



List of variables

ifo Business Survey Trade

Data: 1/1990-12/2017

As of May 2018

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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 Firmenummer
1.13)	idnum	firm X adress file id	Firmenidentifikationsnummer
1.14)	han_plantnumkt	KT information id	12-stellige Identifikationsnummer, gebildet mit KT Nummer
1.15)	han_plantnumeast	information id for east germany	11-stellige Identifikationsnummer, gebildet mit Sektornummer für Ostdeutschland
1.16)	han_plantnumwz03	WZ03 information id	13-stellige Identifikationsnummer, gebildet mit WZ03 Nummer
1.17)	sector_wz03	WZ03 sector number	WZ03 sector number
1.18)	sector_ifo	KT sector number	KT Nummer
1.19)	sector_east	ifo sector number for east germany	ifo Sektornummer für Ostdeutschland
1.20)	sector_total	ebdc sector classification	Sektornummer nach EBDC-eigener Klassifizierung
1.21)	han_typequ	type of questionnaire	Fragebogenform
1.22)	han_latecomer	N=latecomer	Nachzügler

II. Variables regarding the survey process

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

2. Standard questions

Nr.	Name	Label	German description
2.1)	han_statebus	state of business (appraisal)	Beurteilung der Geschäftslage
2.2)	han_statebus_sl	state of business (VAS)	Beurteilung der Geschäftslage (slider)
2.3)	han_statebus_clicks	state of business (clicks)	Beurteilung der Geschäftslage (clicks)
2.4)	han_busvoly	business volume versus previous year	Umsatz im Vergleich zum Vorjahr
2.5)	han_busvolm	business volume versus previous month	Umsatz im Vergleich zum Vormonat
2.6)	han_feedst	feedstock (appraisal)	Lagerbestände (Bewertung)
2.7)	han_prvpm	prices versus previous month	Verkaufspreise gegenüber Vormonat
2.8)	han_exppr	expected prices	Erwartete Verkaufspreise
2.9)	han_or ds	orders versus previous year	Bestellungen im Vergleich zum Vorjahr
2.10)	han_comexp	business development	Geschäftsentwicklung
2.11)	han_comexp_sl	business development (VAS)	Geschäftsentwicklung (slider)
2.12)	han_comexp_clicks	business development (clicks)	Geschäftsentwicklung (clicks)
2.13)	han_emplexp	expected employees	Erwartete Beschäftigtenanzahl
2.14)	han_comexp_unc	uncertainty w.r.t. commercial operation	Slider Unsicherheit

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_diffin	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	Familienunternehmen
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
3.52)	han_minim_post1	affected by minimum wage	von Mindestlohn betroffen
3.53)	han_minim_post2	no minimum wage measures	keine Mindestlohn- Maßnahmen
3.54)	han_minim_post3	measures: employee reduction	Maßnahmen: Personalabbau
3.55)	han_minim_post4	measures: working hour reduction	Maßnahmen: Arbeitszeitreduzierung
3.56)	han_minim_post5	measures: increased prices	Maßnahmen: Preiserhöhungen
3.57)	han_minim_post6	measures: decreased investment	Maßnahmen: verringerte Investitionen
3.58)	han_minim_post7	measures: decreased special payments	Maßnahmen: Kürzungen von Sonderzahlungen
3.59)	han_minim_post8	less minijobs	Minijobs weggefallen
3.60)	han_minim_post9	minijobs transformed into insurable employment	Minijobs in soz.vers.pflichtige Besch.verhältnisse umgewandelt
3.61)	han_minim_post10	new insurable employment	neue soz.vers.pflichtige Besch.verhältnisse
3.62)	han_minim_post11	employment relationships did not change	keine veränderten Besch.Verhältnisse
3.63)	han_credityes	credit agreement signed	Kreditvertrag abgeschlossen
3.64)	han_creditno	credit agreement not signed	Kreditvertrag nicht abgeschlossen
3.65)	han_credituse1	financing of ongoing operating resources	Finanzierung laufender Kreditmittel
3.66)	han_credituse2	financing of an investment	Finanzierung einer Investition
3.67)	han_credituse3	other financing	Sonstiger Verwendungszweck
3.68)	han_ontrad_yn	online trade: trading online	Onlinehandel: Handeln online
3.69)	han_ontrad_plat	online trade: platform	Onlinehandel: Plattform
3.70)	han_ontrad_share	online trade: share online trade of total revenue	Onlinehandel: Anteil Onlinehandel an gesamten Umsatz
3.71)	han_ontrad_plan	online trade: planned within 12 months	Onlinehandel: In den nächsten 12 Monaten geplant
3.72)	han_midmanager	mid tier: more than 4 managers	Mittelstand: Mehr als 4 Geschäftsführer
3.73)	han_midmanshare	mid tier: at least one manager has shares	Mittelstand: Mindestens ein Geschäftsführer hält Anteile
3.74)	han_midyes	mid tier: company rated as mid tier	Mittelstand: Firma als Mittelstand betrachtet
3.75)	han_ontrad_inf	online trade: influence on business	Onlinehandel: Einfluss auf Geschäft
3.76)	han_credit2_1	credit seeking	Kreditverhandlungen durchgeführt
3.77)	han_credit2_2	credit allocation	Kreditvergabe: Verhalten der Banken
3.78)	han_credit2_3	reasons for not credit seeking	Gründe für keine Kreditverhandlungen
3.79)	han_negint	confronted with negative interest rates	Wurden Sie mit Negativzinsen konfrontiert?
3.80)	han_negint_noact	negative interest actions: none	Keine Maßnahmen
3.81)	han_negint_agree	negative interest actions: bank agreements	Verhandlungen mit Bank
3.82)	han_negint_change	negative interest actions: change of bank	Wechsel der Bank
3.83)	han_negint_inc	negative interest actions: increase of cash	Erhöhung der Bargeldhaltung

3.84)	han_negint_redas	negative interest actions: redeployment in other financial assets and settlement of credits	Umschichtung Finanzanlagen/Rückzahlung von Krediten
3.85)	han_negint_redasint	negative interest actions: redeployment of assets within company	Umschichtung des Guthabens
3.86)	han_negint_inv	negative interest actions: investing or preponing (additional) investments	Investitionen
3.87)	han_negint_oth	negative interest actions: other	Andere
3.88)	han_negint_burden	burden of negative interest rates on profit situation	Belastung durch Negativzinsproblematik
3.89)	han_negint_banks	number of relationship banks	Wie viele Banken?

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 busdevw more favourable	Prozent der Warenhäuser, die ihre Geschäftsentwicklung als "günstiger" beurteilen
4.23)	han_questpercansw82	% to busdevw not changing	Prozent der Warenhäuser, die ihre Geschäftsentwicklung als "etwa gleichbleibend" beurteilen
4.24)	han_questpercansw83	% to busdevw more unfavourable	Prozent der Warenhäuser, die ihre Geschäftsentwicklung als "ungünstiger" beurteilen

1. Variables of identification

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

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

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

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

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

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

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

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

No.	Name	Label	Survey period	Survey frequency
1.5)	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	
WEST										
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	see 4. Standard questions of department stores in percentage
WEST										
WEST										

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

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

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

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

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

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

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

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

WEST																				
EAST																				

No.	Name	Label	Survey period	Survey frequency
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1.10) **han_id2** identification number (part2) West 01/1990 to 01/2006 monthly survey

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

No.	Name	Label	Survey period	Survey frequency
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1.11) **han_id3** identification number (part3) West 01/1990 to 01/2006 monthly survey

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

No.	Name	Label	Survey period	Survey frequency
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1.12) **runnum** running number of plant West 01/1990 to 01/2006 monthly survey
East 01/1991 to 01/2006 monthly survey
East and West since 02/2006 monthly survey

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

No.	Name	Label	Survey period	Survey frequency
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1.13) **idnum** firm X adress file id West 03/1994 to 01/2006 monthly survey
East 04/1992 to 01/2006 monthly survey
East and West since 02/2006 monthly survey

1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information
WEST										Firm adress file id 7 digits
		EAST								
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
WEST										
EAST										
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
WEST										
EAST										

No.	Name	Label	Survey period	Survey frequency
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1.14) **han_plantnumkt** KT information id West 01/1990 to 01/2006 monthly survey
East 07/1998 to 01/2006 monthly survey

1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information
WEST										Information id, composed of

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

No.	Name	Label	Survey period	Survey frequency
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1.24)	survey_start	survey_start	West since 07/2007 East since 07/2007	monthly survey monthly survey
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1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information Start of the survey only refers to the participants who answered the questionnaire online.
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
WEST										
EAST										
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
WEST										
EAST										

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

No.	Name	Label	Survey period	Survey frequency
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1.26)	participation_date	participation date	West since 01/2005 East since 01/2005	monthly survey monthly survey
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1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information Participation date only refers to the participants who answered the questionnaire online.
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
WEST										
EAST										
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
WEST										
EAST										

No.	Name	Label	Survey period	Survey frequency
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1.27)	participation_hour	participation hour	West since 01/2005 East since 01/2005	monthly survey monthly survey
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1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information Participation hour only refers to the participants who answered the questionnaire online.
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
WEST										
EAST										
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
WEST										
EAST										

No.	Name	Label	Survey period	Survey frequency
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1.28)	participation_status	participation status	West since 02/2005 East since 02/2005	monthly survey monthly survey
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1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information
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Time span of variable

1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information
										amount of clicks for question 2.2) han_statebus_sl online only
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
2.4)	han_busvoly	business volume 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

Wording of question

01/1990 to 11/2001	Further information
<p>Appraisal and development in the moth of survey Compared to the same month of the previous year our revenue was</p> <p>higher [1] as high as last year [2] lower [3]</p>	<p>Business volume compared to previous year</p> <p>*01/2002 und 02/2002 Current situation / new tendencies</p> <p>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</p> <p>Example:</p> <p>4.4) questpercansw21 [50] 4.5) questpercansw22 [30] 4.6) questpercansw23 [20]</p>
<p>since 01/2002 Current situation* Compared to the same month of the previous year, our revenue last month was</p> <p>higher [1] as high as last year [2] lower [3]</p>	

Time span of variable

1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information
WEST										<p>Means 50% of the department stores answered "good", 30% of the department stores answered "satisfiable", 20% of the department stores answered "bad".</p>
		EAST								
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
WEST										
EAST										
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
WEST										
EAST										

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

Wording of question

since 01/1990 to 11/2001	Further information
<p>Appraisal and development in the moth of survey Compared to last month our revenue is</p> <p>higher [1] not changed [2] lower [3]</p>	<p>Business volume compared to the previous month</p> <p>West 01/1990 to 01/2006 [.] = answer of department stores in percentage All of the answers of the department stores are aggregated here and expressed as a percentage</p> <p>Example:</p> <p>4.7) questpercansw31 [50] 4.8) questpercansw32 [30] 4.9) questpercansw33 [20]</p>
<p>01/2002 Current situation / new tendencies Within the last 2-3 months, under elimination of seasonal fluctuations, our revenue</p> <p>increased [1] remained about the same [2] decreased [3]</p>	

Time span of variable

1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information
WEST										<p>Means 50% of the department stores answered "good", 30% of the department stores answered "satisfiable", 20% of the department stores answered "bad".</p>
		EAST								
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
WEST										
EAST										

No.	Name	Label	Survey period	Survey frequency																																																																																																																																																																																																																																																																																																																																																																																																																																														
2.6)	han_feedst	feedstock (appraisal)	West 01/1990 to 01/2006 East 01/1991 to 01/2006 East and West since 02/2006	monthly survey monthly survey monthly survey																																																																																																																																																																																																																																																																																																																																																																																																																																														
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<p>since 01/1990 Current situation* We rate our current feedstock as</p> <p style="text-align: right;">too little [1] satisfiable [2] too much [3]</p>			<p>Further information</p> <p>appraisal of feedstock</p> <p>* 01/1990 to 11/2001 Appraisal and development in the moth of survey 01/2002 und 02/2002 Current situation / new tendencies</p> <p>West 01/1990 to 01/2006 [9] = answer of department stores in percentage All of the answers of the department stores are aggregated here and expressed as a percentage Example: 4.10 questpercansw41 [50] 4.11 questpercansw42 [30] 4.12 questpercansw43 [20]</p> <p>Means 50% of the department stores answered "good", 30% of the department stores answered "satisfiable", 20% of the department stores answered "bad".</p>																																																																																																																																																																																																																																																																																																																																																																																																																																															
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No.	Name	Label	Survey period	Survey frequency
2.8)	han_exppr	expected prices	West 01/1990 to 01/2006 East 01/1991 to 01/2006 East and West since 02/2006	monthly survey monthly survey monthly survey
Wording of question				
<p>01/1990 to 02/2002 Plans and expectations Within the next 3 months our prices will likely</p> <p style="text-align: right;">raise [1] not change [2]</p>			<p>Further information</p> <p>Expected prices</p> <p>West 01/1990 to 01/2006 [9] = answer of department stores in percentage All of the answers of the department stores are</p>	

<p>fall [3]</p> <p>since 03/2002 to 01/2007 Plans and expectations for 3 months Our prices will likely</p> <p>raise [1] not change [2] fall [3]</p> <p>since 02/2007 Plans and expectations for the next 3 months Our prices will likely</p> <p>raise [1] not change [2] fall [3]</p>	<p>aggregated here and expressed as a percentage</p> <p>Example:</p> <p>4.16 questpercansw61 [50] 4.17 questpercansw62 [30] 4.18 questpercansw63 [20]</p> <p>Means 50% of the department stores answered "good", 30% of the department stores answered "satisfiable", 20% of the department stores answered "bad".</p>
<p>Time span of variable</p>	

No.	Name	Label	Survey period	Survey frequency
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2.9)	han_ords	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
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Wording of question

<p>01/1990 to 02/2002 Plans and expectations Within the next 3 months our orders will, compared to the same period of time of previous year, likely be (without taking price changes into account)</p> <p>raising [1] not changing [2] falling [3]</p> <p>since 03/2002 to 01/2007 Plans and expectations for 3 months Compared to the same period of time of previous year, our orders will likely be</p> <p>raising [1] not changing [2] falling [3]</p> <p>since 02/2007 Plans and expectations for the next 3 months Compared to the same period of time of previous year, our orders will likely be</p> <p>raising [1] not changing [2] falling [3]</p>	<p>Further information</p> <p>Orders compared to previous year</p> <p>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</p> <p>Example:</p> <p>4.19 questpercansw71 [50] 4.20 questpercansw72 [30] 4.21 questpercansw73 [20]</p> <p>Means 50% of the department stores answered "good", 30% of the department stores answered "satisfiable", 20% of the department stores answered "bad".</p>
<p>Time span of variable</p>	

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

<p>01/1990 to 02/2002 Plans and expectations Within the next 6 months, under elimination of seasonal fluctuations, our business development will be</p>	<p>Further information</p> <p>Business development</p>
--	--

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

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

Example:
4.22 questpercansw81 [50]
4.23 questpercansw82 [30]
4.24 questpercansw83 [20]

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

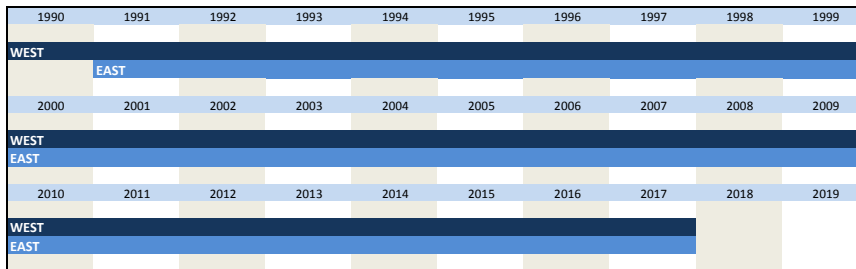
since 03/2002 to 01/2007
Expectations for 6 months
Under elimination of seasonal fluctuations, our business development will be

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

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

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

Time span of variable



No.	Name	Label	Survey period	Survey frequency
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2.11) han_comexp_sl business development (VAS) East and West since 01/2017 monthly survey

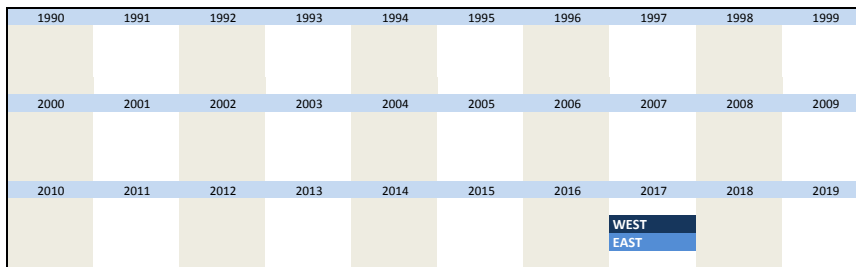
Wording of question

since 01/2017
Expectations for the next 6 months
Under elimination of seasonal fluctuations, our business development will be

0 _____ 50 _____ 100
less favourable not changing more favourable

Further information
business development (slider)
online only

Time span of variable



No.	Name	Label	Survey period	Survey frequency
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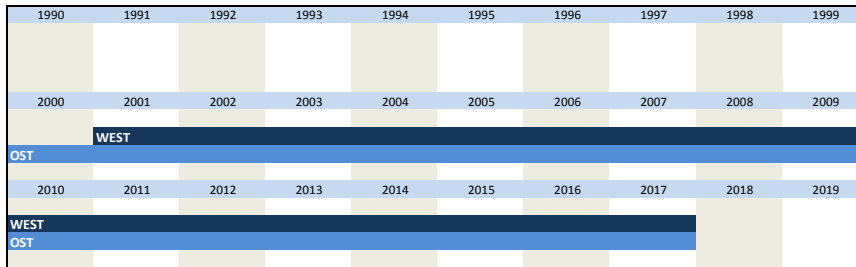
2.12) han_comexp_clicks business development (clicks) East and West since 01/2017 monthly

Time span of variable

Further information
amount of clicks for question
2.11) han_comexp_sl
online only

No.	Name	Label	Survey period	Survey frequency
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Time span of variable



The reason for this is that the annual data is transmitted to every month manually
The data of the current survey are generally transmitted two to three months after the inquiry

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

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

Wording of question

West 10/2000
Last year our total turnover was

less than 1/2 MM DM	<input type="checkbox"/>	[1]
1/2 - 1 " "	<input type="checkbox"/>	[2]
1 - 2 " "	<input type="checkbox"/>	[3]
2 - 5 " "	<input type="checkbox"/>	[4]
5 - 10 " "	<input type="checkbox"/>	[5]
10 - 50 " "	<input type="checkbox"/>	[6]
50 - 100 " "	<input type="checkbox"/>	[7]
more than 100 " "	<input type="checkbox"/>	[8]

East 10/1998 to 10/2000
Last year the size range of our revenue (without sales tax) was

< 500 000 DM	<input type="checkbox"/>	[1]
DM 500 000 to 1 million	<input type="checkbox"/>	[2]
1 to < 2 M DM	<input type="checkbox"/>	[3]
2 to < 5 M DM	<input type="checkbox"/>	[4]
5 to < 10 M DM	<input type="checkbox"/>	[5]
10 to < 25 M DM	<input type="checkbox"/>	[6]
25 M DM and more	<input type="checkbox"/>	[7]

10/2001
Last business year our total turnover was (in DM):

less than 0,5 M	<input type="checkbox"/>	[1]
0.5 - 1.0 " "	<input type="checkbox"/>	[2]
1.0 - 2.0 " "	<input type="checkbox"/>	[3]
2.0 - 5.0 " "	<input type="checkbox"/>	[4]
5.0 - 10.0 M	<input type="checkbox"/>	[5]
10.0 - 25.0 " "	<input type="checkbox"/>	[6]
25.0 - 50.0 " "	<input type="checkbox"/>	[7]
50.0 - 100.0 " "	<input type="checkbox"/>	[8]
more than 100 M	<input type="checkbox"/>	[9]

since 10/2002 to 10/2005, since 11/2006 to 11/2008
Last business year our total turnover was (in Euro):

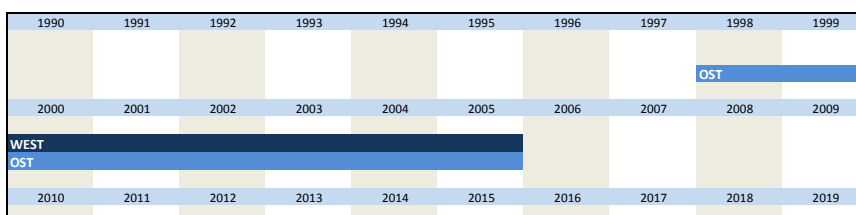
less than 0,25 M	<input type="checkbox"/>	[1]
0.25 - 0.5 " "	<input type="checkbox"/>	[2]
0.5 - 1.0 " "	<input type="checkbox"/>	[3]
1.0 - 2.5 " "	<input type="checkbox"/>	[4]
2.5 - 5.0 M	<input type="checkbox"/>	[5]
5.0 - 12.5 " "	<input type="checkbox"/>	[6]
12.5 - 25.0 " "	<input type="checkbox"/>	[7]
25.0 - 50.0 " "	<input type="checkbox"/>	[8]
more than 50 M	<input type="checkbox"/>	[9]

since 11/2009
Last business year our total turnover was (in Euro):

less than 0,25 M	<input type="checkbox"/>	[1]
0.25 - 0.5	<input type="checkbox"/>	[2]
0.5 - 1.0	<input type="checkbox"/>	[3]
1.0 - 2.5	<input type="checkbox"/>	[4]
2.5 - 5.0	<input type="checkbox"/>	[5]
5.0 - 12.5 M	<input type="checkbox"/>	[6]
12.5 - 25.0	<input type="checkbox"/>	[7]
25.0 - 50.0	<input type="checkbox"/>	[8]
50.0 - 1.0 bn	<input type="checkbox"/>	[9]
more than 1.0 bn	<input type="checkbox"/>	[10]

Further information
Total turnover
Since October 2001:
uniform size class for Eastern and Western Germany
This data, which is inquired once a year, is needed for weighting purposes

Time span of variable



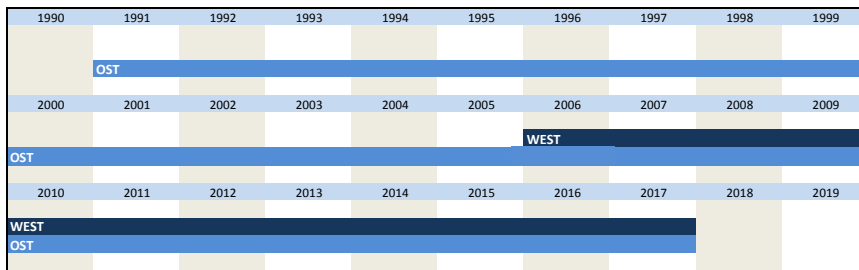
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No.	Name	Label	Survey period	Survey frequency
3.3)	han_constrain	constraints to production	East 01/1991 to 01/2006 East and West since 04/2006	monthly survey Jan, Apr, Jul, Oct

Wording of question

<p>since 01/1991</p> <p>Our sales activity is currently constrained</p> <p>yes [1] <input type="text"/> no [2] <input type="text"/></p>	<p>Further information</p> <p>constraints to production</p> <p>No inquiry in May 1992</p> <p>[3]: Conflict - here, "no" was chosen , but for any constraining factor (3.4) han_diffsup to 3.11) han_othrea), "yes" was crossed.</p>
---	--

Time span of variable

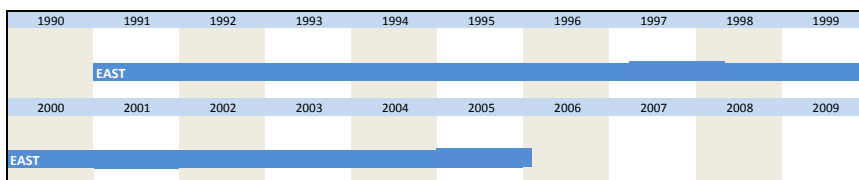


No.	Name	Label	Survey period	Survey frequency
3.4)	han_diffsup	difficulties of supply	East 01/1991 to 01/2006	monthly survey

Wording of question

<p>since 01/1991</p> <p>Our sales activity is currently constrained.</p> <p>If yes, by</p> <p>difficulties of supply [1] <input type="text"/></p> <p>namely _____</p>	<p>Further information</p> <p>difficulties of supply</p> <p>No inquiry in May 1992</p>
---	--

Time span of variable

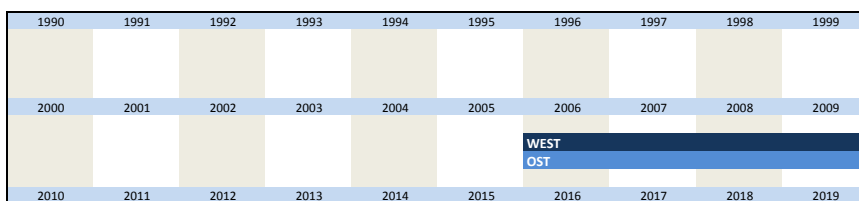


No.	Name	Label	Survey period	Survey frequency
3.5)	han_weakdem	weak demand	East and West since 04/2006	Jan, Apr, Jul, Oct

Wording of question

<p>since 01/1991</p> <p>Our sales activity is currently constrained.</p> <p>If yes, by</p> <p>weak demand [1] <input type="text"/></p>	<p>Further information</p> <p>weak demand</p>
--	---

Time span of variable



WEST	
OST	

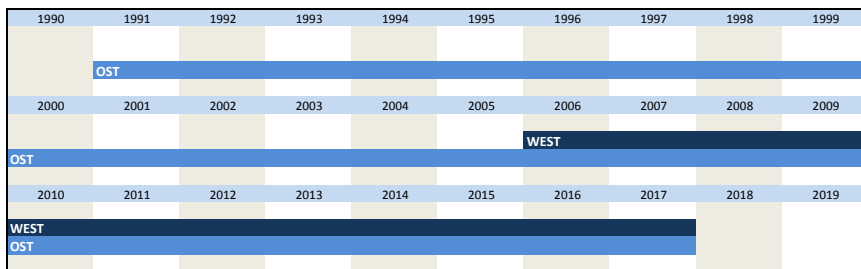
No.	Name	Label	Survey period	Survey frequency
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3.6) **han_diffin** difficulties in financing East 01/1991 to 01/2006 monthly survey
East and West since 04/2006 Jan, Apr, Jul, Oct

Wording of question

<p>since 01/1991</p> <p>Our sales activity is currently constrained. If yes, by</p> <p style="text-align: center;">difficulties in financing [1] <input type="text"/></p>	<p>Further information</p> <p>difficulties in financing</p> <p>No inquiry in May 1992</p>
---	--

Time span of variable



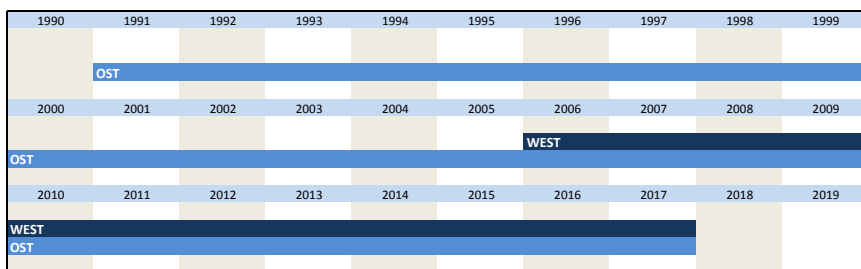
No.	Name	Label	Survey period	Survey frequency
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3.7) **han_mplack** lack of manpower East 01/1991 to 01/2006 monthly survey
East and West since 04/2006 Jan, Apr, Jul, Oct

Wording of question

<p>01/1991 to 01/2006</p> <p>Our sales activity is currently constrained. If yes, by</p> <p style="text-align: center;">lack of qualified manpower [1] <input type="text"/></p>	<p>Further information</p> <p>Lack of manpower</p> <p>No inquiry in May 1992</p>
<p>since 04/2006</p> <p>Our sales activity is currently constrained. If yes, by</p> <p style="text-align: center;">lack of manpower [1] <input type="text"/></p>	

Time span of variable



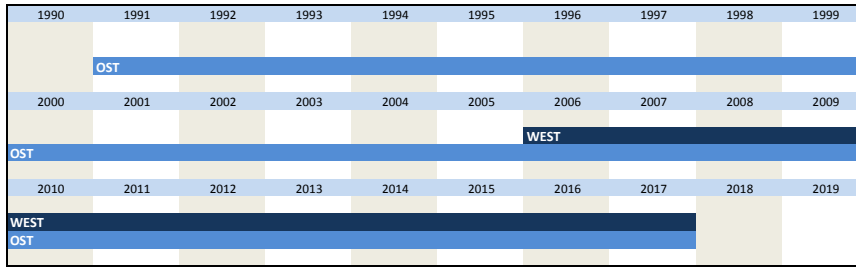
No.	Name	Label	Survey period	Survey frequency
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3.8) **han_sclack** lack of spacial capacity East 01/1991 to 01/2006 monthly survey
East and West since 04/2006 Jan, Apr, Jul, Oct

Wording of question

<p>since 01/1991</p> <p>Our sales activity is currently constrained. If yes, by</p> <p style="text-align: center;">lack of suitable premises [1] <input type="text"/></p>	<p>Further information</p> <p>Lack of suitable premises</p> <p>No inquiry in May 1992</p>
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Time span of variable



No.	Name	Label	Survey period	Survey frequency
3.9)	han equip	equipment	East 01/1991 to 01/2006 East and West since 04/2006	monthly survey Jan, Apr, Jul, Oct

Wording of question

since 01/1991
Our sales activity is currently constrained.
If yes, by

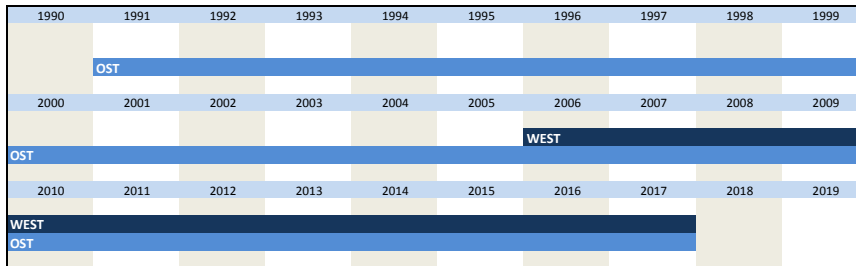
insufficient equipment,
vehicles, etc. [1]

Further information

Insufficient equipment

No inquiry in May 1992

Time span of variable



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

Wording of question

since 02/1994
Our sales activity is currently constrained.
If yes, by

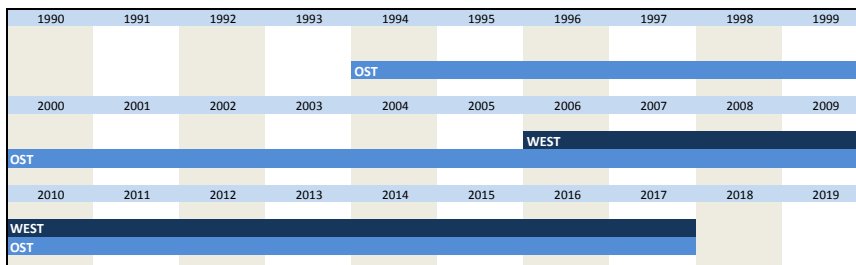
unfavourable weather [1]

Further information

Unfavourable weather

No inquiry in May 1992

Time span of variable



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

Wording of question

since 01/1991
Our sales activity is currently constrained.

Further information

Other reasons

<p>If yes, at international specialized fairs</p> <p>- in Germany [1] <input type="text"/></p>									
<p>Time span of variable</p>									
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
		WEST OST							

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

Wording of question

<p>06/2012</p> <p>Is your company represented as an exhibitor at an international specialized fair?</p> <p>[...]</p> <p>If yes, at international specialized fairs</p> <p>- in a foreign European country [1] <input type="text"/></p>	<p>Further information</p> <p>Exhibitor at an international specialized fair in a foreign European country</p>								
<p>Time span of variable</p>									
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
		WEST OST							

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

Wording of question

<p>06/2012</p> <p>Is your company represented as an exhibitor at an international specialized fair?</p> <p>[...]</p> <p>If yes, at international specialized fairs</p> <p>- in a country outside of Europe [1] <input type="text"/></p>	<p>Further information</p> <p>Exhibitor at an international specialized fair in a country outside of Europe</p>								
<p>Time span of variable</p>									
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
		WEST OST							

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

Wording of question

<p>06/2012</p> <p>Is your company going to be represented as an Exhibitor at an international specialized fair during the next 2-3 years?</p> <p>yes [1] <input type="text"/> no [2] <input type="text"/></p>	<p>Further information</p> <p>Exhibitor at an international specialized fair during the next 2-3 years</p>								
<p>Time span of variable</p>									
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
		WEST OST							

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

Wording of question

<p>06/2012</p> <p>Is your company going to be represented as an Exhibitor at an international specialized fair during the next 2-3 years?</p> <p>[...]</p> <p>If yes, at international specialized fairs</p> <p style="text-align: center;">- in Germany [1] <input type="text"/></p>	<p>Further information</p> <p>Exhibitor at an international specialized fair in Germany during the next 2-3 years</p>																				
<p>Time span of variable</p> <table border="1" style="width: 100%; text-align: center;"> <tr> <th>2010</th><th>2011</th><th>2012</th><th>2013</th><th>2014</th><th>2015</th><th>2016</th><th>2017</th><th>2018</th><th>2019</th> </tr> <tr> <td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;">WEST OST</td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td> </tr> </table>		2010	2011	2012	2013	2014	2015	2016	2017	2018	2019			WEST OST							
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019												
		WEST OST																			

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

Wording of question

<p>06/2012</p> <p>Is your company going to be represented as an Exhibitor at an international specialized fair during the next 2-3 years?</p> <p>[...]</p> <p>If yes, at international specialized fairs</p> <p style="text-align: center;">- in a foreign European country [1] <input type="text"/></p>	<p>Further information</p> <p>Exhibitor at an international specialized fair in a foreign European country during the next 2-3 years</p>																				
<p>Time span of variable</p> <table border="1" style="width: 100%; text-align: center;"> <tr> <th>2010</th><th>2011</th><th>2012</th><th>2013</th><th>2014</th><th>2015</th><th>2016</th><th>2017</th><th>2018</th><th>2019</th> </tr> <tr> <td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;">WEST OST</td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td> </tr> </table>		2010	2011	2012	2013	2014	2015	2016	2017	2018	2019			WEST OST							
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019												
		WEST OST																			

No.	Name	Label	Survey period	Survey frequency
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3.20) **han_fairhexp_ne** exhibitor at an international specialized fair in a country outside Europe during next 2-3 years **East and West 06/2012** once

Wording of question

<p>06/2012</p> <p>Is your company going to be represented as an Exhibitor at an international specialized fair during the next 2-3 years?</p> <p>[...]</p> <p>If yes, at international specialized fairs</p> <p style="text-align: center;">- in a country outside of Europe [1] <input type="text"/></p>	<p>Further information</p> <p>Exhibitor at an international specialized fair in a country outside of Europe during the next 2-3 years</p>																				
<p>Time span of variable</p> <table border="1" style="width: 100%; text-align: center;"> <tr> <th>2010</th><th>2011</th><th>2012</th><th>2013</th><th>2014</th><th>2015</th><th>2016</th><th>2017</th><th>2018</th><th>2019</th> </tr> <tr> <td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;">WEST OST</td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td> </tr> </table>		2010	2011	2012	2013	2014	2015	2016	2017	2018	2019			WEST OST							
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019												
		WEST OST																			

No.	Name	Label	Survey period	Survey frequency
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3.21) **han_flight_ger** Importance of flight connections in Germany **East and West 03/2013** once

Wording of question

<p>03/2013</p> <p>How important for your company is a flight connection in</p> <p>Germany</p> <p style="text-align: center;"> very important [1] important [2] less important [3] unimportant [4] <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> </p>	<p>Further information</p> <p>Importance of flight connections in Germany</p>
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Time span of variable									
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
			WEST OST						

No.	Name	Label	Survey period	Survey frequency
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3.22)	han_flight_eur	Importance of flight connections in Europe	East and West 03/2013	once
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Wording of question

03/2013	Further information
<p>How important for your company is a flight connection in Europe</p> <p>very important [1] important [2] less important [3] unimportant [4]</p>	Importance of flight connections in Europe

Time span of variable

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

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

3.23)	han_flight_world	Importance of flight connections worldwide	East and West 03/2013	once
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Wording of question

03/2013	Further information
<p>How important for your company is a flight connection in worldwide</p> <p>very important [1] important [2] less important [3] unimportant [4]</p>	Importance of flight connections worldwide

Time span of variable

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

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

3.24)	han_fambus	family business	East and West 02/2014	once
-------	------------	-----------------	-----------------------	------

Wording of question

02/2014	Further information
<p>D) For research purposes?</p> <p>Do you envision yourself as a family business? (This means a company whose voting capital is held predominately by one or more families that are connected)</p> <p><input type="checkbox"/> yes[1] <input type="checkbox"/> no[2]</p>	

Time span of variable

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

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

No.	Name	Label	Survey period	Survey frequency
3.25)	han_minim1	minimum wage q1	East and West 11/2014	once

Wording of question

<p>11/2014</p> <p>1. 01/01/2015 the general minimum wage policy will be implemented. Is your company affected by this?</p> <p><input type="checkbox"/> yes[1] <input type="checkbox"/> no[2]</p>	Further information
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Time span of variable

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

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

Wording of question

<p>11/2014</p> <p>01/01/2015 the general minimum wage policy will be implemented. Is your company affected by this?</p> <p><input checked="" type="checkbox"/> yes <input checked="" type="checkbox"/> no</p> <p>2. If yes: With which measures will you likely react to the minimum wage?</p> <p><input type="checkbox"/> [1] No measures necessary or scheduled</p>	Further information
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Time span of variable

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

No.	Name	Label	Survey period	Survey frequency
3.27)	han_minim3	minimum wage q3	East and West 11/2014	once

Wording of question

11/2014	Further information
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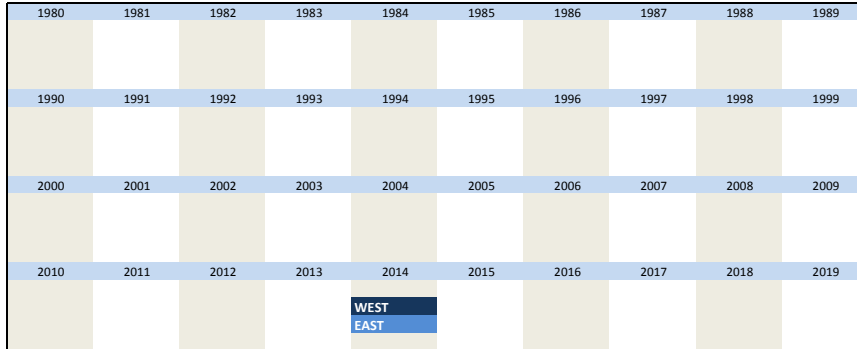
01/01/2015 the general minimum wage policy will be implemented.
Is your company affected by this?

yes no

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

[1] personnel cuts

Time span of variable



No.	Name	Label	Survey period	Survey frequency
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3.28)	han_minim4	minimum wage q4	East and West 11/2014	once
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Wording of question

11/2014

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

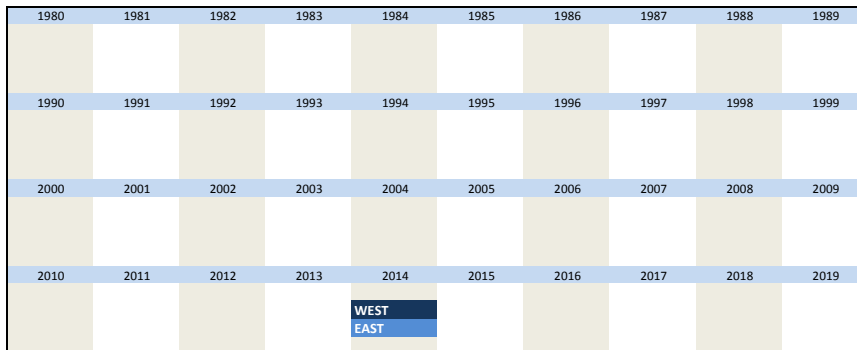
yes no

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

[1] reduction of working hours

Further information

Time span of variable



No.	Name	Label	Survey period	Survey frequency
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3.29)	han_minim5	minimum wage q5	East and West 11/2014	once
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Wording of question

11/2014

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

yes no

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

[1] increase in prices

Further information

Time span of variable

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

No.	Name	Label	Survey period	Survey frequency
3.30)	han_minim6	minimum wage q6	East and West 11/2014	once

Wording of question

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

Time span of variable

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

No.	Name	Label	Survey period	Survey frequency
3.31)	han_minim7	minimum wage q7	East and West 11/2014	once

Wording of question

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

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

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

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

Wording of question

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

Time span of variable

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

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

Wording of question

<p>05/2015</p> <p>Investments and revenue</p> <p>3) compared to last year our total revenue this year will likely</p> <p>increase [1] <input type="text"/></p> <p>not change [2] <input type="text"/></p> <p>decrease [3] <input type="text"/></p>	Further information
--	---------------------

Time span of variable

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

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

Wording of question

<p>05/2015</p> <p>Investments and revenue</p> <p>1) Last year (20YY* compared to 20WW**) our investments were</p> <p style="text-align: center;">Total investments</p> <p>increased [1] <input type="text"/></p> <p>not changed [2] <input type="text"/></p> <p>decreased [3] <input type="text"/></p>	<p>Further information</p> <p>*20YY means last year e.g.: If the question was posed in 2015: 20YY=2014</p> <p>*20WW means two years ago e.g.: If the question was posed in 2015: 20WW=2013</p>																																																												
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1980	1981	1982	1983	1984	1985	1986	1987	1988	1989																																																				
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2010	2011	2012	2013	2014	2015	2016	2017	2018	2019																																																				
					WEST																																																								
					EAST																																																								

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

Wording of question

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

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

Wording of question

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

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

Wording of question

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

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

Wording of question

05/2015		Further information							
<p>Investments and revenue</p> <p>1) In the current year (20XX* compared to 20YY**) our investments will likely</p> <p style="text-align: center;">Total investments, thereof in: construction</p> <p>increase [1] <input type="text"/></p> <p>not change [2] <input type="text"/></p> <p>decrease [3] <input type="text"/></p>		<p>*20XX means current year e.g.: If the question was posed in 2015: 20XX=2015</p> <p>**20YY means last year e.g.: If the question was posed in 2015: 20YY=2014</p>							
Time span of variable									
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999

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

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

Wording of question

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

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
3.40)	han_invest_nj	total investment next year	East and West since 11/2015	annual survey

Wording of question

<p>11/2015</p> <p>Investments and revenue</p> <p>1) In the next year (20ZZ* compared to 20XX**) our investments will likely</p> <p style="text-align: center;">Total investments</p> <p>increase [1] <input type="text"/></p> <p>not change [2] <input type="text"/></p> <p>decrease [3] <input type="text"/></p>	<p>Further information</p> <p>*20ZZ means next year e.g.: if the question was posed in 2015: 20ZZ=2016</p> <p>**20XX means current year e.g.: If the question was posed in 2015: 20XX=2015</p>
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Time span of variable

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

No.	Name	Label	Survey period	Survey frequency
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3.41) han_invcon_nj investment in construction next year

East and West since 11/2015

annual survey

Wording of question

<p>05/2015</p> <p>Investments and revenue</p> <p>1) In the next year (20ZZ* compared to 20XX**) our investments will likely</p> <p style="text-align: center;">Total investments, thereof in: construction</p> <p>increase [1] <input type="text"/></p> <p>not change [2] <input type="text"/></p> <p>decrease [3] <input type="text"/></p>	<p>Further information</p> <p>*20ZZ means next year e.g.: If the question was posed in 2015: 20ZZ=2016</p> <p>**20XX means current year e.g.: if the question was posed in 2015: 20XX=2015</p>																																																												
<p>Time span of variable</p> <table border="1"> <tr><td>1980</td><td>1981</td><td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td></tr> <tr><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td><td>1998</td><td>1999</td></tr> <tr><td>2000</td><td>2001</td><td>2002</td><td>2003</td><td>2004</td><td>2005</td><td>2006</td><td>2007</td><td>2008</td><td>2009</td></tr> <tr><td>2010</td><td>2011</td><td>2012</td><td>2013</td><td>2014</td><td>2015</td><td>2016</td><td>2017</td><td>2018</td><td>2019</td></tr> <tr><td colspan="6"></td><td>WEST</td><td colspan="3"></td></tr> <tr><td colspan="6"></td><td>EAST</td><td colspan="3"></td></tr> </table>		1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019							WEST										EAST			
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989																																																				
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999																																																				
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009																																																				
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019																																																				
						WEST																																																							
						EAST																																																							

No.	Name	Label	Survey period	Survey frequency
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3.42) han_inveq_nj investment in equipment next year

East and West since 11/2015

annual survey

Wording of question

<p>05/2015</p> <p>Investments and revenue</p> <p>1) In the next year (20ZZ* compared to 20XX**) our investments will likely</p> <p style="text-align: center;">Total investments, thereof in: equipment</p> <p>increase [1] <input type="text"/></p> <p>not change [2] <input type="text"/></p> <p>decrease [3] <input type="text"/></p>	<p>Further information</p> <p>*20ZZ means next year e.g.: If the question was posed in 2015: 20ZZ=2016</p> <p>**20XX means current year e.g.: if the question was posed in 2015: 20XX=2015</p>																																																												
<p>Time span of variable</p> <table border="1"> <tr><td>1980</td><td>1981</td><td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td></tr> <tr><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td><td>1998</td><td>1999</td></tr> <tr><td>2000</td><td>2001</td><td>2002</td><td>2003</td><td>2004</td><td>2005</td><td>2006</td><td>2007</td><td>2008</td><td>2009</td></tr> <tr><td>2010</td><td>2011</td><td>2012</td><td>2013</td><td>2014</td><td>2015</td><td>2016</td><td>2017</td><td>2018</td><td>2019</td></tr> <tr><td colspan="6"></td><td>WEST</td><td colspan="3"></td></tr> <tr><td colspan="6"></td><td>EAST</td><td colspan="3"></td></tr> </table>		1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019							WEST										EAST			
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989																																																				
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999																																																				
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009																																																				
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019																																																				
						WEST																																																							
						EAST																																																							

No.	Name	Label	Survey period	Survey frequency
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3.43) han_ref1 refugees question 1

East and West 10/2015

once

Wording of question

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

No.	Name	Label	Survey period	Survey frequency
3.44)	han_ref2	refugees question 2	East and West 10/2015	once

Wording of question

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

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

No.	Name	Label	Survey period	Survey frequency
3.45)	han_ref3	refugees question 3	East and West 10/2015	once

Wording of question

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

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

No.	Name	Label	Survey period	Survey frequency
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3.46) han_ref4 refugees question 4 East and West 10/2015 once

Wording of question

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

Time span of variable

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

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

Wording of question

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

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

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

Wording of question

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

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

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

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

Wording of question

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

Time span of variable

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

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

Wording of question

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

Time span of variable

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

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

Wording of question

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

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

No.	Name	Label	Survey period	Survey frequency
3.52)	han_minim_post1	affected by minimum wage	East and West 03/2016	once

Wording of question

<p>03/2016</p> <p>01.01.2015 the universal minimum wage was implemented. Is your company affected by this regulation?</p> <p style="text-align: center;">[1] yes [2] no</p> <p style="text-align: center;"><input type="text"/> <input type="text"/></p>	Further information
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Time span of variable

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

No.	Name	Label	Survey period	Survey frequency
3.53)	han_minim_post2	no minimum wage measures	East and West 03/2016	once

Wording of question

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

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

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

No.	Name	Label	Survey period	Survey frequency
3.54)	han_minim_post3	measures: employee reduction	East and West 03/2016	once

Wording of question

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

Time span of variable

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

No.	Name	Label	Survey period	Survey frequency
3.55)	han_minim_post4	measures: working hour reduction	East and West 03/2016	once

Wording of question

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

Time span of variable

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

No.	Name	Label	Survey period	Survey frequency
3.56)	han_minim_post5	measures: increased prices	East and West 03/2016	once

Wording of question

03/2016	Further information
01.01.2015 the universal minimum wage was implemented. Is your company affected by this regulation?	

If yes,
What measures did you utilize?
increased prices [1]

Time span of variable

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

WEST
EAST

No.	Name	Label	Survey period	Survey frequency
3.57)	han_minim_post6	measures: decreased investment	East and West 03/2016	once

Wording of question

03/2016
01.01.2015 the universal minimum wage was implemented. Is your company affected by this regulation?
If yes,
What measures did you utilize?
decreased investment [1]

Further information

Time span of variable

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

WEST
EAST

No.	Name	Label	Survey period	Survey frequency
3.58)	han_minim_post7	measures: decreased special payments	East and West 03/2016	once

Wording of question

03/2016
01.01.2015 the universal minimum wage was implemented. Is your company affected by this regulation?
If yes,
What measures did you utilize?
decreased special payments [1]

Further information

Time span of variable

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

			WEST EAST	
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No.	Name	Label	Survey period	Survey frequency
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3.59)	han_minim_post8	less minijobs	East and West 03/2016	once
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Wording of question

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

Time span of variable

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

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

3.60)	han_minim_post9	minijobs transformed into insurable employment	East and West 03/2016	once
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Wording of question

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

Time span of variable

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

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

3.61)	han_minim_post10	new insurable employment	East and West 03/2016	once
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Wording of question

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

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

No.	Name	Label	Survey period	Survey frequency
3.62)	han_minim_post11	employment relationships did not change	East and West 03/2016	once

Wording of question

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

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

No.	Name	Label	Survey period	Survey frequency
3.63)	han_credities	credit agreement signed	East and West 06/2016	once

Wording of question

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

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

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

No.	Name	Label	Survey period	Survey frequency
3.64)	han_creditno	credit agreement not signed	East and West 06/2016	once

Wording of question

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

Time span of variable

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

No.	Name	Label	Survey period	Survey frequency
3.65)	han_credituse1	financing of ongoing operating resources	East and West 06/2016	once

Wording of question

06/2016	Further information		
<p>What was the usage of your last negotiated credit?</p> <table border="1"> <tr> <td>financing of ongoing operating resources</td> <td>[1]</td> </tr> </table>	financing of ongoing operating resources	[1]	
financing of ongoing operating resources	[1]		

Time span of variable

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

No.	Name	Label	Survey period	Survey frequency
3.66)	han_credituse2	financing of an investment	East and West 06/2016	once

Wording of question

<p>06/2016</p> <p>What was the usage of your last negotiated credit?</p> <div style="border: 1px solid black; padding: 5px; width: fit-content; margin: 10px auto;"> financing of an investment [1] </div>	Further information																																																												
Time span of variable																																																													
<table border="1" style="width: 100%; text-align: center;"> <tr><td>1980</td><td>1981</td><td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td></tr> <tr><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td><td>1998</td><td>1999</td></tr> <tr><td>2000</td><td>2001</td><td>2002</td><td>2003</td><td>2004</td><td>2005</td><td>2006</td><td>2007</td><td>2008</td><td>2009</td></tr> <tr><td>2010</td><td>2011</td><td>2012</td><td>2013</td><td>2014</td><td>2015</td><td>2016</td><td>2017</td><td>2018</td><td>2019</td></tr> <tr> <td></td><td></td><td></td><td></td><td></td><td></td><td style="background-color: #000080; color: white;">WEST</td><td></td><td></td><td></td> </tr> <tr> <td></td><td></td><td></td><td></td><td></td><td></td><td style="background-color: #000080; color: white;">EAST</td><td></td><td></td><td></td> </tr> </table>		1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019							WEST										EAST			
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989																																																				
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999																																																				
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009																																																				
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019																																																				
						WEST																																																							
						EAST																																																							

No.	Name	Label	Survey period	Survey frequency
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3.67)	han_credituse3	other financing	East and West 06/2016	once
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Wording of question

<p>06/2016</p> <p>What was the usage of your last negotiated credit?</p> <div style="border: 1px solid black; padding: 5px; width: fit-content; margin: 10px auto;"> others [1] </div>	Further information																																																												
Time span of variable																																																													
<table border="1" style="width: 100%; text-align: center;"> <tr><td>1980</td><td>1981</td><td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td></tr> <tr><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td><td>1998</td><td>1999</td></tr> <tr><td>2000</td><td>2001</td><td>2002</td><td>2003</td><td>2004</td><td>2005</td><td>2006</td><td>2007</td><td>2008</td><td>2009</td></tr> <tr><td>2010</td><td>2011</td><td>2012</td><td>2013</td><td>2014</td><td>2015</td><td>2016</td><td>2017</td><td>2018</td><td>2019</td></tr> <tr> <td></td><td></td><td></td><td></td><td></td><td></td><td style="background-color: #000080; color: white;">WEST</td><td></td><td></td><td></td> </tr> <tr> <td></td><td></td><td></td><td></td><td></td><td></td><td style="background-color: #000080; color: white;">EAST</td><td></td><td></td><td></td> </tr> </table>		1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019							WEST										EAST			
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						EAST																																																							

No.	Name	Label	Survey period	Survey frequency
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3.68)	han_ontrad_yn	online trade: trading online	East and West 08/2016	once
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Wording of question

<p>08/2016</p> <p>Special question regarding online trade</p> <p>Aside from stationary business do you also trade your goods via an own online shop or other third party platforms?</p> <div style="display: flex; justify-content: space-around; margin-top: 10px;"> yes [1] <input style="width: 50px; height: 15px;" type="text"/> no [2] <input style="width: 50px; height: 15px;" type="text"/> </div>	Further information																														
Time span of variable																															
<table border="1" style="width: 100%; text-align: center;"> <tr><td>1980</td><td>1981</td><td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td></tr> <tr><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td><td>1998</td><td>1999</td></tr> <tr><td>2000</td><td>2001</td><td>2002</td><td>2003</td><td>2004</td><td>2005</td><td>2006</td><td>2007</td><td>2008</td><td>2009</td></tr> </table>		1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009
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2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
						WEST			
						EAST			

No.	Name	Label	Survey period	Survey frequency
3.69)	han_ontrad_plat	online trade platform	East and West 08/2016	once

Wording of question

<p>08/2016</p> <p>Special question regarding online trade Aside from stationary business do you also trade your goods via an own online shop or other third party platforms?</p> <p>If yes:</p> <p><input type="text"/> [1] own online shop</p> <p><input type="text"/> [2] own online shop as well as other online platforms</p> <p><input type="text"/> [3] exclusively other online platforms (no own online shop existing)</p>	Further information																																																												
<p>Time span of variable</p> <table border="1"> <tr><td>1980</td><td>1981</td><td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td></tr> <tr><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td><td>1998</td><td>1999</td></tr> <tr><td>2000</td><td>2001</td><td>2002</td><td>2003</td><td>2004</td><td>2005</td><td>2006</td><td>2007</td><td>2008</td><td>2009</td></tr> <tr><td>2010</td><td>2011</td><td>2012</td><td>2013</td><td>2014</td><td>2015</td><td>2016</td><td>2017</td><td>2018</td><td>2019</td></tr> <tr><td></td><td></td><td></td><td></td><td></td><td></td><td>WEST</td><td></td><td></td><td></td></tr> <tr><td></td><td></td><td></td><td></td><td></td><td></td><td>EAST</td><td></td><td></td><td></td></tr> </table>		1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019							WEST										EAST			
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No.	Name	Label	Survey period	Survey frequency
3.70)	han_ontrad_share	online trade share online trade of total revenue	East and West 08/2016	once

Wording of question

<p>08/2016</p> <p>Special question regarding online trade Aside from stationary business do you also trade your goods via an own online shop or other third party platforms?</p> <p>If yes:</p> <p>Compared to your total revenue, what do you consider the share of your online trade to be?</p> <p><input type="text"/> [1] <20%</p> <p><input type="text"/> [2] 20-40%</p> <p><input type="text"/> [3] 40-60%</p> <p><input type="text"/> [4] 60-80%</p> <p><input type="text"/> [5] >80%</p>	Further information																																																												
<p>Time span of variable</p> <table border="1"> <tr><td>1980</td><td>1981</td><td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td></tr> <tr><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td><td>1998</td><td>1999</td></tr> <tr><td>2000</td><td>2001</td><td>2002</td><td>2003</td><td>2004</td><td>2005</td><td>2006</td><td>2007</td><td>2008</td><td>2009</td></tr> <tr><td>2010</td><td>2011</td><td>2012</td><td>2013</td><td>2014</td><td>2015</td><td>2016</td><td>2017</td><td>2018</td><td>2019</td></tr> <tr><td></td><td></td><td></td><td></td><td></td><td></td><td>WEST</td><td></td><td></td><td></td></tr> <tr><td></td><td></td><td></td><td></td><td></td><td></td><td>EAST</td><td></td><td></td><td></td></tr> </table>		1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019							WEST										EAST			
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						EAST																																																							

			WEST EAST	
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No.	Name	Label	Survey period	Survey frequency
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3.71)	han_ontrad_plan	online trade: planned within 12 months	East and West 08/2016	once
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Wording of question

<p>08/2016</p> <p>Special question regarding online trade Aside from stationary business do you also trade your goods via an own online shop or other third party platforms?</p> <p>If no: Are you planning to introduce online trade within the next 12 months?</p> <p style="text-align: center;">yes [1] <input type="text"/> no [2] <input type="text"/></p>	Further information
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Time span of variable

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

WEST
EAST

No.	Name	Label	Survey period	Survey frequency
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3.72)	han_midmanager	mid tier: more than 4 managers	East and West 09/2016	once
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Wording of question

<p>09/2016</p> <p>mid tier Does your company have more than 4 managers?</p> <p style="text-align: center;">yes [1] <input type="text"/> no [2] <input type="text"/></p>	Further information
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Time span of variable

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

WEST
EAST

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

3.73)	han_midmanshare	mid tier: at least one manager has shares	East and West 09/2016	once
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Wording of question

<p>09/2016</p> <p>mid tier Does at least one of your managers hold shares of your company?</p> <p style="text-align: center;">yes [1] <input type="text"/> no [2] <input type="text"/></p>	Further information
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Time span of variable									
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019

WEST
EAST

No.	Name	Label	Survey period	Survey frequency
3.74)	han_midyes	mid tier: company rated as mid tier	East and West 09/2016	once

Wording of question

<p>09/2016</p> <p>mid tier</p> <p>Would you rate your company as a "mid tier" company?</p> <p style="text-align: center;">yes [1] <input type="text"/> no [2] <input type="text"/></p>	Further information
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Time span of variable

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

WEST
EAST

No.	Name	Label	Survey period	Survey frequency
3.75)	han_ontrad_inf	online trade: influence on business	East and West 10/2016	once

Wording of question

<p>10/2016</p> <p>Online trade</p> <p>How do you assess the influence of online trade on your business?</p> <p style="text-align: center;"> <input type="text"/> [1] positive influence <input type="text"/> [2] no influence <input type="text"/> [3] business reducing <input type="text"/> [4] business endangering </p>	Further information
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Time span of variable

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

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

No.	Name	Label	Survey period	Survey frequency
3.76)	han_credit2_1	credit seeking	East and West since 03/2017	March, June, September, December

Wording of question

03/2017	Further information
credit allocation We had credit talks with banks during the last 3 months <input type="text"/> [1] yes <input type="text"/> [2] no	

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
3.77)	han_credit2_2	credit allocation	East and West since 03/2017	March, June, September, December

Wording of question

03/2017	Further information
credit allocation We had credit talks with banks during the last 3 months <input checked="" type="checkbox"/> yes Banks behaved ... in these <input type="text"/> [1] accomodating <input type="text"/> [2] normal <input type="text"/> [3] reserved	

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
3.78)	han_credit2_3	reasons for not credit seeking	East and West since 03/2017	March, June, September, December

Wording of question

03/2017

credit allocation
We had credit talks with banks during the last 3 months

no

[1] no need

[2] other reasons

Further information

Time span of variable

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

WEST
EAST

No.	Name	Label	Survey period	Survey frequency
3.79)	han_negint	confronted with negative interest rates	East and West since 06/2017	once

Wording of question

Jun 17

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

Yes [1] No [2]

Further information

online only

Time span of variable

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

No.	Name	Label	Survey period	Survey frequency
3.80)	han_negint_noact	negative interest actions: none	East and West since 06/2017	once

Wording of question

Jun 17

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

If Yes

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

na arrangements - negative interest rate accepted Yes [1]

Further information

multiple nominations are possible

online only

Time span of variable

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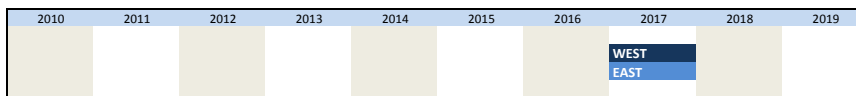
WEST
EAST

No.	Name	Label	Survey period	Survey frequency
3.81)	han_negint_agree	negative interest actions: bank agreements	East and West since 06/2017	once

Wording of question

<p>Jun 17</p> <p>Have you faced negative interest rates on capital contribution by at least one of your banks?</p> <p>If Yes</p> <p>Which arrangements did you choose, to avoid payments of negative interest rates?</p> <table border="1" style="margin-left: 20px;"> <tr> <td style="width: 150px;">Negoation with bank</td> <td style="width: 50px;">Yes [1]</td> </tr> <tr> <td> </td> <td> </td> </tr> </table>	Negoation with bank	Yes [1]			<p>Further information</p> <p>multiple nominations are possible</p> <p>online only</p>
Negoation with bank	Yes [1]				

Time span of variable

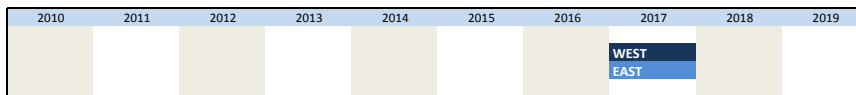


No.	Name	Label	Survey period	Survey frequency
3.82)	han_negint_change	negative interest actions: change of bank	East and West since 06/2017	once

Wording of question

<p>Jun 17</p> <p>Have you faced negative interest rates on capital contribution by at least one of your banks?</p> <p>If Yes</p> <p>Which arrangements did you choose, to avoid payments of negative interest rates?</p> <table border="1" style="margin-left: 20px;"> <tr> <td style="width: 150px;">Change to another bank, which does not require negative interest rates (yet)</td> <td style="width: 50px;">Yes [1]</td> </tr> <tr> <td> </td> <td> </td> </tr> </table>	Change to another bank, which does not require negative interest rates (yet)	Yes [1]			<p>Further information</p> <p>multiple nominations are possible</p> <p>online only</p>
Change to another bank, which does not require negative interest rates (yet)	Yes [1]				

Time span of variable

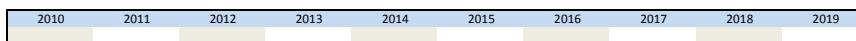


No.	Name	Label	Survey period	Survey frequency
3.83)	han_negint_inc	negative interest actions: increase of cash	East and West since 06/2017	once

Wording of question

<p>Jun 17</p> <p>Have you faced negative interest rates on capital contribution by at least one of your banks?</p> <p>If Yes</p> <p>Which arrangements did you choose, to avoid payments of negative interest rates?</p> <table border="1" style="margin-left: 20px;"> <tr> <td style="width: 150px;">Higher cash ratio</td> <td style="width: 50px;">Yes [1]</td> </tr> <tr> <td> </td> <td> </td> </tr> </table>	Higher cash ratio	Yes [1]			<p>Further information</p> <p>multiple nominations are possible</p> <p>online only</p>
Higher cash ratio	Yes [1]				

Time span of variable



				WEST	
				EAST	

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

Wording of question

<p>Jun 17</p> <p>Have you faced negative interest rates on capital contribution by at least one of your banks?</p> <p>If Yes</p> <p>Which arrangements did you choose, to avoid payments of negative interest rates?</p> <table border="1" style="margin-left: 20px;"> <tr> <td>Shift to other financial assets and prepayment credit</td> <td>Yes [1]</td> </tr> </table>	Shift to other financial assets and prepayment credit	Yes [1]	<p>Further information</p> <p>multiple nominations are possible</p> <p>online only</p>																												
Shift to other financial assets and prepayment credit	Yes [1]																														
<p>Time span of variable</p> <table border="1"> <tr> <td>2010</td> <td>2011</td> <td>2012</td> <td>2013</td> <td>2014</td> <td>2015</td> <td>2016</td> <td>2017</td> <td>2018</td> <td>2019</td> </tr> <tr> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td>WEST</td> <td></td> <td></td> </tr> <tr> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td>EAST</td> <td></td> <td></td> </tr> </table>		2010	2011	2012	2013	2014	2015	2016	2017	2018	2019								WEST										EAST		
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019																						
							WEST																								
							EAST																								

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

Wording of question

<p>Jun 17</p> <p>Have you faced negative interest rates on capital contribution by at least one of your banks?</p> <p>If Yes</p> <p>Which arrangements did you choose, to avoid payments of negative interest rates?</p> <table border="1" style="margin-left: 20px;"> <tr> <td>Rearrangements of funds to other segments of the company</td> <td>Yes [1]</td> </tr> </table>	Rearrangements of funds to other segments of the company	Yes [1]	<p>Further information</p> <p>multiple nominations are possible</p> <p>online only</p>																												
Rearrangements of funds to other segments of the company	Yes [1]																														
<p>Time span of variable</p> <table border="1"> <tr> <td>2010</td> <td>2011</td> <td>2012</td> <td>2013</td> <td>2014</td> <td>2015</td> <td>2016</td> <td>2017</td> <td>2018</td> <td>2019</td> </tr> <tr> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td>WEST</td> <td></td> <td></td> </tr> <tr> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td>EAST</td> <td></td> <td></td> </tr> </table>		2010	2011	2012	2013	2014	2015	2016	2017	2018	2019								WEST										EAST		
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019																						
							WEST																								
							EAST																								

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

Wording of question

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

Time span of variable

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

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

Wording of question

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

Time span of variable

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

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

Wording of question

<p>Jun 17</p> <p>Negative interest rates have a negative impact on our revenues</p> <table border="1" style="margin-left: auto; margin-right: auto;"> <tr> <td style="width: 50px;">highly significant [1]</td> <td style="width: 50px;">significantly [2]</td> <td style="width: 100px;">negligible or not at all [3]</td> </tr> <tr> <td><input type="text"/></td> <td><input type="text"/></td> <td><input type="text"/></td> </tr> </table>	highly significant [1]	significantly [2]	negligible or not at all [3]	<input type="text"/>	<input type="text"/>	<input type="text"/>	<p>Further information</p> <p>online only</p>
highly significant [1]	significantly [2]	negligible or not at all [3]					
<input type="text"/>	<input type="text"/>	<input type="text"/>					

Time span of variable

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

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

Wording of question

<p>Jun 17</p> <p>How many main banks do you use?</p> <p>If No</p> <p>How many banks do you name youre main bank?</p> <table border="1" style="margin-left: auto; margin-right: auto;"> <tr> <td style="width: 50px;">0 [0]</td> <td style="width: 50px;">1 [1]</td> <td style="width: 50px;">2 [2]</td> <td style="width: 50px;">3 [3]</td> <td style="width: 50px;">4 [4]</td> <td style="width: 100px;">More than 4 [5]</td> </tr> <tr> <td><input type="text"/></td> <td><input type="text"/></td> <td><input type="text"/></td> <td><input type="text"/></td> <td><input type="text"/></td> <td><input type="text"/></td> </tr> </table>	0 [0]	1 [1]	2 [2]	3 [3]	4 [4]	More than 4 [5]	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<p>Further information</p> <p>online only</p>
0 [0]	1 [1]	2 [2]	3 [3]	4 [4]	More than 4 [5]								
<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>								

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

4. Standard questions for department stores in percentage

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

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

No.	Name	Label	Survey period	Survey frequency
4.2)	han_questpercansw12	% to statebus satisfiable	West 01/1990 to 01/2006	monthly survey

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

No.	Name	Label	Survey period	Survey frequency
4.3)	han_questpercansw13	% to statebus bad	West 01/1990 to 01/2006	monthly survey

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

No.	Name	Label	Survey period	Survey frequency
4.4)	han_questpercansw21	% to busvoly higher	West 01/1990 to 01/2006	monthly survey

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

No.	Name	Label	Survey period	Survey frequency
4.5)	han_questpercansw22	% to busvoly as high as last year	West 01/1990 to 01/2006	monthly survey

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

WEST	2.2) busvoly
------	--------------

No.	Name	Label	Survey period	Survey frequency
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4.6) han_questpercansw23 % to busvoly lower West 01/1990 to 01/2006 monthly survey

Time span of variable

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

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

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

Time span of variable

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

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

4.8) han_questpercansw32 % to busvolm as high as last year West 01/1990 to 01/2002 monthly survey

Time span of variable

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

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 see 2.3) busvolm
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
WEST										

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

4.10) han_questpercansw41 % to feedst insufficient West 01/1990 to 01/2006 monthly survey

Time span of variable

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

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

4.11) han_questpercansw42 % to feedst satisfiable West 01/1990 to 01/2006 monthly survey

Time span of variable

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

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

Time span of variable

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

No.	Name	Label	Survey period	Survey frequency
4.13)	han_questpercansw51	% to prvpim 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 see 2.5) prvpim
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
WEST										

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

Time span of variable

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

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

Time span of variable

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

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

Time span of variable

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

No.	Name	Label	Survey period	Survey frequency																																								
4.17)	han_questpercansw62	% to exppr not changing	West 01/1990 to 01/2006	monthly survey																																								
Time span of variable																																												
<table border="1"> <thead> <tr> <th>1990</th><th>1991</th><th>1992</th><th>1993</th><th>1994</th><th>1995</th><th>1996</th><th>1997</th><th>1998</th><th>1999</th> </tr> </thead> <tbody> <tr> <td colspan="10">WEST</td> </tr> <tr> <td>2000</td><td>2001</td><td>2002</td><td>2003</td><td>2004</td><td>2005</td><td>2006</td><td>2007</td><td>2008</td><td>2009</td> </tr> <tr> <td colspan="7">WEST</td> <td></td><td></td><td></td> </tr> </tbody> </table>				1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	WEST										2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	WEST										Further information Percentage of department stores that expect prices to "stay about the same" see 2.6) exppr
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999																																			
WEST																																												
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009																																			
WEST																																												

No.	Name	Label	Survey period	Survey frequency																																								
4.18)	han_questpercansw63	% to exppr decreasing	West 01/1990 to 01/2006	monthly survey																																								
Time span of variable																																												
<table border="1"> <thead> <tr> <th>1990</th><th>1991</th><th>1992</th><th>1993</th><th>1994</th><th>1995</th><th>1996</th><th>1997</th><th>1998</th><th>1999</th> </tr> </thead> <tbody> <tr> <td colspan="10">WEST</td> </tr> <tr> <td>2000</td><td>2001</td><td>2002</td><td>2003</td><td>2004</td><td>2005</td><td>2006</td><td>2007</td><td>2008</td><td>2009</td> </tr> <tr> <td colspan="7">WEST</td> <td></td><td></td><td></td> </tr> </tbody> </table>				1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	WEST										2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	WEST										Further information Percentage of department stores that expect "decreasing" prices see 2.6) exppr
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999																																			
WEST																																												
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009																																			
WEST																																												

No.	Name	Label	Survey period	Survey frequency																																								
4.19)	han_questpercansw71	% to ords raising	West 01/1990 to 01/2006	monthly survey																																								
Time span of variable																																												
<table border="1"> <thead> <tr> <th>1990</th><th>1991</th><th>1992</th><th>1993</th><th>1994</th><th>1995</th><th>1996</th><th>1997</th><th>1998</th><th>1999</th> </tr> </thead> <tbody> <tr> <td colspan="10">WEST</td> </tr> <tr> <td>2000</td><td>2001</td><td>2002</td><td>2003</td><td>2004</td><td>2005</td><td>2006</td><td>2007</td><td>2008</td><td>2009</td> </tr> <tr> <td colspan="7">WEST</td> <td></td><td></td><td></td> </tr> </tbody> </table>				1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	WEST										2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	WEST										Further information Percentage of department stores that "increased" their orders compared to last year see 2.7) ords
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999																																			
WEST																																												
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009																																			
WEST																																												

No.	Name	Label	Survey period	Survey frequency																																								
4.20)	han_questpercansw72	% to ords not changing	West 01/1990 to 01/2006	monthly survey																																								
Time span of variable																																												
<table border="1"> <thead> <tr> <th>1990</th><th>1991</th><th>1992</th><th>1993</th><th>1994</th><th>1995</th><th>1996</th><th>1997</th><th>1998</th><th>1999</th> </tr> </thead> <tbody> <tr> <td colspan="10">WEST</td> </tr> <tr> <td>2000</td><td>2001</td><td>2002</td><td>2003</td><td>2004</td><td>2005</td><td>2006</td><td>2007</td><td>2008</td><td>2009</td> </tr> <tr> <td colspan="7">WEST</td> <td></td><td></td><td></td> </tr> </tbody> </table>				1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	WEST										2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	WEST										Further information Percentage of department stores that have their orders compared to last year see 2.7) ords
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999																																			
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2000	2001	2002	2003	2004	2005	2006	2007	2008	2009																																			
WEST																																												

No.	Name	Label	Survey period	Survey frequency																																								
4.21)	han_questpercansw73	% to ords falling	West 01/1990 to 01/2006	monthly survey																																								
Time span of variable																																												
<table border="1"> <thead> <tr> <th>1990</th><th>1991</th><th>1992</th><th>1993</th><th>1994</th><th>1995</th><th>1996</th><th>1997</th><th>1998</th><th>1999</th> </tr> </thead> <tbody> <tr> <td colspan="10">WEST</td> </tr> <tr> <td>2000</td><td>2001</td><td>2002</td><td>2003</td><td>2004</td><td>2005</td><td>2006</td><td>2007</td><td>2008</td><td>2009</td> </tr> <tr> <td colspan="7">WEST</td> <td></td><td></td><td></td> </tr> </tbody> </table>				1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	WEST										2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	WEST										Further information Percentage of department stores that "decreased" "not changed" their orders compared to last year see 2.7) ords
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999																																			
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2000	2001	2002	2003	2004	2005	2006	2007	2008	2009																																			
WEST																																												

No.	Name	Label	Survey period	Survey frequency																				
4.22)	han_questpercansw81	% to busdevv more favourable	West 01/1990 to 01/2006	monthly survey																				
Time span of variable																								
<table border="1"> <thead> <tr> <th>1990</th><th>1991</th><th>1992</th><th>1993</th><th>1994</th><th>1995</th><th>1996</th><th>1997</th><th>1998</th><th>1999</th> </tr> </thead> <tbody> <tr> <td colspan="10">WEST</td> </tr> </tbody> </table>				1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	WEST										Further information
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999															
WEST																								

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

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

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

Time span of variable

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

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

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

Time span of variable

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