

 <b>Statistics Poland</b> <b>STATISTICS POLAND</b> al. Niepodległości 208, 00-925 Warszawa <a href="http://stat.gov.pl/">http://stat.gov.pl/</a>												
Name and address of the enterprise	<p style="text-align: center;"><b>AK-H/m</b></p> <p style="text-align: center;"><b>Business Tendency Survey – Trade</b></p>	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: 40px;"> <tr> <td style="width: 12.5%;"></td><td style="width: 12.5%;"></td><td style="width: 12.5%;"></td><td style="width: 12.5%;"></td><td style="width: 12.5%;"></td><td style="width: 12.5%;"></td><td style="width: 12.5%;"></td><td style="width: 12.5%;"></td><td style="width: 12.5%;"></td><td style="width: 12.5%;"></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 the economic situation

In each question 1, 2, 4, 5, 6 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 your enterprise have 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 enterprise:</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 enterprise's activity:</b>  <table style="width: 100%;"> <tr> <td>• none ..... 01 <input type="checkbox"/></td> <td>• unclear and unstable legal regulations ..... 09 <input type="checkbox"/></td> </tr> <tr> <td>• insufficient demand ..... 02 <input type="checkbox"/></td> <td>• uncertainty of economic environment ..... 10 <input type="checkbox"/></td> </tr> <tr> <td>• shortage of labour ..... 03 <input type="checkbox"/></td> <td>• others (please, specify them) ..... 11 <input type="checkbox"/></td> </tr> <tr> <td>• costs of labour ..... 04 <input type="checkbox"/></td> <td></td> </tr> <tr> <td>• high bank interests ..... 05 <input type="checkbox"/></td> <td></td> </tr> <tr> <td>• high payments to state revenue ..... 06 <input type="checkbox"/></td> <td></td> </tr> <tr> <td>• too tough competition on market ..... 07 <input type="checkbox"/></td> <td></td> </tr> <tr> <td>• difficulties in settling accounts with contractors ..... 08 <input type="checkbox"/></td> <td></td> </tr> </table>	• none ..... 01 <input type="checkbox"/>	• unclear and unstable legal regulations ..... 09 <input type="checkbox"/>	• insufficient demand ..... 02 <input type="checkbox"/>	• uncertainty of economic environment ..... 10 <input type="checkbox"/>	• shortage of labour ..... 03 <input type="checkbox"/>	• others (please, specify them) ..... 11 <input type="checkbox"/>	• costs of labour ..... 04 <input type="checkbox"/>		• high bank interests ..... 05 <input type="checkbox"/>		• high payments to state revenue ..... 06 <input type="checkbox"/>		• too tough competition on market ..... 07 <input type="checkbox"/>		• difficulties in settling accounts with contractors ..... 08 <input type="checkbox"/>	
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4.	<b>How do sales of your enterprise change:</b>  • increase ..... 1 <input type="checkbox"/> • remain unchanged ..... 2 <input type="checkbox"/> • decrease ..... 3 <input type="checkbox"/>																
5.	<b>What is current volume of stock in your enterprise:</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 enterprise change:</b>  • improves ..... 1 <input type="checkbox"/> • remains unchanged ..... 2 <input type="checkbox"/> • decreases ..... 3 <input type="checkbox"/>																
7.	<b>What are dominant sources of financing the current assets in your enterprise:</b>  • own funds. . 1 <input type="checkbox"/> • bank credit... .. 2 <input type="checkbox"/> • mercantile credit... 3 <input type="checkbox"/> • others... 4 <input type="checkbox"/>																

## II. Expectations of economic situation

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

8.	<p><b>How general economic situation of your enterprise will change in the next three months:</b></p> <p>• will be better ..... 1 <input type="checkbox"/>      • will remain unchanged ..... 2 <input type="checkbox"/>      • will be worse ..... 3 <input type="checkbox"/></p>
9.	<p><b>How the demand on goods sold by your enterprise will change in the next three months:</b></p> <p>• will increase ..... 1 <input type="checkbox"/>      • will remain unchanged ..... 2 <input type="checkbox"/>      • will decrease ..... 3 <input type="checkbox"/></p>
10.	<p><b>How the sales of your enterprise will change in the next three months:</b></p> <p>• will increase ..... 1 <input type="checkbox"/>      • will remain unchanged ..... 2 <input type="checkbox"/>      • will decrease ..... 3 <input type="checkbox"/></p>
11.	<p><b>The future development of your business situation is currently:</b></p> <p>• easy to predict ..... 01 <input type="checkbox"/>      • moderately difficult to predict ..... 03 <input type="checkbox"/>          • moderately easy to predict ..... 02 <input type="checkbox"/>      • difficult to predict. .... 04 <input type="checkbox"/></p>
12.	<p><b>How the orders placed with suppliers will change in the next three months:</b></p> <p>• will increase ..... 1 <input type="checkbox"/>      • will remain unchanged ..... 2 <input type="checkbox"/>      • will decrease ..... 3 <input type="checkbox"/></p>
12.	<p><b>How financial situation of your enterprise will change in the next three months:</b></p> <p>• will be better ..... 1 <input type="checkbox"/>      • will not change ..... 2 <input type="checkbox"/>      • will be worse ..... 3 <input type="checkbox"/></p>
13.	<p><b>How employment in your enterprise will change in the next three months:</b></p> <p>• will increase ..... 1 <input type="checkbox"/>      • will remain unchanged ..... 2 <input type="checkbox"/>      • will decrease ..... 3 <input type="checkbox"/></p>
14.	<p><b>How the prices of goods sold by your enterprise will change in the next three months:</b></p> <p>• will increase ..... 1 <input type="checkbox"/>      • will remain unchanged ..... 2 <input type="checkbox"/>      • will decrease ..... 3 <input type="checkbox"/></p>
15.	<p><b>How investment outlays (equipment, transport, buildings etc.) in your enterprise will change in the next months:</b></p> <p>• 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"/></p>

**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)