



List of variables

ifo Business Survey Industry

Data: 1/1980-6/2018

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List of variables - test of economic cycle - manufacturing industry

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1. Variables of identification

No.	Name	Label	German description
1.1)	survey	survey	Umfrage
1.2)	year	year	Erhebungsjahr
1.3)	month	month	Erhebungsmonat
1.4)	idnum	KT and INNO firm adressfile id	Firmenidentifikationsnummer
1.5)	runnum	running number of plant	Laufende Firmennummer
1.6)	vg_plantnum	KT and INNO information containing id	11-stellige Identifikationsnummer
1.7)	vg_fedstaifo	federal state (ifo-code)	Bundesland entsprechend ifo Codierung
1.8)	vg_westeast	western eastern	Unterscheidet zwischen West- und Ost- Erhebung
1.9)	vg_weight	weight	Gewicht
1.10)	vg_latecomer	latecomer	Nachzügler
1.11)	sector_id	sector id	Sektor ID
1.12)	sector_ifo	ifo sector classification	ifo Sektorklassifikation
1.13)	vg_sypro	sypro sector classification	sypro Sektorklassifikation
1.14)	sector_wz93	wz93 sector classification	wz93 Sektorklassifikation
1.15)	sector_wz08	wz08 sector classification	wz08 Sektorklassifikation
1.16)	sector_total	ebdc sector classification	EBDC Sektorklassifikation
Variables regarding the survey process			
1.17)	online	online	Fragebogen online beantwortet
1.18)	survey_start	survey start	Umfragebeginn
1.19)	survey_end	survey end	Umfrageende
1.20)	participation_date	participation date	Teilnahmedatum
1.21)	participation_hour	participation hour	Teilnahmestunde
1.22)	participation_status	participation status	Teilnahmestatus
1.23)	vg_participant	participation in this survey	Teilnahme

2. Standard questions

No.	Name	Label	German description
2.1)	vg_statebus	state of business (appraisal)	Beurteilung der Geschäftslage
2.2)	vg_provpmp	production versus previous month	Produktion im Vergleich zum Vormonat
2.3)	vg_stin	stock of inventories	Beurteilung des Bestand an Fertigwaren
2.4)	vg_demand	situation of demand	Nachfragesituation gegenüber dem Vormonat
2.5)	vg_ordvpm	orders versus past	Auftragsbestand in Vergangenheit
2.6)	vg_orders	orders (appraisal)	Beurteilung des aktuellen Auftragsbestands
2.7)	vg_pricevpm	domestic prices of sale versus previous month	Inländische Verkaufspreise
2.8)	vg_proexp	expected production	Erwartete Inländische Produktionstätigkeit
2.9)	vg_priceexp	expected domestic prices	Erwartete inländische Verkaufspreise
2.10)	vg_expexp	expected export trade	Erwarteter Exporthandel
2.11)	vg_comexp	expected commercial operations	Erwarteter Geschäftslage
2.12)	vg_foreord	foreign orders (appraisal)	Bestand an Auslandsaufträgen
2.13)	vg_saleexp	sales expectancy	Erwarteter Umsatz
2.14)	vg_emplexp*	expected employees	Erwartete Entwicklung der Gesamtbeschäftigtenzahl
2.15)	vg_pro_vpq	production vs. Past	Produktionstätigkeit in Vergangenheit
2.16)	vg_demand_vpq	situation of dmand vs. Past	Nachfragesituation in Vergangenheit
2.17)	vg_ord_vpq	orders vs. Past	Auftragsbestand in Vergangenheit
2.18)	vg_price_vpq	domestic prices of sale vs. Past	Inlandsverkaufspreise in Vergangenheit
2.19)	vg_credit**	credit allocation	Kreditvergabe
2.20)	vg_statebus_sl	state of business (VAS)	Beurteilung der Geschäftslage (VAS)
2.21)	vg_statebus_clicks	state of business (clicks)	Beurteilung der Geschäftslage (Klicks)
2.22)	vg_comexp_sl	expected commercial (VAS)	Erwartete Geschäftslage (VAS)
2.23)	vg_comexp_clicks	expected commercial (clicks)	Erwartete Geschäftslage (Klicks)
2.24)	vg_comexp_unc	uncertainty w.r.t. commercial operation	Slider Unsicherheit

*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)	vg_ranord	range of orders in months	Reichweite der Auftragsbestände in Monaten
3.2)	vg_uticappc	capacity utilization in %	Auslastung der Anlagen in %
3.3)	vg_uticapap	capacity utilization (appraisal)	Beurteilung der technischen Kapazität
3.4)	vg_constrain	constraints to production	Behinderung der Produktionstätigkeit
3.5)	vg_ordlack	lack of orders	Auftragsmangel
3.6)	vg_mplack	lack of manpower	Arbeitskräftemangel
3.7)	vg_matlack	lack of material	Materialknappheit
3.8)	vg_techcap	technical capacity	Technische Kapazität
3.9)	vg_bastlack	lack of back staff	Mangel an Hilfskräften
3.10)	vg_diffin	difficulties of financing	Produktionsbehinderung durch Finanzierungsengpässe
3.11)	vg_weather	weather conditions	Produktionsbehinderung durch Wetterlage
3.12)	vg_skelllack	lack of skilled employees	Mangel an Fachkräften
3.13)	vg_othrea	other reasons	Sonstige Faktoren / Andere Ursachen
3.14)	vg_proexpen	product too expensive	Produkte zu teuer
3.15)	vg_proqual	quality of products	Produktqualität
3.16)	vg_propro	program of products	Produktprogramm
3.17)	vg_ovtime	overtime	Überstunden
3.18)	vg_ovtimemo	overtime more than customary	Mehr Überstunden als betriebsüblich
3.19)	vg_stwork	short-time work	Kurzarbeit
3.20)	vg_stworkexp	expected short-time work	Erwartete Kurzarbeit
3.21)	vg_emplexp*	expected employees	Erwartete Entwicklung der Gesamtbeschäftigtenzahl
3.22)	vg_empl	employees 12 month	Beschäftigte Erwartungen
3.23)	vg_prof	profit situation	Ertragsituation derzeit
3.24)	vg_profch	change of profit situation	Ertragsituation gegenüber dem Vorquartal
3.25)	vg_hcount	headcount	Entwicklung des Personalbestands
3.26)	vg_fest	feedstock	Rohstoff- und Vormaterialbestände
3.27)	vg_proenl	enlargement of production	Produktionserweiterung
3.28)	vg_priceinc	increase in price	Preiserhöhung
3.29)	vg_fincolow	low costs of financing	Niedrige Finanzierungskosten
3.30)	vg_diffsup1	difficulties of supply	Versorgungsschwierigkeiten
3.31)	vg_weaken	weakening	Abschwächung
3.32)	vg_prored	reduction of production	Produktionsabschwächung
3.33)	vg_pricedec	price decrease	Preisrückgänge
3.34)	vg_fincohi	high costs of financing	Hohe Finanzierungskosten
3.35)	vg_diffsup2	difficulties of supply	Versorgungsschwierigkeiten
3.36)	vg_strengthn	strengthening	Verstärkte Produktion
3.37)	vg_festwe	feedstock in weeks	Rohstoff- und Vormaterialbestände in Wochen
3.38)	vg_stinwe	stock of inventories in weeks	Fertigwarenbestände in Wochen
3.39)	vg_emppro2	employees in production	Produktionsbeschäftigte für XY
3.40)	vg_emplinc	increase of employees in %	Zunahme der Beschäftigten in % für die Produktion von XY
3.41)	vg_empldec	decrease of employees in %	Abnahme der Beschäftigten in % für die Produktion von XY
3.42)	vg_comppos1	national competitive position	Wettbewerbsposition Inland
3.43)	vg_comppos2	EU competitive position	Wettbewerbsposition innerhalb der EU
3.44)	vg_comppos3	competitive position abroad	Wettbewerbsposition außerhalb der EU
3.45)	vg_ranord2	range of orders in months (end of prev. month)	Reichweite der Auftragsbestände in Monaten
3.46)	vg_uticappc2	capacity utilization in % (end of prev. month)	Kapazitätsauslastung in %
3.47)	vg_emppro	employees	Im Unternehmen beschäftigte Personen
3.48)	vg_credit**	credit allocation	Kreditvergabe
3.49)	vg_j1	Japan crisis q1	Japankrise Frage1
3.50)	vg_j2	Japan crisis q2	Japankrise Frage2
3.51)	vg_j3	Japan crisis q3	Japankrise Frage3
3.52)	vg_j4	Japan crisis q4	Japankrise Frage4
3.53)	vg_j5	Japan crisis q5	Japankrise Frage5
3.54)	vg_j6	Japan crisis q6	Japankrise Frage6
3.55)	vg_fairxh	exhibitor at an international specialized fair	Aussteller auf einer internationalen Fachmesse
3.56)	vg_fairxh_g	exhibitor at an international specialized fair in Germany	Aussteller auf einer internationalen Fachmesse in Deutschland
3.57)	vg_fairxh_e	exhibitor at an international specialized fair in a foreign European country	Aussteller auf einer internationalen Fachmesse im europäischen Ausland
3.58)	vg_fairxh_ne	exhibitor at an international specialized fair in a country outside Europe	Aussteller auf einer internationalen Fachmesse im außereuropäischen Ausland
3.59)	vg_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)	vg_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)	vg_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)	vg_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
3.83)	vg_inf_heat	influence of heatwaves on value added	Auswirkung von Hitzewellen auf die Wertschöpfung
3.84)	vg_inf_cold	influence of cold waves on value added	Auswirkung von Kältewellen (inkl. Eis & Schnee) auf die Wertschöpfung
3.85)	vg_inf_drou	influence of drought on value added	Auswirkung von Trockenheit auf die Wertschöpfung
3.86)	vg_inf_rain	influence of heavy rainfall on value added	Auswirkung von Starkniederschlag auf die Wertschöpfung
3.87)	vg_inf_storm	influence of storms on value added	Auswirkung von Stürmen auf die Wertschöpfung
3.88)	vg_einf_pur	expected influence of climate change on purchases	Erwartete Auswirkungen des Klimawandels auf den Bereich Einkauf
3.89)	vg_einf_pro	expected influence of climate change on production	Erwartete Auswirkungen des Klimawandels auf den Bereich Produktion
3.90)	vg_einf_sal	expected influence of climate change on sales	Erwartete Auswirkungen des Klimawandels auf den Bereich Absatz
3.91)	vg_einf_wast	expected influence of climate change on waste management	Erwartete Auswirkungen des Klimawandels auf den Bereich Entsorgung
3.92)	vg_einf_log	expected influence of climate change on logistics	Erwartete Auswirkungen des Klimawandels auf den Bereich Logistik
3.93)	vg_einf_inno	expected influence of climate change on innovations	Erwartete Auswirkungen des Klimawandels auf den Bereich Innovation
3.94)	vg_einf_pers	expected influence of climate change on personnel	Erwartete Auswirkungen des Klimawandels auf den Bereich Personal

3.95)	vg_flight_ger	importance of flight connections in Germany	Bedeutung von Flugverbindungen zu Zielen in Deutschland
3.96)	vg_flight_eur	importance of flight connections in Europe	Bedeutung von Flugverbindungen zu Zielen in Europa
3.97)	vg_flight_world	importance of flight connections worldwide	Bedeutung von Flugverbindungen zu Zielen weltweit
3.98)	vg_surp_cat	return on sales: surplus (category)	Jahresüberschuss (Kategorie)
3.99)	vg_ros_surp	return on sales: surplus	Jahresüberschuss
3.100)	vg_loss_cat	return on sales: loss (category)	Jahresverlust (Kategorie)
3.101)	vg_ros_loss	return on sales: loss	Jahresverlust
3.102)	vg_russia1	Russia/Ukraine conflict q1	Russland/Ukraine-Konflikt Frage 1
3.103)	vg_russia2	Russia/Ukraine conflict q2	Russland/Ukraine-Konflikt Frage 2
3.104)	vg_russia3	Russia/Ukraine conflict q3	Russland/Ukraine-Konflikt Frage 3
3.105)	vg_russia4	Russia/Ukraine conflict q4	Russland/Ukraine-Konflikt Frage 4
3.106)	vg_russia5	Russia/Ukraine conflict q5	Russland/Ukraine-Konflikt Frage 5
3.107)	vg_russia6	Russia/Ukraine conflict q6	Russland/Ukraine-Konflikt Frage 6
3.108)	vg_russia7	Russia/Ukraine conflict q7	Russland/Ukraine-Konflikt Frage 7
3.109)	vg_russia8	Russia/Ukraine conflict q8	Russland/Ukraine-Konflikt Frage 8
3.110)	vg_fambus	family business	Familienunternehmen
3.111)	vg_minim1	minimum wage q1	Mindestlohn Frage 1
3.112)	vg_minim2	minimum wage q2	Mindestlohn Frage 2
3.113)	vg_minim3	minimum wage q3	Mindestlohn Frage 3
3.114)	vg_minim4	minimum wage q4	Mindestlohn Frage 4
3.115)	vg_minim5	minimum wage q5	Mindestlohn Frage 5
3.116)	vg_minim6	minimum wage q6	Mindestlohn Frage 6
3.117)	vg_minim7	minimum wage q7	Mindestlohn Frage 7
3.118)	vg_minim8	minimum wage q8	Mindestlohn Frage 8
3.119)	vg_invest_lj	total investment last year	Gesamtinvestitionen letztes Jahr
3.120)	vg_invcon_lj	investment in construction last year	Investitionen in Bauten letztes Jahr
3.121)	vg_inveq_lj	investment in equipment last year	Investitionen in Ausrüstung letztes Jahr
3.122)	vg_invest_dj	total investment this year	Gesamtinvestitionen dieses Jahr
3.123)	vg_invcon_dj	investment in construction this year	Investitionen in Bauten dieses Jahr
3.124)	vg_inveq_dj	investment in equipment next year	Investitionen in Ausrüstung dieses Jahr
3.125)	vg_invest_nj	total investment next year	Investitionen im kommenden Jahr, Insgesamt
3.126)	vg_invcon_nj	investment in construction next year	Investitionen im kommenden Jahr, Bauten
3.127)	vg_inveq_nj	investment in equipment next year	Investitionen im kommenden Jahr, Ausrüstung
3.128)	vg_ref1	refugees question 1	Flüchtlinge Frage 1
3.129)	vg_ref2	refugees question 2	Flüchtlinge Frage 2
3.130)	vg_ref3	refugees question 3	Flüchtlinge Frage 3
3.131)	vg_ref4	refugees question 4	Flüchtlinge Frage 4
3.132)	vg_ref5	refugees question 5	Flüchtlinge Frage 5
3.133)	vg_ref6	refugees question 6	Flüchtlinge Frage 6
3.134)	vg_ref7	refugees question 7	Flüchtlinge Frage 7
3.135)	vg_ref8	refugees question 8	Flüchtlinge Frage 8
3.136)	vg_ref9	refugees question 9	Flüchtlinge Frage 9
3.137)	vg_minim_post1	affected by minimum wage	von Mindestlohn betroffen
3.138)	vg_minim_post2	no minimum wage measures	keine Mindestlohn- Maßnahmen
3.139)	vg_minim_post3	measures: employee reduction	Maßnahmen: Personalabbau
3.140)	vg_minim_post4	measures: working hour reduction	Maßnahmen: Arbeitszeitreduzierung
3.141)	vg_minim_post5	measures: increased prices	Maßnahmen: Preiserhöhungen
3.142)	vg_minim_post6	measures: decreased investment	Maßnahmen: verringerte Investitionen
3.143)	vg_minim_post7	measures: decreased special payments	Maßnahmen: Kürzungen von Sonderzahlungen
3.144)	vg_minim_post8	less minijobs	Minijobs weggefallen
3.145)	vg_minim_post9	minijobs transformed into insurable employment	Minijobs in soz.vers.pflichtige Besch.verhältnisse umgewandelt
3.146)	vg_minim_post10	new insurable employment	neue soz.vers.pflichtige Besch.verhältnisse
3.147)	vg_minim_post11	employment relationships did not change	keine veränderten Besch.Verhältnisse
3.148)	vg_credityes	credit agreement signed	Kreditvertrag abgeschlossen
3.149)	vg_creditno	credit agreement not signed	Kreditvertrag nicht abgeschlossen
3.150)	vg_credituse1	financing of ongoing operating resources	Finanzierung laufender Kreditmittel
3.151)	vg_credituse2	financing of an investment	Finanzierung einer Investition
3.152)	vg_credituse3	other financing	Sonstiger Verwendungszweck
3.153)	vg_brexit	expected impact from brexit	Erwartete Auswirkungen von einem Brexit
3.154)	vg_midmanager	mid tier: more than 4 managers	Mittelstand: mehr als 4 Manager
3.155)	vg_midmanshare	mid tier: at least one manager has shares	Mittelstand: Mindestens ein Manager hat Anteile
3.156)	vg_midyes	mid tier: company rated as mid tier	Mittelstand: Als Mittelstand eingeschätzt
3.157)	vg_usgov_exp_1	new US government: expect new customs	neue US Regierung: neue Zölle erwartet
3.158)	vg_usgov_exp_2	new US government: expect increased customs	neue US Regierung: Zollerhöhung erwartet
3.159)	vg_usgov_exp_3	new US government: expect other barriers	neue US Regierung: andere Handelsbarrieren erwartet
3.160)	vg_usgov_exp_4	new US government: expect no change	neue US Regierung: keine Veränderung erwartet
3.161)	vg_usgov_inf_1	new US government influence: more production	neue US Regierung Einfluss: mehr Produktion
3.162)	vg_usgov_inf_2	new US government influence: opening of new branches	neue US Regierung Einfluss: weitere Niederlassung gründen
3.163)	vg_usgov_inf_3	new US government influence: no US exports	neue US Regierung Einfluss: keine Exporte in die USA
3.164)	vg_usgov_rev	new US government: revenue expectations	neue US Regierung: Umsatzerwartungen
3.165)	vg_usgov_des	new US government: importance as destination	neue US Regierung: Wichtigkeit als Exportziel
3.166)	vg_usgov_orig	new US government: importance as origin	neue US Regierung: Wichtigkeit als Importursprung
3.167)	vg_usgov_prod	new US government: importance as production location	neue US Regierung: Wichtigkeit als Produktionsstandort
3.168)	vg_credit_1	credit seeking	Kreditverhandlungen durchgeführt
3.169)	vg_credit_2	credit allocation	Kreditvergabe: Verhalten der Banken
3.170)	vg_credit_3	reasons for not credit seeking	Gründe für keine Kreditverhandlungen
3.171)	vg_negint	confronted with negative interest rates	Wurden Sie mit Negativzinsen konfrontiert?
3.172)	vg_negint_noact	negative interest actions: none	Keine Maßnahmen
3.173)	vg_negint_agree	negative interest actions: bank agreements	Verhandlungen mit Bank
3.174)	vg_negint_change	negative interest actions: change of bank	Wechsel der Bank
3.175)	vg_negint_inc	negative interest actions: increase of cash	Erhöhung der Bargeldhaltung
3.176)	vg_negint_redas	negative interest actions: redeployment in other financial assets and settlement of credits	Umschichtung Finanzanlagen/Rückzahlung von Krediten
3.177)	vg_negint_redasint	negative interest actions: redeployment of assets within company	Umschichtung des Guthabens

3.178)	vg_negint_inv	negative interest actions: investing or preponing (additional) investments	Investitionen
3.179)	vg_negint_oth	negative interest actions: other	Andere
3.180)	vg_negint_burden	burden of negative interest rates on profit situation	Belastung durch Negativzinsproblematik
3.181)	vg_negint_banks	number of relationship banks	Wie viele Banken?
3.182)	vg_mercoex	export to Mercosur area	Export in Mercosur-Raum
3.183)	vg_mercoex_tariffs	export to Mercosur area if: trade tariffs decrease	Handelszölle
1.184)	vg_mercoex_transco	export to Mercosur area if: transport costs decrease	Transportkosten
1.185)	vg_mercoex_techsta	export to Mercosur area if: technical standards equalized	technische Standards und Normen
1.186)	vg_mercoex_admin	export to Mercosur area if: administrative obstacles disappear	bürokratische Hindernisse
1.187)	vg_mercoex_polrisk	export to Mercosur area if: political risks decrease	politische Risiken
1.188)	vg_mercoex_serv	export to Mercosur area if: access to service markets facilitated	Zugang zu Dienstleistungsmärkten
1.189)	vg_mercoex_pubten	export to Mercosur area if: access to public tenders facilitated	Zugang zu öffentlichen Ausschreibungen
1.190)	vg_mercoagree_ex	If free trade agreement EU-Mercosur: export more to M.	Export in Mercosur
1.191)	vg_mercoagree_im	If free trade agreement EU-Mercosur: import more from M.	Import aus Mercosur
1.192)	vg_mercoagree_inv	If free trade agreement EU-Mercosur: invest more in M.	Investitionen im Mercosur
1.193)	vg_mercoagree_comp	If free trade agreement EU-Mercosur: more competition from M.	Erhöhter Wettbewerb durch Unternehmen aus Mercosur
1.194)	vg_mercoagree_no	If free trade agreement EU-Mercosur: no impact	Nicht betroffen
3.195)	vg_ustax_sales	tax reform: percentage sales in US	US Steuerreform: prozentualer Umsatz in USA
3.196)	vg_ustax_competition	tax reform: competition with US-companies	US Steuerreform: Wettbewerb mit US-Firmen
3.197)	vg_ustax_shortterm	tax reform: tax burden short term	US Steuerreform: Steuerbelastung kurzfristig
3.198)	vg_ustax_longterm	tax reform: tax burden long term	US Steuerreform: Steuerbelastung langfristig
3.199)	vg_ustax_export	tax reform: reaction export	US Steuerreform: Reaktion Exporte
3.200)	vg_ustax_import	tax reform: reaction import	US Steuerreform: Reaktion Importe
3.201)	vg_ustax_invus	tax reform: reaction investment in US	US Steuerreform: Reaktion Investitionen in USA
3.202)	vg_ustax_invger	tax reform: reaction investment in Germany	US Steuerreform: Reaktion Investitionen in Deutschland
3.203)	vg_ustax_intelprop	tax reform: relocation of intellectual property	US Steuerreform: Verlagerung von geistigen Eigentum

*standard question since 07/1997. See 2.14)

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

4. Special question Innovation

Nr.	Name	Label	Label
4.1)	vg_market_national_1	development of national market in next 5 years	Entwicklung des nationalen Marktes in den nächsten 5 Jahren
4.2)	vg_market_national_2	development of national market in next 5 years	Entwicklung des nationalen Marktes in den nächsten 5 Jahren
4.3)	vg_market_abroad_1	development of foreign market in next 5 years	Entwicklung des ausländischen Marktes in den nächsten 5 Jahren
4.4)	vg_market_abroad_2	development of foreign market in next 5 years	Entwicklung des ausländischen Marktes in den nächsten 5 Jahren
4.5)	vg_market_total_1	development of market in general in next 5 years	Entwicklung des Marktes allgemein in den nächsten 5 Jahren
4.6)	vg_market_total_2	development of market in general in next 5 years	Entwicklung des Marktes allgemein in den nächsten 5 Jahren
4.7)	vg_prod_inno_realized	product innovation realized this year	Produktinnovationen durchgeführt
4.8)	vg_prod_inno_aborted	product innovation aborted this year	Produktinnovationen abgebrochen
4.9)	vg_prod_inno_plan_completed	product innovation planning completed this year	Planung für Produktinnovationen abgeschlossen
4.10)	vg_prod_inno_in_planning	product innovation still in planning stage this year	Produktinnovationen noch in Planungsphase
4.11)	vg_prod_inno_np	product innovation not planned this year	Keine Produktinnovationen geplant
4.12)	vg_process_inno_realized	process innovation realized this year	Prozessinnovationen durchgeführt
4.13)	vg_process_inno_aborted	process innovation aborted this year	Prozessinnovationen abgebrochen
4.14)	vg_process_inno_plan_completed	process innovation planning completed this year	Planung für Prozessinnovationen abgeschlossen
4.15)	vg_process_inno_in_planning	process innovation still in planning stage this year	Prozessinnovationen noch in Planungsphase
4.16)	vg_process_inno_np	process innovation not planned this year	keine Prozessinnovationen geplant
4.17)	vg_share_inno_phase	share of turnover in stage of product launch	Anteil Produkte in Produktstartphase an Umsatz
4.18)	vg_share_growth_phase	share of turnover in stage of positive growth	Anteil Produkte in Phase positiven Wachstums an Umsatz
4.19)	vg_share_stagnation_phase	share of turnover in stage of stagnation	Anteil Produkte in Phase von stagnierendem Wachstum an Umsatz
4.20)	vg_share_negative_growth	share of turnover in stage of negative growth	Anteil Produkte in Phase negativen Wachstums an Umsatz
4.21)	vg_rd_activity	R&D activity	FuE Aktivitäten
4.22)	vg_rd_employee_share	share of employees R&D	Anteil FuE-Personals an Beschäftigten
4.23)	vg_rd_expen_share	share of R&D expenditures	Anteil FuE-Ausgaben an Umsatz

1. Variables of identification

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

1.1) **survey** survey

West since 01/1980
East since 01/1991

monthly survey
monthly

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

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

1.2) **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
-----	------	-------	---------------	------------------

1.3) **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
-----	------	-------	---------------	------------------

1.4) **idnum** KT and INNO firm adressfile id

West since 04/1993
East since 04/1992

monthly survey
monthly survey

1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	Further information

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

KT and INNO firm adressfile id
7 digits
digit 1-2: economic sector
digit 3-7: company identifier

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

1.5) **runnum** running number of plant
West since 01/1980
East since 01/1991
monthly survey
monthly survey

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

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

1.6) **vg_plantnum** KT and INNO firm adressfile id
West since 01/1980
East since 01/1991
monthly survey
monthly survey

Year	Region	Further information
1980	WEST	KT and INNO firm adressfile id, 11 digits plantnum is created with the following variables: digit 1-4: sector_ifo digit 5-6: fedstaifo digit 7-11: runnum
1981	WEST	
1982	WEST	
1983	WEST	
1984	WEST	
1985	WEST	
1986	WEST	
1987	WEST	
1988	WEST	
1989	WEST	
1990	WEST	
1991	EAST	
1992	EAST	
1993	EAST	
1994	EAST	
1995	EAST	
1996	EAST	
1997	EAST	
1998	EAST	
1999	EAST	
2000	EAST	
2001	EAST	
2002	EAST	
2003	EAST	
2004	EAST	
2005	EAST	
2006	EAST	
2007	EAST	
2008	EAST	
2009	EAST	
2010	EAST	
2011	EAST	
2012	EAST	
2013	EAST	
2014	EAST	
2015	EAST	
2016	EAST	
2017	EAST	
2018	EAST	
2019	EAST	

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

1.7) **fedstaifo** federal state (ifo-code)
West since 01/1980
East since 01/1991
monthly survey
monthly survey

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

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

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

1.8)	vg_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 Differentiates between eastern and western survey
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
-----	------	-------	---------------	------------------

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

1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	Further information Variable is not collected in the survey but is constructed later using a formula to calculate. weight: calculated by this formula: $(\log_{10}(\text{emppro2}))^6$ Weighting refers to employees per product 'emppro2'
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
-----	------	-------	---------------	------------------

1.10)	vg_latecomer	latecomer	West 01/1998 to 12/2001 and 08/2008 to 03/2011 East since 01/1998 to 12/2001 and 08/2008 to 03/2011	monthly survey 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
WEST										
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	
WEST										
							WEST			
							EAST			
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
WEST										
EAST										
							WEST			
							EAST			
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
WEST										
EAST										

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

1.11)	sector_id	sector id	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										
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
-----	------	-------	---------------	------------------

1.12)	sector_ifo	ifo sector classification	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										
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										

ifo-product number, 4 digits

Since 01/1991 the KT is inquired 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.

used to be: **prodnum**. Was renamed for universal naming of sector classifications

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

1.13)	sector_sypro	sypro sector classification	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										
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										

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

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

1.14)	sector_wz93	wz93 sector classification	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										
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										

Sector, economic sector(-number) 1993

Label key: very extensive, on demand,
see do-File: kt_vg_Panel_Label.do

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
1.15)	sector_wz08	wz08 sector classification	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										Sector, economic sector(-number) from 2008
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Label key: very extensive, on demand see do-file: kt_vg_Panel_Label.do
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)	sector_total	ebdc sector classification	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										Sector, economic sector
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	[6] food, drinks and tobacco industry [7] textile, clothing, leather [8] wood industry, production of cork, wooden, braided and basket articles (without furniture) [9] paper industry, Production of paper, board and articles thereof [10] publishing industry, printing industry, reproduction of recorded sound, image and data storage media [11] cokery, mineral oil processing, processing of fissile and fertile materials [12] chemical industry [13] pharmaceutical industry [14] rubber and plastics industry [15] glass and ceramics industry, processing of stones and soil [16] metal industry [17] production of data processing devices, electrical and optical articles [18] production of electric equipment [19] machinery construction [20] broadcast and communications engineering [22] vehicle and vehicle part production [23] production of furniture, jewellery, music instruments, sports equipment, toys and other products [24] other production [25] repair and installation of machines and equipment
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										

II. Variables regarding the survey process

No.	Name	Label	Survey period	Survey frequency
1.17)	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
WEST										Questionnaire answered online
										[0] paper

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									

[1] fax
[2] online
[5] manually collected

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

1.18)	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
-----	------	-------	---------------	------------------

1.19)	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									

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

1.20)	participation_date	participation date	West since 01/2005 East since 01/2005	monthly survey monthly survey
-------	--------------------	--------------------	--	----------------------------------

1980	1981	1982	1983	1984	1985	1986	1987	1988	1989
Further information									
Participation date									
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			WEST
EAST			EAST

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

1.21)	participation_hour	participation hour	West since 01/2005 East since 01/2005	monthly survey monthly survey
-------	---------------------------	--------------------	--	----------------------------------

1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	Further information
										Participation hour Only refers to the participants who answered the questionnaire online.
					WEST					
					EAST					
WEST									WEST	
EAST									EAST	

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

1.22)	participation_status	participation status	West since 01/2005 East since 01/2005	monthly survey monthly survey
-------	-----------------------------	----------------------	--	----------------------------------

1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	Further information
										Participation status Only refers to the participants who answered the questionnaire online. [1] finished [2] reworked [3] completed [4] saved
					WEST					
					EAST					
WEST										
EAST										

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

1.23)	vg_participant	participation in this survey	West since 01/1980 East since 01/1991	monthly monthly
-------	-----------------------	------------------------------	--	--------------------

1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	Further information
										introduced in 04/2018 Participation in this survey: [0] No [1] Yes Calculation of variable: 1, if data of online and stabetes or comexp exists, 0 otherwise 1991-03/2018 variable=1, since 04/2018 variable can be 0 or 1 (due to a change in delivered data) 07 & 08/2018 only data of participants was delivered
WEST										
EAST										

2. Standard questions

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

Wording of question

Further information
Appraisal of the state of business

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
2.2)	vg_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
Due to the alignment of the survey periods by the European Union, the question is continued by the variable 2.15) pro_vpq 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) **vg_stin** stock of inventories

West since 01/1980
East since 01/1991

monthly survey
monthly survey

Wording of question

Further information	
01/1991 to 11/2001 No questionnaires for the East available	Appraisal of the stock of inventories
01/1980 to 11/1992 We currently evaluate our stock of unsold finished goods to be too little [1] sufficient [2] too much [3] no stock-keeping [4]	01/2002 and 02/2002 *Current situation and tendencies **addition "current" In the english translation of the value label there is a linguistic, but not a contentual divergence before 1990.
12/1992 to 11/2001 We currently evaluate our stock of unsold finished goods to be too little [1] sufficient [2] too much [3] no stock-keeping [4]	
01/2002 to 06/2018 Current situation* We evaluate our (current)** stock of unsold finished goods to be too little [1] sufficient [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) **vg_demand** situation of demand

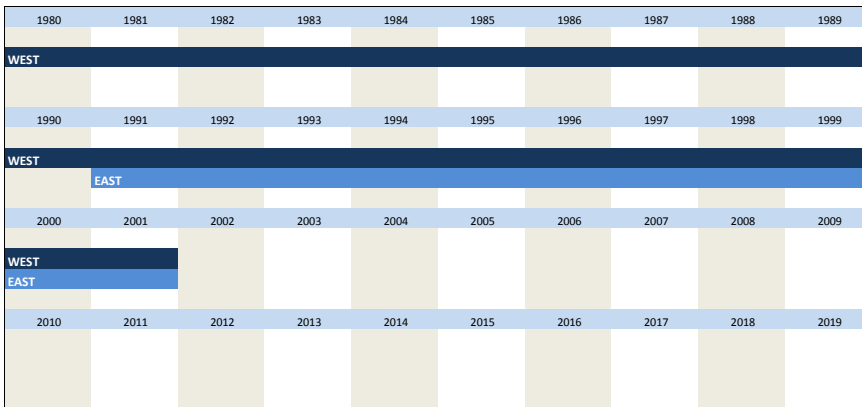
West 01/1980 to 11/2001
East 01/1991 to 11/2001

monthly survey
monthly survey

Wording of question

Further information
<p>01/1991 to 11/2001</p> <p>No questionnaires for the East available</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;"> <input type="checkbox"/> better [1] <input type="checkbox"/> not changed [2] <input type="checkbox"/> 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;"> <input type="checkbox"/> better [1] <input type="checkbox"/> not changed [2] <input type="checkbox"/> worse [3] </p>
<p>Situation of demand compared to previous month</p> <p>Due to the alignment of the survey periods by the European Union, the question is continued by the variable</p> <p>2.16) demand_vpq from 01/2002 on</p>

Time span of variable



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

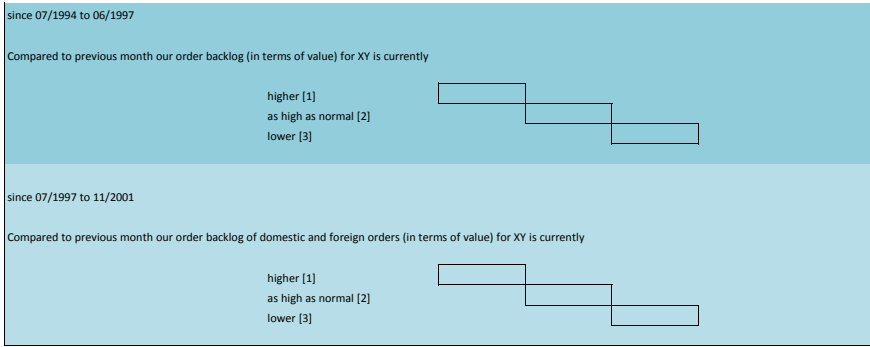
2.5) **vg_ordvpm** orders versus past

West 01/1980 to 11/2001
East 01/1991 to 11/2001

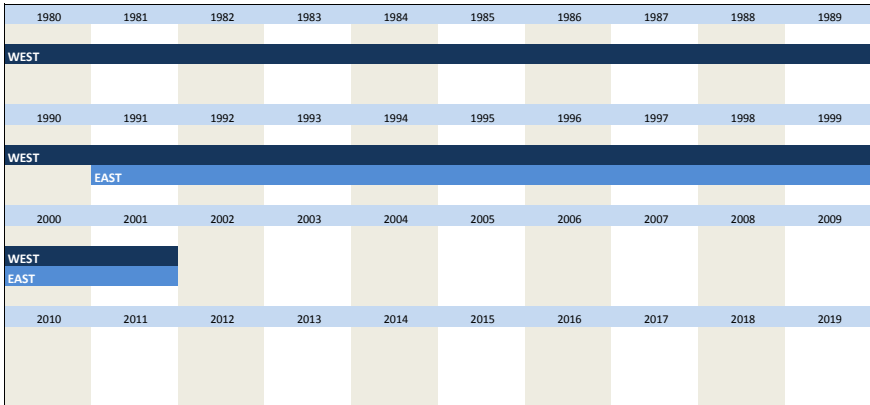
monthly survey
monthly survey

Wording of question

Further information
<p>01/1991 to 11/2001</p> <p>No questionnaires for the East available</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;"> <input type="checkbox"/> higher [1] <input type="checkbox"/> as high as normal [2] <input type="checkbox"/> lower [3] <input type="checkbox"/> 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;"> <input type="checkbox"/> higher [1] <input type="checkbox"/> as high as normal [2] <input type="checkbox"/> lower [3] <input type="checkbox"/> 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;"> <input type="checkbox"/> higher [1] <input type="checkbox"/> as high as normal [2] <input type="checkbox"/> lower [3] </p>
<p>Orders versus previous month</p> <p>Due to the alignment of the survey periods by the European Union, the question is continued by the variable</p> <p>2.17) ord_vpq 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>



Time span of variable



No.	Name	Label	Survey period	Survey frequency
2..6)	vg_orders	orders (appraisal)	West since 01/1980 East since 01/1991	monthly survey monthly survey

Wording of question

Survey period	Question text	Response options	Further information
01/1991 to 11/2001	No questionnaires for the East available		appraisal of the current order backlog
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) sufficient [2] too small [3] not usual [4]	01/2002 and 02/2002 *Instead of "Current situation" ->"Current situation and tendencies" **addition "current"
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) sufficient [2] or not customary too small [3]	since 01/1994 inquired for east and west
07/1994 to 06/1997	We currently evaluate our order backlog	relatively high [1] (e.g. extended time of delivery) sufficient [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) sufficient [2] or not customary	

too small [3]

01/2002 to 06/2018
Current situation*
 We evaluate our (current**) order backlog for XY to be

relatively high [1] total
 (e.g. extended time of delivery)
 sufficient [2]
 or not customary
 too small [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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2.7) **vg_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

01/1991 to 11/2001
 No questionnaires for the East available

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

regular orders follow up orders (also "since stock-orders")

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

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

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

10/1991 to 11/2001
 Compared to previous month our domestic sales prices (net-prices) - taking changes in conditions into account - for XY were

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

Further information
 Domestic prices of sale versus previous month
 Due to the alignment of the survey periods by the European Union, the question is continued by the variable **2.18) price_vpp** from 01/2002 on

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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2.8)	vg_proexp	expected production	West since 01/1980 East since 01/1991	monthly survey monthly survey
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Wording of question

Further information
01/1991 to 11/2001 No questionnaires for the East available
01/1980 to 06/1994 During the next 3 months our domestic production is expected to be [...] in cyclical regards therefor under 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 be [...] in cyclical regards therefor under 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 be [...] in cyclical regards increasing [1] not changing [2] decreasing* [3] no production [4]
01/2002 to 06/2018 Expectations for the next 3 months Our domestic productions of XY is expected to be increasing [1] not changing [2] decreasing* [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
WEST									
EAST									




No.	Name	Label	Survey period	Survey frequency
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2.9) **vg_priceexp** expected domestic prices

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	expected domestic prices
01/1980 to 05/1980	*03/1990 to 01/1993 "decrease" instead of "fall"
During the next 3 months our domestic sales prices for XY (only regular orders) - taking changes in conditions into account - are expected to be	
<p>rising [1]</p> <p>not changing [2]</p> <p>falling [3]</p> 	
06/1980 to 11/2001	
During the next 3 months our domestic sales prices for XY (only net sales prices) - taking changes in conditions into account - are expected to be	
<p>rising [1]</p> <p>not changing [2]</p> <p>falling* [3]</p> 	
01/2002 to 06/2018	
Expectations for the next 3 months	
Our domestic sales prices (Net) for XY - taking changes in conditions into account - will expectedly be	
<p>rising [1]</p> <p>not changing [2]</p> <p>falling [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									

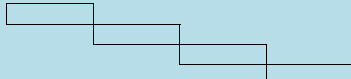
No.	Name	Label	Survey period	Survey frequency
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2.10) **vg_expexp** expected export trade

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	expected export trade
01/1980 to 11/2001	
During the next 3 months the extent of our exports - taking former export deals and running order negotiations into account - is expected to be	
<p>increasing [1]</p> <p>not changing [2]</p> <p>decreasing [3]</p> <p>no export [4]</p> 	
01/2002 to 06/2018	
Expectations for the next 3 months	
During the next 3 months the extent of our exports - taking former export deals and running order negotiations into account - is expected to be	
<p>increasing [1]</p> <p>not changing [2]</p> 	

decreasing [3] no export of 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
2.11)	vg_comexp	expected commercial operations	West since 01/1980 East since 01/1991	monthly survey monthly survey

Wording of question

Period	Question Text	Response Options	Further information
01/1991 to 11/2001	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]	
01/2002 to 06/2018	Expectations for the next 6 months 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
-----	------	-------	---------------	------------------

Wording of question

<p>01/1991 to 11/2001</p> <p>No questionnaires for the East available</p>	<p>Further information</p> <p>Appraisal of foreign orders</p> <p>01/2002 and 02/2002</p> <p>*Instead of "Current situation"</p> <p>->"Current situation and tendencies"</p> <p>**addition "current"</p>
<p>01/1980 to 11/2001</p> <p>We consider our foreign order backlog for XY currently to be</p> <p style="text-align: center;">relatively high [1] (e.g. extended time of delivery) sufficient [2] too small [3] no export XY [4]</p>	
<p>01/2002 to 06/2018</p> <p>Current situation*</p> <p>We consider our (current**) foreign order backlog to be</p> <p style="text-align: center;">relatively high [1] for export sufficient [2] or not customary too small [3] no export XY [4]</p>	

Time span of variable

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

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

Wording of question

<p>01/1980 to 06/1994</p> <p>During the next 3 months our (domestic and foreign) sales of XY will expectedly be</p> <p style="text-align: center;">rising [1] [] not changing [2] [] falling [3] []</p> <p style="font-size: small;">in terms of quantity compared to the corresponding period of previous year</p>	<p>Further information</p> <p>Sales expectancy</p> <p>Inquired for food and luxury food industries</p>
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Time span of variable

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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No.	Name	Label	Survey period	Survey frequency
2.14)	vg_emplexp	expected employees	West 01/1980 to 04/1997 and since 07/1997 East since 01/1991	quarterly survey monthly survey monthly survey

Wording of question

Period	Wording of question	Further information
01/1991 to 11/2001	No questionnaires for the East available	Expected development of the total number of employees *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)
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]	
01/2002 to 06/2018	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]	

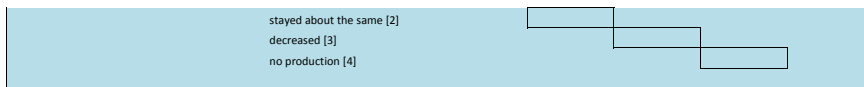
Time span of variable

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									

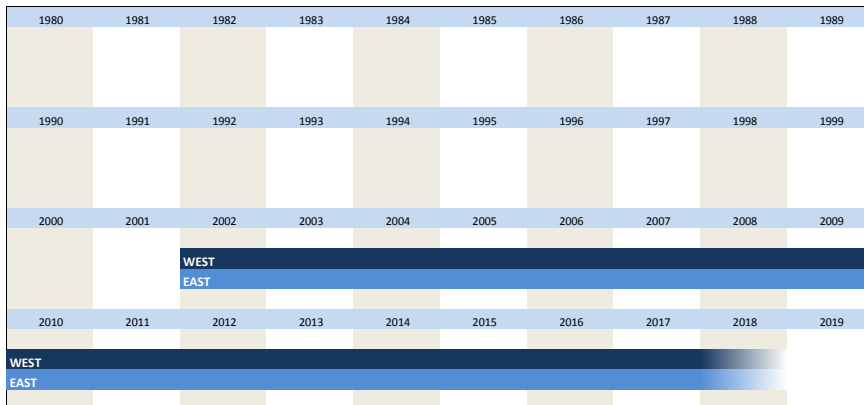
No.	Name	Label	Survey period	Survey frequency
2.15)	vg_pro_vpq	production vs. Past	West since 01/2002 East since 01/2002	monthly survey monthly survey

Wording of question

Period	Wording of question	Further information
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]	production in previous month or during the last 2-3 months Due to the alignment of the survey periods by the European Union, the question was expressed by the variable 2.2) provpm until 11/2001
03/2002 to 06/2018	tendencies in previous month Our domestic production of XY increased [1]	



Time span of variable



No.	Name	Label	Survey period	Survey frequency
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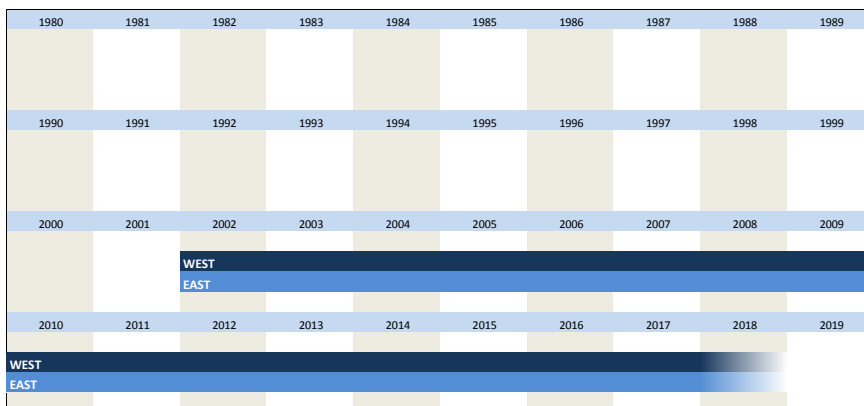
2.16)	vg_demand_vpq	situation of demand vs. Past	West since 01/2002 East since 01/2002	monthly survey monthly survey
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Wording of question

Further information
<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>03/2002 to 06/2018</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>

Due to the alignment of the survey periods by the European Union, the question was expressed by the variable **2.4) demand** until 11/2001

Time span of variable




No.	Name	Label	Survey period	Survey frequency
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2.17)	vg_ord_vpq	orders vs. Past	West since 01/2002 East since 01/2002	monthly survey monthly survey
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Wording of question



Further information
<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>

Due to the alignment of the survey periods by the European Union, the question was expressed by the variable

<p>03/2002 to 06/2018</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] </p> <p>about the same [2]</p> <p>lower [3]</p>	<p>2.5) ordvpm until 11/2001.</p>																																																												
<p>Time span of variable</p> <table border="1"> <tr><td>1980</td><td>1981</td><td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td></tr> <tr><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td><td>1998</td><td>1999</td></tr> <tr><td>2000</td><td>2001</td><td>2002</td><td>2003</td><td>2004</td><td>2005</td><td>2006</td><td>2007</td><td>2008</td><td>2009</td></tr> <tr><td colspan="2"></td><td colspan="2">WEST</td><td colspan="2">EAST</td><td colspan="4"></td></tr> <tr><td>2010</td><td>2011</td><td>2012</td><td>2013</td><td>2014</td><td>2015</td><td>2016</td><td>2017</td><td>2018</td><td>2019</td></tr> <tr><td colspan="2"></td><td colspan="2">WEST</td><td colspan="2">EAST</td><td colspan="4"></td></tr> </table>		1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009			WEST		EAST						2010	2011	2012	2013	2014	2015	2016	2017	2018	2019			WEST		EAST					
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989																																																				
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999																																																				
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009																																																				
		WEST		EAST																																																									
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019																																																				
		WEST		EAST																																																									

No.	Name	Label	Survey period	Survey frequency
2.18)	vg_price_vpq	domestic prices of sale vs. Past	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 (net-) domestic sales prices for XY were [...] taking changes in conditions into account</p> <p>increased [1] </p> <p>not changed [2]</p> <p>decreased [3]</p>	<p>Further information</p> <p>Domestic prices of sale previous month or during the last 2-3 months</p> <p>Due to the alignment of the survey periods by the European Union, the question was expressed by the variable</p> <p>2.7) pricevpm until 11/2001</p>																																																												
<p>03/2002 to 06/2018</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] </p> <p>not changed [2]</p> <p>decreased [3]</p>																																																													
<p>Time span of variable</p> <table border="1"> <tr><td>1980</td><td>1981</td><td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td></tr> <tr><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td><td>1998</td><td>1999</td></tr> <tr><td>2000</td><td>2001</td><td>2002</td><td>2003</td><td>2004</td><td>2005</td><td>2006</td><td>2007</td><td>2008</td><td>2009</td></tr> <tr><td colspan="2"></td><td colspan="2">WEST</td><td colspan="2">EAST</td><td colspan="4"></td></tr> <tr><td>2010</td><td>2011</td><td>2012</td><td>2013</td><td>2014</td><td>2015</td><td>2016</td><td>2017</td><td>2018</td><td>2019</td></tr> <tr><td colspan="2"></td><td colspan="2">WEST</td><td colspan="2">EAST</td><td colspan="4"></td></tr> </table>		1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009			WEST		EAST						2010	2011	2012	2013	2014	2015	2016	2017	2018	2019			WEST		EAST					
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989																																																				
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999																																																				
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009																																																				
		WEST		EAST																																																									
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019																																																				
		WEST		EAST																																																									

No.	Name	Label	Survey period	Survey frequency
2.19)	vg_credit	credit allocation	West 06/2003 to 08/2008 and 11/2008 - 12/2016 East 06/2003 to 08/2008 and 11/2008 - 12/2016	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>accommodating [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>
<p>Time span of variable</p>	<p>since 2017: replaced by 3.168)vg_credit2_1 to 3.170)credit2_3</p>

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

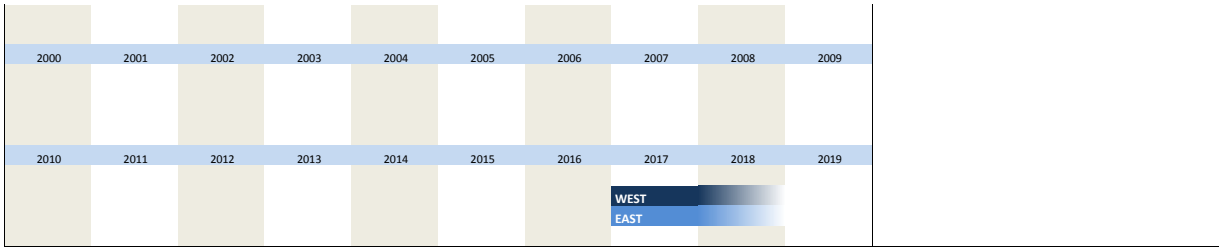
Wording of question

<p>since 08/2005</p> <p>Current situation</p> <p>We consider our state of business to be</p> <p>0-bad 50-satisfiable 100-good</p> <p>Other than the variable 2.1) statebus the state of business is rated based on a visual analog scale</p>	<p>Further information</p> <p>Appraisal of the state of business (VAS)</p> <p>online only</p>
<p>Time span of variable</p>	

No.	Name	Label	Survey period	Survey frequency
2.21)	vg_statebus_clicks	state of business (clicks)	West since 01/2017 East since 01/2017	monthly survey monthly survey

Time span of variable

<p>Time span of variable</p>	<p>Further information</p> <p>Number of clicks for question 2.20) vg_statebus_sl</p> <p>online only</p>
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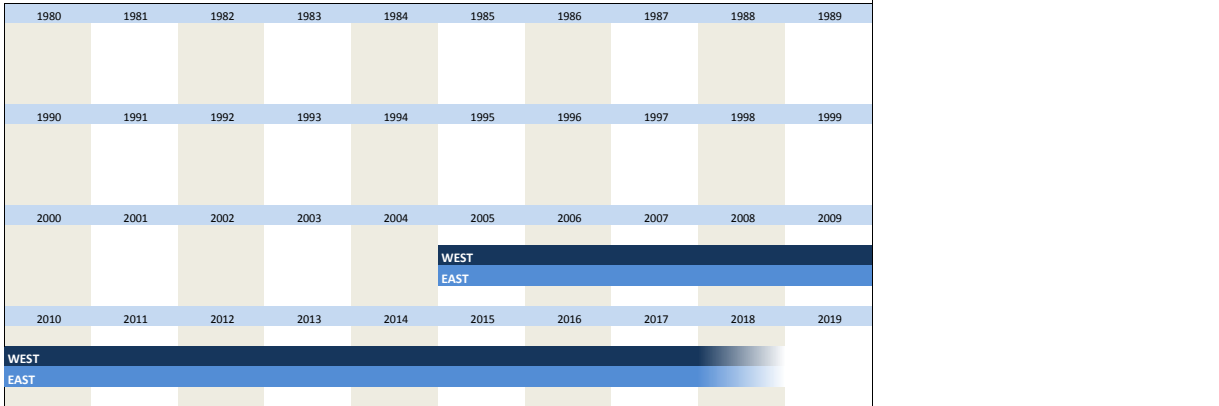


No.	Name	Label	Survey period	Survey frequency
2.22)	vg_comexp_sl	expected commercial (VAS)	West since 08/2005 East since 08/2005	monthly survey monthly survey

Wording of question

<p>since 08/2005</p> <p>Expectations for the next 6 months</p> <p>In cyclical regards our state of business for XY will be</p> <p style="text-align: center;"> ----- ----- ----- ----- </p> <p style="text-align: center;">0- be rather less favourable 50-stay about the same 100-rather more favourable</p> <p style="text-align: center;">Other than the variable 2.11) comexp the expected commercial is rated based on a visual analog scale</p>	<p>Further information</p> <p>Expected commercial (VAS)</p> <p>online only</p>
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Time span of variable



3. Special questions

No.	Name	Label	Survey period	Survey frequency
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3.1)	vg_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
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Wording of question

Further information
07/1992 to 09/2001 No questionnaires for the East available
03/1980 to 09/2001 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 for more than 10, please
01/2002 to 06/2018 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 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)	vg_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

Further information
07/1992 to 09/2001 No questionnaires for the East available
03/1980 to 06/2018 Currently** the utilization of our plants* to produce XY (full capacity utilization normal for the company = 100%) is up to
30 40 50 60 70 75 80 85 90 95 100 in fact: more than 100%
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)	vg_uticapap	capacity utilization (appraisal)	West 03/1980 to 09/2001 East 07/1992 to 07/1993 East 12/1993 to 09/2001 East and West since 01/2002	Mrch, Jun, Sep, Dec Mrch, Jul, Oct, Dec Mrch, Jul, Sep, Dec Jan, Apr, Jul, Oct
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Wording of question

Further information
07/1992 to 09/2001 No questionnaires for the East available
Appraisal of the technical capacity
*09/94, 09/95, 09/96, 09/97, 09/98

03/1980 to 06/2018	09/99, 09/00, 09/01 "only domestic")																																																																																																														
<p>Taking into account our current order backlog and the and the new orders we expect for the next 12 months our technical capacities* for XY to be</p> <p style="text-align: center;">more than sufficient [1] sufficient [2] not sufficient [3]</p>																																																																																																															
<p>Time span of variable</p> <table border="1"> <tr><td>1980</td><td>1981</td><td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td></tr> <tr><td colspan="10">WEST</td></tr> <tr><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td><td>1998</td><td>1999</td></tr> <tr><td colspan="10">WEST</td></tr> <tr><td 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									
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No.	Name	Label	Survey period	Survey frequency
3.4)	vg_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

<p>Wording of question</p>		Further information																																																																																																													
<p>01/1991 to 10/2001</p> <p>No questionnaires for the East available</p>		<p>Constraints to production</p> <p>[3]: Conflict - here, "no" was chosen , but for any constraining factor (3.5) vg_ordlack to 3.13) vg_othrea), "yes" was crossed.</p>																																																																																																													
<p>01/1980 to 10/2001</p> <p>Our domestic production of XY is currently constrained</p> <p><input type="checkbox"/> yes [1] <input type="checkbox"/> no [2]</p>																																																																																																															
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WEST																																																																																																															
EAST																																																																																																															

No.	Name	Label	Survey period	Survey frequency
3.5)	vg_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

<p>Wording of question</p>		Further information																													
<p>01/1991 to 10/2001</p> <p>No questionnaires for the East available</p>		<p>Lack of orders</p> <p>*East 01/1991 to 12/2000 instead of "insufficient orders" "sales difficulties"</p>																													
<p>01/1980 to 10/2001</p> <p>Our domestic production of XY is currently constrained.</p> <p>If yes, by following factors:</p> <p style="text-align: center;">insufficient orders* [1] <input type="checkbox"/></p>																															
<p>since 01/2002</p> <p>Our domestic production is currently constrained.</p> <p>If yes, by following factors:</p> <p style="text-align: center;">insufficient orders* [1] <input type="checkbox"/></p>																															
<p>Time span of variable</p> <table border="1"> <tr><td>1980</td><td>1981</td><td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td></tr> <tr><td colspan="10">WEST</td></tr> <tr><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td><td>1998</td><td>1999</td></tr> </table>			1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	WEST										1990	1991	1992	1993	1994	1995	1996	1997	1998
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WEST									
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WEST									
EAST									
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
WEST									
EAST									

No.	Name	Label	Survey period	Survey frequency
3.6)	vg_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

Wording of question

Further information
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] <input type="text"/>
01/1996 to 10/2001 Our domestic production of XY is currently constrained. If yes, by following factors: lack of qualified manpower [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									
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
3.7)	vg_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
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] <input type="text"/>
since 01/2002 Our domestic production is currently constrained. If yes, by following factors: lack of raw materials or pre-materials [1] <input type="text"/>

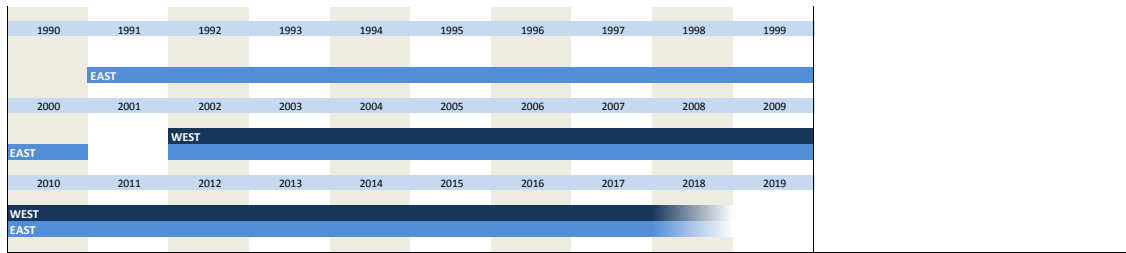
Time span of variable

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

No.	Name	Label	Survey period	Survey frequency																																																																																																														
3.8)	vg_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																																																																																																														
Wording of question																																																																																																																		
<p>01/1991 to 10/2001</p> <p>No questionnaires for the East available</p> <p>01/1980 to 10/2001</p> <p>Our domestic production of XY is currently constrained. If yes, by following factors:</p> <p style="text-align: right;">insufficient technical capacity* [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;">insufficient technical capacity [1] <input type="text"/></p>				<p>Further information</p> <p>technical capacity</p> <p>*East 01/1991 to 12/2000 instead of "insufficient technical capacity" "insufficient technical endowment"</p>																																																																																																														
Time span of variable																																																																																																																		
<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> <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="text-align: center;">WEST</td> </tr> <tr> <td></td><td style="text-align: center;">EAST</td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td> </tr> <tr> <td>2000</td><td>2001</td><td>2002</td><td>2003</td><td>2004</td><td>2005</td><td>2006</td><td>2007</td><td>2008</td><td>2009</td> </tr> <tr> <td colspan="10" style="text-align: center;">WEST</td> </tr> <tr> <td colspan="10" style="text-align: center;">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" style="text-align: center;">WEST</td> </tr> <tr> <td colspan="10" style="text-align: center;">EAST</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											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									
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EAST																																																																																																																		

No.	Name	Label	Survey period	Survey frequency																																																													
3.9)	vg_bastlack	lack of back staff	West 10/1985 to 10/1995	Jan, Apr, Jul, Oct																																																													
Wording of question																																																																	
<p>10/1985 to 12/1995</p> <p>Our domestic production of XY is currently constrained. If yes, by following factors:</p> <p style="text-align: right;">lack of manpower back staff [1] <input type="text"/></p>				<p>Further information</p> <p>Lack of back staff</p>																																																													
Time span of variable																																																																	
<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></td><td></td><td></td><td></td><td></td><td colspan="5" style="text-align: center;">WEST</td><td></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="text-align: center;">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> </tbody> </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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2010	2011	2012	2013	2014	2015	2016	2017	2018	2019																																																								

No.	Name	Label	Survey period	Survey frequency																				
3.10)	vg_diffin	difficulties of financing	East 01/1991 to 12/2000 East and West since 01/2002	monthly survey Jan, Apr, Jul, Oct																				
Wording of question																								
<p>01/1991 to 12/2000</p> <p>No questionnaires for the East available</p> <p>since 01/2002</p> <p>Our domestic production is currently constrained. If yes, by following factors:</p> <p style="text-align: right;">difficulties of financing [1] <input type="text"/></p>				<p>Further information</p> <p>Production constraints by difficulties of financing</p>																				
Time span of variable																								
<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></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td> </tr> </tbody> </table>					1980	1981	1982	1983	1984	1985	1986	1987	1988	1989										
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989															

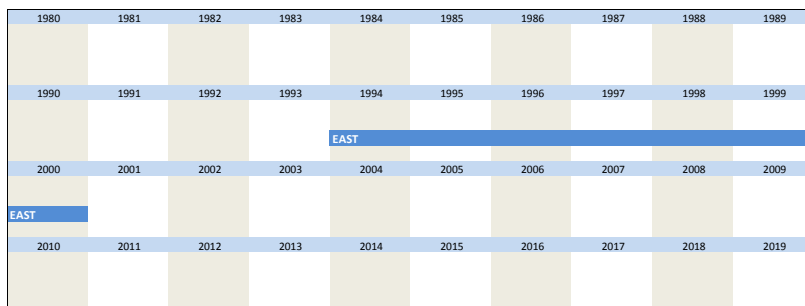


No.	Name	Label	Survey period	Survey frequency
3.11)	vg_weather	weather conditions	East 02/1994 to 06/2000*	monthly survey

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	Production constraints by weather conditions
02/1994 to 06/2000	*since 01/1999 sind kein Werte mehr in dem Datensatz enthalten
Our domestic production of XY is currently constrained. If yes, by following factors:	
unfavourable weather conditions [1] <input type="text"/>	

Time span of variable

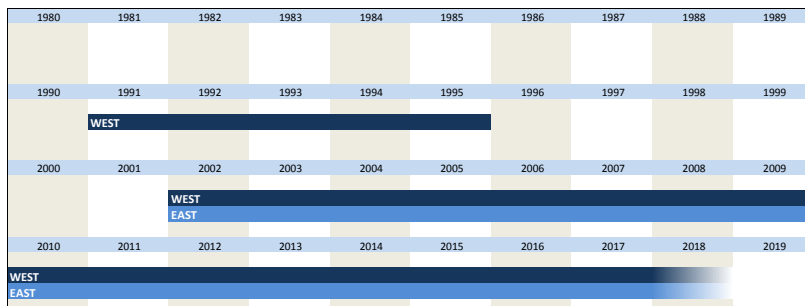


No.	Name	Label	Survey period	Survey frequency
3.12)	vg_skillack	lack of skilled employees	West 01/1991 to 10/1995 East and West since 01/2002	Jan, Apr, Jul, Oct Jan, Apr, Jul, Oct

Wording of question

since 01/2002	Further information
Our domestic production of XY is currently constrained. If yes, by following factors:	Lack of skilled employees
Lack of skilled employees [1] <input type="text"/>	* see variable 3.6) mplant

Time span of variable



No.	Name	Label	Survey period	Survey frequency
3.13)	vg_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

Wording of question

01/1991 to 10/2001	Further information
No questionnaires for the East available	other factors/ other reasons
01/1996 to 10/2001	
Our domestic production of XY is currently constrained. If yes, by following factors:	
other factors [1] <input type="text"/>	

since 01/2002 Our domestic production is currently constrained. If yes, by following factors: other factors [1] <input type="text"/>									
Time span of variable									
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999
<div style="background-color: #e0e0e0; padding: 2px;">WEST</div> <div style="background-color: #e0e0e0; padding: 2px;">EAST</div>									
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009
<div style="background-color: #e0e0e0; padding: 2px;">WEST</div> <div style="background-color: #e0e0e0; padding: 2px;">EAST</div>									
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
<div style="background-color: #e0e0e0; padding: 2px;">WEST</div> <div style="background-color: #e0e0e0; padding: 2px;">EAST</div>									

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

Wording of question									
01/1991 to 12/2000 No questionnaires for the East available. The following wording is taken from previous lists of variables 01/1991 to 12/2000 Our domestic production of XY is currently constrained. If yes, by following factors: sales difficulties, as Products are too expensive [1] <input type="text"/>								Further information Products too expensive	
Time span of variable									
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999
<div style="background-color: #e0e0e0; padding: 2px;">EAST</div>									
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<div style="background-color: #e0e0e0; padding: 2px;">EAST</div>									
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019

No.	Name	Label	Survey period	Survey frequency
3.15)	vg_proqual	quality of products	East 01/1991 to 12/2000	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 01/1991 to 12/2000 Our domestic production of XY is currently constrained. If yes, by following factors: sales difficulties, as quality of product insufficient [1] <input type="text"/>								Further information Quality of product	
Time span of variable									
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999
<div style="background-color: #e0e0e0; padding: 2px;">EAST</div>									
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009
<div style="background-color: #e0e0e0; padding: 2px;">EAST</div>									
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019

No.	Name	Label	Survey period	Survey frequency
3.16)	vg_propro	program of products	East 01/1991 to 12/2000	monthly survey

Wording of question

Further information
Program of products

01/1991 to 12/2000
There are no questionnaires for the East available. The following wording is taken from previous lists of variables

01/1991 to 12/2000
Our domestic production of XY is currently constrained.
If yes, by following factors: sales difficulties, as

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)	vg_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

Further information
Overtime

since 01/1980
We currently work with overtime

yes [1] 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)	vg_ovtimemo	overtime more than customary	West since 01/1980 to 10/2001 East and West since 03/2002	Jan, Apr, Jul, Oct Mrch, Jun, Sep, Dec

Wording of question

Further information
Overtime more than customary
06/2012 - 03/2018: if vg_ovtime was answered with "no", vg_ovtimemo was set on "no [2]" automatically

since 01/1980
We currently work with overtime
If yes, more than customary

yes [1] 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
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3.19)	vg_stwork	short-time work	West 01/1980 to 10/2001 East 01/1991 to 12/2000 East 01/2001 to 10/2001 East and West since 01/2002	Jan, Apr, Jul, Oct monthly survey Jan, Apr, Jul, Oct Mrch, Jun, Sep, Dec
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Wording of question

01/1991 to 10/2001 No questionnaires for the East available since 01/1980 We currently have short-time work <input type="checkbox"/> yes [1] <input type="checkbox"/> no [2]	Further information Short-time work
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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									
	EAST								
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009
WEST									
	EAST								
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
WEST									
	EAST								

No.	Name	Label	Survey period	Survey frequency
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3.20)	vg_stworkexp	expected short-time work	West 01/1980 to 10/2001 East 01/1991 to 12/2000 East 01/2001 to 10/2001 East and West since 01/2002	Jan, Apr, Jul, Oct monthly survey Jan, Apr, Jul, Oct Mrch, Jun, Sep, Dec
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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 will expectedly work short-time <input type="checkbox"/> yes [1] <input type="checkbox"/> no [2] since 03/2002 During the next 3 months we will expectedly work short-time <input type="checkbox"/> yes [1] <input type="checkbox"/> no [2]	Further information Expected short-time work
---	--

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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3.21)	vg_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
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Wording of question

01/1980 to 04/1997 Employees (domestic companies only) During the next 3 months the number of employees assigned to the production of XY will be ... In cyclical regards - therefor by eliminating purely seasonal fluctuations increasing [1] <input type="checkbox"/> not changing [2] <input type="checkbox"/> decreasing [3] <input type="checkbox"/>	Further information Expected development of the number of total employees *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) Standard question since 07/1997. see 2.14)
--	--

07/1997 to 11/2001	Employees (domestic companies only) 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 (domestic companies only) The number of employees assigned to the production of XY will be increasing [1] not changing [2] decreasing [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
3.22)	vg_empl	employees 12 month	West 10/1980 to 10/1993	annual survey *

Wording of question

10/1980 to 10/1993	Employees In cyclical regards - therefor by eliminating purely seasonal fluctuations - the number of employees assigned to the production of XY will be ... during the next... increasing [1] not changing [2] decreasing [3]		Further information Employees expectations *The expected occupation during the next 3 months is recorded by the variable "emlexp". see 3.13) 10/1990 to 10/1993 **"additionally "from month under report on" * annual survey in October						
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
3.23)	vg_prof	profit situation	West since 06/2002* East since 06/2002*	May, Sep May, Sep

Wording of question

since 06/2002	Profit situation and development [...] We currently consider the profit situation of our company - measured by the operating results from customary business operations - to be good [1] satisfying [2] bad [3]		Further information Current profit situation *in 2002: June and September The question was fed into an own dataset for the East 12/1995 to 11/2001						
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
3.24)	vg_profch	change of profit situation	West since 06/2002* East since 06/2002*	May, Sep May, Sep

Wording of question

<p>since 06/2002</p> <p>Profit situation and development [...] As compared to fall 20## the profit situation of our company - measured by the operating results from customary business operations -</p> <p>improved [1] <input type="text"/> did not change [2] <input type="text"/> deteriorated [3] <input type="text"/></p>	<p>Further information</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>																																																																																
<p>Time span of variable</p> <table border="1"> <tr><td>1980</td><td>1981</td><td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td></tr> <tr><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td><td>1998</td><td>1999</td></tr> <tr><td>2000</td><td>2001</td><td>2002</td><td>2003</td><td>2004</td><td>2005</td><td>2006</td><td>2007</td><td>2008</td><td>2009</td></tr> <tr><td></td><td></td><td>WEST</td><td></td><td></td><td></td><td></td><td></td><td></td><td></td></tr> <tr><td></td><td></td><td>EAST</td><td></td><td></td><td></td><td></td><td></td><td></td><td></td></tr> <tr><td>2010</td><td>2011</td><td>2012</td><td>2013</td><td>2014</td><td>2015</td><td>2016</td><td>2017</td><td>2018</td><td>2019</td></tr> <tr><td>WEST</td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td></tr> <tr><td>EAST</td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td></tr> </table>	1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009			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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2010	2011	2012	2013	2014	2015	2016	2017	2018	2019																																																																								
WEST																																																																																	
EAST																																																																																	

No.	Name	Label	Survey period	Survey frequency
3.25)	vg_hcount	headcount	West 03/2002 - 12/2015 East 09/1994 - 12/2015*	Mrch, Jun, Sep, Dec Mrch, Jun, Sep, Dec

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] <input type="text"/> (e.g. reduction of staff necessary)</p> <p>sufficient [2] <input type="text"/></p> <p>too low [3] <input type="text"/> (e.g. additional staff necessary)</p>	<p>Further information</p> <p>Development of the headcount</p> <p>* no inquiry in Dec 2001 but in Nov 2001</p>																																																																																										
<p>Time span of variable</p> <table border="1"> <tr><td>1980</td><td>1981</td><td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td></tr> <tr><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td><td>1998</td><td>1999</td></tr> <tr><td></td><td></td><td></td><td></td><td>EAST</td><td></td><td></td><td></td><td></td><td></td></tr> <tr><td>2000</td><td>2001</td><td>2002</td><td>2003</td><td>2004</td><td>2005</td><td>2006</td><td>2007</td><td>2008</td><td>2009</td></tr> <tr><td></td><td></td><td>WEST</td><td></td><td></td><td></td><td></td><td></td><td></td><td></td></tr> <tr><td>EAST</td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td></tr> <tr><td>2010</td><td>2011</td><td>2012</td><td>2013</td><td>2014</td><td>2015</td><td>2016</td><td>2017</td><td>2018</td><td>2019</td></tr> <tr><td>WEST</td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td></tr> <tr><td>EAST</td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td></tr> </table>	1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998	1999					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										
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EAST																																																																																											

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

Wording of question

<p>since 02/1980</p> <p>Feedstock Our stock of the most important raw materials and pre-materials to produce XY is currently</p>	<p>Further information</p> <p>feedstock</p>
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relatively high [1] normal [2] relatively low [3] stock-keeping not usual [4]	Not inquired in November 1981
Time span of variable	
1980 1981 1982 1983 1984 1985 1986 1987 1988 1989	
WEST	
1990 1991 1992 1993 1994 1995 1996 1997 1998 1999	
WEST	
2000 2001 2002 2003 2004 2005 2006 2007 2008 2009	
2010 2011 2012 2013 2014 2015 2016 2017 2018 2019	

No.	Name	Label	Survey period	Survey frequency
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3.27)	vg_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] <input type="text"/>	Further information enlargement of production **"currently" since 02/1988
---	--

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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3.28)	vg_priceinc	increase in price	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 expected increase in price [1] <input type="text"/>	Further information Increase in price **"currently" since 02/1988 Not inquired in November 1981
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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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3.29)	vg_fincolow	low costs of financing	West 05/1982 to 02/1993	Feb, May, Aug, Nov
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Wording of question

<p>since 05/1982</p> <p>Feedstock Our stock of the most important raw materials and pre-materials to produce XY is currently [...]</p> <p>If relatively high: We currently have a high stock because of</p> <p style="text-align: center;">relatively low costs of financing [1] <input type="text"/></p>	<p>Further information</p> <p>low costs of financing</p> <p>**currently* since 02/1988</p>																																																												
<p>Time span of variable</p> <table border="1" style="width: 100%; text-align: center;"> <tr><td>1980</td><td>1981</td><td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td></tr> <tr><td colspan="10" style="background-color: #e0f2f7;">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: #e0f2f7;">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
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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3.30)	vg_diffsup1	difficulties of supply	West 08/1981 to 02/1993	Feb, May, Aug, Nov
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Wording of question

<p>since 08/1981</p> <p>Feedstock Our stock of the most important raw materials and pre-materials to produce XY is currently [...]</p> <p>If relatively high: We currently have a high stock because of</p> <p style="text-align: center;">difficulties of supply [1] <input type="text"/></p>	<p>Further information</p> <p>difficulties of supply</p> <p>**currently* since 02/1988</p> <p>Not inquired in November 1981</p>																																																												
<p>Time span of variable</p> <table border="1" style="width: 100%; text-align: center;"> <tr><td>1980</td><td>1981</td><td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td></tr> <tr><td colspan="10" style="background-color: #e0f2f7;">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: #e0f2f7;">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
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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3.31)	vg_weaken	weakening	West 08/1981 to 02/1993	Feb, May, Aug, Nov
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Wording of question

<p>since 08/1981</p> <p>Feedstock Our stock of the most important raw materials and pre-materials to produce XY is currently [...]</p> <p>If relatively high: We currently have a high stock because of</p> <p style="text-align: center;">The feedstock increased due to a a weakening (in demand) [1] <input type="text"/></p>	<p>Further information</p> <p>weakening</p> <p>**currently* since 02/1988</p> <p>Not inquired in November 1981</p>																																																												
<p>Time span of variable</p> <table border="1" style="width: 100%; text-align: center;"> <tr><td>1980</td><td>1981</td><td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td></tr> <tr><td colspan="10" style="background-color: #e0f2f7;">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: #e0f2f7;">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
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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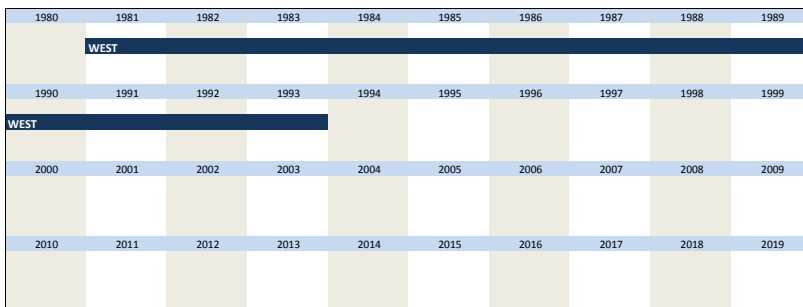
No.	Name	Label	Survey period	Survey frequency
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3.32)	vg_prored	reduction of production	West 08/1981 to 02/1993	Feb, May, Aug, Nov
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Wording of question

<p>since 08/1981</p> <p>Feedstock Our stock of the most important raw materials and pre-materials to produce XY is currently [...]</p> <p>if relatively low: We currently have a low stock on purpose because of</p> <p style="text-align: right;">reduction in production [1] <input type="text"/></p>	<p>Further information</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



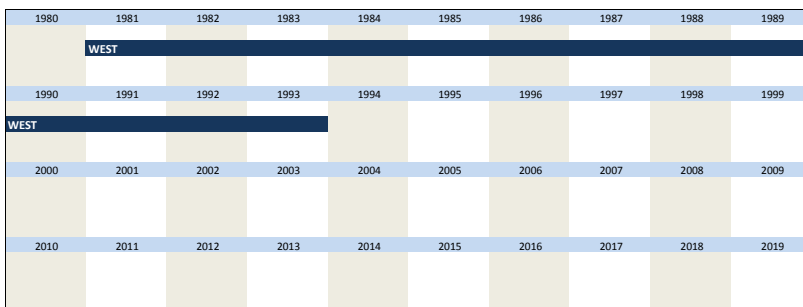
No.	Name	Label	Survey period	Survey frequency
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3.33)	vg_pricedec	price decrease	West 08/1981 to 02/1993	Feb, May, Aug, Nov
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Wording of question

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



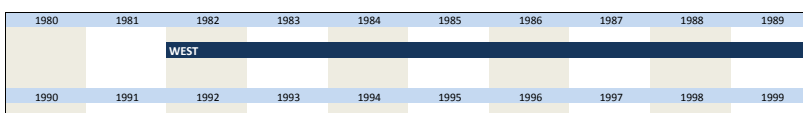
No.	Name	Label	Survey period	Survey frequency
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3.34)	vg_fincohi	high costs of financing	West 05/1982 to 02/1993	Feb, May, Aug, Nov
-------	------------	-------------------------	-------------------------	--------------------

Wording of question

<p>since 05/1982</p> <p>Feedstock Our stock of the most important raw materials and pre-materials to produce XY is currently [...]</p> <p>if relatively low: 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



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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3.35) **vg_diffsup2** difficulties of supply West 08/1981 to 02/1993 Feb, May, Aug, Nov

Wording of question

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

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

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

Wording of question

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

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

No.	Name	Label	Survey period	Survey frequency
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3.37) **vg_festwe** feedstock in weeks West 02/1980 - 11/2014 East 02/2001 - 11/2014 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>02/1980 to 08/1981</p> <p>Feedstock 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>Further information</p> <p>Feedstock in weeks</p> <p>meaning in dataset: "no feedstock" = 0 weeks "less than 1/2" = 0,3 weeks "more than 6, in fact", but just ticked = 8 weeks</p>
---	--

<p>weeks of production (measured by the current extent of production)</p> <p>11/1981 to 02/1994</p> <p>Feedstock 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>Feedstock Our stock of the most important raw materials and pre-materials to produce XY is currently [...] They 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>08/1994 to 11/2001</p> <p>Feedstock 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>Feedstock 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 Produktion von ... weeks** 1 2 3 4 5 6 more than 6, in fact</p> <p><small>**measured by the current extent of production</small></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
3.38)	vg_stinwe	stock of inventories in weeks	West 02/1980 - 11/2014 East 02/2001 - 11/2014	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>02/1980 to 08/1981</p> <p>Stock of inventories Our stock of unsold finished goods of XY currently equates to</p> <p style="text-align: center;">less than 0,5 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>11/1981 to 11/2001</p> <p>Stock of inventories Our stock of unsold finished goods of XY currently equates 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>Stock of inventories Our stock of unsold finished goods of XY currently equates 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><small>**measured by the current extent of production</small></p>	<p>Further information</p> <p>Stock of inventories in weeks in weeks</p> <p>* 08/1980 "no stock of inventories" = 0 weeks "less than 1/2" = 0,3 weeks "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)	vg_empro2	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>about persons</p> <p>10/1981 to 10/1997</p> <p>Number of employees</p> <p>State: End of [month] [year]***</p> <p>We occupy [...] persons in the whole company (domestic companies only). Thereof are assigned to the production of XY. persons</p> <p>10/1998</p> <p>Number of employees</p> <p>We occupy [...] persons in the whole company (domestic companies only). Thereof are assigned to the production of XY. persons</p> <p>since 10/1999</p> <p>Number of employees</p> <p>We occupy [...] persons in the whole company (domestic companies only). Thereof are assigned to the production of XY. persons (possibly estimations by share of revenue)</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>Note West: The data is only inquired annually but appears in the datasets monthly. This is due to the fact, that every month the data of the annual survey is transferred manually. The data of the current survey is normally transferred 2-3 months after the survey</p> <p>Example: For November, December 2002 the 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>***West 10/1995 to 10/1997 Month and year of the previous reporting interval</p> <p>Example 10/1995: "State: End of September 1995" East 01/1991 to 06/2000 "State: End of month under reports"</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
3.40)	vg_emplinc	increase of employees in %	East 01/1991 to 12/2000	monthly survey

Wording of question

Further information
<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 - therefor by eliminating purely seasonal fluctuations</p> <p>increase by about%</p>
<p>Increase of employees for the production of XY in %</p>

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

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



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

Wording of question

01/1991 to 12/2000	Further information								
There are no questionnaires for the East available. The following wording is taken from previous lists of variables	Decrease of employees for the production in %								
01/1991 to 12/2000									
During the next 3 months the number of employees assigned to the production of XY will [...] in cyclical regards - therefor by eliminating purely seasonal fluctuations decrease by about%									
Time span of variable									
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999
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)	vg_compos1	national competitive position	East and West 08/1994 to 11/2001 East and West since 01/2002	Feb, May, Aug, Nov Jan, Apr, Jul, Oct

Wording of question

08/1994 to 11/2001	Further information								
No questionnaires for the East available	National competitive position								
08/1994 to 05/2001 and									
During the last 3 months our competitive position for XY on the domestic market improved [1]  has not changed [2] declined [3]									
08/2001 to 06/2018									
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
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3.43) vg_compos2 EU competitive position

East and West 08/1994 to 11/2001
East and West since 01/2002

Feb, May, Aug, Nov
Jan, Apr, Jul, Oct

Wording of question

Further information																																									
08/1994 to 11/2001 No questionnaires for the East available	EU competitive position																																								
08/1994 to 05/2001 and During the last three months our competitive position for XY on the foreign markets inside of the European Union																																									
<div style="display: flex; align-items: center;"> <div style="margin-right: 20px;"> improved [1] has not changed [2] declined [3] no export [4] </div> </div>																																									
08/2001 to 06/2018 During the last three months our competitive position for XY on the foreign markets inside of the European Union [...] compared to the prior 3 months																																									
<div style="display: flex; align-items: center;"> <div style="margin-right: 20px;"> improved [1] has not changed [2] declined [3] no export [4] </div> </div>																																									
Time span of variable																																									
<table border="1"> <tr><td>1980</td><td>1981</td><td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td></tr> <tr><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td><td>1998</td><td>1999</td></tr> <tr><td>2000</td><td>2001</td><td>2002</td><td>2003</td><td>2004</td><td>2005</td><td>2006</td><td>2007</td><td>2008</td><td>2009</td></tr> <tr><td>2010</td><td>2011</td><td>2012</td><td>2013</td><td>2014</td><td>2015</td><td>2016</td><td>2017</td><td>2018</td><td>2019</td></tr> </table>		1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989																																
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999																																
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009																																
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019																																

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

3.44) vg_compos3 competitive position abroad

East and West 08/1994 to 11/2001
East and West since 01/2002

Feb, May, Aug, Nov
Jan, Apr, Jul, Oct

Wording of question

Further information																																									
08/1994 to 11/2001 No questionnaires for the East available	Competitive position abroad																																								
08/1994 to 05/2001 and During the last three months our competitive position for XY on the foreign markets outside of the European Union																																									
<div style="display: flex; align-items: center;"> <div style="margin-right: 20px;"> improved [1] has not changed [2] declined [3] no export [4] </div> </div>																																									
08/2001 to 06/2018 During the last three months our competitive position for XY on the foreign markets outside of the European Union [...] compared to the prior 3 months																																									
<div style="display: flex; align-items: center;"> <div style="margin-right: 20px;"> improved [1] has not changed [2] declined [3] no export [4] </div> </div>																																									
Time span of variable																																									
<table border="1"> <tr><td>1980</td><td>1981</td><td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td></tr> <tr><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td><td>1998</td><td>1999</td></tr> <tr><td>2000</td><td>2001</td><td>2002</td><td>2003</td><td>2004</td><td>2005</td><td>2006</td><td>2007</td><td>2008</td><td>2009</td></tr> <tr><td>2010</td><td>2011</td><td>2012</td><td>2013</td><td>2014</td><td>2015</td><td>2016</td><td>2017</td><td>2018</td><td>2019</td></tr> </table>		1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989																																
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999																																
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009																																
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019																																

No.	Name	Label	Survey period	Survey frequency
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3.45) vg_ranord2 range of orders in months (end of prev. month)

East and West 01/2002 to 01/2008

Jan, Apr, Jul, Oct

Wording of question

Further information	
01/2002 to 01/2008	Range of orders in months (end of prev. Month)

Momentarily our range of orders for XY equates to a production duration up to about [...] months
At the end of previous month they reached

Note
Due to 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 would have caused the questions regarding the range of orders to be 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)

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

Coding in the dataset
none = [0]
less than 1/2 = [5]
1 = [10]
2 = [20]
3 = [30]
4 = [40]
5 = [50]
6 = [60]
7 = [70]
8 = [80]
9 = [90]
10 = [100]
more than 10 = handwritten entry
or if just ticked = [120]

No.	Name	Label	Survey period	Survey frequency
3.46)	vg_uticapp2	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

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

Further information
Capacity utilization in % (end of prev. Month)

Coding in the dataset
Number above the ticked box
more than 100 % = handwritten entry
or if just ticked = [120]

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

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

Wording of question

01/1991 to 11/2001
No questionnaires for the East available

10/1991 to 10/1997

Number of employees
State: End [month] [year]**

In the whole company (domestic companies only) we occupy persons

since 10/1998

Number of employees
In the whole company (domestic companies only) we occupy persons

Further information
persons occupied in the company
*1991 - 2000: inquiry in October
1994: no inquiry
**annual survey in November

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

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

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

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

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
3.48)	vg_credit	credit allocation	West 06/2003 to 08/2008 and from 11/2008 to 12/2016 East 06/2003 to 08/2008 and from 11/2008 to 12/2016	Mrch, Aug monthly survey Mrch, Aug monthly survey

Wording of question

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

Time span of variable

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

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

Wording of question

<p>05/2011</p> <p>Are you currently directly or indirectly affected via other presuppliers by supply shortage resulting from the Japan crisis and/or will you be affected during the next 3 months?</p> <p>currently: <input type="text"/> yes [1] <input type="text"/> no [2]</p>	<p>Further information</p> <p>Japan crisis question 1</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
3.50)	vg_j2	Japan crisis q2	East and West 05/2011	once

Wording of question

<p>05/2011</p> <p>Are you currently directly or indirectly affected via other presuppliers by supply shortage resulting from the Japan crisis and/or will you be affected during the next 3 months?</p> <p>currently: <input type="text"/> yes [1] <input type="text"/> no [2]</p> <p>If yes: (reference to question J1) Our methods: Other suppliers</p>	<p>Further information</p> <p>Japan crisis question 2</p>
---	--

Time span of variable

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

No.	Name	Label	Survey period	Survey frequency
3.51)	vg_j3	Japan crisis q3	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 3
currently: If yes: (reference to question J1) Our methods: reduction of production	
<input type="text"/> yes [1]	
<input type="text"/> no [2]	

Time span of variable

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

No.	Name	Label	Survey period	Survey frequency
3.52)	vg_j4	Japan crisis q4	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 4
During the next 3 months:	
<input type="text"/> yes [1]	
<input type="text"/> no [2]	

Time span of variable

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

No.	Name	Label	Survey period	Survey frequency
3.53)	vg_j5	Japan crisis q5	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 5

During the next 3 months: If yes: (reference to question J1)
Our methods: other suppliers

yes [1]
 no [2]

Time span of variable

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

No.	Name	Label	Survey period	Survey frequency
3.54)	vg_j6	Japan crisis q6	East and West 05/2011	once

Wording of question

05/2011

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

During the next 3 months: If yes: (reference to question J1)
Our methods: reduction of production

yes [1]
 no [2]

Further information

Japan crisis question 6

Time span of variable

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

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

Wording of question

06/2012

Is your company represented as an exhibitor at an international specialized fair?

yes [1] no [2]

Further information

Exhibitor at an international specialized fair

In June 2014 the question was posed online only and therefor does not appear in the print based questionnaires

Time span of variable

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

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

Wording of question

<p>06/2012</p> <p>Is your company represented as an exhibitor at an international specialized fair?</p> <p>[...]</p> <p>If yes, international specialized fairs</p> <p style="text-align: center;">- in Germany [1] <input type="text"/></p>	<p>Further information</p> <p>Exhibitor at an international specialized fair in Germany</p> <p>In June 2014 the question was posed online only and therefore does not appear in the print based questionnaires</p>																																								
<p>Time span of variable</p>																																									
<table border="1" style="width: 100%; text-align: center;"> <tr><td>1980</td><td>1981</td><td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td></tr> <tr><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td><td>1998</td><td>1999</td></tr> <tr><td>2000</td><td>2001</td><td>2002</td><td>2003</td><td>2004</td><td>2005</td><td>2006</td><td>2007</td><td>2008</td><td>2009</td></tr> <tr><td>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	1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989																																
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999																																
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009																																
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019																																

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

Wording of question

<p>06/2012</p> <p>Is your company represented as an exhibitor at an international specialized fair?</p> <p>[...]</p> <p>If yes, international specialized fairs</p> <p style="text-align: center;">- in a foreign European country [1] <input type="text"/></p>	<p>Further information</p> <p>Exhibitor at an international specialized fair in a foreign European country</p> <p>In June 2014 the question was posed online only and therefore does not appear in the print based questionnaires</p>																																								
<p>Time span of variable</p>																																									
<table border="1" style="width: 100%; text-align: center;"> <tr><td>1980</td><td>1981</td><td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td></tr> <tr><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td><td>1998</td><td>1999</td></tr> <tr><td>2000</td><td>2001</td><td>2002</td><td>2003</td><td>2004</td><td>2005</td><td>2006</td><td>2007</td><td>2008</td><td>2009</td></tr> <tr><td>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	1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989																																
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999																																
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009																																
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019																																

No.	Name	Label	Survey period	Survey frequency
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3.58)	vg_fairxh_ne	exhibitor at an international specialized fair in a country outside Europe	East and West since 06/2012	irregularly
-------	--------------	--	-----------------------------	-------------

Wording of question

<p>06/2012</p> <p>Is your company represented as an exhibitor at an international specialized fair?</p> <p>[...]</p> <p>If yes, international specialized fairs</p> <p style="text-align: center;">- in a country outside of Europe [1] <input type="text"/></p>	<p>Further information</p> <p>Exhibitor at an international specialized fair in a country outside of Europe</p> <p>In June 2014 the question was posed online only and therefore does not appear in the print based questionnaires</p>																																								
<p>Time span of variable</p>																																									
<table border="1" style="width: 100%; text-align: center;"> <tr><td>1980</td><td>1981</td><td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td></tr> <tr><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td><td>1998</td><td>1999</td></tr> <tr><td>2000</td><td>2001</td><td>2002</td><td>2003</td><td>2004</td><td>2005</td><td>2006</td><td>2007</td><td>2008</td><td>2009</td></tr> <tr><td>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	1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989																																
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999																																
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009																																
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019																																

No.	Name	Label	Survey period	Survey frequency
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3.59) **vg_fairhexp** exhibitor at an international specialized fair during next 2-3 years **East and West 06/2012** **once**

Wording of question

06/2012	Further information
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
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3.60) **vg_fairhexp_g** exhibitor at an international specialized fair in Germany during next 2-3 years **East and West 06/2012** **once**

Wording of question

06/2012	Further information
Will your company be represented as an exhibitor at an international specialized fair during the next 2-3 years? [-] If yes, international specialized fairs - in Germany [1] <input type="text"/>	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
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3.61) **vg_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
Will your company be represented as an exhibitor at an international specialized fair during the next 2-3 years? [-] 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 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
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3.62) **vg_fairhexp_ne** exhibitor at an international specialized fair in a country outside Europe during next 2-3 years **East and West 06/2012** **once**

Wording of question

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

1980	1981	1982	1983	1984	1985	1986	1987	1988	1989
1990	1991	1992	1993	1994	1995	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
-----	------	-------	---------------	------------------

3.83) **vg_inf_heat** influence of heatwaves on value added **East and West 02/2013** **once**

Wording of question

<p>02/2013</p> <p>How did extreme weather conditions in the past influence the value added of your company?</p> <table border="1" style="margin-left: auto; margin-right: auto;"> <tr> <td style="text-align: center;">positive influence [1]</td> <td style="text-align: center;">no influence [2]</td> <td style="text-align: center;">negative influence [3]</td> <td style="text-align: center;">not specified [4]</td> </tr> </table> <p style="text-align: center;">heatwaves</p>	positive influence [1]	no influence [2]	negative influence [3]	not specified [4]	<p>Further information</p> <p>Influence of heatwaves on the value added</p>
positive influence [1]	no influence [2]	negative influence [3]	not specified [4]		

Time span of variable

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

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

3.84) **vg_inf_cold** influence of cold waves on value added **East and West 02/2013** **once**

Wording of question

<p>02/2013</p> <p>How did extreme weather conditions in the past influence the value added of your company?</p> <table border="1" style="margin-left: auto; margin-right: auto;"> <tr> <td style="text-align: center;">positive influence [1]</td> <td style="text-align: center;">no influence [2]</td> <td style="text-align: center;">negative influence [3]</td> <td style="text-align: center;">not specified [4]</td> </tr> </table> <p style="text-align: center;">cold waves (incl. ice and snow)</p>	positive influence [1]	no influence [2]	negative influence [3]	not specified [4]	<p>Further information</p> <p>Influence of cold waves (incl. ice and snow) on the value added</p>
positive influence [1]	no influence [2]	negative influence [3]	not specified [4]		

Time span of variable

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

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

No.	Name	Label	Survey period	Survey frequency
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3.85)	vg_inf_drou	influence of drought on value added	East and West 02/2013	once
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Wording of question

02/2013	Further information								
How did extreme weather conditions in the past influence the value added of your company?	Influence of drought on the value added								
drought									
<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
-----	------	-------	---------------	------------------

3.86)	vg_inf_rain	influence of heavy rainfall on value added	East and West 02/2013	once
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Wording of question

02/2013	Further information								
How did extreme weather conditions in the past influence the value added of your company?	Influence of heavy rainfall on the value added								
heavy rainfall									
<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
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3.87)	vg_inf_storm	influence of storms on value added	East and West 02/2013	once
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Wording of question

02/2013	Further information								
How did extreme weather conditions in the past influence the value added of your company?	Influence of storms on the value added								
storms									
<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
3.88)	vg_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]																																																											
<p>Time span of variable</p> <table border="1"> <tr><td>1980</td><td>1981</td><td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td></tr> <tr><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td><td>1998</td><td>1999</td></tr> <tr><td>2000</td><td>2001</td><td>2002</td><td>2003</td><td>2004</td><td>2005</td><td>2006</td><td>2007</td><td>2008</td><td>2009</td></tr> <tr><td>2010</td><td>2011</td><td>2012</td><td>2013</td><td>2014</td><td>2015</td><td>2016</td><td>2017</td><td>2018</td><td>2019</td></tr> <tr><td></td><td></td><td></td><td>WEST</td><td></td><td></td><td></td><td></td><td></td><td></td></tr> <tr><td></td><td></td><td></td><td>EAST</td><td></td><td></td><td></td><td></td><td></td><td></td></tr> </table>		1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019				WEST										EAST							
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989																																																					
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999																																																					
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2010	2011	2012	2013	2014	2015	2016	2017	2018	2019																																																					
			WEST																																																											
			EAST																																																											

No.	Name	Label	Survey period	Survey frequency
3.89)	vg_einf_prod	expected influence of climate change on production	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>production</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 production																																																				
positive influence [1]	no influence [2]	negative influence [3]	not specified [4]																																																											
<p>Time span of variable</p> <table border="1"> <tr><td>1980</td><td>1981</td><td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td></tr> <tr><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td><td>1998</td><td>1999</td></tr> <tr><td>2000</td><td>2001</td><td>2002</td><td>2003</td><td>2004</td><td>2005</td><td>2006</td><td>2007</td><td>2008</td><td>2009</td></tr> <tr><td>2010</td><td>2011</td><td>2012</td><td>2013</td><td>2014</td><td>2015</td><td>2016</td><td>2017</td><td>2018</td><td>2019</td></tr> <tr><td></td><td></td><td></td><td>WEST</td><td></td><td></td><td></td><td></td><td></td><td></td></tr> <tr><td></td><td></td><td></td><td>EAST</td><td></td><td></td><td></td><td></td><td></td><td></td></tr> </table>		1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019				WEST										EAST							
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989																																																					
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999																																																					
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009																																																					
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019																																																					
			WEST																																																											
			EAST																																																											

No.	Name	Label	Survey period	Survey frequency
3.90)	vg_einf_sal	expected influence of climate change on sales	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>sales</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 sales
positive influence [1]	no influence [2]	negative influence [3]	not specified [4]							
<p>Time span of 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
			WEST						
			EAST						

No.	Name	Label	Survey period	Survey frequency
3.91)	vg_einf_wast	expected influence of climate change on waste management	East and West 02/2013	once

Wording of question

<p>02/2013</p> <p>How do you evaluate the influence of the forecasted climate change on following sectors of your company?</p> <p>waste management</p> <table border="1"> <tr> <td>positive influence [1]</td> <td>no influence [2]</td> <td>negative influence [3]</td> <td>not specified [4]</td> </tr> </table>	positive influence [1]	no influence [2]	negative influence [3]	not specified [4]	<p>Further information</p> <p>Expected influence of climate change on waste management</p>																																																								
positive influence [1]	no influence [2]	negative influence [3]	not specified [4]																																																										
<p>Time span of variable</p> <table border="1"> <tr><td>1980</td><td>1981</td><td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td></tr> <tr><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td><td>1998</td><td>1999</td></tr> <tr><td>2000</td><td>2001</td><td>2002</td><td>2003</td><td>2004</td><td>2005</td><td>2006</td><td>2007</td><td>2008</td><td>2009</td></tr> <tr><td>2010</td><td>2011</td><td>2012</td><td>2013</td><td>2014</td><td>2015</td><td>2016</td><td>2017</td><td>2018</td><td>2019</td></tr> <tr><td></td><td></td><td></td><td>WEST</td><td></td><td></td><td></td><td></td><td></td><td></td></tr> <tr><td></td><td></td><td></td><td>EAST</td><td></td><td></td><td></td><td></td><td></td><td></td></tr> </table>		1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019				WEST										EAST						
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989																																																				
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999																																																				
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009																																																				
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019																																																				
			WEST																																																										
			EAST																																																										

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

Wording of question

<p>02/2013</p> <p>How do you evaluate the influence of the forecasted climate change on following sectors of your company?</p> <p>logistics</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> </table>	positive influence [1]	no influence [2]	negative influence [3]	not specified [4]	<p>Further information</p> <p>Expected influence of climate change on logistics</p>																																																								
positive influence [1]	no influence [2]	negative influence [3]	not specified [4]																																																										
<p>Time span of variable</p> <table border="1"> <tr><td>1980</td><td>1981</td><td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td></tr> <tr><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td><td>1998</td><td>1999</td></tr> <tr><td>2000</td><td>2001</td><td>2002</td><td>2003</td><td>2004</td><td>2005</td><td>2006</td><td>2007</td><td>2008</td><td>2009</td></tr> <tr><td>2010</td><td>2011</td><td>2012</td><td>2013</td><td>2014</td><td>2015</td><td>2016</td><td>2017</td><td>2018</td><td>2019</td></tr> <tr><td></td><td></td><td></td><td>WEST</td><td></td><td></td><td></td><td></td><td></td><td></td></tr> <tr><td></td><td></td><td></td><td>EAST</td><td></td><td></td><td></td><td></td><td></td><td></td></tr> </table>		1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019				WEST										EAST						
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989																																																				
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999																																																				
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009																																																				
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019																																																				
			WEST																																																										
			EAST																																																										

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

Wording of question

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

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

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

Wording of question		Further information								
02/2013	<p>How do you evaluate the influence of the forecasted climate change on following sectors of your company?</p> <p>personnel</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></td> <td></td> <td></td> <td></td> </tr> </tbody> </table>	positive influence [1]	no influence [2]	negative influence [3]	not specified [4]					Expected influence of climate change on personnel
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)	vg_flight_ger	importance of flight connections in Germany	East and West 03/2013	once

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

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

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

Wording of question

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

Time span of variable

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

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

Wording of question

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

Time span of variable

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






No.	Name	Label	Survey period	Survey frequency
3.99)	vg_ros_surp	return on sales: surplus	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*

if surplus:

- up to 1% 
- > 1 to 2% 
- > 2 to 3% 
- > 3 to 4% 
- > 4% 

if loss:

- 0 to -1% 
- < -1 to -2% 
- < -2 to -3% 
- < -3 to -4% 
- < -4% 

in fact about %

Further information

*20XX denotes the year under report

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
3.100	vg_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*

if surplus:

- up to 1% 
- > 1 to 2% 
- > 2 to 3% 
- > 3 to 4% 
- > 4% 

if loss:

- 0 to -1%
- < -1 to -2%
- < -2 to -3%
- < -3 to -4%
- < -4%

in fact about %

Further information

*20XX denotes the year under report

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
3.101	vg_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*

if surplus:

- up to 1% 
- > 1 to 2% 
- > 2 to 3% 
- > 3 to 4% 
- > 4% 

if loss:

- 0 to -1% 
- < -1 to -2% 
- < -2 to -3% 
- < -3 to -4% 
- < -4% 

in fact about %

Further information

*20XX denotes the year under report

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

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

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

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
3.103)	vg_russia2	Russia/Ukraine conflict q2	East and West 05/2014 and 06 2014	once

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

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
3.104)	vg_russia3	Russia/Ukraine conflict q3	East and West 05/2014 and 06 2014	once

Wording of question

06/2014	Further Information

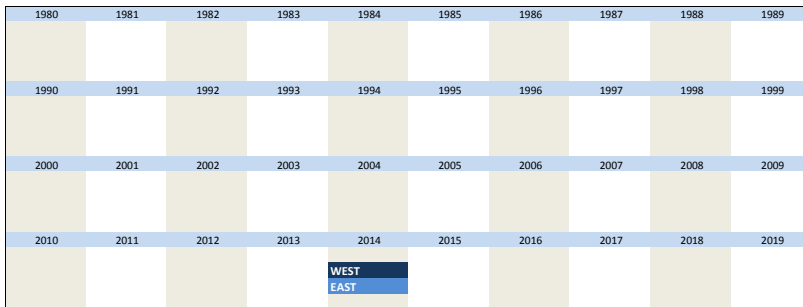
D) Does your company have business connections to Russia?

yes no

If yes:

Exports to Russia [1]

Time span of variable



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

Wording of question

06/2014

D) Does your company have business connections to Russia?

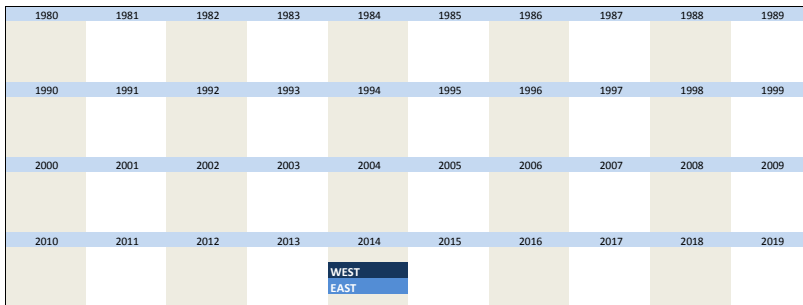
yes no

If yes:

Joint ventures with russian companies [1]

Further Information

Time span of variable



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

Wording of question

06/2014

D) Does your company have business connections to Russia?

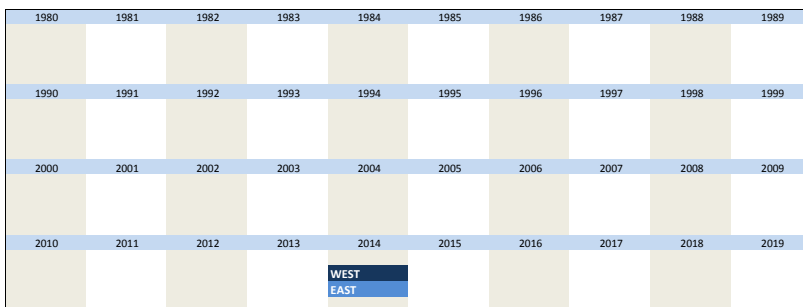
yes no

If yes:

own branches in Russia [1]

Further Information

Time span of variable



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

Wording of question

<p>06/2014</p> <p>D) Does your company have business connections to Russia?</p> <p><input type="checkbox"/> yes <input type="checkbox"/> no</p> <p>If yes:</p> <p><input type="text"/> via other companies [1]</p>	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)	vg_russia7	Russia/Ukraine conflict q7	East and West 05/2014 and 06 2014	once

Wording of question

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

Time span of variable

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

WEST
EAST

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

Wording of question

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

Time span of variable

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

WEST
EAST

No.	Name	Label	Survey period	Survey frequency					
3.110)	vg_fambus	family business	East and West 02/2014	once					
Wording of question									
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						
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					
3.111)	vg_minim1	minimum wage q1	East and West 11/2014	once					
Wording of question									
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						
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					
3.112)	vg_minim2	minimum wage q2	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? <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						
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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3.113)	vg_minim3	minimum wage q3	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] 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
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3.114)	vg_minim4	minimum wage q4	East and West 11/2014	once
--------	-----------	-----------------	-----------------------	------

Wording of question

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

Time span of variable

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

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

3.115)	vg_minim5	minimum wage q5	East and West 11/2014	once
--------	-----------	-----------------	-----------------------	------

Wording of question

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

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

No.	Name	Label	Survey period	Survey frequency
3.116)	vg_minim6	minimum wage q6	East and West 11/2014	once

Wording of question

<p>11/2014</p> <p>01/01/2015 the general minimum wage policy will be implemented. 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 investment</p>	Further information
---	---------------------

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

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

Wording of question

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

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

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

Wording of question

	Further information
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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] other

Time span of variable

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

WEST
EAST

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

Wording of question

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

No.	Name	Label	Survey period	Survey frequency
3.120)	vg_invcon_lj	investment in construction last year	East and West since 05/2015	annual survey

Wording of question

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

Wording of question

05/2015	Further information						
Investments 1) Last year (20YY* compared to 20WW**) our investments were <div style="text-align: center;"> Total investments, thereof in: equipment </div> <table style="width: 100%; border: none;"> <tr> <td style="width: 60%;">increased [1]</td> <td style="width: 40%;"><input type="text"/></td> </tr> <tr> <td>not changed [2]</td> <td><input type="text"/></td> </tr> <tr> <td>decreased [3]</td> <td><input type="text"/></td> </tr> </table>	increased [1]	<input type="text"/>	not changed [2]	<input type="text"/>	decreased [3]	<input type="text"/>	*20YY means last year e.g.: If the question was posed in 2015: 20YY=2014 *20WW means two years ago e.g.: If the question was posed in 2015: 20WW=2013
increased [1]	<input type="text"/>						
not changed [2]	<input type="text"/>						
decreased [3]	<input type="text"/>						

Time span of variable

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

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

Wording of question

05/2015	Further information						
Investments 1) In the current year (20XX* compared to 20YY**) our investments will likely <div style="text-align: center;"> Total investments </div> <table style="width: 100%; border: none;"> <tr> <td style="width: 60%;">increase [1]</td> <td style="width: 40%;"><input type="text"/></td> </tr> <tr> <td>not change [2]</td> <td><input type="text"/></td> </tr> <tr> <td>decrease [3]</td> <td><input type="text"/></td> </tr> </table>	increase [1]	<input type="text"/>	not change [2]	<input type="text"/>	decrease [3]	<input type="text"/>	*20XX means current year e.g.: If the question was posed in 2015: 20XX=2015 **20YY means last year e.g.: If the question was posed in 2015: 20YY=2014
increase [1]	<input type="text"/>						
not change [2]	<input type="text"/>						
decrease [3]	<input type="text"/>						

Time span of variable

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

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

Wording of question

05/2015	Further information						
Investments 1) In the current year (20XX* compared to 20YY**) our investments will likely <div style="text-align: center;"> Total investments, thereof in: construction </div> <table style="width: 100%; border: none;"> <tr> <td style="width: 60%;">increase [1]</td> <td style="width: 40%;"><input type="text"/></td> </tr> <tr> <td>not change [2]</td> <td><input type="text"/></td> </tr> <tr> <td>decrease [3]</td> <td><input type="text"/></td> </tr> </table>	increase [1]	<input type="text"/>	not change [2]	<input type="text"/>	decrease [3]	<input type="text"/>	*20XX means current year e.g.: If the question was posed in 2015: 20XX=2015 **20YY means last year e.g.: If the question was posed in 2015: 20YY=2014
increase [1]	<input type="text"/>						
not change [2]	<input type="text"/>						
decrease [3]	<input type="text"/>						

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

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

Wording of question

<p>05/2015</p> <p>Investments</p> <p>1) In the current year (20XX* compared to 20YY**) our investments will likely</p> <p style="text-align: center;">Total investments, thereof in: equipment</p> <p>increase [1] <input type="text"/></p> <p>not change [2] <input type="text"/></p> <p>decrease [3] <input type="text"/></p>	<p>Further information</p> <p>*20XX means current year e.g.: If the question was posed in 2015: 20XX=2015</p> <p>**20YY means last year e.g.: If the question was posed in 2015: 20YY=2014</p>
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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
3.125)	vg_invest_nj	total investment next year	East and West since 11/2015	annual survey

Wording of question

<p>11/2015</p> <p>Investments</p> <p>1) In the next year (20ZZ* compared to 20XX**) our investments will likely</p> <p style="text-align: center;">Total investments</p> <p>increase [1] <input type="text"/></p> <p>not change [2] <input type="text"/></p> <p>decrease [3] <input type="text"/></p>	<p>Further information</p> <p>*20ZZ means next year e.g.: If the question was posed in 2015: 20ZZ=2016</p> <p>**20XX means current year e.g.: If the question was posed in 2015: 20XX=2015</p>
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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
3.126)	vg_invcn_nj	investment in construction next year	East and West since 11/2015	annual survey

Wording of question

<p>11/2015</p> <p>Investments</p> <p>1) In the next year (20ZZ* compared to 20XX**) our investments will likely</p> <p style="text-align: center;">Total investments, thereof in: construction</p> <p>increase [1] <input type="text"/></p> <p>not change [2] <input type="text"/></p> <p>decrease [3] <input type="text"/></p>	<p>Further information</p> <p>*20ZZ means next year e.g.: If the question was posed in 2015: 20ZZ=2016</p> <p>**20XX means current year e.g.: If the question was posed in 2015: 20XX=2015</p>																																																												
<p>Time span of variable</p> <table border="1"> <tr><td>1980</td><td>1981</td><td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td></tr> <tr><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td><td>1998</td><td>1999</td></tr> <tr><td>2000</td><td>2001</td><td>2002</td><td>2003</td><td>2004</td><td>2005</td><td>2006</td><td>2007</td><td>2008</td><td>2009</td></tr> <tr><td>2010</td><td>2011</td><td>2012</td><td>2013</td><td>2014</td><td>2015</td><td>2016</td><td>2017</td><td>2018</td><td>2019</td></tr> <tr><td></td><td></td><td></td><td></td><td></td><td style="background-color: #004a87; color: white;">WEST</td><td></td><td></td><td></td><td></td></tr> <tr><td></td><td></td><td></td><td></td><td></td><td style="background-color: #0070c0; color: white;">EAST</td><td></td><td></td><td></td><td></td></tr> </table>		1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019						WEST										EAST				
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989																																																				
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999																																																				
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009																																																				
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019																																																				
					WEST																																																								
					EAST																																																								

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

Wording of question

<p>11/2015</p> <p>Investments</p> <p>1) In the next year (20ZZ* compared to 20XX**) our investments will likely</p> <p style="text-align: center;">Total investments, thereof in: equipment</p> <p>increase [1] <input type="text"/></p> <p>not change [2] <input type="text"/></p> <p>decrease [3] <input type="text"/></p>	<p>Further information</p> <p>*20ZZ means next year e.g.: If the question was posed in 2015: 20ZZ=2016</p> <p>**20XX means current year e.g.: If the question was posed in 2015: 20XX=2015</p>																																																												
<p>Time span of variable</p> <table border="1"> <tr><td>1980</td><td>1981</td><td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td></tr> <tr><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td><td>1998</td><td>1999</td></tr> <tr><td>2000</td><td>2001</td><td>2002</td><td>2003</td><td>2004</td><td>2005</td><td>2006</td><td>2007</td><td>2008</td><td>2009</td></tr> <tr><td>2010</td><td>2011</td><td>2012</td><td>2013</td><td>2014</td><td>2015</td><td>2016</td><td>2017</td><td>2018</td><td>2019</td></tr> <tr><td></td><td></td><td></td><td></td><td></td><td style="background-color: #004a87; color: white;">WEST</td><td></td><td></td><td></td><td></td></tr> <tr><td></td><td></td><td></td><td></td><td></td><td style="background-color: #0070c0; color: white;">EAST</td><td></td><td></td><td></td><td></td></tr> </table>		1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019						WEST										EAST				
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989																																																				
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999																																																				
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009																																																				
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019																																																				
					WEST																																																								
					EAST																																																								

No.	Name	Label	Survey period	Survey frequency
3.128)	vg_ref1	refugees question 1	East and West 10/2015	once

Wording of question

<p>10/2015</p> <p>1. How large do you assess the potential of asylum seekers to be employed in the following positions?</p> <p style="text-align: center;">[1] small [2] large</p> <p>trainees <input type="text"/> <input type="text"/></p>	<p>Further Information</p>																																																		
<p>Time span of variable</p> <table border="1"> <tr><td>1980</td><td>1981</td><td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td></tr> <tr><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td><td>1998</td><td>1999</td></tr> <tr><td>2000</td><td>2001</td><td>2002</td><td>2003</td><td>2004</td><td>2005</td><td>2006</td><td>2007</td><td>2008</td><td>2009</td></tr> <tr><td>2010</td><td>2011</td><td>2012</td><td>2013</td><td>2014</td><td>2015</td><td>2016</td><td>2017</td><td>2018</td><td>2019</td></tr> <tr><td></td><td></td><td></td><td></td><td></td><td style="background-color: #004a87; color: white;">WEST</td><td></td><td></td><td></td><td></td></tr> </table>		1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019						WEST				
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989																																										
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999																																										
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009																																										
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019																																										
					WEST																																														

			EAST		
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No.	Name	Label	Survey period	Survey frequency
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3.129)	vg_ref2	refugees question 2	East and West 10/2015	once
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Wording of question

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

Time span of variable

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

No.	Name	Label	Survey period	Survey frequency
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3.130)	vg_ref3	refugees question 3	East and West 10/2015	once
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Wording of question

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

Time span of variable

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

No.	Name	Label	Survey period	Survey frequency
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3.131)	vg_ref4	refugees question 4	East and West 10/2015	once
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Wording of question

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

Time span of variable

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

			EAST		
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No.	Name	Label	Survey period	Survey frequency
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3.132)	vg_ref5	refugees question 5	East and West 10/2015	once
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Wording of question

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

Time span of variable

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

No.	Name	Label	Survey period	Survey frequency
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3.133)	vg_ref6	refugees question 6	East and West 10/2015	once
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Wording of question

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

Time span of variable

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

No.	Name	Label	Survey period	Survey frequency
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3.134)	vg_ref7	refugees question 7	East and West 10/2015	once
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Wording of question

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

Time span of variable

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

			EAST		
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No.	Name	Label	Survey period	Survey frequency
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3.135)	vg_ref8	refugees question 8	East and West 10/2015	once
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Wording of question

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

Time span of variable

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

No.	Name	Label	Survey period	Survey frequency
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3.136)	vg_ref9	refugees question 9	East and West 10/2015	once
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Wording of question

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

Time span of variable

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

No.	Name	Label	Survey period	Survey frequency
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3.137)	vg_minim_post1	affected by minimum wage	East and West 03/2016	once
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Wording of question

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

Time span of variable

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

			EAST	
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No.	Name	Label	Survey period	Survey frequency
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3.138)	vg_minim_post2	no minimum wage measures	East and West 03/2016	once
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Wording of question

03/2016 01.01.2015 the universal minimum wage was implemented. Is your company affected by this regulation? If yes, What measures did you utilize? none <input type="text"/> [1]	Further information
--	---------------------

Time span of variable

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

WEST
EAST

No.	Name	Label	Survey period	Survey frequency
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3.139)	vg_minim_post3	measures: employee reduction	East and West 03/2016	once
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Wording of question

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

Time span of variable

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

WEST
EAST

No.	Name	Label	Survey period	Survey frequency
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3.140)	vg_minim_post4	measures: working hour reduction	East and West 03/2016	once
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Wording of question

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

Time span of variable

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

WEST

			EAST	
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No.	Name	Label	Survey period	Survey frequency
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3.141)	vg_minim_post5	measures: increased prices	East and West 03/2016	once
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Wording of question

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

Time span of variable

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

WEST
EAST

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

3.142)	vg_minim_post6	measures: decreased investment	East and West 03/2016	once
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Wording of question

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

Time span of variable

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

WEST
EAST

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

3.143)	vg_minim_post7	measures: decreased special payments	East and West 03/2016	once
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Wording of question

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

Time span of variable

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

WEST

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

3.144)	vg_minim_post8	less minijobs	East and West 03/2016	once
--------	----------------	---------------	-----------------------	------

Wording of question

03/2016 01.01.2015 the universal minimum wage was implemented. Is your company affected by this regulation? Has there been a change in employment in your company? less minijobs <input type="text"/> [1]	Further information
--	---------------------

Time span of variable

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

WEST
EAST

No.	Name	Label	Survey period	Survey frequency
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3.145)	vg_minim_post9	minijobs transformed into insurable employment	East and West 03/2016	once
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Wording of question

03/2016 01.01.2015 the universal minimum wage was implemented. Is your company affected by this regulation? Has there been a change in employment in your company? <input type="text"/> minijobs were transformed into insurable employment <input type="text"/> [1]	Further information
---	---------------------

Time span of variable

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

WEST
EAST

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

3.146)	vg_minim_post10	new insurable employment	East and West 03/2016	once
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Wording of question

03/2016 01.01.2015 the universal minimum wage was implemented. Is your company affected by this regulation? Has there been a change in employment in your company? <input type="text"/> new insurable employment was generated <input type="text"/> [1]	Further information
--	---------------------

Time span of variable

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

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

No.	Name	Label	Survey period	Survey frequency
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3.147) **vg_minim_post11** employment relationships did not change East and West 03/2016 once

Wording of question

03/2016 01.01.2015 the universal minimum wage was implemented. Is your company affected by this regulation? Has there been a change in employment in your company? <table border="1"> <tr> <td>employment relationships did not change</td> <td>[1]</td> </tr> </table>	employment relationships did not change	[1]	Further information
employment relationships did not change	[1]		

Time span of variable

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

No.	Name	Label	Survey period	Survey frequency
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3.148) **vg_credityes** credit agreement signed East and West 06/2016 once

Wording of question

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

Time span of variable

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

No.	Name	Label	Survey period	Survey frequency
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3.149) **vg_creditno** credit agreement not signed East and West 06/2016 once

Wording of question

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

Time span of variable

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

WEST
EAST

No.	Name	Label	Survey period	Survey frequency
3.150)	vg_credtuse1	financing of ongoing operating resources	East and West 06/2016	once

Wording of question

06/2016	Further information
What was the usage of your last negotiated credit? <div style="border: 1px solid black; padding: 5px; width: fit-content; margin: 10px auto;"> financing of ongoing operating resources [1] </div>	

Time span of variable

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

WEST
EAST

No.	Name	Label	Survey period	Survey frequency
3.151)	vg_credtuse2	financing of an investment	East and West 06/2016	once

Wording of question

06/2016	Further information
What was the usage of your last negotiated credit? <div style="border: 1px solid black; padding: 5px; width: fit-content; margin: 10px auto;"> financing of an investment [1] </div>	

Time span of variable

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

WEST
EAST

No.	Name	Label	Survey period	Survey frequency
3.152)	vg_credtuse3	other financing	East and West 06/2016	once

Wording of question

06/2016	Further information
What was the usage of your last negotiated credit? <div style="border: 1px solid black; padding: 5px; width: fit-content; margin: 10px auto;"> others [1] </div>	

Time span of variable

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

WEST
EAST

No.	Name	Label	Survey period	Survey frequency
3.153)	vg_brexit	expected impact from brexit	East and West 06/2016	once

Wording of question

<p>06/2016</p> <p>What impact for your company do you expect from a possible Brexit?</p> <p style="text-align: right;">positive [1] <input type="text"/></p> <p style="text-align: right;">negative [2] <input type="text"/></p> <p style="text-align: right;">none [3] <input type="text"/></p>	<p>Further information</p> <p>online only</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
3.154)	vg_midmanager	mid tier: more than 4 managers	East and West 08/2016	once

Wording of question

<p>08/2016</p> <p>mid tier</p> <p>Does your company have more than 4 managers?</p> <p style="text-align: center;">yes [1] <input type="text"/> no [2] <input type="text"/></p>	<p>Further information</p>
---	----------------------------

Time span of variable

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

WEST
EAST

No.	Name	Label	Survey period	Survey frequency
3.155)	vg_midmanshare	mid tier: at least one manager has shares	East and West 08/2016	once

Wording of question

<p>08/2016</p> <p>mid tier</p> <p>Does at least one of your managers hold shares of your company?</p> <p style="text-align: center;">yes [1] <input type="text"/> no [2] <input type="text"/></p>	<p>Further information</p>
--	----------------------------

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

No.	Name	Label	Survey period	Survey frequency
3.156)	vg_midyes	mid tier: company rated as mid tier	East and West 08/2016	once

Wording of question									
08/2016								Further information	
mid tier Would you rate your company as a "mid tier" company? yes [1] <input type="text"/> no [2] <input type="text"/>									
Time span of variable									
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
						WEST EAST			

No.	Name	Label	Survey period	Survey frequency
3.157)	vg_usgov_exp_1	new US government: expect new customs	East and West 02/2017	once

Wording of question									
02/2017								Further information	
Special question regarding US trade policy The new US government announced a more protective trade policy. 1. We expect that... (multiple answers possible) new customs will be levied <input type="text"/> [1]									
Time span of variable									
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
						WEST EAST			

No.	Name	Label	Survey period	Survey frequency
3.158)	vg_usgov_exp_2	new US government: expect increased customs	East and West 02/2017	once

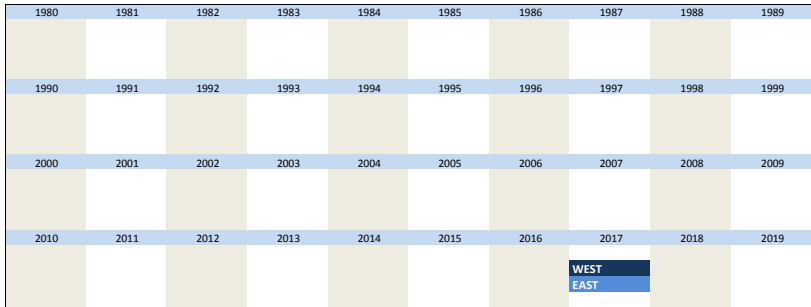
Wording of question									
02/2017								Further information	
Special question regarding US trade policy									

The new US government announced a more protective trade policy.

1. We expect that...
(multiple answers possible)

existing customs charges will be increased	[1]
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Time span of variable



No.	Name	Label	Survey period	Survey frequency
3.159)	vg_usgov_exp_3	new US government: expect other barriers	East and West 02/2017	once

Wording of question

<p>02/2017</p> <p>Special question regarding US trade policy</p> <p>The new US government announced a more protective trade policy.</p> <p>1. We expect that... (multiple answers possible)</p> <table border="1"> <tr> <td>other trade barriers will be levied</td> <td>[1]</td> </tr> </table>	other trade barriers will be levied	[1]	<p>Further information</p>
other trade barriers will be levied	[1]		
<p>Time span of variable</p>			

No.	Name	Label	Survey period	Survey frequency
3.160)	vg_usgov_exp_4	new US government: expect no change	East and West 02/2017	once

Wording of question

<p>02/2017</p> <p>Special question regarding US trade policy</p> <p>The new US government announced a more protective trade policy.</p> <p>1. We expect that... (multiple answers possible)</p> <table border="1"> <tr> <td>there will be no changes</td> <td>[1]</td> </tr> </table>	there will be no changes	[1]	<p>Further information</p>
there will be no changes	[1]		
<p>Time span of variable</p>			

No.	Name	Label	Survey period	Survey frequency					
3.161)	vg_usgov_inf_1	new US government influence: more production	East and West 02/2017	once					
Wording of question									
<p>02/2017</p> <p>Special question regarding US trade policy</p> <p>The new US government announced a more protective trade policy.</p> <p>2. What will be the influence of this on your business in the USA? (multiple answers possible)</p> <p>Our company will produce (more) in the USA [1]</p>				Further information					
Time span of variable									
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
							WEST		
							EAST		

No.	Name	Label	Survey period	Survey frequency					
3.162)	vg_usgov_inf_2	new US government influence: opening of new branches	East and West 02/2017	once					
Wording of question									
<p>02/2017</p> <p>Special question regarding US trade policy</p> <p>The new US government announced a more protective trade policy.</p> <p>2. What will be the influence of this on your business in the USA? (multiple answers possible)</p> <p>A new branch will be opened in the USA [1]</p>				Further information					
Time span of variable									
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
							WEST		
							EAST		

No.	Name	Label	Survey period	Survey frequency					
3.163)	vg_usgov_inf_3	new US government influence: no US exports	East and West 02/2017	once					
Wording of question									
<p>02/2017</p> <p>Special question regarding US trade policy</p> <p>The new US government announced a more protective trade policy.</p> <p>2. What will be the influence of this on your business in the USA? (multiple answers possible)</p> <p>We do not export to the USA [1]</p>				Further information					
Time span of variable									
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989

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

No.	Name	Label	Survey period	Survey frequency
3.164)	vg_usgov_rev	new US government: revenue expectations	East and West 02/2017	once

Wording of question

<p>02/2017</p> <p>Special question regarding US trade policy</p> <p>The new US government announced a more protective trade policy.</p> <p>3. The revenues from the US-business of our company will therefore presumably</p> <p><input type="text"/> [1] increase</p> <p><input type="text"/> [2] stay the same</p> <p><input type="text"/> [3] decrease</p>	Further information																																																												
<p>Time span of variable</p> <table border="1"> <tr><td>1980</td><td>1981</td><td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td></tr> <tr><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td><td>1998</td><td>1999</td></tr> <tr><td>2000</td><td>2001</td><td>2002</td><td>2003</td><td>2004</td><td>2005</td><td>2006</td><td>2007</td><td>2008</td><td>2009</td></tr> <tr><td>2010</td><td>2011</td><td>2012</td><td>2013</td><td>2014</td><td>2015</td><td>2016</td><td>2017</td><td>2018</td><td>2019</td></tr> <tr><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td>WEST</td><td></td><td></td></tr> <tr><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td>EAST</td><td></td><td></td></tr> </table>		1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019								WEST										EAST		
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989																																																				
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999																																																				
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009																																																				
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019																																																				
							WEST																																																						
							EAST																																																						

No.	Name	Label	Survey period	Survey frequency
3.165)	vg_usgov_dest	new US government: importance as destination	East and West 02/2017	once

Wording of question

<p>02/2017</p> <p>Importance of the USA as trading partner</p> <p>Currently, as ... the USA are [...] to us</p> <p>destination of our exports</p> <p><input type="text"/> [1] very important</p> <p><input type="text"/> [2] important</p> <p><input type="text"/> [3] unimportant</p>	Further information																																																												
<p>Time span of variable</p> <table border="1"> <tr><td>1980</td><td>1981</td><td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td></tr> <tr><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td><td>1998</td><td>1999</td></tr> <tr><td>2000</td><td>2001</td><td>2002</td><td>2003</td><td>2004</td><td>2005</td><td>2006</td><td>2007</td><td>2008</td><td>2009</td></tr> <tr><td>2010</td><td>2011</td><td>2012</td><td>2013</td><td>2014</td><td>2015</td><td>2016</td><td>2017</td><td>2018</td><td>2019</td></tr> <tr><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td>WEST</td><td></td><td></td></tr> <tr><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td>EAST</td><td></td><td></td></tr> </table>		1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019								WEST										EAST		
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989																																																				
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999																																																				
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009																																																				
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019																																																				
							WEST																																																						
							EAST																																																						

No.	Name	Label	Survey period	Survey frequency
3.166)	vg_usgov_orig	new US government: importance as origin	East and West 02/2017	once

Wording of question

02/2017	Further information
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Importance of the USA as trading partner

Currently, as ... the USA are [...] to us

origin of our imports

[1] very important

[2] important

[3] unimportant

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
3.167)	vg_usgov_prod	new US government: importance as production location	East and West 02/2017	once

Wording of question

02/2017

Importance of the USA as trading partner

Currently, as ... the USA are [...] to us

production location

[1] very important

[2] important

[3] unimportant

Further information

Time span of variable

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

WEST
EAST

No.	Name	Label	Survey period	Survey frequency
3.168)	vg_credit2_1	credit seeking	East and West since 03/2017	March, June, September, December

Wording of question

03/2017

credit allocation

We had credit talks with banks during the last 3 months

[1] yes [2] no

Further information

Time span of variable

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

				WEST EAST
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No.	Name	Label	Survey period	Survey frequency
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3.169)	vg_credit2_2	credit allocation	East and West since 03/2017	March, June, September, December
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Wording of question

<p>03/2017 - 06/2018</p> <p>credit allocation We had credit talks with banks during the last 3 months</p> <p><input checked="" type="checkbox"/> yes</p> <p>Banks behaved ... in these</p> <p><input type="checkbox"/> [1] accomodating</p> <p><input type="checkbox"/> [2] normal</p> <p><input type="checkbox"/> [3] reserved</p>	<p>Further information</p>																																								
<p>Time span of variable</p> <table border="1"> <tr><td>1980</td><td>1981</td><td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td></tr> <tr><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td><td>1998</td><td>1999</td></tr> <tr><td>2000</td><td>2001</td><td>2002</td><td>2003</td><td>2004</td><td>2005</td><td>2006</td><td>2007</td><td>2008</td><td>2009</td></tr> <tr><td>2010</td><td>2011</td><td>2012</td><td>2013</td><td>2014</td><td>2015</td><td>2016</td><td>2017</td><td>2018</td><td>2019</td></tr> </table> <p style="text-align: right;">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
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2010	2011	2012	2013	2014	2015	2016	2017	2018	2019																																

No.	Name	Label	Survey period	Survey frequency
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3.170)	vg_credit2_3	reasons for not credit seeking	East and West since 03/2017	March, June, September, December
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Wording of question

<p>03/2017 - 06/2018</p> <p>credit allocation We had credit talks with banks during the last 3 months</p> <p><input checked="" type="checkbox"/> no</p> <p><input type="checkbox"/> [1] no need</p> <p><input type="checkbox"/> [2] other reasons</p>	<p>Further information</p>																																								
<p>Time span of variable</p> <table border="1"> <tr><td>1980</td><td>1981</td><td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td></tr> <tr><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td><td>1998</td><td>1999</td></tr> <tr><td>2000</td><td>2001</td><td>2002</td><td>2003</td><td>2004</td><td>2005</td><td>2006</td><td>2007</td><td>2008</td><td>2009</td></tr> <tr><td>2010</td><td>2011</td><td>2012</td><td>2013</td><td>2014</td><td>2015</td><td>2016</td><td>2017</td><td>2018</td><td>2019</td></tr> </table> <p style="text-align: right;">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
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1990	1991	1992	1993	1994	1995	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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3.171)	vg_negint	confronted with negative interest rates	East and West since 06/2017	once
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Wording of question

<p>Jun 17</p> <p>Have you faced negative interest rates on capital contribution by at least one of your banks?</p> <p><input type="checkbox"/> Yes [1] <input type="checkbox"/> No [2]</p>	<p>Further information</p> <p>online only</p>										
<p>Time span of variable</p> <table border="1"> <tr><td>2010</td><td>2011</td><td>2012</td><td>2013</td><td>2014</td><td>2015</td><td>2016</td><td>2017</td><td>2018</td><td>2019</td></tr> </table>		2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019		

				WEST EAST	
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No.	Name	Label	Survey period	Survey frequency
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3.172)	vg_negint_noact	negative interest actions: none	East and West since 06/2017	once
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Wording of question

<p>Jun 17</p> <p>Have you faced negative interest rates on capital contribution by at least one of your banks?</p> <p>If Yes</p> <p>Which arrangements did you choose, to avoid payments of negative interest rates?</p> <table border="1"> <tr> <td>na arrangements - negative interest rate accepted</td> <td>Yes [1]</td> </tr> </table>	na arrangements - negative interest rate accepted	Yes [1]	<p>Further information</p> <p>multiple nominations are possible</p> <p>online only</p>
na arrangements - negative interest rate accepted	Yes [1]		

Time span of variable

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

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

<p>Jun 17</p> <p>Have you faced negative interest rates on capital contribution by at least one of your banks?</p> <p>If Yes</p> <p>Which arrangements did you choose, to avoid payments of negative interest rates?</p> <table border="1"> <tr> <td>Negoation with bank</td> <td>Yes [1]</td> </tr> </table>	Negoation with bank	Yes [1]	<p>Further information</p> <p>multiple nominations are possible</p> <p>online only</p>
Negoation with bank	Yes [1]		

Time span of variable

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

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

<p>Jun 17</p> <p>Have you faced negative interest rates on capital contribution by at least one of your banks?</p> <p>If Yes</p> <p>Which arrangements did you choose, to avoid payments of negative interest rates?</p> <table border="1"> <tr> <td>Change to another bank, which does not require negative interest rates (yet)</td> <td>Yes [1]</td> </tr> </table>	Change to another bank, which does not require negative interest rates (yet)	Yes [1]	<p>Further information</p> <p>multiple nominations are possible</p> <p>online only</p>
Change to another bank, which does not require negative interest rates (yet)	Yes [1]		

Time span of variable

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

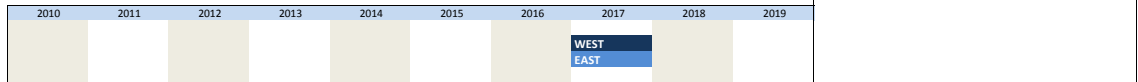
No.	Name	Label	Survey period	Survey frequency
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3.175) **vg_negint_inc** negative interest actions: increase of cash East and West since 06/2017 once

Wording of question

<p>Jun 17</p> <p>Have you faced negative interest rates on capital contribution by at least one of your banks?</p> <p>If Yes</p> <p>Which arrangements did you choose, to avoid payments of negative interest rates?</p> <table border="1" style="margin-left: 20px;"> <tr> <td style="width: 150px;">Higher cash ratio</td> <td style="text-align: center;">Yes [1]</td> </tr> </table>	Higher cash ratio	Yes [1]	<p>Further information</p> <p>multiple nominations are possible</p> <p>online only</p>
Higher cash ratio	Yes [1]		

Time span of variable



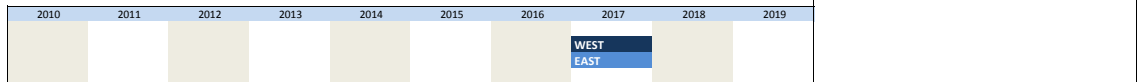
No.	Name	Label	Survey period	Survey frequency
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3.176) **vg_negint_redas** negative interest actions: redeployment in other financial assets and settlement of credits East and West since 06/2017 once

Wording of question

<p>Jun 17</p> <p>Have you faced negative interest rates on capital contribution by at least one of your banks?</p> <p>If Yes</p> <p>Which arrangements did you choose, to avoid payments of negative interest rates?</p> <table border="1" style="margin-left: 20px;"> <tr> <td style="width: 150px;">Shift to other financial assets and prepayment credit</td> <td style="text-align: center;">Yes [1]</td> </tr> </table>	Shift to other financial assets and prepayment credit	Yes [1]	<p>Further information</p> <p>multiple nominations are possible</p> <p>online only</p>
Shift to other financial assets and prepayment credit	Yes [1]		

Time span of variable



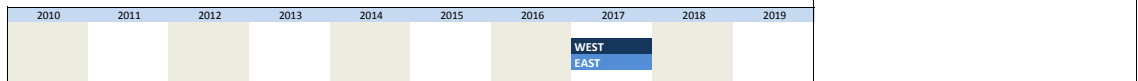
No.	Name	Label	Survey period	Survey frequency
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3.177) **vg_negint_redasint** negative interest actions: redeployment of assets within company East and West since 06/2017 once

Wording of question

<p>Jun 17</p> <p>Have you faced negative interest rates on capital contribution by at least one of your banks?</p> <p>If Yes</p> <p>Which arrangements did you choose, to avoid payments of negative interest rates?</p> <table border="1" style="margin-left: 20px;"> <tr> <td style="width: 150px;">Rearrangements of funds to other segments of the company</td> <td style="text-align: center;">Yes [1]</td> </tr> </table>	Rearrangements of funds to other segments of the company	Yes [1]	<p>Further information</p> <p>multiple nominations are possible</p> <p>online only</p>
Rearrangements of funds to other segments of the company	Yes [1]		

Time span of variable



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

Wording of question

<p>Jun 17</p> <p>Have you faced negative interest rates on capital contribution by at least one of your banks?</p>	<p>Further information</p> <p>multiple nominations are possible</p>
--	--

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

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

online only

Time span of variable

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

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

Wording of question

Jun 17

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

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

Other: please specify	Yes [1]
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Further information
multiple nominations are possible
online only

Time span of variable

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

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

Wording of question

Jun 17

Negative interest rates have a negative impact on our revenues

highly significant [1]	significantly [2]	negligible or not at all [3]
------------------------	-------------------	------------------------------

Further information
online only

Time span of variable

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

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

Wording of question

Jun 17

How many main banks do you use?

If No
How many banks do you name your main bank?

0 [0]	1 [1]	2 [2]	3 [3]	4 [4]	More than 4 [5]
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Further information
online only

Time span of variable

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

No.	Name	Label	Survey period	Survey frequency
3.182)	vg_mercoex	export to Mercosur area	West and East since 8/2017	once

Wording of question

Aug 17										Further information																				
<p>Free trade agreement with Mercosur The members of this tariff union (mercosur) are Argentina, Brazil, Paraguay and Uruguay.</p> <p>1.a) Does your company export in the mercosur area?</p> <table border="1"> <tr> <td>Yes [1]</td> <td>No [2]</td> </tr> </table>										Yes [1]	No [2]																			
Yes [1]	No [2]																													
Time span of variable																														
<table border="1"> <thead> <tr> <th>2010</th> <th>2011</th> <th>2012</th> <th>2013</th> <th>2014</th> <th>2015</th> <th>2016</th> <th>2017</th> <th>2018</th> <th>2019</th> </tr> </thead> <tbody> <tr> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td>WEST EAST</td> <td></td> <td></td> </tr> </tbody> </table>										2010	2011	2012	2013	2014	2015	2016	2017	2018	2019								WEST EAST			
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019																					
							WEST EAST																							

No.	Name	Label	Survey period	Survey frequency
3.183)	vg_mercoex_tariffs	export to Mercosur area if: trade tariffs decrease	West and East since 8/2017	once

Wording of question

Aug 17										Further information																				
<p>Free trade agreement with Mercosur The members of this tariff union (mercosur) are Argentina, Brazil, Paraguay and Uruguay.</p> <p>1.b) In the medium term our company will start to export/expand the exports into the mercosur area, if</p> <table border="1"> <tr> <td>trade tariffs decrease.</td> <td>Yes [1]</td> </tr> </table>										trade tariffs decrease.	Yes [1]																			
trade tariffs decrease.	Yes [1]																													
Time span of variable																														
<table border="1"> <thead> <tr> <th>2010</th> <th>2011</th> <th>2012</th> <th>2013</th> <th>2014</th> <th>2015</th> <th>2016</th> <th>2017</th> <th>2018</th> <th>2019</th> </tr> </thead> <tbody> <tr> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td>WEST EAST</td> <td></td> <td></td> </tr> </tbody> </table>										2010	2011	2012	2013	2014	2015	2016	2017	2018	2019								WEST EAST			
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019																					
							WEST EAST																							

No.	Name	Label	Survey period	Survey frequency
3.184)	vg_mercoex_transco	export to Mercosur area if: transport costs decrease	West and East since 8/2017	once

Wording of question

Aug 17										Further information																				
<p>Free trade agreement with Mercosur The members of this tariff union (mercosur) are Argentina, Brazil, Paraguay and Uruguay.</p> <p>1.b) In the medium term our company will start to export/expand the exports into the mercosur area, if</p> <table border="1"> <tr> <td>transport costs decrease (e.g. because of insurance).</td> <td>Yes [1]</td> </tr> </table>										transport costs decrease (e.g. because of insurance).	Yes [1]																			
transport costs decrease (e.g. because of insurance).	Yes [1]																													
Time span of variable																														
<table border="1"> <thead> <tr> <th>2010</th> <th>2011</th> <th>2012</th> <th>2013</th> <th>2014</th> <th>2015</th> <th>2016</th> <th>2017</th> <th>2018</th> <th>2019</th> </tr> </thead> <tbody> <tr> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td>WEST EAST</td> <td></td> <td></td> </tr> </tbody> </table>										2010	2011	2012	2013	2014	2015	2016	2017	2018	2019								WEST EAST			
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019																					
							WEST EAST																							

No.	Name	Label	Survey period	Survey frequency
3.185)	vg_mercoex_techsta	export to Mercosur area if: technical standards equalized	West and East since 8/2017	once

Wording of question

Aug 17										Further information		
<p>Free trade agreement with Mercosur The members of this tariff union (mercosur) are Argentina, Brazil, Paraguay and Uruguay.</p> <p>1.b) In the medium term our company will start to export/expand the exports into the mercosur area, if</p> <table border="1"> <tr> <td>technical standards get equalized.</td> <td>Yes [1]</td> </tr> </table>										technical standards get equalized.	Yes [1]	
technical standards get equalized.	Yes [1]											

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

No.	Name	Label	Survey period	Survey frequency
3.186)	vg_mercoex_admin	export to Mercosur area if: administrative obstacles disappear	West and East since 8/2017	once

Wording of question

Aug 17	Further information		
<p>Free trade agreement with Mercosur The members of this tariff union (mercosur) are Argentina, Brazil, Paraguay and Uruguay.</p> <p>1. b) In the medium term our company will start to export/expand the exports into the mercosur area, if</p> <table border="1"> <tr> <td>administrative obstacles disappear (e.g. certificate and licences).</td> <td>Yes [1]</td> </tr> </table>	administrative obstacles disappear (e.g. certificate and licences).	Yes [1]	
administrative obstacles disappear (e.g. certificate and licences).	Yes [1]		

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

No.	Name	Label	Survey period	Survey frequency
3.187)	vg_mercoex_polrisk	export to Mercosur area if: political risks decrease	West and East since 8/2017	once

Wording of question

Aug 17	Further information		
<p>Free trade agreement with Mercosur The members of this tariff union (mercosur) are Argentina, Brazil, Paraguay and Uruguay.</p> <p>1. b) In the medium term our company will start to export/expand the exports into the mercosur area, if</p> <table border="1"> <tr> <td>political risks decreases there.</td> <td>Yes [1]</td> </tr> </table>	political risks decreases there.	Yes [1]	
political risks decreases there.	Yes [1]		

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

No.	Name	Label	Survey period	Survey frequency
3.188)	vg_mercoex_serv	export to Mercosur area if: access to service markets facilitated	West and East since 8/2017	once

Wording of question

Aug 17	Further information		
<p>Free trade agreement with Mercosur The members of this tariff union (mercosur) are Argentina, Brazil, Paraguay and Uruguay.</p> <p>1. b) In the medium term our company will start to export/expand the exports into the mercosur area, if</p> <table border="1"> <tr> <td>the access to service markets gets facilitated.</td> <td>Yes [1]</td> </tr> </table>	the access to service markets gets facilitated.	Yes [1]	
the access to service markets gets facilitated.	Yes [1]		

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

No.	Name	Label	Survey period	Survey frequency
3.189)	vg_mercoex_pubten	export to Mercosur area if: access to public tenders facilitated	West and East since 8/2017	once

Wording of question

Aug 17	Further information		
<p>Free trade agreement with Mercosur The members of this tariff union (mercosur) are Argentina, Brazil, Paraguay and Uruguay.</p> <p>1. b) In the medium term our company will start to export/expand the exports into the mercosur area, if</p> <table border="1"> <tr> <td>the access to public tenders gets facilitated.</td> <td>Yes [1]</td> </tr> </table>	the access to public tenders gets facilitated.	Yes [1]	
the access to public tenders gets facilitated.	Yes [1]		

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

No.	Name	Label	Survey period	Survey frequency
3.190)	vg_mercoagree_ex	If free trade agreement EU-Mercosur: export more to M.	West and East since 8/2017	once

Wording of question

<p>Aug 17</p> <p>Free trade agreement with Mercosur The members of this tariff union (mercosur) are Argentina, Brazil, Paraguay and Uruguay.</p> <p>2) In a free trade union with mercosur our company would - in the medium term -</p> <table border="1"> <tr> <td>start to export (more) in the mercosur area.</td> <td>Yes [1]</td> </tr> <tr> <td></td> <td></td> </tr> </table>	start to export (more) in the mercosur area.	Yes [1]			Further information
start to export (more) in the mercosur area.	Yes [1]				

Time span of variable

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

No.	Name	Label	Survey period	Survey frequency
3.191)	vg_mercoagree_im	If free trade agreement EU-Mercosur: import more from M.	West and East since 8/2017	once

Wording of question

<p>Aug 17</p> <p>Free trade agreement with Mercosur The members of this tariff union (mercosur) are Argentina, Brazil, Paraguay and Uruguay.</p> <p>2) In a free trade union with mercosur our company would - in the medium term -</p> <table border="1"> <tr> <td>start to import (more) from the mercosur area.</td> <td>Yes [1]</td> </tr> <tr> <td></td> <td></td> </tr> </table>	start to import (more) from the mercosur area.	Yes [1]			Further information
start to import (more) from the mercosur area.	Yes [1]				

Time span of variable

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

No.	Name	Label	Survey period	Survey frequency
3.192)	vg_mercoagree_inv	If free trade agreement EU-Mercosur: invest more in M.	West and East since 8/2017	once

Wording of question

<p>Aug 17</p> <p>Free trade agreement with Mercosur The members of this tariff union (mercosur) are Argentina, Brazil, Paraguay and Uruguay.</p> <p>2) In a free trade union with mercosur our company would - in the medium term -</p> <table border="1"> <tr> <td>invest (more) in the mersosur area.</td> <td>Yes [1]</td> </tr> <tr> <td></td> <td></td> </tr> </table>	invest (more) in the mersosur area.	Yes [1]			Further information
invest (more) in the mersosur area.	Yes [1]				

Time span of variable

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

No.	Name	Label	Survey period	Survey frequency
3.193)	vg_mercoagree_comp	If free trade agreement EU-Mercosur: more competition from M.	West and East since 8/2017	once

Wording of question

Aug 17	Further information
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Free trade agreement with Mercosur
The members of this tariff union (mercosur) are Argentina, Brazil, Paraguay and Uruguay.

2) In a free trade union with mercosur our company would - in the medium term -

face more competition (because of companies from the mercosur area).	Yes [1]
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Time span of variable

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

No.	Name	Label	Survey period	Survey frequency
3.194)	vg_mercoagree_no	If free trade agreement EU-Mercosur: no impact	West and East since 8/2017	once

Wording of question

Aug 17

Free trade agreement with Mercosur
The members of this tariff union (mercosur) are Argentina, Brazil, Paraguay and Uruguay.

2) In a free trade union with mercosur our company would - in the medium term -

not be affected.	Yes [1]
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Further information

Time span of variable

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

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

Wording of question

Mrz 18

Tax reform in the USA

What percentage of your annual turnover comes from the USA?

_____ %

Further information

Time span of variable

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

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

Wording of question

Mrz 18

Tax reform in the USA

How does your company compete with companies from the USA?

strong [1]	medium [2]	weak [3]	none [4]
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Further information

Time span of variable

1980	1981	1982	1983	1984	1985	1986	1987	1988	1989

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

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

Wording of question

<p>Mrz 18</p> <p>Tax reform in the USA</p> <p>Due to the tax reform the tax burden of your company will on the</p> <table border="1" style="margin-left: auto; margin-right: auto;"> <tr> <td>short term</td> <td>decrease [1]</td> <td>stay the same [2]</td> <td>increase [3]</td> </tr> </table>	short term	decrease [1]	stay the same [2]	increase [3]	Further Information																																														
short term	decrease [1]	stay the same [2]	increase [3]																																																
<p>Time span of variable</p> <table border="1"> <tr><td>1980</td><td>1981</td><td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td></tr> <tr><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td><td>1998</td><td>1999</td></tr> <tr><td>2000</td><td>2001</td><td>2002</td><td>2003</td><td>2004</td><td>2005</td><td>2006</td><td>2007</td><td>2008</td><td>2009</td></tr> <tr><td>2010</td><td>2011</td><td>2012</td><td>2013</td><td>2014</td><td>2015</td><td>2016</td><td>2017</td><td>2018</td><td>2019</td></tr> <tr><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td>WEST</td><td>EAST</td></tr> </table>		1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019									WEST	EAST
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1990	1991	1992	1993	1994	1995	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
3.198)	vg_ustax_longterm	tax reform: tax burden long term	East and West since 03/2018	once

Wording of question

<p>Mrz 18</p> <p>Tax reform in the USA</p> <p>Due to the tax reform the tax burden of your company will on the</p> <table border="1" style="margin-left: auto; margin-right: auto;"> <tr> <td>long term</td> <td>decrease [1]</td> <td>stay the same [2]</td> <td>increase [3]</td> </tr> </table>	long term	decrease [1]	stay the same [2]	increase [3]	Further Information																																														
long term	decrease [1]	stay the same [2]	increase [3]																																																
<p>Time span of variable</p> <table border="1"> <tr><td>1980</td><td>1981</td><td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td></tr> <tr><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td><td>1998</td><td>1999</td></tr> <tr><td>2000</td><td>2001</td><td>2002</td><td>2003</td><td>2004</td><td>2005</td><td>2006</td><td>2007</td><td>2008</td><td>2009</td></tr> <tr><td>2010</td><td>2011</td><td>2012</td><td>2013</td><td>2014</td><td>2015</td><td>2016</td><td>2017</td><td>2018</td><td>2019</td></tr> <tr><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td>WEST</td><td>EAST</td></tr> </table>		1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019									WEST	EAST
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2010	2011	2012	2013	2014	2015	2016	2017	2018	2019																																										
								WEST	EAST																																										

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

Wording of question

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

Time span of variable

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

WEST
EAST

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

Wording of question

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

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
3.201	vg_ustax_invus	tax reform: reaction investment in US	East and West since 03/2018	once

Wording of question

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

Time span of variable

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

WEST
EAST

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

Wording of question

<p>Mrz 18</p> <p>Tax reform in the USA</p> <p>How will you (as a company) react to the US-tax reform?</p> <table border="1" style="margin-left: auto; margin-right: auto;"> <tr> <td>Investment in Germany</td> <td>decrease [1]</td> <td>no change [2]</td> <td>increase [3]</td> </tr> </table>	Investment in Germany	decrease [1]	no change [2]	increase [3]	Further Information																																						
Investment in Germany	decrease [1]	no change [2]	increase [3]																																								
<p>Time span of variable</p> <table border="1"> <tr><td>1980</td><td>1981</td><td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td></tr> <tr><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td><td>1998</td><td>1999</td></tr> <tr><td>2000</td><td>2001</td><td>2002</td><td>2003</td><td>2004</td><td>2005</td><td>2006</td><td>2007</td><td>2008</td><td>2009</td></tr> <tr><td>2010</td><td>2011</td><td>2012</td><td>2013</td><td>2014</td><td>2015</td><td>2016</td><td>2017</td><td>2018</td><td>2019</td></tr> </table> <div style="text-align: right; margin-top: 5px;"> <table border="1"> <tr><td>WEST</td></tr> <tr><td>EAST</td></tr> </table> </div>		1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	WEST	EAST
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989																																		
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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
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3.203) **vg_ustax_intelprop** tax reform: relocation of intellectual property East and West since 03/2018 once

Wording of question

<p>Mrz 18</p> <p>Tax reform in the USA</p> <p>Will your company shift intellectual property (patents, brands, copyrights etc.) in the USA due to the US-Tax reform?</p> <table border="1" style="margin-left: auto; margin-right: auto;"> <tr> <td>Yes [1]</td> <td>No [2]</td> </tr> </table>	Yes [1]	No [2]	Further Information																																								
Yes [1]	No [2]																																										
<p>Time span of variable</p> <table border="1"> <tr><td>1980</td><td>1981</td><td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td></tr> <tr><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td><td>1998</td><td>1999</td></tr> <tr><td>2000</td><td>2001</td><td>2002</td><td>2003</td><td>2004</td><td>2005</td><td>2006</td><td>2007</td><td>2008</td><td>2009</td></tr> <tr><td>2010</td><td>2011</td><td>2012</td><td>2013</td><td>2014</td><td>2015</td><td>2016</td><td>2017</td><td>2018</td><td>2019</td></tr> </table> <div style="text-align: right; margin-top: 5px;"> <table border="1"> <tr><td>WEST</td></tr> <tr><td>EAST</td></tr> </table> </div>		1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	WEST	EAST
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989																																		
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2010	2011	2012	2013	2014	2015	2016	2017	2018	2019																																		
WEST																																											
EAST																																											

4. Special question Innovation

No.	Name	Label	Survey period	Survey frequency
4.1)	vg_market_national_1	development of national markets in next 5 years	West 12/1981 - 12/1982	annual

Wording of question

Further information																																																																																
<p>1981 & 1982</p> <p>Innovations</p> <p>In our opinion the market for XY is [...] in the medium term (about 5 years) therefor under elimination of purely cyclical fluctuations</p> <p style="text-align: center;">domestic</p> <p>growing <input type="text"/> [1]</p> <p>stagnating <input type="text"/> [2]</p> <p>shrinking <input type="text"/> [3]</p>																																																																																
<p>Time span of variable</p> <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></td><td>WEST</td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></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></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td> </tr> <tr> <th>2000</th><th>2001</th><th>2002</th><th>2003</th><th>2004</th><th>2005</th><th>2006</th><th>2007</th><th>2008</th><th>2009</th> </tr> <tr> <td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td> </tr> <tr> <th>2010</th><th>2011</th><th>2012</th><th>2013</th><th>2014</th><th>2015</th><th>2016</th><th>2017</th><th>2018</th><th>2019</th> </tr> <tr> <td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></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											2000	2001	2002	2003	2004	2005	2006	2007	2008	2009											2010	2011	2012	2013	2014	2015	2016	2017	2018	2019										
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1990	1991	1992	1993	1994	1995	1996	1997	1998	1999																																																																							
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2010	2011	2012	2013	2014	2015	2016	2017	2018	2019																																																																							

No.	Name	Label	Survey period	Survey frequency
4.2)	vg_market_national_2	development of national markets in next 5 years	West since 12/1983 East since 12/1991	annual annual

Wording of question

Further information																				
<p>since 1983</p> <p>Innovations</p> <p>In our opinion the market for XY is [...] in the medium term (about 5 years) therefor under elimination of purely cyclical fluctuations</p> <p style="text-align: center;">domestic</p> <p>significantly growing <input type="text"/> [1]</p> <p>growing <input type="text"/> [2]</p> <p>stagnating <input type="text"/> [3]</p> <p>shrinking <input type="text"/> [4]</p> <p>significantly shrinking <input type="text"/> [5]</p>																				
<p>Time span of variable</p> <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></td><td></td><td></td><td>WEST</td><td></td><td></td><td></td><td></td><td></td><td></td> </tr> </tbody> </table>	1980	1981	1982	1983	1984	1985	1986	1987	1988	1989				WEST						
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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4.3)	vg_market_abroad_1	development of foreign markets in next 5 years	West 12/1981 - 12/1982	annual
------	--------------------	---	------------------------	--------

Wording of question

<p>1981 & 1982</p> <p>Innovations</p> <p>In our opinion the market for XY is [...] in the medium term (about 5 years) therefor under elimination of purely cyclical fluctuations</p> <p style="text-align: center;">abroad</p> <p>growing <input type="text"/> [1]</p> <p>stagnating <input type="text"/> [2]</p> <p>shrinking <input type="text"/> [3]</p>	Further information
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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
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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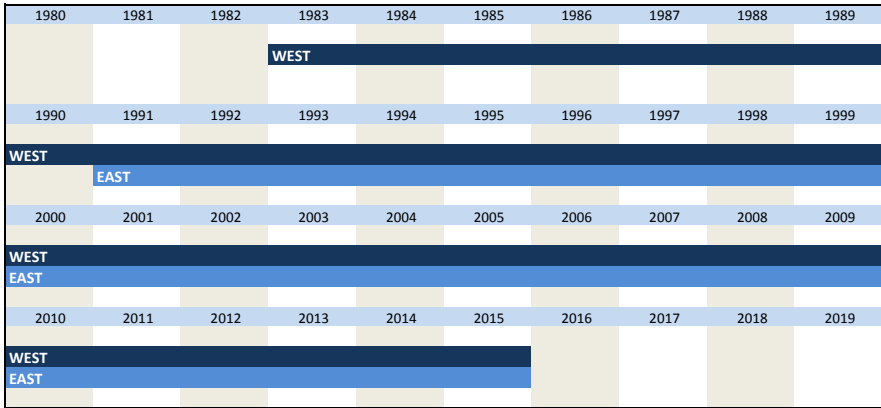
4.4)	vg_market_abroad_2	development of foreign markets in next 5 years	West since 12/1983 East since 12/1991	annual annual
------	--------------------	---	--	------------------

Wording of question

<p>since 1983</p> <p>Innovations</p> <p>In our opinion the market for XY is [...] in the medium term (about 5 years) therefor under elimination of purely cyclical fluctuations</p> <p style="text-align: center;">abroad</p> <p>significantly growing <input type="text"/> [1]</p> <p>growing <input type="text"/> [2]</p> <p>stagnating <input type="text"/> [3]</p> <p>shrinking <input type="text"/> [4]</p>	Further information
--	---------------------

significantly shrinking (5)

Time span of variable



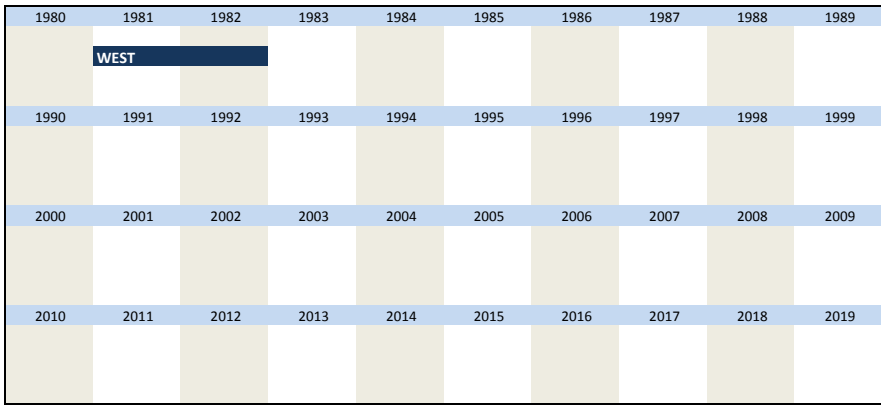
No.	Name	Label	Survey period	Survey frequency
-----	------	-------	---------------	------------------

4.5)	vg_market_total_1	development of markets in general in next 5 years	West 12/1981 - 12/1982	annual
------	-------------------	---	------------------------	--------

Wording of question

1981 & 1982	Further information
<p>Innovations</p> <p>In our opinion the market for XY is [...] in the medium term (about 5 years) therefor under elimination of purely cyclical fluctuations</p> <p style="text-align: center;">total</p> <p style="text-align: center;">growing <input type="text"/> (1)</p> <p style="text-align: center;">stagnating <input type="text"/> (2)</p> <p style="text-align: center;">shrinking <input type="text"/> (3)</p>	

Time span of variable



No.	Name	Label	Survey period	Survey frequency
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4.6)	vg_market_total_2	development of markets in general in next 5 years	West since 12/1983 East since 12/1991	annual annual
------	-------------------	---	--	------------------

Wording of question

since 1983	Further information

Innovations

In our opinion the market for XY is [...] in the medium term (about 5 years) therefor under elimination of purely cyclical fluctuations

total

significantly growing [1]

growing [2]

stagnating [3]

shrinking [4]

significantly shrinking [5]

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
4.7)	vg_prod_inno_realized	product innovation realized this year	West since 12/1981 East since 12/1991	annual annual

Wording of question

<p>since 1981</p> <p>Innovations</p> <p>In 19XX/20XX* in the [...] innovations have been [...] by us</p> <p>product field</p> <p><input type="text"/> [1] realized</p>	<p>Further information</p> <p>*20XX refers to the current year e.g.: if the question was posed in 2005: 20XX=2005</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									
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
-----	------	-------	---------------	------------------

4.8)	vg_prod_inno_aborted	product innovation aborted this year	West since 12/1981 East since 12/1991	annual annual
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Wording of question

<p>since 1981</p> <p>Innovations</p> <p>In 19XX/20XX* in the [...] innovations have been [...] by us</p> <p>product field</p> <p style="text-align: center;">[] [1] aborted</p>	<p>Further information</p> <p>*20XX refers to the current year e.g.: If the question was posed in 2005: 20XX=2005</p>																																																																																																														
<p>Time span of variable</p> <table border="1"> <tr> <td>1980</td><td>1981</td><td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td> </tr> <tr> <td colspan="10" style="background-color: #003366; color: white; text-align: center;">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; text-align: center;">WEST</td> </tr> <tr> <td colspan="10" style="background-color: #003366; color: white; text-align: center;">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" style="background-color: #003366; color: white; text-align: center;">WEST</td> </tr> <tr> <td colspan="10" style="background-color: #003366; color: white; text-align: center;">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" style="background-color: #003366; color: white; text-align: center;">WEST</td> </tr> <tr> <td colspan="10" style="background-color: #003366; color: white; text-align: center;">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									
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No.	Name	Label	Survey period	Survey frequency
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4.9)	vg_prod_inno_plan_completed	product innovation planning completed this year	West since 12/1981 East since 12/1991	annual annual
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Wording of question

<p>since 1981</p> <p>Innovations</p> <p>In 19XX/20XX* in the [...] innovations have been [...] by us</p> <p>product field</p> <p style="text-align: center;">[] [1] planning completed</p>	<p>Further information</p> <p>*20XX refers to the current year e.g.: If the question was posed in 2005: 20XX=2005</p>																																																																																																														
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No.	Name	Label	Survey period	Survey frequency
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4.10)	vg_prod_inno_in_planning	product innovation still in planning stage this year	West since 12/1981 East since 12/1991	annual annual
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Wording of question

<p>since 1981</p> <p>Innovations</p> <p>In 19XX/20XX* in the [...] innovations have been [...] by us</p> <p>product field</p> <p><input type="text"/> [1] still in planning stage</p>	<p>Further information</p> <p>*20XX refers to the current year e.g.: If the question was posed in 2005: 20XX=2005</p>																																																																																																														
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No.	Name	Label	Survey period	Survey frequency
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4.11)	vg_prod_inno_np	product innovation not planned this year	West since 12/1981 East since 12/1991	annual annual
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Wording of question

<p>since 1981</p> <p>Innovations</p> <p>In 19XX/20XX* in the [...] innovations have been [...] by us</p> <p>product field</p> <p><input type="text"/> [1] not planned</p>	<p>Further information</p> <p>*20XX refers to the current year e.g.: If the question was posed in 2005: 20XX=2005</p>																																																																																																														
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No.	Name	Label	Survey period	Survey frequency
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4.12)	vg_process_inno_realized	process innovation realized this	West since 12/1981	annual
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year

East since 12/1991

annual

Wording of question

<p>since 1981</p> <p>Innovations</p> <p>In 19XX/20XX* in the [...] innovations have been [...] by us</p> <p>process field</p> <p style="text-align: center;"><input type="text"/> [1] realized</p>	<p>Further information</p> <p>*20XX refers to the current year e.g.: If the question was posed in 2005: 20XX=2005</p>																																																																																																														
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No.	Name	Label	Survey period	Survey frequency
4.13)	vg_process_inno_aborted	process innovation aborted this year	West since 12/1981 East since 12/1991	annual annual

Wording of question

<p>since 1981</p> <p>Innovations</p> <p>In 19XX/20XX* in the [...] innovations have been [...] by us</p> <p>process field</p> <p style="text-align: center;"><input type="text"/> [1] aborted</p>	<p>Further information</p> <p>*20XX refers to the current year e.g.: If the question was posed in 2005: 20XX=2005</p>																																																																																																														
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No.	Name	Label	Survey period	Survey frequency
4.14)	vg_process_inno_plan_complete	process innovation planning completed this year	West since 12/1981 East since 12/1991	annual annual

Wording of question

<p>since 1981</p> <p>Innovations</p> <p>In 19XX/20XX* in the [...] innovations have been [...] by us</p> <p>process field</p> <p><input type="text"/> [1] planning completed</p>	<p>Further information</p> <p>*20XX refers to the current year e.g.: If the question was posed in 2005: 20XX=2005</p>																																																																																																														
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No.	Name	Label	Survey period	Survey frequency
4.15)	vg_process_inno_in_planning	process innovation still in planning stage this year	West since 12/1981 East since 12/1991	annual annual

Wording of question

<p>since 1981</p> <p>Innovations</p> <p>In 19XX/20XX* in the [...] innovations have been [...] by us</p> <p>process field</p> <p><input type="text"/> [1] still in planning stage</p>	<p>Further information</p> <p>*20XX refers to the current year e.g.: If the question was posed in 2005: 20XX=2005</p>																																																																																																														
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No.	Name	Label	Survey period	Survey frequency
4.16)	vg_process_inno_np	process innovation not planned this year	West since 12/1981 East since 12/1991	annual annual

Wording of question

<p>since 1981</p> <p>Innovations</p> <p>In 19XX/20XX* in the [...] innovations have been [...] by us</p> <p>process field</p> <p style="text-align: center;">[] [1] not planned</p>	<p>Further information</p> <p>*20XX refers to the current year e.g.: If the question was posed in 2005: 20XX=2005</p>																																																																																																														
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No.	Name	Label	Survey period	Survey frequency
4.17)	vg_share_inno_phase	share of turnover in stage of product launch	West since 12/1981 East since 12/1991	annual annual

Wording of question

<p>since 1981</p> <p>Innovations</p> <p>In 20XX*our products of product line XY - measured as their share of total turnover - have been in the following stages (estimates are sufficient):</p> <p style="text-align: center;">_____ % product launch stage (Innovation)</p>	<p>Further information</p> <p>*20XX refers to the current year e.g.: If the question was posed in 2005: 20XX=2005</p>																																																																																																														
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No.	Name	Label	Survey period	Survey frequency
4.18)	vg_share_growth_phase	share of turnover in stage of positive growth	West since 12/1981 East since 12/1991	annual annual

Wording of question

<p>since 1981</p> <p>Innovations</p> <p>In 20XX*our products of product line XY - measured as their share of total turnover - have been in the following stages (estimates are sufficient):</p> <p style="text-align: center;">_____ % stage of positive growth</p>	<p>Further information</p> <p>*20XX refers to the current year e.g.: If the question was posed in 2005: 20XX=2005</p>																																																																																																														
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No.	Name	Label	Survey period	Survey frequency
4.19)	vg_share_stagnation_phase	share of turnover in stage of stagnation	West since 12/1981 East since 12/1991	annual annual

Wording of question

<p>since 1981</p> <p>Innovations</p> <p>In 20XX*our products of product line XY - measured as their share of total turnover - have been in the following stages (estimates are sufficient):</p> <p style="text-align: center;">_____ % stage of stagnation</p>	<p>Further information</p> <p>*20XX refers to the current year e.g.: If the question was posed in 2005: 20XX=2005</p>																																																																																																														
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No.	Name	Label	Survey period	Survey frequency
4.20)	vg_share_negative_growth	share of turnover in stage of negative growth	West since 12/1981 East since 12/1991	annual annual

Wording of question

<p>since 1981</p> <p>Innovations</p> <p>In 20XX*our products of product line XY - measured as their share of total turnover - have been in the following stages (estimates are sufficient):</p> <p style="text-align: center;">_____ % stage of negative growth</p>	<p>Further information</p> <p>*20XX refers to the current year e.g.: If the question was posed in 2005: 20XX=2005</p>																																																																																																										
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Nr.	Name	Label	Erhebungszeitraum	Erhebungsrhythmus
4.21)	vg_rd_activity	R&D activity	West since 12/2016 Ost since 12/2016	annual annual

Wording of question

<p>since 2016</p> <p>Innovations</p> <p>Did you conduct any R&D Activities in the year 20XX?</p> <p style="text-align: center;"> <input type="checkbox"/> [1] Yes <input type="checkbox"/> [2] No </p>	<p>Further information</p> <p>Datan available since 12/2017</p> <p>*20XX refers to the current year e.g.: If the question was posed in 2017: 20XX=2017</p>																																																								
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Nr.	Name	Label	Erhebungszeitraum	Erhebungsrhythmus
4.22)	vg_rd_employee_share	share of employees R&D	West since 12/2016 Ost since 12/2016	annual annual

Wording of question

<p>since 2016</p>	<p>Further information</p>
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Innovations

Did you conduct any **R&D Activities in the year 20XX?**

a) Based on the employees of the product group the **percentage of R&D personnel** was:

_____ %

Datan available since 12/2017

*20XX refers to the current year
e.g.: If the question was posed in 2017:
20XX=2017

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

Nr.	Name	Label	Erhebungszeitraum	Erhebungsrhythmus
4.23)	vg_rd_expen_share	share of R&D expenditures	West since 12/2016 Ost since 12/2016	annual annual

Wording of question

since 2016

Innovations

Did you conduct any **R&D Activities in the year 20XX?**

Based on the turnover of the product group the **percentage of R&D expenses** was:

_____ %

Further information

Datan available since 12/2017

*20XX refers to the current year
e.g.: If the question was posed in 2017:
20XX=2017

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