

 <b>CENTRAL STATISTICAL OFFICE</b> al. Niepodległości 208, 00-925 Warsaw		<a href="http://www.stat.gov.pl">www.stat.gov.pl</a>
Name and address of the unit	<b>AK-H/m</b> <b>Business Tendency Survey</b>  <b>Trade</b>	the CSO Web Data collection portal  <a href="http://www.stat.gov.pl">www.stat.gov.pl</a>  Statistical Office in Zielona Góra ul. Spokojna 1 65-954 Zielona Góra
	month ..... <b>2017</b>	Please return/send before 10 <sup>th</sup> of the current month
Identification number – <b>REGON</b> (in case of 14-digit REGON number please write first 9 digits)		<input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/>

*Thank you for your attention to this questionnaire and we guarantee secrecy of statistical data*

**Answers should be given by abstracting from seasonal variations that is taking no account of changes characteristic for this period of the year.**

### I. Assessment of the economic situation

In each question 1, 2, 4, 5, 6, 8 please mark a symbol of the proper answer (only one).

In question number 3, 7 you can choose more than one answer.

1.	<b>How the sales of goods of your company has changed in the past three months:</b> • increased ..... 1 <input type="checkbox"/> • remained unchanged ..... 2 <input type="checkbox"/> • decreased ..... 3 <input type="checkbox"/>
2.	<b>What is current general economic situation of your company:</b> • good ..... 1 <input type="checkbox"/> • satisfactory ..... 2 <input type="checkbox"/> • bad ..... 3 <input type="checkbox"/>
3.	<b>What main factors are currently limiting your company's activity:</b> • none ..... 01 <input type="checkbox"/> • high level of customs duties and imports charges ... 09 <input type="checkbox"/> • insufficient demand ..... 02 <input type="checkbox"/> • problems in purchasing the goods (deficiency of goods, sudden escalation of prices) ..... 10 <input type="checkbox"/> • shortage of labour ..... 03 <input type="checkbox"/> • competition on market ..... 11 <input type="checkbox"/> • selling space ..... 04 <input type="checkbox"/> • difficulties in settling accounts with contractors ..... 12 <input type="checkbox"/> • costs of labour ..... 05 <input type="checkbox"/> • unclear legal regulations ..... 13 <input type="checkbox"/> • difficulties in obtaining credits ..... 06 <input type="checkbox"/> • uncertainty of economic environment ..... 14 <input type="checkbox"/> • high bank interest ..... 07 <input type="checkbox"/> • others ..... 15 <input type="checkbox"/> • high payments to state revenue ..... 08 <input type="checkbox"/>
4.	<b>How does amount of goods sold by your company change:</b> • increases ..... 1 <input type="checkbox"/> • remains unchanged ..... 2 <input type="checkbox"/> • decreases ..... 3 <input type="checkbox"/>
5.	<b>What are current stocks of goods in your company:</b> • too large ..... 1 <input type="checkbox"/> • adequate toward demands ... 2 <input type="checkbox"/> • too small ..... 3 <input type="checkbox"/>
6.	<b>How does financial situation of your company change:</b> • improves ..... 1 <input type="checkbox"/> • remains unchanged ..... 2 <input type="checkbox"/> • decreases ..... 3 <input type="checkbox"/>

**I. Assessment of current economic situation (continued)**

<b>7.</b>	<b>What are dominant sources of financing current assets in your company:</b> • own funds. . . 1 <input type="checkbox"/> • bank credit... . . . 2 <input type="checkbox"/> • mercantile credit... 3 <input type="checkbox"/> • others... 4 <input type="checkbox"/>
<b>8.</b>	<b>How do prices of goods sold by your company change:</b> • increase. . . . . 1 <input type="checkbox"/> • remain unchanged . . . . . 2 <input type="checkbox"/> • decrease . . . . . 3 <input type="checkbox"/>

**II. Expectations of economic situation**

*In each question please mark a symbol of the proper answer (only one).*

<b>9.</b>	<b>How general economic situation of your company will change in the next three months:</b> • will be better . . . . . 1 <input type="checkbox"/> • will remain unchanged . . . . . 2 <input type="checkbox"/> • will be worse. . . . . 3 <input type="checkbox"/>
<b>10.</b>	<b>How the demand on goods sold by your company will change in the next three months:</b> • will increase. . . . . 1 <input type="checkbox"/> • will remain unchanged . . . . . 2 <input type="checkbox"/> • will decrease . . . . . 3 <input type="checkbox"/>
<b>11.</b>	<b>How the amount of goods sold by your company will change in the next three months:</b> • will increase. . . . . 1 <input type="checkbox"/> • will remain unchanged . . . . . 2 <input type="checkbox"/> • will decrease . . . . . 3 <input type="checkbox"/>
<b>12.</b>	<b>How the orders placed with suppliers will change in the next three months:</b> • will increase. . . . . 1 <input type="checkbox"/> • will remain unchanged . . . . . 2 <input type="checkbox"/> • will decrease . . . . . 3 <input type="checkbox"/>
<b>13.</b>	<b>How financial situation of your company will change in the next three months:</b> • will be better . . . . . 1 <input type="checkbox"/> • will not change . . . . . 2 <input type="checkbox"/> • will be worse. . . . . 3 <input type="checkbox"/>
<b>14.</b>	<b>How employment in your company will change in the next three months:</b> • will increase. . . . . 1 <input type="checkbox"/> • will remain unchanged . . . . . 2 <input type="checkbox"/> • will decrease . . . . . 3 <input type="checkbox"/>
<b>15.</b>	<b>How the prices of goods sold by your company will change in the next three months:</b> • will increase. . . . . 1 <input type="checkbox"/> • will remain unchanged . . . . . 2 <input type="checkbox"/> • will decrease . . . . . 3 <input type="checkbox"/>
<b>16.</b>	<b>How investment outlays (equipment, transport, buildings etc.) in your company will change in the next months:</b> • will increase. . . . . 1 <input type="checkbox"/> • will remain unchanged . . . . . 2 <input type="checkbox"/> • will decrease . . . . . 3 <input type="checkbox"/> • no investment activity is expected (there is no need). . . . . 4 <input type="checkbox"/> • no investment activity is expected (lack of resources) . . . . . 5 <input type="checkbox"/>

<b>Please, assess how much time do you need to fill in the questionnaire (in minutes).</b>	
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(e-mail of the person drawing up a report – FILL UP WITH CAPITAL LETTERS)

(Name, telephone number and post of the person filling up the questionnaire)