> no [2]	<b>Further information</b> Expected short-time work																														
<b>Time span of variable</b>																															
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EAST									

No.	Name	Label	Survey period	Survey frequency
3.21)	emplexp	expected employees	West 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>01/1980 to 04/1997</p> <p><b>Employees (domestic companies only)</b> During the next 3 months the number of employees assigned to the production of XY will be ... in cyclical regards - therefore by eliminating purely seasonal fluctuations</p> <p>increasing [1] not changing [2] decreasing [3]</p>	<p>Further information</p> <p>Expected development of the number of total employees</p> <p>*10/1980 to 10/1993 the question for the West in October has the same structure as the question of the variable "empl". see 3.14)</p> <p>Standard question since 07/1997. see 2.14)</p>
<p>07/1997 to 11/2001</p> <p><b>Employees (domestic companies only)</b> During the next 3 months the number of employees assigned to the production of XY will be</p> <p>increasing [1] not changing [2] decreasing [3]</p>	
<p>since 01/2002</p> <p><b>Expectations for the next 3 months</b> <b>Employees (domestic companies only)</b> The number of employees assigned to the production of XY will be</p> <p>increasing [1] not changing [2] decreasing [3]</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
3.22)	empl	employees 12 month	West 10/1980 to 10/1993	annual survey *

Wording of question

<p>10/1980 to 10/1993</p> <p><b>Employees</b> In cyclical regards - therefore by eliminating purely seasonal fluctuations - the number of employees assigned to the production of XY will be ... during the next...</p> <p>3 months*      from month under report on**      12 months</p> <p>increasing [1] not changing [2] decreasing [3]</p>	<p>Further information</p> <p>Employees expectations</p> <p>*The expected occupation during the next 3 months is recorded by the variable "emplexp". see 3.13)</p> <p>10/1990 to 10/1993 **additionally "from month under report on"</p> <p>* annual survey in October</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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3.23)	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><b>Profit situation and development</b> [...] We currently consider the profit situation of our company - measured by the operating results from customary business operations - to be</p> <p>good [1] satisfying [2] bad [3]</p>	<p><b>Further information</b></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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No.	Name	Label	Survey period	Survey frequency
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3.24)	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><b>Profit situation and development</b> [...] As compared to fall 20## the profit situation of our company - measured by the operating results from customary business operations -</p> <p>improved [1] did not change [2] deteriorated [3]</p>	<p><b>Further information</b></p> <p>Change of profit situation compared to previous quarter</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 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>																																																																																
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No.	Name	Label	Survey period	Survey frequency
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3.25)	hcount	headcount	West since 03/2002 East since 09/1994*	Mrch, Jun, Sep, Dec Mrch, Jun, Sep, Dec
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Wording of question

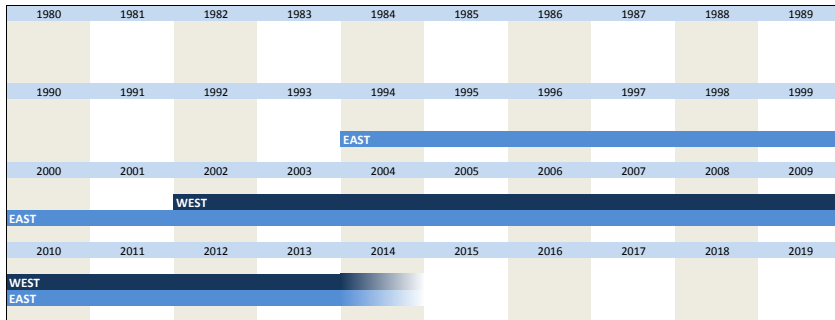
<p>09/1994 to 12/2001</p> <p>No questionnaires for the East available</p> <p>since 03/2002</p> <p>We consider our head count with respect to the expected sales development of XY during the next 12 months to be</p> <p>relatively high [1]</p>	<p><b>Further information</b></p> <p>Development of the headcount</p> <p>* no inquiry in Dec 2001 but in Nov 2001</p>
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(e.g. reduction of staff necessary)

enough [2]

too low [3]  
(e.g. additional staff necessary)

Time span of variable



No.	Name	Label	Survey period	Survey frequency
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3.26)	fest	feedstock	West 02/1980 to 05/1994	Feb, May, Aug, Nov
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Wording of question

since 02/1980

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

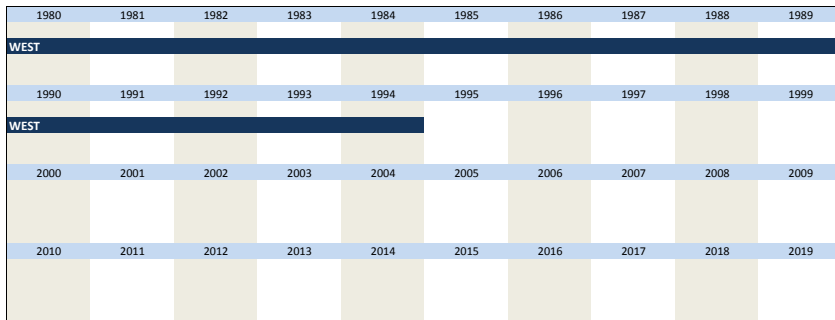
relatively high [1]  
normal [2]  
relatively low [3]  
stock-keeping not usual [4]

Further information

feedstock

Not inquired in November 1981

Time span of variable



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

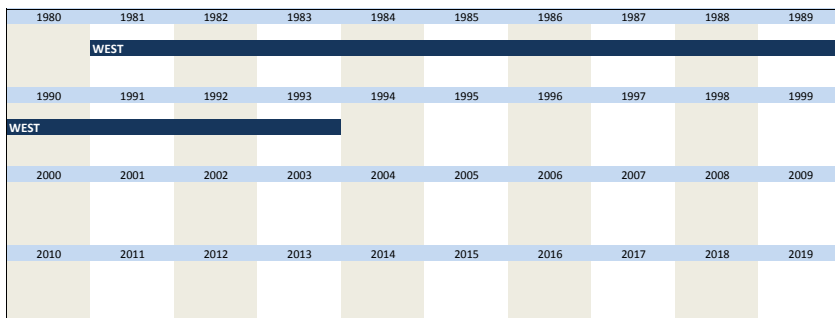
enlargement of production [1]

Further information

enlargement of production

\*\*currently" since 02/1988

Time span of variable



No.	Name	Label	Survey period	Survey frequency																																																												
3.28)	priceinc	increase in price	West 08/1981 to 02/1993	Feb, May, Aug, Nov																																																												
<b>Wording of question</b>																																																																
<p>since 08/1981</p> <p><b>Feedstock</b> Our stock of the most important raw materials and pre-materials to produce XY is currently [...]</p> <p><b>If relatively high:</b> We currently have a high stock because of</p> <p style="text-align: right;">expected increase in price [1] <input type="text"/></p>			<p><b>Further information</b></p> <p>Increase in price</p> <p>**"currently" since 02/1988</p> <p>Not inquired in November 1981</p>																																																													
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No.	Name	Label	Survey period	Survey frequency																																																												
3.29)	fincolow	low costs of financing	West 05/1982 to 02/1993	Feb, May, Aug, Nov																																																												
<b>Wording of question</b>																																																																
<p>since 05/1982</p> <p><b>Feedstock</b> Our stock of the most important raw materials and pre-materials to produce XY is currently [...]</p> <p><b>If relatively high:</b> 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><b>Further information</b></p> <p>low costs of financing</p> <p>**"currently" since 02/1988</p>																																																													
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No.	Name	Label	Survey period	Survey frequency																																								
3.30)	diffsup1	difficulties of supply	West 08/1981 to 02/1993	Feb, May, Aug, Nov																																								
<b>Wording of question</b>																																												
<p>since 08/1981</p> <p><b>Feedstock</b> Our stock of the most important raw materials and pre-materials to produce XY is currently [...]</p> <p><b>If relatively high:</b> We currently have a high stock because of</p> <p style="text-align: right;">difficulties of supply [1] <input type="text"/></p>			<p><b>Further information</b></p> <p>difficulties of supply</p> <p>**"currently" since 02/1988</p> <p>Not inquired in November 1981</p>																																									
<b>Time span of variable</b>																																												
<table border="1"> <thead> <tr> <th>1980</th><th>1981</th><th>1982</th><th>1983</th><th>1984</th><th>1985</th><th>1986</th><th>1987</th><th>1988</th><th>1989</th> </tr> </thead> <tbody> <tr> <td colspan="10" style="text-align: center;">WEST</td> </tr> <tr> <th>1990</th><th>1991</th><th>1992</th><th>1993</th><th>1994</th><th>1995</th><th>1996</th><th>1997</th><th>1998</th><th>1999</th> </tr> <tr> <td colspan="10" style="text-align: center;">WEST</td> </tr> </tbody> </table>					1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	WEST										1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	WEST									
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
-----	------	-------	---------------	------------------

3.31) **weaken** weakening **West 08/1981 to 02/1993** Feb, May, Aug, Nov

**Wording of question**

<p>since 08/1981</p> <p><b>Feedstock</b> Our stock of the most important raw materials and pre-materials to produce XY is currently [...]</p> <p><b>if relatively high:</b> We currently have a high stock because of</p> <p style="text-align: right;">The feedstock increased due to a weakening (in demand) [1] <input type="text"/></p>	<p><b>Further information</b></p> <p>weakening</p> <p>**currently" since 02/1988</p> <p>Not inquired in November 1981</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
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019

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

3.32) **prored** reduction of production **West 08/1981 to 02/1993** Feb, May, Aug, Nov

**Wording of question**

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

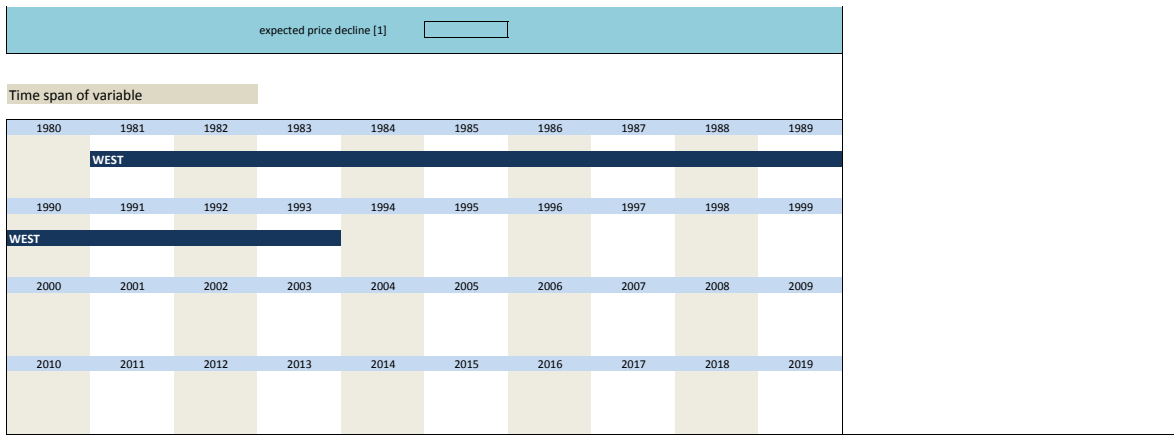
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989
WEST									
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999
WEST									
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019

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

3.33) **pricedec** price decrease **West 08/1981 to 02/1993** Feb, May, Aug, Nov

**Wording of question**

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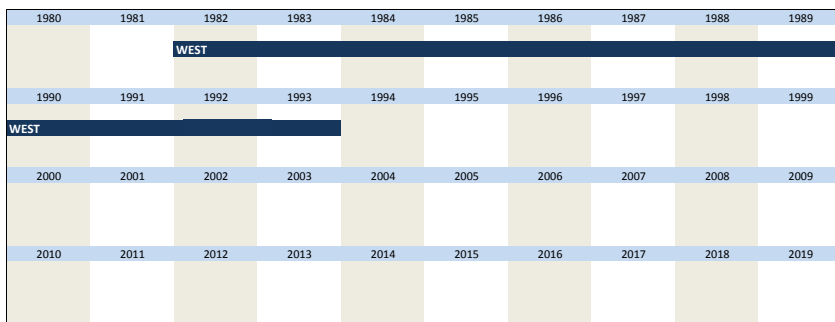


No.	Name	Label	Survey period	Survey frequency
3.34)	fincohi	high costs of financing	West 05/1982 to 02/1993	Feb, May, Aug, Nov

Wording of question

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

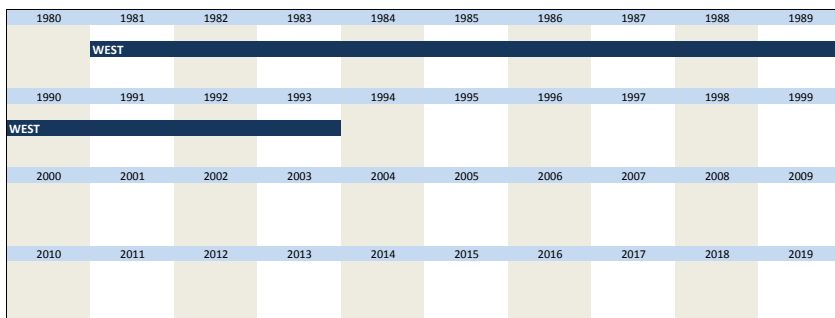


No.	Name	Label	Survey period	Survey frequency
3.35)	diffsup2	difficulties of supply	West 08/1981 to 02/1993	Feb, May, Aug, Nov

Wording of question

<p>since 08/1981</p> <p><b>Feedstock</b> Our stock of the most important raw materials and pre-materials to produce XY is currently [...]</p> <p><b>if relatively low:</b> The feedstock became scarce due to</p> <p style="text-align: right;">difficulties of supply [1] <input type="text"/></p>	<p>Further information</p> <p>Difficulties of supply</p> <p>Not inquired in November 1981</p>
---	---

Time span of variable



No.	Name	Label	Survey period	Survey frequency
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Wording of question

<p>since 08/1981</p> <p><b>Feedstock</b> Our stock of the most important raw materials and pre-materials to produce XY is currently [...] <b>If relatively low:</b> The feedstock became scarce due to</p> <p style="text-align: right;">strengthened production [1] <input type="text"/></p>	<p><b>Further information</b></p> <p>strengthened production</p> <p>Not inquired in November 1981</p>																																																												
<p><b>Time span of variable</b></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 colspan="10" style="background-color: #003366; color: white;">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" style="background-color: #003366; color: white;">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>2010</td><td>2011</td><td>2012</td><td>2013</td><td>2014</td><td>2015</td><td>2016</td><td>2017</td><td>2018</td><td>2019</td> </tr> </table>		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
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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
3.37)	festwe	feedstock in weeks	West since 02/1980 East since 02/2001	Feb, May, Aug, Nov Feb, May, Aug, Nov

Wording of question

<p>02/2001 to 11/2001</p> <p>No questionnaires for the East available</p>	<p><b>Further information</b></p> <p>Feedstock in weeks</p> <p><u>Bedeutung in Datensatz:</u> "no feedstock" = 0 weeks "less than 1/2" = 0,3 weeks "more than 6, in fact", but just ticked = 8 weeks</p>										
<p>02/1980 to 08/1981</p> <p><b>Feedstock</b> Our feedstock is currently sufficient for</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><b>Further information</b></p> <p>Feedstock in weeks</p> <p><u>Bedeutung in Datensatz:</u> "no feedstock" = 0 weeks "less than 1/2" = 0,3 weeks "more than 6, in fact", but just ticked = 8 weeks</p>										
<p>11/1981 to 02/1994</p> <p><b>Feedstock</b> Our stock of the raw materials and pre-materials most important to us are currently sufficient for</p> <p style="text-align: center;">no feedstock   than 0,5   less 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>05/1994</p> <p><b>Feedstock</b> Our stock of the most important raw materials and pre-materials to produce XY is currently [...] <b>They are currently sufficient for</b></p> <p style="text-align: center;">no feedstock   than 0,5   less 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>08/1994 to 11/2001</p> <p><b>Feedstock</b> Our stock of the raw materials and pre-materials most important to us for the production of XY are currently sufficient for</p> <p style="text-align: center;">no feedstock   than 0,5   less 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><b>Feedstock</b> Our stock of the raw materials and pre-materials most important to us for the production of XY are currently sufficient for</p> <p style="text-align: center;">no feedstock   than 0,5   less 0,5   1   2   3   4   5   6   more than 6, in fact</p> <p style="text-align: center;">Produktion von ... weeks**</p> <p>**measured by the current extent of production</p>											
<p><b>Time span of variable</b></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> </table>		1980	1981	1982	1983	1984	1985	1986	1987	1988	1989
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
3.38)	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>02/1980 to 08/1981</p> <p><b>Stock of inventories</b> 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><b>Stock of inventories</b> Our stock of unsold finished goods of XY currently equate to:</p> <p style="text-align: center;">no inventories   than 0,5   less 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><b>Stock of inventories</b> Our stock of unsold finished goods of XY currently equate to a:</p> <p style="text-align: center;">no inventories   than 0,5   less 0,5   production of ... weeks**   1   2   3   4   5   6   more than 6, in fact</p> <p>**measured by the current extent of production</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>

**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
3.39)	emppro2	employees in production	West 09/1980 to 10/2001 East 01/1991 to 06/2001 East and West since 11/2001	annual survey* monthly survey annual survey**

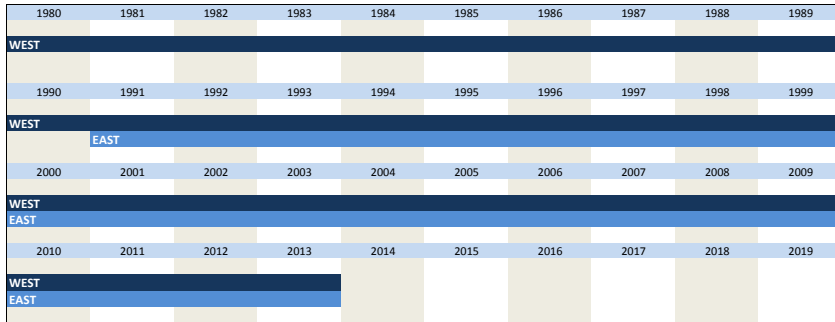
**Wording of question**

Further information
<p>01/1991 to 11/2001</p> <p>No questionnaires for the East available</p> <p>09/1980</p> <p>Number of employees (employees and workers, state September 1980) assigned to the production of XY</p> <p style="text-align: center;">about ..... persons</p> <p>10/1981 to 10/1997</p> <p>Number of employees State: End of [month] [year]**</p> <p>We occupy [...] persons in the whole company (domestic companies only). Thereof for the production of XY are assigned</p>
<p>Employees in production for XY</p> <p>* annual survey 1980: inquiry in September 1981 - 2000: inquiry in October 1994: no inquiry</p> <p>** annual survey in November</p> <p><b>Note West:</b> 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</p> <p><b>Example:</b> For November, December 2002 the</p>



<p>..... persons</p> <p>10/1998</p> <p><b>Number of employees</b></p> <p>We occupy [...] persons in the whole company (domestic companies only). Thereof for the production of XY are assigned .....</p> <p>..... persons</p> <p>since 10/1999</p> <p><b>Number of employees</b></p> <p>We occupy [...] persons in the whole company (domestic companies only). Thereof for the production of XY are assigned .....</p> <p>..... persons (possibly estimations by share of revenue)</p>	<p>variable empro2 contains the value of the survey from November 2001. Since January 2003 the variable empro2 contains the value of the survey from Nov 02</p> <p><b>***West 10/1995 to 10/1997</b> Month and year of the previous reporting interval <b>Example 10/1995:</b> "State: End of September 1995" <b>East 01/1991 to 06/2000</b> "State: End of month under reports"</p>
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**Time span of variable**

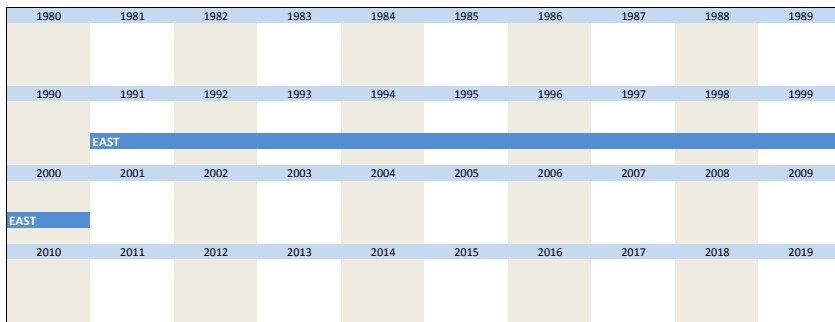


No.	Name	Label	Survey period	Survey frequency
3.40)	emplinc	increase of employees in %	East 01/1991 to 12/2000	monthly survey

**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>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>	<p><b>Further information</b></p> <p>Increase of employees for the production of XY in %</p>
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**Time span of variable**

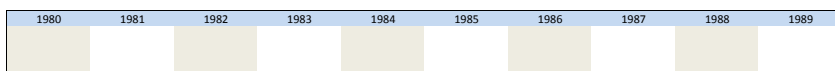


No.	Name	Label	Survey period	Survey frequency
3.41)	empldec	decrease of employees in %	East 01/1991 to 12/2000	monthly survey

**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>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>decrease by about .....%</p>	<p><b>Further information</b></p> <p>Decrease of employees for the production in %</p>
--	--

**Time span of variable**



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

No.	Name	Label	Survey period	Survey frequency
3.42)	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

Further information
National competitive position

08/1994 to 11/2001	No questionnaires for the East available
08/1994 to 05/2001 and	During the last 3 months our competitive position for XY on the <b>domestic market</b>
	improved [1] has not changed [2] declined [3]
since 08/2001	During the last 3 months our competitive position for XY on the domestic market [...] compared to the 3 prior months.
	improved [1] has not changed [2] declined [3]

Time span of variable

1980	1981	1982	1983	1984	1985	1986	1987	1988	1989
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999
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
3.43)	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

Wording of question

Further information
EU competitive position

08/1994 to 11/2001	No questionnaires for the East available
08/1994 to 05/2001 and	During the last three months our competitive position for XY on the <b>foreign markets inside of the European Union</b>
	improved [1] has not changed [2] declined [3] no export [4]
since 08/2001	During the last three months our competitive position for XY on the <b>foreign markets inside of the European Union [...]</b> compared to the prior 3 months
	improved [1] has not changed [2] declined [3] no export [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
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
3.44)	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

**Wording of question**

<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 three months our competitive position for XY on the <b>foreign markets outside</b> of the European Union</p> <p>improved [1] has not changed [2] declined [3] no export [4]</p> <p>since 08/2001</p> <p>During the last three months our competitive position for XY on the <b>foreign markets outside</b> of the European Union [...] compared to the prior 3 months</p> <p>improved [1] has not changed [2] declined [3] no export [4]</p>	<p><b>Further information</b></p> <p>Competitive position abroad</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
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
3.45)	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><b>Further information</b></p> <p>Range of orders in months (end of prev. Month)</p> <p><b>Note</b> 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. 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>
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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
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									

**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]

No.	Name	Label	Survey period	Survey frequency
3.46)	uticappc2	capacity utilization in % (end of prev. month)	East and West 01/2002 to 01/2008	Jan, Apr, Jul, Oct

**Wording of question**

01/2002 to 01/2008	No questionnaires for the East available	Further information
01/2002 to 01/2008	Currently the capacity utilization of our plant to produce XY (customary full capacity utilization = 100%) is up to [...] % in the previous month it was up to	
<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 in fact:</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>		Capacity utilization in % (end of prev. Month)
Time span of variable		Coding in the dataset
		Number above the ticked box more than 100 % = handwritten entry or if just ticked = [120]

No.	Name	Label	Survey period	Survey frequency
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3.47)	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**
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Wording of question

01/1991 to 11/2001	No questionnaires for the East available	Further information
10/1991 to 10/1997	<p><b>Number of employees</b></p> <p>State: End [month] [year]***</p> <p>In the whole company (domestic companies only) we occupy</p> <p style="text-align: right;">..... persons</p> <p>since 10/1998</p> <p><b>Number of employees</b></p> <p>In the whole company (domestic companies only) we occupy</p> <p style="text-align: right;">..... persons</p>	
Time span of variable		persons occupied in the company
		*1991 - 2000: inquiry in October 1994: no inquiry **annual survey in November
		<p><b>Note West:</b></p> <p>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</p> <p><b>Example:</b></p> <p>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</p>
		<p>***West 01/1994 to 10/1997</p> <p>month and year of the previous reporting interval</p> <p><b>Example 10/1995:</b></p> <p>"State: End of September 1995"</p> <p><b>East 01/1994 to 06/2000</b></p> <p>"State: End of month under reports"</p>

No.	Name	Label	Survey period	Survey frequency
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3.48)	credit	credit allocation	West 06/2003 to 08/2008 and since 11/2008	Mrch, Aug monthly survey
			East 06/2003 to 08/2008 and since 11/2008	Mrch, Aug monthly survey

Wording of question

since 07/2003	How do you evaluate the current willingness of banks to grant loans?	Further information
	<p>accommodating [1] <input type="checkbox"/></p> <p>normal [2] <input type="checkbox"/></p> <p>reserved [3] <input type="checkbox"/></p>	
Time span of variable		Credit allocation
		2003: June, August
		Standard question since 11/2008. see 2.19)

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
3.49)	J1	Japan crisis q1	East and West 05/2011	once

Wording of question

05/2011	Further information
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?	Japan crisis question 1
currently: <input type="checkbox"/> yes [1]	
<input type="checkbox"/> 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							
WEST		EAST							

No.	Name	Label	Survey period	Survey frequency
3.50)	J2	Japan crisis q2	East and West 05/2011	once

Wording of question

05/2011	Further information
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?	Japan crisis question 2
currently: If yes: (reference to question J1) Our methods: Other suppliers <input type="checkbox"/> yes [1]	
<input type="checkbox"/> 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							
WEST		EAST							

No.	Name	Label	Survey period	Survey frequency
3.51)	J3	Japan crisis q3	East and West 05/2011	once

Wording of question





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
3.57)	fairhx_e	exhibitor at an international specialized fair in a foreign European country	East and West 06/2012	once

Wording of question

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

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
3.58)	fairhx_ne	exhibitor at an international specialized fair in a country outside Europe	East and West 06/2012	once

Wording of question

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

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
3.59)	fairhxep	exhibitor at an international specialized fair 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?  yes [1] <input type="text"/> no [2] <input type="text"/>	Exhibitor at an international specialized fair during the next 2-3 years



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

No.	Name	Label	Survey period	Survey frequency
3.60)	fairhexp_g	exhibitor at an international specialized fair in Germany during next 2-3 years	East and West 06/2012	once

Wording of question

06/2012		Further information
<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>		Exhibitor at an international specialized fair in Germany during the next 2-3 years

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

No.	Name	Label	Survey period	Survey frequency
3.61)	fairhexp_e	exhibitor at an international specialized fair in a foreign European country during next 2-3 years	East and West 06/2012	once

Wording of question

06/2012		Further information
<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 foreign European country [1] <input type="text"/></p>		Exhibitor at an international specialized fair in a foreign European country during the next 2-3 years

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
3.62)	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 style="text-align: center;">- in a country outside of Europe [1] <input type="text"/></p>	<p><b>Further information</b></p> <p>Exhibitor at an international specialized fair in a country outside of Europe during the next 2-3 years</p>
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**Time span of variable**

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
3.63)	csal_lq	percentage change of sales in field xy - last quarter	East and West since 12/2012	quarterly survey

**Wording of question**

<p>since 12/2012</p> <p><b>By what percentage did your sales change in quartal "I"*</b></p> <p>change by: <input type="text"/> % (please insert positive or negative integral numbers) [1]</p> <p>I don't know [3] <input type="text"/></p>	<p><b>Further information</b></p> <p>Percentage change of sales in field XY - last quarter</p> <p>***" either denotes the previous quarter or the current quarter Example:</p> <p>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</p> <p><b>Further notes:</b> [1] = A value was stated [3] = "I don't know" was stated</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
3.64)	csal_lq_v	values: percentage change of sales in field xy - last quarter	East and West since 12/2012	quarterly survey

**Wording of question**

<p>since 12/2012</p> <p><b>By what percentage did your sales change in quartal "I"*</b></p> <p>change by: <input type="text"/> % (please insert positive or negative integral numbers)</p>	<p><b>Further information</b></p> <p>Values: percentage change of sales in field XY - last quarter</p> <p>***" either denotes the previous quarter or the current quarter Example:</p> <p>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</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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3.65) 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><b>By what percentage are your sales going to change in quarter "k"?</b></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><b>Further information</b></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: If the question was posed at the end of the fourth quarter, the question refers to the following first quarter. If it is posed at the beginning of the second quarter it refers to the second quarter</p> <p><b>Further notes:</b> [1] = A value was stated [3] = "I don't know" was stated</p>																																																												
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		EAST																																																											

No. Name Label Survey period Survey frequency

3.66) 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><b>By what percentage are your sales going to change in quarter "k"?</b></p> <p>best case: <input type="text"/> % (please insert positive or negative integral numbers)</p>	<p><b>Further information</b></p> <p>Denotation of values: Change of sales in field XY next quarter (best case)</p> <p>**"k" either denotes the following quarter or the current quarter</p> <p>Example: If the question was posed at the end of the fourth quarter, the question refers to the following first quarter. If it is posed at the beginning of the second quarter it refers to the second quarter</p>																																																												
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		WEST																																																											
		EAST																																																											

No. Name Label Survey period Survey frequency

3.67) csal\_nqac average 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><b>By what percentage are your sales going to change in quarter "k"?</b></p> <p>average case: <input type="text"/> % (please insert positive or negative integral numbers) [1]</p> <p>I don't know [3] <input type="text"/></p>	<p><b>Further information</b></p> <p>Change of sales in field XY next quarter (average case)</p> <p>**"k" either denotes the following quarter or the current quarter</p> <p>Example: If the question was posed at the end of the fourth quarter, the question refers to the following first quarter. If it is posed at the beginning of the second quarter it refers to the second quarter</p> <p><b>Further notes:</b> [1] = A value was stated [3] = "I don't know" was stated</p>																																																												
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No.	Name	Label	Survey period	Survey frequency																																																												
3.68)	csal_nqac_v	values: average case//percentage change of sales in field xy - next quarter	East and West since 12/2012	quarterly survey																																																												
<b>Wording of question</b>																																																																
since 12/2012 <b>By what percentage are your sales going to change in quarter "k"??</b> average case: <input type="text"/> % (please insert positive or negative integral numbers)			<b>Further information</b> Denotion of values: Change of sales in field XY next quarter (average case) **"k" either denotes the following quarter or the current quarter Example: If the question was posed at the end of the fourth quarter, the question refers to the following first quarter. If it is posed at the beginning of the second quarter it refers to the second quarter																																																													
<b>Time span of variable</b>																																																																
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		EAST																																																														

No.	Name	Label	Survey period	Survey frequency																																																												
3.69)	csal_nqwc	worst case//percentage change of sales in field xy - next quarter	East and West since 12/2012	quarterly survey																																																												
<b>Wording of question</b>																																																																
since 12/2012 <b>By what percentage are your sales going to change in quarter "k"??</b> worst case: <input type="text"/> % (please insert positive or negative integral numbers) [1] I don't know [3] <input type="text"/>			<b>Further information</b> 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 question refers to the following first quarter. If it is posed at the beginning of the second quarter it refers to the second quarter <b>Further notes:</b> [1] = A value was stated [3] = "I don't know" was stated																																																													
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1980	1981	1982	1983	1984	1985	1986	1987	1988	1989																																																							
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2000	2001	2002	2003	2004	2005	2006	2007	2008	2009																																																							
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019																																																							
		WEST																																																														
		EAST																																																														

No.	Name	Label	Survey period	Survey frequency																																																												
3.70)	csal_nqwc_v	values: worst case//percentage change of sales in field xy - next quarter	East and West since 12/2012	quarterly survey																																																												
<b>Wording of question</b>																																																																
since 12/2012 <b>By what percentage are your sales going to change in quarter "k"??</b> worst case: <input type="text"/> % (please insert positive or negative integral numbers)			<b>Further information</b> 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 question refers to the following first quarter. If it is posed at the beginning of the second quarter it refers to the second quarter																																																													
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		EAST																																																														

No.	Name	Label	Survey period	Survey frequency
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3.71) psalinc probability of sales increase - next quarter East and West since 12/2012 quarterly survey

Wording of question

<p>since 12/2012</p> <p><b>How do you evaluate the probability that the sales in your field increase in quarter "k"*</b></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><b>Further information</b></p> <p>Probability of sales increase next quarter</p> <p>***"k" either denotes the following quarter or the current quarter</p> <p>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</p> <p><b>Further notes:</b> [1] = A single value was stated [2] = range of values was stated [3] = "I don't know" was stated</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

3.72) psalinc\_min lower bound: probability of sales increase - next quarter East and West since 12/2012 quarterly survey

Wording of question

<p>since 12/2012</p> <p><b>How do you evaluate the probability that the sales in your field increase in quarter "k"*</b></p> <p>probability is between <input type="text"/> % and <input type="text"/> % (please enter integral numbers)</p>	<p><b>Further information</b></p> <p>Denoted lower bound: probability of sales increase next quarter</p> <p>***"k" either denotes the following quarter or the current quarter</p> <p>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</p> <p><b>Further notes:</b> The variable indicates the lower one of the two denoted values</p>																																								
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2010	2011	2012	2013	2014	2015	2016	2017	2018	2019																																

No. Name Label Survey period Survey frequency

3.73) psalinc\_max upper bound: probability of sales increase - next quarter East and West since 12/2012 quarterly survey

Wording of question

<p>since 12/2012</p> <p><b>How do you evaluate the probability that the sales in your field increase in quarter "k"*</b></p> <p>probability is between <input type="text"/> % and <input type="text"/> % (please enter integral numbers)</p>	<p><b>Further information</b></p> <p>Denoted upper bound: probability of sales increase next quarter</p> <p>***"k" either denotes the following quarter or the current quarter</p> <p>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</p> <p><b>Further notes:</b> The variable indicates the higher one of the two denoted values</p>																																								
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No.	Name	Label	Survey period	Survey frequency																																								
3.74)	psalinc_sv	single value: probability of sales increase - next quarter	East and West since 12/2012	quarterly survey																																								
<b>Wording of question</b>																																												
<p>since 12/2012</p> <p>How do you evaluate the probability that the sales in your field increase in quarter "k"?</p> <p>probability is <input type="text"/> % (please enter integral numbers)</p>			<p><b>Further information</b></p> <p>Single value: probability of sales increase next quarter</p> <p>**"k" either denotes the following quarter or the current quarter</p> <p>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</p>																																									
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No.	Name	Label	Survey period	Survey frequency																																								
3.75)	psalstead	probability of steady sales - next quarter	East and West since 12/2012	quarterly survey																																								
<b>Wording of question</b>																																												
<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) [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><b>Further information</b></p> <p>Probability of steady sales next quarter</p> <p>**"k" either denotes the following quarter or the current quarter</p> <p>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</p>																																									
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No.	Name	Label	Survey period	Survey frequency																																								
3.76)	psalstead_min	lower bound: probability of steady sales - next quarter	East and West since 12/2012	quarterly survey																																								
<b>Wording of question</b>																																												
<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><b>Further information</b></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: If the question was posed at the end of the fourth quarter, the question refers to the following first quarter. If it is posed at the beginning of the second quarter it refers to the second quarter</p>																																									
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No.	Name	Label	Survey period	Survey frequency					
3.77)	psalstead_max	upper bound: probability of steady sales - next quarter	East and West since 12/2012	quarterly survey					
<b>Wording of question</b>									
<p>since 12/2012</p> <p><b>How do you evaluate the probability of steady sales in your field in quarter "k"??</b></p> <p>probability is between <input type="text"/>% and <input type="text"/>% (please enter integral numbers)</p>			<p><b>Further information</b></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: If the question was posed at the end of the fourth quarter, the question refers to the following first quarter. If it is posed at the beginning of the second quarter it refers to the second quarter</p> <p><b>Further notes:</b></p> <p>The variable indicates the higher one of the two denoted values</p>						
<b>Time span of variable</b>									
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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					
3.78)	psalstead_sv	single value: probability of steady sales - next quarter	East and West since 12/2012	quarterly survey					
<b>Wording of question</b>									
<p>since 12/2012</p> <p><b>How do you evaluate the probability of steady sales in your field in quarter "k"??</b></p> <p>probability is <input type="text"/>% (please enter integral numbers)</p>			<p><b>Further information</b></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: If the question was posed at the end of the fourth quarter, the question refers to the following first quarter. If it is posed at the beginning of the second quarter it refers to the second quarter</p> <p><b>Further notes:</b></p> <p>If only one value is inserted it is contained within this variable</p>						
<b>Time span of variable</b>									
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2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
		WEST							
		EAST							

No.	Name	Label	Survey period	Survey frequency					
3.79)	psaldec	probability of sales decrease - next quarter	East and West since 12/2012	quarterly survey					
<b>Wording of question</b>									
<p>since 12/2012</p> <p><b>How do you evaluate the probability that your sales decrease in quarter "k"??</b></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><b>Further information</b></p> <p>Probability of sales decrease next quarter</p> <p>**"k" either denotes the following quarter or the current quarter</p> <p>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</p> <p><b>Further notes:</b></p> <p>[1] = A value was stated [2] = range of values was stated [3] = "I don't know" was stated</p>						
<b>Time span of variable</b>									
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2000	2001	2002	2003	2004	2005	2006	2007	2008	2009
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
		WEST							
		EAST							

No.	Name	Label	Survey period	Survey frequency																																								
3.80)	psaldec_min	lower bound: probability of sales decrease - next quarter	East and West since 12/2012	quarterly survey																																								
<b>Wording of question</b>																																												
<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><b>Further information</b></p> <p>Denoted lower bound: Probability of sales decrease next quarter</p> <p>***"k" either denotes the following quarter or the current quarter</p> <p>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</p>																																									
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2010	2011	2012	2013	2014	2015	2016	2017	2018	2019																																			

No.	Name	Label	Survey period	Survey frequency																																								
3.81)	psaldec_max	upper bound: probability of sales decrease - next quarter	East and West since 12/2012	quarterly survey																																								
<b>Wording of question</b>																																												
<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><b>Further information</b></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: If the question was posed at the end of the fourth quarter, the question refers to the following first quarter. If it is posed at the beginning of the second quarter it refers to the second quarter</p>																																									
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2010	2011	2012	2013	2014	2015	2016	2017	2018	2019																																			

No.	Name	Label	Survey period	Survey frequency																																								
3.82)	psaldec_sv	single value: probability of sales decrease - next quarter	East and West since 12/2012	quarterly survey																																								
<b>Wording of question</b>																																												
<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)</p>			<p><b>Further information</b></p> <p>Single value: Probability of sales decrease next quarter</p> <p>***"k" either denotes the following quarter or the current quarter</p> <p>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</p>																																									
<b>Time span of variable</b>			<b>Further notes:</b>																																									
<table border="1"> <tr><td>1980</td><td>1981</td><td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td></tr> <tr><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td><td>1998</td><td>1999</td></tr> <tr><td>2000</td><td>2001</td><td>2002</td><td>2003</td><td>2004</td><td>2005</td><td>2006</td><td>2007</td><td>2008</td><td>2009</td></tr> <tr><td>2010</td><td>2011</td><td>2012</td><td>2013</td><td>2014</td><td>2015</td><td>2016</td><td>2017</td><td>2018</td><td>2019</td></tr> </table> <p>WEST EAST</p>			1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	<p>If only one value is inserted it is contained within this variable</p>	
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989																																			
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999																																			
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009																																			
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019																																			



No.	Name	Label	Survey period	Survey frequency
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3.83) **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> <table border="1"> <thead> <tr> <th>positive influence [1]</th> <th>no influence [2]</th> <th>negative influence [3]</th> <th>not specified [4]</th> </tr> </thead> <tbody> <tr> <td>heatwaves</td> <td></td> <td></td> <td></td> </tr> </tbody> </table>	positive influence [1]	no influence [2]	negative influence [3]	not specified [4]	heatwaves				Influence of heatwaves on the value added
positive influence [1]	no influence [2]	negative influence [3]	not specified [4]						
heatwaves									

**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
-----	------	-------	---------------	------------------

3.84) **inf\_cold** influence of cold waves 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"> <thead> <tr> <th>positive influence [1]</th> <th>no influence [2]</th> <th>negative influence [3]</th> <th>not specified [4]</th> </tr> </thead> <tbody> <tr> <td>cold waves (incl. ice and snow)</td> <td></td> <td></td> <td></td> </tr> </tbody> </table>	positive influence [1]	no influence [2]	negative influence [3]	not specified [4]	cold waves (incl. ice and snow)				Influence of cold waves (incl. ice and snow) on the value added
positive influence [1]	no influence [2]	negative influence [3]	not specified [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
-----	------	-------	---------------	------------------

3.85) **inf\_drou** influence of drought 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"> <thead> <tr> <th>positive influence [1]</th> <th>no influence [2]</th> <th>negative influence [3]</th> <th>not specified [4]</th> </tr> </thead> <tbody> <tr> <td>drought</td> <td></td> <td></td> <td></td> </tr> </tbody> </table>	positive influence [1]	no influence [2]	negative influence [3]	not specified [4]	drought				Influence of drought on the value added
positive influence [1]	no influence [2]	negative influence [3]	not specified [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
3.86)	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> <p>heavy rainfall</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]						

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
3.87)	inf_storm	influence of storms 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>storms</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 storms on the value added
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
3.88)	einf_pur	expected influence of climate change on purchases	East and West 02/2013	once

Wording of question

02/2013	Further information								
<p>How do you evaluate the influence of the forecasted climate change on following sectors of your company?</p> <p>purchases</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]					Expected influence of climate change on 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
3.89)	einf_prod	expected influence of climate change on production	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 production								
production									
<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]					
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
3.90)	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								
sales									
<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]					
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
3.91)	einf_wast	expected influence of climate change on waste management	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 waste management								
<table border="1"> <tr> <td>positive</td> <td></td> <td>negative</td> <td>not specified</td> </tr> <tr> <td></td> <td></td> <td></td> <td></td> </tr> </table>	positive		negative	not specified					
positive		negative	not specified						

waste management	influence [1]	no influence [2]	influence [3]	not specified [4]					
<b>Time span of variable</b>									
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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3.92)	einf_log	expected influence of climate change on logistics	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 logistics
logistics	
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
-----	------	-------	---------------	------------------

3.93)	einf_inno	expected influence of climate change on innovations	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 innovations
innovations	
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
-----	------	-------	---------------	------------------

3.94)	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				
personnel <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> </table>										positive influence [1]	no influence [2]	negative influence [3]	not specified [4]	
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
3.95)	flight_ger	importance of flight connections in Germany	East and West 03/2013	once

Wording of question

03/2013										Further information				
How important is a flight connection to destinations in [...] for your company?										Importance of flight connections to destinations in Germany				
Germany <table border="1"> <tr> <td>very important [1]</td> <td>important [2]</td> <td>less important [3]</td> <td>unimportant [4]</td> </tr> </table>										very important [1]	important [2]	less important [3]	unimportant [4]	
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
3.96)	flight_eur	importance of flight connections in Europe	East and West 03/2013	once

Wording of question

03/2013										Further information				
How important is a flight connection to destinations in [...] for your company?										Importance of flight connections to destinations in Europe				
Europe <table border="1"> <tr> <td>very important [1]</td> <td>important [2]</td> <td>less important [3]</td> <td>unimportant [4]</td> </tr> </table>										very important [1]	important [2]	less important [3]	unimportant [4]	
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
-----	------	-------	---------------	------------------

3.97) **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> </table>	very important [1]	important [2]	less important [3]	unimportant [4]	<p><b>Further information</b></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
-----	------	-------	---------------	------------------

3.98) **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> <table style="width: 100%;"> <tr> <td style="width: 50%; vertical-align: top;"> <p><b>if surplus:</b></p> <p>up to 1% <input type="text"/> [1]</p> <p>&gt; 1 to 2% <input type="text"/> [2]</p> <p>&gt; 2 to 3% <input type="text"/> [3]</p> <p>&gt; 3 to 4% <input type="text"/> [4]</p> <p>&gt; 4% <input type="text"/> [5]</p> </td> <td style="width: 50%; vertical-align: top;"> <p><b>if loss:</b></p> <p>0 to -1% <input type="text"/></p> <p>&lt; -1 to -2% <input type="text"/></p> <p>&lt; -2 to -3% <input type="text"/></p> <p>&lt; -3 to -4% <input type="text"/></p> <p>&lt; -4% <input type="text"/></p> </td> </tr> </table>	<p><b>if surplus:</b></p> <p>up to 1% <input type="text"/> [1]</p> <p>&gt; 1 to 2% <input type="text"/> [2]</p> <p>&gt; 2 to 3% <input type="text"/> [3]</p> <p>&gt; 3 to 4% <input type="text"/> [4]</p> <p>&gt; 4% <input type="text"/> [5]</p>	<p><b>if loss:</b></p> <p>0 to -1% <input type="text"/></p> <p>&lt; -1 to -2% <input type="text"/></p> <p>&lt; -2 to -3% <input type="text"/></p> <p>&lt; -3 to -4% <input type="text"/></p> <p>&lt; -4% <input type="text"/></p>	<p><b>Further information</b></p> <p>*20XX denotes the year under report</p>
<p><b>if surplus:</b></p> <p>up to 1% <input type="text"/> [1]</p> <p>&gt; 1 to 2% <input type="text"/> [2]</p> <p>&gt; 2 to 3% <input type="text"/> [3]</p> <p>&gt; 3 to 4% <input type="text"/> [4]</p> <p>&gt; 4% <input type="text"/> [5]</p>	<p><b>if loss:</b></p> <p>0 to -1% <input type="text"/></p> <p>&lt; -1 to -2% <input type="text"/></p> <p>&lt; -2 to -3% <input type="text"/></p> <p>&lt; -3 to -4% <input type="text"/></p> <p>&lt; -4% <input type="text"/></p>		

**Time span of variable**

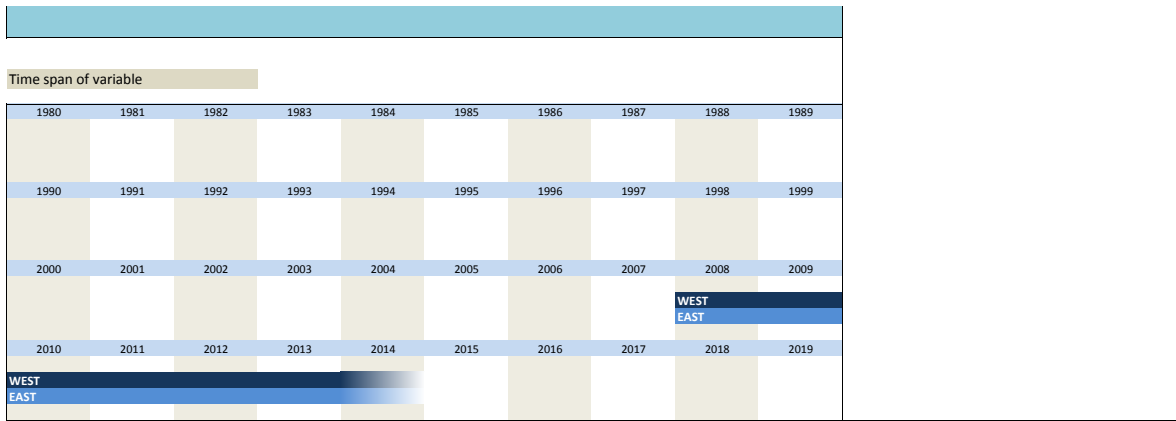
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
							WEST		
							EAST		

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

3.99) **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> <table style="width: 100%;"> <tr> <td style="width: 50%; vertical-align: top;"> <p><b>if surplus:</b></p> <p>up to 1% <input type="text"/></p> <p>&gt; 1 to 2% <input type="text"/></p> <p>&gt; 2 to 3% <input type="text"/></p> <p>&gt; 3 to 4% <input type="text"/></p> <p>&gt; 4% <input type="text"/></p> <p>in fact about ..... %</p> </td> <td style="width: 50%; vertical-align: top;"> <p><b>if loss:</b></p> <p>0 to -1% <input type="text"/></p> <p>&lt; -1 to -2% <input type="text"/></p> <p>&lt; -2 to -3% <input type="text"/></p> <p>&lt; -3 to -4% <input type="text"/></p> <p>&lt; -4% <input type="text"/></p> </td> </tr> </table>	<p><b>if surplus:</b></p> <p>up to 1% <input type="text"/></p> <p>&gt; 1 to 2% <input type="text"/></p> <p>&gt; 2 to 3% <input type="text"/></p> <p>&gt; 3 to 4% <input type="text"/></p> <p>&gt; 4% <input type="text"/></p> <p>in fact about ..... %</p>	<p><b>if loss:</b></p> <p>0 to -1% <input type="text"/></p> <p>&lt; -1 to -2% <input type="text"/></p> <p>&lt; -2 to -3% <input type="text"/></p> <p>&lt; -3 to -4% <input type="text"/></p> <p>&lt; -4% <input type="text"/></p>	<p><b>Further information</b></p> <p>*20XX denotes the year under report</p>
<p><b>if surplus:</b></p> <p>up to 1% <input type="text"/></p> <p>&gt; 1 to 2% <input type="text"/></p> <p>&gt; 2 to 3% <input type="text"/></p> <p>&gt; 3 to 4% <input type="text"/></p> <p>&gt; 4% <input type="text"/></p> <p>in fact about ..... %</p>	<p><b>if loss:</b></p> <p>0 to -1% <input type="text"/></p> <p>&lt; -1 to -2% <input type="text"/></p> <p>&lt; -2 to -3% <input type="text"/></p> <p>&lt; -3 to -4% <input type="text"/></p> <p>&lt; -4% <input type="text"/></p>		



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

Wording of question

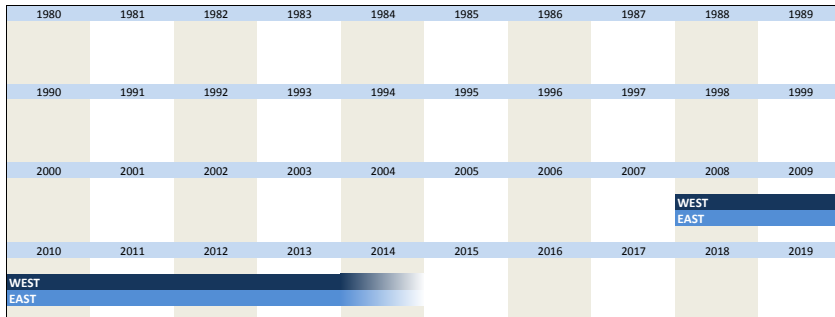
since 09/2008

Expected surplus less tax or loss of our company in % of the net returns on sales in 20XX\*

<b>if surplus:</b>		<b>if loss:</b>	
up to 1%	<input type="checkbox"/>	0 to -1%	<input type="checkbox"/> (1)
> 1 to 2%	<input type="checkbox"/>	< -1 to -2%	<input type="checkbox"/> (2)
> 2 to 3%	<input type="checkbox"/>	< -2 to -3%	<input type="checkbox"/> (3)
> 3 to 4%	<input type="checkbox"/>	< -3 to -4%	<input type="checkbox"/> (4)
> 4%	<input type="checkbox"/>	< -4%	<input type="checkbox"/> (5)

\*20XX denotes the year under report

Time span of variable



No.	Name	Label	Survey period	Survey frequency
3.101	ros_loss	return on sales: loss	East and West since 09/2008	May,Sep

Wording of question

since 09/2008

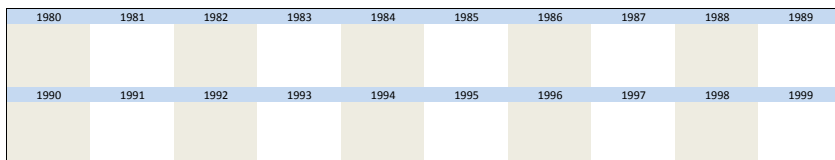
Expected surplus less tax or loss of our company in % of the net returns on sales in 20XX\*

<b>if surplus:</b>		<b>if loss:</b>	
up to 1%	<input type="checkbox"/>	0 to -1%	<input type="checkbox"/>
> 1 to 2%	<input type="checkbox"/>	< -1 to -2%	<input type="checkbox"/>
> 2 to 3%	<input type="checkbox"/>	< -2 to -3%	<input type="checkbox"/>
> 3 to 4%	<input type="checkbox"/>	< -3 to -4%	<input type="checkbox"/>
> 4%	<input type="checkbox"/>	< -4%	<input type="checkbox"/>

in fact about ..... %

\*20XX denotes the year under report

Time span of variable



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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3.102)	russia1	Russia/Ukraine conflict q1	East and West 05/2014 and 06 2014	once
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Wording of question

06/2014	Further Information
D) Does your company have business connections to Russia?	
<input type="checkbox"/> yes[1]	
<input type="checkbox"/> 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
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3.103)	russia2	Russia/Ukraine conflict q2	East and West 05/2014 and 06 2014	once
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Wording of question

06/2014	Further Information
D) Does your company have business connections to Russia?	
<input type="checkbox"/> yes	
<input type="checkbox"/> no	
If yes:	
<input type="checkbox"/> Imports from Russia [1]	

Time span of variable

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

No.	Name	Label	Survey period	Survey frequency
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3.104)	russia3	Russia/Ukraine conflict q3	East and West 05/2014 and 06 2014	once
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Wording of question

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



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

No.	Name	Label	Survey period	Survey frequency
3.105)	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>	Further Information
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Time span of variable									
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
				WEST					
				EAST					

No.	Name	Label	Survey period	Survey frequency
3.106)	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>	Further Information
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Time span of variable									
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
				WEST					
				EAST					

No.	Name	Label	Survey period	Survey frequency
3.107)	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>	Further Information
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Time span of variable

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

No.	Name	Label	Survey period	Survey frequency
3.108)	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>	Further Information
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Time span of variable

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

No.	Name	Label	Survey period	Survey frequency
3.109)	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>	Further Information
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Time span of variable

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

No.	Name	Label	Survey period	Survey frequency					
3.110)	fambus	family business	East and West 02/2014	once					
<b>Wording of question</b>									
02/2014 D) For research purposes? 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) <input type="checkbox"/> yes[1] <input type="checkbox"/> no[2]			Further information						
<b>Time span of variable</b>									
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					
3.111)	minim1	minimum wage q1	East and West 11/2014	once					
<b>Wording of question</b>									
11/2014 1. 01/01/2015 the general minimum wage policy will be implemented. Is your company affected by this? <input type="checkbox"/> yes[1] <input type="checkbox"/> no[2]			Further information						
<b>Time span of variable</b>									
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					
3.112)	minim2	minimum wage q2	East and West 11/2014	once					
<b>Wording of question</b>									
11/2014 01/01/2015 the general minimum wage policy will be implemented. Is your company affected by this? <input type="checkbox"/> yes <input type="checkbox"/> no 2. If yes: With which measures will you likely react to the minimum wage? <input type="checkbox"/> [1] No measures necessary or scheduled			Further information						
<b>Time span of variable</b>									
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
3.113)	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>	Further information
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Time span of variable

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

No.	Name	Label	Survey period	Survey frequency
3.114)	minim4	minimum wage q4	East and West 11/2014	once

Wording of question

<p>11/2014</p> <p>01/01/2015 the general minimum wage policy will be implemented. Is your company affected by this?</p> <p><input type="checkbox"/> yes    <input type="checkbox"/> no</p> <p>2. If yes: With which measures will you likely react to the minimum wage?</p> <p><input type="text"/> [1] reduction of working hours</p>	Further information
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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
3.115)	minim5	minimum wage q5	East and West 11/2014	once

Wording of question

<p>11/2014</p> <p>01/01/2015 the general minimum wage policy will be implemented. Is your company affected by this?</p> <p><input type="checkbox"/> yes    <input type="checkbox"/> no</p>	Further information
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2. If yes: With which measures will you likely react to the minimum wage?

[1] increase in prices

**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
3.116)	minim6	minimum wage q6	East and West 11/2014	once

**Wording of question**

11/2014

01/01/2015 the general minimum wage policy will be implemented.  
Is your company affected by this?

yes  no

2. If yes: With which measures will you likely react to the minimum wage?

[1] reduction of investment

**Time span of variable**

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

WEST  
EAST

Further information

No.	Name	Label	Survey period	Survey frequency
3.117)	minim7	minimum wage q7	East and West 11/2014	once

**Wording of question**

11/2014

01/01/2015 the general minimum wage policy will be implemented.  
Is your company affected by this?

yes  no

2. If yes: With which measures will you likely react to the minimum wage?

[1] reduction of special payments

**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

Further information

		EAST			
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No.	Name	Label	Survey period	Survey frequency
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3.118)	minim8	minimum wage q8	East and West 11/2014	once
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Wording of question

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

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

WEST  
EAST