

 STATISTICS POLAND al. Niepodległości 208, 00-925 Warsaw		http://stat.gov.pl/
Name and address of the unit	AK-H/m Business Tendency Survey Trade	the CSO Web Data collection portal www.stat.gov.pl Statistical Office in Zielona Góra ul. Spokojna 1 65-954 Zielona Góra
	month 2018	Please return/send before 10 th of the current month
Identification number – REGON (in case of 14-digit REGON number please write first 9 digits)		<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.	How the sales of goods of your company has changed in the past three months:
	<ul style="list-style-type: none"> • increased 1 <input type="checkbox"/> • remained unchanged 2 <input type="checkbox"/> • decreased 3 <input type="checkbox"/>
2.	What is current general economic situation of your company:
	<ul style="list-style-type: none"> • good 1 <input type="checkbox"/> • satisfactory 2 <input type="checkbox"/> • bad 3 <input type="checkbox"/>
3.	What main factors are currently limiting your company's activity:
	<ul style="list-style-type: none"> • none 01 <input type="checkbox"/> • insufficient demand 02 <input type="checkbox"/> • shortage of labour 03 <input type="checkbox"/> • selling space 04 <input type="checkbox"/> • costs of labour 05 <input type="checkbox"/> • difficulties in obtaining bank credit 06 <input type="checkbox"/> • high bank interest 07 <input type="checkbox"/> • high payments to state revenue 08 <input type="checkbox"/> • high level of customs duties and imports charges ... 09 <input type="checkbox"/> • problems in purchasing the goods (deficiency of goods, sudden escalation of prices) 10 <input type="checkbox"/> • too big competition on market 11 <input type="checkbox"/> • difficulties in settling accounts with contractors 12 <input type="checkbox"/> • unclear legal regulations 13 <input type="checkbox"/> • uncertainty of economic environment 14 <input type="checkbox"/> • others 15 <input type="checkbox"/>
4.	How does amount of goods sold by your company change:
	<ul style="list-style-type: none"> • increases 1 <input type="checkbox"/> • remains unchanged 2 <input type="checkbox"/> • decreases 3 <input type="checkbox"/>
5.	What are current stocks of goods in your company:
	<ul style="list-style-type: none"> • too large 1 <input type="checkbox"/> • adequate toward demands ... 2 <input type="checkbox"/> • too small 3 <input type="checkbox"/>
6.	How does financial situation of your company change:
	<ul style="list-style-type: none"> • improves 1 <input type="checkbox"/> • remains unchanged 2 <input type="checkbox"/> • decreases 3 <input type="checkbox"/>

I. Assessment of current economic situation (continued)

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

9.	How general economic situation of your company will change in the next three months: • will be better 1 <input type="checkbox"/> • will remain unchanged 2 <input type="checkbox"/> • will be worse. 3 <input type="checkbox"/>
10.	How the demand on goods sold by your company will change in the next three months: • will increase. 1 <input type="checkbox"/> • will remain unchanged 2 <input type="checkbox"/> • will decrease 3 <input type="checkbox"/>
11.	How the amount of goods sold by your company will change in the next three months: • will increase. 1 <input type="checkbox"/> • will remain unchanged 2 <input type="checkbox"/> • will decrease 3 <input type="checkbox"/>
12.	How the orders placed with suppliers will change in the next three months: • will increase. 1 <input type="checkbox"/> • will remain unchanged 2 <input type="checkbox"/> • will decrease 3 <input type="checkbox"/>
13.	How financial situation of your company will change in the next three months: • will be better 1 <input type="checkbox"/> • will not change 2 <input type="checkbox"/> • will be worse. 3 <input type="checkbox"/>
14.	How employment in your company will change in the next three months: • will increase. 1 <input type="checkbox"/> • will remain unchanged 2 <input type="checkbox"/> • will decrease 3 <input type="checkbox"/>
15.	How the prices of goods sold by your company will change in the next three months: • will increase. 1 <input type="checkbox"/> • will remain unchanged 2 <input type="checkbox"/> • will decrease 3 <input type="checkbox"/>
16.	How investment outlays (equipment, transport, buildings etc.) in your company will change in the next months: • 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"/>

Please, assess how much time do you need to fill in the questionnaire (<i>in minutes</i>).	
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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)