

 STATISTICS POLAND al. Niepodległości 208, 00-925 Warszawa http://stat.gov.pl/														
Name and address of the enterprise	AK-P/m Business Tendency Survey – Industry	the CSO Web Data collection portal portal.stat.gov.pl Statistical Office in Zielona Góra ul. Spokojna 1 65-954 Zielona Góra												
Identification number – REGON <table border="1" style="width: 100%; height: 20px;"> <tr> <td style="width: 10%;"></td><td style="width: 10%;"></td> </tr> </table>													month 2022	Please, return by the 10th of the current month

(e-mail of the secretary's office drawing up a report – FILL UP WITH CAPITAL LETTERS)

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 economic situation

In questions 1 – 10 please mark a symbol of the proper answer (only one). In question number 11 you can choose more than one factor.

1.	How production of your enterprise has changed over the past three months: • 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 enterprise: • good 1 <input type="checkbox"/> • satisfactory 2 <input type="checkbox"/> • bad 3 <input type="checkbox"/>
3.	How do current order-books (domestic and foreign) for your enterprise's products change: • increase 1 <input type="checkbox"/> • remain unchanged 2 <input type="checkbox"/> • decrease 3 <input type="checkbox"/>
4.	What are current order-books (domestic and foreign) for your enterprise's products: • more than sufficient 1 <input type="checkbox"/> • sufficient 2 <input type="checkbox"/> • not sufficient 3 <input type="checkbox"/>
5.	How do current foreign order-books for your enterprise's products change: • increase 1 <input type="checkbox"/> • remain unchanged... 2 <input type="checkbox"/> • decrease 3 <input type="checkbox"/> • the enterprise doesn't produce for export... 4 <input type="checkbox"/>
6.	What are current foreign order-books for your enterprise's products: • more than sufficient 1 <input type="checkbox"/> • sufficient 2 <input type="checkbox"/> • not sufficient 3 <input type="checkbox"/> • the enterprise doesn't produce for export... 4 <input type="checkbox"/>
7.	How does current production of your enterprise change: • increases 1 <input type="checkbox"/> • remains unchanged 2 <input type="checkbox"/> • decreases 3 <input type="checkbox"/>
8.	What are current stocks of finished products in the enterprise: • too large 1 <input type="checkbox"/> • adequate toward demands 2 <input type="checkbox"/> • too small 3 <input type="checkbox"/>
9.	How does financial situation of your enterprise change: • improves 1 <input type="checkbox"/> • remains unchanged 2 <input type="checkbox"/> • decreases 3 <input type="checkbox"/>
10.	How do delays of payments for sold products of your enterprise change: • increase 1 <input type="checkbox"/> • remain unchanged 2 <input type="checkbox"/> • decrease 3 <input type="checkbox"/> • lack of delays of payments 4 <input type="checkbox"/>

I. Assessment of economic situation (cont.)

11. What main factors are currently limiting your production:	• none	01 <input type="checkbox"/>
	• insufficient domestic demand	02 <input type="checkbox"/>
	• insufficient foreign demand	03 <input type="checkbox"/>
	• shortage of labour	04 <input type="checkbox"/>
	• shortage of skilled labour	05 <input type="checkbox"/>
	• shortage of raw materials, materials and semi-finished products (due to non-financial reasons)	06 <input type="checkbox"/>
	• costs of labour	07 <input type="checkbox"/>
	• financial problems	08 <input type="checkbox"/>
	• high payments to state revenue	09 <input type="checkbox"/>
	• competitive imports	10 <input type="checkbox"/>
	• unclear and unstable legal regulations	11 <input type="checkbox"/>
	• uncertainty of economic environment	12 <input type="checkbox"/>
	• others (please, specify them)	13 <input type="checkbox"/>

II. Expectations of economic situation

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

12.	How general economic situation of your enterprise will change in the next three months:	<ul style="list-style-type: none"> • will be better 1 <input type="checkbox"/> • will not change. 2 <input type="checkbox"/> • will be worse 3 <input type="checkbox"/>
13.	How order-books (domestic and foreign) for your enterprise's products will change in the next three months:	<ul style="list-style-type: none"> • will increase 1 <input type="checkbox"/> • will not change. 2 <input type="checkbox"/> • will decrease 3 <input type="checkbox"/>
14.	How foreign order-books for your enterprise's products will change in the next three months:	<ul style="list-style-type: none"> • will increase 1 <input type="checkbox"/> • will not change. 2 <input type="checkbox"/> • will decrease 3 <input type="checkbox"/> • the enterprise won't produce for export 4 <input type="checkbox"/>
15.	How production of your enterprise will change in the next three months:	<ul style="list-style-type: none"> • will increase 1 <input type="checkbox"/> • will not change. 2 <input type="checkbox"/> • will decrease 3 <input type="checkbox"/>
16.	The future development of your business situation is currently:	<ul style="list-style-type: none"> • easy to predict 1 <input type="checkbox"/> • moderately easy to predict 2 <input type="checkbox"/> • moderately difficult to predict 3 <input type="checkbox"/> • difficult to predict 4 <input type="checkbox"/>
17.	How financial situation of your enterprise will change in the next three months:	<ul style="list-style-type: none"> • will be better 1 <input type="checkbox"/> • will not change. 2 <input type="checkbox"/> • will be worse 3 <input type="checkbox"/>
18.	How employment in your enterprise will change in the next three months:	<ul style="list-style-type: none"> • will increase 1 <input type="checkbox"/> • will not change. 2 <input type="checkbox"/> • will decrease 3 <input type="checkbox"/>
19.	How selling prices of your enterprise's products will change in the next three months:	<ul style="list-style-type: none"> • will increase 1 <input type="checkbox"/> • will not change. 2 <input type="checkbox"/> • will decrease 3 <input type="checkbox"/>

III. Quarterly questions (Please return/send before **10th January, April, July, October**)

In each question **20, 21, 24, 25, 26**, please mark a symbol of the proper answer (only one).

20.	How order books (domestic and foreign) of your enterprise have changed over 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"/>
21.	Considering current order books and expected change in demand over the coming months, current production capacity of the enterprise is:	<ul style="list-style-type: none"> • more than sufficient 1 <input type="checkbox"/> • sufficient 2 <input type="checkbox"/> • not sufficient 3 <input type="checkbox"/>
22.	What percentage of capacity utilization of your enterprise is currently used: □□□,□ %	
23.	What is the duration of assured production of your enterprise (in months) considering a given overall order-books: □□,□	
24.	How your enterprise's position in comparison to competitive units has changed on the domestic market in the last three months:	<ul style="list-style-type: none"> • improved. 1 <input type="checkbox"/> • remained unchanged 2 <input type="checkbox"/> • deteriorated 3 <input type="checkbox"/>
25.	How your enterprise's position in comparison to competitive units has changed on foreign markets inside the EU in the last three months:	<ul style="list-style-type: none"> • improved. 1 <input type="checkbox"/> • remained unchanged 2 <input type="checkbox"/> • deteriorated 3 <input type="checkbox"/> • doesn't concern 4 <input type="checkbox"/>
26.	How your enterprise's position in comparison to competitive units has changed on foreign markets outside the EU in the last three months:	<ul style="list-style-type: none"> • improved. 1 <input type="checkbox"/> • remained unchanged 2 <input type="checkbox"/> • deteriorated 3 <input type="checkbox"/> • doesn't concern 4 <input type="checkbox"/>

IV. Investments

On question 27 and 32 please answer in March and in October (m, o), on questions 28 and 29A only in March (m) and on questions 29B, 30, 31 and 33 – only in October (o).

In questions 27, 28 and 29A (for respective variants) as well as questions 29B and 30 please mark a symbol of the proper answer (only one), in questions 31, 32 and 33 there can be given a few answers.

27. m, p	Has your company incurred, incurs or will incur investments (i.e. purchase of machinery, equipment, means of transport, construction and modernization of buildings and structures) in:			
	2020.	<input type="checkbox"/> YES	<input type="checkbox"/> NO	
	2021.	<input type="checkbox"/> YES	<input type="checkbox"/> NO	
	2022.	<input type="checkbox"/> YES	<input type="checkbox"/> NO	
	2023.	<input type="checkbox"/> YES	<input type="checkbox"/> NO	
			(if NO, please don't answer the question 32 as well as 31 and 33 in the part concerning 2022)	
			(if NO, please don't answer the question 31 and 33 in the part concerning 2023)	
28. m	Compared with two years ago (2020) investments of your enterprise last year (2021) has:			
	Overall investment	increased 1 <input type="checkbox"/>	remained unchanged 2 <input type="checkbox"/>	
		decreased 3 <input type="checkbox"/>		
	Machinery and equipment	increased 1 <input type="checkbox"/>	remained unchanged 2 <input type="checkbox"/>	
		decreased 3 <input type="checkbox"/>		
	Land, building and infrastructure	increased 1 <input type="checkbox"/>	remained unchanged 2 <input type="checkbox"/>	
		decreased 3 <input type="checkbox"/>		
	Intangibles (R&D, software, data, intellectual property, vocational training, etc.)	increased 1 <input type="checkbox"/>	remained unchanged 2 <input type="checkbox"/>	
		decreased 3 <input type="checkbox"/>		
29A. m	Compared with last year (2021) investments of your enterprise this year (2022) will:			
	Overall investment	increase 1 <input type="checkbox"/>	remain unchanged 2 <input type="checkbox"/>	
		decrease 3 <input type="checkbox"/>		
	Machinery and equipment	increase 1 <input type="checkbox"/>	remain unchanged 2 <input type="checkbox"/>	
		decrease 3 <input type="checkbox"/>		
	Land, building and infrastructure	increase 1 <input type="checkbox"/>	remain unchanged 2 <input type="checkbox"/>	
		decrease 3 <input type="checkbox"/>		
	Intangibles (R&D, software, data, intellectual property, vocational training, etc.)	increase 1 <input type="checkbox"/>	remain unchanged 2 <input type="checkbox"/>	
		decrease 3 <input type="checkbox"/>		
29B. p	Compared with last year (2021) investments of your enterprise this year (2022) will:			
		increase 1 <input type="checkbox"/>	remain unchanged 2 <input type="checkbox"/>	
		decrease 3 <input type="checkbox"/>		
30. p	Compared with this year (2022) investments of your enterprise next year (2023) will:			
		increase 1 <input type="checkbox"/>	remain unchanged 2 <input type="checkbox"/>	
		decrease 3 <input type="checkbox"/>		
31. p	Investments carried out this year and planned investment for next year is, or will be, of the following kind (choose the appropriate category or categories):	2022	2023	
		replacement of worn-out plant or equipment	1 <input type="checkbox"/>	1 <input type="checkbox"/>
		extension of production capacity	2 <input type="checkbox"/>	2 <input type="checkbox"/>
		investment designed to streamline production	3 <input type="checkbox"/>	3 <input type="checkbox"/>
		other investment objectives (pollution control, safety, etc.)	4 <input type="checkbox"/>	4 <input type="checkbox"/>
32. m, p	Financial sources of investments in the present year:			
	own sources	1 <input type="checkbox"/>	leasing	
			3 <input type="checkbox"/>	
	bank credit	2 <input type="checkbox"/>	others	
			4 <input type="checkbox"/>	
33. p	What main factors are stimulating your investments?	2022	2023	
		demand	1 <input type="checkbox"/>	1 <input type="checkbox"/>
		financial conditions	2 <input type="checkbox"/>	2 <input type="checkbox"/>
		technical factors	3 <input type="checkbox"/>	3 <input type="checkbox"/>
		other factors	4 <input type="checkbox"/>	4 <input type="checkbox"/>
Please, assess how much time do you need to fill in the questionnaire (in minutes).				

(e-mail of the person drawing up a report – FILL UP WITH CAPITAL LETTERS)

(telephone number of the person filling up the questionnaire)