



List of variables

Ifo Business Survey Trade

Data: 1/1990-12/2016

As of January 2017

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LMU-ifo Economics & Business Data Center (EBDC)

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

II. Variables regarding the survey process

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

2. Standard questions

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

3. Special questions

Nr.	Name	Label	German description
3.1)	han_empl	employees	Beschäftigte
3.2)	han_totu	total turnover	Gesamtumsatz
3.3)	han_constrain	constraints to production	Behinderung der Umsatzfähigkeit
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

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

1. Variables of identification

No.	Name	Label	Survey period	Survey frequency
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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
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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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1.2)	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
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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
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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
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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
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1.4)	han_typra	type of trade	West 01/1990 to 01/2006 East 01/1991 to 01/2006	monthly survey monthly survey
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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
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1.5)	han_idlar	special id for firms with detailed answers	West 01/1990 to 01/2006	monthly survey
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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										see 4. Standard questions of department stores in percentage
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	

No.	Name	Label	Survey period	Survey frequency
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1.6)	han_weight	weight	West 01/1990 to 01/2006 East and West since 02/2006	monthly survey monthly survey
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1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information
WEST										
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	Weight West 01/1990 to 01/2006 Weight from [1] to [99]
WEST										
							OST			East and West since 02/2006 Weight from [1] to [12]
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
WEST										
OST										

No.	Name	Label	Survey period	Survey frequency
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1.7)	han_westeast	western eastern	West 01/1990 to 01/2006 East and West since 02/2006	monthly survey monthly survey
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1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information
WEST										
		EAST								Difference between Western and Eastern survey
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 East 01/1991 to 01/2006 East and West since 02/2006	monthly survey monthly survey monthly survey
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1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information
WEST										
		EAST								Federal state according to ifo-code
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
WEST										1 "[01] Berlin West" 10 "[10] Bavaria"
EAST										
WEST										2 "[02] Schleswig-Holstein" 11 "[11] Saarland"
EAST										
WEST										3 "[03] Hamburg" 12 "[12] Mecklenburg- Western-Pomerania"
EAST										
WEST										4 "[04] Bremen" 13 "[13] Brandenburg"
EAST										
WEST										5 "[05] Lower Saxony" 14 "[14] Saxony-Anhalt"
EAST										
WEST										6 "[06] Nordrhein-Westphalia" 15 "[15] Saxony"
EAST										
WEST										7 "[07] Rhineland-Palatinate" 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 East 01/1991 to 01/2006 East and West since 02/2006	monthly survey monthly survey monthly survey
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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										

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

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

No.	Name	Label	Survey period	Survey frequency
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1.14)	han_plantnumkt	KT information id	West 01/1990 to 01/2006 East 07/1998 to 01/2006	monthly survey monthly survey
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1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information
WEST										Information id, composed of KT number, 12 digits
EAST										
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	

digit 1-5: 1.5) sec2 KT Nummer

WEST										digit 6-7: 1.15) fedstaifo	federal state according to ifo-code
EAST										digit 8-12: 1.11) runnum	running number of plant
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019		

No.	Name	Label	Survey period	Survey frequency
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1.15)	han_plantnumeast	information id for east germany	East 01/1991 to 06/1998	monthly survey
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1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information Information id, 11 digits, formed with sector number for East Germany 01/1991 to 02/1992: digit 1-4: 1.22) sec1 digit 5-6: 1.15) fedstaifo digit 7-11: 1.11) runnum	
EAST											
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009		03/1992 to 06/1998 digit 1-3: 1.22) sec1, digit 4-5: 1.15) fedstaifo digit 6-10: 1.11) runnum
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019		

No.	Name	Label	Survey period	Survey frequency
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1.16)	han_plantnumwz03	WZ03 information id	East and West since 02/2006	monthly survey
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1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information Identification id, composed of WZ03 number, 13 digits digit 1-6: 1.14) sec3 digit 7-8: 1.15) fedstaifo digit 9-13: 1.11) runnum	
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009		WZ03 Nummer Bundesland entsprechend ifo Codierung Laufende Firmennummer
WEST EAST											
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019		
WEST EAST											

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

1.17)	sector_wz03	sector number WZ03	West 01/1990 to 01/2006 East 07/1998 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 ifo-internal classification, which is based on the WZ2003. Further information in 5. 5 digits	
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009		WEST EAST
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019		WEST EAST

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

1.18)	sector_ifo	KT sector number	West 01/1990 to 01/2006 East 07/1998 to 01/2006	monthly survey monthly survey
-------	------------	------------------	--	----------------------------------

1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information KT sector number 5 digits KT number	
WEST									EAST		
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009		WEST EAST
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019		

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

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

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

No.	Name	Label	Survey period	Survey frequency
1.20)	sector_total	sector name trade	East since 01/1991 West since 01/1990	monthly survey monthly survey

1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information
	WEST									
	EAST									
2000										
	WEST									
	EAST									
2010										

No.	Name	Label	Survey period	Survey frequency
1.21)	han_typequ	type of questionnaire	East 07/1998 to 01/2006	monthly survey

1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information
								EAST		Type of questionnaire Differentiates which branches are shown on the questionnaire retail: [1] e.g.: "toys" etc. [2] e.g.: "photography products" [3] e.g.: "Books" etc. wholesale: [1] e.g.: "wood" etc. [2] e.g.: "household goods" etc. [3] e.g.: "bicycles" etc.
2000										
	EAST									
2010										

No.	Name	Label	Survey period	Survey frequency
1.22)	han_latecomer	N=latecomer	West 01/1990 to 03/2004	monthly survey

1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information
	WEST									Latecomer [N] Questionnaires that arrived at the ifo-institute after the target date for the evaluation
2000										
	WEST									
2010										

II. Variables regarding the survey process

No.	Name	Label	Survey period	Survey frequency
1.23)	online	online	West since 05/2007 East since 05/2007	monthly survey monthly survey

1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information
	WEST									Questionnaire was answered online [0] paper [1] fax [2] online [5] manually collected
	EAST									
2000										
	WEST									
	EAST									
2010										

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information
										participation status only refers to the participants who answered the questionnaire

No.	Name	Label	Survey period	Survey frequency
2.3)	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

Wording of question	Further information																																																																		
<p>since 01/1990 to 11/2001</p> <p>Appraisal and development in the moth of survey</p> <p>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</p> <p>[.] = answer of department stores in percentage</p> <p>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>Means 50% of the department stores answered "good", 30% of the department stores answered "satisfiable", 20% of the department stores answered "bad".</p>																																																																		
<p>01/2002</p> <p>Current situation / new tendencies</p> <p>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>																																																																			
<p>Time span of variable</p> <table border="1"> <thead> <tr> <th>Year</th> <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>WEST</td> <td colspan="10">[Active]</td> </tr> <tr> <td>EAST</td> <td colspan="10">[Active]</td> </tr> <tr> <th>Year</th> <th>2000</th> <th>2001</th> <th>2002</th> <th>2003</th> <th>2004</th> <th>2005</th> <th>2006</th> <th>2007</th> <th>2008</th> <th>2009</th> </tr> <tr> <td>WEST</td> <td colspan="2">[Active]</td> <td colspan="8">[Inactive]</td> </tr> <tr> <td>EAST</td> <td colspan="2">[Active]</td> <td colspan="8">[Inactive]</td> </tr> </tbody> </table>	Year	1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	WEST	[Active]										EAST	[Active]										Year	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	WEST	[Active]		[Inactive]								EAST	[Active]		[Inactive]								
Year	1990	1991	1992	1993	1994	1995	1996	1997	1998	1999																																																									
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EAST	[Active]																																																																		
Year	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009																																																									
WEST	[Active]		[Inactive]																																																																
EAST	[Active]		[Inactive]																																																																

No.	Name	Label	Survey period	Survey frequency
2.4)	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

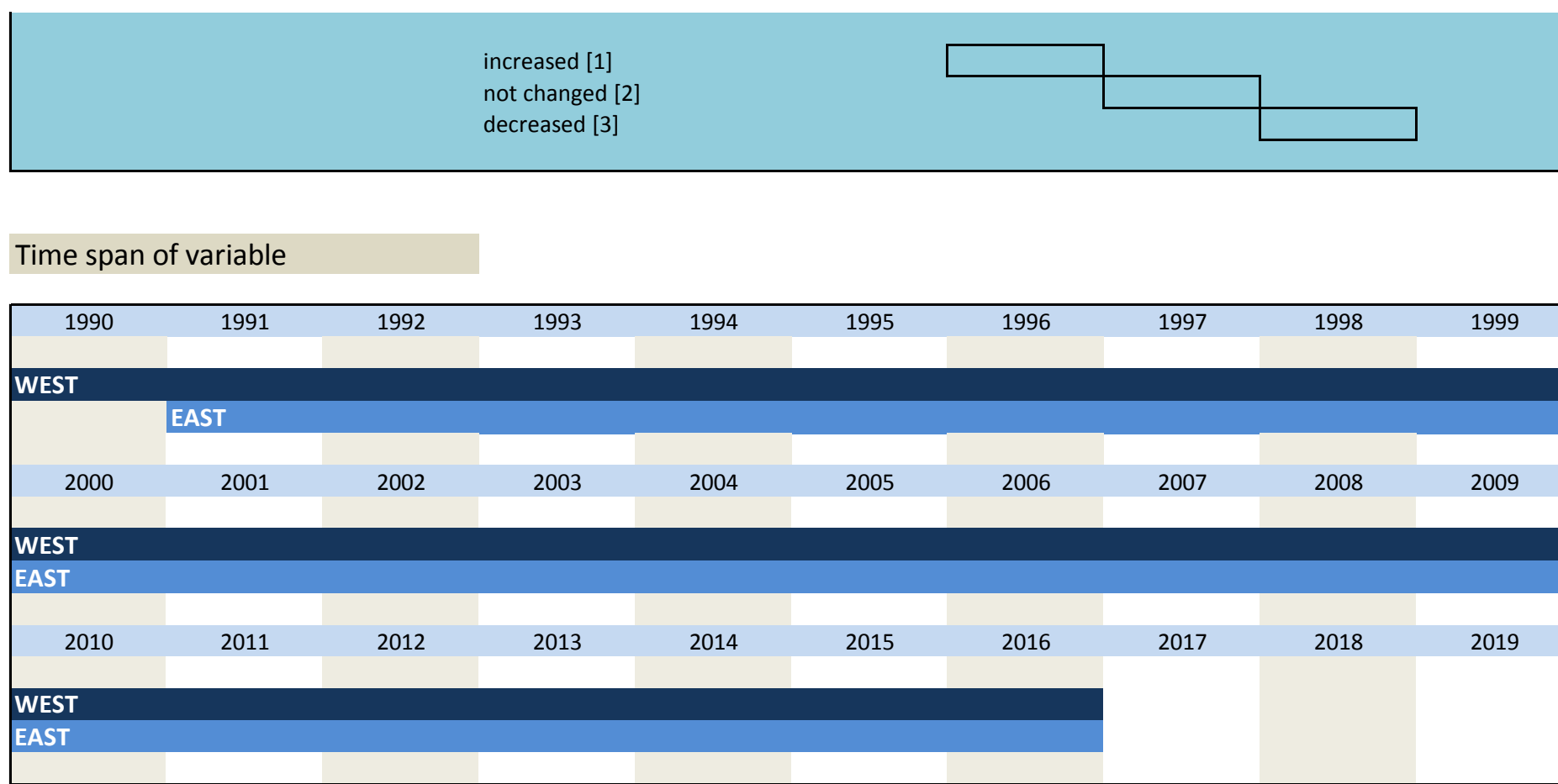
Wording of question

Wording of question	Further information																																																																																																			
<p>since 01/1990</p> <p>Current situation*</p> <p>We rate our current feedstock as</p> <p>too little [1] satisfiable [2] too much [3]</p>	<p>appraisal of feedstock</p> <p>* 01/1990 to 11/2001</p> <p>Appraisal and development in the moth of survey</p> <p>01/2002 und 02/2002</p> <p>Current situation / new tendencies</p> <p>West 01/1990 to 01/2006</p> <p>[9] = answer of department stores in percentage</p> <p>All of the answers of the department stores are aggregated here and expressed as a percentage</p> <p>Example:</p> <p>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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Year	1990	1991	1992	1993	1994	1995	1996	1997	1998	1999																																																																																										
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WEST	[Active]																																																																																																			
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Year	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019																																																																																										
WEST	[Active]							[Inactive]																																																																																												
EAST	[Active]							[Inactive]																																																																																												

No.	Name	Label	Survey period	Survey frequency
2.5)	han_prvpm	prices versus previous 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

Wording of question

Wording of question	Further information
<p>01/1990 to 11/2001</p> <p>Appraisal and development in the moth of survey</p> <p>Compared to previous month our prices were</p> <p>increased [1] not changed [2] decreased [3]</p>	<p>Prices compared to previous month</p> <p>West 01/1990 to 01/2006</p> <p>[9] = answer of department stores in percentage</p> <p>All of the answers of the department stores are aggregated here and expressed as a percentage</p> <p>Example:</p> <p>4.13) questpercansw51 [50] 4.14) questpercansw52 [30] 4.15) questpercansw53 [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>01/2002 to 02/2002</p> <p>Current situation / new tendencies</p> <p>Within the last 2-3 months our prices were</p> <p>increased [1] not changed [2] decreased [3]</p>	
<p>since 03/2002</p> <p>Current situation</p> <p>Last month our prices were</p>	



No.	Name	Label	Survey period	Survey frequency
2.6)	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

Further information
<p>01/1990 to 02/2002 Plans and expectations Within the next 3 months our prices will likely</p> <p>raise [1] not change [2] 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>

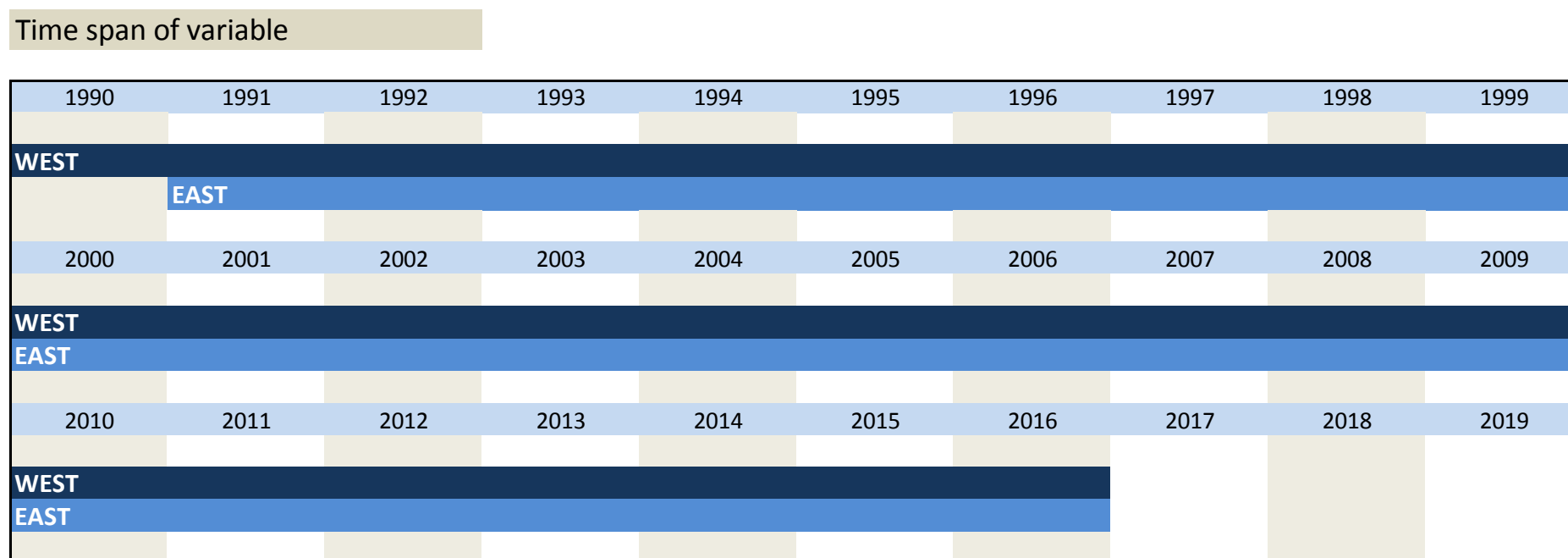
Expected prices

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

Example:

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

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



No.	Name	Label	Survey period	Survey frequency
2.7)	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

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</p>

Orders compared to previous year

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

Example:

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

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

Plans and expectations for the next 3 months
 Compared to the same period of time of previous year, our orders will likely be

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

Time span of variable

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

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

Wording of question

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

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

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

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

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

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

Further information

Business development

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

Example:

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

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

Time span of variable

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

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

Wording of question

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

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

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

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

Further information

Expected number of employees

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

was a special question until 12/1996

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

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

Time span of variable

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

3. Sonderfragen

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

Wording of question

since 10/2000
 Number of employed persons (incl. helping family members, apprentices, temporary employees)***:
 We occupy about persons in our company.

Further information
 employees
 *East 2001: monthly survey
 **since 02/2006
 Even though the data is only inquired annually, they appear in the dataset monthly. The reason for this is that the annual data is transmitted to every month manually
 The data of the current survey are generally transmitted two to three months after the inquiry
Example:
 for November and December 2007 the variable **empl** contains the value of the inquiry from November 2006. Since January 2008 the variable **empl** contains the value of the survey from November 2007.
 ***East 07/1998 to 01/2006
 State: end of the month of the survey

Time span of variable

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

3.2)

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 [1]

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

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):

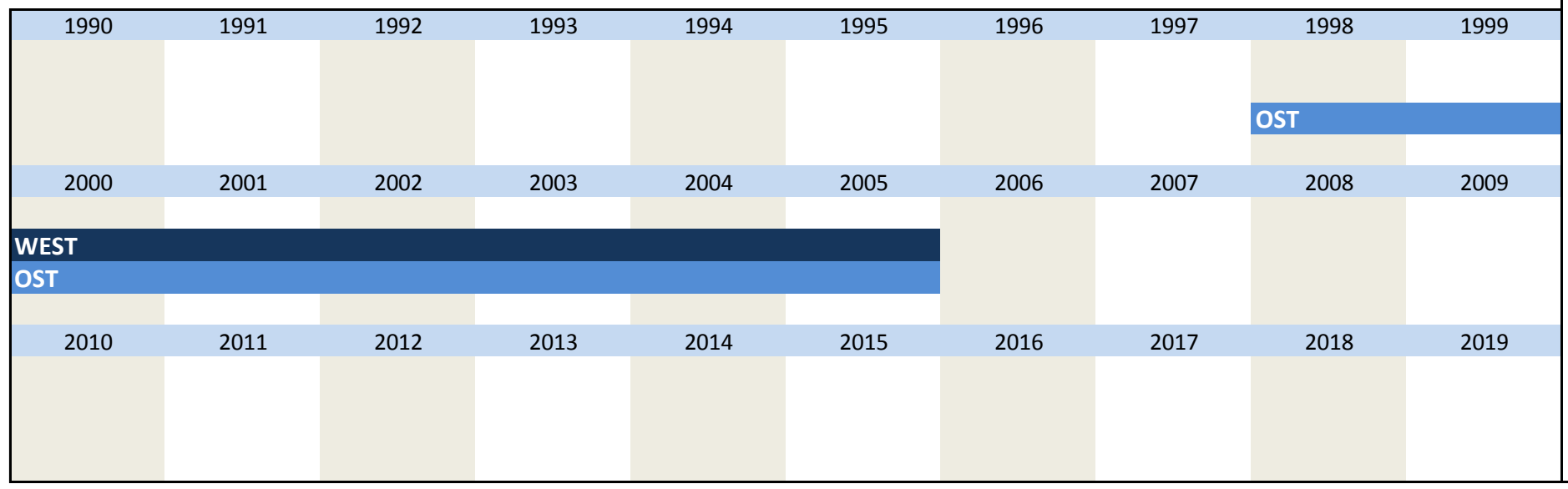
less than 0,25 M	<input type="checkbox"/>	[1]
0.25 - 0.5 "	<input type="checkbox"/>	[2]
0.5 - 1.0 "	<input type="checkbox"/>	[3]
1.0 - 2.5 "	<input type="checkbox"/>	[4]
2.5 - 5.0 M	<input type="checkbox"/>	[5]
5.0 - 12.5 "	<input type="checkbox"/>	[6]
12.5 - 25.0 "	<input type="checkbox"/>	[7]
25.0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

Time span of variable

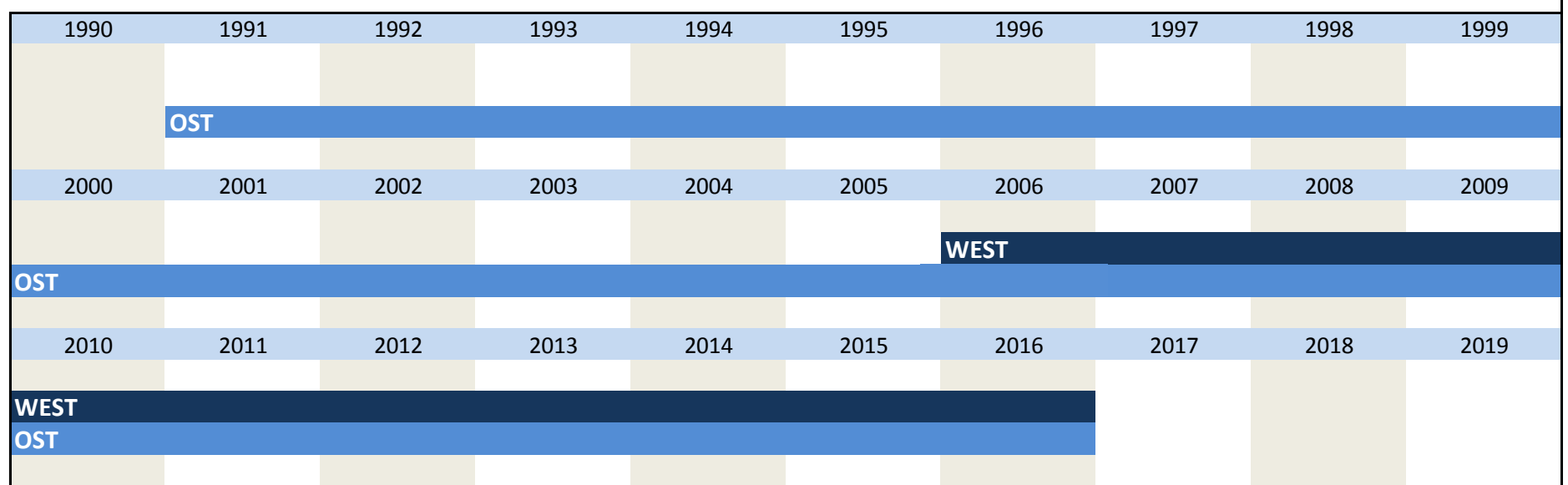


No.	Name	Label	Survey period	Survey frequency
3.3)	han_constrain	constraints to production	East 01/1991 to 01/2006 East and West since 04/2006	monthly survey Jan, Apr, Jul, Oct

Wording of question

<p>since 01/1991</p> <p>Our sales activity is currently constrained</p> <p>yes [1] <input type="checkbox"/> no [2] <input type="checkbox"/></p>	<p>Further information</p> <p>constraints to production</p> <p>No inquiry in May 1992</p>
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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="checkbox"/></p>	<p>Further information</p> <p>difficulties of supply</p> <p>No inquiry in May 1992</p>
---	--

namely									
Time span of variable									
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999
EAST									
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009
EAST									

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

Wording of question

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

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

No.	Name	Label	Survey period	Survey frequency
3.6)	han_diffin	difficulties in financing	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 difficulties in financing [1] <input type="text"/>	Further information difficulties in financing No inquiry in May 1992
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Time span of variable

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

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

Wording of question

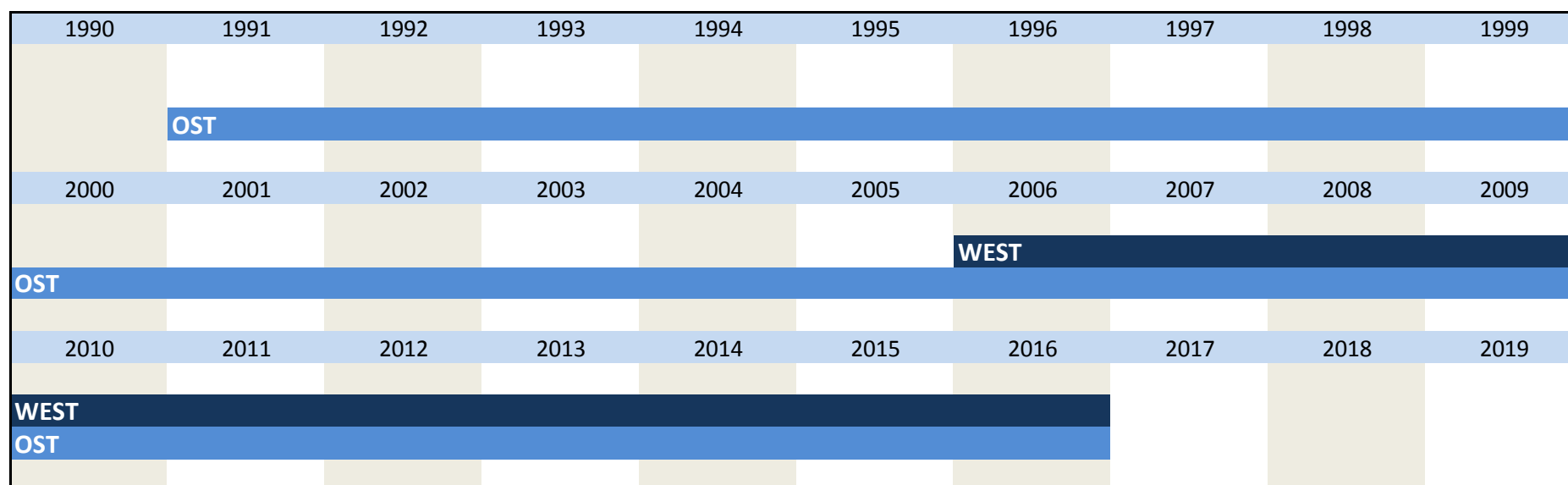
01/1991 to 01/2006 Our sales activity is currently constrained. If yes, by lack of qualified manpower [1] <input type="text"/>	Further information Lack of manpower No inquiry in May 1992
---	---

since 04/2006

Our sales activity is currently constrained.
If yes, by

lack of manpower [1]

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 East and West since 04/2006	monthly survey Jan, Apr, Jul, Oct
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Wording of question

since 01/1991

Our sales activity is currently constrained.
If yes, by

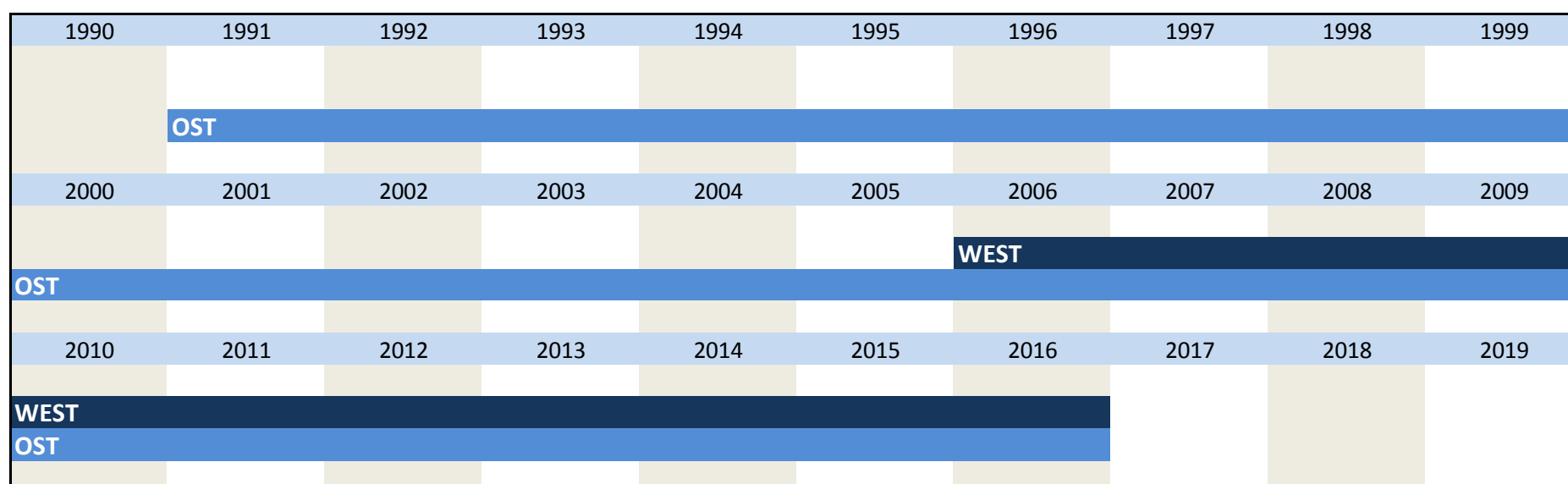
lack of suitable premises [1]

Further information

Lack of suitable premises

No inquiry in May 1992

Time span of variable



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

since 01/1991

Our sales activity is currently constrained.
If yes, by

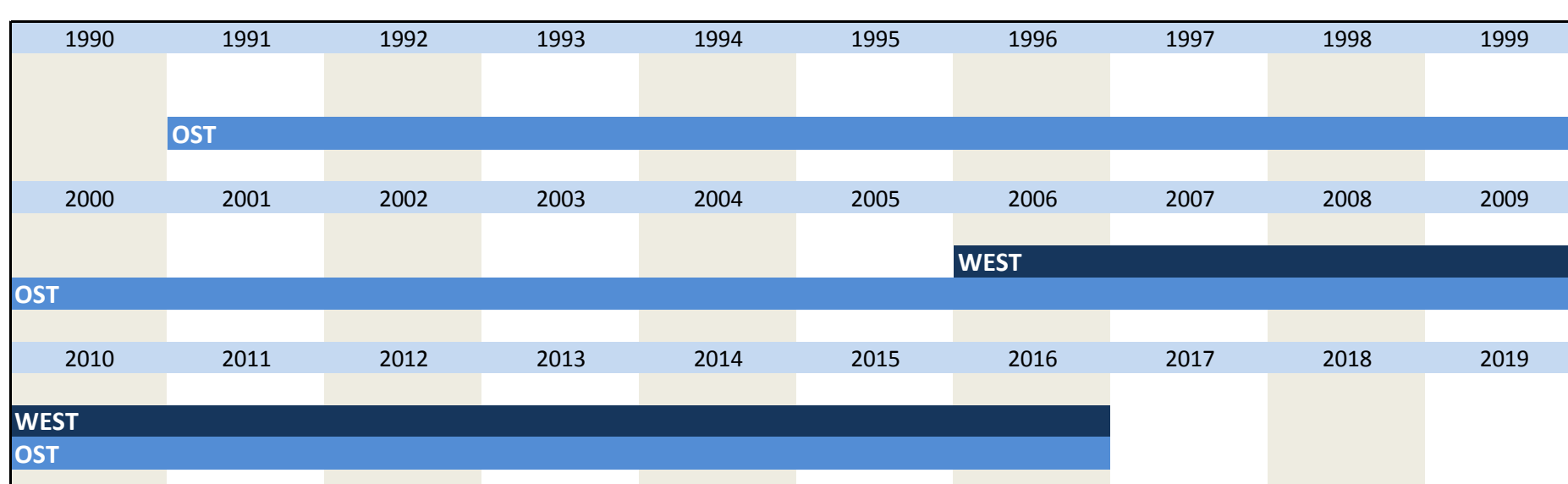
insufficient equipment,
vehicles, etc. [1]

Further information

Insufficient equipment

No inquiry in May 1992

Time span of variable

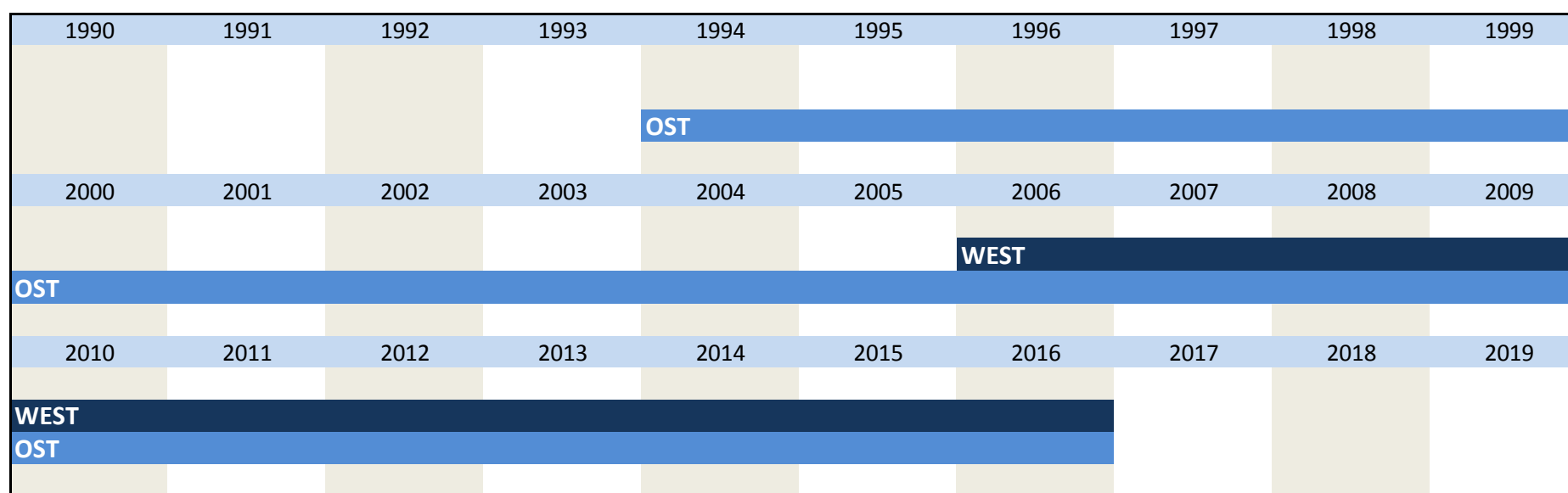


No.	Name	Label	Survey period	Survey frequency
3.10)	han_weather	unfavourable weather	East 02/1994 to 01/2006 East and West since 04/2006	monthly survey Jan, Apr, Jul, Oct

Wording of question

<p>since 02/1994</p> <p>Our sales activity is currently constrained. If yes, by</p> <p style="text-align: center;">unfavourable weather [1] <input type="text"/></p>	<p>Further information</p> <p>Unfavourable weather</p> <p>No inquiry in May 1992</p>
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Time span of variable

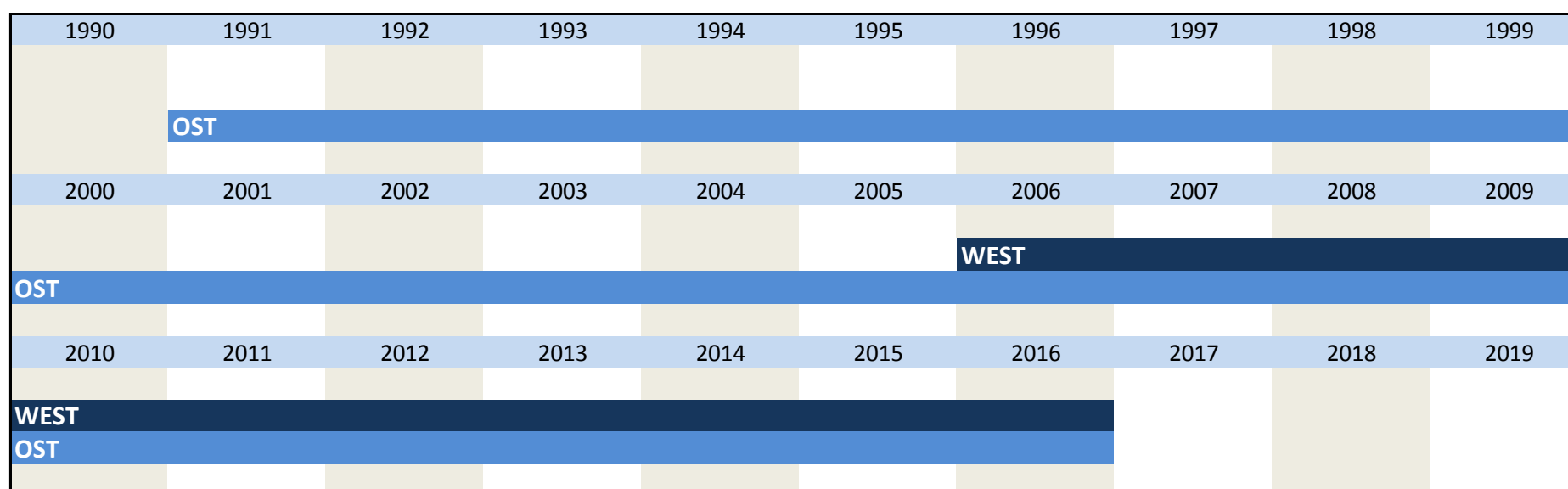


No.	Name	Label	Survey period	Survey frequency
3.11)	han_othrea	other reasons	East 01/1991 to 01/2006 East and West since 04/2006	monthly survey Jan, Apr, Jul, Oct

Wording of question

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

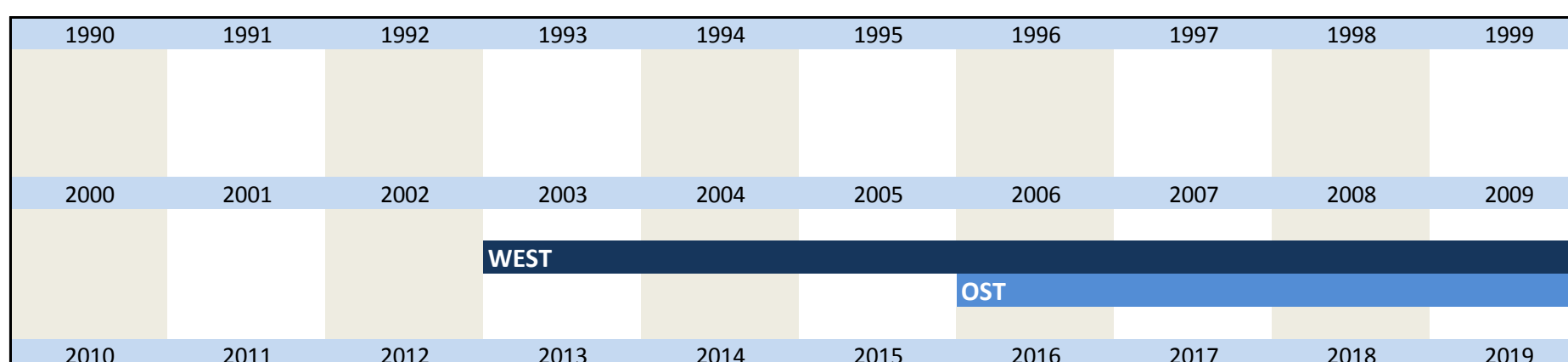


No.	Name	Label	Survey period	Survey frequency
3.12)	han_credit	credit allocation	West 06/2003 to 08/2005 East and West since 03/2006 East and West since 11/2008	Mrch, Aug* Mrch, Aug monthly survey

Wording of question

<p>since 06/2003</p> <p>How do you evaluate the willingness of banks to grant loans to businesses?</p> <p style="text-align: center;"> accommodating [1] <input type="text"/> normal/usual [2] <input type="text"/> reserved/ restrictive [3] <input type="text"/> </p>	<p>Further information</p> <p>Credit allocation</p> <p>*in 2003: June, August</p>
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Time span of variable



WEST	
OST	

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

06/2012	Further information
Is your company represented as an exhibitor at an international specialized fair?	Exhibitor at an international specialized fair
yes [1] <input type="text"/>	
no [2] <input type="text"/>	

Time span of variable

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

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

3.14)	han_fairxh_g	exhibitor at an international specialized fair in Germany	East and West since 06/2012	irregularly, Jun
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Wording of question

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

Time span of variable

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
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Wording of question

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

Time span of variable

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
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Wording of question

06/2012	Further information
Is your company represented as an exhibitor at an international specialized fair?	Exhibitor at an international specialized fair in a country outside of Europe
[...]	

If yes, at international specialized fairs

- in a country outside of Europe [1]

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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3.17)	han_fairxhexp	exhibitor at an international specialized fair during next 2-3 years	East and West 06/2012	once
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Wording of question

06/2012

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

yes [1] no [2]

Further information

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

Time span of variable

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

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

06/2012

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

[...]

If yes, at international specialized fairs

- in Germany [1]

Further information

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

Time span of variable

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

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

3.19)	han_fairxhexp_e	exhibitor at an international specialized fair in a foreign European country during next 2-3 years	East and West 06/2012	once
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Wording of question

06/2012

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

[...]

If yes, at international specialized fairs

- in a foreign European country [1]

Further information

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

Time span of variable

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

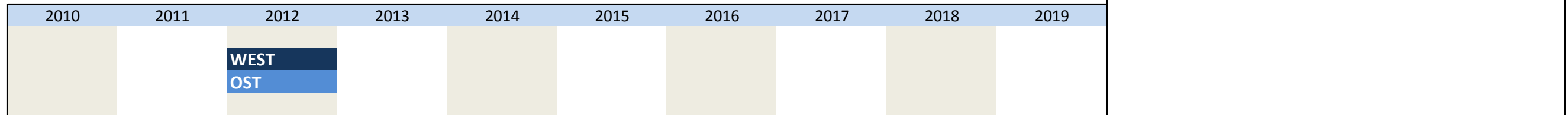
No.	Name	Label	Survey period	Survey frequency
-----	------	-------	---------------	------------------

3.20) **han_fairxhep_ne** exhibitor at an international specialized fair in a country outside Europe during next 2-3 years **East and West 06/2012** **once**

Wording of question

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



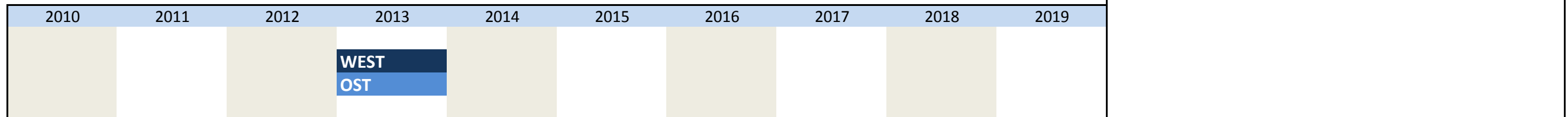
No.	Name	Label	Survey period	Survey frequency
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3.21) **han_flight_ger** Importance of flight connections in Germany **East and West 03/2013** **once**

Wording of question

03/2013 How important for your company is a flight connection in Germany very important [1] <input type="text"/> important [2] <input type="text"/> less important [3] <input type="text"/> unimportant [4] <input type="text"/>	Further information Importance of flight connections in Germany
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Time span of variable



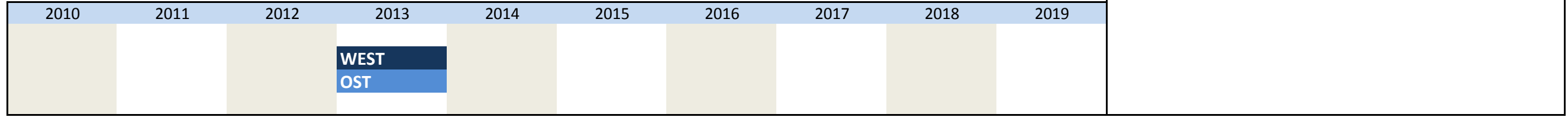
No.	Name	Label	Survey period	Survey frequency
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3.22) **han_flight_eur** Importance of flight connections in Europe **East and West 03/2013** **once**

Wording of question

03/2013 How important for your company is a flight connection in Europe very important [1] <input type="text"/> important [2] <input type="text"/> less important [3] <input type="text"/> unimportant [4] <input type="text"/>	Further information Importance of flight connections in Europe
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Time span of variable



No.	Name	Label	Survey period	Survey frequency
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3.23) **han_flight_world** Importance of flight connections worldwide **East and West 03/2013** **once**

Wording of question

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

No.	Name	Label	Survey period	Survey frequency
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3.24)	han_fambus	family business	East and West 02/2014	once
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Wording of question

02/2014 D) For research purposes? Do you envision yourself as a family business? (This means a company whose voting capital is held predominately by one or more families that are connected) <input type="checkbox"/> yes[1] <input type="checkbox"/> no[2]	Further Information
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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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3.25)	han_minim1	minimum wage q1	East and West 11/2014	once
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Wording of question

11/2014 1. 01/01/2015 the general minimum wage policy will be implemented. Is your company affected by this? <input type="checkbox"/> yes[1] <input type="checkbox"/> no[2]	Further information
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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
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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] No measures necessary or scheduled

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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3.27)	han_minim3	minimum wage q3	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] personnel cuts

Further information

Time span of variable

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

WEST
EAST

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

3.28)	han_minim4	minimum wage q4	East and West 11/2014	once
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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

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

WEST
EAST

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

Wording of question

<p>11/2014</p> <p>01/01/2015 the general minimum wage policy will be implemented. Is your company affected by this?</p> <p><input type="checkbox"/> yes <input type="checkbox"/> no</p> <p>2. If yes: With which measures will you likely react to the minimum wage?</p> <p><input type="text"/> [1] increase in prices</p>	Further information
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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
3.30)	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
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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			
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No.	Name	Label	Survey period	Survey frequency
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3.31)	han_minim7	minimum wage q7	East and West 11/2014	once
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Wording of question

11/2014	Further information
<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>	

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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3.32)	han_minim8	minimum wage q8	East and West 11/2014	once
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Wording of question

11/2014	Further information
<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>	

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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3.33)	han_turnexp	expected turnover this year	East and West since 05/2015	
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Wording of question

05/2015	Further information
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Investments and revenue
3) compared to last year our total revenue this year will likely

increase [1]

not change [2]

decrease [3]

Time span of variable

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

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

Wording of question

05/2015

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

Total investments

increased [1]

not changed [2]

decreased [3]

Further information

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

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

Time span of variable

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

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

3.35) **han_invcon_lj** investment in construction last year East and West since 05/2015

Wording of question

05/2015

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

Total investments, thereof in: construction

increased [1]

not changed [2]

decreased [3]

Further information

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

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

Time span of variable

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

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

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

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</p> <p>increase [1] <input type="text"/></p> <p>not change [2] <input type="text"/></p> <p>decrease [3] <input type="text"/></p>	<p>Further information</p> <p>*20XX means current year e.g.: If the question was posed in 2015: 20XX=2015</p> <p>**20YY means last year e.g.: If the question was posed in 2015: 20YY=2014</p>
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Time span of variable

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

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

No.	Name	Label	Survey period	Survey frequency
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3.38) **han_invcon_dj** investment in construction this year East and West since 05/2015

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: 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>*20XX means current year e.g.: If the question was posed in 2015: 20XX=2015</p> <p>**20YY means last year e.g.: If the question was posed in 2015: 20YY=2014</p>
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Time span of variable

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

No.	Name	Label	Survey period	Survey frequency
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3.39) **han_inveq_dj** investment in equipment this year East and West since 05/2015

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>
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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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3.40) **han_invest_nj** total investment next year

East and West since 11/2015

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

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>
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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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3.42) **han_inveq_nj** investment in equipment next year

East and West since 11/2015

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>Further information</p> <p>*20ZZ means next year e.g.: If the question was posed in 2015: 20ZZ=2016</p>
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not change [2]

decrease [3]

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

Time span of variable

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

WEST
EAST

No.	Name	Label	Survey period	Survey frequency
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3.43) **han_ref1** refugees question 1 East and West 10/2015 once

Wording of question

10/2015

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

trainees [1] small [2] large

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

Wording of question

10/2015

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

unskilled aid workers [1] small [2] large

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

10/2015	Further Information
1. How large do you assess the potential of asylum seekers to be employed in the following positions?	
<p>[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
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Wording of question

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

Time span of variable

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

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

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

Time span of variable

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

No.	Name	Label	Survey period	Survey frequency
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3.48)	han_ref6	refugees question 6	East and West 10/2015	once
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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>[1] little [2] much</p> <p>labor law-related provisions <input type="text"/> <input type="text"/></p>	

Time span of variable

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

No.	Name	Label	Survey period	Survey frequency
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3.49)	han_ref7	refugees question 7	East and West 10/2015	once
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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>[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
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3.50) **han_ref8** refugees question 8 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>minimum wage <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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3.51) **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
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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
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3.53)	han_minim_post2	no minimum wage measures	East and West 03/2016	once
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Wording of question

03/2016 01.01.2015 the universal minimum wage was implemented. Is your company affected by this regulation? If yes, What measures did you utilize? none <input type="text"/> [1]	Further information
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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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3.54)	han_minim_post3	measures: employee reduction	East and West 03/2016	once
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Wording of question

03/2016 01.01.2015 the universal minimum wage was implemented. Is your company affected by this regulation? If yes, What measures did you utilize? employee reduction <input type="text"/> [1]	Further information
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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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3.55)	han_minim_post4	measures: working hour reduction	East and West 03/2016	once
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Wording of question

03/2016	Further information
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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 [1]

Time span of variable

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

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

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

Further information

Time span of variable

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

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

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

Further information

Time span of variable

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

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

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

03/2016 01.01.2015 the universal minimum wage was implemented. Is your company affected by this regulation? If yes, What measures did you utilize? decreased special payments <input type="text"/> [1]	Further information
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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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3.59)	han_minim_post8	less minijobs	East and West 03/2016	once
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Wording of question

03/2016 01.01.2015 the universal minimum wage was implemented. Is your company affected by this regulation? Has there been a change in employment in your company? less minijobs <input type="text"/> [1]	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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3.60)	han_minim_post9	minijobs transformed into insurable employment	East and West 03/2016	once
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Wording of question

03/2016 01.01.2015 the universal minimum wage was implemented. Is your company affected by this regulation? Has there been a change in employment in your company? minijobs were transformed into insurable employment <input type="text"/> [1]	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
3.61)	han_minim_post10	new insurable employment	East and West 03/2016	once

Wording of question

03/2016 01.01.2015 the universal minimum wage was implemented. Is your company affected by this regulation? Has there been a change in employment in your company? <div style="border: 1px solid black; padding: 5px; display: inline-block;"> new insurable employment was generated </div> <div style="border: 1px solid black; padding: 5px; display: inline-block; margin-left: 20px;"> [1] </div>	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
3.62)	han_minim_post11	employment relationships did not change	East and West 03/2016	once

Wording of question

03/2016 01.01.2015 the universal minimum wage was implemented. Is your company affected by this regulation? Has there been a change in employment in your company? <div style="border: 1px solid black; padding: 5px; display: inline-block;"> employment relationships did not change </div> <div style="border: 1px solid black; padding: 5px; display: inline-block; margin-left: 20px;"> [1] </div>	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
3.63)	han_credityes	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]</td> <td>amount and conditions as expected</td> </tr> <tr> <td>[2]</td> <td>amount as expected, worse conditions</td> </tr> <tr> <td>[3]</td> <td>conditions as expected, lower amount</td> </tr> <tr> <td>[4]</td> <td>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]</td> <td>no need</td> </tr> <tr> <td>[2]</td> <td>unacceptable terms</td> </tr> <tr> <td>[3]</td> <td>denied by banks</td> </tr> <tr> <td>[4]</td> <td>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
What was the usage of your last negotiated credit?										
<div style="border: 1px solid black; padding: 5px; display: inline-block;"> financing of ongoing operating resources [1] </div>										
Time span of variable										
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
						WEST				
						EAST				

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

Wording of question

06/2016										Further information
What was the usage of your last negotiated credit?										
<div style="border: 1px solid black; padding: 5px; display: inline-block;"> financing of an investment [1] </div>										
Time span of variable										
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	
						WEST				
						EAST				

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

Wording of question

06/2016										Further information
What was the usage of your last negotiated credit?										
<div style="border: 1px solid black; padding: 5px; display: inline-block;"> others [1] </div>										
Time span of variable										
1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	

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

No.	Name	Label	Survey period	Survey frequency
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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

08/2016 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? yes [1] <input type="text"/> no [2] <input type="text"/>	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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3.69)	han_ontrad_plat	online trade platform	East and West 08/2016	once
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Wording of question

08/2016 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? If yes: <input type="text"/> [1] own online shop <input type="text"/> [2] own online shop as well as other online platforms <input type="text"/> [3] exclusively other online platforms (no own online shop existing)	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
-----	------	-------	---------------	------------------

3.70)	han_ontrad_share	online trade share online trade of total revenue	East and West 08/2016	once
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Wording of question

	Further information
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08/2016

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?

If yes:

Compared to your total revenue, what do you consider the share of your online trade to be?

[1] <20%

[2] 20-40%

[3] 40-60%

[4] 60-80%

[5] >80%

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

3.71)	han_ontrad_plan	online trade: planned within 12 months	East and West 08/2016	once
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Wording of question

08/2016

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?

If no:

Are you planning to introduce online trade within the next 12 months?

yes [1] no [2]

Further information

Time span of variable

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

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

3.72)	han_midmanager	mid tier: more than 4 managers	East and West 09/2016	once
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Wording of question

09/2016

mid tier
 Does your company have more than 4 managers?

yes [1] no [2]

Further information

Time span of variable

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

WEST
EAST

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

3.73)	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>yes [1] <input type="checkbox"/> no [2] <input type="checkbox"/></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
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Wording of question

<p>09/2016</p> <p>mid tier Would you rate your company as a "mid tier" company?</p> <p>yes [1] <input type="checkbox"/> no [2] <input type="checkbox"/></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
3.75)	han_ontrad_inf	online trade: influence on business	East and West 10/2016	once

Wording of question

10/2016	Further information
<p>Online trade How do you assess the influence of online trade on your business?</p> <p><input type="checkbox"/> [1] positive influence</p> <p><input type="checkbox"/> [2] no influence</p> <p><input type="checkbox"/> [3] business reducing</p> <p><input type="checkbox"/> [4] business endangering</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			

4. Standard questions for department stores in percentage

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

Time span of variable

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

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

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

Time span of variable

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

Further information
Percentage of department stores that appraise the state of business "satisfiable"
see
2.1) statebus

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

Time span of variable

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

Further information
Percentage of department stores that appraise the state of business "bad"
see
2.1) statebus

No.	Name	Label	Survey period	Survey frequency						
4.4)	han_questpercansw21	% to busvoly higher	West 01/1990 to 01/2006	monthly survey						
Time span of variable										
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information
WEST										Percentage of department stores whose business volume is " higher " than last year see 2.2) busvoly
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										
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information
WEST										Percentage of department stores whose business volume is " about the same " compared to last year see 2.2) busvoly
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	
WEST										

No.	Name	Label	Survey period	Survey frequency						
4.6)	han_questpercansw23	% to busvoly lower	West 01/1990 to 01/2006	monthly survey						
Time span of variable										
1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information
WEST										Percentage of department stores whose business volume is " lower " than last year 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
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009		see 2.3) busvolm
WEST											

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

4.10)	han_questpercansw41	% to feedst insufficient	West 01/1990 to 01/2006	monthly survey
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Time span of variable

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

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

4.11)	han_questpercansw42	% to feedst satisfiable	West 01/1990 to 01/2006	monthly survey
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Time span of variable

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

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

4.12)	han_questpercansw43	% to feedst too much	West 01/1990 to 01/2006	monthly survey
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Time span of variable

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

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

4.13)	han_questpercansw51	% to prvpm increased	West 01/1990 to 01/2006	monthly survey
-------	---------------------	----------------------	-------------------------	----------------

Time span of variable

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

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

4.14)	han_questpercansw52	% to prvpm not changed	West 01/1990 to 01/2006	monthly survey
-------	---------------------	------------------------	-------------------------	----------------

Time span of variable

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

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

4.15) **han_questpercansw53** % to prvpm decreased West 01/1990 to 01/2006 monthly survey

Time span of variable

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

No. Name Label Survey period Survey frequency

4.16) **han_questpercansw61** % to exppr increasing West 01/1990 to 01/2006 monthly survey

Time span of variable

1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information
WEST										Percentage of department stores that expect "increasing" prices see 2.6) exppr
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

1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information
WEST										Percentage of department stores that expect prices to "stay about the same" see 2.6) exppr
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

1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information
WEST										Percentage of department stores that expect "decreasing" prices see 2.6) exppr
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

1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information
WEST										Percentage of department stores that "increased" their orders compared to last year see 2.7) ords
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

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

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

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

Time span of variable

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

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

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

Time span of variable

1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	Further information
WEST										Percentage of department stores that evaluate their business development as "more favourable" see 2.8) busdev
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
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Time span of variable

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

5. Klassifikationsumrechnungstabelle

sector_wz03 auf amtliche WZ2003-Klassifikation

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

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