List of variables

Ifo Business Survey Trade

Data: 1/1990-12/2015

As of August 2016

LMU-ifo Economics & Business Data Center (EBDC)

Poschingerstr. 5
81679 Munich

List of variables - test of economic cycle - trade

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

1. Variables of identification

Nr.	Name	Label	German description
1.1)	survey	survey	Umfrage
1.2)	year	year	Erhebungsjahr
1.3)	month	month	Erhebungsmonat
1.4)	han_typtra	type of trade	Handelssparte
1.5)	han_idlar	special id for firms with detailed answers	Kennnummer für Firmen, die Prozentantworten geben
1.6)	han_weight	weight	Gewicht
1.7)	han_westeast	western eastern	Unterscheidung zwischen West- und Ost-Erhebung
1.8)	fedstaifo	federal state (ifo-code)	Bundesland entsprechend ifo Codierung
1.9)	sector_id	sector id	Sektor ID
1.10)	han_id2	identification number (part2)	2. Teil der Kennnummer
1.11)	han_id3	identification number (part3)	3. Teil der Kennnummer
1.12)	runnum	running number of plant	Laufende Firmennummer
1.13)	idnum	firm X adress file id	Firmenidentifikationsnummer
1.14)	han_plantnumkt	KT information id	12-stellige Identifikationsnummer, gebildet mit KT Nummer
1.15)	han_plantnumeast	information id for east germany	11-stellige Identifikationsnummer, gebildet mit Sektornummer für Ostdeutschland
1.16)	han_plantnumwz03	WZ03 information id	13-stellige Identifikationsnummer, gebildet mit WZ03 Nummer
1.17)	sector_wz03	WZ03 sector number	WZ03 sector number
1.18)	sector_ifo	KT sector number	KT Nummer
1.19)	sector_east	ifo sector number for east germany	ifo Sektornummer für Ostdeutschland
1.20)	sector_total	ebdc sector classification	Sektornummer nach EBDC-eigener Klassifizierung
1.21)	han_typequ	type of questionnaire	Fragebogenform
1.22)	han_latecomer	N=latecomer	Nachzügler

II. Variables regarding the survey process

Nr.	Name	Label	German description
1.23)	online	online	Fragebogen online beantwortet
1.24)	survey_start	survey start	Umfragebeginn
1.25)	survey_end	survey end	Umfrageende
1.26)	participation_date	participation date	Teilnahmedatum
1.27)	participation_hour	participation hour	Teilnahmestunde
1.28)	participation_status	participation status	Teilnahmestatus

2. Standard questions

Nr.	Name	Label	German description
2.1)	han_statebus	state of business (appraisal)	Beurteilung der Geschäftslage
2.2)	han_busvoly	business volume versus previous year	Umsatz im Vergleich zum Vorjahr
2.3)	han_busvolm	business volume versus previous month	Umsatz im Vergleich zum Vormonat
2.4)	han_feedst	feedstock (appraisal)	Lagerbestände (Bewertung)
2.5)	han_prvpm	prices versus previous month	Verkaufspreise gegnüber Vormonat
2.6)	han_exppr	expected prices	Erwartete Verkaufspreise
2.7)	han_ords	orders versus previous year	Bestellungen im Vergleich zum Vorjahr
2.8)	han_comexp	business development	Geschäftsentwicklung
2.9)	han_emplexp	expected employees	Erwartete Beschäftigtenanzahl

3. Special questions

Nr.	Name	Label	German description
3.1)	han_empl	employees	Beschäftigte
3.2)	han_totu	total turnover	Gesamtumsatz
3.3)	han_constrain	constraints to production	Behinderung der Umsatztätigkeit
3.4)	han_diffsup	difficulties of supply	Beschaffungsschwierigkeiten
3.5)	han_weakdem	weak demand	Schwache Nachfrage
3.6)	han_difffin	difficulties in financing	Finanzierungsschwierigkeiten
3.7)	han_mplack	lack of manpower	Mangel an Fachkräften
3.8)	han_sclack	lack of spacial capacity	Mangel an geeigneten Räumlichkeiten / Gewerbeflächen
3.9)	han_equip	equipment	Unzureichende Geschäftsausstattung
3.10)	han_weather	unfavourable weather	Ungünstige Wetterlage
3.11)	han_othrea	other reasons	Sonstige Faktoren
3.12)	han_credit	credit allocation	Kreditvergabe

3.13)	han_fairxh	exhibitor at an international specialized fair	Aussteller auf einer internationalen Fachmesse
3.14)	han_fairxh_g	exhibitor at an international specialized fair in Germany	Aussteller auf einer internationalen Fachmesse in Deutschland
3.15)	han_fairxh_e	exhibitor at an international specialized fair in a foreign European country	Aussteller auf einer internationalen Fachmesse im europäischen Ausland
3.16)	han_fairxh_ne	exhibitor at an international specialized fair in a country outside Europe	Aussteller auf einer internationalen Fachmesse im außereuropäischen Ausland
3.17)	han_fairxhexp	exhibitor at an international specialized fair during next 2-3 years	Aussteller auf einer internationalen Fachmesse in den nächsten 2-3 Jahren
3.18)	han_fairxhexp_g	exhibitor at an international specialized fair in Germany during next 2-3 years	Aussteller auf einer internationalen Fachmesse in Deutschland in den nächsten 2-3 Jahren
3.19)	han_fairxhexp_e	exhibitor at an international specialized fair in a foreign European country during next 2-3 years	Aussteller auf einer internationalen Fachmesse im europäischen Ausland in den nächsten 2-3 Jahren
3.20)	han_fairxhexp_ne	exhibitor at an international specialized fair in a country outside Europe during next 2-3 years	Aussteller auf einer internationalen Fachmesse im außereuropäischen Ausland in den nächsten 2-3 Jahren
3.21)	han_flight_ger	Importance of flight connections in Germany	Wichtigkeit einer Flugverbindung in Deutschland
3.22)	han_flight_eur	Importance of flight connections in Europe	Wichtigkeit einer Flugverbindung in Europa
3.23)	han_flight_world	Importance of flight connections worldwide	Wichtigkeit einer Flugverbindung weltweit
3.24)	han_fambus	family business	Familienunternehemen
3.25)	han_minim1	minimum wage q1	Mindestlohn Frage 1
3.26)	han_minim2	minimum wage q2	Mindestlohn Frage 2
3.27)	han_minim3	minimum wage q3	Mindestlohn Frage 3
3.28)	han_minim4	minimum wage q4	Mindestlohn Frage 4
3.29)	han_minim5	minimum wage q5	Mindestlohn Frage 5
3.30)	han_minim6	minimum wage q6	Mindestlohn Frage 6
3.31)	han_minim7	minimum wage q7	Mindestlohn Frage 7
3.32)	han_minim8	minimum wage q8	Mindestlohn Frage 8
3.33)	han_turnexp	expected turnover this year	erwarteter Jahresumsatz dieses Jahr
3.34)	han_invest_lj	total investment last year	Gesamtinvestitionen letztes Jahr
3.35)	han_invcon_lj	investment in construction last year	Investitionen in Bauten letztes jahr
3.36)	han_inveq_lj	investment in equipment last year	Investitionen in Ausrüstung letztes Jahr
3.37)	han_invest_dj	total investment this year	Gesamtinvestitionen dieses Jahr
3.38)	han_invcon_dj	investment in construction this year	Investitionen in Bauten dieses Jahr
3.39)	han_inveq_dj	investment in equipment this year	Investitionen in Ausrüstung dieses Jahr
3.40)	han_invest_nj	total investment next year	Gesamtinvestitionen nächstes Jahr
3.41)	han_invcon_nj	investment in construction next year	Investitionen in Bauten nächstes jahr
3.42)	han_inveq_nj	investment in equipment next year	Investitionen in Ausrüstung nächstes Jahr
3.43)	han_ref1	refugees question1	Flüchtlinge Frage 1
3.44)	han_ref2	refugees question2	Flüchtlinge Frage 2
3.45)	han_ref3	refugees question3	Flüchtlinge Frage 3
3.46)	han_ref4	refugees question4	Flüchtlinge Frage 4
3.47)	han_ref5	refugees question5	Flüchtlinge Frage 5
3.48)	han_ref6	refugees question6	Flüchtlinge Frage 6
3.49)	han_ref7	refugees question7	Flüchtlinge Frage 7
3.50)	han_ref8	refugees question8	Flüchtlinge Frage 8
3.51)	han_ref9	refugees question9	Flüchtlinge Frage 9

4. Standard questions of the department stores in percentage

Nr.	Name	Label	German description
4.1)	han_questpercansw11	% to statebus good	Prozent der Warenhäuser, die die Geschäftslage mit **"gut"** beurteilen
4.2)	han_questpercansw12	% to statebus satisfiable	Prozent der Warenhäuser, die die Geschäftslage mit **"befriedigend"** beurteilen
4.3)	han_questpercansw13	% to statebus bad	Prozent der Warenhäuser, die die Geschäftslage mit **"schlecht"** beurteilen
4.4)	han_questpercansw21	% to busvoly higher	Prozent der Warenhäuser, deren Umsatz **"höher"** als im Vorjahr ist
4.5)	han_questpercansw22	% to busvoly as high as last year	Prozent der Warenhäuser, deren Umsatz **"etwa gleich hoch"** als im Vorjahr ist
4.6)	han_questpercansw23	% to busvoly lower	Prozent der Warenhäuser, deren Umsatz **"geringer"** als im Vorjahr ist
4.7)	han_questpercansw31	% to busvolm higher	Prozent der Warenhäuser, deren Umsatz **"höher"** als im Vormonat ist
4.8)	han_questpercansw32	% to busvolm as high as last year	Prozent der Warenhäuser, deren Umsatz **"etwa gleich hoch"** als im Vormonat ist
4.9)	han_questpercansw33	% to busvolm lower	Prozent der Warenhäuser, deren Umsatz **"geringer"** als im Vormonat ist
4.10)	han_questpercansw41	% to feedst too little	Prozent der Warenhäuser, die ihren Lagerbestand als **"zu klein"** beurteilen
4.11)	han_questpercansw42	% to feedst satisfiable	Prozent der Warenhäuser, die ihren Lagerbestand als **"befriedigend"** beurteilen
4.12)	han_questpercansw43	% to feedst too much	Prozent der Warenhäuser, die ihren Lagerbestand als **"zu groß"** beurteilen
4.13)	han_questpercansw51	% to prvpm increased	Prozent der Warenhäuser, die ihren Verkaufspreise gegenüber dem Vormonat **"erhöht"** haben
4.14)	han_questpercansw52	% to prvpm not changed	Prozent der Warenhäuser, die ihren Verkaufspreise gegenüber dem Vormonat **"nicht verändert"** haben
4.15)	han_questpercansw53	% to prvpm decreased	Prozent der Warenhäuser, die ihren Verkaufspreise gegenüber dem Vormonat **"gesenkt"** haben
4.16)	han_questpercansw61	% to exppr increasing	Prozent der Warenhäuser, die **"steigende"** Verkaufspreise erwarten
4.17)	han_questpercansw62	% to exppr not changing	Prozent der Warenhäuser, die **"etwa gleichbleibende"** Verkaufspreise erwarten
4.18)	han_questpercansw63	% to exppr decreasing	Prozent der Warenhäuser, die **"sinkende"** Verkaufspreise erwarten
4.19)	han_questpercansw71	% to ords raising	Prozent der Warenhäuser, die ihre Bestellungen im Vergleich zum Vorjahr **"erhöht"** haben
4.20)	han_questpercansw72	% to ords not changing	Prozent der Warenhäuser, die ihre Bestellungen im Vergleich zum Vorjahr **"nicht verändert"** haben
4.21)	han_questpercansw73	% to ords falling	Prozent der Warenhäuser, die ihre Bestellungen im Vergleich zum Vorjahr **"verringert"** haben
4.22)	han_questpercansw81	% to busdevv more favourable	Prozent der Warenhäuser, die ihre Geschäftsentwicklung als **"günstiger"** beurteilen
4.23)	han_questpercansw82	% to busdevv not changing	Prozent der Warenhäuser, die ihre Geschäftsentwicklung als **"etwa gleichbleibend"** beurteilen
4.24)	han_questpercansw83	% to busdevv more unfavourable	Prozent der Warenhäuser, die ihre Geschäftsentwicklung als **"ungünstiger"** beurteilen

1. Variables of identification

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

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

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

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

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

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

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

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

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

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

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

1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information
WEST										Weight
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	West 01/1990 to 01/2006 Weight from [1] to [99]
WEST										
						OST				East and West since 02/2006 Weight from [1] to [12]
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
WEST										
OST										

No.	Name	Label	Survey period	Survey frequency
1.7)	han_westeast	western eastern	West 01/1990 to 01/2006	monthly survey
			East and West since 02/2006	monthly survey

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

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

1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information
WEST										Federal state according to ifo-code
	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 "[01] Berlin West"
2 "[02] Schleswig-Holstein"
3 "[03] Hamburg"
4 "[04] Bremen"
5 "[05] Lower Saxony"
6 "[06] Nordrhine-Westphalia"
7 "[07] Rhineland-Palatinate"
8 "[08] Hesse"
9 "[09] Baden-Wuerttemberg"
10 "[10] Bavaria"
11 "[11] Saarland"
12 "[12] Mecklenburg-Western-Pomerania"
13 "[13] Brandenburg (incl. Berlin East)"
14 "[14] Saxony-Anhalt"
15 "[15] Saxony"
16 "[16] Thuringia"

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

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

	EAST								

No.	Name	Label				Survey period		Survey frequency	

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

1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information
WEST										identification number (part2)
										2 digits
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
WEST										
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	

No.	Name	Label				Survey period		Survey frequency	

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

1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information
WEST										Identification number (part3)
										2 digits
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
WEST										
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	

No.	Name	Label				Survey period		Survey frequency	

1.12) runnum — running number of plant

West 01/1990 to 01/2006 — monthly survey
East 01/1991 to 01/2006 — monthly survey
East and West since 02/2006 — monthly survey

1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information
WEST										Running number of plant
	EAST									4 digits
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	

1.13) idnum — firm X adress file id

West 03/1994 to 01/2006 — monthly survey
East 04/1992 to 01/2006 — monthly survey
East and West since 02/2006 — monthly survey

1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information
				WEST						Firm adress file id
		EAST								7 digits
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	

1.14) han_plantnumkt — KT information id

West 01/1990 to 01/2006 — monthly survey
East 07/1998 to 01/2006 — monthly survey

1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information
WEST										Information id, composed of
								EAST		KT number, 12 digits

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

digit 1-5: 1.5) sec2	KT Nummer
digit 6-7: 1.15) fedstaifo	federal state according to ifo-code
digit 8-12: 1.11) runnum	running number of plant

No.	Name	Label	Survey period	Survey frequency
1.15)	han_plantnumeast	information id for east germany	East 01/1991 to 06/1998	monthly survey

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

Further information

Information id, 11 digits,
formed with sector number for East Germany

01/1991 to 02/1992:
digit 1-4: 1.22) sec1
digit 5-6: 1.15) fedstaifo
digit 7-11: 1.11) runnum

03/1992 to 06/1998
digit 1-3: 1.22) sec1,   digit 4-5: 1.15) fedstaifo
digit 6-10: 1.11) runnum

No.	Name	Label	Survey period	Survey frequency
1.16)	han_plantnumwz03	WZ03 information id	East and West since 02/2006	monthly survey

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

Further information

Identification id, composed of
WZ03 number, 13 digits

digit 1-6: 1.14) sec3	WZ03 Nummer
digit 7-8: 1.15) fedstaifo	Bundesland entsprechend ifo Codierung
digit 9-13: 1.11) runnum	Laufende Firmennummer

No.	Name	Label	Survey period	Survey frequency
1.17)	sector_wz03	sector number WZ03	West 01/1990 to 01/2006	monthly survey
			East 07/1998 to 01/2006	monthly survey
			East and West since 02/2006	monthly survey

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

Further information

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

5 digits

No.	Name	Label	Survey period	Survey frequency
1.18)	sector_ifo	KT sector number	West 01/1990 to 01/2006	monthly survey
			East 07/1998 to 01/2006	monthly survey

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

Further information

KT sector number

5 digits KT number

No.	Name	Label	Survey period	Survey frequency

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

1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information
	EAST									ifo sector number for East Germany (This is a completely independent number, meaning it is not related to the KT number or any other number)
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	01/1991 to 12/1991: 4 digits
										01/1992 to 06/1998: 3 digits
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	since 01/1992 the following code applies: 020 = Raw materials, unfinished goods, investment goods; 100 = food & semiluxury food; 290 = clothes, shoeS; 690 = household goods & office supplies; 790 = electronical & optical products, watches, clocks; 890 = vehicles, machines, office equipment; 990 = other sectors (in retail) or other consumption goods (in wholesale). -->applies for retail as well as for wholesale, except for 990.

No.	Name	Label	Survey period	Survey frequency

1.20) sector_total — sector name trade — East since 01/1991 / West since 01/1990 — monthly survey / monthly survey

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

No.	Name	Label	Survey period	Survey frequency

1.21) han_typequ — type of questionnaire — East 07/1998 to 01/2006 — monthly survey

1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information
								EAST		Type of questionnaire. Differenciates which branches are shown on the questionnaire
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	retail: / wholesale:
EAST										[1] e.g.: "toys" etc. / [1] e.g.: "wood" etc.
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	[2] e.g.: "photography productsl" / [2] e.g.: "household goods" etc. [3] e.g.: "Books" etc. / [3] e.g.: "bicycles" etc.

No.	Name	Label	Survey period	Survey frequency

1.22) han_latecomer — N=latecomer — West 01/1990 to 03/2004 — monthly survey

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

II. Variables regarding the survey process

No.	Name	Label	Survey period	Survey frequency

1.23) online — online — West since 05/2007 / East since 05/2007 — monthly survey / monthly survey

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

WEST					
EAST					

No.	Name	Label		Survey period	Survey frequency

| 1.24) | survey_start | survey_start | | West since 07/2007 | monthly survey |
| | | | | East since 07/2007 | monthly survey |

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

No.	Name	Label		Survey period	Survey frequency

| 1.25) | survey_end | survey_end | | West since 01/2005 | monthly survey |
| | | | | East since 01/2005 | monthly survey |

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

No.	Name	Label		Survey period	Survey frequency

| 1.26) | participation_date | participation date | | West since 01/2005 | monthly survey |
| | | | | East since 01/2005 | monthly survey |

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

No.	Name	Label		Survey period	Survey frequency

| 1.27) | participation_hour | participation hour | | West since 01/2005 | monthly survey |
| | | | | East since 01/2005 | monthly survey |

1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information
										Participation hour
										only refers to the participants who answered the questionnaire online.
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
							WEST			
							EAST			
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
WEST										
EAST										

No.	Name	Label		Survey period	Survey frequency

| 1.28) | participation_status | participation status | | West since 02/2005 | monthly survey |
| | | | | East since 02/2005 | monthly survey |

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

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

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

only refers to the participants who answered the questionnaire online.

[1] complete
[2] reworked
[3] incomplete
[4] not answered
[5] ausgefuellt

2. Standard questions

No.	Name	Label	Survey period	Survey frequency
2.1)	han_statebus	state of business (appraisal)	West 01/1990 to 01/2006	monthly survey
			East 01/1991 to 01/2006	monthly survey
			East and West since 02/2006	monthly survey

Wording of question

01/1990 to 11/2001
Appraisal and development in the moth of survey
We rate our current state of business to be

good [1]
satisfiable) [2]
bad [3]

since 01/2002
Current situation*
We rate our state of business (previous month/ new tendencies) to be

good [1]
satisfiable [2]
bad [3]

Further information

Appraisal of the state of business

*01/2002 and 02/2002
Current situation / newest tendencies

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

Example:

4.1) questpercansw11   [50]
4.2) questpercansw12   [30]
4.3) questpercansw13   [20]

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

Time span of variable

1990	1991	1992	1993	1994	1995	1996	1997	1998	1999
WEST									
	EAST								

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

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

No.	Name	Label	Survey period	Survey frequency
2.2)	han_busvoly	business volume versus previous year	West 01/1990 to 01/2006	monthly survey
			East 01/1992 to 01/2006	monthly survey
			East and West since 02/2006	monthly survey

Wording of question

01/1990 to 11/2001
Appraisal and development in the moth of survey
Compared to the same month of the previous year our revenue was

higher [1]
as high as last year [2]
lower [3]

since 01/2002
Current situation*
Compared to the same month of the previous year, our revenue last month was

higher [1]
as high as last year [2]
lower [3]

Further information

Business volume compared to previous year

*01/2002 und 02/2002
Current situation / new tendencies

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

Example:

4.4) questpercansw21   [50]
4.5) questpercansw22   [30]
4.6) questpercansw23   [20]

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

Time span of variable

1990	1991	1992	1993	1994	1995	1996	1997	1998	1999
WEST									
	EAST								

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

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

No.	Name	Label	Survey period	Survey frequency
2.3)	han_busvolm	business volume versus previous month	West 01/1990 to 01/2002	monthly survey
			East 01/1991 to 01/2002	monthly survey

Wording of question

since 01/1990 to 11/2001
Appraisal and development in the moth of survey
Compared to last month our revenue is

        higher [1]
        not changed [2]
        lower [3]

01/2002
Current situation / new tendencies
Within the last 2-3 months, under elimination of seasonal fluctuations, our revenue

        increased [1]
        remained about the same [2]
        decreased [3]

Further information

Business volume compared to the previous month

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

Example:

4.7) questpercansw31   [50]
4.8) questpercansw32   [30]
4.9) questpercansw33   [20]

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

Time span of variable

1990	1991	1992	1993	1994	1995	1996	1997	1998	1999
WEST									
	EAST								

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

No.	Name	Label	Survey period	Survey frequency
2.4)	han_feedst	feedstock (appraisal)	West 01/1990 to 01/2006	monthly survey
			East 01/1991 to 01/2006	monthly survey
			East and West since 02/2006	monthly survey

Wording of question

since 01/1990
Current situation*
We rate our current feedstock as

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

Further information

appraisal of feedstock

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

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

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

Time span of variable

1990	1991	1992	1993	1994	1995	1996	1997	1998	1999
WEST									
	EAST								

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

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

No.	Name	Label	Survey period	Survey frequency
2.5)	han_prvpm	prices versus previous month	West 01/1990 to 01/2006	monthly survey
			East 01/1991 to 01/2006	monthly survey
			East and West since 02/2006	monthly survey

Wording of question

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

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

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

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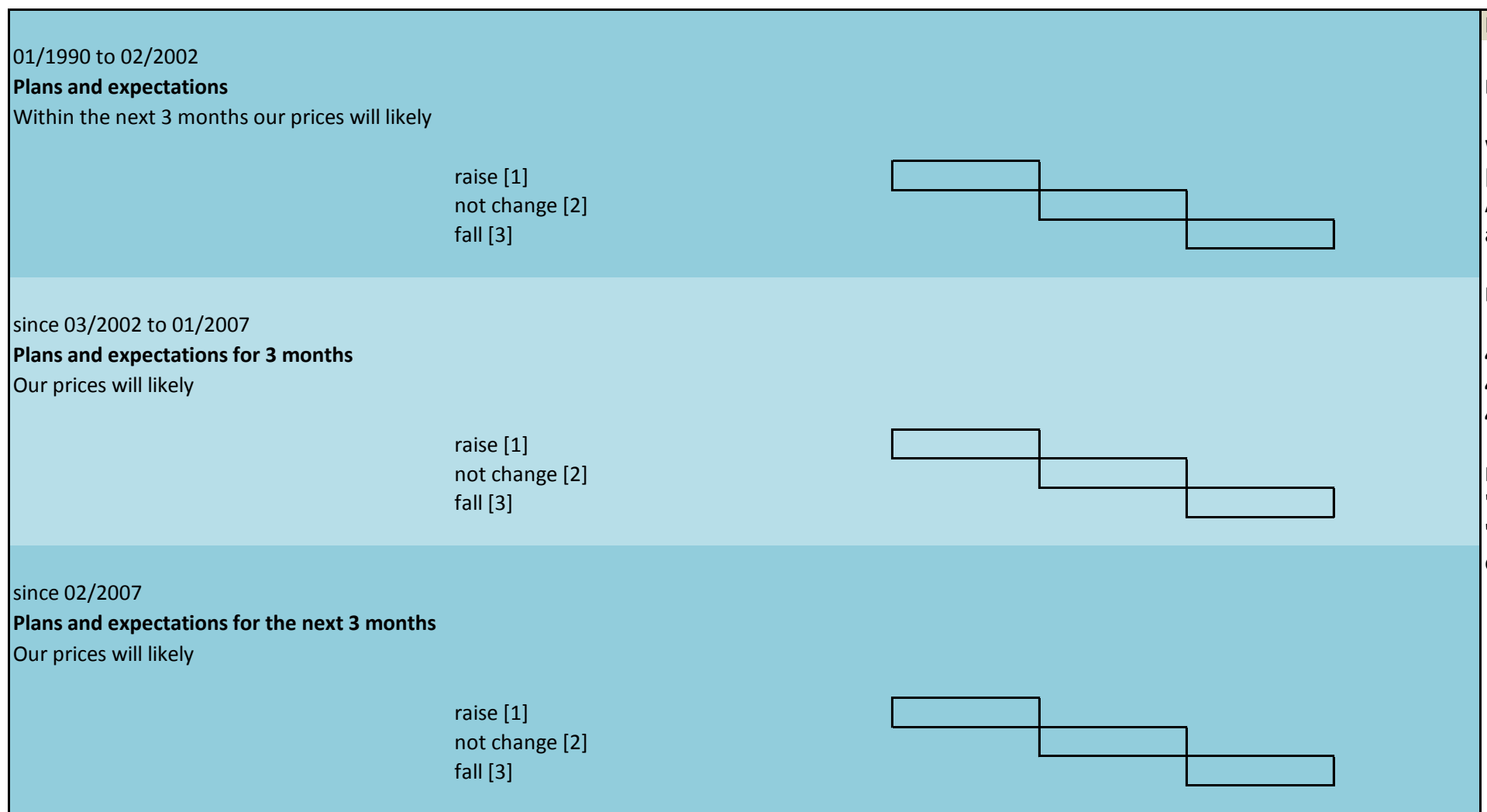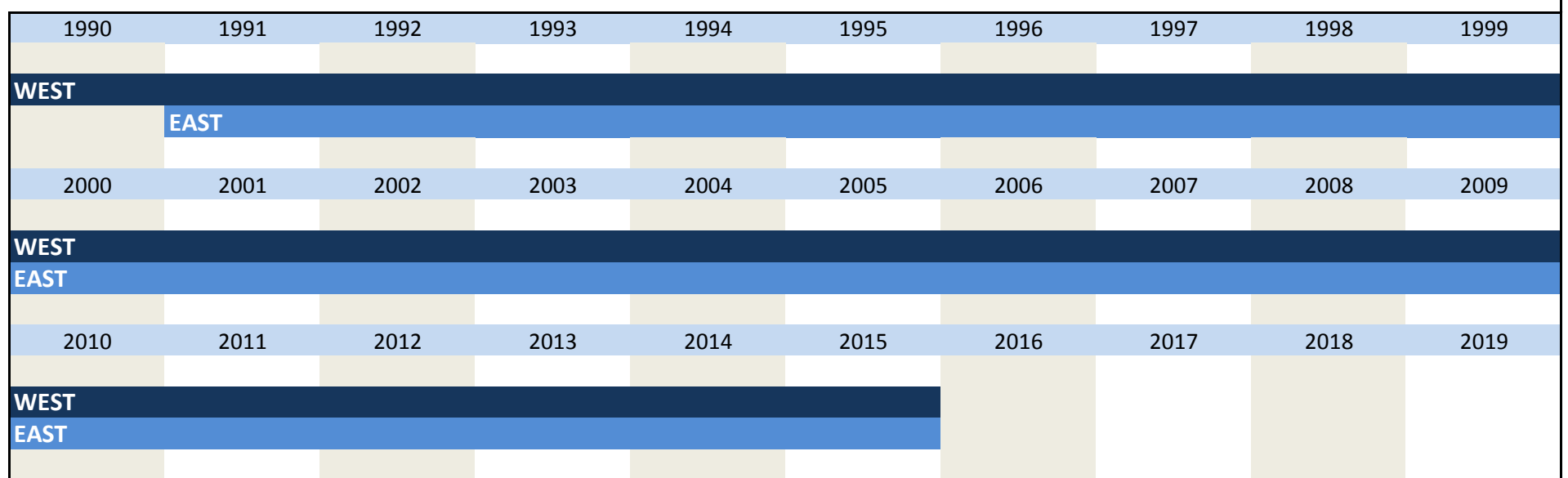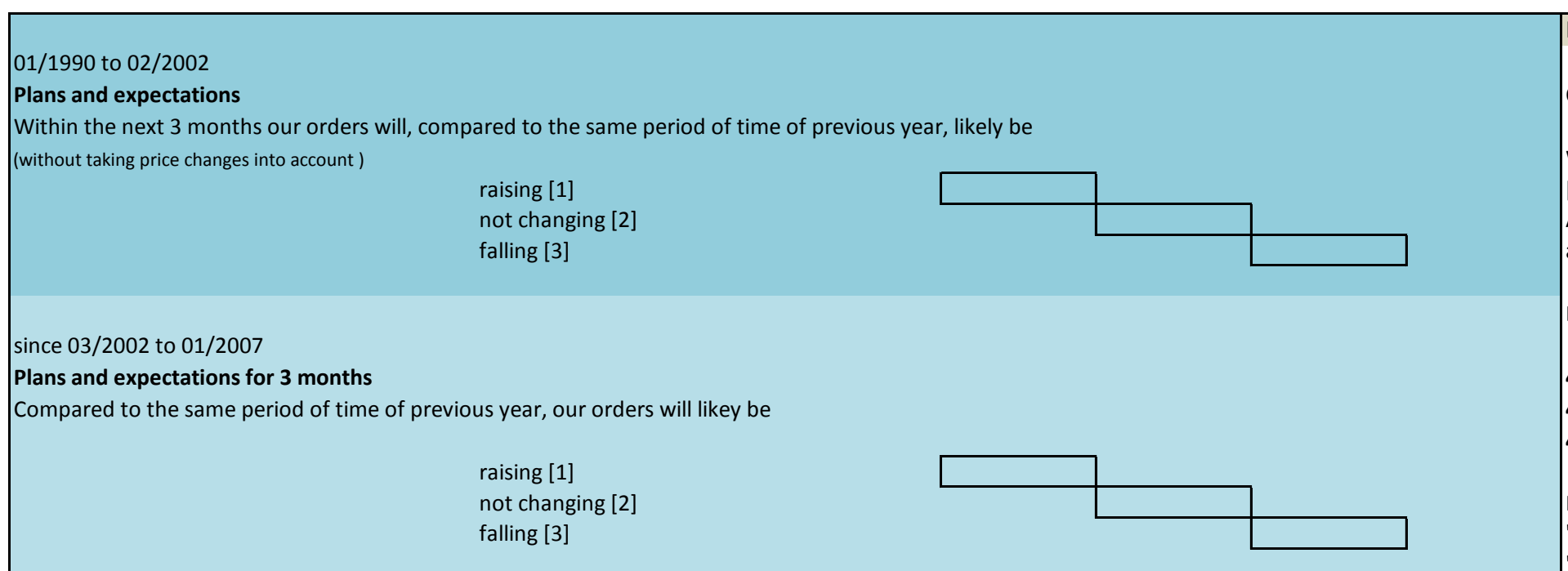   decreased [3]

since 03/2002

Further information

Prices compared to previous month

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

Example:

4.13) questpercansw51   [50]
4.14) questpercansw52   [30]
4.15) questpercansw53   [20]

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

Current situation
Last month our prices were

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

Time span of variable

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

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

Wording of question

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

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

since 03/2002 to 01/2007
Plans and expectations for 3 months
Our prices will likely

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

since 02/2007
Plans and expectations for the next 3 months
Our prices will likely

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

Further information

Expected prices

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

Example:

4.16) questpercansw61   [50]
4.17) questpercansw62   [30]
4.18) questpercansw63   [20]

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

Time span of variable

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

No.	Name	Label	Survey period	Survey frequency
2.7)	han_ords	orders versus previous year	West 01/1990 to 01/2006	monthly survey
			East 01/1992 to 01/2006	monthly survey
			East and West since 02/2006	monthly survey

Wording of question

01/1990 to 02/2002
Plans and expectations
Within the next 3 months our orders will, compared to the same period of time of previous year, likely be
(without taking price changes into account)

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

since 03/2002 to 01/2007
Plans and expectations for 3 months
Compared to the same period of time of previous year, our orders will likey be

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

Further information

Orders compared to previous year

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

Example:

4.19) questpercansw71   [50]
4.20) questpercansw72   [30]
4.21) questpercansw73   [20]

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

since 02/2007
Plans and expectations for the next 3 months
Compared to the same period of time of previous year, our orders will likey be

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

department stores answered **"bad"**.

Time span of variable

1990	1991	1992	1993	1994	1995	1996	1997	1998	1999
WEST									
	EAST								

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

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

No.	Name	Label	Survey period	Survey frequency
2.8)	han_comexp	business development	West 01/1990 to 01/2006	monthly survey
			East 01/1991 to 01/2006	monthly survey
	Wording of question		East and West since 02/2006	monthly survey

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

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

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

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

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

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

Further information

Business development

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

Example:

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

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

Time span of variable

1990	1991	1992	1993	1994	1995	1996	1997	1998	1999
WEST									
	EAST								

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

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

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

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

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

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

Further information

Expected number of employees

* 1991: Apr, Jun, Sep, Dec
1993: Mrch, Jun, Sep
1994: Jan, Mrch, Jun, Sep, Dec

was a special question until 12/1996

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

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

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

Time span of variable

1990	1991	1992	1993	1994	1995	1996	1997	1998	1999
WEST									
	EAST								

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

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

3. Sonderfragen

No.	Name	Label	Survey period	Survey frequency
3.1)	han_empl	employees	West von 10/2001 to 10/2005	annual survey, Oct
			East von 10/2000 to 10/2005	annual survey, Oct*
			East and West since 02/2006	annual survey, Nov**

Wording of question

since 10/2000

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

We occupy about ………………………… persons in our company.

Further information

employees

*East 2001: monthly survey

**since 02/2006
Even though the data is only inquired annually,
they appear in the dataset monthly.
The reason for this is that the annual data is transmitted
to every month manually
The data of the current survey are generally
transmitted two to three months after the inquiry

Example:
for November and December 2007 the variable
empl contains the value of the inquiry from
November 2006. Since January 2008 the variable
empl contains the value of the survey from
November 2007.
***East 07/1998 to 01/2006
State: end of the month of the survey

Time span of variable

1990	1991	1992	1993	1994	1995	1996	1997	1998	1999

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

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

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

Wording of question

West 10/2000

Last year our total turnover was

less than 1/2 MM DM		[1]
1/2 - 1 " "		[2]
1 - 2 " "		[3]
2 - 5 " "		[4]
5 - 10 " "		[5]
10 - 50 " "		[6]
50 - 100 " "		[7]
more than 100 " "		[8]

East 10/1998 to 10/2000

Last year the size range of our revenue (without sales tax) was

< 500 000 DM		[1]
DM 500 000 to 1 million		[2]
1 to < 2 M DM		[3]
2 to < 5 M DM		[4]
5 to < 10 M DM		[5]
10 to < 25 M DM		[6]
25 M DM and more		[7]

Further information

Total turnover

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

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

10/2001

Last business year our total turnover was (in DM):

less than 0,5 M		[1]
0.5 - 1.0 ''		[2]
1.0 - 2.0 ''		[3]
2.0 - 5.0 ''		[4]
5.0 - 10.0 M		[5]
10.0 - 25.0 ''		[6]
25.0 - 50.0 ''		[7]
50.0 - 100.0 ''		[8]
more than 100 M		[9]

since 10/2002 to 10/2005, since 11/2006 to 11/2008

Last business year our total turnover was (in Euro):

less than 0,25 M		[1]
0.25 - 0.5 ''		[2]
0.5 - 1.0 ''		[3]
1.0 - 2.5 ''		[4]
2.5 - 5.0 M		[5]
5.0 - 12.5 ''		[6]
12.5 - 25.0 ''		[7]
25.0 - 50.0 ''		[8]
more than 50 M		[9]

since 11/2009

Last business year our total turnover was (in Euro):

less than 0,25 M		[1]
0.25 - 0.5		[2]
0.5 - 1.0		[3]
1.0 - 2.5		[4]
2.5 - 5.0		[5]
5.0 - 12.5 M		[6]
12.5 - 25.0		[7]
25.0 - 50.0		[8]
50.0 - 1.0 bn		[9]
more than 1.0 bn		[10]

Time span of variable

1990	1991	1992	1993	1994	1995	1996	1997	1998	1999
								OST	

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

2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
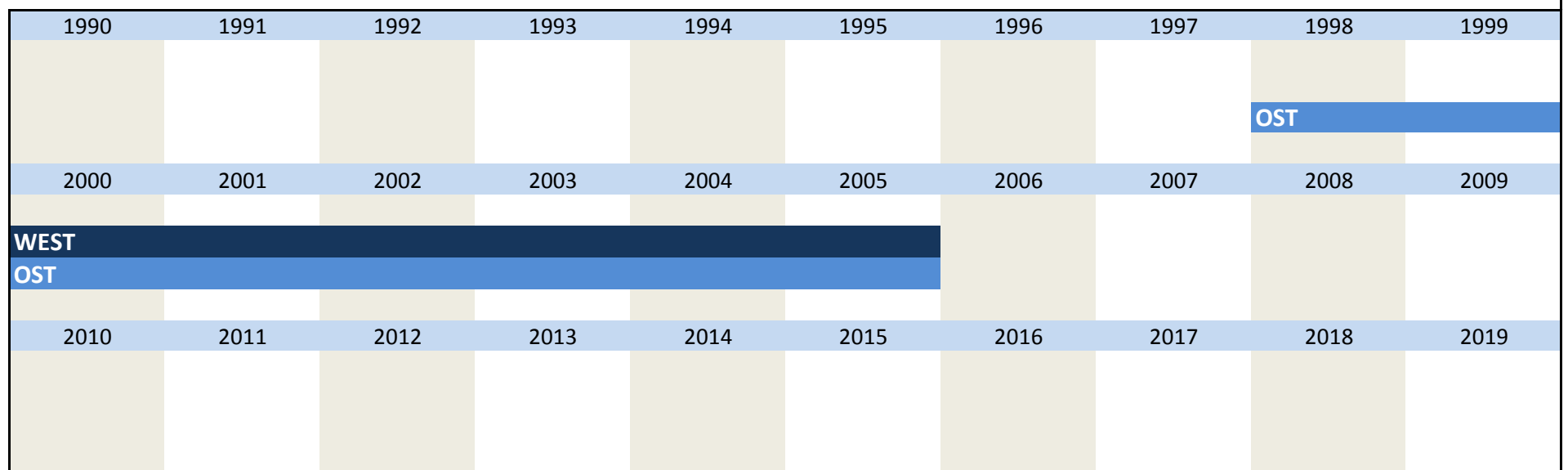
No.	Name	Label	Survey period	Survey frequency
3.3)	han_constrain	constraints to production	East 01/1991 to 01/2006 East and West since 04/2006	monthly survey Jan, Apr, Jul, Oct

Wording of question

since 01/1991

Our sales activity is currently constrained

yes [1]   no [2]

Further information

constraints to production

No inquiry in May 1992

Time span of variable

1990	1991	1992	1993	1994	1995	1996	1997	1998	1999
	OST								

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

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

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

Wording of question

since 01/1991

Our sales activity is currently constrained.

Further information

difficulties of supply

If yes, by

difficulties of supply [1]
namely
_____

No inquiry in May 1992

Time span of variable

1990	1991	1992	1993	1994	1995	1996	1997	1998	1999
	EAST								

2000	2001	2002	2003	2004	2005	2006	2007	2008	2009
EAST									

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

Wording of question

since 01/1991

Our sales activity is currently constrained.
If yes, by

weak demand [1]

Further information

weak demand

Time span of variable

1990	1991	1992	1993	1994	1995	1996	1997	1998	1999

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

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

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

Wording of question

since 01/1991

Our sales activity is currently constrained.
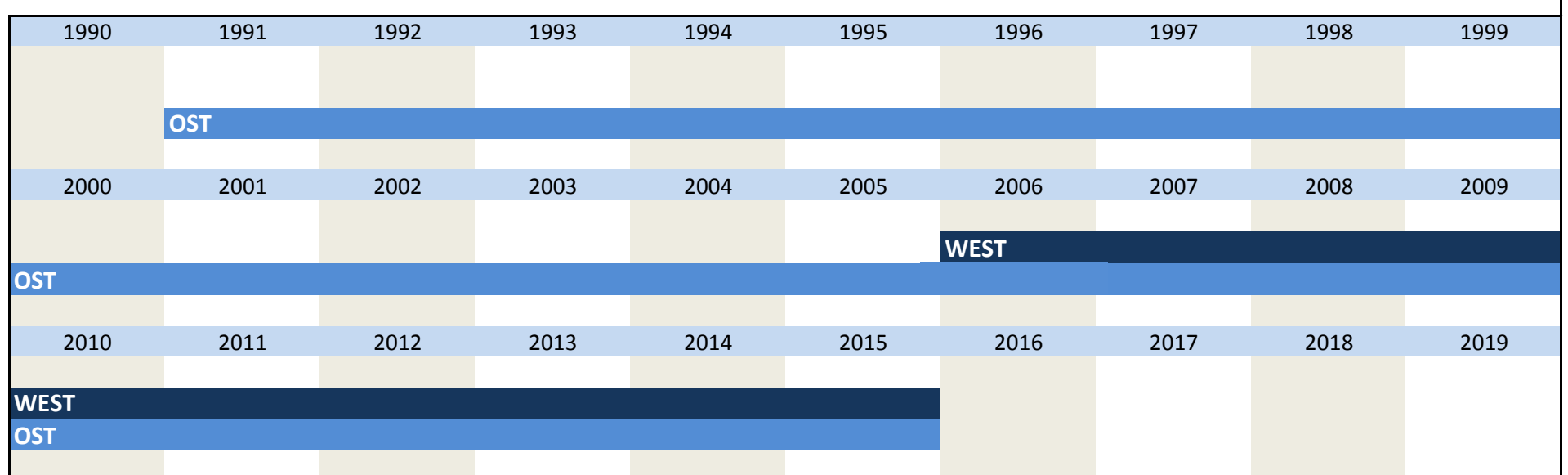If yes, by

difficulties in financing [1]

Further information

difficulties in financing

No inquiry in May 1992

Time span of variable

1990	1991	1992	1993	1994	1995	1996	1997	1998	1999
	OST								

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

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

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

Wording of question

01/1991 to 01/2006

Our sales activity is currently constrained.

Further information

Lack of manpower

If yes, by

lack of qualified manpower [1]

since 04/2006

Our sales activity is currently constrained.
If yes, by

lack of manpower [1]

No inquiry in May 1992

Time span of variable

1990	1991	1992	1993	1994	1995	1996	1997	1998	1999
	OST								

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

2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
WEST									
OST									
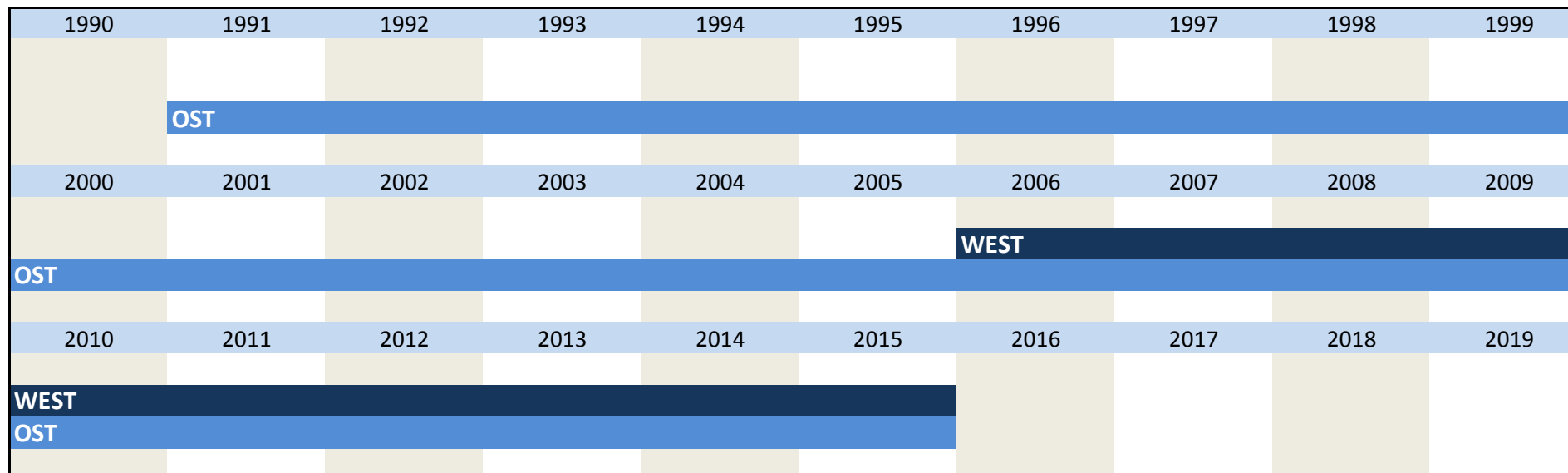
No.	Name	Label	Survey period	Survey frequency
3.8)	han_sclack	lack of spacial capacity	East 01/1991 to 01/2006 East and West since 04/2006	monthly survey Jan, Apr, Jul, Oct

Wording of question

since 01/1991

Our sales activity is currently constrained.
If yes, by

lack of suitable premises [1]

Further information

Lack of suitable premises

No inquiry in May 1992

Time span of variable

1990	1991	1992	1993	1994	1995	1996	1997	1998	1999
	OST								

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

2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
WEST									
OST									
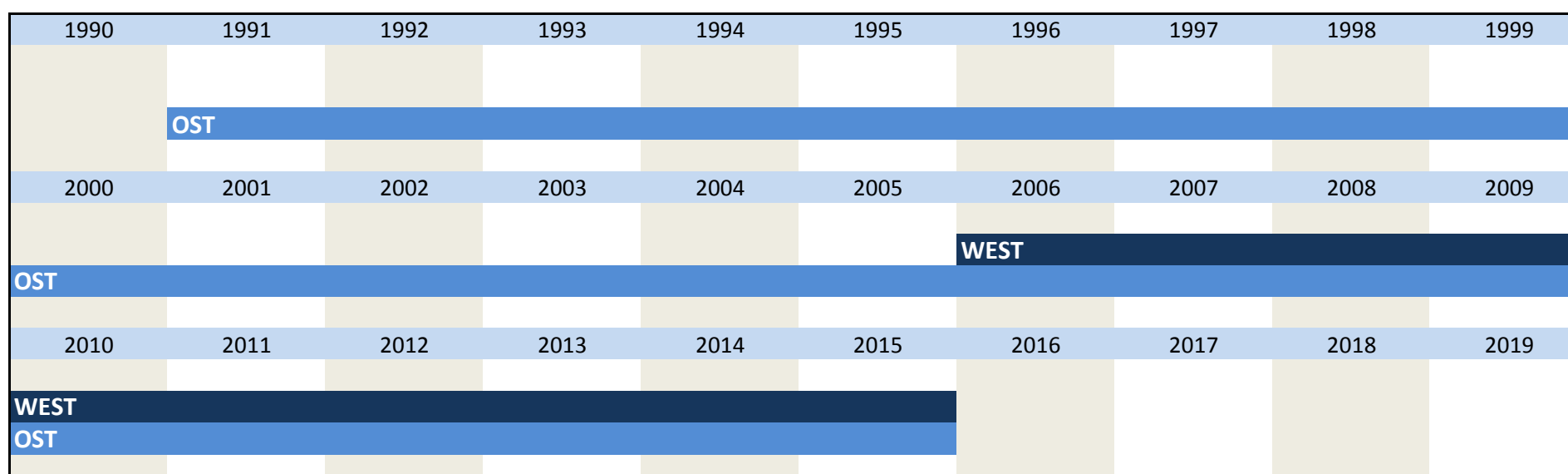
No.	Name	Label	Survey period	Survey frequency
3.9)	han_equip	equipment	East 01/1991 to 01/2006 East and West since 04/2006	monthly survey Jan, Apr, Jul, Oct

Wording of question

since 01/1991

Our sales activity is currently constrained.
If yes, by

insufficient eqipment,
vehicles, etc. [1]

Further information

Insufficient equipment

No inquiry in May 1992

Time span of variable

1990	1991	1992	1993	1994	1995	1996	1997	1998	1999
	OST								

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

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

No.	Name	Label	Survey period	Survey frequency
3.10)	han_weather	unfavourable weather	East 02/1994 to 01/2006 East and West since 04/2006	monthly survey Jan, Apr, Jul, Oct

Wording of question

since 02/1994

Our sales activity is currently constrained.
  If yes, by

          unfavourable weather [1]

Further information

Unfavourable weather

No inquiry in May 1992

Time span of variable

1990	1991	1992	1993	1994	1995	1996	1997	1998	1999
				OST					

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

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

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

Wording of question

since 01/1991

Our sales activity is currently constrained.
  If yes, by

          ohter reasons, namely [1]

          _____

Further information

Other reasons

No inquiry in May 1992

Time span of variable

1990	1991	1992	1993	1994	1995	1996	1997	1998	1999
	OST								

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

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

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

Wording of question

since 06/2003

How do you evaluate the willingness of banks to grant loans to businesses?

          accommodating [1]
          normal/usual [2]
          reserved/ restrictive [3]

Further information

Credit allocation

*in 2003: June, August

Time span of variable

1990	1991	1992	1993	1994	1995	1996	1997	1998	1999

2000	2001	2002	2003	2004	2005	2006	2007	2008	2009

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

Wording of question

06/2012

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

yes [1] ☐   no [2] ☐

Further information

Exhibitor at an international specialized fair

Time span of variable

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

Wording of question

06/2012

Is your comapny represented as an exhibitor at an international specialzed fair?

[...]

If yes, at international specialized fairs

- in Germany [1] ☐

Further information

Exhibitor at an international specialized fair in Germany

Time span of variable

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

Wording of question

06/2012

Is your comapny represented as an exhibitor at an international specialzed fair?

[...]

If yes, at international specialized fairs

- in a foreign European country [1] ☐

Further information

Exhibitor at an international specialized fair in a foreign European country

Time span of variable

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

Wording of question

06/2012

Further information

Is your comapny represented as an exhibitor at an international specialzed fair?

[…]

If yes, at international specialized fairs

      - in a country outside of Europe [1]

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

Time span of variable

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

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

Wording of question

06/2012

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

      yes [1]   no [2]

Further information

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

Time span of variable

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

No.	Name	Label	Survey period	Survey frequency
3.18)	han_fairxhexp_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

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

[…]

If yes, at international specialized fairs

      - in Germany [1]

Further information

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

Time span of variable

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

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

Wording of question

06/2012

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

[…]

If yes, at international specialized fairs

      - in a foreign European country [1]

Further information

Exhibitor at an international specialized fair in a foreign European country during the next 2-3 years

Time span of variable

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

No.	Name	Label	Survey period	Survey frequency
3.20)	han_fairxhexp_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

06/2012

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

[...]

If yes, at international specialized fairs

      - in a country outside of Europe [1]

Further information

Exhibitor at an international specialized fair in a country outside of Europe during the next 2-3 years

Time span of variable

2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
		WEST							
		OST							
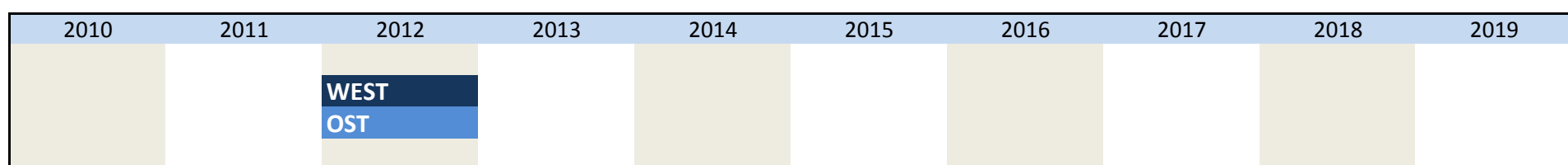
No.	Name	Label	Survey period	Survey frequency
3.21)	han_flight_ger	Importance of flight connections in Germany	East and West 03/2013	once

Wording of question

03/2013

How important for your company is a flight connection in

Germany

      very important [1]
      important [2]
      less important [3]
      unimportant [4]

Further information

Importance of flight connections in Germany

Time span of variable

2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
			WEST						
			OST						
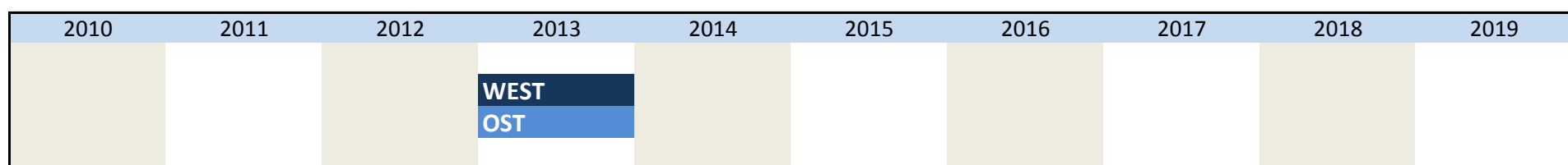
No.	Name	Label	Survey period	Survey frequency
3.22)	han_flight_eur	Importance of flight connections in Europe	East and West 03/2013	once

Wording of question

03/2013

How important for your company is a flight connection in

Europe

      very important [1]
      important [2]
      less important [3]
      unimportant [4]

Further information

Importance of flight connections in Europe

Time span of variable

2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
			WEST						
			OST						
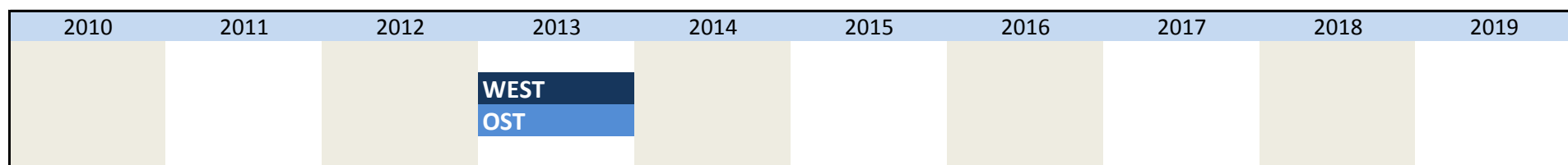
No.	Name	Label	Survey period	Survey frequency
3.23)	han_flight_world	Importance of flight connections worldwide	East and West 03/2013	once

Wording of question

03/2013

How important for your company is a flight connection in

Further information

Importance of flight connections worldwide

worldwide

very important [1]
important [2]
less important [3]
unimportant [4]

Time span of variable

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

No.	Name	Label	Survey period	Survey frequency
3.24)	han_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)

yes[1]   no[2]

Further Information

Time span of variable

1980	1981	1982	1983	1984	1985	1986	1987	1988	1989

1990	1991	1992	1993	1994	1995	1996	1997	1998	1999

2000	2001	2002	2003	2004	2005	2006	2007	2008	2009

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

No.	Name	Label	Survey period	Survey frequency
3.25)	han_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?

yes[1]   no[2]

Further information

Time span of variable

1980	1981	1982	1983	1984	1985	1986	1987	1988	1989

1990	1991	1992	1993	1994	1995	1996	1997	1998	1999

2000	2001	2002	2003	2004	2005	2006	2007	2008	2009

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

No.	Name	Label	Survey period	Survey frequency
3.26)	han_minim2	minimum wage q2	East and West 11/2014	once

Wording of question

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
3.27)	han_minim3	minimum wage q3	East and West 11/2014	once

Wording of question

11/2014

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

yes   no

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

[1] personnel cuts

Further information

Time span of variable

1980	1981	1982	1983	1984	1985	1986	1987	1988	1989
1990	1991	1992	1993	1994	1995	1996	1997	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
3.28)	han_minim4	minimum wage q4	East and West 11/2014	once

Wording of question

11/2014

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

yes   no

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

[1] reduction of working hours

Further information

Time span of variable

1980	1981	1982	1983	1984	1985	1986	1987	1988	1989
1990	1991	1992	1993	1994	1995	1996	1997	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
3.29)	han_minim5	minimum wage q5	East and West 11/2014	once

Wording of question

11/2014

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

☐ yes   ☐ no

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

☐ [1] increase in prices

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
3.30)	han_minim6	minimum wage q6	East and West 11/2014	once

Wording of question

11/2014

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

☐ yes   ☐ no

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

☐ [1] reduction of investment

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
3.31)	han_minim7	minimum wage q7	East and West 11/2014	once

Wording of question

11/2014

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

▨ yes   ▨ no

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

[ ] [1] reduction of special payments

Further information

Time span of variable

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

No.	Name	Label	Survey period	Survey frequency
3.32)	han_minim8	minimum wage q8	East and West 11/2014	once

Wording of question

11/2014

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

▨ yes   ▨ no

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

[ ] [1] other

Further information

Time span of variable

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

No.	Name	Label	Survey period	Survey frequency
3.33)	han_turnexp	expected turnover this year	East and West since 05/2015	

05/2015

Investments and revenue
3) compared to last year our total revenue this year will likely

increase [1]

not change [2]

decrease [3]

Time span of variable

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

WEST
EAST

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

Wording of question

05/2015

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

Total investments

increased [1]

not changed [2]

decreased [3]

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

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

Time span of variable

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

WEST
EAST

No.	Name	Label	Survey period	Survey frequency
3.35)	han_invcon_lj	investment in construction last year	East and West since 05/2015	

Wording of question

05/2015

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

**Total investments,
thereof in: construction**

increased [1]

not changed [2]

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

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

Time span of variable

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

WEST
EAST

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

Wording of question

05/2015

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

**Total investments,
thereof in: equipment**

increased [1]

not changed [2]

decreased [3]

Further information

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

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

Time span of variable

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

WEST
EAST

No.	Name	Label	Survey period	Survey frequency
3.37)	han_invest_dj	total investment this year	East and West since 05/2015	

Wording of question

05/2015

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

Total investments

increase [1]

not change [2]

decrease [3]

Further information

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

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

Time span of variable

1980	1981	1982	1983	1984	1985	1986	1987	1988	1989
1990	1991	1992	1993	1994	1995	1996	1997	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
3.38)	han_invcon_dj	investment in construction this year	East and West since 05/2015	

Wording of question

05/2015

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

**Total investments,
thereof in: construction**

increase [1]

not change [2]

decrease [3]

Further information

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

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

Time span of variable

1980	1981	1982	1983	1984	1985	1986	1987	1988	1989
1990	1991	1992	1993	1994	1995	1996	1997	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
3.39)	han_inveq_dj	investment in equipment this year	East and West since 05/2015	

Wording of question

05/2015

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

**Total investments,
thereof in: equipment**

increase [1]

not change [2]

decrease [3]

Further information

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

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

Time span of variable

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

WEST
EAST

3.40) **han_invest_nj** — total investment next year — East and West since 11/2015

Wording of question

11/2015

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

Total investments

increase [1]

not change [2]

decrease [3]

Further information

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

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

Time span of variable

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

WEST
EAST

3.41) **han_invcon_nj** — investment in construction next year — East and West since 11/2015

Wording of question

05/2015

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

**Total investments,
thereof in: construction**

increase [1]

not change [2]

decrease [3]

Further information

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

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

Time span of variable

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

WEST
EAST

3.42) **han_inveq_nj** — investment in equipment next year — East and West since 11/2015

Wording of question

05/2015

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

Total investments,

Further information

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

thereof in: equipment	
increase [1]	
not change [2]	
decrease [3]	

20ZZ=2016

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

Time span of variable

1980	1981	1982	1983	1984	1985	1986	1987	1988	1989
1990	1991	1992	1993	1994	1995	1996	1997	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
3.43)	han_ref1	refugees question 1	East and West 10/2015	once

Wording of question

10/2015

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

	[1] small	[2] large
trainees		

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
3.44)	han_ref2	refugees question 2	East and West 10/2015	once

Wording of question

10/2015

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

	[1] small	[2] large
unskilled aid workers		

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
3.45)	han_ref3	refugees question 3	East and West 10/2015	once

Wording of question

10/2015

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

	[1] small	[2] large
skilled workers	☐	☐

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
3.46)	han_ref4	refugees question 4	East and West 10/2015	once

Wording of question

10/2015

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

	[1] small	[2] large
leading positions	☐	☐

Further Information

Time span of variable

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

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

Wording of question

10/2015

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

	[1] small	[2] large
other positions	☐	☐

Further Information

Time span of variable

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

WEST
EAST

No.	Name	Label	Survey period	Survey frequency
3.48)	han_ref6	refugees question 6	East and West 10/2015	once

Wording of question

10/2015

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

	[1] little	[2] much
labor law-related provisions		

Further Information

Time span of variable

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

WEST
EAST

No.	Name	Label	Survey period	Survey frequency
3.49)	han_ref7	refugees question 7	East and West 10/2015	once

Wording of question

10/2015

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

	[1] little	[2] much
unfit level of qualification		

Further Information

Time span of variable

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

WEST
EAST

No.	Name	Label	Survey period	Survey frequency
3.50)	han_ref8	refugees question 8	East and West 10/2015	once

Wording of question

10/2015

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

[1] little   [2] much

minimum wage

Further Information

Time span of variable

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

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

Wording of question

10/2015

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

[1] little   [2] much

lack of language skills

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				

4. Standard questions for department stores in percentage

No.	Name	Label	Survey period	Survey frequency
4.1)	han_questpercansw11	% to statebus good	West 01/1990 to 01/2006	monthly survey

Time span of variable

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

Further information

Percentage of department stores that appraise the state of business **"good"**
see
2.1) statebus

No.	Name	Label	Survey period	Survey frequency

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

Time span of variable

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

No.	Name	Label	Survey period	Survey frequency

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

Time span of variable

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

No.	Name	Label	Survey period	Survey frequency

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

Time span of variable

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

No.	Name	Label	Survey period	Survey frequency

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

Time span of variable

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

No.	Name	Label	Survey period	Survey frequency

4.6) han_questpercansw23 — % to busvoly lower — West 01/1990 to 01/2006 — monthly survey

Time span of variable

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

No.	Name	Label	Survey period	Survey frequency

4.7) han_questpercansw31 — % to busvolm higher — West 01/1990 to 01/2002 — monthly survey

Time span of variable

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

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

Time span of variable

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

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

Time span of variable

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

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

Time span of variable

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

No.	Name	Label	Survey period	Survey frequency
4.11)	han_questpercansw42	% to feedst satisfiable	West 01/1990 to 01/2006	monthly survey

Time span of variable

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

No.	Name	Label	Survey period	Survey frequency
4.12)	han_questpercansw43	% to feedst too much	West 01/1990 to 01/2006	monthly survey

Time span of variable

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

No.	Name	Label	Survey period	Survey frequency
4.13)	han_questpercansw51	% to prvpm increased	West 01/1990 to 01/2006	monthly survey

Time span of variable

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

No.	Name	Label	Survey period	Survey frequency
4.14)	han_questpercansw52	% to prvpm not changed	West 01/1990 to 01/2006	monthly survey

Time span of variable

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

No.	Name	Label	Survey period	Survey frequency
4.15)	han_questpercansw53	% to prvpm decreased	West 01/1990 to 01/2006	monthly survey

Time span of variable

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

No.	Name	Label	Survey period	Survey frequency
4.16)	han_questpercansw61	% to exppr increasing	West 01/1990 to 01/2006	monthly survey

Time span of variable

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

No.	Name	Label	Survey period	Survey frequency
4.17)	han_questpercansw62	% to exppr not changing	West 01/1990 to 01/2006	monthly survey

Time span of variable

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

No.	Name	Label	Survey period	Survey frequency
4.18)	han_questpercansw63	% to exppr decreasing	West 01/1990 to 01/2006	monthly survey

Time span of variable

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

No.	Name	Label	Survey period	Survey frequency

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

Time span of variable

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

No.	Name	Label	Survey period	Survey frequency

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

Time span of variable

1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information
WEST										Percentage of department stores that have **"not changed"** their orders compared to last year
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	see
WEST										**2.7) ords**

No.	Name	Label	Survey period	Survey frequency

4.21) han_questpercansw73 % to ords falling West 01/1990 to 01/2006 monthly survey

Time span of variable

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

No.	Name	Label	Survey period	Survey frequency

4.22) han_questpercansw81 % to busdevv more favourable West 01/1990 to 01/2006 monthly survey

Time span of variable

1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information
WEST										Percentage of department stores that evaluate their business development as **"more favourable"**
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	see
WEST										**2.8) busdevv**

No.	Name	Label	Survey period	Survey frequency

4.23) han_questpercansw82 % to busdevv not changing West 01/1990 to 01/2006 monthly survey

Time span of variable

1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information
WEST										Percentage of department stores that evaluate their business development as **"staying about the same"**
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	see
WEST										**2.8) busdevv**

No.	Name	Label	Survey period	Survey frequency

4.24) han_questpercansw83 % to busdevv more unfavourable West 01/1990 to 01/2006 monthly survey

Time span of variable

1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information
WEST										Percentage of department stores that evaluate their business development as **"less favourable"**

2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	see
										2.8) busdevv

WEST

sector_wz03 auf amtliche WZ2003-Klassifikation

ifo-classification (sector_wz03)	Official WZ2003-Klassfikation	ifo-classification (sector_wz03)	Official WZ2003-Klassfikation
50120	50.10.2	51810	51.81
50131	50.10.3 (ifo-spezifische Aufteilung)	51820	51.82
50132		51840	51.84
50320	50.30.2	51850	51.85
50330	50.30.3	51860	51.86
50420	50.40.2	51870	51.87
50430	50.40.3	51880	51.88
50500	50.5	52110	52.11
51210	51.21	52120	52.12
51240	51.24	52250	52.25
51290	51.22 & 51.23 & 51.25	52260	52.26
51310	51.31	52290	52.21 & 52.22 & 52.23 & 52.24 & 52.27
51340	51.34	52310	52.31
51350	51.35	52330	52.33
51370	51.37	52410	52.41
51390	51.39	52420	52.42
51410	51.41	52421	52.42.1
51423	51.42.3	52422	52.42.2
51429	51.42.4 & 51.42.5	52423	52.42.3
51432	51.43.2	52430	52.43
51433	51.43.3	52431	52.43.1
51434	51.43.4	52432	52.43.2
51440	51.44 (ohne Tapeten)	52440	52.44
51450	51.45	52441	52.44.1
51460	51.46	52443	52.44.3
51473	51.47.3	52444	52.44.4
51474	51.47.4	52447	52.44.7
51476	51.47.6	52451	52.45.1
51477	51.47.7	52452	52.45.2
51478	51.47.8	52460	52.46
51510	51.51	52471	52.47.1
51522	51.52.2	52472	52.47.2 & 52.47.3
51523	51.52.3	52485	52.48.5
51532	51.53.2	52486	52.48.6
51533	51.53.3	52491	52.49.1 & 52.49.2
51534	51.53.4	52493	52.49.3 & 52.49.4
51536	51.53.6	52495	52.49.5
51537	51.53.7	52496	52.49.6
51543	51.54.3	52497	52.49.7
51549	51.54.2 & 51.54.4	52498	52.49.8
51550	51.55	52499	Teil von 52.49.9
51560	51.56	52600	52.6
51570	51.57	52800	Teil von 52.49.9