

 <b>STATISTICS POLAND</b> al. Niepodległości 208, 00-925 Warsaw		<a href="http://stat.gov.pl/">http://stat.gov.pl/</a>
Name and address of the enterprise	<b>AK-P/m</b> <b>Business Tendency</b> <b>Survey</b>  <b>Industry</b> <hr/>	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
	<b>month</b> ..... <b>2018</b>	Please return/send before - Once a month, before 10 day of each month (Part I and Part II) - Once a quarter before 10 day of the first month of the quarter (Part III)
Identification number – <b>REGON</b> (in case of 14-digit REGON number please write first 9 digits) <div style="display: flex; justify-content: flex-end; align-items: center;"> <div style="border: 1px solid black; width: 20px; height: 20px; margin-right: 5px;"></div> <div style="border: 1px solid black; width: 20px; height: 20px; margin-right: 5px;"></div> <div style="border: 1px solid black; width: 20px; height: 20px; margin-right: 5px;"></div> <div style="border: 1px solid black; width: 20px; height: 20px; margin-right: 5px;"></div> <div style="border: 1px solid black; width: 20px; height: 20px; margin-right: 5px;"></div> <div style="border: 1px solid black; width: 20px; height: 20px; margin-right: 5px;"></div> <div style="border: 1px solid black; width: 20px; height: 20px; margin-right: 5px;"></div> <div style="border: 1px solid black; width: 20px; height: 20px; margin-right: 5px;"></div> <div style="border: 1px solid black; width: 20px; height: 20px; margin-right: 5px;"></div> <div style="border: 1px solid black; width: 20px; height: 20px;"></div> </div>		

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

1.	How production of your company 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 company:	• good ..... 1 <input type="checkbox"/> • satisfactory ..... 2 <input type="checkbox"/> • bad ..... 3 <input type="checkbox"/>
3.	How does current order-books (domestic and foreign) for your company'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 company'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 company'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 company'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 company 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 company 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 company 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.	<b>What main factors are currently limiting your production:</b>	• 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 (not related to financial causes)	06	<input type="checkbox"/>
		• lack of appropriate equipment	07	<input type="checkbox"/>
		• shortage of energy	08	<input type="checkbox"/>
		• costs of labour	09	<input type="checkbox"/>
		• financial problems	10	<input type="checkbox"/>
		• high payments to state revenue	11	<input type="checkbox"/>
		• competitive imports	12	<input type="checkbox"/>
		• unclear legal regulations	13	<input type="checkbox"/>
		• uncertainty of economic environment	14	<input type="checkbox"/>
		• others	15	<input type="checkbox"/>

**II. Expectations of economic situation**

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

12.	<b>How general economic 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"/>
13.	<b>How order-books (domestic and foreign) for your company's products will change in the next three months:</b>	• will increase ..... 1 <input type="checkbox"/> • will not change ..... 2 <input type="checkbox"/> • will decrease ..... 3 <input type="checkbox"/>
14.	<b>How foreign order-books for your company's products will change in the next three months:</b>	• 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.	<b>How production of your company will change in the next three months:</b>	• will increase ..... 1 <input type="checkbox"/> • will not change ..... 2 <input type="checkbox"/> • will decrease ..... 3 <input type="checkbox"/>
16.	<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"/>
17.	<b>How employment in your company will change in the next three months:</b>	• will increase ..... 1 <input type="checkbox"/> • will not change ..... 2 <input type="checkbox"/> • will decrease ..... 3 <input type="checkbox"/>

## II. Expectations of economic situation (cont.)

18	How selling prices of your company's products will change in the next three months:	<ul style="list-style-type: none"> <li>• will increase . . . . . 1 <input type="checkbox"/></li> <li>• will not change . . . . . 2 <input type="checkbox"/></li> <li>• will decrease . . . . . 3 <input type="checkbox"/></li> </ul>
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### III. Quarterly questions (Please return/send before 10th January, April, July, October )

*In each question 19, 20, 23, 24, 25, please mark a symbol of the proper answer (only one). In question number 23 you can choose more than one answer.*

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

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)