

# List of variables

# **Ifo Business Survey Trade**

## Data: 1/1990-12/2015

As of August 2016

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LMU-ifo Economics & Business Data Center (EBDC)

Poschingerstr. 5 81679 Munich





# List of variables - test of economic cycle - trade

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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

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	identificati	on								
No.	Name		Label				Survey perio	bd			Survey frequency
1.1)	survey		survey				West 01/19 East 01/199 East and We	1 to 01/2006	5		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 peric	od			Survey frequency
No. 1.2)	Name year		Label year				Survey period West 01/199 East 01/199 East and We	90 to 01/200 1 to 01/200	5		Survey frequency monthly survey monthly survey monthly survey
		1992		1994	1995	1996	West 01/19 East 01/199	90 to 01/200 1 to 01/200	5	Further information	monthly survey monthly survey monthly survey
1.2)	year	1992	year	1994	1995	1996	West 01/19 East 01/199 East and We	90 to 01/200 1 to 01/2006 est since 02/2	5 2006	Year of survey	monthly survey monthly survey monthly survey
1.2)	year 1991	1992	year	1994	1995	1996	West 01/19 East 01/199 East and We	90 to 01/200 1 to 01/2006 est since 02/2	5 2006		monthly survey monthly survey monthly survey
1.2) 1990 WEST	year 1991 EAST		year 1993				West 01/19 East 01/199 East and We	90 to 01/200 1 to 01/2006 est since 02/2 1998	5 2006 1999	Year of survey	monthly survey monthly survey monthly survey
1.2) 1990 WEST 2000 WEST	year 1991 EAST		year 1993				West 01/19 East 01/199 East and We	90 to 01/200 1 to 01/2006 est since 02/2 1998	5 2006 1999	Year of survey	monthly survey monthly survey monthly survey

No.	Name		Label				Survey perio	bd		Survey frequency
1.3)	month		month				West 01/19	90 to 01/200	)6	monthly survey
							East 01/199	1 to 01/2006	5	monthly survey
							East and We	est since 02/	2006	monthly survey
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information
	_						_			
WEST	EAST									Month of survey
	EAST									2 digits
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
WEST										
EAST										
2010	2011	2012	2012	2014	2015	2016	2017	2010	2010	
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
WEST										
EAST										

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

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

No.	Name	Label	Survey period	Survey frequency

1.6)	han_weight		weight				West 01/19 East and We	90 to 01/200 est since 02/2		monthly survey monthly survey
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information
WEST						_				Weight
										West 01/1990 to 01/2006
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	Weight from [1] to [99]
WEST										East and West since 02/2006
						OST				Weight from [1] to [12]
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
WEST										
OST										

No.	Name		Label				Survey perio	bc		Survey frequency
1.7)	han_westea	st	western eastern				West 01/19	90 to 01/200	)6	monthly survey
							East and We	est since 02/	2006	monthly survey
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information
WEST										Difference between Western and Eastern survey
WEST	EAST								Dinerence between western and Eastern sulvey	

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

No.	Name		Label				Survey perio	od		Surve	y frequency
1.8)	fedstaifo		federal state (if	o-code)			West 01/19	90 to 01/200	)6	montl	hly survey
							East 01/199	91 to 01/200	6	montl	hly survey
							East and W	est since 02/	2006	montl	hly survey
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information	
WEST										Federal state according to ifo-co	ode
	EAST										
										1 "[01] Berlin West"	10 "[10] Bavaria"
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2 "[02] Schleswig-Holstein"	11 "[11] Saarland"
MECT			_				_			3 "[03] Hamburg"	12 "[12] Mecklenburg-
WEST EAST										4 "[04] Bremen"	Western-Pomerania"
EAST							_			5 "[05] Lower Saxony" 6 "[06] Nordrhine-Westphalia"	13 "[13] Brandenburg (incl. Berlin East)"
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	7 "[07] Rhineland-Palatinate"	14 "[14] Saxony-Anhalt"
										8 "[08] Hesse"	15 "[15] Saxony"
WEST										9 "[09] Baden-Wuerttemberg"	16 "[16] Thuringia"
EAST											

No.		Name		Label				Survey perio	od			Survey frequency
1.9)		sector_id		sector id				West 01/19				monthly survey
								East 01/199	1 to 01/2006	5		monthly survey
								East and We	est since 02/2	2006		monthly survey
1	990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information	
WEST												
		EAST										
		2004	2002	2002	2004	2005	2006	2007	2000	2000		
2	000	2001	2002	2003	2004	2005	2006	2007	2008	2009		
WEST												
EAST												
2	010	2011	2012	2013	2014	2015	2016	2017	2018	2019		
WEST												



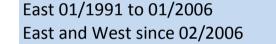
EAST			

No.	Name		Label				Survey perio	bd		Survey frequency
1.10)	han_id2		identification n	umber (part2)			West 01/19	90 to 01/200	)6	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	

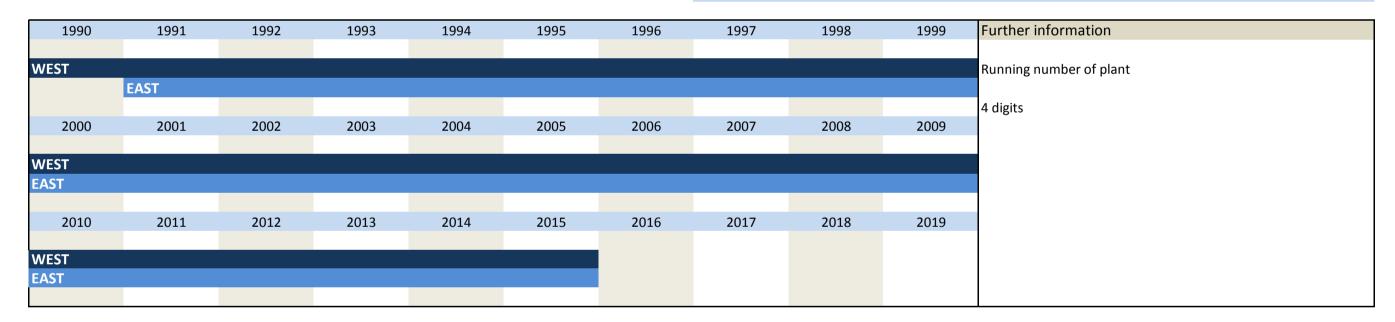
No. Name Laber Survey period Survey period	No	o. Name	Label	Survey period	Survey frequency
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1.11)	han_id3		identification n	umber (part3)			West 01/199	90 to 01/200	)6	monthly survey
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information
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	
2010	2011	2012	2013	2014	2013	2010	2017	2010	2015	

No. Name	Label	Survey period	Survey frequency
1.12) <b>runnu</b>	m running number of plant	West 01/1990 to 01/2006	monthly survey



monthly survey monthly survey



No.	Name		Label				Survey perio	bc			Survey frequency
1.13)	idnum		firm X adress f	ile id			West 03/19 East 04/199	94 to 01/200 2 to 01/200			monthly survey monthly survey
								est since 02/			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 peri	od		Survey frequency
1.14)	han_plantnu	umkt	KT information	id			West 01/19	990 to 01/200	6	monthly survey
							East 07/199	98 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		digit 1-5: 1.5) sec2 digit 6-7: 1.15) fedstaifo	KT Nummer federal state according to
WEST EAST										digit 8-12: 1.11) runnum	ifo-code running number of plant
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019		

No.	Name	Label	Survey period	Survey frequency

1.15)	han_plantnu	imeast	information id f	or east germany			East 01/199	1 to 06/1998		monthly survey
1990	1991	1992	1993	1994	1995	1996	1997	1998		Further information
										Information id, 11 digits, formed with sector number for East Germany
	EAST									01/1991 to 02/1992: digit 1-4: 1.22) sec1
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	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
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	

No.	Name	Label	Survey period	Survey frequency

1.16)	han_plantnu	umwz03	WZ03 informati	on id			East and We	est since 02/2	2006	monthly survey
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information
										Identification id, composed of WZ03 number, 13 digits
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	digit 1-6: 1.14) sec3 WZ03 Nummer
										digit 7-8: 1.15) fedstaifo Bundesland entsprechend

WEST EAST

WE	ST						
EAS	T						

ifo Codierung

Laufende Firmennummer

digit 9-13: 1.11) runnum

No.	Name		Label				Survey perio	od		Survey frequency
1.17)	sector_wz03	3	sector number	WZ03			West 01/19			monthly survey
							East 07/199	8 to 01/200	5	monthly survey
							East and We	est since 02/	2006	monthly survey
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information
										ifo-internal classification, which is based on the WZ2003.
										Further information in 5.
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	5 digits
						WEST				
						EAST				
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
										1
WEST										
EAST										

No.	Name		Label				Survey peri	od			Survey frequency
1.18)	sector_ifo		KT sector numb	er				990 to 01/200 98 to 01/200			monthly survey monthly survey
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information	
WEST	-		-				-	EAST		KT sector number	
								EAST		5 digits KT number	
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 peri	od			Survey frequency



1.19)	sector_east		ifo sector numb	per for east germ	any		East 01/199	1 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
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	or any other number) 01/1991 to 12/1991: 4 digits 01/1992 to 06/1998: 3 digits
										since 01/1992 the following code applies: 020 = Raw materials, unfinished goods, investment goods; 100 = food & semiluxury food; 290 = clothes, shoeS; 690 = household
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	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 perio	bd			Survey frequency
1.20)	sector_total		sector name tra	ade			East since 0				monthly survey
							West since	01/1990			monthly survey
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information	
WEST	_		_								
	EAST										
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009		
WEST											
EAST											
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019		
WEST			_								
EAST											

	Name		Label				Survey peri	od		Survey frequency
)	han_typequ		type of question	nnaire			East 07/199	98 to 01/2006	•	monthly survey
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information
										Type of questionnaire
)		han_typequ	han_typequ	han_typequ type of question	han_typequ type of questionnaire East 07/19	han_typequ type of questionnaire East 07/1998 to 01/2006	han_typequ type of questionnaire East 07/1998 to 01/2006			

										on the questionnaire
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	retail: wholesale:
										[1] e.g.: "toys" etc. [1] e.g.: "wood" etc.
AST										[2] e.g.: "photography productsl" [2] e.g.: "household goods" etc.
										[3] e.g.: "Books" etc. [3] e.g.: "bicycles" etc.
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	

No.	Name		Label				Survey perio	bc		Survey frequency
1 22)	han latacor	20 c r					West 01/19	00 +0 02 /200	74	monthly curvey
1.22)	han_latecor	ner	N=latecomer				west 01/19	90 10 03/200	J4	monthly survey
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information
WEST										Latecomer
										[N]
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	Questionnaires that arrived at the ifo-institute after the
WEST										target date for the evaluation
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	

		II. Variable	s regarding t	he survey pro	ocess					
No.	Name		Label				Survey perio	od		Survey frequency
								05/2007		
1.23)	online		online				West since	-		monthly survey
							East since 0	5/2007		monthly survey
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information
WEST	EAST									Questionnaire was answered online
	EAST									[0] paper
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	[1] fax
										[2] online
WEST										[5] manually collected
EAST										
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	



VEST		
EAST		

No.	Name		Label				Survey perio	bd		Survey frequency
1.24)	survey_start		survey_start				West since	07/2007		monthly survey
							East since 0	7/2007		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
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	online.
							WEST			
							EAST			
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
WEST										
EAST										

No.	Name		Label				Survey perio	bd		Survey frequency
1.25)	survey_end		survey_end				West since	01/2005		monthly survey
							East since 0	1/2005		monthly survey
1000	1001	1002	1002	1004	1005	1000	1007	1008	1000	Further information
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further mormation
										End of the survey
										only refers to the participants who answered the questionnaire
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	online.
							WEST			
							EAST			
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
WEST										
EAST										

	No. Name Label Survey perio	od Survey frequency
--	-----------------------------	---------------------

participation	_date	participation da	te				-		monthly survey
						East since 0	1/2005		monthly survey
1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information
									Participation date
2001	2002	2003	2004	2005	2006	2007	2008		only refers to the participants who answered the questionnaire online.
2001	2002	2003	2004	2005	2000	2007	2008	2009	onine.
						WEST			
						EAST			
2011	2012	2013	2014	2015	2016	2017	2018	2019	
	1991 2001	2001 2002	1991       1992       1993         2001       2002       2003	1991       1992       1993       1994         2001       2002       2003       2004	1991       1992       1993       1994       1995         2001       2002       2003       2004       2005	1991       1992       1993       1994       1995       1996         2001       2002       2003       2004       2005       2006	19911992199319941995199619972001200220032004200520062007Long <tdlong< td="">LongLongLong<tdl< td=""><td>1991       1992       1993       1994       1995       1996       1997       1998         2001       2002       2003       2004       2005       2006       2007       2008         Image: State State</td><td>1991       1992       1993       1994       1995       1996       1997       1998       1999         2001       2002       2003       2004       2005       2006       2007       2008       2009         VEST       EAST       Image: State Stat</td></tdl<></tdlong<>	1991       1992       1993       1994       1995       1996       1997       1998         2001       2002       2003       2004       2005       2006       2007       2008         Image: State	1991       1992       1993       1994       1995       1996       1997       1998       1999         2001       2002       2003       2004       2005       2006       2007       2008       2009         VEST       EAST       Image: State Stat

No.	Name		Label				Survey perio	od		Survey frequency
1.27)	participation	n_hour	participation he	our			West since East since 0			monthly survey monthly survey
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	Participation hour only refers to the participants who answered the questionnaire online.
							WEST EAST	-		
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
WEST EAST										

No.	Name		Label				Survey perio	bc		Survey frequency
1.28)	participation	n_status	I	participation sta	atus		West since			monthly survey
							East since 0	2/2005		monthly survey
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information
										participation status



2000										only refers to the participants who answered the questic
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	online.
							WEST			[1] complete
							EAST			[2] reworked [3] incomplete
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	[4] not answered
WEST										[5] ausgefuellt
EAST										
							_			
		2. Standar	d questions							
No.	Name		Label				Survey perio	nd		Survey frequency
NO.	Name		Label				Survey perio	Ju		Survey nequency
2.1)	han_statebu	IS	state of busines	ss (appraisal)			West 01/19	90 to 01/200	)6	monthly survey
,								1 to 01/200		monthly survey
Wording of	question						East and We	est since 02/	2006	monthly survey
										Further information
	/2001 <b>development in t</b> urrent state of bus		vey							Appraisal of the state of business
Appraisal and	development in t		good [1]				]	1		
Appraisal and	development in t						]	]	]	Appraisal of the state of business *01/2002 and 02/2002 Current situation / newest tendencies West 01/1990 to 01/2006
Appraisal and	development in t		good [1] satisfiable) [2]					]	]	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
<b>Appraisal and</b> We rate our cu since 01/2002	<b>development in t</b> urrent state of bus		good [1] satisfiable) [2]					]	]	Appraisal of the state of business *01/2002 and 02/2002 Current situation / newest tendencies West 01/1990 to 01/2006
<b>Appraisal and</b> We rate our cu since 01/2002 <b>Current situat</b> i	<b>development in t</b> urrent state of bus	siness to be	good [1] satisfiable) [2] bad [3]	s) to be				<u> </u>	]	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
<b>Appraisal and</b> We rate our cu since 01/2002 <b>Current situat</b> i	development in t arrent state of bus	siness to be	good [1] satisfiable) [2] bad [3]	s) to be					]	Appraisal of the state of business *01/2002 and 02/2002 <b>Current situation / newest tendencies</b> 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:
<b>Appraisal and</b> We rate our cu since 01/2002 <b>Current situat</b> i	development in t arrent state of bus	siness to be	good [1] satisfiable) [2] bad [3]	s) to be				]	]	Appraisal of the state of business *01/2002 and 02/2002 <b>Current situation / newest tendencies</b> 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:
<b>Appraisal and</b> We rate our cu since 01/2002 <b>Current situat</b> i	development in t arrent state of bus	siness to be	good [1] satisfiable) [2] bad [3] ' new tendencies good [1] satisfiable [2]	s) to be				<u> </u>	]	Appraisal of the state of business*01/2002 and 02/2002Current situation / newest tendenciesWest 01/1990 to 01/2006[9] = answer of department stores in percentageAll of the answers of the department stores are aggregated here and expressed as a percentageExample:4.1) questpercansw11[50]4.2) questpercansw12[30]4.3) questpercansw13[20]
Appraisal and We rate our cu since 01/2002 Current situati We rate our st	development in t arrent state of bus ion* ate of business (p	siness to be	good [1] satisfiable) [2] bad [3] ' new tendencies good [1] satisfiable [2]	s) to be					]	Appraisal of the state of business*01/2002 and 02/2002Current situation / newest tendenciesWest 01/1990 to 01/2006[9] = answer of department stores in percentageAll of the answers of the department stores are aggregated here and expressed as a percentageExample: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
Appraisal and We rate our cu since 01/2002 Current situati We rate our st	development in t arrent state of bus ion* ate of business (p	siness to be revious month/	good [1] satisfiable) [2] bad [3] ' new tendencies good [1] satisfiable [2] bad [3]						]	Appraisal of the state of business*01/2002 and 02/2002Current situation / newest tendenciesWest 01/1990 to 01/2006[9] = answer of department stores in percentageAll of the answers of the department stores are aggregated here and expressed as a percentageExample:4.1) questpercansw11[50]4.2) questpercansw12[30]4.3) questpercansw13[20]
Appraisal and We rate our cu since 01/2002 Current situati We rate our st	development in t arrent state of bus ion* ate of business (p	siness to be	good [1] satisfiable) [2] bad [3] ' new tendencies good [1] satisfiable [2]	s) to be 1994	1995	1996	1997	1998	]	Appraisal of the state of business*01/2002 and 02/2002Current situation / newest tendenciesWest 01/1990 to 01/2006[9] = answer of department stores in percentageAll of the answers of the department stores are aggregated here and expressed as a percentageExample: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
Appraisal and We rate our cu since 01/2002 Current situati We rate our st	development in t arrent state of bus ion* ate of business (p of variable 1991	siness to be revious month/	good [1] satisfiable) [2] bad [3] ' new tendencies good [1] satisfiable [2] bad [3]		1995	1996	1997	1998	) ] 1999	Appraisal of the state of business*01/2002 and 02/2002Current situation / newest tendenciesWest 01/1990 to 01/2006[9] = answer of department stores in percentageAll of the answers of the department stores are aggregated here and expressed as a percentageExample: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
Appraisal and We rate our cu since 01/2002 Current situati We rate our st	development in t arrent state of bus ion* ate of business (p	siness to be revious month/	good [1] satisfiable) [2] bad [3] ' new tendencies good [1] satisfiable [2] bad [3]		1995	1996	1997	1998	2009	Appraisal of the state of business*01/2002 and 02/2002Current situation / newest tendenciesWest 01/1990 to 01/2006[9] = answer of department stores in percentageAll of the answers of the department stores are aggregated here and expressed as a percentageExample: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

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

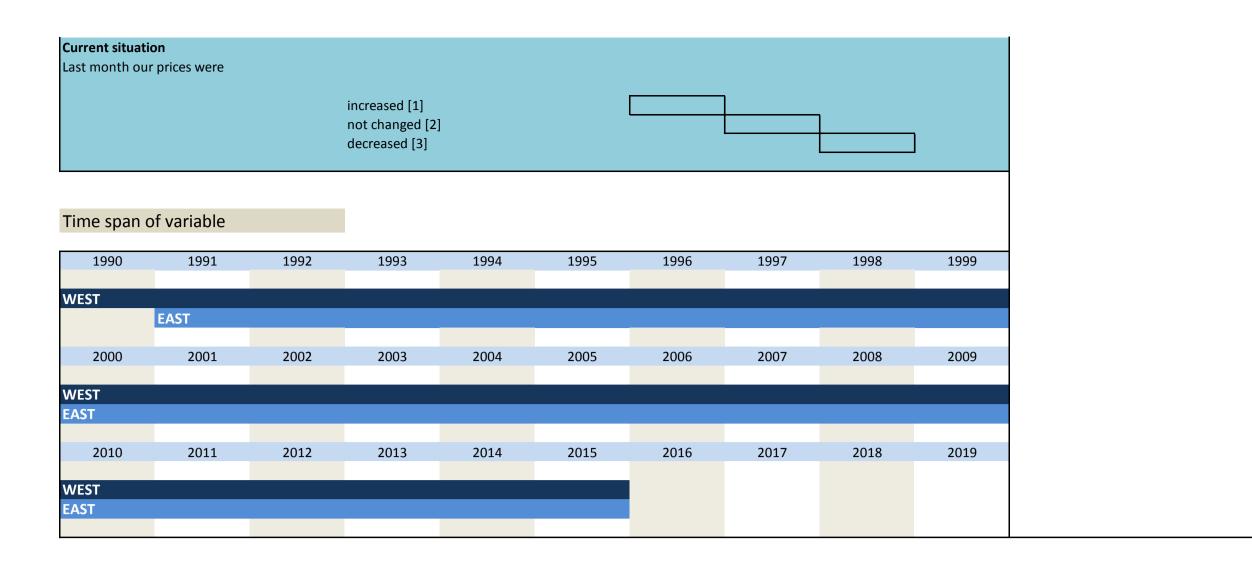
	Name		Label				Survey perio	od		Survey frequency
2.2) Wording o	han_busvolv	y	business volum	e versus previou	us year		East 01/199	90 to 01/200 92 to 01/2006 est since 02/2	6	monthly survey monthly survey monthly survey
	1/2001 <b>d development in</b> the same month o						]	1		Further information Business volume compared to previous year *01/2002 und 02/2002 Current situation / new tendencies
since 01/200 <b>Current situa</b> Compared to		of the previous y	lower [3] year, our revenu		S				]	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:
			higher [1] as high as last y	(oor [2]				-		4.4) questpercansw21 [50]
			lower [3]						]	<ul> <li>4.5) questpercansw22 [30]</li> <li>4.6) questpercansw23 [20]</li> <li>Means 50% of the department stores answered</li> <li>"good". 30% of the department stores answered</li> </ul>
Time span	n of variable			(z)					]	4.6) questpercansw23 [20]
Time span	of variable	1992		1994	1995	1996	1997	1998	1999	<ul> <li><b>4.6) questpercansw23</b> [20]</li> <li>Means 50% of the department stores answered</li> <li>"good", 30% of the department stores answered</li> <li>"satisfiable", 20% of the</li> </ul>
	1991	1992 EAST	lower [3]		1995	1996	1997	1998	1999	<ul> <li><b>4.6) questpercansw23</b> [20]</li> <li>Means 50% of the department stores answered</li> <li>"good", 30% of the department stores answered</li> <li>"satisfiable", 20% of the</li> </ul>
1990	1991		lower [3]		1995	1996	1997	1998	2009	<ul> <li><b>4.6) questpercansw23</b> [20]</li> <li>Means 50% of the department stores answered</li> <li>"good", 30% of the department stores answered</li> <li>"satisfiable", 20% of the</li> </ul>
1990 WEST	1991	EAST	lower [3] 1993	1994						<ul> <li><b>4.6) questpercansw23</b> [20]</li> <li>Means 50% of the department stores answered</li> <li>"good", 30% of the department stores answered</li> <li>"satisfiable", 20% of the</li> </ul>
1990 WEST 2000 WEST	1991	EAST	lower [3] 1993	1994						<ul> <li><b>4.6) questpercansw23</b> [20]</li> <li>Means 50% of the department stores answered</li> <li>"good", 30% of the department stores answered</li> <li>"satisfiable", 20% of the</li> </ul>



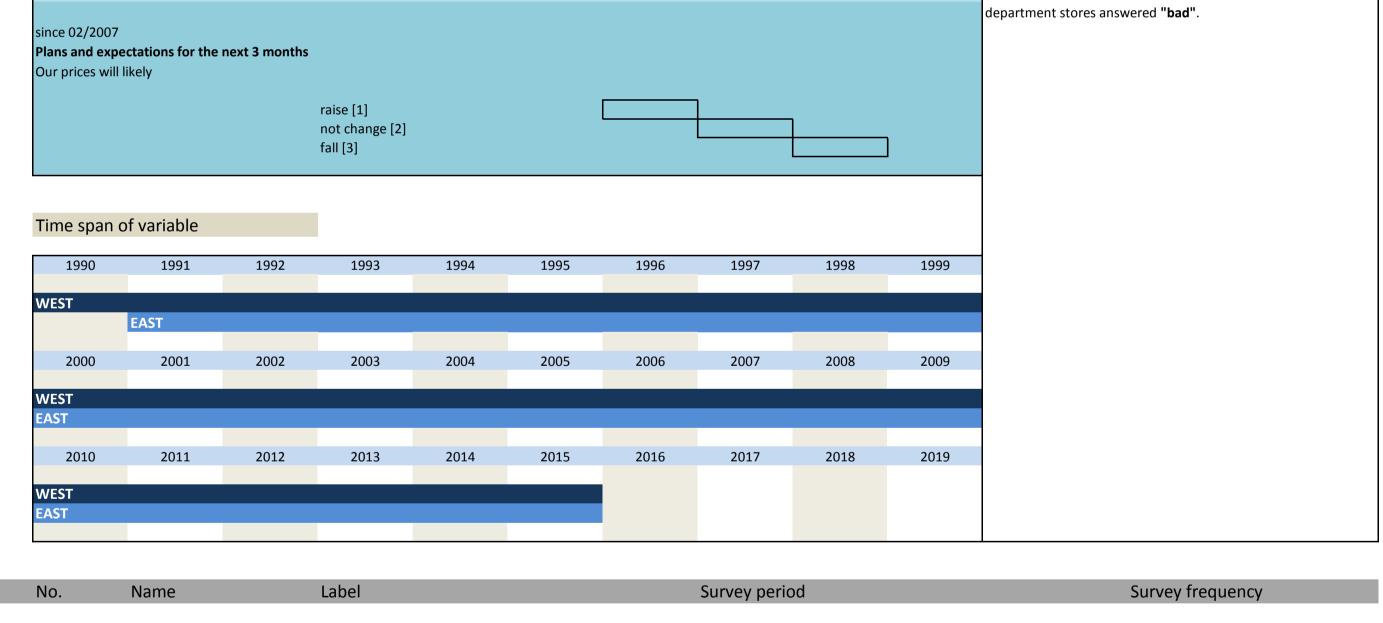
	Name		Label				Survey perio	bd		Survey frequency
2.3)	han_busvolr	n	business volum	ie versus previou	s month		West 01/19	90 to 01/200	)2	monthly survey
							East 01/199	1 to 01/2002	2	monthly survey
Wording of	of question									
										Further information
since 01/199	90 to 11/2001 I <b>d development in t</b>	the moth of sur	VAV							Business volume compared to the previous month
	o last month our rev		vey							business volume compared to the previous month
			h:-h [4]				1			West 01/1990 to 01/2006
			higher [1] not changed [2	1				ן		[.] = answer of department stores in percentage All of the answers of the department stores are
			lower [3]	1					]	aggregated here and expressed as a percentage
										Evampla:
										Example:
01/2002										
01/2002 Current situa	ation / new tenden	cies								4.7) questpercansw31 [50]
Current situa	<b>ation / new tenden</b> ast 2-3 months, und		of seasonal fluctu	uations, our reve	nue					4.8) questpercansw32 [30]
Current situa				uations, our reve	nue		1			
Current situa			of seasonal fluctu increased [1] remained abou		nue		]	J		<b>4.8) questpercansw32</b> [30]
Current situa			increased [1]		nue		]	1	]	4.8) questpercansw32[30]4.9) questpercansw33[20]Means 50% of the department stores answered"good", 30% of the department stores answered
Current situa			increased [1] remained abou		nue		]		]	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
Current situa			increased [1] remained abou		nue			1	]	4.8) questpercansw32[30]4.9) questpercansw33[20]Means 50% of the department stores answered"good", 30% of the department stores answered
<b>Current situa</b> Within the la			increased [1] remained abou		nue		]	1	]	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
Current situa Within the la	ast 2-3 months, und n of variable	ler elimination o	increased [1] remained abou decreased [3]	it the same [2]		1006	1007	1009	]	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
<b>Current situa</b> Within the la	ast 2-3 months, und		increased [1] remained abou		nue 1995	1996	1997	1998	1999	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
Current situa Within the la	n of variable 1991	ler elimination o	increased [1] remained abou decreased [3]	it the same [2]		1996	1997	1998	1999	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
Current situa Within the la Time span	ast 2-3 months, und n of variable	ler elimination o	increased [1] remained abou decreased [3]	it the same [2]		1996	1997	1998	1999	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
Current situa Within the la Time span 1990 WEST	n of variable 1991 EAST	ler elimination of 1992	increased [1] remained abou decreased [3]	It the same [2]	1995					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
Current situa Within the la Time span 1990 WEST 2000	n of variable 1991	ler elimination o	increased [1] remained abou decreased [3]	it the same [2]		1996	1997	1998	2009	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
Current situa Within the la Time span 1990 WEST	n of variable 1991 EAST	ler elimination of 1992	increased [1] remained abou decreased [3]	It the same [2]	1995					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

No.	Name		Label				Survey perio	bd		Survey frequency
2.4) Wording of	han_feedst f question		feedstock (appr	aisal)			East 01/199	90 to 01/2000 1 to 01/2006 est since 02/2		monthly survey monthly survey monthly survey
since 01/1990 <b>Current situat</b> We rate our ci		S	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
Time span	of variable									West 01/1990 to 01/2006 [9] = answer of department stores in percentage All of the answers of the department stores are
1990 WEST	1991	1992	1993	1994	1995	1996	1997	1998	1999	aggregated here and expressed as a percentage Example: 4.10) questpercansw41 [50] 4.11) questpercansw42 [30]
2000	EAST 2001	2002	2003	2004	2005	2006	2007	2008	2009	<ul> <li>4.12) questpercansw43 [20]</li> <li>Means 50% of the department stores answered</li> <li>"good", 30% of the department stores answered</li> </ul>
WEST EAST 2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	" <b>satisfiable</b> ", 20% of the department stores answered " <b>bad</b> ".
WEST EAST			-							
No.	Name		Label				Survey perio	od		Survey frequency
2.5) Wording of	han_prvpm f question		prices versus pr	evious month			East 01/199	90 to 01/200 1 to 01/2006 est since 02/2		monthly survey monthly survey monthly survey
	L/2001 I <b>development in t</b> pevious month ou		increased [1] not changed [2]					]]		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
			decreased [3]							



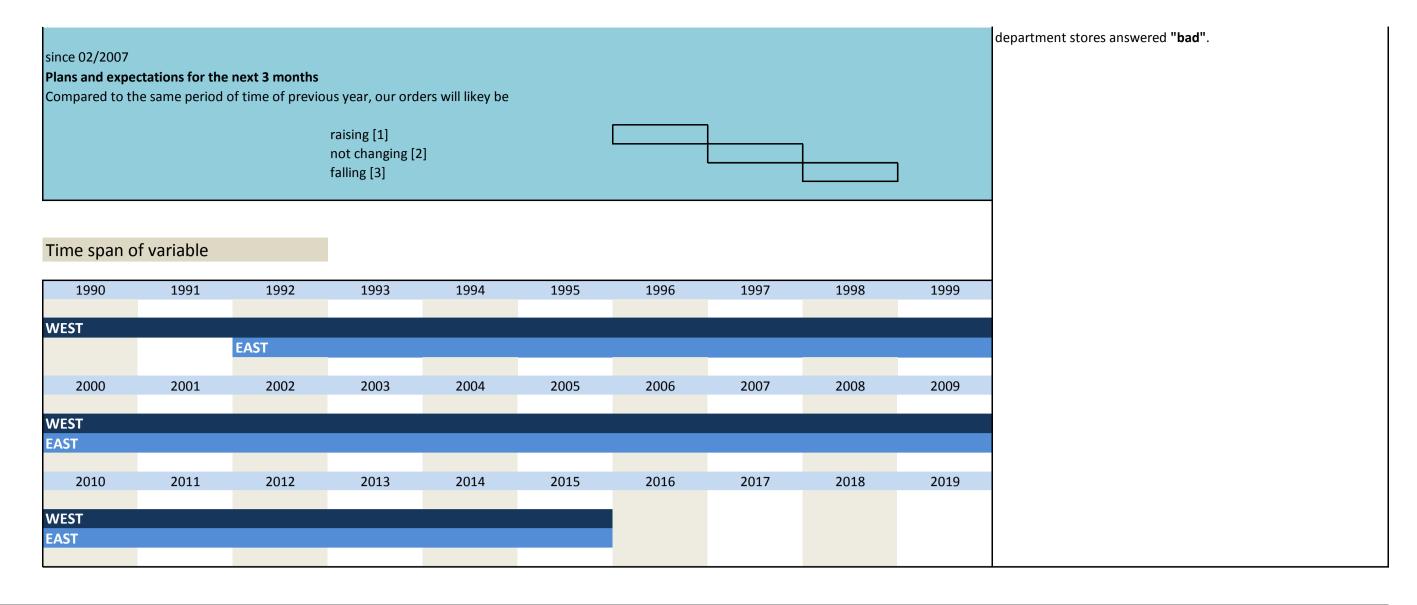


No.	Name	Label	Survey period	Survey frequency
2.6)	han_exppr	expected prices	West 01/1990 to 01/2006	monthly survey
			East 01/1991 to 01/2006	monthly survey
Wording of	of question		East and West since 02/2006	monthly survey
				Further information
01/1990 to 0	02/2002			
Plans and ex	-			Expected prices
Within the n	ext 3 months our prices will likely			West 01/1990 to 01/2006
		raise [1]		[9] = answer of department stores in percentage
		not change [2]		All of the answers of the department stores are
		fall [3]		aggregated here and expressed as a percentage
				Example:
since 03/200	2 to 01/2007			
	pectations for 3 months			<b>4.16) questpercansw61</b> [50]
Our prices w	ill likely			<b>4.17) questpercansw62</b> [30]
		raise [1]		<b>4.18) questpercansw63</b> [20]
		not change [2]		Means 50% of the department stores answered
		fall [3]		"good", 30% of the department stores answered
				"satisfiable", 20% of the

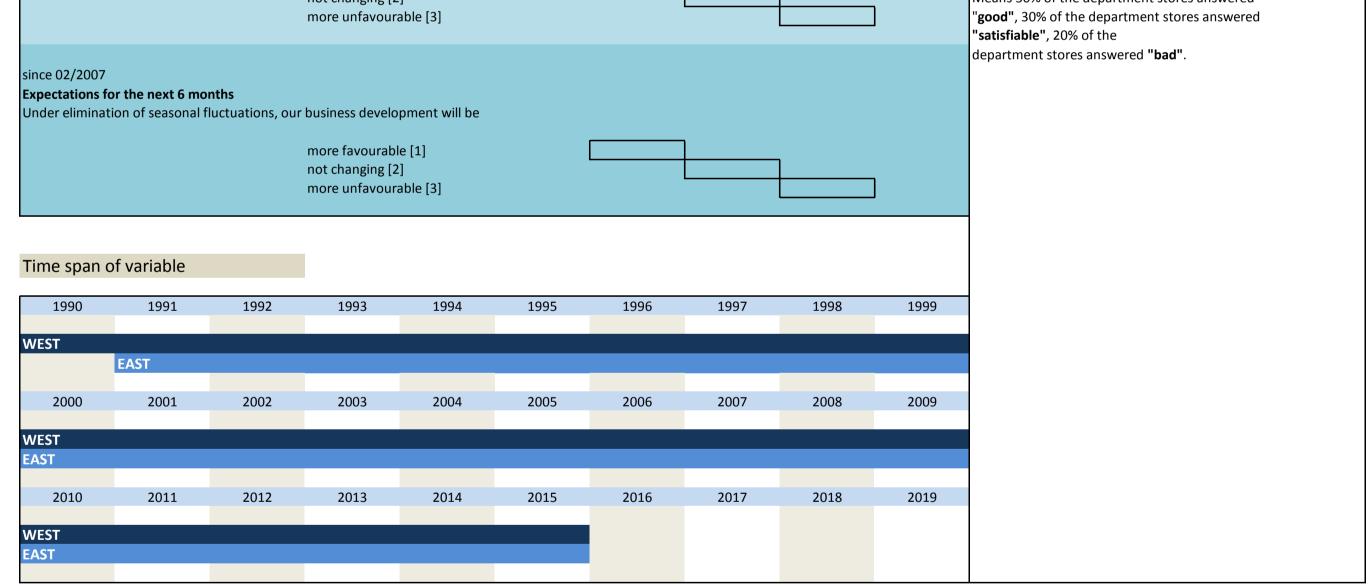


2.7) han_ords Wording of question	orders versus previous year	West 01/1990 to 01/2006 East 01/1992 to 01/2006 East and West since 02/2006	monthly survey monthly survey monthly survey
01/1990 to 02/2002 <b>Plans and expectations</b> Within the next 3 months our orders will, (without taking price changes into account )	compared to the same period of time of previous year, likely 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
since 03/2002 to 01/2007 <b>Plans and expectations for 3 months</b> Compared to the same period of time of p	previous year, our orders will likey be raising [1] not changing [2] falling [3]		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





No. Name	La	bel		Survey period		Surve	ey frequency
2.8) han_co	nexp but	siness development		West 01/1990 to	01/2006	mont	thly survey
				East 01/1991 to	01/2006	mont	thly survey
Wording of question				East and West si	nce 02/2006	mon	thly survey
01/1990 to 02/2002						Further information	
<b>Plans and expectations</b> Within the next 6 months	mc no	isonal fluctuations, our business developme ore favourable [1] t changing [2] ore unfavourable [3]	nt will be			Business development West 01/1990 to 01/2006 [9] = answer of department sto All of the answers of the depar aggregated here and expressed	tment stores are
since 03/2002 to 01/2007						Example:	
Expectations for 6 month						4.22) questpercansw81	[50]
Under elimination of seas	onal fluctuations, our bus	siness development will be				4.23) questpercansw82	[30]
						4.24) questpercansw83	[20]
		ore favourable [1] t changing [2]				Means 50% of the department	



No.	Name	Label	Survey period	Survey frequency
2.9) Wordin	han_emplexp	expected employees	West 01/1990 to 12/1996 West 03/1997 to 01/2006 East 01/1991 to 01/2006 East and West since 02/2006	Mrch, Jun, Sep, Dec* monthly survey monthly survey monthly survey
Plans and	to 02/2002 <b>d expectations</b> le next 3 months our number of	employees will, under elimination of seasonal flu raise [1] not change [2] fall [3]	Expect inctuations, 1993:	er information ted number of employees L: Apr, Jun, Sep, Dec Mrch, Jun, Sep Jan, Mrch, Jun, Sep, Dec
Plans and	2002 to 01/2007 <b>d expectations for 3 months</b> mination of seasonal fluctuatior	s our number of employees will	was a	special question until 12/1996



							<b>-</b>		
			raise [1] not change [2]						
			fall [3]				l		
since 02/2007									
	ectations for the	next 3 months							
			number of emplo	ovees will					
				.,					
			raise [1]				]		
			not change [2]			-			
			fall [3]						
<del>.</del>	<b>6</b>								
Time span o	of variable								
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999
1990	1991	1992	1993	1994	1992	1990	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									
EAST									

No.	Name		Label				Survoy pori	od		Survey frequency
INU.	Name		Lanei				Survey peri	ou		Survey hequency
3.1)	han_empl		employees				West von 1	0/2001 to 10	/2005	annual survey, Oct
5.1)	nun_empi		employees					)/2000 to 10/		annual survey, Oct*
Wording	of question							est since 02/		annual survey, Nov**
										Further information
since 10/20	000									
Number of	omployed persons (ir	cl holping for	nily members and	ronticos tom	orany omployee	~\***.				employees
Number of	employed persons (ir	ici. Heipilig lai	my members, app	frences, temp		5)***.				*East 2001: monthly survey
We occupy	about	persor	ns in our company							**since 02/2006
										Even though the data is only inquired annually,
										they appear in the dataset monthly.
Time spa	n of variable									The reason forr this is that the annual data is transmiting to every month manually
										The data of the current survey are generally
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	transmitted two to three months after the inquiry
										Example:
										for November and December 2007 the variable
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	<b>empl</b> contains the value of the inquiry from November 2006. Since January 2008 the variable
										empl contains the value of the survey from
OST	WEST									November 2007. ***East 07/1998 to 01/2006
										State: end of the month of the survey
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
WEST										
OST										
No.	Name		Label				Survey peri	od		Survey frequency
3.2)	han_totu		total turnover					0/2000 to 10		annual survey, Oct
								)/1998 to 10/		annual survey, Oct
Wording	of question						Last and W	est von 11/2	500	annual survey, Nov
	·									Fronth and in formation
West 10/20	000									Further information
Lastware										Total turnover
Last year o	ur total turnover was				less than 1/2 N	1M DM		[1]		Since October 2001:
					1/2 - 1 "			[2]		uniform size class for Eastern and

is needed for weighting purposes

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]

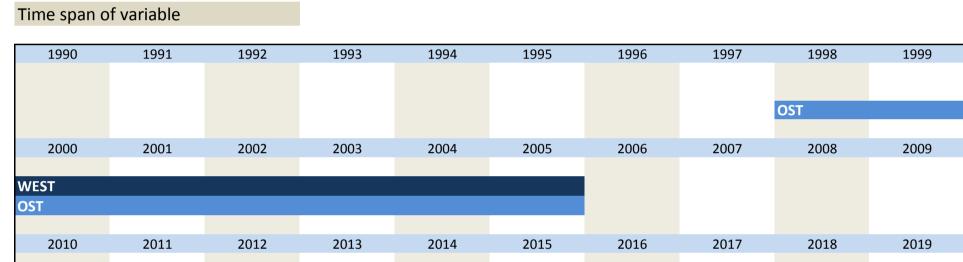
10 - 50 " " 50 - 100 " "

more than 100 " "



[6] [7] [8]

.ast business year our total turnover was (in DM):	less than 0,5 M 0.5 - 1.0 " 1.0 - 2.0 " 2.0 - 5.0 " 5.0 - 10.0 M 10.0 - 25.0 " 25.0 - 50.0 " 50.0 - 100.0 " more than 100 M	[1] [2] [3] [4] [5] [6] [7] [8] [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 0.25 - 0.5 " 0.5 - 1.0 " 1.0 - 2.5 " 2.5 - 5.0 M 5.0 - 12.5 " 12.5 - 25.0 " 25.0 - 50.0 " more than 50 M	[1] [2] [3] [4] [5] [6] [7] [8] [9]
since 11/2009		
Last business year our total turnover was (in Euro):	less than 0,25 M 0.25 - 0.5 0.5 - 1.0 1.0 - 2.5 2.5 - 5.0 5.0 - 12.5 M 12.5 - 25.0 25.0 - 50.0 50.0 - 1.0 bn more than 1.0 bn	[1] [2] [3] [4] [5] [6] [7] [8] [9] [10]

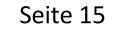


No.	Name		Label				Survey perio	od		Survey frequency
3.3)	han_constra	in	constraints to	production			East 01/199			monthly survey
Wording o	of question						East and We	est since 04/	2006	Jan, Apr, Jul, Oct
										Further information
since 01/199	1									constraints to production
Our sales act	ivity is currently cor	nstrained								No inquiry in May 1992
			-	no [2]						
	yes [1]		J	no [2]						
Time span	n of variable									
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	
	OST									
2000	OST 2001	2002	2003	2004	2005	2006	2007	2008	2009	
		2002	2003	2004		2006 WEST	2007	2008	2009	
2000 OST		2002	2003	2004			2007	2008	2009	
		2002 2012	2003 2013	2004 2014			2007 2017	2008	2009 2019	
OST 2010 WEST	2001				2	WEST				
OST 2010 WEST	2001				2	WEST				
OST 2010 WEST OST	2001		2013		7	WEST	2017	2018		
OST 2010 WEST	2001				7	WEST		2018		Survey frequency
OST 2010 WEST OST	2001	2012	2013	2014	7	WEST	2017	2018 od	2019	Survey frequency monthly survey
OST 2010 WEST OST NO. 3.4)	2001 2011 2011 Name han_diffsup	2012	2013 Label	2014	7	WEST	2017 Survey perio	2018 od	2019	
OST 2010 WEST OST NO. 3.4)	2001 2011 2011 Name	2012	2013 Label	2014	7	WEST	2017 Survey perio	2018 od	2019	monthly survey
OST 2010 WEST OST NO. 3.4)	2001 2011 2011 Name han_diffsup	2012	2013 Label	2014	7	WEST	2017 Survey perio	2018 od	2019	



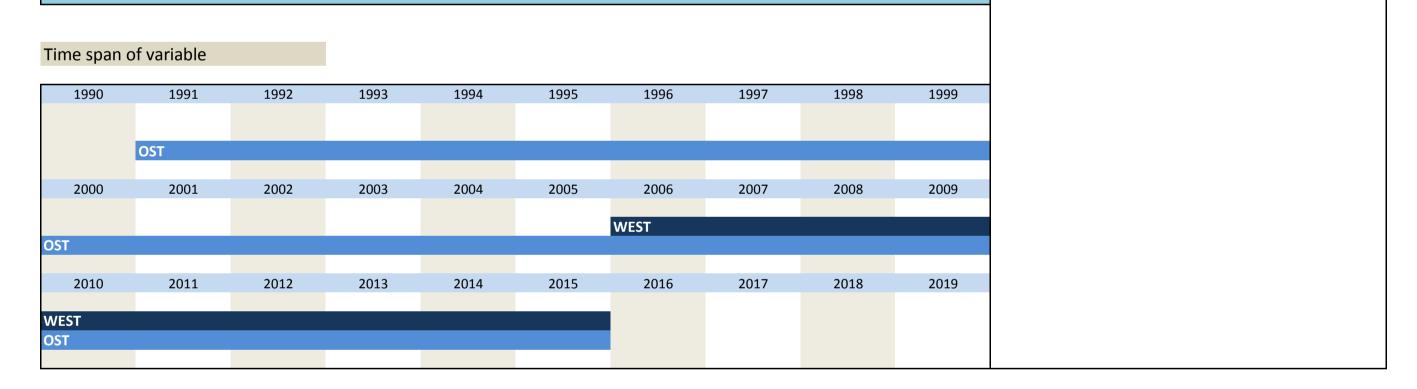
	If yes, by									
			difficulties of su namely	ıpply [1]			]			
Time span o	of variable									
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	
	FACT									
	EAST									
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
EAST			-							
No.	Name		Label				Survey perio	bd		Survey frequency
3.5)	han_weakd	em	weak demand				East and We	est since 04/	2006	Jan, Apr, Jul, Oct
	han_weakd	em	weak demand				East and We	est since 04/	2006	Jan, Apr, Jul, Oct
3.5) Wording of	han_weakd	em	weak demand				East and We	est since 04/	2006	Jan, Apr, Jul, Oct Further information
3.5) Wording of since 01/1991	han_weakd		weak demand				East and We	est since 04/	2006	
3.5) Wording of since 01/1991	han_weakd		weak demand				East and We	est since 04/	2006	Further information
3.5) Wording of since 01/1991	han_weakde		weak demand	[1]			East and We	est since 04/	2006	Further information
3.5) Wording of since 01/1991	han_weakde			[1]			East and We	est since 04/	2006	Further information
3.5) Wording of since 01/1991	han_weakde			1]			East and We	est since 04/	2006	Further information
3.5) Wording of since 01/1991 Our sales activ	han_weakd			.1]			East and We	est since 04/	2006	Further information
3.5) Wording of since 01/1991 Our sales activ	han_weakd	nstrained.	weak demand [		1005		]			Further information
3.5) Wording of since 01/1991 Our sales activ	han_weakd			1]	1995	1996	East and We	est since 04/	2006	Further information
3.5) Wording of since 01/1991 Our sales activ	han_weakd	nstrained.	weak demand [		1995		]			Further information
3.5) Wording of since 01/1991 Our sales activ	han_weakd	nstrained.	weak demand [		1995		]			Further information
3.5) Wording of since 01/1991 Our sales activ Time span o 1990	han_weakdo	nstrained.	weak demand	1994		1996	1997	1998	1999	Further information

		2012	2013	2014	2015	2016	2017	2018	2019	
WEST										
OST										
No.	Name		Label				Survey perio	od		Survey frequency
3.6)	han_difffin		difficulties in fir	nancing			East 01/199			monthly survey
Mording	faustion						East and We	est since 04/	2006	Jan, Apr, Jul, Oct
wording c	of question									
since 01/199	1									Further information
										difficulties in financing
)ur sales acti	ivity is currently con If yes, by	istrained.								No inquiry in May 1992
	,		1100				_			
			difficulties in fir	nancing [1]						
<b>r:</b>	-f									
lime span	of variable									
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	
1990		1992	1993	1994	1995	1996	1997	1998	1999	
1990	1991 OST	1992	1993	1994	1995	1996	1997	1998	1999	
1990 2000		1992 2002	1993 2003	1994 2004	1995 2005	1996 2006	1997 2007	1998 2008	1999 2009	
	OST					2006				
2000	OST									
	OST					2006				
2000 DST 2010	OST 2001	2002	2003	2004	2005	2006 WEST	2007	2008	2009	
2000 DST 2010 VEST	OST 2001	2002	2003	2004	2005	2006 WEST	2007	2008	2009	
2000 DST 2010 VEST	OST 2001	2002	2003	2004	2005	2006 WEST	2007	2008	2009	
2000 DST 2010 VEST DST	OST 2001 2011	2002	2003 2013	2004	2005	2006 WEST	2007	2008	2009	
2000 DST 2010 VEST DST	OST 2001	2002	2003	2004	2005	2006 WEST	2007	2008	2009	Survey frequency
2000 OST 2010 WEST OST	OST 2001 2011	2002	2003 2013 2013	2004	2005	2006 WEST	2007 2017 Survey perio	2008 2018	2009	
2000 OST 2010 WEST OST	OST 2001 2011	2002	2003 2013	2004	2005	2006 WEST	2007 2017 2017 Survey perio	2008 2018 od	2009 2019	monthly survey
2000 OST 2010 VEST OST NO.	OST 2001 2011	2002	2003 2013 2013	2004	2005	2006 WEST	2007 2017 Survey perio	2008 2018 od	2009 2019	
2000 DST 2010 VEST DST NO.	OST 2001 2011 2011 Name Name	2002	2003 2013 2013	2004	2005	2006 WEST	2007 2017 2017 Survey perio	2008 2018 od	2009 2019	monthly survey Jan, Apr, Jul, Oct
2000 OST 2010 WEST OST NO.	OST 2001 2001 2011 2011 Name han_mplack	2002	2003 2013 2013	2004	2005	2006 WEST	2007 2017 2017 Survey perio	2008 2018 od	2009 2019	monthly survey



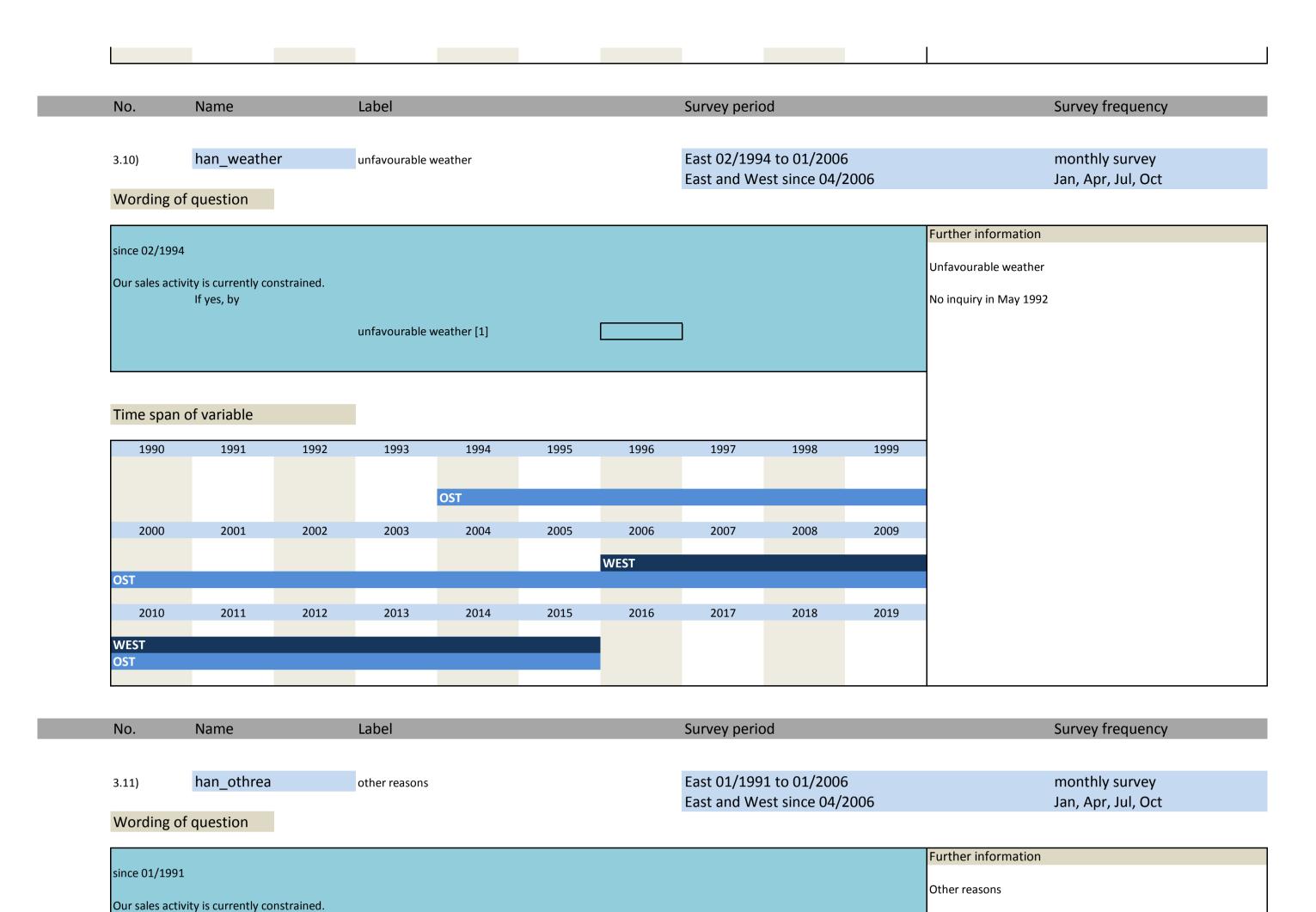
	lf yes, by								1	No inquiry in May 1992
		lack of qualified	manpower [1]				]			
since 04/2006										
Our sales activi	ity is currently co	onstrained.								
	If yes, by									
		lack of manpow	ver [1]				]			
Time span o	of variable									
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	
	OST									
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
2000	2001	2002	2003	2004	2003		2007	2000	2005	
OST						WEST				
	2011	2012	2013	2014	2015	2016	2017	2018	2019	
2010					_010					
2010										
2010 WEST OST										

No.	Name	Label	Survey period	Survey frequency
3.8)	han_sclack	lack of spacial capacity	East 01/1991 to 01/2006	monthly survey
			East and West since 04/2006	Jan, Apr, Jul, Oct
Wordin	g of question			
			Furt	her information
since 01/1	1991			
-			Lack	of suitable premises
Our sales a	activity is currently constraine	d.	Lack	of suitable premises
Our sales a	activity is currently constraine If yes, by	d.		
Our sales a	If yes, by			of suitable premises nquiry in May 1992
Our sales a	If yes, by	d. suitable premises [1]		
Our sales	If yes, by			



3.9)	han_equip		equipment				East 01/199	1 to 01/200	5	monthly survey
							East and We			Jan, Apr, Jul, Oct
Wording o	f question									
-in 01/1001										Further information
since 01/1991	L									Insufficient equipment
Our sales activ	vity is currently cor If yes, by	strained.								No inquiry in May 1992
							_			
		insufficient eqip								
		vehicles, etc. [1]								
<b></b>										
Time span	of variable									
Time span 1990		1992	1993	1994	1995	1996	1997	1998	1999	
	of variable	1992	1993	1994	1995	1996	1997	1998	1999	
	of variable 1991	1992	1993	1994	1995	1996	1997	1998	1999	
	of variable	1992	1993	1994	1995	1996	1997	1998	1999	
	of variable 1991	1992 2002	1993 2003	1994	1995	1996	1997 2007	1998	1999 2009	
1990	of variable 1991 OST					2006				
1990	of variable 1991 OST									
1990 2000	of variable 1991 OST					2006				
1990 2000	of variable 1991 OST					2006				





If yes, by

No inquiry in May 1992

		ohter reasons, r	namely [1]								
Гime span o	fvariable										
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999		
	OST										
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009		
						WEST					
OST						WEST					
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019		
WEST											
OST											

No	0.	Name	Label	Survey period	Survey frequency
3.12	12)	han_credit	credit allocation	West 06/2003 to 08/2005	Mrch, Aug*
				East and West since 03/2006	Mrch, Aug
				East and West since 11/2008	monthly survey
Wo	/ording of a	question			

since 06/2003										Further information
How do youeva	ow do youevaluate the willingness of banks to grant loans to businesses?									Credit allocation *in 2003: June, August
Time span o	f 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
3.13)	han_fairxh	exhibitor at an international specialized fair	East and West since 06/2012	irregularly, Jun

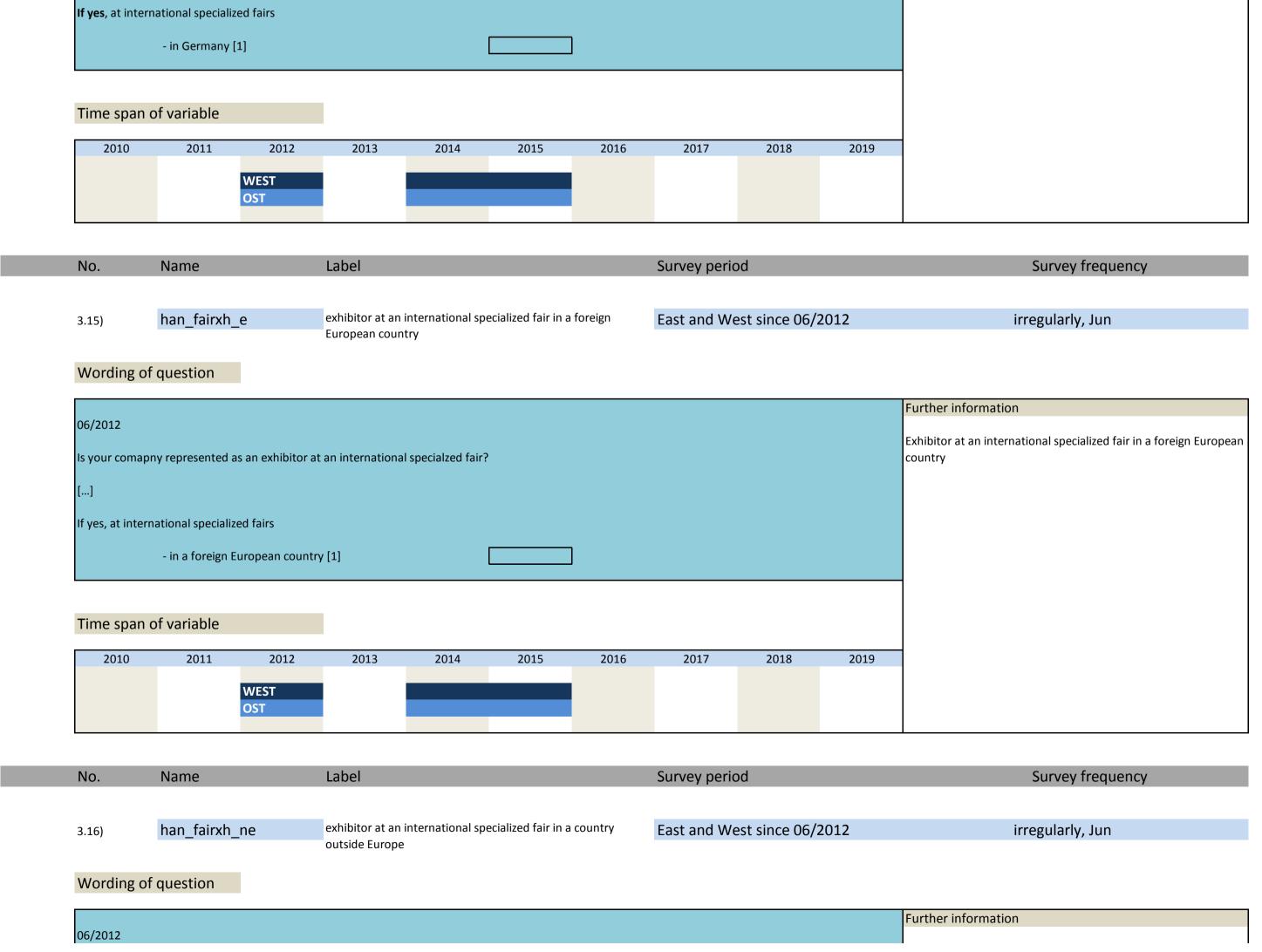
Wording of question

										Further information
06/2012			Exhibitor at an international specialized fair							
ls your compa	ny represented	as an exhibitor at	an international	specialized fair?	þ					
	yes [1]			no [2]						
	, (-)									
Time span	of variable									
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
2010	2011	2012	2015	2014	2015	2010	2017	2018	2019	
		WEST								
		OST								

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

	Further information
06/2012	Exhibitor at an international specialized fair in Germany
Is your comapny represented as an exhibitor at an international specialzed fair?	Exhibitor at an international specialized fair in Germany
[]	







No.	Name	Label	Survey period	Survey frequency
3.18)	han_fairxhexp_g	exhibitor at an international specialized fair in Germany du	ring East and West 06/2012	once



Wording of question

00/2012							Further information
06/2012 Is your compa	any going to be represented as ar	n Exhibitor at an international s	pecialized fair during the next 2-	-3 years?			Exhibitor at an international specialized fair in Germany during the next 2-3 years
[]							
If yes, at inter	rnational specialized fairs						
	- in Germany [1]						
Time span	of variable						
-		2012 2014	2015 2016	2017	2010	2010	
2010	2011 2012 WEST OST	2013 2014	2015 2016	2017	2018	2019	
No.	Name	Label		Survey period			Survey frequency
3.19)	han_fairxhexp_e	exhibitor at an international s	specialized fair in a foreign	East and Wes	t 06/2012		once

European country during next 2-3 years

Wording of question

										Further information
06/2012										Exhibitor at an international specialized fair in a foreign European
Is your company	y going to be re	epresented as an E	Exhibitor at an ir	nternational spe	ecialized fair dur	ing the next 2-3	years?			country during the next 2-3 years
[]										
If yes, at interna	ational speciali	zed fairs								
	- in a foreign	European country	[1]			]				
Time span o	of variable									
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
2010	2011		2010	2011	_515	2010	2017	2010	_515	
		WEST OST								



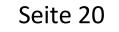
No.	Name	Label	Survey period	Survey frequency
3.20)	han_fairxhexp_ne	exhibitor at an international specialized fair in a country outside Europe during next 2-3 years	East and West 06/2012	once
Wording	g of question			
06/2012				Further information
06/2012 Is your con	npany going to be represented a	is an Exhibitor at an international specialized fair during the next 3	2-3 years?	Exhibitor at an international specialized fair in a cou of Europe during the next 2-3 years
[]				
If yes, at in	ternational specialized fairs			
	- in a country outside of E	urope [1]		
Time sp	an of variable			
2010	2011 2012	2013 2014 2015 2016	2017 2018 20	19
	WEST OST			
No.	Name	Label	Survey period	Survey frequency
No.	Name	Label	Survey period	Survey frequency
No. 3.21)	Name han_flight_ger	Label Importance of flight connections in Germany	Survey period East and West 03/2013	Survey frequency once
3.21)	han_flight_ger			
3.21)				once
3.21)	han_flight_ger			ONCE Further information
3.21) Wording 03/2013	han_flight_ger	Importance of flight connections in Germany		once
3.21) Wording 03/2013	han_flight_ger	Importance of flight connections in Germany		ONCE Further information
3.21) Wording 03/2013	han_flight_ger	Importance of flight connections in Germany		ONCE Further information

Time span o	f variable								
2010	2011	2012	2013 WEST OST	2014	2015	2016	2017	2018	2019

unimportant [4]

No.	Name	Label		2	Survey perio	d		Survey frequency
3.22)	han_flight_eur	Importance of f	ight connections in Europe	E	East and We	st 03/2013		once
Wording	of question							
03/2013								Further information
								Importance of flight connections in Europe
How importa	ant for your company is a	flight connection in						
Europe								
		nportant [1] tant [2]						
	less in	nportant [3]						
	unimp	oortant [4]						
Time spar	n of variable							
2010	2011 2	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 quartian			
worung	of question			
				Further information
03/2013				Importance of flight connections worldwide
How importa	ant for your company is a flight	connection in		



	i	very importan important [2] less important unimportant [	t [3]								
Time span o	of variable										
2010	2011	2012	2013 WEST OST	2014	2015	2016	2017	2018	2019		
No.	Name		Label				Survey perio	d		Survey frequency	
3.24)	han_fambus		family business				East and We	st 02/2014		once	
Wording of	fquestion										
	fquestion									Further Information	
02/2014 D) For research Do you envisio	h purposes? on yourself as a far company whose v		s held predominate	ely by one or m	ore families that	are connected;				Further Information	
	h purposes? on yourself as a far company whose v	oting capital is	s held predominate		ore families that	: are connected)				Further Information	
02/2014 D) For research Do you envisio (This means a o	h purposes? on yourself as a far company whose v	oting capital is	s held predominate		ore families that	are connected)	1987	1988	1989	Further Information	
02/2014 D) For research Do you envisio (This means a o Time span o 1980	h purposes? on yourself as a far company whose v of variable 1981	oting capital is yes[1] 1982	s held predominate	no[2] 1984	1985	1986	1987			Further Information	
02/2014 D) For research Do you envisio (This means a o Time span o	h purposes? on yourself as a far company whose v  of variable	oting capital is	s held predominate	no[2]				1988	1989	Further Information	

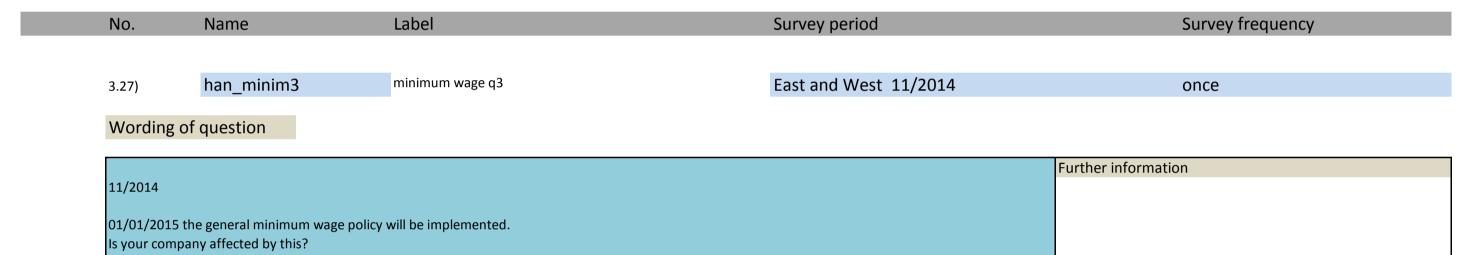
WEST EAST	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
EAST										
					EAST					

No.	Name		Label				Survey perio	bd		Survey frequency
3.25)	han_minim1	1	minimum wag	e q1			East and We	est 11/2014		once
Wording o	f question									
11/2014										Further information
	5 the general mini	mum wage poli	cy will be impler	nented						
	pany affected by t		cy will be impler	nentea.						
		1 64	·							
		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	
2010	2011	2012	2013	2014 WEST EAST	2015	2016	2017	2018	2019	

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



11/2014										Further information
	general minimu y affected by thi	ım wage policy w s?	vill be implemer	ited.						
. If yes: With w		yes [		no um wage?						
[		[1] No measures	s neccessary or a	scheduled						
Time span of 1980	f variable	1982	1983	1984	1985	1986	1987	1988	1989	
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
				WEST EAST						



yes: With w	vhich measures v	yes vill you likely rea	nct to the minin	no num wage?					
		[1] personnel cı	uts						
me span o	f variable								
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989
1990	1991	1992	1993	1994	1995	1996	1997	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			
				Further information
11/2014				
	the general minimum wage pany affected by this?	policy will be implemented.		
	yes	no		
2. If yes: Wit	th which measures will you li	kely react to the minimum wage?		
	[1] redu	ction of working hours		



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

3.29)       han_minim5       minimum wage q5       East and West 11/2014       once         Wording of question         11/2014	No.	Name		Label				Survey perio	bc		Survey freq	uency
Wording of question     11/2014   01/01/2015 the general minimum wage policy will be implemented.   is your company affected by this?												
11/2014       Further information         01/01/2015 the general minimum wage policy will be implemented. Is your company affected by this?       Image: Second Secon	3.29)	han_minim5		minimum wage	q5			East and We	est 11/2014		once	
11/2014 01/01/2015 the general minimum wage policy will be implemented. Is your company affected by this? 2. If yes: With which measures will you likely react to the minimum wage? Company affected by this will be implemented. Time span of variable	Wording of	question										
11/2014 01/01/2015 the general minimum wage policy will be implemented. Is your company affected by this? 2. If yes: With which measures will you likely react to the minimum wage? Company affected by this in prices Time span of variable											Further information	
s your company affected by this? yes	11/2014											
2. If yes: With which measures will you likely react to the minimum wage?  [1] increase in prices Time span of variable				vill be implemen	ted.							
Time span of variable		уе	s		no							
Time span of variable	2. If yes: With	which measures will	you likely rea	ct to the minim	um wage?							
		[1]	increase in p	rices								
	Time span	of variable										
			1982	1983	1984	1985	1986	1987	1988	1989		
	1900	1501	1902	1903	1904	1900	1300	1907	1900	1909		

1	1990	1991	1992	1993	1994	1995	1996	1997	1998	1999
2	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009
2	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
					WEST EAST					

No.	Name		Label				Survey perio	bd		Survey frequency	
		_					-				
3.30)	han_minim6	0	minimum wage	e q6			East and We	est 11/2014		once	
Wording of	of question										
										Further information	
11/2014											
	the general minimu		vill be implemen	nted.							
is your comp	any affected by thi	IS ?									
				1							
		yes		no							
a	h which monsures w	will you likely rea	ict to the minim	um wage?							
2. If yes: With	i willen measures v	will you intery rea									
2. If yes: With	n which measures v	and you mery rea									
2. If yes: With		[1] reduction of									
2. If yes: With		_		-							
2. If yes: With		_									
		_									
		_		1984	1985	1986	1987	1988	1989		
Time spar	of variable	[1] reduction of	investment		1985	1986	1987	1988	1989		
Time spar	of variable	[1] reduction of	investment		1985	1986	1987	1988	1989		
Time span	n of variable 1981	[1] reduction of 1982	investment	1984							
Time spar	of variable	[1] reduction of	investment		1985	1986	1987	1988	1989		
Time span	n of variable 1981	[1] reduction of 1982	investment	1984							
Time span	n of variable 1981	[1] reduction of 1982	investment	1984							



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

	Name		Label				Survey perio	bd		Survey frequency
3.31)	han_minim7	7	minimum wage	e q7			East and We	est 11/2014		once
Wording of	fquestion									
11/2014										Further information
	ne general minimu iny affected by thi		vill be implemen	nted.						
		yes		no						
2. If yes: With	which measures v	will you likely rea	ict to the minim	um wage?						
		[1] reduction of	special paymen	nts						
			opeolar paymen							
		[-]								
Time span (										
Time span o										
Time span of 1980		1982	1983	1984	1985	1986	1987	1988	1989	
	of variable				1985	1986	1987	1988	1989	
	of variable				1985	1986	1987	1988	1989	
	of variable				1985	1986	1987	1988	1989	
1980	of variable	1982	1983	1984						
1980	of variable	1982	1983	1984						
1980	of variable	1982	1983	1984						
1980 1990	of variable 1981 1991	1982	1983	1984	1995	1996	1997	1998	1999	
1980 1990	of variable 1981 1991	1982	1983	1984	1995	1996	1997	1998	1999	
1980 1990	of variable 1981 1991	1982	1983	1984	1995	1996	1997	1998	1999	

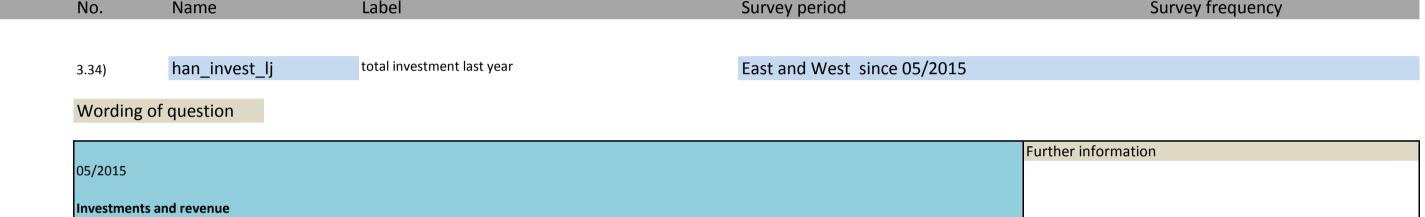
No.	Name		Label				Survey perio	bd		Survey frequency
			minimum wage	2 <b>2 2</b>						
.32)	han_minim8	5	inininininini wage	e yo			East and We	251 11/2014		once
Nording of	question									
										Further information
1/2014										
	e general minimu		will be implemer	nted.						
s your compan	ny affected by thi	s?								
				3						
		yes		no						
If yos: With y	which managers		act to the minim							
. II yes. with v	which measures v	will you likely rea		ium wage?						
II yes. with v	which measures v	vili you likely rea		ium wage?						
. II yes. with v		[1] other		ium wage?						
. II yes. with v				ium wage?						
				ium wage?						
Fime span o				ium wage ?						
			1983	ium wage? 1984	1985	1986	1987	1988	1989	
Гime span c	of variable	[1] other			1985	1986	1987	1988	1989	
Гime span c	of variable	[1] other			1985	1986	1987	1988	1989	
Fime span c	of variable	[1] other 1982	1983	1984						
Гime span c	of variable	[1] other			1985	1986	1987	1988	1989	
Fime span c	of variable	[1] other 1982	1983	1984						
Гіте span с 1980 1990	of variable 1981 1991	[1] other 1982 1992	1983	1984	1995	1996	1997	1998	1999	
Fime span c	of variable	[1] other 1982	1983	1984						
Гіте span с 1980 1990	of variable 1981 1991	[1] other 1982 1992	1983	1984	1995	1996	1997	1998	1999	
Гіте span с 1980 1990	of variable 1981 1991	[1] other 1982 1992	1983	1984	1995	1996	1997	1998	1999	
Гіте span с 1980 1990	of variable 1981 1991	[1] other 1982 1992	1983	1984	1995	1996	1997	1998	1999	

No	0.	Name	Label	Survey period	Survey frequency
3.33	33)	han_turnexp	expected turnover this year	East and West since 05/2015	



Wording of question

										Further information
05/2015										
<b>Investments an</b> 3) compared to	n <b>d revenue</b> b last year our to	tal revenue this	year will likely							
	increase [1]			]						
	not change [2]			]						
	decrease [3]			]						
Time span o	of variable									
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
2010	2011	2012	2042	2014	2015	2016	2017	2010	2010	
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
					WEST EAST					
	Norac		Label				Curries and			Cumum fragman av



	increased [1]		Total investments							e.g.: If the question was posed in 2015: 20YY=2014
	not changed [2] decreased [3]									*20WW means two years ago e.g.: If the question was posed in 2015: 20WW=2013
ne span	of variable									
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
	2011	2012	2013	2014	2015	2016	2017	2018	2019	

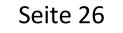
No.	Name	Label	Survey period	Survey frequency
3.35)	han_invcon_lj	investment in construction last year	East and West since 05/2015	
Wording	of question			
				Further information
05/2015				Further information
Investment	s and revenue			
1) Last year	(20YY* compared to 20WW*)	*) our investments were		
		Total investments,		*20YY means last year e.g.: If the question was posed in 2015:
		thereof in: construction		20YY=2014
	increased [1]			
	not changed [2]			*20WW means two years ago
	not changed [2]			e.g.: If the question was posed in 2015: 20WW=2013



e span c	of variable									
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
2010	2014	2012	2012	2014	2015	2016	2017	2010	2010	
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			
worung	of question			
05 /2015				Further information
05/2015				
	and revenue			
1) Last year (	20YY* compared to 20WW*	*) our investments were		*20YY means last year
		Total investments,		e.g.: If the question was posed in 2015:
		thereof in: equipment		20YY=2014
	increased [1]			
				*20WW means two years ago
	not changed [2]			e.g.: If the question was posed in 2015: 20WW=2013
	decreased [3]			20000-2015
Time spar	n of variable			

1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	
1000	1001	1002	1000	1004	1005	1000	1007	1000	1000	
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
					WEST					
					EAST					
••							<b>•</b> • •			
No.	Name		Label				Survey perio	Dd		Survey frequency
3.37)	han_invest_	dj	total investmer	nt this year			East and We	est since 05,	/2015	
		dj	total investmer	nt this year			East and We	est since 05,	/2015	
	han_invest_ f question	dj	total investmer	nt this year			East and We	est since 05,		
Wording o		dj	total investmer	nt this year			East and We	est since 05,		Further information
		dj	total investmer	nt this year			East and We	est since 05,		Further information
Wording o 05/2015 Investments a	f question						East and We	est since 05,		Further information
Wording o 05/2015 Investments a	f question						East and We	est since 05,		
Wording o 05/2015 Investments a	f question	mpared to 20Y		ents will likely			East and We	est since 05,		*20XX means current year e.g.: If the question was posed in 2015:
Wording o 05/2015 Investments a	f question and revenue ent year (20XX* co	mpared to 20Y	۲**) our investm	ents will likely			East and We	est since 05,		*20XX means current year
Wording o 05/2015 Investments a	f question	mpared to 20Y	(**) our investm Total investmen	ents will likely <b>ts</b>			East and We	est since 05,		*20XX means current year e.g.: If the question was posed in 2015:
Wording o 05/2015 Investments a	f question and revenue ent year (20XX* co	mpared to 20Y	۲**) our investm	ents will likely <b>ts</b>			East and We	est since 05,		*20XX means current year e.g.: If the question was posed in 2015: 20XX=2015 **20YY means last year
Wording o 05/2015 Investments a	f question and revenue ent year (20XX* co increase [1] not change [2]	mpared to 20Y	(**) our investm Total investmen	ents will likely <b>ts</b>			East and We	est since 05,		*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:
Wording o 05/2015 Investments a	f question and revenue ent year (20XX* co increase [1]	mpared to 20Y	(**) our investm Total investmen	ents will likely <b>ts</b>			East and We	est since 05,		*20XX means current year e.g.: If the question was posed in 2015: 20XX=2015 **20YY means last year
Wording o 05/2015 Investments a	f question and revenue ent year (20XX* co increase [1] not change [2]	mpared to 20Y	(**) our investm Total investmen	ents will likely <b>ts</b>			East and We	est since 05,		*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:
Wording o 05/2015 Investments a 1) In the curre	f question and revenue ent year (20XX* co increase [1] not change [2]	mpared to 20Y	(**) our investm Total investmen	ents will likely <b>ts</b>			East and We	est since 05,		*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:
Wording o 05/2015 Investments a 1) In the curre	f question and revenue ent year (20XX* co increase [1] not change [2] decrease [3] of variable	mpared to 20Y	(**) our investm Total investmen	ents will likely <b>ts</b> ] ]						*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:
Wording o 05/2015 Investments a 1) In the curre	f question and revenue ent year (20XX* co increase [1] not change [2] decrease [3]	mpared to 20Y	(**) our investm Total investmen	ents will likely <b>ts</b>	1985	1986	East and We	est since 05,		*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:
Wording o 05/2015 Investments a 1) In the curre	f question and revenue ent year (20XX* co increase [1] not change [2] decrease [3] of variable	mpared to 20Y	(**) our investm Total investmen	ents will likely <b>ts</b> ] ]	1985	1986				*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:
Wording o 05/2015 Investments a 1) In the curre	f question and revenue ent year (20XX* co increase [1] not change [2] decrease [3] of variable	mpared to 20Y	(**) our investm Total investmen	ents will likely <b>ts</b> ] ]	1985	1986				*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:
Wording o 05/2015 Investments a 1) In the curre	f question and revenue ent year (20XX* co increase [1] not change [2] decrease [3] of variable	mpared to 20Y	(**) our investm Total investmen	ents will likely <b>ts</b> ] ]	1985	1986				*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:



2010	2001	2002	2003	2004	2005	2006	2007	2008	2009	
1010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
					WEST EAST					
No.	Name		Label				Survey perio	d		Survey frequency
3.38)	han_invcon_o	dj	investment in co	onstruction thi	s year		East and We	st_since 05,	/2015	
Wording c	of question									
05/2015										Further information
<b>Investments</b> 1) In the curr	<b>and revenue</b> ent year (20XX* com	pared to 20	YY**) our investme	nts will likely						
			Total investments ereof in: construct							*20XX means current year e.g.: If the question was posed in 2015: 20XX=2015
	increase [1]									**20YY means last year
	not change [2]									e.g.: If the question was posed in 2015: 20YY=2014
	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 WEST	2016	2017	2018	2019	
					EAST					
No.	Name		Label				Survey peric	d		Survey frequency
3.39)	han_inveq_d	i	investment in ed	uipment this	year		East and We	st_since 05/	/2015	
	of question							,		
Wording c										Further information
				ata will likely						
05/2015 Investments		inared to ac	VV**) our investor							
05/2015 Investments	<b>and revenue</b> ent year (20XX* com		Total investments	,						*20XX means current year e.g.: If the question was posed in 2015:
05/2015 Investments	ent year (20XX* com			,						
05/2015 Investments			Total investments	,						e.g.: If the question was posed in 2015: 20XX=2015 **20YY means last year e.g.: If the question was posed in 2015:
05/2015 Investments	ent year (20XX* com increase [1]		Total investments	,						e.g.: If the question was posed in 2015: 20XX=2015 **20YY means last year
05/2015 <b>Investments</b> 1) In the curr	ent year (20XX* com increase [1] not change [2] decrease [3]		Total investments	,						e.g.: If the question was posed in 2015: 20XX=2015 **20YY means last year e.g.: If the question was posed in 2015:
05/2015 <b>Investments</b> 1) In the curr	ent year (20XX* com increase [1] not change [2]		Total investments	,	1985	1986	1987	1988		e.g.: If the question was posed in 2015: 20XX=2015 **20YY means last year e.g.: If the question was posed in 2015:
05/2015 Investments 1) In the curro Time span	ent year (20XX* com increase [1] not change [2] decrease [3] of variable	t	Total investments hereof in: equipme	ent	1985	1986	1987	1988		e.g.: If the question was posed in 2015: 20XX=2015 **20YY means last year e.g.: If the question was posed in 2015:
05/2015 Investments 1) In the curro Time span	ent year (20XX* com increase [1] not change [2] decrease [3] of variable	t	Total investments hereof in: equipme	ent	1985	1986	1987	1988		e.g.: If the question was posed in 2015: 20XX=2015 **20YY means last year e.g.: If the question was posed in 2015:
05/2015 Investments 1) In the curre Time span 1980	ent year (20XX* com increase [1] not change [2] decrease [3] of variable	t 1982	Total investments hereof in: equipme	2 nt 1984					1989	e.g.: If the question was posed in 2015: 20XX=2015 **20YY means last year e.g.: If the question was posed in 2015:
05/2015 Investments 1) In the curre Time span 1980	ent year (20XX* com increase [1] not change [2] decrease [3] of variable	t 1982	Total investments hereof in: equipme	2 nt 1984					1989	e.g.: If the question was posed in 2015: 20XX=2015 **20YY means last year e.g.: If the question was posed in 2015:
05/2015 Investments 1) In the curre Time span 1980 1990	ent year (20XX* com increase [1] not change [2] decrease [3] 0 1981 1991	t 1982 1992	Total investments hereof in: equipme	, ent 1984 1994	1995	1996	1997	1998	1989	e.g.: If the question was posed in 2015: 20XX=2015 **20YY means last year e.g.: If the question was posed in 2015:
05/2015 Investments 1) In the curre Time span 1980 1990	ent year (20XX* com increase [1] not change [2] decrease [3] 0 1981 1991	t 1982 1992	Total investments hereof in: equipme	, ent 1984 1994	1995	1996	1997	1998	1989	e.g.: If the question was posed in 2015: 20XX=2015 **20YY means last year e.g.: If the question was posed in 2015:



No.	Name		Label				Survey peri	od		Survey frequency
3.40)	han_invest_	nj	total investmen	it next year			East and W	est since 11,	2015	
Wording o	f question									
										Further information
11/2015										
Investments a										****
1) In the next	year (20ZZ* comp									*20ZZ means next year e.g.: If the question was posed in 2015:
			Total investment	s						20ZZ=2016
	increase [1]			]						**20XX means current year
	not change [2]			]						e.g.: If the question was posed in 2015:
	decrease [3]			]						20XX=2015
<b>T</b> :	-f									
Time span	of variable									
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	
2000	2004	2002	2002	2004	2005	2006	2007	2000	2000	
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
2010	2011	2012	2013	2014		2010	2017	2010	2013	
					WEST EAST					
No.	Name		Label				Survey peri			Survey frequency

3.41)

han\_invcon\_nj

investment in construction next year

East and West since 11/2015

05/2015										Further information
Investments a 1) In the next	a <b>nd revenue</b> year (20ZZ* compar	red to 20XX**	) our investments	will likely						
			Total investments, reof in: construct							*20ZZ means next year e.g.: If the question was posed in 2015: 20ZZ=2016
	increase [1]									
	not change [2]									**20XX means current year e.g.: If the question was posed in 2015:
										20XX=2015
	decrease [3]									
Fime span	of variable									
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	
1990	1991	1992	1993	1994	1995	1996	1997	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 perio	d		Survey frequency
3.42)	han_inveq_nj	į	investment in eq	uipment next	year		East and We	est since 11/	2015	
Wording o	fquestion									
05/2015										Further information
Investments a	and revenue									

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

Total investments,

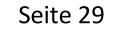
\*20ZZ means next year e.g.: If the question was posed in 2015:



		th	ereof in: equipme	ent						20ZZ=2016
	increase [1]									**20///
	not change [2]									**20XX means current year e.g.: If the question was posed in 2015:
	decrease [3]									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 perio	d		Survey frequency
	Hume						our cypene	ŭ		burvey nequency
3.43)	han_ref1		refugees questic	on 1			East and We	st 10/2015		once
Wording of	fquestion									
10/2015										Further Information
	lo vou access the p	otoptial of any	lum cookors to bo	omployed in t	ha fallowing pacit	ions?				
1. How large d	lo you assess the p	otential of asy		employed in t		lonse				
			[1] small		[2] large					
	trainees									

### Time span of variable

1980	1091	1982	1002	1001						
	1981	1982	1983	1984	1985	1986	1987	1988	1989	
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
2000	2001	2002	2003	2004	2003	2000	2007	2008	2005	
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
					WEST					
					EAST					
	Nevee		Labal				<b>C</b>	J		
ю.	Name		Label				Survey perio	a		Survey frequency
44)	han_ref2		refugees question	on 2			East and We	st 10/2015		once
			refugees question	on 2			East and We	st 10/2015		once
			refugees questio	on 2			East and We	st 10/2015		once
			refugees questio	on 2			East and We	st 10/2015		
Vording of			refugees questio	on 2			East and We	st 10/2015		once Further Information
Vording of	question						East and We	st 10/2015		
Vording of		potential of asyl			he following posi	tions?	East and We	st 10/2015		
Vording of	question	potential of asyl			he following posi [2] large	tions?	East and We	est 10/2015		
Vording of	question		lum seekers to be			tions?	East and We	st 10/2015		
Vording of	question		lum seekers to be			tions?	East and We	st 10/2015		
Vording of	question		lum seekers to be			tions?	East and We	est 10/2015		
Vording of D/2015 How large do	o you assess the punction		lum seekers to be			tions?	East and We	est 10/2015		
Vording of D/2015 How large do	question		lum seekers to be			tions?	East and We	est 10/2015		
Vording of D/2015 How large do	<sup>e</sup> question o you assess the p unskilled aid wo of variable	orkers	lum seekers to be [1] small	e employed in t	[2] large					
Vording of	o you assess the punction		lum seekers to be			tions?	East and We	est 10/2015		
Vording of D/2015 How large do	<sup>e</sup> question o you assess the p unskilled aid wo of variable	orkers	lum seekers to be [1] small	e employed in t	[2] large					
Vording of D/2015 How large do	<sup>e</sup> question o you assess the p unskilled aid wo of variable	orkers	lum seekers to be [1] small	e employed in t	[2] large					
Vording of D/2015 How large do ime span o 1980	e question o you assess the p unskilled aid wo of variable 1981	orkers 1982	lum seekers to be [1] small	e employed in t	[2] large	1986	1987	1988	1989	
Vording of D/2015 How large do	<sup>e</sup> question o you assess the p unskilled aid wo of variable	orkers	lum seekers to be [1] small	e employed in t	[2] large					
Vording of D/2015 How large do	e question o you assess the p unskilled aid wo of variable 1981	orkers 1982	lum seekers to be [1] small	e employed in t	[2] large	1986	1987	1988	1989	
Vording of D/2015 How large do	e question o you assess the p unskilled aid wo of variable 1981	orkers 1982	lum seekers to be [1] small	e employed in t	[2] large	1986	1987	1988	1989	
Vording of D/2015 How large do	e question o you assess the p unskilled aid wo of variable 1981	orkers 1982	lum seekers to be [1] small	e employed in t	[2] large	1986	1987	1988	1989	



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

No.	Name		Label				Survey perio	bd		Survey frequency
			_							
3.45)	han_ref3		refugees questi	on 3			East and We	est 10/2015		once
Wording of	question									
										Further Information
10/2015										
1. How large d	o you assess the	potential of asy	lum seekers to b	e employed in t	the following posit	ions?				
			[1] small		[2] large					
	skilled workers			1						
										-
Time span o	of variable									
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
					WEST					
					EAST					

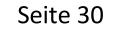
No.	Name	
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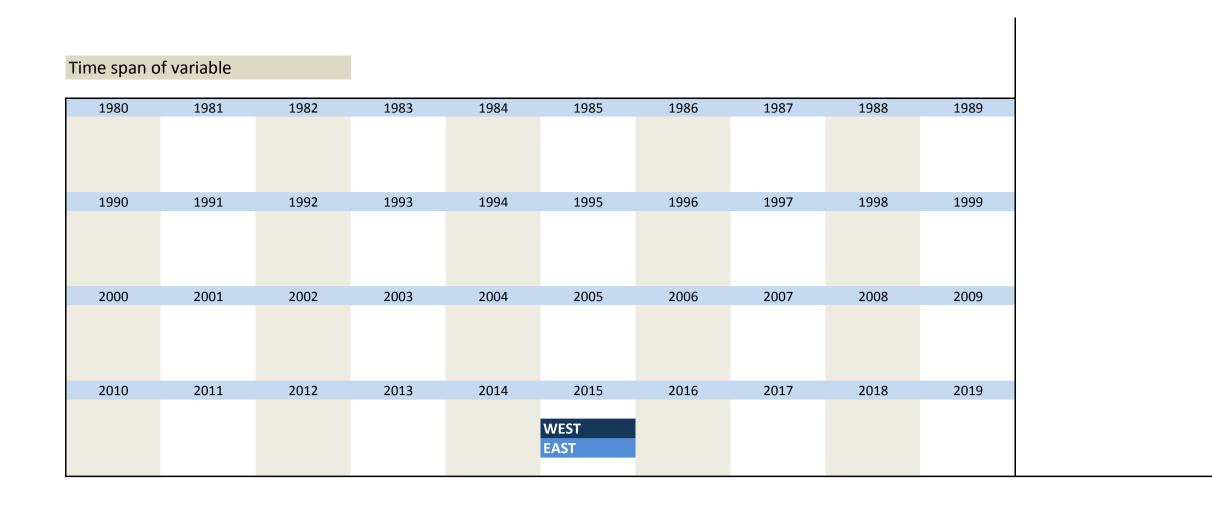
Label

Survey period

3.46)	han_ref4		refugees questic	on 4			East and We	st 10/2015		once
Nording of	question									
0/2015										Further Information
How large do	you assess the I	potential of asyl	um seekers to be	employed in	the following posit	ions?				
			[1] small		[2] large					
	leading position	IS								
lime span c										
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
2010		LUIL	2010	2011	WEST	2010		2010	2010	
					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					Further Information
1. How larg	e do you assess the potentia	al of asylum seekers to be employ	ed in the following positions?		
		[1] small	[2] large		
	other positions				





No.	Name		Label				Survey perio	bd		Survey frequency
3.48)	han_ref6		refugees question	on 6			East and We	est 10/2015		once
Wording of	fquestion									
10/2015										Further Information
	of an obstacle to e	emploving asvlu	ım seekers do vou	i consider the fo	ollowing factors t	o be in vour br	anch:			
			[1] little		[2] much					
						L				
	labor law-relate	ed provisions								
Time span	of variable									
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	

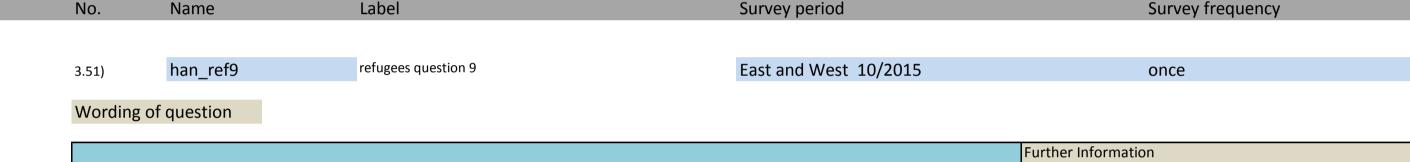
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
					WEST EAST				

No.	Name	Label	Survey period	Survey frequency
3.49)	han_ref7	refugees question 7	East and West 10/2015	once
Wording	g of question			
worung	, or question			
				Further Information
10/2015				Further Information
	ch of an obstacle to employin	ig asylum seekers do you consider the following		Further Information
	ch of an obstacle to employin	ng asylum seekers do you consider the following [1] little		Further Information

				[1] little		[2] much			
	unfit level of q	ualification			1				
					-				
Time and	n of voriable								
Time spa	n of variable								
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
					WEST				
					EAST				



n_ref8 stion obstacle to employing asylu imum wage riable 1981 1982	refugees questio		following factors [2] much	to be in your br ] 1986		est 10/2015	1989	ONCE Further Information
stion obstacle to employing asylu imum wage riable	lum seekers do you [1] little	u consider the f	[2] much	]	anch:			
obstacle to employing asyli imum wage riable	[1] little		[2] much	]		1988	1989	Further Information
imum wage riable	[1] little		[2] much	]		1988	1989	Further Information
imum wage riable	[1] little		[2] much	]		1988	1989	
imum wage riable	[1] little		[2] much	]		1988	1989	
riable		1984		1986	1987	1988	1989	
riable	1983	1984	1985	1986	1987	1988	1989	
riable	1983	1984	1985	1986	1987	1988	1989	
	1983	1984	1985	1986	1987	1988	1989	
	1983	1984	1985	1986	1987	1988	1989	-
1981 1982	1983	1984	1985	1986	1987	1988	1989	
1991 1992	1993	1994	1995	1996	1997	1998	1999	
1551 1552	1995	1994	1995	1990	1557	1550	1999	
2004	2002	2004	2005	2006	2007	2000	2000	
2001 2002	2003	2004	2005	2006	2007	2008	2009	
2011 2012	2013	2014	2015	2016	2017	2018	2019	
			WEST					
			EAST					
	1991       1992         2001       2002         2011       2012	2001 2002 2003	2001 2002 2003 2004	2001 2002 2003 2004 2005 2011 2012 2013 2014 2015 WEST	2001       2002       2003       2004       2005       2006         2011       2012       2013       2014       2015       2016         WEST	2001       2002       2003       2004       2005       2006       2007         2011       2012       2013       2014       2015       2016       2017         WEST	2001       2002       2003       2004       2005       2006       2007       2008         2011       2012       2013       2014       2015       2016       2017       2018	2001       2002       2003       2004       2005       2006       2007       2008       2009         2011       2012       2013       2014       2015       2016       2017       2018       2019



			[1] little		[2] much				
	lack of language	e skills							
ime span o	f variable								
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
					WEST EAST				

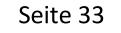
10/2015

#### 4. Standard questions for department stores in percentage No. Name Label Survey period Survey frequency han\_questpercansw11 West 01/1990 to 01/2006 monthly survey 4.1) % to statebus good Time span of variable 1991 1999 Further information 1990 1992 1993 1994 1995 1996 1997 1998 Percentage of department stores that appraise the WEST state of business "good" see 2001 2002 2003 2004 2005 2006 2007 2008 2009 2.1) statebus 2000 WEST No. Name Label Survey period Survey frequency



4.2)	han_questp	ercansw12	% to statebus satisfiable				West 01/19	90 to 01/200	)6	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
WEST					_					2.1) statebus
No.	Name			Label			Survey perio	od		Survey frequency
		40								
4.3)	han_questp	ercansw13		% to statebus b	bad		West 01/19	90 to 01/200	16	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 <b>"bad</b> "
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	see 2.1) statebus
WEST										
No.	Name			Label			Survey perio	bd		Survey frequency
4.4)	han questnercansw21			% to busyoly bi	gher		West 01/19	90 to 01/200	16	monthly survey
	han_questpercansw21		% to busvoly higher				WC3t 01/15	50 10 01/200		montiny survey
Time span	of variable									
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information
WEST										Percentage of department stores whose business volu
										is <b>"higher"</b> than last year
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	see
										2.2) busvoly

No.	Name			Label			Survey perio	od		Survey frequency
4.5)	han_questper	rcansw22		% to busvoly as	s high as last year		West 01/19	90 to 01/200	)6	monthly survey
Time spa	an of variable									
1990		1992	1993	1994	1995	1996	1997	1998	1999	Further information
WEST							_			Percentage of department stores whose business volum
										"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 perio	od		Survey frequency
4.6)	han_questper	rcansw23		% to busvoly lo	ower		West 01/19	90 to 01/200	)6	monthly survey
Time spa	an of variable									
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information
WEST										Percentage of department stores whose business volum
										is " <b>lower</b> " than last year
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	see 2.2) busvoly
WEST	_									
No.	Name			Label			Survey perio	od		Survey frequency
4.7)	han_questper	ransw31		% to busvolm ł	higher		W/est 01/19	90 to 01/200	12	monthly survey
		cunswsi					West 01, 15	50 10 01,200	,2	
	<b>C 1 1 1</b>									
Time spa	an of variable								1000	
		1992	1993	1994	1995	1996	1997	1998	1999	Further information
Time spa		1992	1993	1994	1995	1996	1997	1998	1999	Further information Percentage of department stores whose business volum is <b>"higher"</b> than previous month



			2.3) busvolm	
WEST				

No.	Name		Label				Survey period			Survey frequency	
4.8)	han_questp	ercansw32	% to busvolm as high as last year				West 01/19	90 to 01/200	)2	monthly survey	
Time span of variable											
Thine span											
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
										2.3) busvolm
WEST										

No.	Name			Label			Survey perio	od	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 2.4) feedst
WEST										

No.		Name			Label			Survey perio	od		Survey frequency
4.11) Time		han_questpoor	ercansw42	% to feedst satisfiable				West 01/1990 to 01/2006			monthly survey
	1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information
WES	T							-			Percentage of department stores appraising their feedstock "satisfiable"
	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	see 2.4) feedst
WES	т										2.4) reeust
No.		Name			Label			Survey period			Survey frequency
								, ,			, , ,
4.12)	)	han_questp	ercansw43	% to feedst too much				West 01/1990 to 01/2006			monthly survey
Time	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
										2.4) feedst
WEST										

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



1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information
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_questp	ercansw52		% to prvpm not changed			West 01/19	90 to 01/200	6	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 " <b>not changed</b> " 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_questp	ercansw53	% to prvpm decreased				West 01/19	90 to 01/200	06	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_quest	percansw61		% to exppr incr	reasing		West 01/19	90 to 01/200	06	monthly survey
Time spar	of variable									
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information
WEST										Percentage of department stores that expect "increase
										prices
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	see 2.6) exppr
WEST					-					
No.	Name			Label			Survey perio	od		Survey frequency
	have averated						Mart 01 /10	00 + - 01/200		
4.17)	nan_quest	percansw62		% to exppr not	changing		West 01/19	90 to 01/200	16	monthly survey
Time spar	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 perio	bd		Survey frequency
4.18)	han_quest	percansw63	% to exppr decreasing				West 01/1990 to 01/2006			monthly survey
Time spar	Time span of variable									
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information
WEST					-					Percentage of department stores that expect "decrea
										prices
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	see 2.6) exppr







No.	Name			Label			Survey period			Survey frequency
4.22)	han_questp	ercansw81	% 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 <b>"more favourable"</b>
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	see 2.8) busdevv
WEST										

No.	Name			Label			Survey perio	bd		Survey frequency
4.23)	han_questp	ercansw82		% to busdevv n	ot changing		West 01/19	90 to 01/200	)6	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	500
WEST										see 2.8) busdevv

No.	Name			Label			Survey perio	bc	Survey frequency	
4.24)	han_questp	ercansw83	% to busdevv more unfavourable				West 01/1990 to 01/2006			monthly survey
Time span	ofvariable									
nine 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
WEST									



### 5. Klassifikationsumrechnungstabelle

#### sector\_wz03 auf amtliche WZ2003-Klassifikation

ifo-classification (sector_wz03)	Official WZ2003-Klassfikation
50120	50.10.2
50131	
50132	50.10.3 (ifo-spezifische Aufteilung)
50320	50.30.2
50330	50.30.3
50420	50.40.2
50430	50.40.3
50500	50.5
51210	51.21
51240	51.24
51290	51.22 & 51.23 & 51.25
51310	51.31
51340	51.34
51350	51.35
51370	51.37
51390	51.39
51410	51.41
51423	51.42.3
51429	51.42.4 & 51.42.5
51432	51.43.2
51433	51.43.3
51434	51.43.4
51440	51.44 (ohne Tapeten)
51450	51.45
51460	51.46
51473	51.47.3
51474	51.47.4
51476	51.47.6
51477	51.47.7
51478	51.47.8
51510	51.51
51522	51.52.2
51523	51.52.3
51532	51.53.2
51533	51.53.3
51534	51.53.4
51536	51.53.6
51537	51.53.7
51543	51.54.3
51549	51.54.2 & 51.54.4
51550	51.55
51560	51.56
51570	51.57

ifo-classification (sector_wz03)	Official WZ2003-Klassfikation
51810	51.81
51820	51.82
51840	51.84
51850	51.85
51860	51.86
51870	51.87
51880	51.88
52110	52.11
52120	52.12
52250	52.25
52260	52.26
52290	52.21 & 52.22 & 52.23 & 52.24 & 52.27
52310	52.31
52330	52.33
52410	52.41
52420	52.42
52421	52.42.1
52422	52.42.2
52423	52.42.3
52430	52.43
52431	52.43.1
52432	52.43.2
52440	52.44
52441	52.44.1
52443	52.44.3
52444	52.44.4
52447	52.44.7
52451	52.45.1
52452	52.45.2
52460	52.46
52471	52.47.1
52472	52.47.2 & 52.47.3
52485	52.48.5
52486	52.48.6
52491	52.49.1 & 52.49.2
52493	52.49.3 & 52.49.4
52495	52.49.5
52496	52.49.6
52497	52.49.7
52498	52.49.8
52499	Teil von 52.49.9
52600	52.6
52800	Teil von 52.49.9