

Business Tendency Survey (October)

Please do not take the seasonal variations into account in your answers.

1- How has your production developed over the past 3 months? It has...	Increased	Remained unchanged	Decreased

2- Do you consider your current overall order books to be...?	Above normal	Normal for the season	Below normal
3- Do you consider your current export order books to be...?	Above normal	Normal for the season	Below normal
4- Do you consider your current stock of finished products to be...?	Above normal	Normal for the season	Below normal

5- How do you expect your production to develop over the next 3 months? It will...	Increase	Remain unchanged	Decrease
6- How do you expect your selling prices to change over the next 3 months? They will...	Increase	Remain unchanged	Decrease
7- How do you expect your firm's total employment to change over the next 3 months? It will...	Increase	Remain unchanged	Decrease

8- What main factors are currently limiting your production? Rank according to degree of importance.			
None			
Insufficient demand			
Shortage of labour force			
Shortage of material and/or equipment			
Financial constraints			
Others			

9- Considering your current order books and the expected change in demand over the coming months, how do you assess your current production capacity? The current production capacity is...	More than sufficient	Sufficient	Not sufficient

10- How many months of production are assured by your current overall order books?			

11- How have your overall orders developed over the past 3 months? They have...	Increased	Remained unchanged	Decreased

12- How do you expect your overall orders to develop over the next 3 months? They will...	Increase	Remain unchanged	Decrease

13- At what capacity is your company currently operating (as a percentage of full capacity)?			

14- How has your competitive position on the domestic market developed over the past 3 months? It has...

Improved

Remained unchanged

Deteriorated

15- How has your competitive position on foreign markets inside the EU developed over the past 3 months? It has...

Improved

Remained unchanged

Deteriorated

16- How has your competitive position on foreign markets outside the EU developed over the past 3 months? It has...

Improved

Remained unchanged

Deteriorated

Y1- Compared with last year (t-1) your investment this year (t) will...

	Increase	Remain unchanged	Decrease
Overall investment			

Y2- Compared with this year (t) your investment next year (t+1) will...

	Increase	Remain unchanged	Decrease
Overall investment			

Y3- Structure of the investment: Investment carried out this year and planned investment for next year is, or will be, of the following kind:
(Choose the appropriate category or categories.)

	For this year (t)	For the next year (t+1)
Replacement of worn-out plant or equipment		
Extension of production capacity		
Investment designed to streamline production		
Other investment objectives (pollution control, safety, etc.)		

Y4- What main factors are stimulating your investment? (Several choices possible)

	For this year (t)	For the next year (t+1)
Demand		
Financial conditions		
Technical factors		
Other factors		

17- How do you expect your export orders to develop over the next 3 months? They will...

Increase

Remain unchanged

Decrease

18- How have your export orders developed over the past 3 months? They have...

Increased

Remained unchanged

Decreased

19- Do you consider your current domestic order books to be...?

Above normal

Normal for the season

Below normal

20- How have your domestic orders developed over the past 3 months? They have...	Increased	Remained unchanged	Decreased
--	-----------	--------------------	-----------

21- How do you expect your domestic order books to develop over the next 3 months? They will...	Increase	Remain unchanged	Decrease
---	----------	------------------	----------

22- How do you expect your domestic market selling prices to change over the next 3 months? They will...	Increase	Remain unchanged	Decrease
--	----------	------------------	----------

23- Compared to the last 12 months, how do you expect your fixed investment expenditure to change over the next 12 months? It will...	Increase	Remain unchanged	Decrease
---	----------	------------------	----------

24- How has your average unit cost changed over the past 3 months? It has..	Increased	Remained unchanged	Decreased
---	-----------	--------------------	-----------

25- How do you expect your average unit cost to change over the next 3 months? It will...	Increase	Remain unchanged	Decrease
---	----------	------------------	----------

26- What is your expectation for <u>inflation rate over the next 12 months</u> (as an annual percentage)?	PPI:	CPI:	
---	-------------	-------------	--

27- How do you expect <u>the short term Turkish Lira credit interest rate</u> to change over the next 3 months? It will...	Increase	Remain unchanged	Decrease
--	----------	------------------	----------

28- Your opinion about the general course of business in your industry, compared to previous month.	More optimistic	Remain unchanged	More pessimistic
---	-----------------	------------------	------------------
