



List of Variables

Innovation Survey

Data: 1982-2013

As of January 2015

Contents
Description of Variables

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LMU-ifo Economics & Business Data Center (EBDC)

Poschingerstr. 5
81679 München

1. Identification variables

| No. | Name | Label | German description |
|------|----------|--|---|
| 1.1) | plantnum | KT and INNO information containing id | 11-stellige Identifikationsnummer |
| 1.2) | idnum | KT and INNO firm adressfile id, 7 digits | Firmenidentifikationsnummer |
| 1.3) | gk | size range | Beschäftigungsgrößenklasse |
| 1.4) | land | federal state (ifo code) | Bundesland entsprechend ifo-Codierung |
| 1.5) | year | year | Erhebungsyear |
| 1.6) | nace | industry sector, NACE code (wz93) | Branchenerkennung nach Nace Codierung (WZ93) |
| 1.7) | waehr | currency DM - EUR | Währung DM - EUR |
| 1.8) | westost | western / eastern | Unterscheidet zwischen West- and Easterhebung |

2. General information

| No. | Name | Label | German description |
|-------|----------------|---|---|
| 2.1) | umsatz | total revenue in above-mentioned product line | Umsatz im o.g. Erzeugnisbereich |
| 2.2) | beszn | percentage increase in number of employees last 5 years | Zunahme des Beschäftigungsstandes letzte 5 year in % |
| 2.3) | umszn | percentage increase in total revenue last 5 years | Zunahme des Umsatzes letzte 5 year in % |
| 2.4) | beskv | unchanged number of employees last 5 years | no change des Beschäftigungsstandes letzte 5 year |
| 2.5) | umskv | unchanged total revenue last 5 years | no change des Umsatzes letzte 5 year |
| 2.6) | besan | percentage decrease in number of employees last 5 years | Abnahme des Beschäftigungsstandes letzte 5 year in % |
| 2.7) | umsan | percentage decrease in total revenue last 5 years | Abnahme des Umsatzes letzte 5 year in % |
| 2.8) | exp1 | share of exports w.r.t. product line | Anteil der Exporte bzgl. o.g. Erzeugnisbereich |
| 2.9) | exp2 | share of exports w.r.t. whole company | Anteil der Exporte bzgl. des gesamten Unternehmens |
| 2.10) | noexp | no exports | Keine Exporte |
| 2.11) | beschft | number of employees w.r.t. product line | Anzahl der Beschäftigten bzgl. Erzeugnisbereich |
| 2.12) | bs_fue | number of employees in R&D | Anzahl der Beschäftigten in R&D |
| 2.13) | bs_dokt | share of employees with doctor's degree (product line) | Anteil Beschäftigte mit Dokortitel |
| 2.14) | bs_dokt_fue | share of employees in R&D with doctor's degree | Anteil Beschäftigte in R&D mit Dokortitel |
| 2.15) | bs_fhtechn | share of employees with university degree, technical | Anteil Beschäftigte mit Hochschulabschluss, technisch |
| 2.16) | bs_fhtechn_fue | share of employees in R&D with university degree, technical | Anteil Beschäftigte in R&D mit Hochschulabschluss, technisch |
| 2.17) | bs_fgeist | share of employees in R&D with university degree, social science | Anteil Beschäftigte mit Hochschulabschluss, geisteswissenschaftl. |
| 2.18) | bs_fgeist_fue | share of employees in R&D with university degree, social science | Anteil Beschäftigte in R&D mit Hochschulabschluss, geisteswissenschaftl. |
| 2.19) | bs_ausgeb | share of employees with professional education | Anteil Beschäftigte mit Berufsausbildung |
| 2.20) | bs_ausgeb_fue | share of employees in R&D with professional education | Anteil Beschäftigte in R&D mit Berufsausbildung |
| 2.21) | bs_azubi | share of apprentices w.r.t. product line | Anteil Azubis im o.g. Erzeugnisbereich |
| 2.22) | bs_azubi_fue | share of apprentices in R&D | Anteil Azubis im R&D-Bereich |
| 2.23) | bs_unqual | share of unskilled workers w.r.t. product line | Anteil Beschäftigte ohne abgeschlossene Berufsausbildung im o.g. Erzeugnisbereich |
| 2.24) | bs_unqual_fue | share of unskilled workers in R&D | Anteil Beschäftigte ohne abgeschlossene Berufsausbildung in R&D |
| 2.25) | antwpers1 | main respondent of questionnaire: leading position in R&D | Hauptauskunftsperson für Fragebogen: Leitende Position R&D |
| 2.26) | antwpers2 | main respondent of questionnaire: leading position in controlling | Hauptauskunftsperson für Fragebogen: Leitende Position Controlling |
| 2.27) | antwpers3 | main respondent of questionnaire: leading posit. in human resource management | Hauptauskunftsperson für Fragebogen: Leitende Position Personalwesen |
| 2.28) | antwpers4 | main respondent of questionnaire: management | Hauptauskunftsperson für Fragebogen: Management |
| 2.29) | antwpers5 | main respondent of questionnaire: employee in R&D | Hauptauskunftsperson für Fragebogen: Mitarbeiter R&D |
| 2.30) | antwpers6 | main respondent of questionnaire: employee in controlling | Hauptauskunftsperson für Fragebogen: Mitarbeiter Controlling |
| 2.31) | antwpers7 | main respondent of questionnaire: employee in human resource management | Hauptauskunftsperson für Fragebogen: Mitarbeiter Personalwesen |
| 2.32) | antwpers8 | main respondent of questionnaire: other position | Hauptauskunftsperson für Fragebogen: sonstige Position |
| 2.33) | empro | number of employees (from KT) | Im Unternehmen beschäftigte Personen (aus KT übertragen) |
| 2.34) | empro2 | number of employees in production (from KT) | Produktionsbeschäftigte für XY (aus KT übertragen) |
| 2.35) | degrac | share of employees with academic degree | Anteil der Beschäftigten mit Hochschulabschluss |
| 2.36) | aku1 | characterisation of company: independent | Our company is: selbstständig |
| 2.37) | aku2 | characterisation of company: part of a group | Our company is: part of a company group |
| 2.38) | aku3 | characterisation of company: parent company | Unser Unternehmens ist: Mutterunternehmen |
| 2.39) | aku4 | characterisation of company: subsidiary | Unser Unternehmens ist: Tochterunternehmen |
| 2.40) | aku5 | characterisation of company: affiliated | Unser Unternehmens ist: Schwesterunternehmen |

3. Innovationen

3.1 Innovation activities in the year under review

3.1.1 No innovation activities

| No. | Name | Label | German description |
|----------|----------|---------------------------------------|---|
| 3.1.1.1) | no_inno1 | no innovations, because not necessary | Keine Innovationen, weil nicht erforderlich |
| 3.1.1.2) | no_inno2 | no innovations, due to obstacles | Keine Innovationen, aufgrund von Hemmnissen |

3.1.2 Product innovations

| No. | Name | Label | German description |
|-----------|---------|--|---|
| 3.1.2.1) | pdin1 | product innovations introduced | Produktinnovationen eingeführt |
| 3.1.2.2) | pdin1a1 | product innovations introduced (retaining production technology) | Produktinnovationen eingeführt unter Beibehaltung der Produktionstechnik |
| 3.1.2.3) | pdin1a2 | number of introduced product innovations (retaining production technology) | Anzahl der neuen Produkte, eingeführt unter Beibehaltung der Produktionstechnik |
| 3.1.2.4) | pdin1b1 | product innovations introduced (altering production technology) | Produktinnovationen eingeführt unter Änderung der Produktionstechnik |
| 3.1.2.5) | pdin1b2 | number of introduced product innovations (altering production technology) | Anzahl der neuen Produkte, eingeführt unter Änderung der Produktionstechnik |
| 3.1.2.6) | pdin2 | product innovations started | Produktinnovationen begonnen bzw. noch nicht abgeschlossen |
| 3.1.2.7) | pdin2a | product innovations started (retaining production technology) | Produktinnovationen begonnen unter Beibehaltung der Produktionstechnik |
| 3.1.2.8) | pdin2b | product innovations started (altering production technology) | Produktinnovationen begonnen unter Änderung der Produktionstechnik |
| 3.1.2.9) | pdin3 | product innovations cancelled | Produktinnovationen abgebrochen |
| 3.1.2.10) | pdin3a | product innovations cancelled (retaining production technology) | Produktinnovationen abgebrochen unter Beibehaltung der Produktionstechnik |
| 3.1.2.11) | pdin3b | product innovations cancelled (altering production technology) | Produktinnovationen abgebrochen unter Änderung der Produktionstechnik |
| 3.1.2.12) | pdin4e | ext. research required for product innovations | Eingeführte Innovationen erforderten externe Forschung |

| | | | |
|-----------|-----------|--|--|
| 3.1.2.13) | pdin4ea | ext. research required for product innovations (retaining prod. technology) | Eingeführte Innovationen erforderten ext. Forschung - unter Beibehaltung der Produktionstechnik |
| 3.1.2.14) | pdin4eb | ext. research required for product innovations (altering prod. technology) | Eingeführte Innovationen erforderten ext. Forschung - unter Änderung der Produktionstechnik |
| 3.1.2.15) | pdin4i | int. research required for product innovations | Eingeführte Innovationen erforderten interne Forschung |
| 3.1.2.16) | pdin4ia | int. research required for product innovations (retaining prod. technology) | Eingeführte Innovationen erforderten int. Forschung - unter Beibehaltung der Produktionstechnik |
| 3.1.2.17) | pdin4ib | int. research required for product innovations (altering prod. technology) | Eingeführte Innovationen erforderten int. Forschung - unter Änderung der Produktionstechnik |
| 3.1.2.18) | pdin5e | ext. experimental dev. required for product innovations | Eingeführte Innovationen erforderten externe experimentelle Entwicklung |
| 3.1.2.19) | pdin5ea | ext. experimental dev. required for product inno. (retaining prod. technology) | Eingeführte Innovationen erforderten ext. experimentelle Entwicklung - unter Beibehaltung der Produktionstechnik |
| 3.1.2.20) | pdin5eb | ext. experimental dev. required for product inno. (altering prod. technology) | Eingeführte Innovationen erforderten ext. experimentelle Entwicklung - unter Änderung der Produktionstechnik |
| 3.1.2.21) | pdin5i | int. experimental dev. required for product innovations | Eingeführte Innovationen erforderten interne experimentelle Entwicklung |
| 3.1.2.22) | pdin5ia | int. experimental dev. required for product innovations (retaining prod. tech.) | Eingeführte Innovationen erforderten int. experimentelle Entwicklung - unter Beibehaltung der Produktionstechnik |
| 3.1.2.23) | pdin5ib | int. experimental dev. required for product inno. (altering prod. technology) | Eingeführte Innovationen erforderten int. experimentelle Entwicklung - unter Änderung der Produktionstechnik |
| 3.1.2.24) | pdin6e | ext. construction required for product innovation | Eingeführte Innovationen erforderten externe Konstruktion |
| 3.1.2.25) | pdin6ea | ext. construction required for product innovations (retaining prod. technology) | Eingeführte Innovationen erforderten ext. Konstruktion - unter Beibehaltung der Produktionstechnik |
| 3.1.2.26) | pdin6eb | ext. construction required for product innovations (altering prod. technology) | Eingeführte Innovationen erforderten ext. Konstruktion - unter Änderung der Produktionstechnik |
| 3.1.2.27) | pdin6i | int. construction required for innovations | Eingeführte Innovationen erforderten interne Konstruktion |
| 3.1.2.28) | pdin6ia | int. construction required for product innovations (retaining prod. technology) | e Innovationen erforderten int. Konstruktion - unter Beibehaltung der Produktionstechnik |
| 3.1.2.29) | pdin6ib | int. construction required for product innovations (altering prod. technology) | Eingeführte Innovationen erforderten int. Konstruktion - unter Änderung der Produktionstechnik |
| 3.1.2.30) | pdin7e | ext. product design required for product inno. | Eingeführte Innovationen erforderten externes Produktdesign |
| 3.1.2.31) | pdin7ea | ext. product design required for product inno. (retaining prod. technology) | Eingeführte Innovationen erforderten ext. Produktdesign - unter Beibehaltung der Produktionstechnik |
| 3.1.2.32) | pdin7eb | ext. product design required for product inno. (altering prod. technology) | Eingeführte Innovationen erforderten ext. Produktdesign - unter Änderung der Produktionstechnik |
| 3.1.2.33) | pdin7i | int. product design required for product inno. | Eingeführte Innovationen erforderten internes Produktdesign |
| 3.1.2.34) | pdin7ia | int. product design required for product inno. (retaining prod. technology) | Eingeführte Innovationen erforderten int. Produktdesign - unter Beibehaltung der Produktionstechnik |
| 3.1.2.35) | pdin7ib | int. product design required for product inno. (altering prod. technology) | Eingeführte Innovationen erforderten int. Produktdesign - unter Änderung der Produktionstechnik |
| 3.1.2.36) | pdin6_7ea | ext. construction & design required for product inno. (retaining prod. tech.) | Eingeführte Innovationen erforderten ext. Produktdesign & Konstruktion - unter Beibehaltung der Produktionstechnik |
| 3.1.2.37) | pdin6_7eb | ext. construction & design required for product innovations (altering production technology) | Eingeführte Innovationen erforderten ext. Produktdesign & Konstruktion - unter Änderung der Produktionstechnik |
| 3.1.2.38) | pdin6_7ia | int. construction & design required for product inno. (retaining prod. tech.) | Eingeführte Innovationen erforderten int. Produktdesign & Konstruktion - unter Beibehaltung der Produktionstechnik |
| 3.1.2.39) | pdin6_7ib | int. construction & design required for product inno. (altering prod. tech.) | Eingeführte Innovationen erforderten int. Produktdesign & Konstruktion - unter Änderung der Produktionstechnik |
| 3.1.2.40) | pdin8 | licence obtained for product innovations | Lizenznahme erfolgt bei Innovationsprojekten |
| 3.1.2.41) | pdin8a | licence obtained for product innovations (retaining prod. technology) | Lizenznahme erfolgt bei Innovationsprojekten - unter Beibehaltung der Produktionstechnik |
| 3.1.2.42) | pdin8b | licence obtained for product innovations (altering prod. technology) | Lizenznahme erfolgt bei Innovationsprojekten - unter Änderung der Produktionstechnik |
| 3.1.2.43) | pdin9 | patent applications during product innovations | Anmeldung eigener Patente erfolgt bei Innovationsprojekten |
| 3.1.2.44) | pdin9a | patent applications during product innovations (retaining prod. technology) | Anmeldung eigener Patente erfolgt bei Innovationsprojekten - unter Beibehaltung der Produktionstechnik |
| 3.1.2.45) | pdin9b | patent applications during product innovations (altering prod. technology) | Anmeldung eigener Patente erfolgt bei Innovationsprojekten - unter Änderung der Produktionstechnik |
| 3.1.2.46) | pdin10 | registering of designs for product innovations | Eintragung von Gebrauchsmustern erfolgt bei Innovationsprojekten |
| 3.1.2.47) | pdin10a | registering of designs for product innovations (retaining prod. technology) | Eintragung von Gebrauchsmustern erfolgt bei Innovationsprojekten - unter Beibehaltung der Produktionstechnik |
| 3.1.2.48) | pdin10b | registering of designs for product innovations (altering prod. Technology) | Eintragung von Gebrauchsmustern erfolgt bei Innovationsprojekten - unter Änderung der Produktionstechnik |

3.1.3 Process innovations

| No. | Name | Label | German description |
|-----------|--------|--|---|
| 3.1.3.1) | pzin1 | process innovations introduced | Prozessinnovationen eingeführt |
| 3.1.3.2) | pzin1a | process innovations introduced in production (retaining product portfolio) | Prozessinnovationen eingeführt in Produktion unter Beibehaltung des Produktprogramms |
| 3.1.3.3) | pzin1b | process innovations introduced in administration | Prozessinnovationen eingeführt in Büro and Verwaltung |
| 3.1.3.4) | pzin2 | process innovations started | Prozessinnovationen begonnen bzw. noch nicht abgeschlossen |
| 3.1.3.5) | pzin2a | process innovations started in production (retaining product portfolio) | Prozessinnovationen begonnen in Produktion unter Beibehaltung des Produktprogramms |
| 3.1.3.6) | pzin2b | process innovations started in administration | Prozessinnovationen begonnen in Büro and Verwaltung |
| 3.1.3.7) | pzin3 | process innovations cancelled | Prozessinnovationen abgebrochen |
| 3.1.3.8) | pzin3a | process innovations cancelled in production (retaining product portfolio) | Prozessinnovationen abgebrochen in Produktion unter Beibehaltung des Produktprogramms |
| 3.1.3.9) | pzin3b | process innovations cancelled in administration | Prozessinnovationen abgebrochen in Büro and Verwaltung |
| 3.1.3.10) | pzin4e | ext. research required for process innovations | Externe Forschung erfordert für Prozessinnovationen |
| 3.1.3.11) | pzin4i | int. research required for process innovations | Interne Forschung erfordert für Prozessinnovationen |
| 3.1.3.12) | pzin5e | ext. experimental dev. required for process innovations | Externe experimentelle Entwicklung erfordert für Prozessinnovationen |
| 3.1.3.13) | pzin5i | int. experimental dev. required for process innovations | Interne experimentelle Entwicklung erfordert für Prozessinnovationen |
| 3.1.3.14) | pzin6e | ext. construction required for process innovations | Externe Konstruktion erfordert für Prozessinnovationen |
| 3.1.3.15) | pzin6i | int. construction required for process innovations | Interne Konstruktion erfordert für Prozessinnovationen |
| 3.1.3.16) | pzin8 | licence obtained for process innovations | Lizenznahme erfolgt während Prozessinnovationen |
| 3.1.3.17) | pzin9 | patent applications during process innovations | Anmeldung eigener Patente erfolgt während Prozessinnovation |
| 3.1.3.18) | pzin10 | registering of designs for process innovations | Eintragung von Gebrauchsmustern erfolgt während Prozessinnovation |

3.2 Goals of innovations

3.2.1 Product innovations

| No. | Name | Label | German description |
|-----------|---------|---|---|
| 3.2.1.1) | ziel1 | dev. of successive products for discontinued ones | Schaffung von Nachfolgeprodukten für auslaufende Produkte als Ziel |
| 3.2.1.2) | ziel2 | expansion of the product range within the main product line | Ausweitung der Produktpalette innerh. Erzeugnissschwerpunkt als Ziel |
| 3.2.1.3) | ziel3 | expansion of the product range beyond the main product line | Ausweitung der Produktpalette ausserh. Erzeugnissschwerpunkt als Ziel |
| 3.2.1.4) | ziel4 | maintenance of the market share | Erhaltung des Marktanteils als Ziel |
| 3.2.1.5) | ziel14 | increasing the market share | Erhöhung des Marktanteils als Ziel |
| 3.2.1.6) | ziel5 | entering new international markets | Erschließung neuer Märkte in intern. Hinsicht als Ziel |
| 3.2.1.7) | ziel5_1 | entering new national markets | Erschließung neuer nationaler Märkte als Ziel |
| 3.2.1.8) | ziel5_2 | entering new markets within the EC | Erschließung neuer Märkte innerhalb der EG als Ziel |
| 3.2.1.9) | ziel5_3 | entering new markets in North America | Erschließung neuer Märkte in Nordamerika als Ziel |
| 3.2.1.10) | ziel5_4 | entering new markets in Japan | Erschließung neuer Märkte in Japan als Ziel |
| 3.2.1.11) | ziel5_5 | entering new markets in other countries | Erschließung neuer Märkte in anderen Ländern als Ziel |
| 3.2.1.12) | ziel6 | entering new markets with respect to new target groups | Erschließung neuer Märkte: neue Zielgruppen als Ziel |

3.2.2 Process innovations

| No. | Name | Label | German description |
|-----------|--------|--|---|
| 3.2.2.1) | ziel7 | increasing flexibility of production | Steigerung der Flexibilität der Produktion als Ziel |
| 3.2.2.2) | ziel8 | reduction of wage costs | Verringerung des Lohnkostenanteils als Ziel |
| 3.2.2.3) | ziel9 | reduction in material consumption | Senkung des Materialverbrauchs als Ziel |
| 3.2.2.4) | ziel10 | reduction in energy consumption | Senkung des Energieverbrauchs als Ziel |
| 3.2.2.5) | ziel11 | reduction in waste production | Verminderung des Ausschusses als Ziel |
| 3.2.2.6) | ziel12 | improvement of working conditions | Verbesserung der Arbeitsbedingungen als Ziel |
| 3.2.2.7) | ziel13 | reduction in environmental pollution | Verminderung von Umweltbelastungen als Ziel |
| 3.2.2.8) | ziel15 | reduction in product development costs | Senkung der Produktentwicklungskosten als Ziel |
| 3.2.2.9) | ziel16 | reduction of turnaround times | Verkürzung der Durchlaufzeiten |
| 3.2.2.10) | ziel17 | improvement in product quality | Verbesserung der Produktqualität als Ziel |

3.3 Innovation expenditures

3.3.1 Product innovations

| No. | Name | Label | German description |
|----------|-------|--|---|
| 3.3.1.1) | awpd | share of product inno. in total innovation expenditure | Anteil der Produktinnovationen an gesamten Innovationsaufwendungen |
| 3.3.1.2) | awpda | share of product inno. (retaining prod. technology) in total inno. Expenditure | Anteil der Produktinnovationen - unter Beibehaltung der Produktionstechnik- an gesamten Innovationsaufwendungen |
| 3.3.1.3) | awpdb | share of product inno. (altering prod. technology) in total inno. Expenditure | Anteil der Produktinnovationen - unter Änderung der Produktionstechnik- an gesamten Innovationsaufwendungen |

3.3.2 Process innovations

| No. | Name | Label | German description |
|----------|-------|---|--|
| 3.3.2.1) | awpz | share of process innovations in total innovation expenditure | Anteil der Prozessinnovationen an gesamten Innovationsaufwendungen |
| 3.3.2.2) | awpza | share of expendit. for process innovations with same technology | Anteil Prozessinnovationen in Produktion - unter Beibehaltung des Produktprogramms - an gesamten Innovationsaufwendungen |
| 3.3.2.3) | awpzb | share of innov. expenditures in: process innov. administration | Anteil Prozessinnovationen in Büro and Verwaltung an gesamten Innovationsaufwendungen |

3.3.3 Composition of innovation expenditures

| No. | Name | Label | German description |
|-----------|---------|---|--|
| 3.3.3.1) | aw1 | share of research in total innovation expenditures | Anteil der Forschung an Innovationsaufwendungen |
| 3.3.3.2) | aw2 | share of experimental dev. in total innovation expenditures | Anteil der experimentellen Entwicklung an Innovationsaufwendungen |
| 3.3.3.3) | aw1_2_1 | share of int. research & experimental dev. in total innovation expenditures | Anteil der internen Forschung and experimentellen Entwicklung an Innovationsaufwendungen |
| 3.3.3.4) | aw1_2_2 | share of ext. research & experimental dev. in total innovation expenditures | Anteil der externen Forschung and experimentellen Entwicklung an Innovationsaufwendungen |
| 3.3.3.5) | aw3 | share of construction in total innovation expenditures | Anteil der Konstruktion an Innovationsaufwendungen |
| 3.3.3.6) | aw4 | share of product design in total innovation expenditures | Anteil des Produktdesigns an Innovationsaufwendungen |
| 3.3.3.7) | aw3_4 | share of construction & product design in total innovation expenditures | Anteil von Konstruktion & Design an Innovationsaufwendungen |
| 3.3.3.8) | aw5 | share of patents, licences, registered designs in total innovation expenditures | Anteil von Patenten, Gebrauchsmustern, Lizenzen an Innovationsaufwendungen |
| 3.3.3.9) | aw6 | share of investment expenditure for prod. preparation in total inno. Expenditures | Anteil der Investitionsaufwendungen zur Produktionsvorbereitung für Produktinnovation an Innovationsaufwendungen |
| 3.3.3.10) | aw7 | share of other expend. for prod. preparation in total inno. Expenditures | Anteil der sonstigen Aufwendungen zur Produktionsvorbereitung für Produktinnovation an Innovationsaufwendungen |
| 3.3.3.11) | aw8 | share of distribution preparation in total innovation expenditures | Anteil der Absatzvorbereitung an Innovationsaufwendungen |
| 3.3.3.12) | aw9 | share of process innovations in production in total innovation expenditure | Anteil der Prozessinnovation für die Produktion an Innovationsaufwendungen |
| 3.3.3.13) | aw10 | share of process inno. in admin. in total inno. expend. (incl. rationalisation) | Anteil der Prozessinnovation in Büro and Verwaltung |
| 3.3.3.14) | aw9_10 | share of process inno. in prod. & administration in total inno. expenditure | Anteil der Prozessinnovation in Produktion and Verwaltung an Innovationsaufwendungen |

3.3.4 Total innovation expenditures

| No. | Name | Label | German description |
|----------|------|--|--|
| 3.3.4.1) | awb1 | total innovation expenditures with regard to product line | Innovationsaufwendungen für o.g. Erzeugnisbereich |
| 3.3.4.2) | awb2 | share of total innovation expenditures in total revenue | Innovationsaufwendungen in % vom Umsatz des o.g. Erzeugnisbereichs |
| 3.3.4.3) | awb3 | total innovation expenditures of the company | Innovationsaufwendungen für das gesamte Unternehmen |
| 3.3.4.4) | awb4 | share of innovation expenditures in total revenue of the whole company | Innovationsaufwendungen in % vom Gesamtumsatz des Unternehmens |

3.4 Innovation impulses

| No. | Name | Label | German description |
|---------|----------|--|---|
| 3.4.1) | imp1 | impulse for innovation by R&D (internal) | Innovationsimpulse durch Forschung and Entwicklung (intern) |
| 3.4.2) | imp2 | impulse for innovation by production & materials logistics (internal) | Innovationsimpulse durch Produktion & Materialwirtschaft (intern) |
| 3.4.3) | imp3 | impulse for innovation by marketing & product support (internal) | Innovationsimpulse durch Marketing & Produktbetreuung (intern) |
| 3.4.4) | imp4 | impulse for innovation by company suggestion system (internal) | Innovationsimpulse durch betriebliches Vorschlagswesen (intern) |
| 3.4.5) | imp5 | impulse for innovation by company management (internal) | Innovationsimpulse durch Firmenleitung (intern) |
| 3.4.6) | imp6 | impulse for innovation by joint company (external) | Innovationsimpulse durch verbundenes Unternehmen (extern) |
| 3.4.7) | imp7 | impulse for innovation by competitors (external) | Innovationsimpulse durch Konkurrenz (extern) |
| 3.4.8) | imp8 | impulse for innovation by suppliers (external) | Innovationsimpulse durch Lieferanten (extern) |
| 3.4.9) | imp9 | impulse for innovation by customers (external) | Innovationsimpulse durch Kunden (extern) |
| 3.4.10) | imp10 | impulse for innovation by specialist literature (external) | Innovationsimpulse durch Fachliteratur (extern) |
| 3.4.11) | imp11 | impulse for innovation by sciences (external) | Innovationsimpulse durch Wissenschaftsbereich (extern) |
| 3.4.12) | imp12 | impulse for innovation by technology transfer centers (external) | Innovationsimpulse durch Technologietransferstellen (extern) |
| 3.4.13) | imp13 | impulse for innovation by patent specifications (external) | Innovationsimpulse durch Patentschriften (extern) |
| 3.4.14) | imp10_13 | impulse for inno. by specialist literature & patent specifications(external) | Innovationsimpulse durch Fachliteratur & Patentschriften (extern) |
| 3.4.15) | imp14 | impulse for innovation by exhibitions (external) | Innovationsimpulse durch Messen, Kongresse etc. (extern) |

| | | | |
|---------|-------|---|---|
| 3.4.16) | imp15 | impulse for innovation by legislation (external) | Innovationsimpulse durch Gesetzgebung (extern) |
| 3.4.17) | imp16 | impulse for innovation by national R&D support programme (external) | Innovationsimpulse durch staatliche R&D-Förderprogramme (extern) |
| 3.4.18) | imp17 | impulse for innovation by intermediate producers (external) | Innovationsimpulse durch VorproduktHersteller (extern) |
| 3.4.19) | imp18 | impulse for innovation by producer of investment goods (external) | Innovationsimpulse durch Investitionsgüterhersteller (extern) |
| 3.4.20) | imp19 | impulse for innovation by specialist congress (external) | Innovationsimpulse durch Fachkongress (extern) |
| 3.4.21) | imp20 | impulse for innovation by public research institutes (external) | Innovationsimpulse durch öffentliche Forschungsinstitute (extern) |
| 3.4.22) | imp21 | impulse for innovation by private research institutes (external) | Innovationsimpulse durch private Forschungsinstitute (extern) |
| 3.4.23) | imp22 | impulse for innovation by universities (external) | Innovationsimpulse durch Hochschulen (extern) |
| 3.4.24) | imp23 | impulse for innovation by executive consultant (external) | Innovationsimpulse durch Unternehmensberater (extern) |

3.5 Obstacles to innovations

Economic factors

| No. | Name | Label | German description |
|--------|--------|---|--|
| 3.5.1) | hemm1 | obstacles to inno. due to: lacking equity capital | Innovationshemmnisse durch fehlendes Eigenkapital |
| 3.5.2) | hemm2 | obstacles to inno. due to: lacking external finance | Innovationshemmnisse durch fehlendes Fremdkapital |
| 3.5.3) | hemm3 | obstacles to inno. due to: too high innovation expenditures | Innovationshemmnisse durch zu hohen Aufwand |
| 3.5.4) | hemm4 | obstacles to inno. due to: too long payback period | Innovationshemmnisse durch zu lange Amortisationsdauer |
| 3.5.5) | hemm5 | obstacles to inno. due to: easy copying of new product | Innovationshemmnisse, da neues Produkt zu leicht kopierbar |
| 3.5.6) | hemm22 | obstacles to inno. due to: uncertain market dev. | Innovationshemmnisse, da Marktentwicklung zu unsicher |

Innovation potential

| No. | Name | Label | German description |
|---------|--------|---|--|
| 3.5.7) | hemm6 | obstacles to inno. due to: low innovation willingness of employees | Innovationshemmnisse durch zu geringe Innovationsbereitschaft der Mitarbeiter |
| 3.5.8) | hemm7 | obstacles to inno. due to: low innovation willingness of the works council | Innovationshemmnisse durch zu geringe Innovationsbereitschaft des Betriebsrats |
| 3.5.9) | hemm8 | obstacles to inno. due to: low innovation willingness of the management | Innovationshemmnisse durch zu geringe Innovationsbereitschaft der Führungskräfte |
| 3.5.10) | hemm9 | obstacles to inno. due to: organisational problems | Innovationshemmnisse durch Organisationsprobleme |
| 3.5.11) | hemm10 | obstacles to inno. due to: lack of qualified R&D staff | Innovationshemmnisse durch Mangel an Fachpersonal im R&D-Bereich |
| 3.5.12) | hemm11 | obstacles to inno. due to: lack of qualified production staff | Innovationshemmnisse durch Mangel an Fachpersonal in der Produktion |
| 3.5.13) | hemm12 | obstacles to inno. due to: lack of qualified sales staff | Innovationshemmnisse durch Mangel an Fachpersonal im Absatz |
| 3.5.14) | hemm13 | obstacles to inno. due to: lack of cooperation with other companies | Innovationshemmnisse durch unzureichende Kooperationsmöglichkeiten mit anderen Unternehmen |
| 3.5.15) | hemm14 | obstacles to inno. due to: lack in coop. willingness of customers and suppliers | Innovationshemmnisse durch mangelnde Kooperationsbereitschaft bei Lieferanten bzw. Kunden |
| 3.5.16) | hemm15 | obstacles to inno. due to: fully dev. Technology | Innovationshemmnisse durch ausgereiften Stand der Technik |
| 3.5.17) | hemm16 | obstacles to inno. due to: lack of information on ext. know-how | Innovationshemmnisse durch fehlende Informationen über extern vorhandenes Know-How |
| 3.5.18) | hemm17 | obstacles to inno. due to: difficulties in know-how supply | Innovationshemmnisse durch Schwierigkeiten bei der Beschaffung von externem Know-How |
| 3.5.19) | hemm18 | obstacles to inno. due to: difficulties in implementation of know-how | Innovationshemmnisse durch Umsetzungsprobleme von technischem Know-How |
| 3.5.20) | hemm23 | obstacles to inno. due to: rationalisation protection agreement | Innovationshemmnisse durch Rationalisierungsschutzabkommen |
| 3.5.21) | hemm24 | obstacles to inno. due to: regulation, standardisation | Innovationshemmnisse durch Normung, Regulierung, Standards |
| 3.5.22) | hemm25 | obstacles to inno. due to: lack of cooperation with scientific institutes | Innovationshemmnisse durch unzureichende Kooperationsmöglichkeiten mit wissenschaftlichen Instituten |

other factors

| No. | Name | Label | German description |
|---------|--------|--|--|
| 3.5.23) | hemm19 | obstacles to inno. due to: restrictive legislation | Innovationshemmnisse durch zu restriktive Gesetzgebung |
| 3.5.24) | hemm20 | obstacles to inno. due to: long administration process | Innovationshemmnisse durch zu lange Verwaltungsverfahren |
| 3.5.25) | hemm21 | obstacles to inno. due to: problems of customer acceptance | Innovationshemmnisse durch Akzeptanzprobleme bei Kunden |

3.6 Main focus of innovations

Product innovations

| No. | Name | Label | German description |
|--------|------|--|--|
| 3.6.1) | ts1 | main focus of realised innovations: new materials | Schwerpunkt der eingeführten Innovationen: neue Materialien |
| 3.6.2) | ts2 | main focus of future innovations: new materials | Schwerpunkt der zukünftigen Innovationen: neue Materialien |
| 3.6.3) | ts3 | main focus of realised innovations: pre-products | Schwerpunkt der eingeführten Innovationen: neue Vorprodukte |
| 3.6.4) | ts4 | main focus of future innovations: pre-products | Schwerpunkt der zukünftigen Innovationen: neue Vorprodukte |
| 3.6.5) | ts5 | main focus of realised innovations: new functional solutions | Schwerpunkt der eingeführten Innovationen: neue Funktionslösungen |
| 3.6.6) | ts6 | main focus of future innovations: new functional solutions | Schwerpunkt der zukünftigen Innovationen: neue Funktionslösungen |
| 3.6.7) | ts7 | main focus of realised innovations: basically new products | Schwerpunkt der eingeführten Innovationen: grundlegend neue Produkte |
| 3.6.8) | ts8 | main focus of future innovations: basically new products | Schwerpunkt der zukünftigen Innovationen: grundlegend neue Produkte |

Process innovations in production

| No. | Name | Label | German description |
|---------|------|---|---|
| 3.6.9) | ts9 | main focus of realised innovations: new prod./processing technology | Schwerpunkt der eingeführten Innovationen: neue Fertigungs- oder Verfahrenstechniken |
| 3.6.10) | ts10 | main focus of future innovations: new prod./processing techn. | Schwerpunkt der zukünftigen Innovationen: neue Fertigungs- oder Verfahrenstechniken |
| 3.6.11) | ts11 | main focus of realised innovations: further automation | Schwerpunkt der eingeführten Innovationen: weitere Automatisierung |
| 3.6.12) | ts12 | main focus of future innovations: further automation | Schwerpunkt der zukünftigen Innovationen: weitere Automatisierung |
| 3.6.13) | ts13 | main focus of realised innovations: new organisation structures | Schwerpunkt der eingeführten Innovationen: neue technisch-organisatorische Strukturen |
| 3.6.14) | ts14 | main focus of future innovations: new organisation structures | Schwerpunkt der zukünftigen Innovationen: neue technisch-organisatorische Strukturen |

Process innovations in administration

| No. | Name | Label | German description |
|-----|------|-------|--------------------|
|-----|------|-------|--------------------|

| | | | |
|---------|------|--|--|
| 3.6.15) | ts15 | main focus of realised innovations: data processing | Schwerpunkt der eingeführten Innovationen: Datenverarbeitung |
| 3.6.16) | ts16 | main focus of future innovations: data processing | Schwerpunkt der zukünftigen Innovationen: Datenverarbeitung |
| 3.6.17) | ts17 | main focus of realised innovations: text processing | Schwerpunkt der eingeführten Innovationen: Textverarbeitung |
| 3.6.18) | ts18 | main focus of future innovations: text processing | Schwerpunkt der zukünftigen Innovationen: Textverarbeitung |
| 3.6.19) | ts19 | main focus of realised innovations: inform. and communication technology | Schwerpunkt der eingeführten Innovationen: Kommunikationstechnik |
| 3.6.20) | ts20 | main focus of future innovations: inform. and communication techn. | Schwerpunkt der zukünftigen Innovationen: Kommunikationstechnik |

3.7 Patent system

| No. | Name | Label | German description |
|---------|-------|--|---|
| 3.7.1) | ptw1 | growing patent protection due to changed importance of patents | Unternehmen hat Innovationsprojekte zunehmend durch Patente geschützt |
| 3.7.2) | ptw2 | patent protection unchanged due to changed importance of patents | Patentschutz für Innovationsprojekte war gleichbleibend |
| 3.7.3) | ptw3 | falling patent protection due to changed importance of patents | Patentschutz für Innovationsprojekte hat abgenommen |
| 3.7.4) | ptw4 | no patent protection due to changed importance of patents | Unternehmen hat Innovationsprojekte gar nicht durch Patente geschützt |
| 3.7.5) | ptw5 | importance of patents changed: strong increase of protection effect | Bedeutung des Patents hinsichtlich des Schutzeffekts hat stark zugenommen |
| 3.7.6) | ptw6 | importance of patents changed: little increase of protection effect | Bedeutung des Patents hinsichtlich des Schutzeffekts hat etwas zugenommen |
| 3.7.7) | ptw7 | importance of patents changed: unchanged protection effect | Bedeutung des Patents hinsichtlich des Schutzeffekts hat sich nicht verändert |
| 3.7.8) | ptw8 | importance of patents changed: little decrease of protection effect | Bedeutung des Patents hinsichtlich des Schutzeffekts hat etwas abgenommen |
| 3.7.9) | ptw9 | importance of patents changed: strong decrease of protection effect | Bedeutung des Patents hinsichtlich des Schutzeffekts hat stark abgenommen |
| 3.7.10) | ptw10 | importance of patents changed: strong increase of information effect | Bedeutung des Patents hinsichtlich des Informationseffekts hat stark zugenommen |
| 3.7.11) | ptw11 | importance of patents changed: little increase of information effect | Bedeutung des Patents hinsichtlich des Informationseffekts hat etwas zugenommen |
| 3.7.12) | ptw12 | importance of patents changed: unchanged information effect | Bedeutung des Patents hinsichtlich des Informationseffekts hat sich nicht verändert |
| 3.7.13) | ptw13 | importance of patents changed: little decrease of information effect | Bedeutung des Patents hinsichtlich des Informationseffekts hat etwas abgenommen |
| 3.7.14) | ptw14 | importance of patents changed: strong decrease of information effect | Bedeutung des Patents hinsichtlich des Informationseffekts hat stark abgenommen |
| 3.7.15) | ptw15 | importance of patents changed: possible to keep invention secret | Veränderte Bedeutung des Patents, da Geheimhaltung der Erfindung möglich |
| 3.7.16) | ptw16 | importance of patents changed: low amount of invention | Veränderte Bedeutung des Patents, da notwendige Erfindungshöhe nicht vorhanden |

3.8 Product life cycle

| No. | Name | Label | German description |
|---------|----------|---|---|
| 3.8.1) | plzyk1_1 | period between product idea and market launch in years | Dauer der Phasen zwischen Produktidee und Markteinführung in Jahren |
| 3.8.2) | plzyk1_2 | period between product idea and market launch in months | Dauer der Phasen zwischen Produktidee und Markteinführung in Monaten |
| 3.8.3) | plzyk2_1 | period between market launch and product improvement/abandoning in years | Dauer der Phasen zwischen Markteinführung und Verbesserung bzw. Aufgabe des Produkts in Jahren |
| 3.8.4) | plzyk2_2 | period between market launch and product improvement/abandoning in months | Dauer der Phasen zwischen Markteinführung und Verbesserung bzw. Aufgabe des Produkts in Monaten |
| 3.8.5) | plzyk3 | phase between product idea and market launch shortened | Verringerte Dauer der Phasen zwischen Produktidee und Markteinführung |
| 3.8.6) | plzyk4 | phase between product idea and market launch unchanged | Unveränderte Dauer der Phasen zwischen Produktidee und Markteinführung |
| 3.8.7) | plzyk5 | phase between product idea and market launch longer | Verlängerte Dauer der Phasen zwischen Produktidee und Markteinführung |
| 3.8.8) | plzyk6 | phase betw. market launch and product improv./abandoning: shortened | Verringerte Dauer der Phasen zwischen Markteinführung und Verbesserung bzw. Aufgabe des Produkts |
| 3.8.9) | plzyk7 | phase betw. market launch and product improv./abandoning: unchanged | Unveränderte Dauer der Phasen zwischen Markteinführung und Verbesserung bzw. Aufgabe des Produkts |
| 3.8.10) | plzyk8 | phase betw. market launch and product improv./abandoning: longer | Verlängerte Dauer der Phasen zwischen Markteinführung und Verbesserung bzw. Aufgabe des Produkts |
| 3.8.11) | plzyk9 | reason for change of plzyk1_1 phase: technological progress | Technologische Fortschritte als Ursache für Veränderung in plzyk1_1 |
| 3.8.12) | plzyk10 | reason for change of plzyk1_1 phase: changed behaviour of consumers | Verhaltensänderung der Nachfrager als Ursache für Veränderung in plzyk1_1 |
| 3.8.13) | plzyk11 | reason for change of plzyk1_1 phase: domestic competition | Inländische Konkurrenz als Ursache für Veränderung in plzyk1_1 |
| 3.8.14) | plzyk12 | reason for change of plzyk1_1 phase: foreign competition | Ausländische Konkurrenz als Ursache für Veränderung in plzyk1_1 |
| 3.8.15) | plzyk13 | reason for change of plzyk1_1 phase: legal regulations | Gesetzliche Vorschriften als Ursache für Veränderung in plzyk1_1 |
| 3.8.16) | plzyk14 | reason for change of plzyk2_1 phase: technological progress | Technologische Fortschritte als Ursache für Veränderung in plzyk2_1 |
| 3.8.17) | plzyk15 | reason for change of plzyk2_1 phase: changed behaviour of consumers | Verhaltensänderung der Nachfrager als Ursache für Veränderung in plzyk2_1 |
| 3.8.18) | plzyk16 | reason for change of plzyk2_1 phase: domestic competition | Inländische Konkurrenz als Ursache für Veränderung in plzyk2_1 |
| 3.8.19) | plzyk17 | reason for change of plzyk2_1 phase: foreign competition | Ausländische Konkurrenz als Ursache für Veränderung in plzyk2_1 |
| 3.8.20) | plzyk18 | reason for change of plzyk2_1 phase: legal regulations | Gesetzliche Vorschriften als Ursache für Veränderung in plzyk2_1 |

3.9 R&D strategies

| No. | Name | Label | German description |
|---------|--------|--|--|
| 3.9.1) | fues1 | R&D realised by internal R&D division | R&D-Arbeiten werden von betriebsinterner R&D-Abteilung durchgeführt |
| 3.9.2) | fues2 | R&D realised by central internal R&D institution, domestic | R&D-Arbeiten werden von zentraler R&D-Einrichtung des Unternehmens im Inland durchgeführt |
| 3.9.3) | fues3 | R&D realised by central internal R&D institution, foreign | R&D-Arbeiten werden von zentraler R&D-Einrichtung des Unternehmens im Ausland durchgeführt |
| 3.9.4) | fues4 | R&D realised by external domestic R&D institution | R&D-Arbeiten werden von externer R&D-Einrichtung im Inland durchgeführt |
| 3.9.5) | fues5 | R&D realised by external foreign R&D institution | R&D-Arbeiten werden von externer R&D-Einrichtung im Ausland durchgeführt |
| 3.9.6) | fues6 | external R&D institutions are: big research institution | Unter externen R&D-Einrichtungen sind Großforschungseinrichtungen |
| 3.9.7) | fues7 | external R&D institutions are: institutes of universities | Unter externen R&D-Einrichtungen sind Universitätsinstitute |
| 3.9.8) | fues8 | external R&D institutions are: institutes of universities of applied science | Unter externen R&D-Einrichtungen sind Fachhochschulinstiute |
| 3.9.9) | fues9 | external R&D institutions are: institutes of the Fraunhofer Gesellschaft | Unter externen R&D-Einrichtungen sind Institute der Fraunhofer-Gesellschaft |
| 3.9.10) | fues10 | external R&D institutions are: other research institutes | Unter externen R&D-Einrichtungen sind andere Forschungsinstitute |
| 3.9.11) | fues11 | external R&D institutions are: foreign research institutes | Unter externen R&D-Einrichtungen sind ausländische Forschungseinrichtungen |
| 3.9.12) | fues12 | no R&D cooperations with other companies | Keine vertragliche R&D-Kooperationen mit anderen Unternehmen |
| 3.9.13) | fues13 | R&D cooperations with other companies | Vertragliche R&D-Kooperationen mit anderen Unternehmen |
| 3.9.14) | fues14 | R&D cooperations with other companies with same range of products | Vertragliche R&D-Kooperationen mit Unternehmen mit gleichem Produktspektrum |
| 3.9.15) | fues15 | R&D cooperations with other companies with different range of products | Vertragliche R&D-Kooperationen mit Unternehmen mit anderem Produktspektrum |

3.10 Innovation risks

| No. | Name | Label | German description |
|---------|----------|--|---|
| 3.10.1) | innrisk1 | current innovation risks due to plagiarism | Innovationserfolg gegenwärtig beeinträchtigt durch fehlenden Design-Schutz |
| 3.10.2) | innrisk2 | current innovation risks due to product liability risks | Innovationserfolg gegenwärtig beeinträchtigt durch Produkthaftungsrisiken |
| 3.10.3) | innrisk3 | no current innovation risks due to plagiarism | Innovationserfolg gegenwärtig nicht beeinträchtigt durch fehlenden Design-Schutz |
| 3.10.4) | innrisk4 | no current innovation risks due to product liability risks | Innovationserfolg gegenwärtig nicht beeinträchtigt durch Produkthaftungsrisiken |
| 3.10.5) | innrisk5 | innovation risks due to plagiarism in the next 5 years | Innovationserfolg in nächsten 5 Jahren beeinträchtigt durch fehlenden Design-Schutz |
| 3.10.6) | innrisk6 | innovation risks due to product liability risks in the next 5 years | Innovationserfolg in nächsten 5 Jahren beeinträchtigt durch Produkthaftungsrisiken |
| 3.10.7) | innrisk7 | no innovation risks due to plagiarism in the next 5 years | Innovationserfolg in nächsten 5 Jahren nicht beeinträchtigt durch fehlenden Design-Schutz |
| 3.10.8) | innrisk8 | no innovation risks due to product liability risks in the next 5 years | Innovationserfolg in nächsten 5 Jahren nicht beeinträchtigt durch Produkthaftungsrisiken |

3.11 Sales structure of product innovations

| No. | Name | Label | German description |
|----------|-----------|---|---|
| 3.11.1) | avp1 | share of new products in total revenue in % | Anteil neuer Produkte am gesamten Umsatz des Erzeugnisbereiches |
| 3.11.2) | avp2 | sales of new products in agriculture and forestry | Absatz von neuen Produkten im Sektor Land- und Forstwirtschaft |
| 3.11.3) | avp3 | sales of new products in fishing sector | Absatz von neuen Produkten im Fischereisektor |
| 3.11.4) | avpproz1 | share of new products sold to agriculture etc. in total sales of new products | Anteil des Absatzes neuer Produkte in den Sektoren Land- und Forstwirtschaft and Fischerei an Gesamtabsatz neuer Produkte |
| 3.11.5) | avp4 | sales of new products in energy sector | Absatz von neuen Produkten im Sektor Energieversorgung |
| 3.11.6) | avp5 | sales of new products in water supply sector | Absatz von neuen Produkten im Sektor Wasserversorgung |
| 3.11.7) | avp6 | sales of new products in mining sector | Absatz von neuen Produkten im Bergbausektor |
| 3.11.8) | avpproz2 | share of new products sold to energy sector etc. in total sales of new products | Anteil des Absatzes neuer Produkte in den Sektoren Energie- und Wasserversorgung and Bergbau an Gesamtabsatz neuer Produkte |
| 3.11.9) | avp7 | sales of new products in chemical industry | Absatz von neuen Produkten im Chemiesektor |
| 3.11.10) | avp8 | sales of new products in oil industry | Absatz von neuen Produkten in Mineralölindustrie |
| 3.11.11) | avp9 | sales of new products in the rubber industry | Absatz von neuen Produkten in Gummiindustrie |
| 3.11.12) | avp10 | sales of new products in plastics industry | Absatz von neuen Produkten in Kunststoffindustrie |
| 3.11.13) | avp11 | sales of new products in glass industry | Absatz von neuen Produkten in Glasindustrie |
| 3.11.14) | avp12 | sales of new products in the ceramics industry | Absatz von neuen Produkten im Sektor Feinkeramik |
| 3.11.15) | avp13 | sales of new products in stone and earth industry | Absatz von neuen Produkten im Sektor Steine und Erden |
| 3.11.16) | avpproz3 | share of new products sold to chemical industry etc. in total sales of new products | Anteil des Absatzes neuer Produkte in den Sektoren Chemie, Feinkeramik und Steine und Erden sowie in Mineralöl-, Gummi-, Kunststoff- und Glasindustrie an Gesamtabsatz neuer Produkte |
| 3.11.17) | avp14 | sales of new products in iron and steel producing industry | Absatz von neuen Produkten in Eisen- und Stahlindustrie |
| 3.11.18) | avp15 | sales of new products in metal production industry | Absatz von neuen Produkten in NE-Metallindustrie |
| 3.11.19) | avp16 | sales of new products in foundry industry | Absatz von neuen Produkten im Gießereisektor |
| 3.11.20) | avp17 | sales of new products in drawing plant sector | Absatz von neuen Produkten im Ziehereisektor |
| 3.11.21) | avpproz4 | share of new products sold to metal production industry in total sales of new products | Anteil des Absatzes neuer Produkte in Eisen- und Stahl- und NE-Metallindustrie sowie in Gießerei- und Ziehereisektoren an Gesamtabsatz neuer Produkte |
| 3.11.22) | avp18 | sales of new products in steel construction industry | Absatz von neuen Produkten im Stahlbausektor |
| 3.11.23) | avp19 | sales of new products in machine building industry | Absatz von neuen Produkten im Maschinenbausektor |
| 3.11.24) | avp20 | sales of new products in vehicle building industry | Absatz von neuen Produkten im Fahrzeugbaubausektor |
| 3.11.25) | avp21 | sales of new products in office and data processing equipment-sector | Absatz von neuen Produkten im Sektor Büromaschinen und ADV-Einrichtungen |
| 3.11.26) | avpproz5 | share of new products sold to steel construction industry etc. in total sales of new products | Anteil des Absatzes neuer Produkte in Sektoren Stahl-, Maschinen- und Fahrzeugbau and Büromaschinen u. ADV-Einrichtungen an Gesamtabsatz neuer Produkte |
| 3.11.27) | avp22 | sales of new products in electrical engineering | Absatz von neuen Produkten im Sektor Elektrotechnik |
| 3.11.28) | avp23 | sales of new products in fine mechanics, optics, watches sector | Absatz von neuen Produkten im Sektor Feinmechanik, Optik, Uhren |
| 3.11.29) | avp24 | sales of new products in iron(sheet)/ metal goods | Absatz von neuen Produkten im Sektor EBM-Waren |
| 3.11.30) | avp25 | sales of new products in instruments, toys, sports equipment, jewelry sector | Absatz von neuen Produkten im Sektor Musikinstrumente, Spielwaren, Sportgeräte, Schmuck |
| 3.11.31) | avpproz6 | share of new products sold to electrical engineering industry etc. in total sales of new products | Anteil des Absatzes neuer Produkte in Sektoren Elektrotechnik, Feinmechanik, Optik, Uhren, EBM-Waren, Musikinstrumente, Spielwaren, Sportgeräte, Schmuck an |
| 3.11.32) | avp26 | sales of new products in the timber industry | Absatz von neuen Produkten in Holzindustrie |
| 3.11.33) | avp27 | sales of new products in paper industry | Absatz von neuen Produkten in Papier- und Pappeindustrie |
| 3.11.34) | avp28 | sales of new products in printing industry | Absatz von neuen Produkten in Druckindustrie |
| 3.11.35) | avpproz7 | share of new products sold to timber industry etc. in total sales of new products | Anteil des Absatzes neuer Produkte in Holz-, Papier- und Pappe- und Druckindustrie an Gesamtabsatz neuer Produkte |
| 3.11.36) | avp29 | sales of new products in leather fabrication industry | Absatz von neuen Produkten in Lederindustrie |
| 3.11.37) | avp30 | sales of new products in the textile industry | Absatz von neuen Produkten in Textilindustrie |
| 3.11.38) | avp31 | sales of new products in the clothing industry | Absatz von neuen Produkten in Bekleidungsindustrie |
| 3.11.39) | avpproz8 | share of new products sold to leather fabrication industry etc. in total sales of new products | Anteil des Absatzes neuer Produkte in Leder-, Textil- und Bekleidungsindustrie an Gesamtabsatz neuer Produkte |
| 3.11.40) | avp32 | sales of new products in food industry | Absatz von neuen Produkten in Nahrungsmittelindustrie |
| 3.11.41) | avp33 | sales of new products in beverage industry | Absatz von neuen Produkten in Getränkeindustrie |
| 3.11.42) | avp34 | sales of new products in tobacco industry | Absatz von neuen Produkten in Tabakindustrie |
| 3.11.43) | avpproz9 | share of new products sold to food industry etc. in total sales of new products | Anteil des Absatzes neuer Produkte in Nahrungsmittel-, Getränke-, and Tabakindustrie an Gesamtabsatz neuer Produkte |
| 3.11.44) | avp35 | sales of new products in building industry | Absatz von neuen Produkten in Bauindustrie |
| 3.11.45) | avpproz10 | share of new products sold to building industry in total sales of new products | Anteil des Absatzes neuer Produkte in Bauindustrie an Gesamtabsatz neuer Produkte |
| 3.11.46) | avp36 | sales of new products in commerce | Absatz von neuen Produkten im Handelssektor |
| 3.11.47) | avp37 | sales of new products in the transport sector | Absatz von neuen Produkten im Verkehrssektor |
| 3.11.48) | avp38 | sales of new products in the mail service sector | Absatz von neuen Produkten im Postsektor |
| 3.11.49) | avpproz11 | share of new products sold to commerce etc. in total sales of new products | Anteil des Absatzes neuer Produkte in Handels-, Verkehrs-, and Postsektoren an Gesamtabsatz neuer Produkte |
| 3.11.50) | avp39 | sales of new products in credit sector | Absatz von neuen Produkten an Kreditinstitute |
| 3.11.51) | avp40 | sales of new products in insurance industry | Absatz von neuen Produkten im Versicherungssektor |
| 3.11.52) | avpproz12 | share of new products sold to credit institutes, insurances in total sales of new products | Anteil des Absatzes neuer Produkte an Kreditinstitute and im Versicherungssektor an Gesamtabsatz neuer Produkte |
| 3.11.53) | avp41 | sales of new products in apartment rental sector | Absatz von neuen Produkten im Wohnungsvermietungssektor |
| 3.11.54) | avp42 | sales of new products in hospitality industry | Absatz von neuen Produkten im Gastgewerbe |
| 3.11.55) | avpproz13 | share of new products sold to apartment rental sector and hospitality industry in total sales of new products | Anteil des Absatzes neuer Produkte im Wohnungsvermietungssektor and im Gastgewerbe an Gesamtabsatz neuer Produkte |
| 3.11.56) | avp43 | sales of new products to science, education, art | Absatz von neuen Produkten im Sektor Wissenschaft, Bildung, Kunst, Verlage |
| 3.11.57) | avpproz14 | share of new products sold to science, education, art in total sales of new products | Anteil des Absatzes neuer Produkte im Sektor Wissenschaft, Bildung, Kunst, Verlage an Gesamtabsatz neuer Produkte |
| 3.11.58) | avp44 | sales of new products to the state | Absatz von neuen Produkten an den Staat |
| 3.11.59) | avpproz15 | share of new products sold to state in total sales of new products | Anteil des Absatzes neuer Produkte an den Staat an Gesamtabsatz neuer Produkte |
| 3.11.60) | avp45 | sales of new products to private households | Absatz von neuen Produkten an private Haushalte |
| 3.11.61) | avpproz16 | share of new products sold to private households in total sales of new products | Anteil des Absatzes neuer Produkte an private Haushalte an Gesamtabsatz neuer Produkte |

3.11.62) avproz17

share of exported new products in total sales of new products Anteil des Absatzes neuer Produkte durch Exporte an Gesamtabatz neuer Produkte

3.12 Innovation strategy and European internal market**Product strategy**

| No. | Name | Label | German description |
|---------|------|---|--|
| 3.12.1) | ieb1 | no changes in product strategy | Keine Änderung in der Produktstrategie |
| 3.12.2) | ieb2 | more standardised products to reduce unit costs | Mehr standardisierte Produkte für Stückkosteneinsparungen erforderlich |
| 3.12.3) | ieb3 | more differentiation within array of products | Höhere Differenzierung des Produktangebots erforderlich |

Production strategy

| No. | Name | Label | German description |
|---------|------|---|--|
| 3.12.4) | ieb4 | no changes in production strategy | Keine Änderung in der Produktionsstrategie |
| 3.12.5) | ieb5 | increase in rationalisation investments | Verstärkte Rationalisierungsinvestitionen erforderlich |
| 3.12.6) | ieb6 | expansion of domestic production capacity | Ausbau inländischer Produktionskapazität |
| 3.12.7) | ieb7 | relocation of production to EC area | Teile der Produktion verlagert in EG-Raum |
| 3.12.8) | ieb8 | relocation of production to other areas | Teile der Produktion verlagert in andere Regionen außerhalb des EG-Raums |
| 3.12.9) | ieb9 | cooperation with other companies from EC | Produktionskooperation mit anderen Unternehmen aus EG-Wirtschaftsraum |

Distribution strategy

| No. | Name | Label | German description |
|----------|-------|---|--|
| 3.12.10) | ieb10 | no changes in distribution strategy | Keine Änderung in der Vertriebsstrategie |
| 3.12.11) | ieb11 | distribution in EC by expansion of internal distribution facilities | EG-weiter Vertrieb über Ausbau unternehmenseigener Vertriebsrichtungen |
| 3.12.12) | ieb12 | distribution in EC by distribution systems of cooperating companies | EG-weiter Vertrieb über Vertriebssysteme kooperierender Unternehmen |
| 3.12.13) | ieb13 | distribution in EC by assignment of institutions outside the own sector | EG-weiter Vertrieb über Inanspruchnahme branchenfremder Einrichtungen |
| 3.12.14) | ieb14 | intensified participation in exhibitions within EC | Verstärkte Teilnahme an Messen in EG-Mitgliedsländern |

R&D strategy

| No. | Name | Label | German description |
|----------|-------|--|---|
| 3.12.15) | ieb15 | no changes in R&D strategy | Keine Änderung in der R&D-Strategie |
| 3.12.16) | ieb16 | additional R&D staff to intensify R&D activities | Verstärkung der internen R&D-Aktivitäten durch zusätzliches R&D-Personal |
| 3.12.17) | ieb17 | R&D coop. with domestic companies/scientific institutions | R&D-Kooperation mit anderen inländischen Unternehmen/ Wissenschaftseinrichtungen |
| 3.12.18) | ieb18 | R&D coop. with companies/scientific institutions from other European countries | R&D-Kooperation mit anderen Unternehmen/ Wissenschaftseinrichtungen im europäischen Ausland |
| 3.12.19) | ieb19 | creation of R&D capacities in other EC-countries | Aufbau von R&D-Kapazitäten in anderen EG-Ländern |

3.13 Design strategies

| No. | Name | Label | German description |
|----------|------|--|---|
| 3.13.1) | ds1 | innovation strategy at domestic market: prices as compared to competitors | Innovationsstrategie auf dem Inlandsmarkt: Preise im Vergleich zu Konkurrenten |
| 3.13.2) | ds2 | innovation strategy at domestic market: quality as compared to competitors | Innovationsstrategie auf dem Inlandsmarkt: Qualität im Vergleich zu Konkurrenten |
| 3.13.3) | ds3 | innovation strategy at foreign markets: prices as compared to competitors | Innovationsstrategie auf dem Auslandsmarkt: Preise im Vergleich zu Konkurrenten |
| 3.13.4) | ds4 | innovation strategy at foreign markets: quality as compared to competitors | Innovationsstrategie auf dem Auslandsmarkt: Qualität im Vergleich zu Konkurrenten |
| 3.13.5) | ds5 | attitude of customers towards technical innovations | Einstellung der Kunden gegenüber technischen Neuentwicklungen |
| 3.13.6) | ds6 | attitude of customers towards technical advancements | Einstellung der Kunden gegenüber technischen Weiterentwicklungen |
| 3.13.7) | ds7 | attitude of customers towards formal redesigns | Einstellung der Kunden gegenüber formalen Neugestaltungen |
| 3.13.8) | ds8 | attitude of customers towards formal variant developments | Einstellung der Kunden gegenüber formalen Varianteneentwicklungen |
| 3.13.9) | ds9 | current importance of design for marketing | Gegenwärtige Bedeutung des Designs für die Vermarktung |
| 3.13.10) | ds10 | future importance of design for marketing | Zukünftige Bedeutung des Designs für die Vermarktung |
| 3.13.11) | ds11 | design activities directed at industrial design | Designaktivitäten richten sich auf Produktgestaltung |
| 3.13.12) | ds12 | design activities directed at communicational design | Designaktivitäten richten sich auf Produktgrafik |
| 3.13.13) | ds13 | design activities directed at product packaging | Designaktivitäten richten sich auf Produktverpackung |
| 3.13.14) | ds14 | design activities directed at other design | Designaktivitäten richten sich auf sonstiges Design |
| 3.13.15) | ds15 | design tasks are solved by designers (internal) | Designaufgaben werden von Designern gelöst (intern) |
| 3.13.16) | ds16 | design tasks are solved by other employees (internal) | Designaufgaben werden von anderen Berufsgruppen gelöst (intern) |
| 3.13.17) | ds17 | design tasks are solved by freelance designers (external) | Designaufgaben werden von freiberuflichen Designern gelöst (extern) |
| 3.13.18) | ds18 | design tasks are solved by design agencies (external) | Designaufgaben werden von Designerbüros gelöst (extern) |
| 3.13.19) | ds19 | design tasks are solved by consulting engineers (external) | Designaufgaben werden von Ingenieurbüros gelöst (extern) |
| 3.13.20) | ds20 | design tasks are solved by advertising agencies (external) | Designaufgaben werden von Werbeagenturen gelöst (extern) |

3.14 Marketing strategies in the 1990s

| No. | Name | Label | German description |
|----------|---------|---|---|
| 3.14.1) | ms90j1 | change in sales sit. due to competitors from West Germany | Veränderung der Absatzsituation durch Konkurrenten aus der BRD |
| 3.14.2) | ms90j2 | change in sales sit. due to competitors from East Germany | Veränderung der Absatzsituation durch Konkurrenten aus der DDR |
| 3.14.3) | ms90j3 | change in sales sit. due to competitors from EC and western Europe | Veränderung der Absatzsituation durch Konkurrenten aus der EG and Westeuropa |
| 3.14.4) | ms90j4 | change in sales sit. due to competitors from eastern Europe | Veränderung der Absatzsituation durch Konkurrenten aus Osteuropa |
| 3.14.5) | ms90j5 | change in sales sit. due to competitors from the US | Veränderung der Absatzsituation durch Konkurrenten aus den USA |
| 3.14.6) | ms90j6 | change in sales sit. due to competitors from Japan | Veränderung der Absatzsituation durch Konkurrenten aus Japan |
| 3.14.7) | ms90j7 | change in sales sit. due to competitors from emerging econ. in Southeast Asia | Veränderung der Absatzsituation durch Konkurrenten aus Schwellenländern Südost-Asiens |
| 3.14.8) | ms90j8 | necessary reaction to competitors: low prices | Notwendige Reaktion auf Konkurrenz: niedrige Preise |
| 3.14.9) | ms90j9 | necessary reaction to competitors: higher product quality | Notwendige Reaktion auf Konkurrenz: bessere Produktqualität |
| 3.14.10) | ms90j10 | necessary reaction to competitors: product innovations | Notwendige Reaktion auf Konkurrenz: Produktinnovationen |
| 3.14.11) | ms90j11 | necessary reaction to competitors: services | Notwendige Reaktion auf Konkurrenz: Dienstleistungsangebote |

| | | | |
|----------|---------|---|--|
| 3.14.12) | ms90j12 | necessary reaction to competitors: distribution channel strategies | Notwendige Reaktion auf Konkurrenz: Vertriebswege-Strategien |
| 3.14.13) | ms90j13 | necessary reaction to competitors: advertisement/ sales promotion | Notwendige Reaktion auf Konkurrenz: Werbung/ Verkaufsförderung |
| 3.14.14) | ms90j14 | necessary reaction to competitors: market power | Notwendige Reaktion auf Konkurrenz: Marktbeherrschung |
| 3.14.15) | ms90j15 | necessary reaction to competitors: world market orientation | Notwendige Reaktion auf Konkurrenz: Weltmarktorientierung |
| 3.14.16) | ms90j16 | necessary reaction to demand: market saturation | Notwendige Reaktion auf die Nachfrage: Marktsättigung |
| 3.14.17) | ms90j17 | necessary reaction to demand: differentiation/ individualisation | Notwendige Reaktion auf die Nachfrage: Differenzierung bzw. Individualisierung |
| 3.14.18) | ms90j18 | necessary reaction to demand: security risks | Notwendige Reaktion auf die Nachfrage: Sicherheitsrisiken |
| 3.14.19) | ms90j19 | necessary reaction to demand: pollution of environment | Notwendige Reaktion auf die Nachfrage: Umweltbelastung |
| 3.14.20) | ms90j20 | necessary reaction to demand: age structure of population | Notwendige Reaktion auf die Nachfrage: Altersstruktur der Bevölkerung |
| 3.14.21) | ms90j21 | necessary reaction to demand: demand concentration | Notwendige Reaktion auf die Nachfrage: Konzentration der Nachfrage |
| 3.14.22) | ms90j22 | necessary reaction to demand: sales market East Germany | Notwendige Reaktion auf die Nachfrage: Absatzmarkt DDR |
| 3.14.23) | ms90j23 | necessary reaction to demand: sales market eastern Europe | Notwendige Reaktion auf die Nachfrage: Absatzmarkt Osteuropa |
| 3.14.24) | ms90j24 | change of sales strategy in: distribution/sales channels | Änderung der Absatzstrategie im Bereich: Vertriebs-/Absatzwegpolitik |
| 3.14.25) | ms90j25 | change of sales strategy in: product/programm policy | Änderung der Absatzstrategie im Bereich: Produkt-/Programmpolitik |
| 3.14.26) | ms90j26 | change of sales strategy in: price/ conditions policy | Änderung der Absatzstrategie im Bereich: Preis-/Konditionenpolitik |
| 3.14.27) | ms90j27 | change of sales strategy in: advertisement/ sales promotion | Änderung der Absatzstrategie im Bereich: Werbung/Verkaufsförderung |
| 3.14.28) | ms90j28 | change of sales strategy in: technical customer support | Änderung der Absatzstrategie im Bereich: technische Kundenbetreuung |
| 3.14.29) | ms90j29 | change of sales strategy in: provision of new services | Änderung der Absatzstrategie im Bereich: Bereitstellung neuer Dienstleistungen |
| 3.14.30) | ms90j30 | change of sales strategy in: delegation of marketing tasks to other companies | Änderung der Absatzstrategie im Bereich: Übertragung von Marketingaufgaben an andere Unternehmen |

3.16 Fördermaßnahmen auf dem Gebiet der Forschung, Entwicklung oder Innova

| No. | Name | Label | German description |
|---------|------|-------|--------------------|
| 3.16.1) | | | |
| 3.16.2) | | | |

3.15 R&D in the New Laender

| No. | Name | Label | German description |
|---------|---------|---|--|
| 3.15.1) | fue_nb1 | previous placing of R&D orders to companies/institutes in the New Laender | Frühere Vergabe von R&D-Aufträgen an Unternehmen/Institute in den neuen Bundesländer |
| 3.15.2) | fue_nb2 | planned placing of R&D orders to companies/institutes in the New Laender (current year) | Geplante Vergabe von R&D-Aufträgen an Unternehmen/Institute in den neuen Bundesländern in aktuellem year |
| 3.15.3) | fue_nb3 | percentage share of total inno. expend. spent on R&D orders in the New Laender | Anteil von R&D-Aufträgen in neuen Bundesländern an gesamten Investitionsaufwendungen des aktuellen years |

3.16 Economic impact of innovation

| No. | Name | Label | German description |
|----------|------|---|---|
| 3.16.1) | we1 | innovation objective: revenue | Umsatz als Ziel |
| 3.16.2) | we2 | innovation objective: profit | Gewinn als Ziel |
| 3.16.3) | we3 | innovation objective: market share | Marktanteil als Ziel |
| 3.16.4) | we4 | innovation objective: competitiveness | Wettbewerbsfähigkeit als Ziel |
| 3.16.5) | we5 | innovation objective: labour productivity | Arbeitsproduktivität als Ziel |
| 3.16.6) | we6 | impact of innovations on revenue | Einfluss der Innovationen auf den Umsatz |
| 3.16.7) | we7 | impact of innovations on profit | Einfluss der Innovationen auf den Gewinn |
| 3.16.8) | we8 | impact of innovations on market share | Einfluss der Innovationen auf den Marktanteil |
| 3.16.9) | we9 | impact of innovations on competitiveness | Einfluss der Innovationen auf die Wettbewerbsfähigkeit |
| 3.16.10) | we10 | impact of innovations on labour productivity | Einfluss der Innovationen auf die Arbeitsproduktivität |
| 3.16.11) | we11 | percentage increase in revenue due to innovations | Prozentuale Zunahme im Umsatz aufgrund von Innovationen |
| 3.16.12) | we12 | percentage increase in profit due to innovations | Prozentuale Zunahme im Gewinn aufgrund von Innovationen |
| 3.16.13) | we13 | percentage increase in labour productivity due to innovations | Prozentuale Zunahme in der Arbeitsproduktivität aufgrund von Innovationen |
| 3.16.14) | we14 | percentage increase in market share due to innovations | Prozentuale Zunahme im Marktanteil aufgrund von Innovationen |
| 3.16.15) | we15 | no impact of innovations on revenue | Kein Einfluss von Innovationen auf Umsatz |
| 3.16.16) | we16 | no impact of innovations on profits | Kein Einfluss von Innovationen auf Gewinn |
| 3.16.17) | we17 | no impact of innovations on productivity | Kein Einfluss von Innovationen auf Arbeitsproduktivität |
| 3.16.18) | we18 | no impact of innovations on market share | Kein Einfluss von Innovationen auf Marktanteil |
| 3.16.19) | we19 | percentage decrease in revenue due to innovations | Prozentuale Abnahme im Umsatz aufgrund von Innovationen |
| 3.16.20) | we20 | percentage decrease in profit due to innovations | Prozentuale Abnahme im Gewinn aufgrund von Innovationen |
| 3.16.21) | we21 | percentage decrease in labour productivity due to innovations | Prozentuale Abnahme in der Arbeitsproduktivität aufgrund von Innovationen |
| 3.16.22) | we22 | percentage decrease in market share due to innovations | Prozentuale Abnahme im Marktanteil aufgrund von Innovationen |
| 3.16.23) | we23 | share of new products in total revenue | Anteil neuer Produkte an Gesamtumsatz |
| 3.16.24) | we24 | share of exported new products in sales of new products | Anteil der exportierten neuen Produkte am Gesamtumsatz der neuen Produkte |

3.17 Procurement and transfer of technologies

Procurement of technologies

| No. | Name | Label | German description |
|----------|------|---|---|
| 3.17.1) | bt1 | company has procured new technologies | Unternehmen hat neue Technologien beschafft |
| 3.17.2) | bt2 | company has not procured new technologies | Unternehmen hat keine neuen Technologien beschafft |
| 3.17.3) | bt3 | procurement through licences from domestic companies | Technologiebeschaffung über Lizenzen von inländischen Unternehmen |
| 3.17.4) | bt4 | procurement through licences from companies in EC | Technologiebeschaffung über Lizenzen von Unternehmen aus der EG |
| 3.17.5) | bt5 | procurement through licences from European companies outside EC | Technologiebeschaffung über Lizenzen von europäischen Unternehmen außerhalb der EG |
| 3.17.6) | bt6 | procurement through licences from US-companies | Technologiebeschaffung über Lizenzen von Unternehmen aus den USA |
| 3.17.7) | bt7 | procurement through licences from Japanese companies | Technologiebeschaffung über Lizenzen von Unternehmen aus Japan |
| 3.17.8) | bt8 | procurement through licenses from others | Technologiebeschaffung durch Nutzungsrechte/Lizenzen von Unternehmen aus anderen Ländern |
| 3.17.9) | bt9 | procurement through consultancy services by domestic companies | Technologiebeschaffung über Beratungsleistungen von inländischen Unternehmen |
| 3.17.10) | bt10 | procurement through consultancy services by companies from EC | Technologiebeschaffung über Beratungsleistungen von Unternehmen aus der EG |
| 3.17.11) | bt11 | procurement through consultancy services by European companies outside EC | Technologiebeschaffung über Beratungsleistungen von europäischen Unternehmen außerhalb der EG |

| | | | |
|----------|------|--|--|
| 3.17.12) | bt12 | procurement through consultancy services by US-companies | Technologiebeschaffung über Beratungsleistungen von Unternehmen aus den USA |
| 3.17.13) | bt13 | procurement through consultancy services by Japanese companies | Technologiebeschaffung durch Nutzung von Beratungsleistungen von Japan-Unternehmen |
| 3.17.14) | bt14 | procurement through consultancy services by other companies | Technologiebeschaffung durch Nutzung von Beratungsleist. von Unternehmen aus anderen Ländern |
| 3.17.15) | bt15 | procurement through external R&D services by domestic companies | Technologiebeschaffung über externe R&D-Leistungen von inländischen Unternehmen |
| 3.17.16) | bt16 | procurement through external R&D services by companies from EC | Technologiebeschaffung über externe R&D-Leistungen von Unternehmen aus der EG |
| 3.17.17) | bt17 | procurement through external R&D services by European companies outside EC | Technologiebeschaffung über externe R&D-Leistungen von europäischen Unternehmen außerhalb der EG |
| 3.17.18) | bt18 | procurement through external R&D services by US-companies | Technologiebeschaffung über externe R&D-Leistungen von Unternehmen aus den USA |
| 3.17.19) | bt19 | procurement through external R&D services by Japanese companies | Technologiebeschaffung durch externe R&D-Leistungen von Japan-Unternehmen |
| 3.17.20) | bt20 | procurement through external R&D services by other companies | Technologiebeschaffung durch externe R&D-Leistungen von Unternehmen aus anderen Ländern |
| 3.17.21) | bt21 | procurement through acquisition of (part of) domestic company | Technologiebeschaffung über Kauf eines inländischen Unternehmens(teils) |
| 3.17.22) | bt22 | procurement through acquisition of (part of) company in EC | Technologiebeschaffung über Kauf eines Unternehmens(teils) aus der EG |
| 3.17.23) | bt23 | procurement through acquisition of (part of) European company outside EC | Technologiebeschaffung über Kauf eines europäischen Unternehmens(teils) außerhalb der EG |
| 3.17.24) | bt24 | procurement through acquisition of (part of) US-company | Technologiebeschaffung über Kauf eines Unternehmens(teils) aus den USA |
| 3.17.25) | bt25 | procurement through acquisition of (part of) Japanese company | Technologiebeschaffung durch Kauf eines Unternehmens(teils) von Japan-Unternehmen |
| 3.17.26) | bt26 | procurement through acquisition of (part of) other company | Technologiebeschaffung durch Kauf eines Unternehmens(teils) von Untern. aus anderen Ländern |
| 3.17.27) | bt27 | procurement through purchase of machines from domestic companies | Technologiebeschaffung über Kauf von Maschinen/Anlagen von inländischen Unternehmen |
| 3.17.28) | bt28 | procurement through purchase of machines from companies in EC | Technologiebeschaffung über Kauf von Maschinen/Anlagen von Unternehmen aus der EG |
| 3.17.29) | bt29 | procurement through purchase of machines from European companies outside EC | Technologiebeschaffung über Kauf von Maschinen/Anlagen von europäischen Unternehmen außerhalb der EG |
| 3.17.30) | bt30 | procurement through purchase of machines from US-companies | Technologiebeschaffung über Kauf von Maschinen/Anlagen von Unternehmen aus den USA |
| 3.17.31) | bt31 | procurement through purchase of machines from Japanese companies | Technologiebeschaffung über Kauf von Maschinen/Anlagen von Unternehmen aus Japan |
| 3.17.32) | bt32 | procurement through purchase of machines from other companies | |
| 3.17.33) | bt33 | procurement through recruitment of specialist staff from domestic companies | Technologiebeschaffung über Einstellung von Fachpersonal von inländischen Unternehmen |
| 3.17.34) | bt34 | procurement through recruitment of specialist staff from companies in EC | Technologiebeschaffung über Einstellung von Fachpersonal von Unternehmen aus der EG |
| 3.17.35) | bt35 | procurement through recruitment of specialist staff from Europ. Comp. Outside EC | Technologiebeschaffung durch Kauf von Maschinen/Anlagen von Unternehmen aus anderen Ländern |
| 3.17.36) | bt36 | procurement through recruitment of specialist staff from US-companies | Technologiebeschaffung über Einstellung von Fachpersonal von Unternehmen aus den USA |
| 3.17.37) | bt37 | procurement through recruitment of specialist staff from Japanese companies | Technologiebeschaffung durch Einstellung von Fachpersonal von Japan-Unternehmen |
| 3.17.38) | bt38 | procurement through recruitment of specialist staff from other countries | Technologiebeschaffung durch Einstellung von Fachpersonal von Unternehmen aus anderen Ländern |
| 3.17.39) | bt39 | other ways of procurement from domestic companies | Andere Arten der Technologiebeschaffung von inländischen Unternehmen |
| 3.17.40) | bt40 | other ways of procurement from companies in EC | Andere Arten der Technologiebeschaffung von Unternehmen aus der EG |
| 3.17.41) | bt41 | other ways of procurement from European countries outside EC | Technologiebeschaffung durch andere Arten der Beschaffung von Nicht-EG-Unternehmen |
| 3.17.42) | bt42 | other ways of procurement from US-companies | Andere Arten der Technologiebeschaffung von Unternehmen aus den USA |
| 3.17.43) | bt43 | other ways of procurement from Japanese companies | Technologiebeschaffung durch andere Arten der Beschaffung von Japan-Unternehmen |
| 3.17.44) | bt44 | other ways of procurement from other companies | Technologiebeschaffung durch andere Arten der Beschaffung von Unternehmen aus anderen Ländern |
| 3.17.45) | bt45 | procurement from domestic parent, subsidiary or affiliated company | Technologiebeschaffung von inländischen Mutter-, Tochter- oder Schwesterunternehmen |
| 3.17.46) | bt46 | procurement from parent, subsidiary or affiliated company in EC | Technologiebeschaffung von Mutter-, Tochter- oder Schwesterunternehmen aus der EG |
| 3.17.47) | bt47 | procurement from European parent, subsidiary or affiliated company outside EC | Technologiebeschaffung von europäischen Mutter-, Tochter- oder Schwesterunternehmen außerhalb der EG |
| 3.17.48) | bt48 | procurement from parent, subsidiary or affiliated company in the US | Technologiebeschaffung von Mutter-, Tochter- oder Schwesterunternehmen aus den USA |
| 3.17.49) | bt49 | procurement from parent, subsidiary or affiliated company in Japan | Technologiebeschaffung aus Mutter-, Tochter- oder Schwesterunternehmen in Japan |
| 3.17.50) | bt50 | procurement from parent, subsidiary or affiliated company in other countries | Technologiebeschaffung aus Mutter-, Tochter- oder Schwesterunternehmen in anderem Land |

Transfer of technologies

| No. | Name | Label | German description |
|----------|------|---|---|
| 3.17.51) | tt1 | company has transferred new technologies | Unternehmen hat neue Technologien transferiert |
| 3.17.52) | tt2 | company has not transferred new technologies | Unternehmen hat keine neuen Technologien transferiert |
| 3.17.53) | tt3 | transfer through licences to domestic companies | Technologietransfer über Lizenzen an inländische Unternehmen |
| 3.17.54) | tt4 | transfer through licences to companies in EC | Technologietransfer über Lizenzen an Unternehmen in der EG |
| 3.17.55) | tt5 | transfer through licences to European companies outside EC | Technologietransfer über Lizenzen an europäische Unternehmen außerhalb der EG |
| 3.17.56) | tt6 | transfer through licences to US-companies | Technologietransfer über Lizenzen an Unternehmen in den USA |
| 3.17.57) | tt7 | transfer through licences to Japanese companies | Technologietransfer über Lizenzen an Unternehmen in Japan |
| 3.17.58) | tt8 | transfer through licences to companies in other countries outside Europe | Technologietransfer über Lizenzen an Unternehmen in anderen außereuropäischen Ländern |
| 3.17.59) | tt9 | transfer through consultancy services to domestic companies | Technologietransfer über Beratungsleistungen für inländische Unternehmen |
| 3.17.60) | tt10 | transfer through consultancy services to companies in EC | Technologietransfer über Beratungsleistungen für Unternehmen in der EG |
| 3.17.61) | tt11 | transfer through consultancy services to European companies outside EC | Technologietransfer über Beratungsleistungen für europäische Unternehmen in der EG |
| 3.17.62) | tt12 | transfer through consultancy services to US-companies | Technologietransfer über Beratungsleistungen für Unternehmen in den USA |
| 3.17.63) | tt13 | transfer through consultancy services to Japanese companies | Technologietransfer über Beratungsleistungen für Unternehmen in Japan |
| 3.17.64) | tt14 | transfer through consultancy services to companies in other countries | Technologietransfer über Beratungsleistungen für Unternehmen in anderen außereuropäischen Ländern |
| 3.17.65) | tt15 | transfer through R&D services to domestic companies | Technologietransfer über R&D-Leistungen für inländische Unternehmen |
| 3.17.66) | tt16 | transfer through R&D services to companies in EC | Technologietransfer über R&D-Leistungen für Unternehmen in der EG |
| 3.17.67) | tt17 | transfer through R&D services to European companies outside EC | Technologietransfer über R&D-Leistungen für europäische Unternehmen außerhalb der EG |
| 3.17.68) | tt18 | transfer through R&D services to US-companies | Technologietransfer über R&D-Leistungen für Unternehmen in den USA |
| 3.17.69) | tt19 | transfer through R&D services to Japanese companies | Technologietransfer durch R&D-Leistungen an Japan-Unternehmen |
| 3.17.70) | tt20 | transfer through R&D services to other companies | Technologietransfer durch R&D-Leistungen an Unternehmen aus anderen Ländern |
| 3.17.71) | tt21 | transfer through selling (part of) the company to domestic companies | Technologietransfer durch Verkauf eines Unternehmens(teils) an inländische Unternehmen |
| 3.17.72) | tt22 | transfer through selling (part of) the company to companies in EC | Technologietransfer durch Verkauf eines Unternehmens(teils) an EG-Unternehmen |
| 3.17.73) | tt23 | transfer through selling (part of) the company to European companies outside EC | Technologietransfer durch Verkauf eines Unternehmens(teils) an Nicht-EG-Unternehmen |
| 3.17.74) | tt24 | transfer through selling (part of) the company to US-companies | Technologietransfer durch Verkauf eines Unternehmens(teils) an USA-Unternehmen |
| 3.17.75) | tt25 | transfer through selling (part of) the company to Japanese companies | Technologietransfer durch Verkauf eines Unternehmens(teils) an Japan-Unternehmen |

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|-----------|------|--|--|
| 3.17.76) | tt26 | transfer through selling (part of) the company to other companies | Technologietransfer durch Verkauf eines Unternehmens(teils) an Untern. aus anderen Ländern |
| 3.17.77) | tt27 | transfer by selling machines to domestic companies | Technologietransfer über Verkauf von Maschinen/Anlagen an inländische Unternehmen |
| 3.17.78) | tt28 | transfer by selling machines to companies in EC | Technologietransfer über Verkauf von Maschinen/Anlagen an Unternehmen in der EG |
| 3.17.79) | tt29 | transfer by selling machines to European companies outside EC | Technologietransfer über Verkauf von Maschinen/Anlagen an europäisches Unternehmen außerhalb der EG |
| 3.17.80) | tt30 | transfer by selling machines to US-companies | Technologietransfer über Verkauf von Maschinen/Anlagen an Unternehmen in den USA |
| 3.17.81) | tt31 | transfer by selling machines to Japanese companies | Technologietransfer über Verkauf von Maschinen/Anlagen an Unternehmen in Japan |
| 3.17.82) | tt32 | transfer by selling machines to companies in other countries | Technologietransfer über Verkauf von Maschinen/Anlagen an Unternehmen in anderen außereuropäischen Ländern |
| 3.17.83) | tt33 | transfer by deploying specialist staff to domestic companies | Technologietransfer über Einsatz von Fachpersonal bei inländischen Unternehmen |
| 3.17.84) | tt34 | transfer by deploying specialist staff to companies in EC | Technologietransfer über Einsatz von Fachpersonal bei Unternehmen in der EG |
| 3.17.85) | tt35 | transfer by deploying specialist staff to European companies outside EC | Technologietransfer über Einsatz von Fachpersonal bei europäischen Unternehmen außerhalb der EG |
| 3.17.86) | tt36 | transfer by deploying specialist staff to US-companies | Technologietransfer über Einsatz von Fachpersonal bei Unternehmen in den USA |
| 3.17.87) | tt37 | transfer by deploying specialist staff to Japanese companies | Technologietransfer über Einsatz von Fachpersonal bei Unternehmen in Japan |
| 3.17.88) | tt38 | transfer by deploying specialist staff to companies in other countries | Technologietransfer über Einsatz von Fachpersonal bei Unternehmen in anderen außereuropäischen Ländern |
| 3.17.89) | tt39 | other ways of transferring to domestic companies | Andere Arten des Technologietransfers an inländische Unternehmen |
| 3.17.90) | tt40 | other ways of transferring to companies in EC | Technologietransfer durch andere Arten des Transfers an EG-Unternehmen |
| 3.17.91) | tt41 | other ways of transferring to European companies outside EC | Andere Arten des Technologietransfers an europäische Unternehmen außerhalb der EG |
| 3.17.92) | tt42 | other ways of transferring to US-companies | Technologietransfer durch andere Arten des Transfers an USA-Unternehmen |
| 3.17.93) | tt43 | other ways of transferring to Japanese companies | Technologietransfer durch andere Arten des Transfers an Japan-Unternehmen |
| 3.17.94) | tt44 | other ways of transferring to companies in other countries | Technologietransfer durch andere Arten des Transfers an Unternehmen aus anderen Ländern |
| 3.17.95) | tt45 | transfer to domestic parent, subsidiary or affiliated company | Technologietransfer an inländische Mutter-, Tochter- oder Schwesterunternehmen |
| 3.17.96) | tt46 | transfer to parent, subsidiary or affiliated company within EC | Technologietransfer an Mutter-, Tochter- oder Schwesterunternehmen in der EG |
| 3.17.97) | tt47 | transfer to European parent, subsidiary or affiliated company outside EC | Technologietransfer an europäische Mutter-, Tochter- oder Schwesterunternehmen außerhalb der EG |
| 3.17.98) | tt48 | transfer to parent, subsidiary or affiliated company in the US | Technologietransfer an Mutter-, Tochter- oder Schwesterunternehmen in den USA |
| 3.17.99) | tt49 | transfer to parent, subsidiary or affiliated company in Japan | Technologietransfer an Mutter-, Tochter- oder Schwesterunternehmen in Japan |
| 3.17.100) | tt50 | transfer to parent, subsidiary or affiliated company in other countries | Technologietransfer an Mutter-, Tochter- oder Schwesterunternehmen in anderen außereuropäischen Ländern |

3.18 R&D activities

| No. | Name | Label | German description |
|----------|-------|---|--|
| 3.18.1) | fue1 | company has carried out R&D | Unternehmen hat R&D-Arbeiten durchgeführt |
| 3.18.2) | fue2 | company carries out R&D on regular basis | Unternehmen führt regelmäßig R&D-Arbeiten durch |
| 3.18.3) | fue3 | share of product innovations in R&D expenditures | Anteil der R&D-Aufwendungen für Produktinnovationen |
| 3.18.4) | fue4 | share of process innovations in R&D expenditures | Anteil der R&D-Aufwendungen für Prozessinnovationen |
| 3.18.5) | fue5 | company plans R&D during next 3 years | Unternehmen plant R&D-Aktivitäten während der nächsten 3 Jahre |
| 3.18.6) | fue6 | R&D organised in form of: central R&D department | R&D organisiert in Form von: zentralen Abteilungen |
| 3.18.7) | fue7 | R&D organised in form of: decentralised R&D departments | R&D organisiert in Form von: dezentralen Abteilungen |
| 3.18.8) | fue8 | R&D organised in form of: problem-specific project groups | R&D organisiert in Form von: problembezogenen Projektgruppen |
| 3.18.9) | fue9 | R&D organised by entrepreneur himself | F&E durch Unternehmer selbst |
| 3.18.10) | fue10 | share of R&D expenditures in total revenue | Anteil der R&D-Aufwendungen am Jahresumsatz in % |
| 3.18.11) | fue11 | future development of R&D expenditures | Entwicklung der R&D-Aufwendungen |

3.19 R&D cooperations

| No. | Name | Label | German description |
|----------|---------|---|--|
| 3.19.1) | fueko1 | company has participated in R&D cooperations | Unternehmen hat sich an R&D-Kooperationen beteiligt |
| 3.19.2) | fueko2 | company has not participated in R&D cooperations | Unternehmen hat sich nicht an R&D-Kooperationen beteiligt |
| 3.19.3) | fueko3 | R&D cooperations with domestic customers | R&D-Kooperationen mit inländischen Kunden |
| 3.19.4) | fueko4 | R&D cooperations with customers in EC | R&D-Kooperationen mit Kunden in der EG |
| 3.19.5) | fueko5 | R&D cooperations with European customers outside EC | R&D-Kooperationen mit europäischen Kunden außerhalb der EG |
| 3.19.6) | fueko6 | R&D cooperations with US-customers | R&D-Kooperationen mit Kunden in den USA |
| 3.19.7) | fueko7 | R&D cooperations with Japanese customers | R&D-Kooperationen mit Kunden in Japan |
| 3.19.8) | fueko8 | R&D cooperations with customers in other countries outside Europe | R&D-Kooperationen mit Kunden in anderen außereuropäischen Ländern |
| 3.19.9) | fueko9 | R&D cooperations with domestic suppliers | R&D-Kooperationen mit inländischen Lieferanten |
| 3.19.10) | fueko10 | R&D cooperations with suppliers from EC | R&D-Kooperationen mit Lieferanten aus der EG |
| 3.19.11) | fueko11 | R&D cooperations with European suppliers outside EC | R&D-Kooperationen mit europäischen Lieferanten außerhalb der EG |
| 3.19.12) | fueko12 | R&D cooperations with US-suppliers | R&D-Kooperationen mit Lieferanten aus den USA |
| 3.19.13) | fueko13 | R&D cooperations with Japanese suppliers | R&D-Kooperationen mit Lieferanten aus Japan |
| 3.19.14) | fueko14 | R&D cooperations with suppliers from other countries outside Europe | R&D-Kooperationen mit Lieferanten aus anderen außereuropäischen Ländern |
| 3.19.15) | fueko15 | R&D cooperation with domestic parent, subsidiary, affiliated company | R&D-Kooperationen mit inländischen Mutter-, Tochter- oder Schwesterunternehmen |
| 3.19.16) | fueko16 | R&D cooperation with parent, subsidiary, affiliated company in EC | R&D-Kooperationen mit Mutter-, Tochter- oder Schwesterunternehmen in der EG |
| 3.19.17) | fueko17 | R&D cooperation with European parent, subsidiary, affiliated company outside EC | R&D-Kooperationen mit europäischen Mutter-, Tochter- oder Schwesterunternehmen außerhalb der EG |
| 3.19.18) | fueko18 | R&D cooperation with parent, subsidiary, affiliated company in the US | R&D-Kooperationen mit Mutter-, Tochter- oder Schwesterunternehmen in den USA |
| 3.19.19) | fueko19 | R&D cooperation with Japanese parent, subsidiary, affiliated company | R&D-Kooperationen mit Mutter-, Tochter- oder Schwesterunternehmen in Japan |
| 3.19.20) | fueko20 | R&D cooperation with parent, subsidiary, affiliated company in other country | R&D-Kooperationen mit Mutter-, Tochter- oder Schwesterunternehmen in anderen außereuropäischen Ländern |
| 3.19.21) | fueko21 | R&D cooperations with domestic competitors | R&D-Kooperationen mit inländischen Wettbewerbern |
| 3.19.22) | fueko22 | R&D cooperations with competitors from EC | R&D-Kooperationen mit Wettbewerbern aus der EG |
| 3.19.23) | fueko23 | R&D cooperations with European competitors outside EC | R&D-Kooperationen mit europäischen Wettbewerbern außerhalb der EG |
| 3.19.24) | fueko24 | R&D cooperations with US-competitors | R&D-Kooperation mit Wettbewerbern in den USA |
| 3.19.25) | fueko25 | R&D cooperations with Japanese competitors | R&D-Kooperationen mit Wettbewerbern aus Japan |
| 3.19.26) | fueko26 | R&D cooperations with other competitors | R&D-Kooperation mit Wettbewerbern in anderen Ländern |
| 3.19.27) | fueko27 | R&D cooperations with domestic consultants | R&D-Kooperationen mit inländischen Beratern |
| 3.19.28) | fueko28 | R&D cooperations with consultants from EC | R&D-Kooperation mit Beratern aus der EG |
| 3.19.29) | fueko29 | R&D cooperations with European consultants outside EC | R&D-Kooperationen mit europäischen Beratern außerhalb der EG |
| 3.19.30) | fueko30 | R&D cooperations with US-consultants | R&D-Kooperation mit Beratern aus den USA |
| 3.19.31) | fueko31 | R&D cooperations with Japanese consultants | R&D-Kooperation mit Beratern aus Japan |
| 3.19.32) | fueko32 | R&D cooperations with consultants from other countries | R&D-Kooperation mit Beratern aus anderen Ländern |
| 3.19.33) | fueko33 | R&D cooperations with domestic research institutes (public) | R&D-Kooperationen mit inländischen Forschungsinstituten (öffentlich) |
| 3.19.34) | fueko34 | R&D cooperations with research institutes from EC (public) | R&D-Kooperationen mit Forschungsinstituten aus der EG (öffentlich) |
| 3.19.35) | fueko35 | R&D coop. with research institutes from European countries outside EC (public) | R&D-Kooperation mit öffentl. Forschungseinrichtungen aus Nicht-EG innerh. Europa |
| 3.19.36) | fueko36 | R&D cooperations with US-research institutes (public) | R&D-Kooperation mit öffentl. Forschungseinrichtungen aus den USA |

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|----------|---------|--|---|
| 3.19.37) | fueko37 | R&D cooperations with research institutes from Japan (public) | R&D-Kooperation mit öffentl. Forschungseinrichtungen aus Japan |
| 3.19.38) | fueko38 | R&D cooperations with research institutes from other country (public) | R&D-Kooperation mit öffentl. Forschungseinrichtungen aus anderen Ländern |
| 3.19.39) | fueko39 | R&D cooperations with domestic research institutes (private) | R&D-Kooperationen mit inländischen Forschungsinstituten (privat) |
| 3.19.40) | fueko40 | R&D cooperations with research institutes from EC (private) | R&D-Kooperationen mit Forschungsinstituten aus der EG (privat) |
| 3.19.41) | fueko41 | R&D coop. with research institutes from European countries outside EC (private) | R&D-Kooperation mit privaten Forschungsinstituten aus Nicht-EG innerh. Europa |
| 3.19.42) | fueko42 | R&D cooperations with research institutes from the USA (private) | R&D-Kooperation mit privaten Forschungsinstituten aus den USA |
| 3.19.43) | fueko43 | R&D cooperations with research institutes from Japan (private) | R&D-Kooperation mit privaten Forschungsinstituten aus Japan |
| 3.19.44) | fueko44 | R&D cooperations with research institutes from other country (private) | R&D-Kooperation mit privaten Forschungsinstituten aus anderen Ländern |
| 3.19.45) | fueko45 | R&D cooperations with domestic universities | R&D-Kooperationen mit inländischen Hochschulen |
| 3.19.46) | fueko46 | R&D cooperations with universities from EC | R&D-Kooperationen mit Hochschulen aus der EG |
| 3.19.47) | fueko47 | R&D cooperations with universities from European countries outside EC | R&D-Kooperation mit Hochschulen aus Nicht-EG innerh. Europa |
| 3.19.48) | fueko48 | R&D cooperations with universities from the USA | R&D-Kooperation mit Hochschulen aus den USA |
| 3.19.49) | fueko49 | R&D cooperations with universities from Japan | R&D-Kooperation mit Hochschulen aus Japan |
| 3.19.50) | fueko50 | R&D cooperations with universities from other countries | R&D-Kooperation mit Hochschulen aus anderen Ländern |
| 3.19.51) | fueko51 | R&D cooperations with domestic institutes for joint research | R&D-Kooperationen mit inländischen Instituten für Gemeinschaftsforschung |
| 3.19.52) | fueko52 | R&D cooperations with institutes for joint research from EC | R&D-Kooperation mit Instituten für Gemeinschaftsforschung innerh. EG |
| 3.19.53) | fueko53 | R&D coop. with institutes for joint research from European countries outside EC | R&D-Kooperation mit Instituten für Gemeinschaftsforschung nicht EG innerh. Europa |
| 3.19.54) | fueko54 | R&D cooperations with institutes for joint research from the USA | R&D-Kooperation mit Instituten für Gemeinschaftsforschung in den USA |
| 3.19.55) | fueko55 | R&D cooperations with institutes for joint research from Japan | R&D-Kooperation mit Instituten für Gemeinschaftsforschung in Japan |
| 3.19.56) | fueko56 | R&D cooperations with institutes for joint research from other countries | R&D-Kooperation mit Instituten für Gemeinschaftsforschung in anderen Ländern |
| 3.19.57) | fueko57 | other ways of R&D cooperations with domestic companies | R&D-Kooperation mit anderen Kooperationspartnern im Inland |
| 3.19.58) | fueko58 | other ways of R&D cooperations with companies from EC | R&D-Kooperation mit anderen Kooperationspartnern innerh. EG |
| 3.19.59) | fueko59 | other ways of R&D cooperations with companies from European countries outside EC | R&D-Kooperation mit anderen Kooperationspartnern nicht EG innerh. Europa |
| 3.19.60) | fueko60 | other ways of R&D cooperations with US-companies | R&D-Kooperation mit anderen Kooperationspartnern in den USA |
| 3.19.61) | fueko61 | other ways of R&D cooperations with companies from Japan | R&D-Kooperation mit anderen Kooperationspartnern in Japan |
| 3.19.62) | fueko62 | other ways of R&D cooperations with companies from other countries | R&D-Kooperation mit anderen Kooperationspartnern in anderen Ländern |

3.20 Structure of the product range

| No. | Name | Label | German description |
|---------|------|---|---|
| 3.20.1) | sps1 | share of products which remained unchanged in total revenue | Anteil der im wesentlichen unveränderten Produkte am Gesamtumsatz |
| 3.20.2) | sps2 | share of products which changed slightly in total revenue | Anteil der geringfügig veränderten Produkte am Gesamtumsatz |
| 3.20.3) | sps3 | share of products which changed significantly in total revenue | Anteil der wesentlich veränderten/gänzlich neuen Produkte am Gesamtumsatz |
| 3.20.4) | sps4 | share of products which remained unchanged in export revenue | Anteil der im wesentlichen unveränderten Produkte am Exportumsatz |
| 3.20.5) | sps5 | share of products which changed slightly in export revenue | Anteil der geringfügig veränderten Produkte am Exportumsatz |
| 3.20.6) | sps6 | share of products which changed significantly in export revenue | Anteil der wesentlich veränderten/gänzlich neuen Produkte am Exportumsatz |
| 3.20.7) | sps7 | share of innovative products new to company in total revenue | Umsatzanteil innovativer Produkte, die für das Unternehmen neu waren |
| 3.20.8) | sps8 | share of innovative products new to sector in total revenue | Umsatzanteil innovativer Produkte, die für die Branche neu waren |

3.21 Competitiveness and technology

| No. | Name | Label | German description |
|----------|-------|---|---|
| 3.21.1) | wft1 | competitiveness as compared to Japanese competitors | Wettbewerbsfähigkeit gegenüber Konkurrenten aus Japan |
| 3.21.2) | wft2 | competitiveness as compared to Southeast Asian competitors | Wettbewerbsfähigkeit gegenüber Konkurrenten aus Südostasien |
| 3.21.3) | wft3 | competitiveness as compared to competitors from USA | Wettbewerbsfähigkeit gegenüber Konkurrenten aus den USA |
| 3.21.4) | wft4 | competitiveness as compared to competitors from EC and Western Europe | Wettbewerbsfähigkeit gegenüber Konkurrenten aus der EG and Westeuropa |
| 3.21.5) | wft5 | competitiveness as compared to competitors from Eastern Europe | Wettbewerbsfähigkeit gegenüber Konkurrenten aus Osteuropa |
| 3.21.6) | wft6 | competitiveness in general | Wettbewerbsfähigkeit insgesamt |
| 3.21.7) | wft7 | importance of new technologies for competitiveness | Bedeutung neuer Technologien für die Wettbewerbsfähigkeit |
| 3.21.8) | wft8 | focus of technological competition: new materials | Fokus des Technologiewettbewerbs liegt auf: neuen Materialien |
| 3.21.9) | wft9 | focus of technological competition: new intermediate products | Fokus des Technologiewettbewerbs liegt auf: neuen Vorprodukten |
| 3.21.10) | wft10 | focus of technological competition: new functional solutions | Fokus des Technologiewettbewerbs liegt auf: neuen Funktionslösungen |
| 3.21.11) | wft11 | focus of technological competition: fundamentally new products | Fokus des Technologiewettbewerbs liegt auf: grundlegend neuen Produkten |
| 3.21.12) | wft12 | focus of technological competition: new production and process technologies | Fokus des Technologiewettbewerbs liegt auf: neuen Fertigungs- und Verfahrenstechniken |
| 3.21.13) | wft13 | focus of technological competition: further automation | Fokus des Technologiewettbewerbs liegt auf: weiterer Automatisierung |
| 3.21.14) | wft14 | focus of technological competition: new technical organisational structures | Fokus des Technologiewettbewerbs liegt auf: neuen technisch-organisatorischen Strukturen |
| 3.21.15) | wft15 | obst.to dev. of new materials: financing | Hemmnisse bei Entwicklung neuer Materialien liegen im Bereich: Finanzierung |
| 3.21.16) | wft16 | obst. to dev. of new intermediate products: financing | Hemmnisse bei Entwicklung neuer Vorprodukte liegen im Bereich: Finanzierung |
| 3.21.17) | wft17 | obst. to dev. of new functional solutions: financing | Hemmnisse bei Entwicklung neuer Funktionslösungen liegen im Bereich: Finanzierung |
| 3.21.18) | wft18 | obst. to dev. of fundamentally new products: financing | Hemmnisse bei Entwicklung grundlegend neuer Produkte liegen im Bereich: Finanzierung |
| 3.21.19) | wft19 | obst. to dev. of new production and process technologies: financing | Hemmnisse bei Entwicklung neuer Fertigungs- oder Verfahrenstechniken liegen im Bereich: Finanzierung |
| 3.21.20) | wft20 | obst. to further automation: financing | Hemmnisse bei weiterer Automatisierung liegen im Bereich: Finanzierung |
| 3.21.21) | wft21 | obst. to dev. of new technical organisational structures: financing | Hemmnisse bei Entwicklung neuer technisch-organisatorischer Strukturen liegen im Bereich: Finanzierung |
| 3.21.22) | wft22 | obst. to dev. of new materials: information, consulting | Hemmnisse bei Entwicklung neuer Materialien liegen im Bereich: Information, Beratung |
| 3.21.23) | wft23 | obst. to dev. of new intermediate products: information, consulting | Hemmnisse bei Entwicklung neuer Vorprodukte liegen im Bereich: Information, Beratung |
| 3.21.24) | wft24 | obst. to dev. of new functional solutions: information, consulting | Hemmnisse bei Entwicklung neuer Funktionslösungen liegen im Bereich: Information, Beratung |
| 3.21.25) | wft25 | obst. to dev. of fundamentally new products: information, consulting | Hemmnisse bei Entwicklung grundlegend neuer Produkte liegen im Bereich: Information, Beratung |
| 3.21.26) | wft26 | obst. to dev. of new production and process technologies: info., consulting | Hemmnisse bei Entwicklung neuer Fertigungs- oder Verfahrenstechniken liegen im Bereich: Information, Beratung |
| 3.21.27) | wft27 | obst. to further automation: information, consulting | Hemmnisse bei weiterer Automatisierung liegen im Bereich: Information, Beratung |
| 3.21.28) | wft28 | obst. to dev. of new technical organisational structures: info., consulting | Hemmnisse bei Entwicklung neuer technisch-organisatorischer Strukturen liegen im Bereich: Information, Beratung |

| | | | |
|----------|-------|--|---|
| 3.21.29) | wft29 | obst. to dev. of new materials: qualification of employees | Hemmnisse bei Entwicklung neuer Materialien wegen Qualifikation der Mitarbeiter |
| 3.21.30) | wft30 | obst. to dev. of new intermediate products: qualification of employees | Hemmnisse bei Entwicklung neuer Vorprodukte wegen Qualifikation der Mitarbeiter |
| 3.21.31) | wft31 | obst. to dev. of new functional solutions: qualification of employees | Hemmnisse bei Entwicklung neuer Funktionslösungen wegen Qualifikation der Mitarbeiter |
| 3.21.32) | wft32 | obst. to dev. of fundamentally new products: qualification of employees | Hemmnisse bei Entwicklung grundlegend neuer Produkte wegen Qualifikation der Mitarbeiter |
| 3.21.33) | wft33 | obst. to dev. of new prod. and process technologies: qualification of employees | Hemmnisse bei Entwicklung neuer Fertigungs- oder Verfahrenstechniken wegen Qualifikation der Mitarbeiter |
| 3.21.34) | wft34 | obst. to further automation: qualification of employees | Hemmnisse bei weiterer Automatisierung wegen Qualifikation der Mitarbeiter |
| 3.21.35) | wft35 | obst. to dev. of new technical organisational structures: qualification of employees | Hemmnisse bei Entwicklung neuer technisch-organisatorischer Strukturen wegen Qualifikation der Mitarbeiter |
| 3.21.36) | wft36 | obst. to dev. of new materials: technology procurement (external) | Hemmnisse bei Entwicklung neuer Materialien liegen im Bereich: Technologiebeschaffung (extern) |
| 3.21.37) | wft37 | obst. to dev. of new intermediate products: technology procurement (external) | Hemmnisse bei Entwicklung neuer Vorprodukte liegen im Bereich: Technologiebeschaffung (extern) |
| 3.21.38) | wft38 | obst. to dev. of new functional solutions: technology procurement (external) | Hemmnisse bei Entwicklung neuer Funktionslösungen liegen im Bereich: Technologiebeschaffung (extern) |
| 3.21.39) | wft39 | obst. to dev. of fundamentally new products: technology procurement (external) | Hemmnisse bei Entwicklung grundlegend neuer Produkte liegen im Bereich: Information, Beratung |
| 3.21.40) | wft40 | obst. to dev. of new production and process technologies: tech. procurement (external) | Hemmnisse bei Entwicklung neuer Fertigungs- oder Verfahrenstechniken liegen im Bereich: Technologiebeschaffung (extern) |
| 3.21.41) | wft41 | obst. to further automation: technology procurement (external) | Hemmnisse bei weiterer Automatisierung liegen im Bereich: Technologiebeschaffung (extern) |
| 3.21.42) | wft42 | obst. to dev. of new technical org. structures: tech. procurement (external) | Hemmnisse bei Entwicklung neuer technisch-organisatorischer Strukturen liegen im Bereich: Technologiebeschaffung (extern) |
| 3.21.43) | wft43 | overcoming of obst. requires support by professional association | Zur Überwindung der Hemmnisse wird Unterstützung durch Fachverbände benötigt |
| 3.21.44) | wft44 | overcoming of obst. requires support on federal state level | Zur Überwindung der Hemmnisse wird Unterstützung auf Länderebene benötigt |
| 3.21.45) | wft45 | overcoming of obst. requires support on federal level | Zur Überwindung der Hemmnisse wird Unterstützung auf Bundesebene benötigt |
| 3.21.46) | wft46 | overcoming of obst. requires support on EC level | Zur Überwindung der Hemmnisse wird Unterstützung auf EG-Ebene benötigt |

3.22 Innovation and cooperation

| No. | Name | Label | German description |
|----------|-------|--|--|
| 3.22.1) | iuk1 | innovation cooperations with other companies/institutions | Innovationskooperationen mit anderen Unternehmen/Institutionen |
| 3.22.2) | iuk2 | no innovation cooperations with other companies/institutions | Keine Innovationskooperationen mit anderen Unternehmen/Institutionen |
| 3.22.3) | iuk3 | form of innovation cooperation: joint venture | Kooperationsform: Joint Venture |
| 3.22.4) | iuk4 | form of innovation cooperation: agreement about R&D | Kooperationsform: R&D-Vereinbarung |
| 3.22.5) | iuk5 | form of innovation cooperation: agreements about technology exchange | Kooperationsform: Vereinbarung zum Technologieaustausch |
| 3.22.6) | iuk6 | form of innovation cooperation: informal information exchange | Kooperationsform: informeller Informationsaustausch |
| 3.22.7) | iuk7 | form of innovation cooperation: minority shareholding | Kooperationsform: Minderheitsbeteiligung an innovativen Firmen |
| 3.22.8) | iuk8 | form of innovation cooperation: placing of R&D orders | Kooperationsform: Erteilung von R&D-Aufträgen an andere Firmen/Institutionen |
| 3.22.9) | iuk9 | form of innovation cooperation: other forms | Kooperationsform: andere Kooperationsformen |
| 3.22.10) | iuk10 | goal of cooperations: long-term commitment | Ziel von Kooperationen: langfristiges Engagement |
| 3.22.11) | iuk11 | goal of cooperations: short-term realization of single R&D plans | Ziel von Kooperationen: kurzfristige Realisierung einzelner R&D-Vorhaben |

3.27 Forschungs and Entwicklungstätigkeit im Unternehmen

| No. | Name | Label | German description |
|----------|------|-------|--------------------|
| 3.11.1) | | | |
| 3.11.2) | | | |
| 3.11.3) | | | |
| 3.11.4) | | | |
| 3.11.5) | | | |
| 3.11.6) | | | |
| 3.11.7) | | | |
| 3.11.8) | | | |
| 3.11.9) | | | |
| 3.11.10) | | | |
| 3.11.11) | | | |

3.23 Adoption of external ideas/ inventions

| No. | Name | Label | German description |
|----------|---------|--|--|
| 3.23.1) | extid1 | innovations based on own ideas/inventions/findings of the company | Innovationen basieren auf Ideen/Erfindungen des eigenen Unternehmens |
| 3.23.2) | extid2 | innovations based on ideas/inventions/findings of external private persons | Innovationen basieren auf Ideen/Erfindungen externer Privatpersonen |
| 3.23.3) | extid3 | innovations based on ideas/inventions/findings of external research institutions | Innovationen basieren auf Ideen/Erfindungen externer Wissenschaftseinrichtungen |
| 3.23.4) | extid4 | innovations based on ideas/inventions/findings of external companies | Innovationen basieren auf Ideen/Erfindungen externer Unternehmen |
| 3.23.5) | extid5 | innovations based on ideas/inventions/findings of others | Innovationen basieren auf Ideen/Erfindungen Sonstiger |
| 3.23.6) | extid6 | stage of external ideas/inventions/findings when adopted: idea/conception | Externe Ideen waren zum Zeitpunkt der Übernahme in Phase: Idee/Konzepterstellung |
| 3.23.7) | extid7 | stage of external ideas/inventions/findings when adopted: R&D | Externe Ideen waren zum Zeitpunkt der Übernahme in Phase: R&D |
| 3.23.8) | extid8 | stage of external ideas/inventions/findings when adopted: launch of production | Externe Ideen waren zum Zeitpunkt der Übernahme in Phase: Produktionseinführung |
| 3.23.9) | extid9 | stage of external ideas/inventions/findings when adopted: marketing | Externe Ideen waren zum Zeitpunkt der Übernahme in Phase: Vermarktung |
| 3.23.10) | extid10 | external ideas implemented in cooperation with inventor: yes, several | Externe Ideen wurden gemeinsam mit Ideenträger/Erfinder umgesetzt: ja, mehrere |
| 3.23.11) | extid11 | external ideas implemented in cooperation with inventor: yes, one | Externe Ideen wurden gemeinsam mit Ideenträger/Erfinder umgesetzt: ja, eine |
| 3.23.12) | extid12 | external ideas implemented in cooperation with inventor: none | Externe Ideen wurden gemeinsam mit Ideenträger/Erfinder umgesetzt: nein, keine |
| 3.23.13) | extid13 | participation of inventors through: employment in existing company | Einbindung der Ideenträger/Erfinder über: Anstellung im besteh. Unternehmen |
| 3.23.14) | extid14 | participation of inventors through: employment in new company | Einbindung der Ideenträger/Erfinder über: Anstellung in neuem Unternehmen |
| 3.23.15) | extid15 | participation of inventors through: consulting or cooperation contract | Einbindung der Ideenträger/Erfinder über: Berater-, Kooperationsvertrag |
| 3.23.16) | extid16 | participation of inventors through: others | Einbindung der Ideenträger/Erfinder über: Sonstiges |

3.24 Our company in the market

| No. | Name | Label | German description |
|----------|-------|---|---|
| 3.24.1) | uum1a | own share in German market revenues | Anteil des Erzeugnisbereichs am Umsatz auf dem deutschen Markt |
| 3.24.2) | uum1b | own share in world market revenues | Anteil des Erzeugnisbereichs am Umsatz auf dem Weltmarkt |
| 3.24.3) | uum2a | share of largest competitor in German market revenues | Anteil des größten Wettbewerbers am Umsatz auf dem deutschen Markt |
| 3.24.4) | uum2b | share of largest competitor in world market revenues | Anteil des größten Wettbewerbers am Umsatz auf dem Weltmarkt |
| 3.24.5) | uum3a | share of second/third largest competitors in German market revenues | Anteil der zweit- und drittgrößten Wettbewerber am Umsatz auf dem deutschen Markt |
| 3.24.6) | uum3b | share of second/third largest competitors in world market revenues | Anteil der zweit- und drittgrößten Wettbewerber am Umsatz auf dem Weltmarkt |
| 3.24.7) | uum4 | acquisition of another company during last 5 years | Aufkauf eines anderen Unternehmens |
| 3.24.8) | uum4a | year of acquisition of another company | year des Aufkaufes des anderen Unternehmens |
| 3.24.9) | uum5 | acquisition by another company during last 5 years | Übernahme durch anderes Unternehmen |
| 3.24.10) | uum5a | year of acquisition by another company | year der Übernahme durch anderes Unternehmen |
| 3.24.11) | uum6 | fusion with another company during last 5 years | Zusammenschluss mit anderem Unternehmen |
| 3.24.12) | uum6a | year of fusion with another company | year des Zusammenschlusses mit anderem Unternehmen |
| 3.24.13) | uum7 | company arised from company division during last 5 years | Unternehmen ging aus der Aufteilung eines anderen hervor |
| 3.24.14) | uum7a | year of company division | year der Aufteilung des anderen Unternehmens |

3.25 Abilities and skills

| No. | Name | Label | German description |
|----------|--------|--|--|
| 3.25.1) | komp1 | importance of scientific skills of employees for innovations | Bedeutung von naturwissenschaftlichen Fähigkeiten der Mitarbeiter für Innovationen |
| 3.25.2) | komp2 | importance of mathematic skills of employees for innovations | Bedeutung von mathematischen Fähigkeiten der Mitarbeiter für Innovationen |
| 3.25.3) | komp3 | importance of technical skills of employees for innovations | Bedeutung von technischen Fähigkeiten der Mitarbeiter für Innovationen |
| 3.25.4) | komp4 | importance of management skills of employees for innovations | Bedeutung von Managementfähigkeiten der Mitarbeiter für Innovationen |
| 3.25.5) | komp5 | importance of reliability of employees for innovations | Bedeutung der Verlässlichkeit der Mitarbeiter für Innovationen |
| 3.25.6) | komp6 | importance of persistence of employees for innovations | Bedeutung der Beharrlichkeit der Mitarbeiter für Innovationen |
| 3.25.7) | komp7 | importance of employees' ability to work in a team for innovations | Bedeutung der Teamfähigkeit der Mitarbeiter für Innovationen |
| 3.25.8) | komp8 | importance of self-reliance of employees for innovations | Bedeutung der Selbstständigkeit der Mitarbeiter für Innovationen |
| 3.25.9) | komp9 | importance of employees' risk-taking behaviour for innovations | Bedeutung der Risikobereitschaft der Mitarbeiter für Innovationen |
| 3.25.10) | komp10 | importance of creativity of employees for innovations | Bedeutung der Kreativität der Mitarbeiter für Innovationen |
| 3.25.11) | komp11 | most important ability/skills of employees for innovations | Wichtigste Fähigkeit and Kompetenz der Mitarbeiter für Innovationen |
| 3.25.12) | komp12 | second most important ability/skills of employees for innovations | Zweitwichtigste Fähigkeit and Kompetenz der Mitarbeiter für Innovationen |
| 3.25.13) | komp13 | third most important ability/skills of employees for innovations | Drittwichtigste Fähigkeit and Kompetenz der Mitarbeiter für Innovationen |

3.26 Innovations in cooperation with external partners

| No. | Name | Label | German description |
|----------|--------------|--|---|
| 3.26.1) | koex1 | coop. with external partners were started/enhanced/ continued | Kooperationen mit externen angefangen/entwickelt/fortgeführt |
| 3.26.2) | koex2 | importance of coop. with customers from same administrative district | Bedeutung von Kooperationen mit Kunden im gleichen Landkreis |
| 3.26.3) | koex3 | importance of coop. with German customers outside the own district | Bedeutung von Kooperation mit Kunden im restlichen Deutschland |
| 3.26.4) | koex4 | importance of coop. with foreign customers | Bedeutung von Kooperationen mit Kunden außerhalb Deutschlands |
| 3.26.5) | koex2_3_4 | general importance of coop. with customers | Generelle Bedeutung von Kooperationen mit Kunden |
| 3.26.6) | koex5 | importance of coop. with suppliers from same administrative district | Bedeutung von Kooperationen mit Lieferanten im gleichen Landkreis |
| 3.26.7) | koex6 | importance of coop. with German suppliers outside the own district | Bedeutung von Kooperation mit Lieferanten im restlichen Deutschland |
| 3.26.8) | koex7 | importance of coop. with foreign suppliers | Bedeutung von Kooperationen mit Lieferanten außerhalb Deutschlands |
| 3.26.9) | koex5_6_7 | general importance of coop. with suppliers | Generelle Bedeutung von Kooperationen mit Lieferanten |
| 3.26.10) | koex8 | importance of coop. with competitors from same administrative district | Bedeutung von Kooperationen mit Wettbewerbern im gleichen Landkreis |
| 3.26.11) | koex9 | importance of coop. with German competitors outside the own district | Bedeutung von Kooperation mit Wettbewerbern im restlichen Deutschland |
| 3.26.12) | koex10 | importance of coop. with foreign competitors | Bedeutung von Kooperationen mit Wettbewerbern außerhalb Deutschlands |
| 3.26.13) | koex8_9_10 | general importance of coop. with competitors | Generelle Bedeutung von Kooperationen mit Wettbewerbern |
| 3.26.14) | koex11 | importance of coop. with other companies from same administrative district | Bedeutung von Kooperationen mit sonstigen Unternehmen im gleichen Landkreis |
| 3.26.15) | koex12 | importance of coop. with other German companies outside the own district | Bedeutung von Kooperation mit sonstigen Unternehmen im restlichen Deutschland |
| 3.26.16) | koex13 | importance of coop. with foreign companies | Bedeutung von Kooperationen mit sonstigen Unternehmen außerhalb Deutschlands |
| 3.26.17) | koex11_12_13 | general importance of coop. with other companies | Generelle Bedeutung von Kooperationen mit sonstigen Unternehmen |
| 3.26.18) | koex14 | importance of coop. with research institutions from same administrative district | Bedeutung von Kooperationen mit Forschungseinrichtungen im gleichen Landkreis |
| 3.26.19) | koex15 | importance of coop. with German research institutions outside the own district | Bedeutung von Kooperation mit Forschungseinrichtungen im restlichen Deutschland |
| 3.26.20) | koex16 | importance of coop. with foreign research institutions | Bedeutung von Kooperationen mit Forschungseinrichtungen außerhalb Deutschlands |
| 3.26.21) | koex14_15_16 | general importance of coop. with research institutions | Generelle Bedeutung von Kooperationen mit Forschungseinrichtungen |
| 3.26.22) | koex17 | importance of partner companies from food-/tobacco industry | Bedeutung von Partnerunternehmen aus Ernährungs-/Tabakgewerbe |
| 3.26.23) | koex18 | importance of partner companies from clothing-/leather fabrication | Bedeutung von Partnerunternehmen aus Textil-, Bekleidungs- oder Ledergewerbe |
| 3.26.24) | koex19 | importance of partner companies from wood-/furniture industry | Bedeutung von Partnerunternehmen aus Holz- oder Möbelfgewerbe |
| 3.26.25) | koex20 | importance of partner companies from paper-/printing industry | Bedeutung von Partnerunternehmen aus Papier- oder Druckgewerbe |
| 3.26.26) | koex21 | importance of partner companies from chemical-/plastics industry | Bedeutung von Partnerunternehmen aus Chemie-, Kunststoff- oder Kokereigewerbe |
| 3.26.27) | koex22 | importance of partner companies from metal industry | Bedeutung von Partnerunternehmen aus Metallgewerbe |
| 3.26.28) | koex23 | importance of partner companies from glass-/ceramics industry | Bedeutung von Partnerunternehmen aus Glas-/Keramikgewerbe |
| 3.26.29) | koex24 | importance of partner companies from mechanical engineering | Bedeutung von Partnerunternehmen aus Maschinenbau |
| 3.26.30) | koex25 | importance of partner companies from production of office equipment | Bedeutung von Partnerunternehmen aus Herst. v. Büromaschinen and DV-Geräten |
| 3.26.31) | koex26 | importance of partner companies from energy industry | Bedeutung von Partnerunternehmen aus Energiegewerbe |
| 3.26.32) | koex27 | importance of partner companies from electrical engineering | Bedeutung von Partnerunternehmen aus Elektrotechnik |

| | | | |
|----------|--------|--|---|
| 3.26.33) | koex28 | importance of partner companies from broadcast engineering | Bedeutung von Partnerunternehmen aus Rundfunk-, TV- u. Nachrichtentechnik |
| 3.26.34) | koex29 | importance of partner companies from medical engineering | Bedeutung von Partnerunternehmen aus Medizin- und Messtechnik |
| 3.26.35) | koex30 | importance of partner companies from automotive manufacturing | Bedeutung von Partnerunternehmen aus Fahrzeugbau |
| 3.26.36) | koex31 | importance of partner companies from service industry | Bedeutung von Partnerunternehmen aus Dienstleistungsgewerbe |
| 3.26.37) | koex32 | importance of partner companies from other sectors (construction, trade, etc.) | Bedeutung von Partnerunternehmen aus sonstigen Sektoren (Bau, Handel, etc.) |

3.27 Innovation vouchers

| No. | Name | Label | German description |
|---------|------|--|--|
| 3.27.1) | ig1 | company is aware of innovation voucher programme | Innovationsgutschein-Programm ist dem Unternehmen bekannt |
| 3.27.2) | ig2 | company has applied for voucher | Erzeugnisbereich hat Innovationsgutschein beantragt |
| 3.27.3) | ig3 | voucher was granted to company | Erzeugnisbereich wurde Innovationsgutschein bewilligt |
| 3.27.4) | ig4 | total value of redeemed innovation vouchers (euro) | Gesamtwert der eingelösten Innovationsgutscheine in Euro |
| 3.27.5) | ig5 | total costs of innovation cooperations subsidised through voucher (euro) | Gesamtkosten der mit Gutscheinen subventionierten Innovationskooperationen in Euro |
| 3.27.6) | ig6 | impact of voucher on frequency of innovation cooperations | Wirkung eines Innovationsgutscheins auf Häufigkeit von Innovationskooperationen |
| 3.27.7) | ig7 | impact of voucher on number of innovation projects | Wirkung eines Innovationsgutscheins auf Anzahl der Innovationsprojekte |
| 3.27.8) | ig8 | impact of voucher on R&D expenditure | Wirkung eines Innovationsgutscheins auf R&D Ausgaben |

3.28 Information and communication technology

| No. | Name | Label | German description |
|----------|------------|---|--|
| 3.28.1) | comp | share of employees whose tasks require the use of a computer | Anteil der Arbeiter, die zur Ausübung ihrer Tätigkeit einen Computer benötigen |
| 3.28.2) | inet | share of employees whose tasks require the use of the internet | Anteil der Arbeiter, die zur Ausübung ihrer Tätigkeit das Internet benötigen |
| 3.28.3) | nocloud | not using any cloud-services | Unternehmen nutzt keine Cloud-Dienste |
| 3.28.4) | cloudint | using internally implemented cloud-system | Unternehmen nutzt intern realisierte Cloud |
| 3.28.5) | cloudext | using external cloud-service | Unternehmen nutzt Cloud-Dienste von einem externen Anbieter |
| 3.28.6) | invict | yes, we invested in new ict-equipment during last two years | Unternehmen hat in letzten zwei Jahren in neue IKT-Ausstattung investiert |
| 3.28.7) | invexpict | expenditure on investments in ict-equipment (euro) | Ausgaben für Investitionen in IKT-Ausstattung in Euro |
| 3.28.8) | noinvict | no, we did not invest in new ict-equipment during last two years | Unternehmen hat in letzten zwei Jahren nicht in neue IKT-Ausstattung investiert |
| 3.28.9) | mainit | main investment in ict: it equipment (computer and hardware) | Vorrangige Investition in IKT-Ausstattung: IT-Ausstattung (Computer and Hardware) |
| 3.28.10) | mainict | main investment in ict: communication equipment | Vorrangige Investition in IKT-Ausstattung: Kommunikationsausstattung |
| 3.28.11) | mainsoft | main investment in ict: software | Vorrangige Investition in IKT-Ausstattung: Software |
| 3.28.12) | loreorg | low degree of restructuring due to investments in ict | IKT-Investitionen erforderten Umstrukturierung in geringem Umfang |
| 3.28.13) | hireorg | high degree of restructuring due to investments in ict | IKT-Investitionen erforderten umfassende Umstrukturierung |
| 3.28.14) | noreorg | no restructuring due to investments in ict | IKT-Investitionen erforderten keine Umstrukturierung |
| 3.28.15) | inditdep | investment in ict induced by internal it-department | Anstöße für IKT-Investitionen stammen von interner IT-Abteilung |
| 3.28.16) | indcustom | investment in ict induced by customers | Anstöße für IKT-Investitionen stammen von Kunden |
| 3.28.17) | inditgmt | investment in ict induced by internal it-management | Anstöße für IKT-Investitionen stammen von internem IT-Management |
| 3.28.18) | indsuppl | investment in ict induced by suppliers | Anstöße für IKT-Investitionen stammen von Zulieferern |
| 3.28.19) | indextcons | investment in ict induced by external it-consultancy | Anstöße für IKT-Investitionen stammen von externer IT-Beratung |
| 3.28.20) | indextbp | investment in ict induced by external business partners | Anstöße für IKT-Investitionen stammen von externen Geschäftspartnern |
| 3.28.21) | cstrknow | investment in ict constrained by lack of it-knowledge (employees) | IKT-Investitionsvorhaben behindert durch fehlende IT-Kenntnisse der Mitarbeiter |
| 3.28.22) | cstrcons | investment in ict constrained by high costs of external consultancy | IKT-Investitionsvorhaben behindert durch hohe Kosten für externe IT-Beratung |
| 3.28.23) | cstritpers | investment in ict constrained by lack of it-experts on regional labour market | IKT-Investitionsvorhaben behindert durch Mangel an IT-Fachpersonal auf dem regionalen Arbeitsmarkt |
| 3.28.24) | cstrbroadb | investment in ict constrained by insufficient regional supply of broad band | IKT-Investitionsvorhaben behindert durch unzureichende regionale Breitbandversorgung |
| 3.28.25) | cstritappl | investment in ict constrained by lack of suitable it-applications | IKT-Investitionsvorhaben behindert durch fehlende geeignete IT-Anwendungen |

| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | Further information |
|---------------|------|------|------|------|------|------|------|------|------|---------------|------|------|------|------|------|---------------------|
| WEST | | | | | | | | | | EAST and WEST | | | | | | |
| 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | |
| EAST and WEST | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

1.6) **nace** industry sector, NACE code (wz93) East and West 1996 to 2013 annual

Time span of variable

| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | Further information |
|---------------|------|------|------|------|------|------|------|------|------|---------------|------|------|------|------|------|--|
| WEST | | | | | | | | | | EAST and WEST | | | | | | Industry sector according to Nace code (WZ93) |
| 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | [15] = food industry [26] = glass,ceramic,stone [16] = tobacco industry [27] = metal prod.,processing [17] = textile industry [28] = prod. of metal products [18] = clothing industry [29] = engineering [19] = leather fabrication [30] = office equipment, dp... [20] = timber or furniture ind. [31] = electronic prod. and dist [21] = paper industry [32] = broadcasting,television.. [22] = printing industry [33] = medical/measurement e [23] = cokery, mineral [34] = prod. Of cars/carparts... [24] = chem. industry [35] = other vehicle constructio [25] = rubber, plastics [36] = prod of furniture, jewelr |
| EAST and WEST | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

1.7) **waehr** currency DM - EUR East and West 1982 to 2013 annual

Time span of variable

| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | Further information |
|---------------|------|------|------|------|------|------|------|------|------|---------------|------|------|------|------|------|---------------------|
| WEST | | | | | | | | | | EAST and WEST | | | | | | currency DM - EUR |
| 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | |
| EAST and WEST | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

1.8) **westost** western / eastern East and West 1982 to 2013 annual

Time span of variable

| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | Further information |
|---------------|------|------|------|------|------|------|------|------|------|---------------|------|------|------|------|------|---|
| WEST | | | | | | | | | | EAST and WEST | | | | | | differentiates between eastern and western survey |
| 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | |
| EAST and WEST | | | | | | | | | | | | | | | | |

2. General information

| No. | Name | Label | Survey period | Survey frequency |
|------|--------|---|---|------------------|
| 2.1) | umsatz | total revenue in above-mentioned product line | West 1982 to 1990 East and West 1991 to 2013 | annual annual |

Wording of question

| 1982 to 2012 Only for weighting purposes / VII. general information | Further information | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|---|--|------|------|------|------|------|------|------|------|---------------|------|------|------|------|------|------|------|--|--|--|--|--|--|--|--|--|---------------|--|--|--|--|--|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|---------------|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|
| In 19WW* the revenue (without VAT) in above mentioned product line was about _____ (T Euro / T DM)** | **"19WW" denotes the year under review | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Time span of variable | **Currency see variable 1.8) waehr | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <table border="1"> <thead> <tr> <th>1982</th><th>1983</th><th>1984</th><th>1985</th><th>1986</th><th>1987</th><th>1988</th><th>1989</th><th>1990</th><th>1991</th><th>1992</th><th>1993</th><th>1994</th><th>1995</th><th>1996</th><th>1997</th> </tr> </thead> <tbody> <tr> <td colspan="10">WEST</td> <td colspan="6">EAST and WEST</td> </tr> <tr> <th>1998</th><th>1999</th><th>2000</th><th>2001</th><th>2002</th><th>2003</th><th>2004</th><th>2005</th><th>2006</th><th>2007</th><th>2008</th><th>2009</th><th>2010</th><th>2011</th><th>2012</th><th>2013</th> </tr> <tr> <td colspan="16">EAST and WEST</td> </tr> </tbody> </table> | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | WEST | | | | | | | | | | EAST and WEST | | | | | | 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | EAST and WEST | | | | | | | | | | | | | | | | |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| WEST | | | | | | | | | | EAST and WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| EAST and WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|------|-------|---|--------------------|------------------|
| 2.2) | beszn | percentage increase in number of employees last 5 years | East and West 1996 | once |

Wording of question

| 1996 VII. General information | Further information | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|--|---------------------|------|------|------|------|------|------|------|------|------|------|------|------|-------------|------|------|--|--|--|--|--|--|--|--|--|--|--|--|--|--|-------------|--|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|--|
| Please quantify the development during the last 5 years employees _____ increase in % | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Time span of variable | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <table border="1"> <thead> <tr> <th>1982</th><th>1983</th><th>1984</th><th>1985</th><th>1986</th><th>1987</th><th>1988</th><th>1989</th><th>1990</th><th>1991</th><th>1992</th><th>1993</th><th>1994</th><th>1995</th><th>1996</th><th>1997</th> </tr> </thead> <tbody> <tr> <td colspan="14"></td> <td colspan="2">EAST + WEST</td> </tr> <tr> <th>1998</th><th>1999</th><th>2000</th><th>2001</th><th>2002</th><th>2003</th><th>2004</th><th>2005</th><th>2006</th><th>2007</th><th>2008</th><th>2009</th><th>2010</th><th>2011</th><th>2012</th><th>2013</th> </tr> </tbody> </table> | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | EAST + WEST | | 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | | | | | | | | | | | | | | EAST + WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|------|-------|---|--------------------|------------------|
| 2.3) | umszn | percentage increase in total revenue last 5 years | East and West 1996 | once |

Wording of question

| 1996 VII. General information | Further information | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|--|---------------------|------|------|------|------|------|------|------|------|------|------|------|------|-------------|------|------|--|--|--|--|--|--|--|--|--|--|--|--|--|--|-------------|--|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|--|
| Please quantify the development during the last 5 years revenue _____ increase in % | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Time span of variable | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <table border="1"> <thead> <tr> <th>1982</th><th>1983</th><th>1984</th><th>1985</th><th>1986</th><th>1987</th><th>1988</th><th>1989</th><th>1990</th><th>1991</th><th>1992</th><th>1993</th><th>1994</th><th>1995</th><th>1996</th><th>1997</th> </tr> </thead> <tbody> <tr> <td colspan="14"></td> <td colspan="2">EAST + WEST</td> </tr> <tr> <th>1998</th><th>1999</th><th>2000</th><th>2001</th><th>2002</th><th>2003</th><th>2004</th><th>2005</th><th>2006</th><th>2007</th><th>2008</th><th>2009</th><th>2010</th><th>2011</th><th>2012</th><th>2013</th> </tr> </tbody> </table> | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | EAST + WEST | | 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | | | | | | | | | | | | | | EAST + WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|------|-------|--|--------------------|------------------|
| 2.4) | beskv | unchanged number of employees last 5 years | East and West 1996 | once |

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|--|---------------------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|
| <p>1996 VII. General information</p> <p>Please quantify the development during the last 5 years</p> <p style="text-align: right;">no change</p> <p style="text-align: center;">employees <input type="text"/> [1]</p> | Further information | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Time span of variable | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <table border="1" style="width: 100%; text-align: center;"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td style="background-color: #f2f2e6;"></td><td style="background-color: #f2f2e6;"></td><td style="background-color: #f2f2e6;"></td><td style="background-color: #f2f2e6;"></td><td style="background-color: #f2f2e6;"></td><td style="background-color: #f2f2e6;"></td><td style="background-color: #f2f2e6;"></td><td style="background-color: #f2f2e6;"></td><td style="background-color: #f2f2e6;"></td><td style="background-color: #f2f2e6;"></td><td style="background-color: #f2f2e6;"></td><td style="background-color: #f2f2e6;"></td><td style="background-color: #f2f2e6;"></td><td style="background-color: #f2f2e6;"></td><td style="background-color: #f2f2e6;"></td><td style="background-color: #f2f2e6;"></td> </tr> <tr> <td>1998</td><td>1999</td><td>2000</td><td>2001</td><td>2002</td><td>2003</td><td>2004</td><td>2005</td><td>2006</td><td>2007</td><td>2008</td><td>2009</td><td>2010</td><td>2011</td><td>2012</td><td>2013</td> </tr> <tr> <td style="background-color: #f2f2e6;"></td><td style="background-color: #f2f2e6;"></td><td style="background-color: #f2f2e6;"></td><td style="background-color: #f2f2e6;"></td><td style="background-color: #f2f2e6;"></td><td style="background-color: #f2f2e6;"></td><td style="background-color: #f2f2e6;"></td><td style="background-color: #f2f2e6;"></td><td style="background-color: #f2f2e6;"></td><td style="background-color: #f2f2e6;"></td><td style="background-color: #f2f2e6;"></td><td style="background-color: #f2f2e6;"></td><td style="background-color: #f2f2e6;"></td><td style="background-color: #f2f2e6;"></td><td style="background-color: #f2f2e6;"></td><td style="background-color: #f2f2e6;"></td> </tr> </table> | | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | | | | | | | | | | | | | | | | |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
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| 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
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| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

2.5) umskv unchanged total revenue last 5 years East and West 1996 once

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|--|---------------------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|
| <p>1996 VII. General information</p> <p>Please quantify the development during the last 5 years</p> <p style="text-align: right;">no change</p> <p style="text-align: center;">revenue <input type="text"/> [1]</p> | Further information | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Time span of variable | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <table border="1" style="width: 100%; text-align: center;"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td style="background-color: #f2f2e6;"></td><td style="background-color: #f2f2e6;"></td><td style="background-color: #f2f2e6;"></td><td style="background-color: #f2f2e6;"></td><td style="background-color: #f2f2e6;"></td><td style="background-color: #f2f2e6;"></td><td style="background-color: #f2f2e6;"></td><td style="background-color: #f2f2e6;"></td><td style="background-color: #f2f2e6;"></td><td style="background-color: #f2f2e6;"></td><td style="background-color: #f2f2e6;"></td><td style="background-color: #f2f2e6;"></td><td style="background-color: #f2f2e6;"></td><td style="background-color: #f2f2e6;"></td><td style="background-color: #f2f2e6;"></td><td style="background-color: #f2f2e6;"></td> </tr> <tr> <td>1998</td><td>1999</td><td>2000</td><td>2001</td><td>2002</td><td>2003</td><td>2004</td><td>2005</td><td>2006</td><td>2007</td><td>2008</td><td>2009</td><td>2010</td><td>2011</td><td>2012</td><td>2013</td> </tr> <tr> <td style="background-color: #f2f2e6;"></td><td style="background-color: #f2f2e6;"></td><td style="background-color: #f2f2e6;"></td><td style="background-color: #f2f2e6;"></td><td style="background-color: #f2f2e6;"></td><td style="background-color: #f2f2e6;"></td><td style="background-color: #f2f2e6;"></td><td style="background-color: #f2f2e6;"></td><td style="background-color: #f2f2e6;"></td><td style="background-color: #f2f2e6;"></td><td style="background-color: #f2f2e6;"></td><td style="background-color: #f2f2e6;"></td><td style="background-color: #f2f2e6;"></td><td style="background-color: #f2f2e6;"></td><td style="background-color: #f2f2e6;"></td><td style="background-color: #f2f2e6;"></td> </tr> </table> | | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | | | | | | | | | | | | | | | | |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
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| 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

2.6) besan percentage decrease in number of employees last 5 years East and West 1996 once

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|--|---------------------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|
| <p>1996 VII. General information</p> <p>Please quantify the development during the last 5 years</p> <p style="text-align: right;">decrease in %</p> <p style="text-align: center;">employees _____</p> | Further information | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Time span of variable | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <table border="1" style="width: 100%; text-align: center;"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td style="background-color: #f2f2e6;"></td><td style="background-color: #f2f2e6;"></td><td style="background-color: #f2f2e6;"></td><td style="background-color: #f2f2e6;"></td><td style="background-color: #f2f2e6;"></td><td style="background-color: #f2f2e6;"></td><td style="background-color: #f2f2e6;"></td><td style="background-color: #f2f2e6;"></td><td style="background-color: #f2f2e6;"></td><td style="background-color: #f2f2e6;"></td><td style="background-color: #f2f2e6;"></td><td style="background-color: #f2f2e6;"></td><td style="background-color: #f2f2e6;"></td><td style="background-color: #f2f2e6;"></td><td style="background-color: #f2f2e6;"></td><td style="background-color: #f2f2e6;"></td> </tr> <tr> <td>1998</td><td>1999</td><td>2000</td><td>2001</td><td>2002</td><td>2003</td><td>2004</td><td>2005</td><td>2006</td><td>2007</td><td>2008</td><td>2009</td><td>2010</td><td>2011</td><td>2012</td><td>2013</td> </tr> <tr> <td style="background-color: #f2f2e6;"></td><td style="background-color: #f2f2e6;"></td><td style="background-color: #f2f2e6;"></td><td style="background-color: #f2f2e6;"></td><td style="background-color: #f2f2e6;"></td><td style="background-color: #f2f2e6;"></td><td style="background-color: #f2f2e6;"></td><td style="background-color: #f2f2e6;"></td><td style="background-color: #f2f2e6;"></td><td style="background-color: #f2f2e6;"></td><td style="background-color: #f2f2e6;"></td><td style="background-color: #f2f2e6;"></td><td style="background-color: #f2f2e6;"></td><td style="background-color: #f2f2e6;"></td><td style="background-color: #f2f2e6;"></td><td style="background-color: #f2f2e6;"></td> </tr> </table> | | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | | | | | | | | | | | | | | | | |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
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| 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
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| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

2.7) umsan percentage decrease in total revenue last 5 years East and West 1996 once

Wording of question

| | |
|---|---------------------|
| <p>1996 VII. General information</p> <p>Please quantify the development during the last 5 years</p> <p style="text-align: right;">decrease in %</p> <p style="text-align: center;">revenue _____</p> | Further information |
| Time span of variable | |

| | | | | | | | | | | | | | | | |
|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 |
| 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 |

EAST + WEST

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

2.8) **exp1** share of exports w.r.t. product line East and West 1991 to 2013 irregular

Wording of question

| | |
|---|---------------------|
| <p>1991 to 2012</p> <p>VII. General information for the product line</p> <p>The share of exports to the revenue was: _____ %</p> | Further information |
|---|---------------------|

Time span of variable

| | | | | | | | | | | | | | | | |
|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 |
| 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 |

EAST WEST EAST WEST EAST WEST

EAST and WEST

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

2.9) **exp2** share of exports w.r.t. whole company East and West 1995 to 2010 irregular

Wording of question

| | |
|---|---------------------|
| <p>1995 to 2010</p> <p>Only for weighting purposes:</p> <p>The share of exports to the revenue - of the entire company _____ %</p> | Further information |
|---|---------------------|

Time span of variable

| | | | | | | | | | | | | | | | |
|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 |
| 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 |

EAST WEST EAST WEST

EAST and WEST

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

2.10) **noexp** no exports East and West 1995 to 2013 irregular

Wording of question

| | |
|---|---------------------|
| <p>1995 to 2004</p> <p>Only for weighting purposes:</p> <p>We don't export <input type="text"/> [1]</p> | Further information |
| <p>2005 to 2012</p> <p>Only for weighting purposes:</p> <p>Our product line does not export <input type="text"/> [1]</p> | |

Time span of variable

| | | | | | | | | | | | | | | | |
|---------------|------|------|------|------|------|------|------|------|------|------|------|------|--------------|------|--------------|
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 |
| | | | | | | | | | | | | | EAST WEST | | EAST WEST |
| 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 |
| EAST and WEST | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

2.11) **beschft** number of employees w.r.t. product line East and West 1996 to 2013 annual

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|---|---|------|------|------|------|------|------|------|------|------|------|------|------|---------------|------|------|--|--|--|--|--|--|--|--|--|--|--|--|--|--|---------------|--|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|---------------|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|
| 1996 to 2012 VII. General information In 19WW* the number of employees in above mentioned product line was _____ (persons) | Further information **"19WW" denotes the year under review | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Time span of variable | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <table border="1"> <tr><td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td></tr> <tr><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td>EAST and WEST</td><td></td></tr> <tr><td>1998</td><td>1999</td><td>2000</td><td>2001</td><td>2002</td><td>2003</td><td>2004</td><td>2005</td><td>2006</td><td>2007</td><td>2008</td><td>2009</td><td>2010</td><td>2011</td><td>2012</td><td>2013</td></tr> <tr><td colspan="16">EAST and WEST</td></tr> </table> | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | EAST and WEST | | 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | EAST and WEST | | | | | | | | | | | | | | | | |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | | | | | | | | | | | | | | EAST and WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| EAST and WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

2.12) **bs_fue** number of employees in R&D East and West 2005 to 2012 irregular

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|--|---|------|------|------|------|------|----------------|------|------|------|------|------|------|------|------|------|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|--|--|--|--|--|--|--|----------------|--|--|--|--|--|--|--|--|--|
| 2005 to 2012 VII. General information In 20WW* the number of employees in above mentioned product line was _____ (persons) In R&D | Further information **"20WW" denotes the year under review | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Time span of variable | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <table border="1"> <tr><td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td></tr> <tr><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td></tr> <tr><td>1998</td><td>1999</td><td>2000</td><td>2001</td><td>2002</td><td>2003</td><td>2004</td><td>2005</td><td>2006</td><td>2007</td><td>2008</td><td>2009</td><td>2010</td><td>2011</td><td>2012</td><td>2013</td></tr> <tr><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td>EAST + WEST</td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td></tr> </table> | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | | | | | | | | EAST + WEST | | | | | | | | | |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | | | | | | | EAST + WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

2.13) **bs_dokt** share of employees with doctor's degree (product line) East and West 2005 to 2012 irregular

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|--|---------------------|------|------|------|------|------|----------------|------|------|------|------|------|------|------|------|------|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|--|--|--|--|--|--|--|----------------|--|--|--|--|--|--|--|--|--|
| 2005 to 2012 VII. General information The following share of employees achieved as highest qualification degree... - doctor's degree _____ % In above mentioned product line | Further information | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Time span of variable | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <table border="1"> <tr><td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td></tr> <tr><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td></tr> <tr><td>1998</td><td>1999</td><td>2000</td><td>2001</td><td>2002</td><td>2003</td><td>2004</td><td>2005</td><td>2006</td><td>2007</td><td>2008</td><td>2009</td><td>2010</td><td>2011</td><td>2012</td><td>2013</td></tr> <tr><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td>EAST + WEST</td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td></tr> </table> | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | | | | | | | | EAST + WEST | | | | | | | | | |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | | | | | | | EAST + WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

2.14) **bs_dokt_fue** share of employees in R&D with doctor's degree East and West 2005 to 2012 irregular

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|---|---------------------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|
| <p>2005 to 2012</p> <p>VII. General information</p> <p style="text-align: right;">In R&D</p> <p>The following share of employees achieved as highest qualification degree...</p> <p>- doctor's degree _____ %</p> | Further information | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> <table border="1"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td>1998</td><td>1999</td><td>2000</td><td>2001</td><td>2002</td><td>2003</td><td>2004</td><td>2005</td><td>2006</td><td>2007</td><td>2008</td><td>2009</td><td>2010</td><td>2011</td><td>2012</td><td>2013</td> </tr> </table> | | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | |
| 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

2.15) **bs_fhtechn** share of employees with university degree, technical East and West 2005 to 2012 irregular

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|---|---------------------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|
| <p>2005 to 2012</p> <p>VII. General information</p> <p style="text-align: right;">In above mentioned product line</p> <p>The following share of employees achieved as highest qualification degree...</p> <p>- university degree _____ %</p> <p>- scientific-technical course of studies</p> | Further information | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> <table border="1"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td>1998</td><td>1999</td><td>2000</td><td>2001</td><td>2002</td><td>2003</td><td>2004</td><td>2005</td><td>2006</td><td>2007</td><td>2008</td><td>2009</td><td>2010</td><td>2011</td><td>2012</td><td>2013</td> </tr> </table> | | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | |
| 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

2.16) **bs_fhtechn_fue** share of employees in R&D with university degree, technical East and West 2005 to 2012 irregular

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|---|---------------------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|
| <p>2005 to 2012</p> <p>VII. General information</p> <p style="text-align: right;">In R&D</p> <p>The following share of employees achieved as highest qualification degree...</p> <p>- university degree _____ %</p> <p>- sciewntific technical course of studies</p> | Further information | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> <table border="1"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td>1998</td><td>1999</td><td>2000</td><td>2001</td><td>2002</td><td>2003</td><td>2004</td><td>2005</td><td>2006</td><td>2007</td><td>2008</td><td>2009</td><td>2010</td><td>2011</td><td>2012</td><td>2013</td> </tr> </table> | | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | |
| 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

2.17) **bs_fhgeist** share of employees with university degree, social science East and West 2005 to 2012 irregular

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|---|---------------------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|--|
| <p>2005 to 2012</p> <p>VII. General information</p> <p style="text-align: right;">In above mentioned product line</p> <p>The following share of employees achieved as highest qualification degree...</p> <ul style="list-style-type: none"> - university degree - course of studies: social sciences or liberal arts <p style="text-align: right;">_____ %</p> | Further information | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <table border="1"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td>1998</td><td>1999</td><td>2000</td><td>2001</td><td>2002</td><td>2003</td><td>2004</td><td>2005</td><td>2006</td><td>2007</td><td>2008</td><td>2009</td><td>2010</td><td>2011</td><td>2012</td><td>2013</td> </tr> </table> | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | |
| 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

2.18) **bs_fhgeist_fue** share of employees in R&D with university degree, social science East and West 2005 to 2012 irregular

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|---|---------------------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|--|
| <p>2005 to 2012</p> <p>VII. General information</p> <p style="text-align: right;">In R&D</p> <p>The following share of employees achieved as highest qualification degree...</p> <ul style="list-style-type: none"> - university degree - course of studies: social sciences or liberal arts <p style="text-align: right;">_____ %</p> | Further information | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <table border="1"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td>1998</td><td>1999</td><td>2000</td><td>2001</td><td>2002</td><td>2003</td><td>2004</td><td>2005</td><td>2006</td><td>2007</td><td>2008</td><td>2009</td><td>2010</td><td>2011</td><td>2012</td><td>2013</td> </tr> </table> | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | |
| 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

2.19) **bs_ausgeb** share of employees with professional education East and West 2005 to 2012 irregular

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|---|---------------------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|--|
| <p>2005 to 2012</p> <p>VII. General information</p> <p style="text-align: right;">In above mentioned product line</p> <p>The following share of employees achieved as highest qualification degree...</p> <ul style="list-style-type: none"> - professional education <p style="text-align: right;">_____ %</p> | Further information | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <table border="1"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td>1998</td><td>1999</td><td>2000</td><td>2001</td><td>2002</td><td>2003</td><td>2004</td><td>2005</td><td>2006</td><td>2007</td><td>2008</td><td>2009</td><td>2010</td><td>2011</td><td>2012</td><td>2013</td> </tr> </table> | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | |
| 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

2.20) **bs_ausgeb_fue** share of employees in R&D with professional education East and West 2005 to 2012 irregular

Wording of question

| | |
|--|---------------------|
| <p>2005 to 2012</p> <p>VII. General information</p> <p style="text-align: right;">In R&D</p> <p>The following share of employees achieved as highest qualification degree...</p> <ul style="list-style-type: none"> - professional education <p style="text-align: right;">_____ %</p> | Further information |
|--|---------------------|

Time span of variable

| | | | | | | | | | | | | | | | |
|------|------|------|------|------|------|------|-------------|------|------|------|------|------|------|------|------|
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 |
| 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 |
| | | | | | | | EAST + WEST | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

2.21) **bs_azubi** share of apprentices w.r.t. product line East and West 2005 to 2012 irregular

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|--|---------------------|------|------|------|------|------|-------------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|--|--|--|--|--|--|--|-------------|--|--|--|--|--|--|--|--|--|
| <p>2005 to 2012</p> <p>VII. General information</p> <p>In above mentioned product line</p> <p>The following share of employees achieved as highest qualification degree... - apprentices _____ %</p> | Further information | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> <table border="1"> <tr><td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td></tr> <tr><td>1998</td><td>1999</td><td>2000</td><td>2001</td><td>2002</td><td>2003</td><td>2004</td><td>2005</td><td>2006</td><td>2007</td><td>2008</td><td>2009</td><td>2010</td><td>2011</td><td>2012</td><td>2013</td></tr> <tr><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td>EAST + WEST</td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td></tr> </table> | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | | | | | | | | EAST + WEST | | | | | | | | | |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | | | | | | | EAST + WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

2.22) **bs_azubi_fue** share of apprentices in R&D East and West 2005 to 2012 irregular

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|--|---------------------|------|------|------|------|------|-------------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|--|--|--|--|--|--|--|-------------|--|--|--|--|--|--|--|--|--|
| <p>2005 to 2012</p> <p>VII. General information</p> <p>In R&D</p> <p>The following share of employees achieved as highest qualification degree... - apprentices _____ %</p> | Further information | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> <table border="1"> <tr><td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td></tr> <tr><td>1998</td><td>1999</td><td>2000</td><td>2001</td><td>2002</td><td>2003</td><td>2004</td><td>2005</td><td>2006</td><td>2007</td><td>2008</td><td>2009</td><td>2010</td><td>2011</td><td>2012</td><td>2013</td></tr> <tr><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td>EAST + WEST</td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td></tr> </table> | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | | | | | | | | EAST + WEST | | | | | | | | | |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | | | | | | | EAST + WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

2.23) **bs_unqual** share of unskilled workers w.r.t. product line East and West 2005 to 2012 irregular

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|--|---------------------|------|------|------|------|------|-------------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|--|--|--|--|--|--|--|-------------|--|--|--|--|--|--|--|--|--|
| <p>2005 to 2012</p> <p>VII. General information</p> <p>In above mentioned product line</p> <p>The following share of employees achieved as highest qualification degree... - unskilled workers _____ %</p> | Further information | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> <table border="1"> <tr><td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td></tr> <tr><td>1998</td><td>1999</td><td>2000</td><td>2001</td><td>2002</td><td>2003</td><td>2004</td><td>2005</td><td>2006</td><td>2007</td><td>2008</td><td>2009</td><td>2010</td><td>2011</td><td>2012</td><td>2013</td></tr> <tr><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td>EAST + WEST</td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td></tr> </table> | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | | | | | | | | EAST + WEST | | | | | | | | | |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | | | | | | | EAST + WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

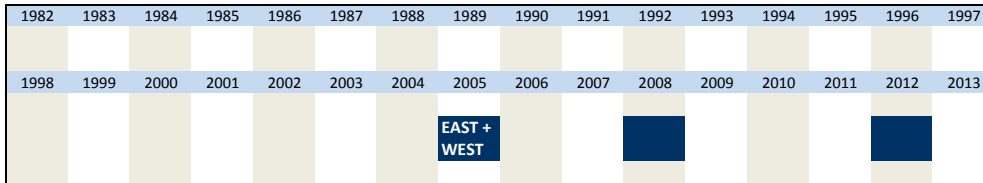
| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

2.24) **bs_unqual_fue** share of unskilled workers in R&D **East and West 2005 to 2012** **irregular**

Wording of question

| | |
|--|---------------------|
| <p>2005 to 2012</p> <p>VII. General information</p> <p>In R&D</p> <p>The following share of employees achieved as highest qualification degree... - unskilled workers _____ %</p> | Further information |
|--|---------------------|

Time span of variable



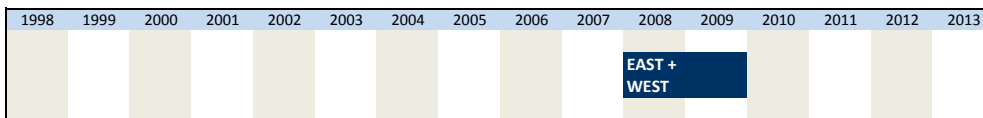
| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

2.25) **antwpers1** main respondent of questionnaire: leading position in R&D **East and West 2008 and 2009** **once**

Wording of question

| | |
|--|---------------------|
| <p>2008 and 2009</p> <p>VII. General information</p> <p>The main respondent of the questionnaire has the following position in your company:</p> <p>leading position R&D <input type="text"/> [1]</p> | Further information |
|--|---------------------|

Time span of variable



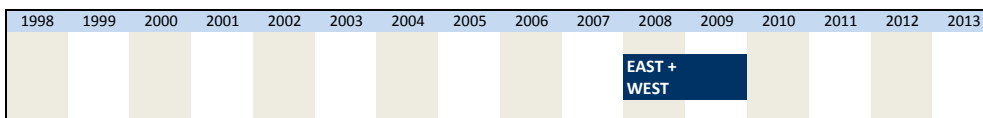
| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

2.26) **antwpers2** main respondent of questionnaire: leading position in controlling **East and West 2008 and 2009** **once**

Wording of question

| | |
|--|---------------------|
| <p>2008 and 2009</p> <p>VII. General information</p> <p>The main respondent of the questionnaire has the following position in your company:</p> <p>leading position controlling <input type="text"/> [1]</p> | Further information |
|--|---------------------|

Time span of variable



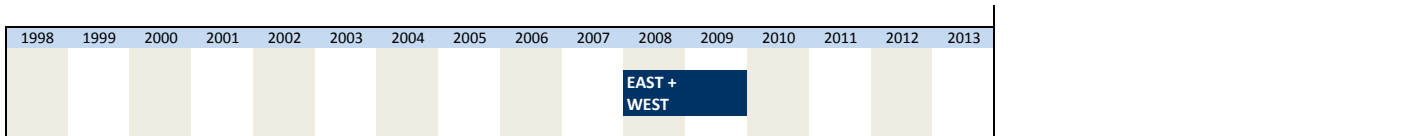
| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

2.27) **antwpers3** main respondent of questionnaire: leading posit. in human resource management **East and West 2008 and 2009** **once**

Wording of question

| | |
|--|---------------------|
| <p>2008 and 2009</p> <p>VII. General information</p> <p>The main respondent of the questionnaire has the following position in your company:</p> <p>leading position human resource management <input type="text"/> [1]</p> | Further information |
|--|---------------------|

Time span of variable



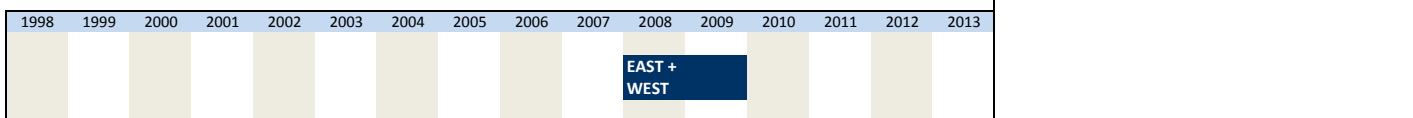
| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

2.28) **antwpers4** main respondent of questionnaire: management East and West 2008 and 2009 once

Wording of question

| | |
|---|---------------------|
| 2008 and 2009 VII. General information The main respondent of the questionnaire has the following position in your company: management <input type="text"/> [1] | Further information |
|---|---------------------|

Time span of variable



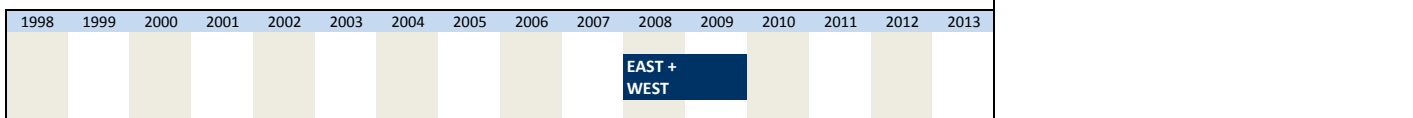
| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

2.29) **antwpers5** main respondent of questionnaire: employee in R&D East and West 2008 and 2009 once

Wording of question

| | |
|---|---------------------|
| 2008 and 2009 VII. General information The main respondent of the questionnaire has the following position in your company: employee R&D <input type="text"/> [1] | Further information |
|---|---------------------|

Time span of variable



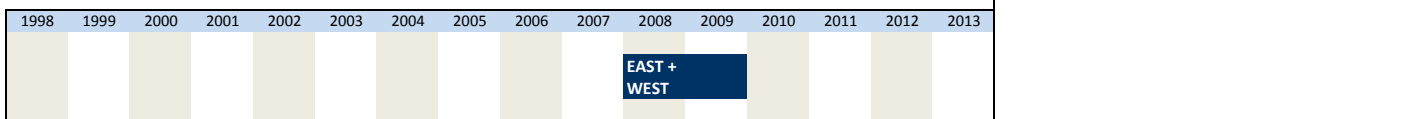
| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

2.30) **antwpers6** main respondent of questionnaire: employee in controlling East and West 2008 and 2009 once

Wording of question

| | |
|---|---------------------|
| 2008 and 2009 VII. General information The main respondent of the questionnaire has the following position in your company: employee controlling <input type="text"/> [1] | Further information |
|---|---------------------|

Time span of variable



| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

2.31) **antwpers7** main respondent of questionnaire: employee in human resource management East and West 2008 and 2009 once

Wording of question

| | |
|--|---------------------|
| 2008 and 2009 VII. General information The main respondent of the questionnaire has the following position in your company: | Further information |
|--|---------------------|

| | | | | | | | | | | | | | | | |
|---|------|------|------|------|------|------|------|------|------|-------------|------|------|------|------|------|
| employee human resource management <input type="text"/> [1] | | | | | | | | | | | | | | | |
| Time span of variable | | | | | | | | | | | | | | | |
| 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 |
| | | | | | | | | | | EAST + WEST | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-------|------------|--|-----------------------------|------------------|
| 2.32) | antwppers8 | main respondent of questionnaire: other position | East and West 2008 and 2009 | once |

Wording of question

| | |
|--|---------------------|
| 2008 and 2009 VII. General information The main respondent of the questionnaire has the following position in your company: other <input type="text"/> [1] | Further information |
| Time span of variable | |
| 1998 1999 2000 2001 2002 2003 2004 2005 2006 2007 2008 2009 2010 2011 2012 2013 EAST + WEST | |

| No. | Name | Label | Survey period | Survey frequency |
|-------|-------|-------------------------------|--------------------------|------------------|
| 2.33) | empro | number of employees (from KT) | East and West since 1991 | annual |

Wording of question

| | |
|--|---|
| since 01/1991 Number of employees State: end of [month] [year] In the entire company (only domestic plants) we employ persons. | Further information since 2009 transferred retrospectively |
| Time span of variable | |
| 1982 1983 1984 1985 1986 1987 1988 1989 1990 1991 1992 1993 1994 1995 1996 1997 EAST + WEST | |
| 1998 1999 2000 2001 2002 2003 2004 2005 2006 2007 2008 2009 2010 2011 2012 2013 EAST + WEST | |

| No. | Name | Label | Survey period | Survey frequency |
|-------|--------|---|--------------------------|------------------|
| 2.34) | empro2 | number of employees in production (from KT) | East and West since 1982 | annual |

Wording of question

| | |
|--|---------------------|
| since 1982 Number of employees In the entire company (only domestic plants) we employ XXXXXXXXXX persons. Thereof for XY persons (possibly estimations according to share of revenue) | Further information |
| Time span of variable | |
| 1982 1983 1984 1985 1986 1987 1988 1989 1990 1991 1992 1993 1994 1995 1996 1997 EAST + WEST | |

| | | | | | | | | | | | | | | | |
|-------------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|
| 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 |
| EAST + WEST | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

2.35) **degrac** share of employees with academic degree East and West 2011 once

Wording of question

| | |
|---|---------------------|
| 2011 Share of employees with academic degree circa. % | Further information |
|---|---------------------|

Time span of variable

| | | | | | | | | | | | | | | | |
|-------------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|
| 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 |
| EAST + WEST | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

2.36) **aku1** characterisation of company: independent West 1991 East 1991 once once

Wording of question

| | |
|--|--|
| 1991 XII. Information for characterisation of the company Our company is - an independent company[1] <input type="checkbox"/> - part of a company group in fact <input type="checkbox"/> - the parent company <input type="checkbox"/> - a subsidiary <input type="checkbox"/> - an affiliated company <input type="checkbox"/> | Further information Special question inquired one time only |
|--|--|

Time span of variable

| | | | | | | | | | | | | | | | |
|-----------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 |
| WEST EAST | | | | | | | | | | | | | | | |
| 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

2.37) **aku2** characterisation of company: part of a group West 1991 East 1991 once once

Wording of question

| | |
|--|--|
| 1991 XII. Information for characterisation of the company Our company is - an independent company <input type="checkbox"/> - part of a company group[1] in fact <input type="checkbox"/> - the parent company <input type="checkbox"/> - a subsidiary <input type="checkbox"/> - an affiliated company <input type="checkbox"/> | Further information Special question inquired one time only |
|--|--|

Time span of variable

| | | | | | | | | | | | | | | | |
|------|------|------|------|------|------|------|------|------|--------------|------|------|------|------|------|------|
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 |
| | | | | | | | | | WEST EAST | | | | | | |
| 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 |
| | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-------|------|---|------------------------|------------------|
| 2.38) | aku3 | characterisation of company: parent company | West 1991 East 1991 | once once |

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|--|--|------|------|------|------|------|------|------|--------------|------|------|------|------|------|------|------|------|--|--|--|--|--|--|--|--|--|--------------|--|--|--|--|--|--|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|
| 1991 XII. Information for characterisation of the company Our company is - an independent company <input type="checkbox"/> - part of a company group in fact <input type="checkbox"/> - the parent company[1] <input type="checkbox"/> - a subsidiary <input type="checkbox"/> - an affiliated company <input type="checkbox"/> | Further information Special question inquired one time only | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Time span of variable | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <table border="1"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td>WEST EAST</td><td></td><td></td><td></td><td></td><td></td><td></td> </tr> <tr> <td>1998</td><td>1999</td><td>2000</td><td>2001</td><td>2002</td><td>2003</td><td>2004</td><td>2005</td><td>2006</td><td>2007</td><td>2008</td><td>2009</td><td>2010</td><td>2011</td><td>2012</td><td>2013</td> </tr> <tr> <td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td> </tr> </table> | | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | WEST EAST | | | | | | | 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | | | | | | | | | | | | | | | | |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | | | | | | | | | WEST EAST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-------|------|---|------------------------|------------------|
| 2.39) | aku4 | characterisation of company: subsidiary | West 1991 East 1991 | once once |

Wording of question

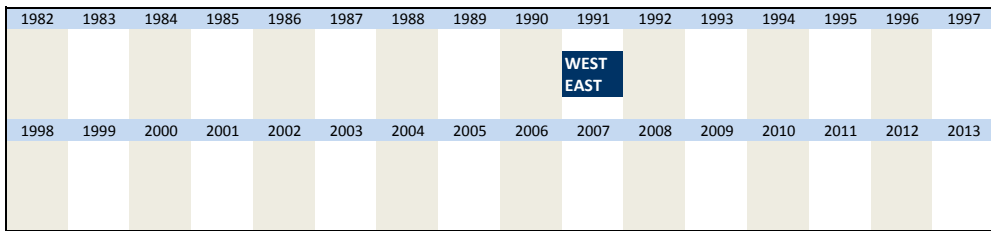
| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|--|--|------|------|------|------|------|------|------|--------------|------|------|------|------|------|------|------|------|--|--|--|--|--|--|--|--|--|--------------|--|--|--|--|--|--|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|
| 1991 XII. Information for characterisation of the company Our company is - an independent company <input type="checkbox"/> - part of a company group in fact <input type="checkbox"/> - the parent company <input type="checkbox"/> - a subsidiary[1] <input type="checkbox"/> - an affiliated company <input type="checkbox"/> | Further information Special question inquired one time only | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Time span of variable | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <table border="1"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td>WEST EAST</td><td></td><td></td><td></td><td></td><td></td><td></td> </tr> <tr> <td>1998</td><td>1999</td><td>2000</td><td>2001</td><td>2002</td><td>2003</td><td>2004</td><td>2005</td><td>2006</td><td>2007</td><td>2008</td><td>2009</td><td>2010</td><td>2011</td><td>2012</td><td>2013</td> </tr> <tr> <td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td> </tr> </table> | | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | WEST EAST | | | | | | | 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | | | | | | | | | | | | | | | | |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | | | | | | | | | WEST EAST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-------|------|---|------------------------|------------------|
| 2.40) | aku5 | characterisation of company: affiliated | West 1991 East 1991 | once once |

Wording of question

| | |
|--|---|
| <p>1991</p> <p>XII. Information for characterisation of the company</p> <p>Our company is</p> <ul style="list-style-type: none"> - an independent company <input type="checkbox"/> - part of a company group in fact - the parent company <input type="checkbox"/> - a subsidiary <input type="checkbox"/> - an affiliated company[1] <input type="checkbox"/> | <p>Further information</p> <p>Special question inquired one time only</p> |
|--|---|

Time span of variable



3. Innovations

3.1 Innovation activities in the year under review

3.1.1 No innovation activities

| No. | Name | Label | Survey period | Survey frequency |
|----------|----------|--------------------------------------|---|------------------|
| 3.1.1.1) | no_inno1 | no innovation, because not necessary | West 1982 to 1990 East and West 1991 to 2013 | annual annual |

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|--|---|------|------|------|------|------|------|------|------|---------------|------|------|------|------|------|------|------|------|--|--|--|--|--|--|--|--|--|---------------|--|--|--|--|--|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|---------------|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|
| <p>1982 to 2012</p> <p>I. Innovation activities in year 19WW/20WW*</p> <p>In 19WW/20WW* we did not carry out any innovation activities, because</p> <p style="text-align: center;"><input type="text"/> [1] they have not been necessary in that year</p> | <p>Further information</p> <p>* "19WW/20WW" denotes the year under review</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> <table border="1" style="width: 100%; text-align: center;"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td colspan="10" style="background-color: #003366; color: white;">WEST</td> <td colspan="6" style="background-color: #003366; color: white;">EAST and WEST</td> </tr> <tr> <td>1998</td><td>1999</td><td>2000</td><td>2001</td><td>2002</td><td>2003</td><td>2004</td><td>2005</td><td>2006</td><td>2007</td><td>2008</td><td>2009</td><td>2010</td><td>2011</td><td>2012</td><td>2013</td> </tr> <tr> <td colspan="16" style="background-color: #003366; color: white;">EAST and WEST</td> </tr> </table> | | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | WEST | | | | | | | | | | EAST and WEST | | | | | | 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | EAST and WEST | | | | | | | | | | | | | | | |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| WEST | | | | | | | | | | EAST and WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| EAST and WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|----------|----------|---------------------------------|---|------------------|
| 3.1.1.2) | no_inno2 | no innovation, due to obstacles | West 1982 to 1990 East and West 1991 to 2013 | annual annual |

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|--|---|------|------|------|------|------|------|------|------|---------------|------|------|------|------|------|------|------|------|--|--|--|--|--|--|--|--|--|---------------|--|--|--|--|--|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|---------------|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|
| <p>1982 to 2012</p> <p>I. Innovation activities in year 19WW/20WW*</p> <p>In 19WW/20WW* we did not carry out any innovation activities, because</p> <p style="text-align: center;"><input type="text"/> [1] of obstacles</p> | <p>Further information</p> <p>* "19WW/20WW" denotes the year under review</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> <table border="1" style="width: 100%; text-align: center;"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td colspan="10" style="background-color: #003366; color: white;">WEST</td> <td colspan="6" style="background-color: #003366; color: white;">EAST and WEST</td> </tr> <tr> <td>1998</td><td>1999</td><td>2000</td><td>2001</td><td>2002</td><td>2003</td><td>2004</td><td>2005</td><td>2006</td><td>2007</td><td>2008</td><td>2009</td><td>2010</td><td>2011</td><td>2012</td><td>2013</td> </tr> <tr> <td colspan="16" style="background-color: #003366; color: white;">EAST and WEST</td> </tr> </table> | | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | WEST | | | | | | | | | | EAST and WEST | | | | | | 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | EAST and WEST | | | | | | | | | | | | | | | |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| WEST | | | | | | | | | | EAST and WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| EAST and WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

3.1.2 product innovations

| No. | Name | Label | Survey period | Survey frequency |
|----------|-------|--------------------------------|----------------------------|------------------|
| 3.1.2.1) | pdin1 | product innovations introduced | East and West 1992 to 2013 | annual |

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|--|---|------|------|------|------|------|------|------|------|------|---------------|------|------|------|------|------|------|--|--|--|--|--|--|--|--|--|--|--|---------------|--|--|--|--|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|---------------|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|
| <p>1992 to 2012</p> <p>I. Innovation activities in year 19WW/20WW*</p> <p>product innovations</p> <p>In 19WW/20WW* innovations were</p> <p style="text-align: center;">introduced by us <input type="text"/> [1]</p> | <p>Further information</p> <p>* "19WW/20WW" denotes the year under review</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> <table border="1" style="width: 100%; text-align: center;"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td colspan="11" style="background-color: #003366; color: white;"></td> <td colspan="5" style="background-color: #003366; color: white;">EAST and WEST</td> </tr> <tr> <td>1998</td><td>1999</td><td>2000</td><td>2001</td><td>2002</td><td>2003</td><td>2004</td><td>2005</td><td>2006</td><td>2007</td><td>2008</td><td>2009</td><td>2010</td><td>2011</td><td>2012</td><td>2013</td> </tr> <tr> <td colspan="16" style="background-color: #003366; color: white;">EAST and WEST</td> </tr> </table> | | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | EAST and WEST | | | | | 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | EAST and WEST | | | | | | | | | | | | | | | |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | | | | | | | | | | | EAST and WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| EAST and WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.1.2.2) **pdin1a1** products innovations introduced (retaining production technology) West 1982 to 1990 annual
East and West 1991 once

Wording of question

| 1982 to 1991** I. Innovation activities in year 19WW* product innovations In 19WW* we introduced innovations while retaining the production technology <input type="text"/> [1] | Further information **"19WW" denotes the year under review **Question was actually only posed in 1991. The values for the years 1982-90 are subsequently generated by the variable 3.1.2.3) pdin1a2 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|---|---|------|------|------|------|------|------|------|------|-------------|------|------|------|------|------|------|------|--|--|--|--|--|--|--|--|--|-------------|--|--|--|--|--|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|--|
| Time span of variable | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <table border="1" style="width: 100%; text-align: center;"> <thead> <tr> <th>1982</th><th>1983</th><th>1984</th><th>1985</th><th>1986</th><th>1987</th><th>1988</th><th>1989</th><th>1990</th><th>1991</th><th>1992</th><th>1993</th><th>1994</th><th>1995</th><th>1996</th><th>1997</th></tr> </thead> <tbody> <tr> <td colspan="10" style="background-color: #000080; color: white;">WEST</td> <td colspan="2" style="background-color: #000080; color: white;">EAST + WEST</td> <td></td><td></td><td></td><td></td></tr> <tr> <td>1998</td><td>1999</td><td>2000</td><td>2001</td><td>2002</td><td>2003</td><td>2004</td><td>2005</td><td>2006</td><td>2007</td><td>2008</td><td>2009</td><td>2010</td><td>2011</td><td>2012</td><td>2013</td></tr> </tbody> </table> | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | WEST | | | | | | | | | | EAST + WEST | | | | | | 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| WEST | | | | | | | | | | EAST + WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.1.2.3) **pdin1a2** number of introduced product innovations (retaining production technology) West 1982 to 1990 annual

Wording of question

| 1982 to 1990 I. Innovation activities in year 19WW* product innovations In 19WW* we introduced innovations while retaining the existing production technology <input type="text"/> (number of products) | Further information **"19WW" denotes the year under review | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|---|--|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|--|
| Time span of variable | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <table border="1" style="width: 100%; text-align: center;"> <thead> <tr> <th>1982</th><th>1983</th><th>1984</th><th>1985</th><th>1986</th><th>1987</th><th>1988</th><th>1989</th><th>1990</th><th>1991</th><th>1992</th><th>1993</th><th>1994</th><th>1995</th><th>1996</th><th>1997</th></tr> </thead> <tbody> <tr> <td colspan="9" style="background-color: #000080; color: white;">WEST</td> <td></td><td></td><td></td><td></td><td></td><td></td><td></td></tr> <tr> <td>1998</td><td>1999</td><td>2000</td><td>2001</td><td>2002</td><td>2003</td><td>2004</td><td>2005</td><td>2006</td><td>2007</td><td>2008</td><td>2009</td><td>2010</td><td>2011</td><td>2012</td><td>2013</td></tr> </tbody> </table> | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | WEST | | | | | | | | | | | | | | | | 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.1.2.4) **pdin1b1** product innovations introduced (altering production technology) West 1982 to 1990 annual
East and West 1991 once

Wording of question

| 1982 to 1991** I. Innovation activities in year 19WW* product innovations In 19WW* we introduced innovations while altering the production technology <input type="text"/> [1] | Further information **"19WW" denotes the year under review **Question was actually only posed in 1991. The values for the years 1982-90 are subsequently generated by the variable 3.1.2.5) pdin1b2 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|---|---|------|------|------|------|------|------|------|------|-------------|------|------|------|------|------|------|------|--|--|--|--|--|--|--|--|--|-------------|--|--|--|--|--|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|--|
| Time span of variable | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <table border="1" style="width: 100%; text-align: center;"> <thead> <tr> <th>1982</th><th>1983</th><th>1984</th><th>1985</th><th>1986</th><th>1987</th><th>1988</th><th>1989</th><th>1990</th><th>1991</th><th>1992</th><th>1993</th><th>1994</th><th>1995</th><th>1996</th><th>1997</th></tr> </thead> <tbody> <tr> <td colspan="10" style="background-color: #000080; color: white;">WEST</td> <td colspan="2" style="background-color: #000080; color: white;">EAST + WEST</td> <td></td><td></td><td></td><td></td></tr> <tr> <td>1998</td><td>1999</td><td>2000</td><td>2001</td><td>2002</td><td>2003</td><td>2004</td><td>2005</td><td>2006</td><td>2007</td><td>2008</td><td>2009</td><td>2010</td><td>2011</td><td>2012</td><td>2013</td></tr> </tbody> </table> | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | WEST | | | | | | | | | | EAST + WEST | | | | | | 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| WEST | | | | | | | | | | EAST + WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|----------|---------|---|-------------------|------------------|
| 3.1.2.5) | pdin1b2 | number of introduced product innovations (altering production technology) | West 1982 to 1990 | annual |

Wording of question

| | |
|--|--|
| <p>1982 to 1990</p> <p>I. Innovation activities in year 19WW*</p> <p>product innovations</p> <p>In 19WW* we introduced innovations while altering the production technology</p> <p style="text-align: right;">_____</p> <p style="text-align: right;">(number of products)</p> | <p>Further information</p> <p>***19WW" denotes the year under review</p> |
| <p>Time span of variable</p> | |
| | |

| No. | Name | Label | Survey period | Survey frequency |
|----------|-------|-----------------------------|----------------------------|------------------|
| 3.1.2.6) | pdin2 | product innovations started | East and West 1992 to 2013 | annual |

Wording of question

| | |
|--|---|
| <p>1992 to 2012</p> <p>I. Innovation activities in year 19WW/20WW*</p> <p>product innovations</p> <p>In 19WW* we have _____ started or not yet finished innovations <input type="text"/> [1]</p> | <p>Further information</p> <p>***19WW/20WW" denotes the year under review</p> |
| <p>Time span of variable</p> | |
| | |

| No. | Name | Label | Survey period | Survey frequency |
|----------|--------|---|---|------------------|
| 3.1.2.7) | pdin2a | product innovations started (retaining production technology) | West 1982 to 1990 East and West 1991 | annual once |

Wording of question

| | |
|--|--|
| <p>1982 to 1991</p> <p>I. Innovation activities in year 19WW*</p> <p>product innovations</p> <p>In 19WW*, while retaining the existing production technology, we have _____ started or not yet finished innovations <input type="text"/> [1]</p> | <p>Further information</p> <p>***19WW" denotes the year under review</p> |
| <p>Time span of variable</p> | |
| | |

| No. | Name | Label | Survey period | Survey frequency | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|---|--------|--|--|------------------|------|------|------|------|------|-------------|------|------|------|------|------|------|------|------|------|------|------|--|--|--|--|--|--|--|--|--|-------------|--|--|--|--|--|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|
| 3.1.2.8) | pdin2b | product innovations (altering production technology) | West 1982 to 1990 East and West 1991 | annual once | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Wording of question | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 1982 to 1991 I. Innovation activities in year 19WW* product innovations In 19WW*, while altering the production technology, we have | | | Further information **"19WW" denotes the year under review | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| started or not yet finished innovations <input type="text"/> [1] | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Time span of variable | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <table border="1"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td colspan="10">WEST</td> <td colspan="2">EAST + WEST</td> <td></td><td></td><td></td><td></td> </tr> <tr> <td>1998</td><td>1999</td><td>2000</td><td>2001</td><td>2002</td><td>2003</td><td>2004</td><td>2005</td><td>2006</td><td>2007</td><td>2008</td><td>2009</td><td>2010</td><td>2011</td><td>2012</td><td>2013</td> </tr> </table> | | | | | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | WEST | | | | | | | | | | EAST + WEST | | | | | | 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| WEST | | | | | | | | | | EAST + WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|--|-------|-------------------------------|---|------------------|------|------|------|------|------|---------------|------|------|------|------|------|------|------|------|------|------|--|--|--|--|--|--|--|--|--|--|---------------|--|--|--|--|--|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|---------------|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|
| 3.1.2.9) | pdin3 | product innovations cancelled | East and West 1992 to 2013 | annual | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Wording of question | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 1992 to 2012 I. Innovation activities in year 19WW/20WW* product innovations In 19WW* we have | | | Further information **"19WW/20WW" denotes the year under review | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| cancelled innovations <input type="text"/> [1] | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Time span of variable | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <table border="1"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td colspan="2">EAST and WEST</td><td></td><td></td><td></td><td></td> </tr> <tr> <td>1998</td><td>1999</td><td>2000</td><td>2001</td><td>2002</td><td>2003</td><td>2004</td><td>2005</td><td>2006</td><td>2007</td><td>2008</td><td>2009</td><td>2010</td><td>2011</td><td>2012</td><td>2013</td> </tr> <tr> <td colspan="16">EAST and WEST</td> </tr> </table> | | | | | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | EAST and WEST | | | | | | 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | EAST and WEST | | | | | | | | | | | | | | | |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | | | | | | | | | | EAST and WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| EAST and WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|---|--------|---|--|------------------|------|------|------|------|------|-------------|------|------|------|------|------|------|------|------|------|------|------|--|--|--|--|--|--|--|--|--|-------------|--|--|--|--|--|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|
| 3.1.2.10) | pdin3a | product innovations cancelled (retaining production technology) | West 1982 to 1990 East and West 1991 | annual once | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Wording of question | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 1982 to 1991 I. Innovation activities in year 19WW* product innovations In 19WW*, while retaining the existing production technology, we have | | | Further information **"19WW" denotes the year under review | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| cancelled innovations <input type="text"/> [1] | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Time span of variable | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <table border="1"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td colspan="10">WEST</td> <td colspan="2">EAST + WEST</td> <td></td><td></td><td></td><td></td> </tr> <tr> <td>1998</td><td>1999</td><td>2000</td><td>2001</td><td>2002</td><td>2003</td><td>2004</td><td>2005</td><td>2006</td><td>2007</td><td>2008</td><td>2009</td><td>2010</td><td>2011</td><td>2012</td><td>2013</td> </tr> </table> | | | | | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | WEST | | | | | | | | | | EAST + WEST | | | | | | 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| WEST | | | | | | | | | | EAST + WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.1.2.11) **pdin3b** product innovations cancelled (altering production technology) West 1982 to 1990 annual
East and West 1991 once

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|---|--|------|------|------|------|------|------|------|------|-------------|------|------|------|------|------|------|------|------|--|--|--|--|--|--|--|--|--|-------------|--|--|--|--|--|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|
| <p>1982 to 1991</p> <p>I. Innovation activities in year 19WW*</p> <p>product innovations</p> <p>In 19WW*, while altering the production technology, we have</p> <p style="text-align: right;">cancelled innovations <input type="text"/> [1]</p> | <p>Further information</p> <p>***19WW" denotes the year under review</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> <table border="1" style="width: 100%; text-align: center;"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td colspan="10">WEST</td> <td colspan="2">EAST + WEST</td> <td colspan="4"></td> </tr> <tr> <td>1998</td><td>1999</td><td>2000</td><td>2001</td><td>2002</td><td>2003</td><td>2004</td><td>2005</td><td>2006</td><td>2007</td><td>2008</td><td>2009</td><td>2010</td><td>2011</td><td>2012</td><td>2013</td> </tr> </table> | | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | WEST | | | | | | | | | | EAST + WEST | | | | | | 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| WEST | | | | | | | | | | EAST + WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.1.2.12) **pdin4e** ext. research required for product innovations East and West 1992 to 2013 annual

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|--|---|------|------|------|------|------|------|------|------|---------------|------|------|------|------|------|------|------|--|--|--|--|--|--|--|--|--|--|---------------|--|--|--|--|--|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|---------------|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|
| <p>1992 to 2012</p> <p>I. Innovation activities in year 19WW/20WW*</p> <p>product innovations</p> <p>The introduced innovations required</p> <p style="text-align: right;">research <input type="text"/> external [1]</p> | <p>Further information</p> <p>***19WW/20WW" denotes the year under review</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> <table border="1" style="width: 100%; text-align: center;"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td colspan="10"></td> <td colspan="2">EAST and WEST</td> <td colspan="4"></td> </tr> <tr> <td>1998</td><td>1999</td><td>2000</td><td>2001</td><td>2002</td><td>2003</td><td>2004</td><td>2005</td><td>2006</td><td>2007</td><td>2008</td><td>2009</td><td>2010</td><td>2011</td><td>2012</td><td>2013</td> </tr> <tr> <td colspan="16">EAST and WEST</td> </tr> </table> | | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | EAST and WEST | | | | | | 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | EAST and WEST | | | | | | | | | | | | | | | |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | | | | | | | | | | EAST and WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| EAST and WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.1.2.13) **pdin4ea** ext. research required for product innovations (retaining production technology) West 1982 to 1990 annual
East and West 1991 once

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|---|--|------|------|------|------|------|------|------|------|-------------|------|------|------|------|------|------|------|------|--|--|--|--|--|--|--|--|--|-------------|--|--|--|--|--|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|
| <p>1982 to 1991</p> <p>I. Innovation activities in year 19WW*</p> <p>product innovations</p> <p>While retaining the existing production technology the introduced innovations required</p> <p style="text-align: right;">research <input type="text"/> external [1]</p> | <p>Further information</p> <p>***19WW" denotes the year under review</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> <table border="1" style="width: 100%; text-align: center;"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td colspan="10">WEST</td> <td colspan="2">EAST + WEST</td> <td colspan="4"></td> </tr> <tr> <td>1998</td><td>1999</td><td>2000</td><td>2001</td><td>2002</td><td>2003</td><td>2004</td><td>2005</td><td>2006</td><td>2007</td><td>2008</td><td>2009</td><td>2010</td><td>2011</td><td>2012</td><td>2013</td> </tr> </table> | | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | WEST | | | | | | | | | | EAST + WEST | | | | | | 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| WEST | | | | | | | | | | EAST + WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.1.2.14) **pdin4eb** ext. research required for product innovations (altering production technology) West 1982 to 1990 annual
East and West 1991 once

Wording of question

| <p>1982 to 1991 I. Innovation activities in year 19WW* product innovations While altering the production technology the introduced innovations required</p> <p style="text-align: right;">research <input type="checkbox"/> external <input type="checkbox"/> [1]</p> | <p>Further information</p> <p>***"19WW" denotes the year under review</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|---|---|------|------|------|------|------|------|------|------|-------------|------|------|------|------|------|------|------|------|--|--|--|--|--|--|--|--|--|-------------|--|--|--|--|--|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|
| <p>Time span of variable</p> <table border="1"> <thead> <tr> <th>1982</th><th>1983</th><th>1984</th><th>1985</th><th>1986</th><th>1987</th><th>1988</th><th>1989</th><th>1990</th><th>1991</th><th>1992</th><th>1993</th><th>1994</th><th>1995</th><th>1996</th><th>1997</th> </tr> </thead> <tbody> <tr> <td colspan="10">WEST</td> <td colspan="2">EAST + WEST</td> <td></td><td></td><td></td><td></td> </tr> <tr> <td>1998</td><td>1999</td><td>2000</td><td>2001</td><td>2002</td><td>2003</td><td>2004</td><td>2005</td><td>2006</td><td>2007</td><td>2008</td><td>2009</td><td>2010</td><td>2011</td><td>2012</td><td>2013</td> </tr> </tbody> </table> | | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | WEST | | | | | | | | | | EAST + WEST | | | | | | 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| WEST | | | | | | | | | | EAST + WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.1.2.15) **pdin4i** int. research required for product innovations East and West 1992 to 2013 annual

Wording of question

| <p>1992 to 2012 I. Innovation activities in year 19WW/20WW* product innovations The introduced innovations required</p> <p style="text-align: right;">research <input type="checkbox"/> internal <input type="checkbox"/> [1]</p> | <p>Further information</p> <p>***"19WW/20WW" denotes the year under review</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|--|--|------|------|------|------|------|------|------|------|---------------|------|------|------|------|------|------|------|--|--|--|--|--|--|--|--|--|--|---------------|--|--|--|--|--|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|---------------|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|
| <p>Time span of variable</p> <table border="1"> <thead> <tr> <th>1982</th><th>1983</th><th>1984</th><th>1985</th><th>1986</th><th>1987</th><th>1988</th><th>1989</th><th>1990</th><th>1991</th><th>1992</th><th>1993</th><th>1994</th><th>1995</th><th>1996</th><th>1997</th> </tr> </thead> <tbody> <tr> <td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td colspan="2">EAST and WEST</td><td></td><td></td><td></td><td></td> </tr> <tr> <td>1998</td><td>1999</td><td>2000</td><td>2001</td><td>2002</td><td>2003</td><td>2004</td><td>2005</td><td>2006</td><td>2007</td><td>2008</td><td>2009</td><td>2010</td><td>2011</td><td>2012</td><td>2013</td> </tr> <tr> <td colspan="16">EAST and WEST</td> </tr> </tbody> </table> | | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | EAST and WEST | | | | | | 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | EAST and WEST | | | | | | | | | | | | | | | |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | | | | | | | | | | EAST and WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| EAST and WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.1.2.16) **pdin4ia** int. research required for product innovations (retaining production technology) West 1982 to 1990 annual
East and West 1991 once

Wording of question

| <p>1982 to 1991 I. Innovation activities in year 19WW* product innovations While retaining the existing production technology the introduced innovations required</p> <p style="text-align: right;">research <input type="checkbox"/> internal <input type="checkbox"/> [1]</p> | <p>Further information</p> <p>***"19WW" denotes the year under review</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|---|---|------|------|------|------|------|------|------|------|-------------|------|------|------|------|------|------|------|------|--|--|--|--|--|--|--|--|--|-------------|--|--|--|--|--|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|
| <p>Time span of variable</p> <table border="1"> <thead> <tr> <th>1982</th><th>1983</th><th>1984</th><th>1985</th><th>1986</th><th>1987</th><th>1988</th><th>1989</th><th>1990</th><th>1991</th><th>1992</th><th>1993</th><th>1994</th><th>1995</th><th>1996</th><th>1997</th> </tr> </thead> <tbody> <tr> <td colspan="10">WEST</td> <td colspan="2">EAST + WEST</td> <td></td><td></td><td></td><td></td> </tr> <tr> <td>1998</td><td>1999</td><td>2000</td><td>2001</td><td>2002</td><td>2003</td><td>2004</td><td>2005</td><td>2006</td><td>2007</td><td>2008</td><td>2009</td><td>2010</td><td>2011</td><td>2012</td><td>2013</td> </tr> </tbody> </table> | | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | WEST | | | | | | | | | | EAST + WEST | | | | | | 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| WEST | | | | | | | | | | EAST + WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.1.2.17) pdin4ib

int. research required for product innovations (altering production technology)

West 1982 to 1990
East and West 1991

annual
once

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|---|---|------|------|------|------|------|------|------|------|-------------|------|------|------|------|------|------|------|------|--|--|--|--|--|--|--|--|--|-------------|--|--|--|--|--|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|
| <p>1982 to 1991</p> <p>I. Innovation activities in year 19WW*</p> <p>product innovations</p> <p>While altering the production technology the introduced innovations required</p> <p style="text-align: right;">research <input type="checkbox"/> internal <input type="checkbox"/> [1]</p> | <p>Further information</p> <p>***19WW** denotes the year under review</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <table border="1" style="width: 100%; text-align: center;"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td colspan="10" style="background-color: #003366; color: white;">WEST</td> <td colspan="6" style="background-color: #003366; color: white;">EAST + WEST</td> </tr> <tr> <td>1998</td><td>1999</td><td>2000</td><td>2001</td><td>2002</td><td>2003</td><td>2004</td><td>2005</td><td>2006</td><td>2007</td><td>2008</td><td>2009</td><td>2010</td><td>2011</td><td>2012</td><td>2013</td> </tr> </table> | | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | WEST | | | | | | | | | | EAST + WEST | | | | | | 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| WEST | | | | | | | | | | EAST + WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.1.2.18) pdin5e

ext. experimental dev. required for product innovations

East and West 1992 to 2013

annual

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|--|--|------|------|------|------|------|------|------|------|------|---------------|------|------|------|------|------|------|--|--|--|--|--|--|--|--|--|--|--|---------------|--|--|--|--|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|---------------|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|
| <p>1992 to 2012</p> <p>I. Innovation activities in year 19WW/20WW*</p> <p>product innovations</p> <p>The introduced innovations required</p> <p style="text-align: right;">experimental development <input type="checkbox"/> external <input type="checkbox"/> [1]</p> | <p>Further information</p> <p>***19WW/20WW** denotes the year under review</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <table border="1" style="width: 100%; text-align: center;"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td colspan="11"></td> <td colspan="5" style="background-color: #003366; color: white;">EAST and WEST</td> </tr> <tr> <td>1998</td><td>1999</td><td>2000</td><td>2001</td><td>2002</td><td>2003</td><td>2004</td><td>2005</td><td>2006</td><td>2007</td><td>2008</td><td>2009</td><td>2010</td><td>2011</td><td>2012</td><td>2013</td> </tr> <tr> <td colspan="16" style="background-color: #003366; color: white;">EAST and WEST</td> </tr> </table> | | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | EAST and WEST | | | | | 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | EAST and WEST | | | | | | | | | | | | | | | |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | | | | | | | | | | | EAST and WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| EAST and WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.1.2.19) pdin5ea

ext. experimental development required for product innovations
(retaining production technology)

West 1982 to 1990
East and West 1991

annual
once

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|---|---|------|------|------|------|------|------|------|------|-------------|------|------|------|------|------|------|------|------|--|--|--|--|--|--|--|--|--|-------------|--|--|--|--|--|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|
| <p>1982 to 1991</p> <p>I. Innovation activities in year 19WW*</p> <p>product innovations</p> <p>While retaining the existing production technology the introduced innovations required</p> <p style="text-align: right;">experimental development <input type="checkbox"/> external <input type="checkbox"/> [1]</p> | <p>Further information</p> <p>***19WW** denotes the year under review</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <table border="1" style="width: 100%; text-align: center;"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td colspan="10" style="background-color: #003366; color: white;">WEST</td> <td colspan="6" style="background-color: #003366; color: white;">EAST + WEST</td> </tr> <tr> <td>1998</td><td>1999</td><td>2000</td><td>2001</td><td>2002</td><td>2003</td><td>2004</td><td>2005</td><td>2006</td><td>2007</td><td>2008</td><td>2009</td><td>2010</td><td>2011</td><td>2012</td><td>2013</td> </tr> </table> | | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | WEST | | | | | | | | | | EAST + WEST | | | | | | 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| WEST | | | | | | | | | | EAST + WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.1.2.20) pdin5eb

ext. experimental dev. required for product innovations (altering production technology)

West 1982 to 1990
East and West 1991

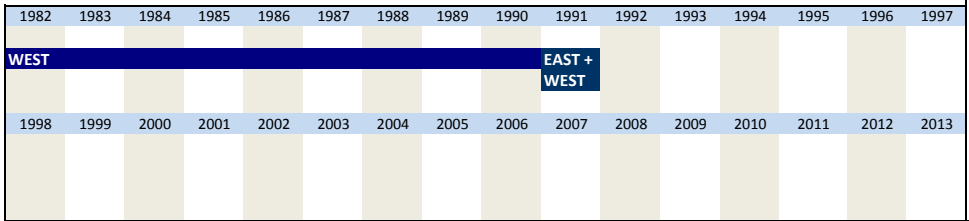
annual
once

Wording of question

| | |
|--|---|
| <p>1982 to 1991</p> <p>I. Innovation activities in year 19WW*</p> <p>product innovations</p> <p style="text-align: center;">Seite 36</p> | <p>Further information</p> <p>***19WW** denotes the year under review</p> |
|--|---|

While altering the production technology the introduced innovations required
 experimental development external [1]

Time span of variable



| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

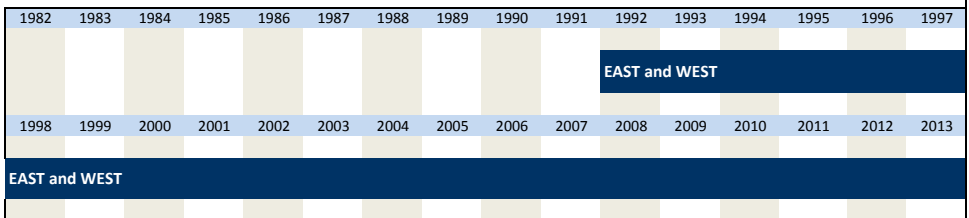
3.1.2.21) **pdin5i** int. experimental dev. required for product innovations East and West 1992 to 2013 annual

Wording of question

1992 to 2012
I. Innovation activities in year 19WW/20WW* product innovations
 The introduced innovations required
 experimental development internal [1]

Further information
 **"19WW/20WW" denotes the year under review

Time span of variable



| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

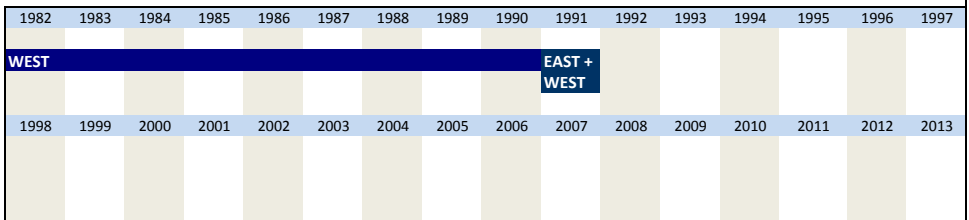
3.1.2.22) **pdin5ia** int. experimental dev. required for product innovations (retaining production technology) West 1982 to 1990 East and West 1991 annual once

Wording of question

1982 to 1991
I. Innovation activities in year 19WW*
product innovations
 While retaining the existing production technology the introduced innovations required
 experimental development internal [1]

Further information
 **"19WW" denotes the year under review

Time span of variable



| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.1.2.23) pdin5ib

int. experimental dev. required for product innovations (altering production technology)

West 1982 to 1990
East and West 1991

annual
once

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|---|---|------|------|------|------|------|------|------|------|-------------|------|------|------|------|------|------|------|------|--|--|--|--|--|--|--|--|--|-------------|--|--|--|--|--|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|
| <p>1982 to 1991</p> <p>I. Innovation activities in year 19WW*</p> <p>product innovations</p> <p>While altering the production technology the introduced innovations required</p> <p style="text-align: right;">experimental development <input type="checkbox"/> internal <input type="checkbox"/> [1]</p> | <p>Further information</p> <p>***19WW** denotes the year under review</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <table border="1" style="width: 100%; text-align: center;"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td colspan="10" style="background-color: #000080; color: white;">WEST</td> <td colspan="6" style="background-color: #000080; color: white;">EAST + WEST</td> </tr> <tr> <td>1998</td><td>1999</td><td>2000</td><td>2001</td><td>2002</td><td>2003</td><td>2004</td><td>2005</td><td>2006</td><td>2007</td><td>2008</td><td>2009</td><td>2010</td><td>2011</td><td>2012</td><td>2013</td> </tr> </table> | | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | WEST | | | | | | | | | | EAST + WEST | | | | | | 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| WEST | | | | | | | | | | EAST + WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.1.2.24) pdin6e

ext. construction required for product innovations

East and West 1992 to 2013

annual

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|--|--|------|------|------|------|------|------|------|------|------|---------------|------|------|------|------|------|------|--|--|--|--|--|--|--|--|--|--|--|---------------|--|--|--|--|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|---------------|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|
| <p>1992 to 2012</p> <p>I. Innovation activities in year 19WW/20WW*</p> <p>product innovations</p> <p>The introduced innovations required</p> <p style="text-align: right;">construction <input type="checkbox"/> external <input type="checkbox"/> [1]</p> | <p>Further information</p> <p>***19WW/20WW** denotes the year under review</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <table border="1" style="width: 100%; text-align: center;"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td colspan="11"></td> <td colspan="5" style="background-color: #000080; color: white;">EAST and WEST</td> </tr> <tr> <td>1998</td><td>1999</td><td>2000</td><td>2001</td><td>2002</td><td>2003</td><td>2004</td><td>2005</td><td>2006</td><td>2007</td><td>2008</td><td>2009</td><td>2010</td><td>2011</td><td>2012</td><td>2013</td> </tr> <tr> <td colspan="16" style="background-color: #000080; color: white;">EAST and WEST</td> </tr> </table> | | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | EAST and WEST | | | | | 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | EAST and WEST | | | | | | | | | | | | | | | |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | | | | | | | | | | | EAST and WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| EAST and WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.1.2.25) pdin6ea

ext. construction required for product innovations (retaining production technology)

West 1988 to 1990
East and West 1991

annual
once

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|--|---|------|------|------|------|------|------|-------------|------|------|------|------|------|------|------|------|------|--|--|--|--|--|--|------|--|-------------|--|--|--|--|--|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|
| <p>1988 to 1991</p> <p>I. Innovation activities in year 19WW*</p> <p>product innovations</p> <p>While retaining the existing production technology the introduced innovations required</p> <p style="text-align: right;">construction <input type="checkbox"/> external <input type="checkbox"/> [1]</p> | <p>Further information</p> <p>***19WW** denotes the year under review</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <table border="1" style="width: 100%; text-align: center;"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td colspan="6"></td> <td colspan="2" style="background-color: #000080; color: white;">WEST</td> <td colspan="6" style="background-color: #000080; color: white;">EAST + WEST</td> </tr> <tr> <td>1998</td><td>1999</td><td>2000</td><td>2001</td><td>2002</td><td>2003</td><td>2004</td><td>2005</td><td>2006</td><td>2007</td><td>2008</td><td>2009</td><td>2010</td><td>2011</td><td>2012</td><td>2013</td> </tr> </table> | | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | WEST | | EAST + WEST | | | | | | 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | | | | | | WEST | | EAST + WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.1.2.26) pdin6eb

ext. construction required for product innovations (altering production technology)

West 1988 to 1990
East and West 1991

annual
once

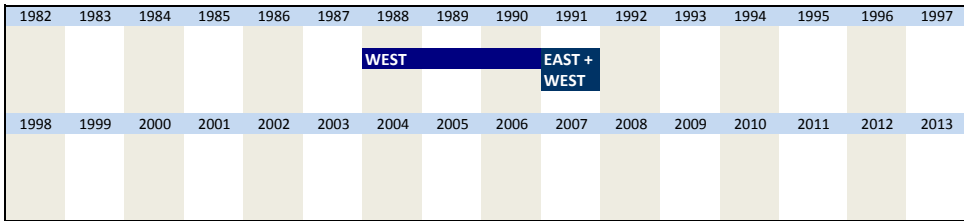
Wording of question

| | |
|--|---|
| <p>1988 to 1991</p> <p>I. Innovation activities in year 19WW*</p> <p>product innovations</p> <p style="text-align: right;">[1]</p> | <p>Further information</p> <p>***19WW** denotes the year under review</p> |
|--|---|

While altering the production technology the introduced innovations required

construction external [1]

Time span of variable



| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.1.2.27) **pdin6i** int. construction required for product innovations East and West 1992 to 2013 annual

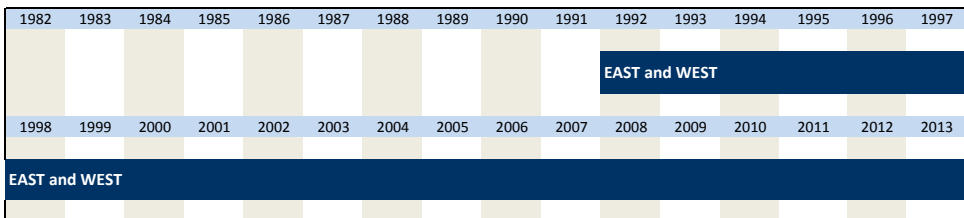
Wording of question

1992 to 2012
I. Innovation activities in year 19WW/20WW* product innovations
 The introduced innovations required

construction internal [1]

Further information
 **"19WW/20WW" denotes the year under review

Time span of variable



| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.1.2.28) **pdin6ia** int. construction required for product innovations (retaining production technology) West 1988 to 1990 East and West 1991 annual once

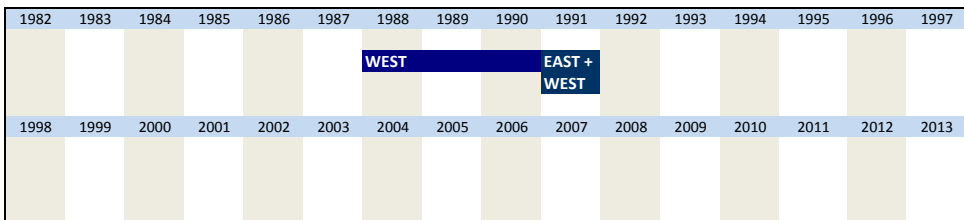
Wording of question

1988 to 1991
I. Innovation activities in year 19WW* product innovations
 While retaining the existing production technology the introduced innovations required

construction external [1]

Further information
 **"19WW" denotes the year under review

Time span of variable



| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.1.2.29) pdin6ib

int. construction required for product innovations (altering production technology)

West 1988 to 1990
East and West 1991

annual
once

Wording of question

| | |
|---|--|
| <p>1988 to 1991</p> <p>I. Innovation activities in year 19WW*</p> <p>product innovations</p> <p>While altering the production technology the introduced innovations required</p> <p style="text-align: right;">construction <input type="text" value="external"/> [1]</p> | <p>Further information</p> <p>***19WW" denotes the year under review</p> |
| <p>Time span of variable</p> | |
| | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.1.2.30) pdin7e

ext. product design required for product innovations

East and West 1992 to 2013

annual

Wording of question

| | |
|---|---|
| <p>1992 to 2012</p> <p>I. Innovation activities in year 19WW/20WW*</p> <p>product innovations</p> <p>The introduced innovations required</p> <p style="text-align: right;">product design <input type="text" value="external"/> [1]</p> | <p>Further information</p> <p>***19WW/20WW" denotes the year under review</p> |
| <p>Time span of variable</p> | |
| | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.1.2.31) pdin7ea

ext. product design required for product innovations (retaining production technology)

West 1988 to 1990
East and West 1991

annual
once

Wording of question

| | |
|---|--|
| <p>1988 to 1991</p> <p>I. Innovation activities in year 19WW*</p> <p>product innovations</p> <p>While retaining the existing production technology the introduced innovations required</p> <p style="text-align: right;">product design <input type="text" value="external"/> [1]</p> | <p>Further information</p> <p>***19WW" denotes the year under review</p> |
| <p>Time span of variable</p> | |
| | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.1.2.32) pdin7eb

ext. product design required for product innovations (altering production technology)

West 1988 to 1990
East and West 1991

annual
once

Wording of question

| | |
|--|----------------------------|
| <p>1988 to 1991</p> <p>I. Innovation activities in year 19WW*</p> | <p>Further information</p> |
|--|----------------------------|

product innovations
While altering the production technology the introduced innovations required

external
[1]

product design

**"19WW" denotes the year under review

Time span of variable

| | | | | | | | | | | | | | | | |
|------|------|------|------|------|------|------|------|------|-------------|------|------|------|------|------|------|
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 |
| | | | | | | WEST | | | EAST + WEST | | | | | | |
| 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 |

| No. | Name | Label | Survey period | Survey frequency |
|-----------|--------|---|----------------------------|------------------|
| 3.1.2.33) | pdin7i | int.product design required for product innovations | East and West 1992 to 2013 | annual |

Wording of question

1992 to 2012
I. Innovation activities in year 19WW/20WW*
product innovations
The introduced innovations required

internal
[1]

product design

**"19WW/20WW" denotes the year under review

Time span of variable

| | | | | | | | | | | | | | | | |
|---------------|------|------|------|------|------|------|------|------|------|---------------|------|------|------|------|------|
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 |
| | | | | | | | | | | EAST and WEST | | | | | |
| 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 |
| EAST and WEST | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----------|---------|--|---|------------------|
| 3.1.2.34) | pdin7ia | int. product design required for product innovations (retaining production technology) | West 1988 to 1990 East and West 1991 | annual once |

Wording of question

1988 to 1991
I. Innovation activities in year 19WW*
product innovations
While retaining the existing production technology the introduced innovations required

external
[1]

product design

**"19WW" denotes the year under review

Time span of variable

| | | | | | | | | | | | | | | | |
|------|------|------|------|------|------|------|------|------|-------------|------|------|------|------|------|------|
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 |
| | | | | | | WEST | | | EAST + WEST | | | | | | |
| 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 |

| No. | Name | Label | Survey period | Survey frequency |
|-----------|---------|--|---|------------------|
| 3.1.2.35) | pdin7ib | int.product design required for product innovations (altering production technology) | West 1988 to 1990 East and West 1991 | annual once |

Wording of question

1988 to 1991
I. Innovation activities in year 19WW*
product innovations
While altering the production technology the introduced innovations required

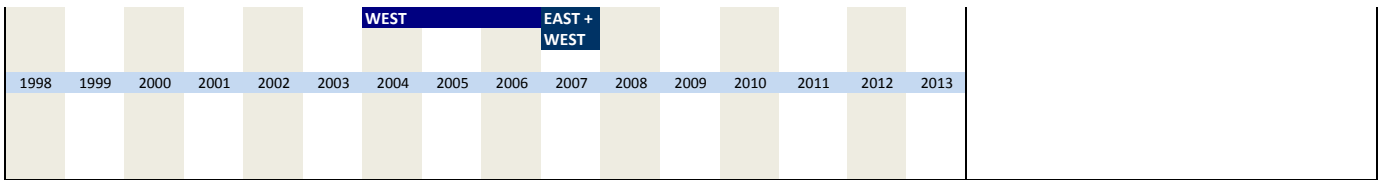
external
[1]

product design

**"19WW" denotes the year under review

Time span of variable

| | | | | | | | | | | | | | | | |
|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 |
|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|



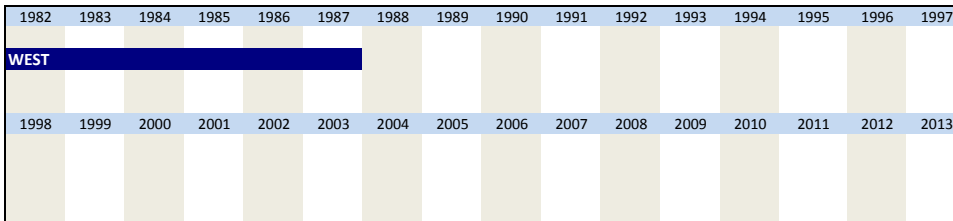
| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.1.2.36) **pdin6_7ea** ext. construction & design required for product innovations (retaining production technology) West 1982 to 1987 annual

Wording of question

| | |
|---|--|
| 1982 to 1987 I. Innovation activities in year 19WW* product innovations While retaining the existing production technology the introduced innovations required construction, design <input type="text" value="external"/> [1] | Further information **"19WW" denotes the year under review |
|---|--|

Time span of variable



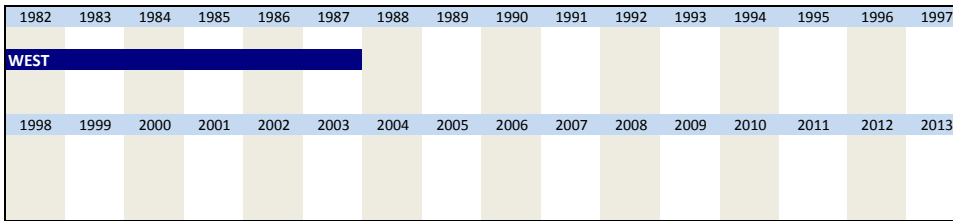
| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.1.2.37) **pdin6_7eb** ext. construction & design required for product innovations (altering production technology) West 1982 to 1987 annual

Wording of question

| | |
|---|--|
| 1982 to 1987 I. Innovation activities in year 19WW* product innovations While altering the production technology the introduced innovations required construction, design <input type="text" value="external"/> [1] | Further information **"19WW" denotes the year under review |
|---|--|

Time span of variable



| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.1.2.38) pdin6_7ia

int. construction & design required for product innovations
(retaining production technology)

West 1982 to 1987

annual

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|---|---|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|
| 1982 to 1987 I. Innovation activities in year 19WW* product innovations While retaining the existing production technology the introduced innovations required construction, design <input type="text" value="internal"/> [1] | Further information **"19WW" denotes the year under review | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Time span of variable | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <table border="1" style="width: 100%; text-align: center;"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td colspan="6" style="background-color: #003366; color: white;">WEST</td> <td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td> </tr> <tr> <td>1998</td><td>1999</td><td>2000</td><td>2001</td><td>2002</td><td>2003</td><td>2004</td><td>2005</td><td>2006</td><td>2007</td><td>2008</td><td>2009</td><td>2010</td><td>2011</td><td>2012</td><td>2013</td> </tr> </table> | | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | WEST | | | | | | | | | | | | | | | | 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.1.2.39) pdin6_7ib

int. construction & design required for product innovations
(altering production technology)

West 1982 to 1987

annual

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|---|---|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|
| 1982 to 1987 I. Innovation activities in year 19WW* product innovations While altering the production technology the introduced innovations required construction, design <input type="text" value="internal"/> [1] | Further information **"19WW" denotes the year under review | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Time span of variable | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <table border="1" style="width: 100%; text-align: center;"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td colspan="6" style="background-color: #003366; color: white;">WEST</td> <td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td> </tr> <tr> <td>1998</td><td>1999</td><td>2000</td><td>2001</td><td>2002</td><td>2003</td><td>2004</td><td>2005</td><td>2006</td><td>2007</td><td>2008</td><td>2009</td><td>2010</td><td>2011</td><td>2012</td><td>2013</td> </tr> </table> | | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | WEST | | | | | | | | | | | | | | | | 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.1.2.40) pdin8

licence obtained for product innovations

East and West 1992 to 2013

annual

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|--|--|------|------|------|------|------|------|------|------|---------------|------|------|------|------|------|------|------|--|--|--|--|--|--|--|--|--|--|---------------|--|--|--|--|--|--|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|---------------|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|
| 1992 to 2012 I. Innovation activities in year 19WW/20WW* product innovations Within the scope of these innovation projects licence was obtained <input type="text" value=""/> [1] | Further information **"19WW/20WW" denotes the year under review | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Time span of variable | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <table border="1" style="width: 100%; text-align: center;"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td colspan="6" style="background-color: #003366; color: white;">EAST and WEST</td><td></td> </tr> <tr> <td>1998</td><td>1999</td><td>2000</td><td>2001</td><td>2002</td><td>2003</td><td>2004</td><td>2005</td><td>2006</td><td>2007</td><td>2008</td><td>2009</td><td>2010</td><td>2011</td><td>2012</td><td>2013</td> </tr> <tr> <td colspan="16" style="background-color: #003366; color: white;">EAST and WEST</td> </tr> </table> | | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | EAST and WEST | | | | | | | 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | EAST and WEST | | | | | | | | | | | | | | | |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | | | | | | | | | | EAST and WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| EAST and WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.1.2.41) pdin8a

licence obtained for product innovations (retaining production technology)

West 1982 to 1990

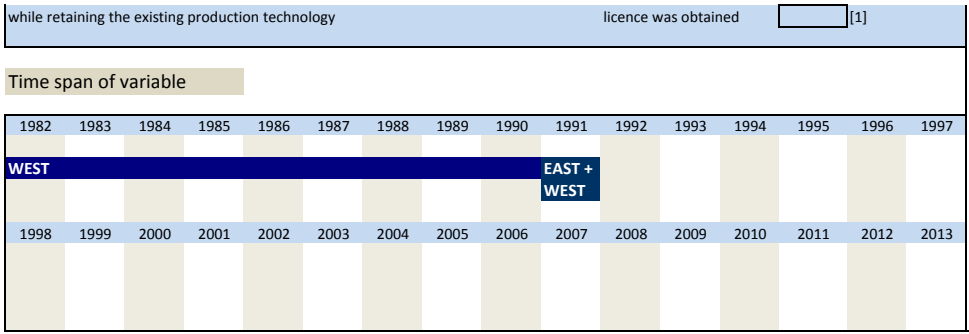
annual

East and West 1991

once

Wording of question

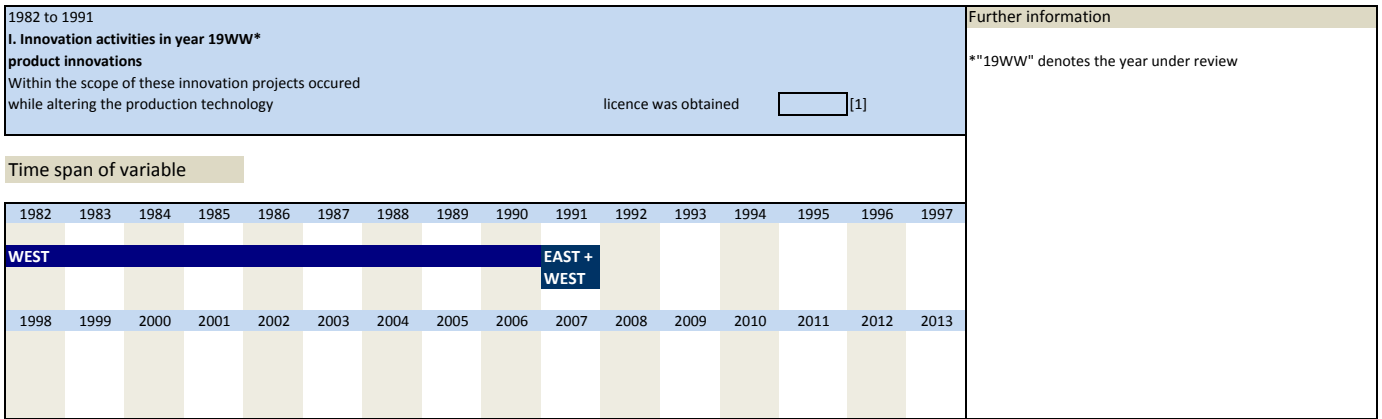
| | |
|--|---|
| 1982 to 1991 I. Innovation activities in year 19WW* product innovations Within the scope of these innovation projects Seite 43 | Further information **"19WW" denotes the year under review |
|--|---|



| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.1.2.42) **pdin8b** licence obtained for product innovations (altering production technology) West 1982 to 1990 East and West 1991 annual once

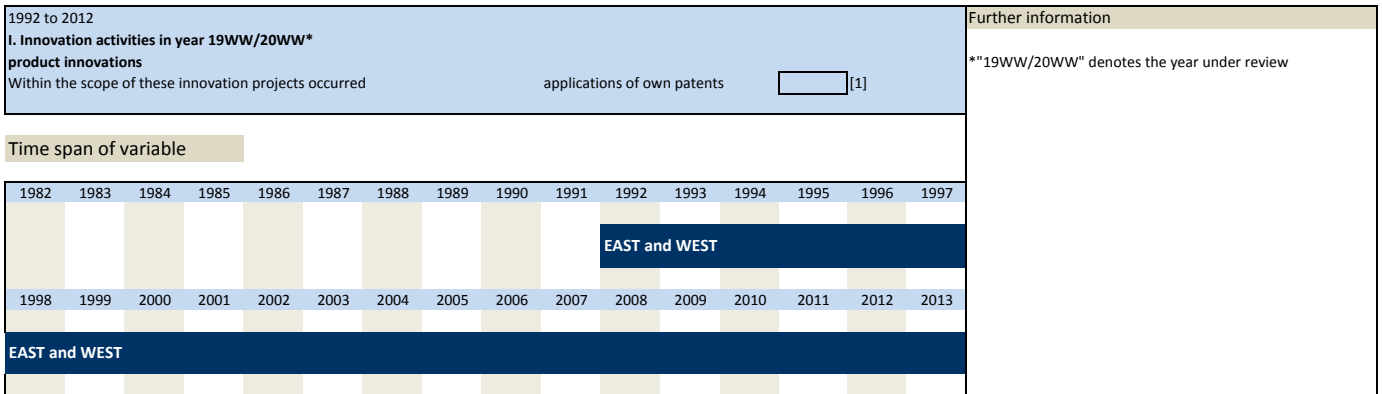
Wording of question



| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.1.2.43) **pdin9** patent applications during product innovations East and West 1992 to 2013 annual

Wording of question



| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.1.2.44) **pdin9a** patent applications during product innovations (retaining production technology)

West 1982 to 1990
East and West 1991 annual
once

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|---|--|------|------|------|------|------|------|------|------|-------------|------|------|------|------|------|------|------|------|--|--|--|--|--|--|--|--|--|-------------|--|--|--|--|--|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|
| <p>1982 to 1991 I. Innovation activities in year 19WW* product innovations Within the scope of these innovation projects occurred while retaining the existing production technology</p> <p style="text-align: right;">applications of own patents <input type="text"/> [1]</p> | <p>Further information</p> <p>***19WW** denotes the year under review</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> <table border="1" style="width: 100%; text-align: center;"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td colspan="10">WEST</td> <td colspan="2">EAST + WEST</td> <td colspan="4"></td> </tr> <tr> <td>1998</td><td>1999</td><td>2000</td><td>2001</td><td>2002</td><td>2003</td><td>2004</td><td>2005</td><td>2006</td><td>2007</td><td>2008</td><td>2009</td><td>2010</td><td>2011</td><td>2012</td><td>2013</td> </tr> </table> | | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | WEST | | | | | | | | | | EAST + WEST | | | | | | 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| WEST | | | | | | | | | | EAST + WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.1.2.45) **pdin9b** patent applications during product innovations (altering production technology)

West 1982 to 1990
East and West 1991 annual
once

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|---|--|------|------|------|------|------|------|------|------|-------------|------|------|------|------|------|------|------|------|--|--|--|--|--|--|--|--|--|-------------|--|--|--|--|--|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|
| <p>1982 to 1991 I. Innovation activities in year 19WW* product innovations Within the scope of these innovation projects occurred while altering the production technology</p> <p style="text-align: right;">applications of own patents <input type="text"/> [1]</p> | <p>Further information</p> <p>***19WW** denotes the year under review</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> <table border="1" style="width: 100%; text-align: center;"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td colspan="10">WEST</td> <td colspan="2">EAST + WEST</td> <td colspan="4"></td> </tr> <tr> <td>1998</td><td>1999</td><td>2000</td><td>2001</td><td>2002</td><td>2003</td><td>2004</td><td>2005</td><td>2006</td><td>2007</td><td>2008</td><td>2009</td><td>2010</td><td>2011</td><td>2012</td><td>2013</td> </tr> </table> | | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | WEST | | | | | | | | | | EAST + WEST | | | | | | 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| WEST | | | | | | | | | | EAST + WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.1.2.46) **pdin10** registering of designs for product innovations

East and West 1992 to 2013 annual

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|--|---|------|------|------|------|------|------|------|------|---------------|------|------|------|------|------|------|------|--|--|--|--|--|--|--|--|--|--|---------------|--|--|--|--|--|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|---------------|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|
| <p>1992 to 2012 I. Innovation activities in year 19WW/20WW* product innovations Within the scope of these innovation projects occurred</p> <p style="text-align: right;">registering of designs <input type="text"/> [1]</p> | <p>Further information</p> <p>***19WW/20WW** denotes the year under review</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> <table border="1" style="width: 100%; text-align: center;"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td colspan="10"></td> <td colspan="6">EAST and WEST</td> </tr> <tr> <td>1998</td><td>1999</td><td>2000</td><td>2001</td><td>2002</td><td>2003</td><td>2004</td><td>2005</td><td>2006</td><td>2007</td><td>2008</td><td>2009</td><td>2010</td><td>2011</td><td>2012</td><td>2013</td> </tr> <tr> <td colspan="16">EAST and WEST</td> </tr> </table> | | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | EAST and WEST | | | | | | 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | EAST and WEST | | | | | | | | | | | | | | | |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | | | | | | | | | | EAST and WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| EAST and WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.1.2.47) pdin10a

registering of designs for product innovations (retaining production technology)

West 1982 to 1990
East and West 1991

annual
once

Wording of question

| | |
|---|--|
| <p>1982 to 1991</p> <p>I. Innovation activities in year 19WW*</p> <p>product innovations</p> <p>Within the scope of these innovation projects occurred while retaining the existing production technology</p> <p style="text-align: right;">registering of designs <input type="text"/> [1]</p> | <p>Further information</p> <p>**"19WW" denotes the year under review</p> |
| <p>Time span of variable</p> | |
| | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.1.2.48) pdin10b

registering of designs for product innovations (altering production technology)

West 1982 to 1990
East and West 1991

annual
once

Wording of question

| | |
|---|--|
| <p>1982 to 1991</p> <p>I. Innovation activities in year 19WW*</p> <p>product innovations</p> <p>Within the scope of these innovation projects occurred while altering the production technology</p> <p style="text-align: right;">registering of designs <input type="text"/> [1]</p> | <p>Further information</p> <p>**"19WW" denotes the year under review</p> |
| <p>Time span of variable</p> | |
| | |

3.1.3 Process innovations

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.1.3.1) pzin1

process innovations introduced

East and West 1992 to 2013

annual

Wording of question

| | |
|---|---|
| <p>1992 to 2012</p> <p>I. Innovation activities in year 19WW/20WW*</p> <p>Process innovations</p> <p>In 19WW* we have</p> <p style="text-align: right;">introduced innovations <input type="text"/> [1]</p> | <p>Further information</p> <p>**"19WW/20WW" denotes the year under review</p> |
| <p>Time span of variable</p> | |
| | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.1.3.2) **pzin1a** process innovations introduced in production (retaining product portfolio)

West 1982 to 1990
East and West 1991 annual
once

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|---|---|------|------|------|------|------|------|------|------|-------------|------|------|------|------|------|------|------|------|--|--|--|--|--|--|--|--|--|-------------|--|--|--|--|--|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|
| <p>1982 to 1991 I. Innovation activities in year 19WW* Process innovations In 19WW* in production we have while retaining the existing product portfolio</p> <p style="text-align: right;">introduced innovations <input type="text"/> [1]</p> | <p>Further information</p> <p>***19WW** denotes the year under review</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> <table border="1" style="width: 100%; text-align: center;"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td colspan="10" style="background-color: #003366; color: white;">WEST</td> <td colspan="2" style="background-color: #003366; color: white;">EAST + WEST</td> <td colspan="4"></td> </tr> <tr> <td>1998</td><td>1999</td><td>2000</td><td>2001</td><td>2002</td><td>2003</td><td>2004</td><td>2005</td><td>2006</td><td>2007</td><td>2008</td><td>2009</td><td>2010</td><td>2011</td><td>2012</td><td>2013</td> </tr> </table> | | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | WEST | | | | | | | | | | EAST + WEST | | | | | | 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| WEST | | | | | | | | | | EAST + WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.1.3.3) **pzin1b** process innovations introduced in administration

West 1982 to 1990
East and West 1991 annual
once

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|---|---|------|------|------|------|------|------|------|------|-------------|------|------|------|------|------|------|------|------|--|--|--|--|--|--|--|--|--|-------------|--|--|--|--|--|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|
| <p>1982 to 1991 I. Innovation activities in year 19WW* Process innovations In 19WW* in administration we have</p> <p style="text-align: right;">introduced innovations <input type="text"/> [1]</p> | <p>Further information</p> <p>***19WW** denotes the year under review</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> <table border="1" style="width: 100%; text-align: center;"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td colspan="10" style="background-color: #003366; color: white;">WEST</td> <td colspan="2" style="background-color: #003366; color: white;">EAST + WEST</td> <td colspan="4"></td> </tr> <tr> <td>1998</td><td>1999</td><td>2000</td><td>2001</td><td>2002</td><td>2003</td><td>2004</td><td>2005</td><td>2006</td><td>2007</td><td>2008</td><td>2009</td><td>2010</td><td>2011</td><td>2012</td><td>2013</td> </tr> </table> | | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | WEST | | | | | | | | | | EAST + WEST | | | | | | 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| WEST | | | | | | | | | | EAST + WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.1.3.4) **pzin2** process innovations started

East and West 1992 to 2013 annual

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|--|--|------|------|------|------|------|------|------|------|---------------|------|------|------|------|------|------|------|--|--|--|--|--|--|--|--|--|--|---------------|--|--|--|--|--|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|---------------|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|
| <p>1992 to 2012 I. Innovation activities in year 19WW/20WW* Process innovations In 19WW* we have</p> <p style="text-align: right;">started innovations or not finished yet <input type="text"/> [1]</p> | <p>Further information</p> <p>***19WW/20WW** denotes the year under review</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> <table border="1" style="width: 100%; text-align: center;"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td colspan="10"></td> <td colspan="6" style="background-color: #003366; color: white;">EAST and WEST</td> </tr> <tr> <td>1998</td><td>1999</td><td>2000</td><td>2001</td><td>2002</td><td>2003</td><td>2004</td><td>2005</td><td>2006</td><td>2007</td><td>2008</td><td>2009</td><td>2010</td><td>2011</td><td>2012</td><td>2013</td> </tr> <tr> <td colspan="16" style="background-color: #003366; color: white;">EAST and WEST</td> </tr> </table> | | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | EAST and WEST | | | | | | 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | EAST and WEST | | | | | | | | | | | | | | | |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | | | | | | | | | | EAST and WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| EAST and WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.1.3.5) pzin2a process innovations started in production (retaining product portfolio)

West 1982 to 1990 annual
East and West 1991 once

Wording of question

| | |
|--|---|
| <p>1982 to 1991</p> <p>I. Innovation activities in year 19WW*</p> <p>Process innovations</p> <p>In 19WW* in production we have while retaining the existing product portfolio started innovations or not finished yet <input type="text"/> [1]</p> | <p>Further information</p> <p>***19WW** denotes the year under review</p> |
| <p>Time span of variable</p> | |
| | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.1.3.6) pzin2b process innovations started in administration

West 1982 to 1990 annual
East and West 1991 once

Wording of question

| | |
|---|---|
| <p>1982 to 1991</p> <p>I. Innovation activities in year 19WW*</p> <p>Process innovations</p> <p>In 19WW* in administration we have started innovations or not finished yet <input type="text"/> [1]</p> | <p>Further information</p> <p>***19WW** denotes the year under review</p> |
| <p>Time span of variable</p> | |
| | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.1.3.7) pzin3 process innovations cancelled

East and West 1992 to 2013 annual

Wording of question

| | |
|--|--|
| <p>1992 to 2012</p> <p>I. Innovation activities in year 19WW/20WW*</p> <p>Process innovations</p> <p>In 19WW* we have cancelled innovations <input type="text"/> [1]</p> | <p>Further information</p> <p>***19WW/20WW** denotes the year under review</p> |
| <p>Time span of variable</p> | |
| | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.1.3.8) pzin3a

process innovations cancelled in production (retaining product portfolio)

West 1982 to 1990
East and West 1991

annual
once

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|---|---|------|------|------|------|------|------|------|------|-------------|------|------|------|------|------|------|------|------|--|--|--|--|--|--|--|--|--|-------------|--|--|--|--|--|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|
| <p>1982 to 1991</p> <p>I. Innovation activities in year 19WW*</p> <p>Process innovations</p> <p>In 19WW* in production we have while retaining the existing product portfolio</p> <p style="text-align: right;">cancelled innovations <input type="text"/> [1]</p> | <p>Further information</p> <p>***19WW** denotes the year under review</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <table border="1" style="width: 100%; text-align: center;"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td colspan="10" style="background-color: #003366; color: white;">WEST</td> <td colspan="2" style="background-color: #003366; color: white;">EAST + WEST</td> <td colspan="4"></td> </tr> <tr> <td>1998</td><td>1999</td><td>2000</td><td>2001</td><td>2002</td><td>2003</td><td>2004</td><td>2005</td><td>2006</td><td>2007</td><td>2008</td><td>2009</td><td>2010</td><td>2011</td><td>2012</td><td>2013</td> </tr> </table> | | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | WEST | | | | | | | | | | EAST + WEST | | | | | | 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| WEST | | | | | | | | | | EAST + WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.1.3.9) pzin3b

process innovation cancelled in administration

West 1982 to 1990
East and West 1991

annual
once

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|---|---|------|------|------|------|------|------|------|------|-------------|------|------|------|------|------|------|------|------|--|--|--|--|--|--|--|--|--|-------------|--|--|--|--|--|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|
| <p>1982 to 1991</p> <p>I. Innovation activities in year 19WW*</p> <p>Process innovations</p> <p>In 19WW* in administration we have</p> <p style="text-align: right;">cancelled innovations <input type="text"/> [1]</p> | <p>Further information</p> <p>***19WW** denotes the year under review</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <table border="1" style="width: 100%; text-align: center;"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td colspan="10" style="background-color: #003366; color: white;">WEST</td> <td colspan="2" style="background-color: #003366; color: white;">EAST + WEST</td> <td colspan="4"></td> </tr> <tr> <td>1998</td><td>1999</td><td>2000</td><td>2001</td><td>2002</td><td>2003</td><td>2004</td><td>2005</td><td>2006</td><td>2007</td><td>2008</td><td>2009</td><td>2010</td><td>2011</td><td>2012</td><td>2013</td> </tr> </table> | | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | WEST | | | | | | | | | | EAST + WEST | | | | | | 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| WEST | | | | | | | | | | EAST + WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.1.3.10) pzin4e

ext. research required for process innovations

West 1982 to 1990
East and West 1991 to 2013

annual
annual

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|---|--|------|------|------|------|------|------|------|------|---------------|------|------|------|------|------|------|------|------|--|--|--|--|--|--|--|--|--|---------------|--|--|--|--|--|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|---------------|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|
| <p>1982 to 1991</p> <p>I. Innovation activities in year 19WW*</p> <p>Process innovations</p> <p>In production the introduced innovations required while retaining the existing product portfolio</p> <p style="text-align: right;">research <input type="text"/> external [1]</p> | <p>Further information</p> <p>***19WW/20WW** denotes the year under review</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>1992 to 2012</p> <p>I. Innovation activities in year 19WW/20WW*</p> <p>Process innovations</p> <p>The introduced innovations required</p> <p style="text-align: right;">research <input type="text"/> external [1]</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <table border="1" style="width: 100%; text-align: center;"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td colspan="10" style="background-color: #003366; color: white;">WEST</td> <td colspan="6" style="background-color: #003366; color: white;">EAST and WEST</td> </tr> <tr> <td>1998</td><td>1999</td><td>2000</td><td>2001</td><td>2002</td><td>2003</td><td>2004</td><td>2005</td><td>2006</td><td>2007</td><td>2008</td><td>2009</td><td>2010</td><td>2011</td><td>2012</td><td>2013</td> </tr> <tr> <td colspan="16" style="background-color: #003366; color: white;">EAST and WEST</td> </tr> </table> | | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | WEST | | | | | | | | | | EAST and WEST | | | | | | 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | EAST and WEST | | | | | | | | | | | | | | | |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| WEST | | | | | | | | | | EAST and WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| EAST and WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.1.3.11) pzin4i

int. research required for process innovations

West 1982 to 1990

annual

East and West 1991 to 2013

annual

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|---|---|------|------|------|------|------|------|------|------|---------------|------|------|------|------|------|------|------|------|--|--|--|--|--|--|--|--|--|---------------|--|--|--|--|--|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|---------------|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|
| <p>1982 to 1991</p> <p>I. Innovation activities in year 19WW*</p> <p>Process innovations</p> <p>In production the introduced innovations required while retaining the existing product portfolio</p> <p style="text-align: right;">research internal <input type="text"/> [1]</p> | <p>Further information</p> <p>***19WW/20WW" denotes the year under review</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>1992 to 2012</p> <p>I. Innovation activities in year 19WW/20WW*</p> <p>Process innovations</p> <p>The introduced innovations required</p> <p style="text-align: right;">research internal <input type="text"/> [1]</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <table border="1" style="width: 100%; text-align: center;"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td colspan="10" style="background-color: #003366; color: white;">WEST</td> <td colspan="6" style="background-color: #003366; color: white;">EAST and WEST</td> </tr> <tr> <td>1998</td><td>1999</td><td>2000</td><td>2001</td><td>2002</td><td>2003</td><td>2004</td><td>2005</td><td>2006</td><td>2007</td><td>2008</td><td>2009</td><td>2010</td><td>2011</td><td>2012</td><td>2013</td> </tr> <tr> <td colspan="16" style="background-color: #003366; color: white;">EAST and WEST</td> </tr> </table> | | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | WEST | | | | | | | | | | EAST and WEST | | | | | | 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | EAST and WEST | | | | | | | | | | | | | | | |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| WEST | | | | | | | | | | EAST and WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| EAST and WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.1.3.12) pzin5e

ext. experimental dev. required for process innovations

West 1982 to 1990

annual

East and West 1991 to 2013

annual

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|---|---|------|------|------|------|------|------|------|------|---------------|------|------|------|------|------|------|------|------|--|--|--|--|--|--|--|--|--|---------------|--|--|--|--|--|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|---------------|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|
| <p>1982 to 1991</p> <p>I. Innovation activities in year 19WW*</p> <p>Process innovations</p> <p>In production the introduced innovations required while retaining the existing product portfolio</p> <p style="text-align: right;">experimental development external <input type="text"/> [1]</p> | <p>Further information</p> <p>***19WW/20WW" denotes the year under review</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>1992 to 2012</p> <p>I. Innovation activities in year 19WW/20WW*</p> <p>Process innovations</p> <p>The introduced innovations required</p> <p style="text-align: right;">experimental development external <input type="text"/> [1]</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <table border="1" style="width: 100%; text-align: center;"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td colspan="10" style="background-color: #003366; color: white;">WEST</td> <td colspan="6" style="background-color: #003366; color: white;">EAST and WEST</td> </tr> <tr> <td>1998</td><td>1999</td><td>2000</td><td>2001</td><td>2002</td><td>2003</td><td>2004</td><td>2005</td><td>2006</td><td>2007</td><td>2008</td><td>2009</td><td>2010</td><td>2011</td><td>2012</td><td>2013</td> </tr> <tr> <td colspan="16" style="background-color: #003366; color: white;">EAST and WEST</td> </tr> </table> | | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | WEST | | | | | | | | | | EAST and WEST | | | | | | 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | EAST and WEST | | | | | | | | | | | | | | | |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| WEST | | | | | | | | | | EAST and WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| EAST and WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.1.3.13) pzin5i

int. experimental dev. required for process innovations

West 1982 to 1990

annual

East and West 1991 to 2013

annual

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|---|---|------|------|------|------|------|------|------|------|---------------|------|------|------|------|------|------|------|------|--|--|--|--|--|--|--|--|--|---------------|--|--|--|--|--|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|---------------|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|
| <p>1982 to 1991</p> <p>I. Innovation activities in year 19WW*</p> <p>Process innovations</p> <p>In production the introduced innovations required while retaining the existing product portfolio</p> <p style="text-align: right;">experimental development internal <input type="text"/> [1]</p> | <p>Further information</p> <p>***19WW/20WW" denotes the year under review</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>1992 to 2012</p> <p>I. Innovation activities in year 19WW/20WW*</p> <p>Process innovations</p> <p>The introduced innovations required</p> <p style="text-align: right;">experimental development internal <input type="text"/> [1]</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <table border="1" style="width: 100%; text-align: center;"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td colspan="10" style="background-color: #003366; color: white;">WEST</td> <td colspan="6" style="background-color: #003366; color: white;">EAST and WEST</td> </tr> <tr> <td>1998</td><td>1999</td><td>2000</td><td>2001</td><td>2002</td><td>2003</td><td>2004</td><td>2005</td><td>2006</td><td>2007</td><td>2008</td><td>2009</td><td>2010</td><td>2011</td><td>2012</td><td>2013</td> </tr> <tr> <td colspan="16" style="background-color: #003366; color: white;">EAST and WEST</td> </tr> </table> | | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | WEST | | | | | | | | | | EAST and WEST | | | | | | 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | EAST and WEST | | | | | | | | | | | | | | | |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| WEST | | | | | | | | | | EAST and WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| EAST and WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.1.3.14) pzin6e

ext. construction required for process innovations

West 1982 to 1990

annual

East and West 1991 to 2013

annual

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|---|---|------|------|------|------|------|------|------|------|---------------|------|------|------|------|------|------|------|------|--|--|--|--|--|--|--|--|--|---------------|--|--|--|--|--|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|---------------|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|
| <p>1982 to 1991</p> <p>I. Innovation activities in year 19WW*</p> <p>Process innovations</p> <p>In production the introduced innovations required while retaining the existing product portfolio</p> <p style="text-align: right;">construction external <input type="text"/> [1]</p> | <p>Further information</p> <p>***19WW/20WW" denotes the year under review</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>1992 to 2012</p> <p>I. Innovation activities in year 19WW/20WW*</p> <p>Process innovations</p> <p>The introduced innovations required</p> <p style="text-align: right;">construction external <input type="text"/> [1]</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <table border="1" style="width: 100%; text-align: center;"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td colspan="10" style="background-color: #003366; color: white;">WEST</td> <td colspan="6" style="background-color: #003366; color: white;">EAST and WEST</td> </tr> <tr> <td>1998</td><td>1999</td><td>2000</td><td>2001</td><td>2002</td><td>2003</td><td>2004</td><td>2005</td><td>2006</td><td>2007</td><td>2008</td><td>2009</td><td>2010</td><td>2011</td><td>2012</td><td>2013</td> </tr> <tr> <td colspan="16" style="background-color: #003366; color: white;">EAST and WEST</td> </tr> </table> | | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | WEST | | | | | | | | | | EAST and WEST | | | | | | 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | EAST and WEST | | | | | | | | | | | | | | | |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| WEST | | | | | | | | | | EAST and WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| EAST and WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.1.3.15) pzin6i

int. construction required for process innovations

West 1982 to 1990

annual

East and West 1991 to 2013

annual

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|---|---|------|------|------|------|------|------|------|------|---------------|------|------|------|------|------|------|------|------|--|--|--|--|--|--|--|--|--|---------------|--|--|--|--|--|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|---------------|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|
| <p>1982 to 1991</p> <p>I. Innovation activities in year 19WW*</p> <p>Process innovations</p> <p>In production the introduced innovations required while retaining the existing product portfolio</p> <p style="text-align: right;">construction <input type="text"/> internal <input type="text"/> [1]</p> | <p>Further information</p> <p>***19WW/20WW" denotes the year under review</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>1992 to 2012</p> <p>I. Innovation activities in year 19WW/20WW*</p> <p>Process innovations</p> <p>The introduced innovations required</p> <p style="text-align: right;">construction <input type="text"/> internal <input type="text"/> [1]</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <table border="1" style="width: 100%; text-align: center;"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td colspan="10" style="background-color: #003366; color: white;">WEST</td> <td colspan="6" style="background-color: #003366; color: white;">EAST and WEST</td> </tr> <tr> <td>1998</td><td>1999</td><td>2000</td><td>2001</td><td>2002</td><td>2003</td><td>2004</td><td>2005</td><td>2006</td><td>2007</td><td>2008</td><td>2009</td><td>2010</td><td>2011</td><td>2012</td><td>2013</td> </tr> <tr> <td colspan="16" style="background-color: #003366; color: white;">EAST and WEST</td> </tr> </table> | | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | WEST | | | | | | | | | | EAST and WEST | | | | | | 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | EAST and WEST | | | | | | | | | | | | | | | |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| WEST | | | | | | | | | | EAST and WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| EAST and WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.1.3.16) pzin8

licence obtained for process innovations

West 1982 to 1990

annual

East and West 1991 to 2013

annual

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|---|---|------|------|------|------|------|------|------|------|---------------|------|------|------|------|------|------|------|------|--|--|--|--|--|--|--|--|--|---------------|--|--|--|--|--|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|---------------|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|
| <p>1982 to 1991</p> <p>I. Innovation activities in year 19WW*</p> <p>Process innovations</p> <p>Within the scope of these innovation projects in production occurred while retaining the existing product portfolio</p> <p style="text-align: right;">obtainment of licence <input type="text"/> [1]</p> | <p>Further information</p> <p>***19WW/20WW" denotes the year under review</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>1992 to 2012</p> <p>I. Innovation activities in year 19WW/20WW*</p> <p>Process innovations</p> <p>Within the scope of these innovation projects occurred</p> <p style="text-align: right;">obtainment of licence <input type="text"/> [1]</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <table border="1" style="width: 100%; text-align: center;"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td colspan="10" style="background-color: #003366; color: white;">WEST</td> <td colspan="6" style="background-color: #003366; color: white;">EAST and WEST</td> </tr> <tr> <td>1998</td><td>1999</td><td>2000</td><td>2001</td><td>2002</td><td>2003</td><td>2004</td><td>2005</td><td>2006</td><td>2007</td><td>2008</td><td>2009</td><td>2010</td><td>2011</td><td>2012</td><td>2013</td> </tr> <tr> <td colspan="16" style="background-color: #003366; color: white;">EAST and WEST</td> </tr> </table> | | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | WEST | | | | | | | | | | EAST and WEST | | | | | | 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | EAST and WEST | | | | | | | | | | | | | | | |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| WEST | | | | | | | | | | EAST and WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| EAST and WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.1.3.17) pzin9

patent applications during process innovations

West 1982 to 1990

annual

East and West 1991 to 2013

annual

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|---|--|------|------|------|------|------|------|------|------|---------------|------|------|------|------|------|------|------|------|--|--|--|--|--|--|--|--|--|---------------|--|--|--|--|--|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|---------------|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|
| <p>1982 to 1991</p> <p>I. Innovation activities in year 19WW*</p> <p>Process innovations</p> <p>Within the scope of these innovation projects in production occurred while retaining the existing product portfolio</p> <p style="text-align: right;">applications of own patents <input type="text"/> [1]</p> | <p>Further information</p> <p>***19WW/20WW" denotes the year under review</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>1992 to 2012</p> <p>I. Innovation activities in year 19WW/20WW*</p> <p>Process innovations</p> <p>Within the scope of these innovation projects occurred</p> <p style="text-align: right;">applications of own patents <input type="text"/> [1]</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <table border="1" style="width: 100%; text-align: center;"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td colspan="10" style="background-color: #003366; color: white;">WEST</td> <td colspan="6" style="background-color: #003366; color: white;">EAST and WEST</td> </tr> <tr> <td>1998</td><td>1999</td><td>2000</td><td>2001</td><td>2002</td><td>2003</td><td>2004</td><td>2005</td><td>2006</td><td>2007</td><td>2008</td><td>2009</td><td>2010</td><td>2011</td><td>2012</td><td>2013</td> </tr> <tr> <td colspan="16" style="background-color: #003366; color: white;">EAST and WEST</td> </tr> </table> | | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | WEST | | | | | | | | | | EAST and WEST | | | | | | 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | EAST and WEST | | | | | | | | | | | | | | | |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| WEST | | | | | | | | | | EAST and WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| EAST and WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.1.3.18) pzin10

registering of designs for process innovation

West 1982 to 1990

annual

East and West 1991 to 2013

annual

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|---|--|------|------|------|------|------|------|------|------|---------------|------|------|------|------|------|------|------|------|--|--|--|--|--|--|--|--|--|---------------|--|--|--|--|--|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|---------------|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|
| <p>1982 to 1991</p> <p>I. Innovation activities in year 19WW*</p> <p>Process innovations</p> <p>Within the scope of these innovation projects in production occurred while retaining the existing product portfolio</p> <p style="text-align: right;">registering of designs <input type="text"/> [1]</p> | <p>Further information</p> <p>***19WW/20WW" denotes the year under review</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>1992 to 2012</p> <p>I. Innovation activities in year 19WW/20WW*</p> <p>Process innovations</p> <p>Within the scope of these innovation projects occurred</p> <p style="text-align: right;">registering of designs <input type="text"/> [1]</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <table border="1" style="width: 100%; text-align: center;"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td colspan="10" style="background-color: #003366; color: white;">WEST</td> <td colspan="6" style="background-color: #003366; color: white;">EAST and WEST</td> </tr> <tr> <td>1998</td><td>1999</td><td>2000</td><td>2001</td><td>2002</td><td>2003</td><td>2004</td><td>2005</td><td>2006</td><td>2007</td><td>2008</td><td>2009</td><td>2010</td><td>2011</td><td>2012</td><td>2013</td> </tr> <tr> <td colspan="16" style="background-color: #003366; color: white;">EAST and WEST</td> </tr> </table> | | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | WEST | | | | | | | | | | EAST and WEST | | | | | | 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | EAST and WEST | | | | | | | | | | | | | | | |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| WEST | | | | | | | | | | EAST and WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| EAST and WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

3.2 Goals of innovations

3.2.1 Product innovations

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.2.1.1) **ziel1** dev. of successive products for discontinued ones

West 1982 to 1990
East and West 1991, 1995 to 2013
annual
irregular

Wording of question

| 1982 to 1990 | Further information |
|--|--|
| <p>II. Goals of innovations product innovations</p> <p>With the innovation activities implemented in 19WW* we primarily aspire:</p> <p>development of successive products for discontinued ones</p> <p><input type="text"/> [2]***</p> | <p>**"19WW/20WW" denotes the year under review</p> <p>**[4] 1995 - 2008 We get this characteristic in case the participating company ticked off a goal of innovation, but did not classify the importance for the company (e.g. important)</p> <p>***[2] 1982-1990 "important" means primarily aspired</p> |
| <p>1991</p> <p>II. Goals of innovations product innovations</p> <p>With the innovation activities implemented in 1991 we aspire:</p> <p>Please use the following classification:</p> <p>development of successive products for discontinued ones</p> <p>little important <input type="text"/> [1]</p> <p>important <input type="text"/> [2]</p> <p>very important <input type="text"/> [3]</p> | |
| <p>1995 - 2012</p> <p>II. Goals of innovations product innovations</p> <p>With the innovation activities implemented in 19WW/20WW* we (primarily) aspire:</p> <p>Please use the following classification**:</p> <p>development of successive products for discontinued ones</p> <p>no importance <input type="text"/> [0]</p> <p>little important <input type="text"/> [1]</p> <p>important <input type="text"/> [2]</p> <p>very important <input type="text"/> [3]</p> | |

Time span of variable

| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 |
|---------------|------|------|------|------|------|------|------|------|------|-------------|------|---------------|------|------|------|
| WEST | | | | | | | | | | EAST + WEST | | EAST and WEST | | | |
| 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 |
| EAST and WEST | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.2.1.2) **ziel2** expansion of the product range within the main product line

West 1982 to 1990
East and West 1991, 1995 to 2013
annual
irregular

Wording of question

| 1982 to 1990 | Further information |
|---|--|
| <p>II. Goals of innovations product innovations</p> <p>With the innovation activities implemented in 19WW* we primarily aspire:</p> <p>expansion of the product range within the main product line</p> <p><input type="text"/> [2]***</p> | <p>**"19WW/20WW" denotes the year under review</p> <p>**[4] 1995 - 2008 We get this characteristic in case the participating company ticked off a goal of innovation, but did not classify the importance for the company (e.g. important)</p> <p>***[2] 1982-1990 "important" means primarily aspired</p> |
| <p>1991</p> <p>II. Goals of innovations product innovations</p> <p>With the innovation activities implemented in 1991 we aspire:</p> <p>Please use the following classification:</p> <p>expansion of the product range within the main product line</p> <p>little important <input type="text"/> [1]</p> <p>important <input type="text"/> [2]</p> <p>very important <input type="text"/> [3]</p> | |
| <p>1995 - 2012</p> <p>II. Goals of innovations product innovations</p> <p>With the innovation activities implemented in 19WW/20WW* we (primarily) aspire:</p> <p>Please use the following classification**:</p> <p>expansion of the product range within the main product line</p> <p>no importance <input type="text"/> [0]</p> <p>little important <input type="text"/> [1]</p> <p>important <input type="text"/> [2]</p> <p>very important <input type="text"/> [3]</p> | |

Time span of variable

| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 |
|---------------|------|------|------|------|------|------|------|------|------|-------------|------|---------------|------|------|------|
| WEST | | | | | | | | | | EAST + WEST | | EAST and WEST | | | |
| 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 |
| EAST and WEST | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|---|--|--|--|------|------|------|------|------|------|-------------|------|---------------|------|------|------|------|------|------|------|------|--|--|--|--|--|--|--|--|--|-------------|--|---------------|--|--|--|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|---------------|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|
| <p>1982 to 1990 II. Goals of innovations product innovations With the innovation activities implemented in 19WW* we primarily aspire:</p> | <p>expansion of the product range beyond the main product line</p> | <p><input type="text"/> [2]***</p> | <p>Further information</p> <p>***19WW/20WW" denotes the year under review</p> <p>**[4] 1995 - 2008 We get this characteristic in case the participating company ticked off a goal of innovation, but did not classify the importance for the company (e.g. important)</p> <p>***[2] 1982-1990 "important" means primarily aspired</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>1991 II. Goals of innovations product innovations With the innovation activities implemented in 1991 we aspire: Please use the following classification:</p> | <p>expansion of the product range beyond the main product line</p> | <p>little important <input type="text"/> [1] important <input type="text"/> [2] very important <input type="text"/> [3]</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>1995 - 2012 II. Goals of innovations product innovations With the innovation activities implemented in 19WW/20WW* we (primarily) aspire: Please use the following classification**:</p> | <p>expansion of the product range beyond the main product line</p> | <p>no importance <input type="text"/> [0] little important <input type="text"/> [1] important <input type="text"/> [2] very important <input type="text"/> [3]</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Time span of variable | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <table border="1" style="width: 100%; text-align: center;"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td colspan="10" style="background-color: #003366; color: white;">WEST</td> <td colspan="2" style="background-color: #003366; color: white;">EAST + WEST</td> <td colspan="4" style="background-color: #003366; color: white;">EAST and WEST</td> </tr> <tr> <td>1998</td><td>1999</td><td>2000</td><td>2001</td><td>2002</td><td>2003</td><td>2004</td><td>2005</td><td>2006</td><td>2007</td><td>2008</td><td>2009</td><td>2010</td><td>2011</td><td>2012</td><td>2013</td> </tr> <tr> <td colspan="16" style="background-color: #003366; color: white;">EAST and WEST</td> </tr> </table> | | | | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | WEST | | | | | | | | | | EAST + WEST | | EAST and WEST | | | | 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | EAST and WEST | | | | | | | | | | | | | | | |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| WEST | | | | | | | | | | EAST + WEST | | EAST and WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| EAST and WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|---|--|--|--|------|------|------|------|------|------|-------------|------|---------------|------|------|------|------|------|------|------|------|--|--|--|--|--|--|--|--|--|-------------|--|---------------|--|--|--|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|---------------|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|
| <p>1982 to 1990 II. Goals of innovations product innovations With the innovation activities implemented in 19WW* we primarily aspire:</p> | <p>maintenance of the market share</p> | <p><input type="text"/> [2]***</p> | <p>Further information</p> <p>***19WW/20WW" denotes the year under review</p> <p>**[4] 1995 - 2008 We get this characteristic in case the participating company ticked off a goal of innovation, but did not classify the importance for the company (e.g. important)</p> <p>***[2] 1982-1990 "important" means primarily aspired</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>1991 II. Goals of innovations product innovations With the innovation activities implemented in 1991 we aspire: Please use the following classification:</p> | <p>maintenance of the market share</p> | <p>little important <input type="text"/> [1] important <input type="text"/> [2] very important <input type="text"/> [3]</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>1995 - 2012 II. Goals of innovations product innovations With the innovation activities implemented in 19WW/20WW* we (primarily) aspire: Please use the following classification**:</p> | <p>maintenance of the market share</p> | <p>no importance <input type="text"/> [0] little important <input type="text"/> [1] important <input type="text"/> [2] very important <input type="text"/> [3]</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Time span of variable | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <table border="1" style="width: 100%; text-align: center;"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td colspan="10" style="background-color: #003366; color: white;">WEST</td> <td colspan="2" style="background-color: #003366; color: white;">EAST + WEST</td> <td colspan="4" style="background-color: #003366; color: white;">EAST and WEST</td> </tr> <tr> <td>1998</td><td>1999</td><td>2000</td><td>2001</td><td>2002</td><td>2003</td><td>2004</td><td>2005</td><td>2006</td><td>2007</td><td>2008</td><td>2009</td><td>2010</td><td>2011</td><td>2012</td><td>2013</td> </tr> <tr> <td colspan="16" style="background-color: #003366; color: white;">EAST and WEST</td> </tr> </table> | | | | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | WEST | | | | | | | | | | EAST + WEST | | EAST and WEST | | | | 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | EAST and WEST | | | | | | | | | | | | | | | |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| WEST | | | | | | | | | | EAST + WEST | | EAST and WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| EAST and WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|--|---|---------------------|------|------|------|------|------|------|-------------|------|------|------|------|------|------|------|------|------|--|--|--|--|--|--|--|--|--|-------------|--|--|--|--|--|--|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|
| 1991 II. Goals of innovations product innovations With the innovation activities implemented in 1991 we aspire: Please use the following classification: | increasing the market share little important <input type="checkbox"/> [1] important <input type="checkbox"/> [2] very important <input type="checkbox"/> [3] | Further information | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Time span of variable | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <table border="1"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td>EAST + WEST</td><td></td><td></td><td></td><td></td><td></td><td></td> </tr> <tr> <td>1998</td><td>1999</td><td>2000</td><td>2001</td><td>2002</td><td>2003</td><td>2004</td><td>2005</td><td>2006</td><td>2007</td><td>2008</td><td>2009</td><td>2010</td><td>2011</td><td>2012</td><td>2013</td> </tr> </table> | | | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | EAST + WEST | | | | | | | 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | | | | | | | | | EAST + WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

| | | | |
|-----------------------|------------------------------------|---|---------------------|
| 3.2.1.6) ziel5 | entering new international markets | West 1982 to 1990 East and West 1995 to 2013 | annual irregular |
|-----------------------|------------------------------------|---|---------------------|

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|---|--|---|------|------|------|------|------|------|------|---------------|------|------|------|------|------|------|------|------|------|--|--|--|--|--|--|--|--|--|---------------|--|--|--|--|--|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|---------------|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|
| 1982 to 1990 II. Goals of innovations product innovations With the innovation activities implemented in 19WW* we primarily aspire: | entering new international markets <input type="checkbox"/> [2]*** | Further information **"19WW/20WW" denotes the year under review **[4] 1995 - 2008 We get this characteristic in case the participating company ticked off a goal of innovation, but did not classify the importance for the company (e.g. important) ***[2] 1982-1990 "important" means primarily aspired | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 1995 - 2012 II. Goals of innovations product innovations With the innovation activities implemented in 19WW/20WW* we (primarily) aspire: Please use the following classification**: | entering new international markets no importance <input type="checkbox"/> [0] little important <input type="checkbox"/> [1] important <input type="checkbox"/> [2] very important <input type="checkbox"/> [3] | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Time span of variable | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <table border="1"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td colspan="10">WEST</td> <td colspan="6">EAST and WEST</td> </tr> <tr> <td>1998</td><td>1999</td><td>2000</td><td>2001</td><td>2002</td><td>2003</td><td>2004</td><td>2005</td><td>2006</td><td>2007</td><td>2008</td><td>2009</td><td>2010</td><td>2011</td><td>2012</td><td>2013</td> </tr> <tr> <td colspan="16">EAST and WEST</td> </tr> </table> | | | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | WEST | | | | | | | | | | EAST and WEST | | | | | | 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | EAST and WEST | | | | | | | | | | | | | | | |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| WEST | | | | | | | | | | EAST and WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| EAST and WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.2.1.7) **ziel5_1**

entering new national markets

East and West 1991

once

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|--|----------------------------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|
| <p>1991 II. Goals of innovations product innovations entering new national markets With the innovation activities implemented in 1991 we aspire: Please use the following classification:</p> | <p>Further information</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>little important <input type="checkbox"/> [1] important <input type="checkbox"/> [2] very important <input type="checkbox"/> [3]</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> <table border="1" style="width: 100%; text-align: center;"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td style="background-color: #f2f2f2;"></td><td style="background-color: #f2f2f2;"></td><td style="background-color: #f2f2f2;"></td><td style="background-color: #f2f2f2;"></td><td style="background-color: #f2f2f2;"></td><td style="background-color: #f2f2f2;"></td><td style="background-color: #f2f2f2;"></td><td style="background-color: #f2f2f2;"></td><td style="background-color: #f2f2f2;"></td><td style="background-color: #f2f2f2;"></td><td style="background-color: #f2f2f2;"></td><td style="background-color: #f2f2f2;"></td><td style="background-color: #f2f2f2;"></td><td style="background-color: #f2f2f2;"></td><td style="background-color: #f2f2f2;"></td><td style="background-color: #f2f2f2;"></td> </tr> <tr> <td>1998</td><td>1999</td><td>2000</td><td>2001</td><td>2002</td><td>2003</td><td>2004</td><td>2005</td><td>2006</td><td>2007</td><td>2008</td><td>2009</td><td>2010</td><td>2011</td><td>2012</td><td>2013</td> </tr> <tr> <td style="background-color: #f2f2f2;"></td><td style="background-color: #f2f2f2;"></td><td style="background-color: #f2f2f2;"></td><td style="background-color: #f2f2f2;"></td><td style="background-color: #f2f2f2;"></td><td style="background-color: #f2f2f2;"></td><td style="background-color: #f2f2f2;"></td><td style="background-color: #f2f2f2;"></td><td style="background-color: #f2f2f2;"></td><td style="background-color: #f2f2f2;"></td><td style="background-color: #f2f2f2;"></td><td style="background-color: #f2f2f2;"></td><td style="background-color: #f2f2f2;"></td><td style="background-color: #f2f2f2;"></td><td style="background-color: #f2f2f2;"></td><td style="background-color: #f2f2f2;"></td> </tr> </table> | | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | | | | | | | | | | | | | | | | | |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
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| 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
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| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
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3.2.1.8) **ziel5_2**

entering new markets within the EC

East and West 1991

once

Wording of question

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| <p>1991 II. Goals of innovations product innovations entering new markets within the EC With the innovation activities implemented in 1991 we aspire: Please use the following classification:</p> | <p>Further information</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>little important <input type="checkbox"/> [1] important <input type="checkbox"/> [2] very important <input type="checkbox"/> [3]</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> <table border="1" style="width: 100%; text-align: center;"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td style="background-color: #f2f2f2;"></td><td style="background-color: #f2f2f2;"></td><td style="background-color: #f2f2f2;"></td><td style="background-color: #f2f2f2;"></td><td style="background-color: #f2f2f2;"></td><td style="background-color: #f2f2f2;"></td><td style="background-color: #f2f2f2;"></td><td style="background-color: #f2f2f2;"></td><td style="background-color: #f2f2f2;"></td><td style="background-color: #f2f2f2;"></td><td style="background-color: #f2f2f2;"></td><td style="background-color: #f2f2f2;"></td><td style="background-color: #f2f2f2;"></td><td style="background-color: #f2f2f2;"></td><td style="background-color: #f2f2f2;"></td><td style="background-color: #f2f2f2;"></td> </tr> <tr> <td>1998</td><td>1999</td><td>2000</td><td>2001</td><td>2002</td><td>2003</td><td>2004</td><td>2005</td><td>2006</td><td>2007</td><td>2008</td><td>2009</td><td>2010</td><td>2011</td><td>2012</td><td>2013</td> </tr> <tr> <td style="background-color: #f2f2f2;"></td><td style="background-color: #f2f2f2;"></td><td style="background-color: #f2f2f2;"></td><td style="background-color: #f2f2f2;"></td><td style="background-color: #f2f2f2;"></td><td style="background-color: #f2f2f2;"></td><td style="background-color: #f2f2f2;"></td><td style="background-color: #f2f2f2;"></td><td style="background-color: #f2f2f2;"></td><td style="background-color: #f2f2f2;"></td><td style="background-color: #f2f2f2;"></td><td style="background-color: #f2f2f2;"></td><td style="background-color: #f2f2f2;"></td><td style="background-color: #f2f2f2;"></td><td style="background-color: #f2f2f2;"></td><td style="background-color: #f2f2f2;"></td> </tr> </table> | | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | | | | | | | | | | | | | | | | | |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
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| 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
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| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
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3.2.1.9) **ziel5_3**

entering new markets in North America

East and West 1991

once

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|--|----------------------------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|
| <p>1991 II. Goals of innovations product innovations entering new markets in North America With the innovation activities implemented in 1991 we aspire: Please use the following classification:</p> | <p>Further information</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>little important <input type="checkbox"/> [1] important <input type="checkbox"/> [2] very important <input type="checkbox"/> [3]</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> <table border="1" style="width: 100%; text-align: center;"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td style="background-color: #f2f2f2;"></td><td style="background-color: #f2f2f2;"></td><td style="background-color: #f2f2f2;"></td><td style="background-color: #f2f2f2;"></td><td style="background-color: #f2f2f2;"></td><td style="background-color: #f2f2f2;"></td><td style="background-color: #f2f2f2;"></td><td style="background-color: #f2f2f2;"></td><td style="background-color: #f2f2f2;"></td><td style="background-color: #f2f2f2;"></td><td style="background-color: #f2f2f2;"></td><td style="background-color: #f2f2f2;"></td><td style="background-color: #f2f2f2;"></td><td style="background-color: #f2f2f2;"></td><td style="background-color: #f2f2f2;"></td><td style="background-color: #f2f2f2;"></td> </tr> <tr> <td>1998</td><td>1999</td><td>2000</td><td>2001</td><td>2002</td><td>2003</td><td>2004</td><td>2005</td><td>2006</td><td>2007</td><td>2008</td><td>2009</td><td>2010</td><td>2011</td><td>2012</td><td>2013</td> </tr> <tr> <td style="background-color: #f2f2f2;"></td><td style="background-color: #f2f2f2;"></td><td style="background-color: #f2f2f2;"></td><td style="background-color: #f2f2f2;"></td><td style="background-color: #f2f2f2;"></td><td style="background-color: #f2f2f2;"></td><td style="background-color: #f2f2f2;"></td><td style="background-color: #f2f2f2;"></td><td style="background-color: #f2f2f2;"></td><td style="background-color: #f2f2f2;"></td><td style="background-color: #f2f2f2;"></td><td style="background-color: #f2f2f2;"></td><td style="background-color: #f2f2f2;"></td><td style="background-color: #f2f2f2;"></td><td style="background-color: #f2f2f2;"></td><td style="background-color: #f2f2f2;"></td> </tr> </table> | | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | | | | | | | | | | | | | | | | | |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
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| 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
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| No. | Name | Label | Survey period | Survey frequency |
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Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|---|--|----------------------------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|
| <p>1991 II. Goals of innovations product innovations With the innovation activities implemented in 1991 we aspire: Please use the following classification:</p> | <p>entering new markets in Japan</p> <p>little important <input type="checkbox"/> [1] important <input type="checkbox"/> [2] very important <input type="checkbox"/> [3]</p> | <p>Further information</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <table border="1" style="width: 100%; border-collapse: collapse;"> <tr> <td style="width: 20px;">1982</td><td style="width: 20px;">1983</td><td style="width: 20px;">1984</td><td style="width: 20px;">1985</td><td style="width: 20px;">1986</td><td style="width: 20px;">1987</td><td style="width: 20px;">1988</td><td style="width: 20px;">1989</td><td style="width: 20px;">1990</td><td style="width: 20px;">1991</td><td style="width: 20px;">1992</td><td style="width: 20px;">1993</td><td style="width: 20px;">1994</td><td style="width: 20px;">1995</td><td style="width: 20px;">1996</td><td style="width: 20px;">1997</td> </tr> <tr> <td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td> </tr> <tr> <td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td> </tr> <tr> <td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td> </tr> </table> | | | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
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| No. | Name | Label | Survey period | Survey frequency |
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Wording of question

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|---|--|----------------------------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|
| <p>1991 II. Goals of innovations product innovations With the innovation activities implemented in 1991 we aspire: Please use the following classification:</p> | <p>entering new markets in other countries</p> <p>little important <input type="checkbox"/> [1] important <input type="checkbox"/> [2] very important <input type="checkbox"/> [3]</p> | <p>Further information</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <table border="1" style="width: 100%; border-collapse: collapse;"> <tr> <td style="width: 20px;">1982</td><td style="width: 20px;">1983</td><td style="width: 20px;">1984</td><td style="width: 20px;">1985</td><td style="width: 20px;">1986</td><td style="width: 20px;">1987</td><td style="width: 20px;">1988</td><td style="width: 20px;">1989</td><td style="width: 20px;">1990</td><td style="width: 20px;">1991</td><td style="width: 20px;">1992</td><td style="width: 20px;">1993</td><td style="width: 20px;">1994</td><td style="width: 20px;">1995</td><td style="width: 20px;">1996</td><td style="width: 20px;">1997</td> </tr> <tr> <td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td> </tr> <tr> <td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td> </tr> <tr> <td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td> </tr> </table> | | | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
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| No. | Name | Label | Survey period | Survey frequency |
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Wording of question

| | | |
|--|---|----------------------------|
| <p>1982 to 1990 II. Goals of innovations product innovations With the innovation activities implemented in 19WW* we primarily aspire:</p> | <p>entering new markets with respect to new target groups <input type="checkbox"/> [2]***</p> | <p>Further information</p> |
| <p>1991 II. Goals of innovations product innovations entering new markets with respect to new target groups</p> | | |

***"19WW/20WW" denotes the year under review

**[4] 1995 - 2008
 We get this characteristic in case the participating company ticked off a goal of innovation, but did not classify the importance for the company (e.g. important)

With the innovation activities implemented in 1991 we aspire:

Please use the following classification:

little important [1]
 important [2]
 very important [3]

1995 - 2012

II. Goals of innovations
product innovations entering new markets
 with respect to new target groups

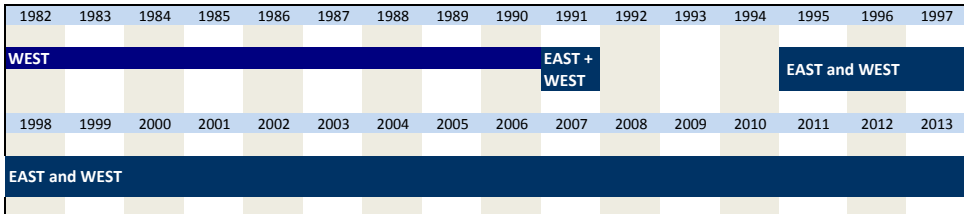
With the innovation activities implemented in 19WW/20WW* we (primarily) aspire:

Please use the following classification**:

no importance [0]
 little important [1]
 important [2]
 very important [3]

***[2] 1982-1990 "important" means primarily aspired

Time span of variable



3.2.2 Process innovations

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.2.2.1) **ziel7** increasing flexibility of production

West 1982 to 1990
 East and West 1991, 1995 to 2013
 annual
 irregular

Wording of question

1982 to 1990

II. Goals of innovations
Process innovations increasing flexibility of production

With the innovation activities implemented in 19WW* we primarily aspire:

[2]***

1991

II. Goals of innovations
Process innovations increasing flexibility of production

With the innovation activities implemented in 1991 we aspire:

Please use the following classification:

little important [1]
 important [2]
 very important [3]

1995 - 2012

II. Goals of innovations
Process innovations increasing flexibility of production

With the innovation activities implemented in 19WW/20WW* we primarily aspire:

Please use the following classification**:

no importance [0]
 little important [1]
 important [2]
 very important [3]

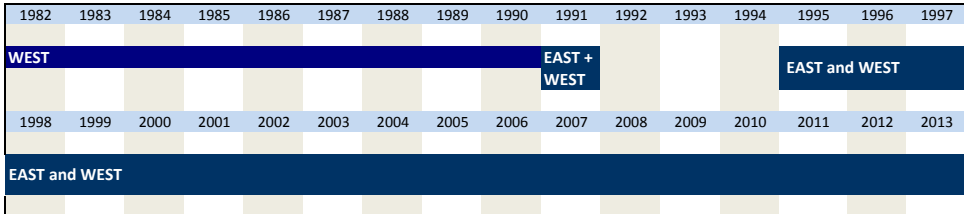
Further information

**"19WW/20WW" denotes the year under review

**[4] 1995 - 2008
 We get this characteristic in case the participating company ticked off a goal of innovation, but did not classify the importance for the company (e.g. important)

***[2] 1982-1990 "important" means primarily aspired

Time span of variable

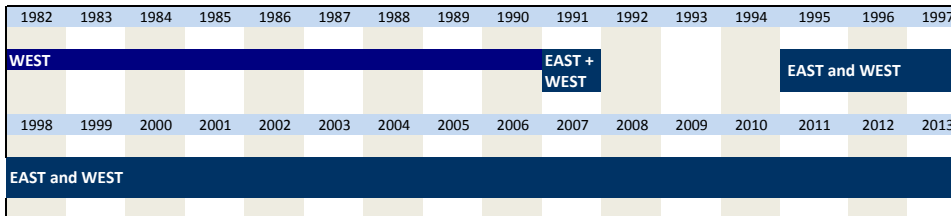


| No. | Name | Label | Survey period | Survey frequency |
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Wording of question

| | | |
|---|--|---|
| <p>1982 to 1990 II. Goals of innovations Process innovations With the innovation activities implemented in 19WW* we primarily aspire:</p> | <p>reduction of production costs by reduction of wage costs</p> <p style="text-align: right;"><input type="text"/> [2]***</p> | <p>Further information</p> <p>***19WW/20WW" denotes the year under review</p> <p>**[4] 1995 - 2008 We get this characteristic in case the participating company ticked off a goal of innovation, but did not classify the importance for the company (e.g. important)</p> <p>***[2] 1982-1990 "important" means primarily aspired</p> |
| <p>1991 II. Goals of innovations Process innovations With the innovation activities implemented in 1991 we aspire: Please use the following classification:</p> | <p>reduction of production costs by reduction of wage costs</p> <p style="text-align: right;"> little important <input type="text"/> [1] important <input type="text"/> [2] very important <input type="text"/> [3] </p> | |
| <p>1995 - 2012 II. Goals of innovations Process innovations With the innovation activities implemented in 19WW20WW* we primarily aspire: Please use the following classification**:</p> | <p>reduction of production costs by reduction of wage costs</p> <p style="text-align: right;"> no importance <input type="text"/> [0] little important <input type="text"/> [1] important <input type="text"/> [2] very important <input type="text"/> [3] </p> | |

Time span of variable

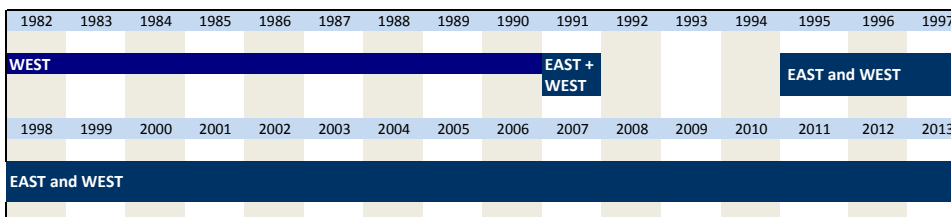


| No. | Name | Label | Survey period | Survey frequency |
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Wording of question

| | | |
|---|--|---|
| <p>1982 to 1990 II. Goals of innovations Process innovations With the innovation activities implemented in 19WW* we primarily aspire:</p> | <p>reduction of production costs by reduction in material consumption</p> <p style="text-align: right;"><input type="text"/> [2]***</p> | <p>Further information</p> <p>***19WW/20WW" denotes the year under review</p> <p>**[4] 1995 - 2008 We get this characteristic in case the participating company ticked off a goal of innovation, but did not classify the importance for the company (e.g. important)</p> <p>***[2] 1982-1990 "important" means primarily aspired</p> |
| <p>1991 II. Goals of innovations Process innovations With the innovation activities implemented in 1991 we aspire: Please use the following classification:</p> | <p>reduction of production costs by reduction in material consumption</p> <p style="text-align: right;"> little important <input type="text"/> [1] important <input type="text"/> [2] very important <input type="text"/> [3] </p> | |
| <p>1995 - 2012 II. Goals of innovations Process innovations With the innovation activities implemented in 19WW20WW* we primarily aspire: Please use the following classification**:</p> | <p>reduction of production costs by reduction in material consumption</p> <p style="text-align: right;"> no importance <input type="text"/> [0] little important <input type="text"/> [1] important <input type="text"/> [2] very important <input type="text"/> [3] </p> | |

Time span of variable

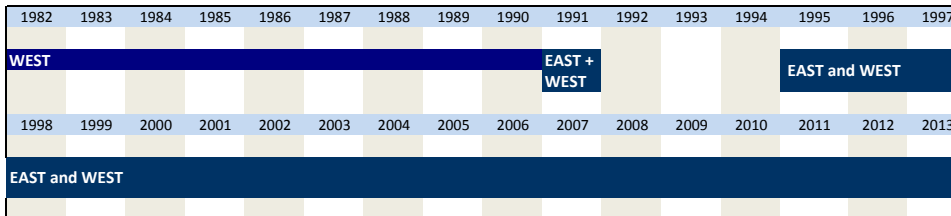


| No. | Name | Label | Survey period | Survey frequency |
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Wording of question

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| <p>1982 to 1990 II. Goals of innovations Process innovations With the innovation activities implemented in 19WW* we primarily aspire:</p> | reduction of production costs by reduction in energy consumption | <input type="text" value="2"/> [2]*** | Further information **"19WW/20WW" denotes the year under review **[4] 1995 - 2008 We get this characteristic in case the participating company ticked off a goal of innovation, but did not classify the importance for the company (e.g. important) ***[2] 1982-1990 "important" means primarily aspired |
| <p>1991 II. Goals of innovations Process innovations With the innovation activities implemented in 1991 we aspire: Please use the following classification:</p> | reduction of production costs by reduction in energy consumption | little important <input type="text" value="1"/> [1] important <input type="text" value="2"/> [2] very important <input type="text" value="3"/> [3] | |
| <p>1995 - 2012 II. Goals of innovations Process innovations With the innovation activities implemented in 19WW20WW* we primarily aspire: Please use the following classification**:</p> | reduction of production costs by reduction in energy consumption | no importance <input type="text" value="0"/> [0] little important <input type="text" value="1"/> [1] important <input type="text" value="2"/> [2] very important <input type="text" value="3"/> [3] | |

Time span of variable

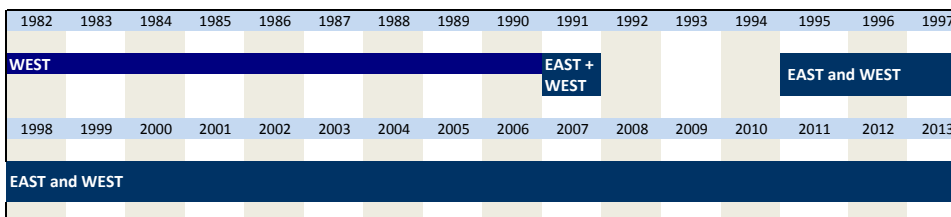


| No. | Name | Label | Survey period | Survey frequency |
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Wording of question

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| <p>1982 to 1990 II. Goals of innovations Process innovations With the innovation activities implemented in 19WW* we primarily aspire:</p> | reduction of production costs by reduction in waste production | <input type="text" value="2"/> [2]*** | Further information **"19WW/20WW" denotes the year under review **[4] 1995 - 2008 We get this characteristic in case the participating company ticked off a goal of innovation, but did not classify the importance for the company (e.g. important) ***[2] 1982-1990 "important" means primarily aspired |
| <p>1991 II. Goals of innovations Process innovations With the innovation activities implemented in 1991 we aspire: Please use the following classification:</p> | reduction of production costs by reduction in waste production | little important <input type="text" value="1"/> [1] important <input type="text" value="2"/> [2] very important <input type="text" value="3"/> [3] | |
| <p>1995 - 2012 II. Goals of innovations Process innovations With the innovation activities implemented in 19WW20WW* we primarily aspire: Please use the following classification**:</p> | reduction of production costs by reduction in waste production | no importance <input type="text" value="0"/> [0] little important <input type="text" value="1"/> [1] important <input type="text" value="2"/> [2] very important <input type="text" value="3"/> [3] | |

Time span of variable

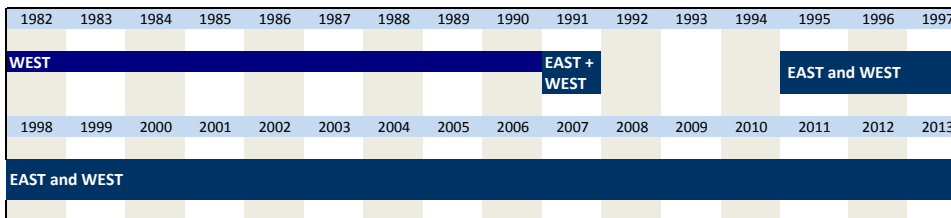


| No. | Name | Label | Survey period | Survey frequency |
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Wording of question

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| <p>1982 to 1990 II. Goals of innovations Process innovations improvement of working conditions With the innovation activities implemented in 19WW* we primarily aspire: <input type="text"/> [2]***</p> | <p>Further information</p> <p>***19WW/20WW" denotes the year under review</p> <p>**[4] 1995 - 2008 We get this characteristic in case the participating company ticked off a goal of innovation, but did not classify the importance for the company (e.g. important)</p> <p>***[2] 1982-1990 "important" means primarily aspired</p> |
| <p>1991 II. Goals of innovations Process innovations improvement of working conditions With the innovation activities implemented in 1991 we aspire: Please use the following classification: little important <input type="text"/> [1] important <input type="text"/> [2] very important <input type="text"/> [3]</p> | |
| <p>1995 - 2012 II. Goals of innovations Process innovations improvement of working conditions With the innovation activities implemented in 19WW20WW* we primarily aspire: Please use the following classification**: no importance <input type="text"/> [0] little important <input type="text"/> [1] important <input type="text"/> [2] very important <input type="text"/> [3]</p> | |

Time span of variable

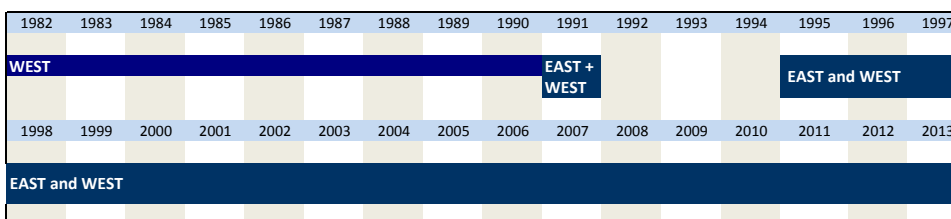


| No. | Name | Label | Survey period | Survey frequency |
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Wording of question

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| <p>1982 to 1990 II. Goals of innovations Process innovations reduction in environmental pollution With the innovation activities implemented in 19WW* we primarily aspire: <input type="text"/> [2]***</p> | <p>Further information</p> <p>***19WW/20WW" denotes the year under review</p> <p>**[4] 1995 - 2008 We get this characteristic in case the participating company ticked off a goal of innovation, but did not classify the importance for the company (e.g. important)</p> <p>***[2] 1982-1990 "important" means primarily aspired</p> |
| <p>1991 II. Goals of innovations Process innovations reduction in environmental pollution With the innovation activities implemented in 1991 we aspire: Please use the following classification: little important <input type="text"/> [1] important <input type="text"/> [2] very important <input type="text"/> [3]</p> | |
| <p>1995 - 2012 II. Goals of innovations Process innovations reduction in environmental pollution With the innovation activities implemented in 19WW20WW* we primarily aspire: Please use the following classification**: no importance <input type="text"/> [0] little important <input type="text"/> [1] important <input type="text"/> [2] very important <input type="text"/> [3]</p> | |

Time span of variable



| No. | Name | Label | Survey period | Survey frequency |
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Wording of question

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| <p>1991 II. Goals of innovations Process innovations With the innovation activities implemented in 1991 we aspire: Please use the following classification:</p> | <p>reduction in product development costs</p> <p>little important <input type="checkbox"/> [1] important <input type="checkbox"/> [2] very important <input type="checkbox"/> [3]</p> | <p>Further information</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> <table border="1"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td style="background-color: #003366; color: white; text-align: center;">EAST + WEST</td><td></td><td></td><td></td><td></td><td></td><td></td> </tr> <tr> <td>1998</td><td>1999</td><td>2000</td><td>2001</td><td>2002</td><td>2003</td><td>2004</td><td>2005</td><td>2006</td><td>2007</td><td>2008</td><td>2009</td><td>2010</td><td>2011</td><td>2012</td><td>2013</td> </tr> </table> | | | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | EAST + WEST | | | | | | | 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | | | | | | | | | EAST + WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
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Wording of question

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| <p>1991 II. Goals of innovations Process innovations With the innovation activities implemented in 1991 we aspire: Please use the following classification:</p> | <p>reduction of production costs by - reduction of turnaround times</p> <p>little important <input type="checkbox"/> [1] important <input type="checkbox"/> [2] very important <input type="checkbox"/> [3]</p> | <p>Further information</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> <table border="1"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td style="background-color: #003366; color: white; text-align: center;">EAST + WEST</td><td></td><td></td><td></td><td></td><td></td><td></td> </tr> <tr> <td>1998</td><td>1999</td><td>2000</td><td>2001</td><td>2002</td><td>2003</td><td>2004</td><td>2005</td><td>2006</td><td>2007</td><td>2008</td><td>2009</td><td>2010</td><td>2011</td><td>2012</td><td>2013</td> </tr> </table> | | | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | EAST + WEST | | | | | | | 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | | | | | | | | | EAST + WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
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Wording of question

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|---|---|----------------------------|------|------|------|------|------|------|-------------|------|------|------|------|------|------|------|------|------|--|--|--|--|--|--|--|--|--|-------------|--|--|--|--|--|--|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|
| <p>1991 II. Goals of innovations Process innovations With the innovation activities implemented in 1991 we aspire: Please use the following classification:</p> | <p>improvement in product quality</p> <p>little important <input type="checkbox"/> [1] important <input type="checkbox"/> [2] very important <input type="checkbox"/> [3]</p> | <p>Further information</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> <table border="1"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td style="background-color: #003366; color: white; text-align: center;">EAST + WEST</td><td></td><td></td><td></td><td></td><td></td><td></td> </tr> <tr> <td>1998</td><td>1999</td><td>2000</td><td>2001</td><td>2002</td><td>2003</td><td>2004</td><td>2005</td><td>2006</td><td>2007</td><td>2008</td><td>2009</td><td>2010</td><td>2011</td><td>2012</td><td>2013</td> </tr> </table> | | | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | EAST + WEST | | | | | | | 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | | | | | | | | | EAST + WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

3.3 Innovation expenditures

3.3.1 For product innovations

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.3.1.1) **awpd** share of product innovations in total innovation expenditure East and West 1992 to 2013 annual

Wording of question

| | |
|--|--|
| <p>1992 to 2012</p> <p>II. Innovation expenditures in year 19WW/20WW*</p> <p>The share of expenditures for product innovations in our total innovation expenditure was (estimates are sufficient; sum = 100%) _____ %</p> | <p>Further information</p> <p>***19WW/20WW** denotes the year under review</p> |
| <p>Time span of variable</p> | |
| | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.3.1.2) **awpda** share of product innovations (retaining production technology) in total innovation expenditures West 1982 to 1990 annual
East and West 1991 once

Wording of question

| | |
|---|---|
| <p>1982 to 1991</p> <p>III. Innovation expenditures in year 19WW* product innovations</p> <p>The share of product innovations in our total innovation expenditure while retaining the existing production technology was (estimates are sufficient = 100%) _____ %</p> | <p>Further information</p> <p>***19WW** denotes the year under review</p> |
| <p>Time span of variable</p> | |
| | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.3.1.3) **awpdb** share of product innovations (altering production technology) in total innovation expenditures West 1982 to 1990 annual
East and West 1991 once

Wording of question

| | |
|---|---|
| <p>1982 to 1991</p> <p>III. Innovation expenditures in year 19WW* product innovations</p> <p>The share of product innovations in our total innovation expenditure while altering the production technology was (estimates are sufficient = 100%) _____ %</p> | <p>Further information</p> <p>***19WW** denotes the year under review</p> |
| <p>Time span of variable</p> | |
| | |

3.3.2 For process innovations

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.3.2.1) **awpz** share of process innovations in total innovation expenditure East and West 1992 to 2013 annual

Wording of question

| | |
|---|---|
| <p>1992 to 2012</p> <p>II. Innovation expenditures in year 19WW/20WW*</p> <p>The share of expenditures for process innovations in our total innovation expenditure was (estimates are sufficient = 100%) _____ %</p> | <p>Further information</p> <p>**"19WW/20WW" denotes the year under review</p> |
| <p>Time span of variable</p> | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.3.2.2) **awpza** share of expendit. for process innovations with same technology West 1982 to 1990 East and West 1991 annual once

Wording of question

| | |
|---|--|
| <p>1982 to 1991</p> <p>III. Innovation expenditures in year 19WW*</p> <p>Process innovations</p> <p>The share of expenditures for process innovations in our total innovation expenditures while retaining the existing production technology was (estimates are sufficient = 100%) _____ %</p> | <p>Further information</p> <p>**"19WW" denotes the year under review</p> |
| <p>Time span of variable</p> | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.3.2.3) **awpzb** share of innov. expenditures in: process innov. administration West 1982 to 1990 East and West 1991 annual once

Wording of question

| | |
|---|--|
| <p>1982 to 1991</p> <p>III. Innovation expenditures in year 19WW*</p> <p>Process innovations</p> <p>The share of expenditures for process innovations in our total innovation expenditure was in administration (estimates are sufficient = 100%) _____ %</p> | <p>Further information</p> <p>**"19WW" denotes the year under review</p> |
| <p>Time span of variable</p> | |

3.3.3 Composition of innovation expenditures

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.3.3.1) **aw1** share of research in total innovation expenditures West 1982 to 1990 annual
East and West 1992 to 2013 annual

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|---|---|------|------|------|------|------|------|------|------|---------------|------|------|------|------|------|------|------|------|--|--|--|--|--|--|--|--|--|---------------|--|--|--|--|--|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|---------------|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|
| 1982 to 2012 II./III. Innovation expenditures in year 19WW/20WW* Our innovation expenditures are composed of (estimates are sufficient) research _____% | Further information **"19WW/20WW" denotes the year under review | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Time span of variable | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <table border="1"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td colspan="10">WEST</td> <td colspan="6">EAST and WEST</td> </tr> <tr> <td>1998</td><td>1999</td><td>2000</td><td>2001</td><td>2002</td><td>2003</td><td>2004</td><td>2005</td><td>2006</td><td>2007</td><td>2008</td><td>2009</td><td>2010</td><td>2011</td><td>2012</td><td>2013</td> </tr> <tr> <td colspan="16">EAST and WEST</td> </tr> </table> | | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | WEST | | | | | | | | | | EAST and WEST | | | | | | 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | EAST and WEST | | | | | | | | | | | | | | | |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| WEST | | | | | | | | | | EAST and WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| EAST and WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.3.3.2) **aw2** share of experimental dev. in total innovation expenditures West 1982 to 1990 annual
East and West 1992 to 2013 annual

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|---|---|------|------|------|------|------|------|------|------|---------------|------|------|------|------|------|------|------|------|--|--|--|--|--|--|--|--|--|---------------|--|--|--|--|--|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|---------------|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|
| 1982 to 2012 II./III. Innovation expenditures in year 19WW/20WW* Our innovation expenditures are composed of (estimates are sufficient) experimental development _____% | Further information **"19WW/20WW" denotes the year under review | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Time span of variable | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <table border="1"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td colspan="10">WEST</td> <td colspan="6">EAST and WEST</td> </tr> <tr> <td>1998</td><td>1999</td><td>2000</td><td>2001</td><td>2002</td><td>2003</td><td>2004</td><td>2005</td><td>2006</td><td>2007</td><td>2008</td><td>2009</td><td>2010</td><td>2011</td><td>2012</td><td>2013</td> </tr> <tr> <td colspan="16">EAST and WEST</td> </tr> </table> | | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | WEST | | | | | | | | | | EAST and WEST | | | | | | 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | EAST and WEST | | | | | | | | | | | | | | | |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| WEST | | | | | | | | | | EAST and WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| EAST and WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.3.3.3) **aw1_2_1** share of int. research & experimental dev. in total innovation expenditures East and West 1991 once

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|--|----------------------------|------|------|------|------|------|------|------|------|-------------|------|------|------|------|------|------|------|--|--|--|--|--|--|--|--|--|--|-------------|--|--|--|--|--|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|
| 1991 II. Innovation expenditures in year 1991 Our innovation expenditures are composed of (estimates are sufficient) internal research & experimental development _____% | Further information | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Time span of variable | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <table border="1"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td colspan="10"></td> <td colspan="2">EAST + WEST</td> <td colspan="4"></td> </tr> <tr> <td>1998</td><td>1999</td><td>2000</td><td>2001</td><td>2002</td><td>2003</td><td>2004</td><td>2005</td><td>2006</td><td>2007</td><td>2008</td><td>2009</td><td>2010</td><td>2011</td><td>2012</td><td>2013</td> </tr> </table> | | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | EAST + WEST | | | | | | 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | | | | | | | | | | EAST + WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.3.3.4) aw1_2_2

share of ext. research & experimental dev. in total innovation expenditures

East and West 1991

once

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|--|----------------------------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|
| <p>1991 II. Innovation expenditures in year 1991 Our innovation expenditures are composed of (estimates are sufficient)</p> <p style="text-align: center;">external research & experimental development _____ %</p> | <p>Further information</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> <table border="1" style="width: 100%; text-align: center;"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td style="background-color: #e6f2ff;"></td><td style="background-color: #e6f2ff;"></td><td style="background-color: #e6f2ff;"></td><td style="background-color: #e6f2ff;"></td><td style="background-color: #e6f2ff;"></td><td style="background-color: #e6f2ff;"></td><td style="background-color: #e6f2ff;"></td><td style="background-color: #e6f2ff;"></td><td style="background-color: #e6f2ff;"></td><td style="background-color: #e6f2ff;"></td><td style="background-color: #e6f2ff;"></td><td style="background-color: #e6f2ff;"></td><td style="background-color: #e6f2ff;"></td><td style="background-color: #e6f2ff;"></td><td style="background-color: #e6f2ff;"></td><td style="background-color: #e6f2ff;"></td> </tr> <tr> <td>1998</td><td>1999</td><td>2000</td><td>2001</td><td>2002</td><td>2003</td><td>2004</td><td>2005</td><td>2006</td><td>2007</td><td>2008</td><td>2009</td><td>2010</td><td>2011</td><td>2012</td><td>2013</td> </tr> <tr> <td style="background-color: #e6f2ff;"></td><td style="background-color: #e6f2ff;"></td><td style="background-color: #e6f2ff;"></td><td style="background-color: #e6f2ff;"></td><td style="background-color: #e6f2ff;"></td><td style="background-color: #e6f2ff;"></td><td style="background-color: #e6f2ff;"></td><td style="background-color: #e6f2ff;"></td><td style="background-color: #e6f2ff;"></td><td style="background-color: #e6f2ff;"></td><td style="background-color: #e6f2ff;"></td><td style="background-color: #e6f2ff;"></td><td style="background-color: #e6f2ff;"></td><td style="background-color: #e6f2ff;"></td><td style="background-color: #e6f2ff;"></td><td style="background-color: #e6f2ff;"></td> </tr> </table> | | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | | | | | | | | | | | | | | | | |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.3.3.5) aw3

share of construction in total innovation expenditures

West 1988 to 1990

annual

East and West 1991 to 2013

annual

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|--|---|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|
| <p>1988 to 2012 II./III. Innovation expenditures in year 19WW/20WW* Our innovation expenditures are composed of (estimates are sufficient)</p> <p style="text-align: center;">construction _____ %</p> | <p>Further information</p> <p>***19WW/20WW" denotes the year under review</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> <table border="1" style="width: 100%; text-align: center;"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td style="background-color: #e6f2ff;"></td><td style="background-color: #e6f2ff;"></td><td style="background-color: #e6f2ff;"></td><td style="background-color: #e6f2ff;"></td><td style="background-color: #e6f2ff;"></td><td style="background-color: #e6f2ff;"></td><td style="background-color: #e6f2ff;"></td><td style="background-color: #e6f2ff;"></td><td style="background-color: #e6f2ff;"></td><td style="background-color: #e6f2ff;"></td><td style="background-color: #e6f2ff;"></td><td style="background-color: #e6f2ff;"></td><td style="background-color: #e6f2ff;"></td><td style="background-color: #e6f2ff;"></td><td style="background-color: #e6f2ff;"></td><td style="background-color: #e6f2ff;"></td> </tr> <tr> <td>1998</td><td>1999</td><td>2000</td><td>2001</td><td>2002</td><td>2003</td><td>2004</td><td>2005</td><td>2006</td><td>2007</td><td>2008</td><td>2009</td><td>2010</td><td>2011</td><td>2012</td><td>2013</td> </tr> <tr> <td style="background-color: #e6f2ff;"></td><td style="background-color: #e6f2ff;"></td><td style="background-color: #e6f2ff;"></td><td style="background-color: #e6f2ff;"></td><td style="background-color: #e6f2ff;"></td><td style="background-color: #e6f2ff;"></td><td style="background-color: #e6f2ff;"></td><td style="background-color: #e6f2ff;"></td><td style="background-color: #e6f2ff;"></td><td style="background-color: #e6f2ff;"></td><td style="background-color: #e6f2ff;"></td><td style="background-color: #e6f2ff;"></td><td style="background-color: #e6f2ff;"></td><td style="background-color: #e6f2ff;"></td><td style="background-color: #e6f2ff;"></td><td style="background-color: #e6f2ff;"></td> </tr> </table> | | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | | | | | | | | | | | | | | | | |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.3.3.6) aw4

share of product design in total innovation expenditures

West 1988 to 1990

annual

East and West 1991 to 2013

annual

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|--|---|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|
| <p>1988 to 2012 II./III. Innovation expenditures in year 19WW/20WW* Our innovation expenditures are composed of (estimates are sufficient)</p> <p style="text-align: center;">product design _____ %</p> | <p>Further information</p> <p>***19WW/20WW" denotes the year under review</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> <table border="1" style="width: 100%; text-align: center;"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td style="background-color: #e6f2ff;"></td><td style="background-color: #e6f2ff;"></td><td style="background-color: #e6f2ff;"></td><td style="background-color: #e6f2ff;"></td><td style="background-color: #e6f2ff;"></td><td style="background-color: #e6f2ff;"></td><td style="background-color: #e6f2ff;"></td><td style="background-color: #e6f2ff;"></td><td style="background-color: #e6f2ff;"></td><td style="background-color: #e6f2ff;"></td><td style="background-color: #e6f2ff;"></td><td style="background-color: #e6f2ff;"></td><td style="background-color: #e6f2ff;"></td><td style="background-color: #e6f2ff;"></td><td style="background-color: #e6f2ff;"></td><td style="background-color: #e6f2ff;"></td> </tr> <tr> <td>1998</td><td>1999</td><td>2000</td><td>2001</td><td>2002</td><td>2003</td><td>2004</td><td>2005</td><td>2006</td><td>2007</td><td>2008</td><td>2009</td><td>2010</td><td>2011</td><td>2012</td><td>2013</td> </tr> <tr> <td style="background-color: #e6f2ff;"></td><td style="background-color: #e6f2ff;"></td><td style="background-color: #e6f2ff;"></td><td style="background-color: #e6f2ff;"></td><td style="background-color: #e6f2ff;"></td><td style="background-color: #e6f2ff;"></td><td style="background-color: #e6f2ff;"></td><td style="background-color: #e6f2ff;"></td><td style="background-color: #e6f2ff;"></td><td style="background-color: #e6f2ff;"></td><td style="background-color: #e6f2ff;"></td><td style="background-color: #e6f2ff;"></td><td style="background-color: #e6f2ff;"></td><td style="background-color: #e6f2ff;"></td><td style="background-color: #e6f2ff;"></td><td style="background-color: #e6f2ff;"></td> </tr> </table> | | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | | | | | | | | | | | | | | | | |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.3.3.7) aw3_4

share of construction & product design in total innovation expenditure

West 1982 to 1987

annual

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|---|--|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|
| <p>1982 to 1987 III. Innovation expenditures in year 19WW* Our innovation expenditures are composed of (estimates are sufficient)</p> <p style="text-align: center;">construction, Design _____ %</p> | <p>Further information</p> <p>***19WW" denotes the year under review</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> <table border="1" style="width: 100%; text-align: center;"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td colspan="6" style="background-color: #003366; color: white;">WEST</td> <td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td> </tr> <tr> <td>1998</td><td>1999</td><td>2000</td><td>2001</td><td>2002</td><td>2003</td><td>2004</td><td>2005</td><td>2006</td><td>2007</td><td>2008</td><td>2009</td><td>2010</td><td>2011</td><td>2012</td><td>2013</td> </tr> </table> | | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | WEST | | | | | | | | | | | | | | | | 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.3.3.8) aw5

share of patents, licenses, registered designs in total innovation expenditures

West 1982 to 1990

annual

East and West 1991 to 2013

annual

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|---|---|------|------|------|------|------|------|------|------|---------------|------|------|------|------|------|------|------|------|--|--|--|--|--|--|--|--|--|---------------|--|--|--|--|--|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|---------------|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|
| <p>1982 to 2012 II./III. Innovation expenditures in year 19WW/20WW* Our innovation expenditures are composed of (estimates are sufficient)</p> <p style="text-align: center;">Patents, licenses, registered designs _____ %</p> | <p>Further information</p> <p>***19WW/20WW" denotes the year under review</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> <table border="1" style="width: 100%; text-align: center;"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td colspan="10" style="background-color: #003366; color: white;">WEST</td> <td colspan="6" style="background-color: #003366; color: white;">EAST and WEST</td> </tr> <tr> <td>1998</td><td>1999</td><td>2000</td><td>2001</td><td>2002</td><td>2003</td><td>2004</td><td>2005</td><td>2006</td><td>2007</td><td>2008</td><td>2009</td><td>2010</td><td>2011</td><td>2012</td><td>2013</td> </tr> <tr> <td colspan="16" style="background-color: #003366; color: white;">EAST and WEST</td> </tr> </table> | | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | WEST | | | | | | | | | | EAST and WEST | | | | | | 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | EAST and WEST | | | | | | | | | | | | | | | |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| WEST | | | | | | | | | | EAST and WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| EAST and WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.3.3.9) aw6

share of investment expenditures for production preparation in total innovation expenditure

West 1982 to 1990

annual

East and West 1991 to 2013

annual

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|---|---|------|------|------|------|------|------|------|------|---------------|------|------|------|------|------|------|------|------|--|--|--|--|--|--|--|--|--|---------------|--|--|--|--|--|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|---------------|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|
| <p>1982 to 2004 II./III. Innovation expenditures in year 19WW/20WW* Our innovation expenditures are composed of (estimates are sufficient)</p> <p style="text-align: center;">production preparation for product innovation: - Investment expenditures _____ %</p> <p>2005 to 2012 III. Innovation expenditures in year 20WW* Our innovation expenditures are composed of (estimates are sufficient)</p> <p style="text-align: center;">Investment expenditures for production preparation for product innovations _____ %</p> | <p>Further information</p> <p>***19WW/20WW" denotes the year under review</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> <table border="1" style="width: 100%; text-align: center;"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td colspan="10" style="background-color: #003366; color: white;">WEST</td> <td colspan="6" style="background-color: #003366; color: white;">EAST and WEST</td> </tr> <tr> <td>1998</td><td>1999</td><td>2000</td><td>2001</td><td>2002</td><td>2003</td><td>2004</td><td>2005</td><td>2006</td><td>2007</td><td>2008</td><td>2009</td><td>2010</td><td>2011</td><td>2012</td><td>2013</td> </tr> <tr> <td colspan="16" style="background-color: #003366; color: white;">EAST and WEST</td> </tr> </table> | | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | WEST | | | | | | | | | | EAST and WEST | | | | | | 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | EAST and WEST | | | | | | | | | | | | | | | |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| WEST | | | | | | | | | | EAST and WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| EAST and WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.3.3.10) **aw7** share of other expenditures for production preparation in total innovation expenditures

West 1982 to 1990
East and West 1991 to 2004
annual
annual

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|--|---|------|------|------|------|------|------|------|---------------|------|------|------|------|------|------|------|------|------|--|--|--|--|--|--|--|--|---------------|--|--|--|--|--|--|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|---------------|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|
| <p>1982 to 2004 II./III. Innovation expenditures in year 19WW/20WW* Our innovation expenditures are composed of (estimates are sufficient)</p> <p style="text-align: center;">production preparations for product innovations - other expenditures _____ %</p> | <p>Further information</p> <p>***19WW/20WW" denotes the year under review</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <table border="1" style="width: 100%; border-collapse: collapse; text-align: center;"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td colspan="9" style="background-color: #003366; color: white;">WEST</td> <td colspan="7" style="background-color: #003366; color: white;">EAST and WEST</td> </tr> <tr> <td>1998</td><td>1999</td><td>2000</td><td>2001</td><td>2002</td><td>2003</td><td>2004</td><td>2005</td><td>2006</td><td>2007</td><td>2008</td><td>2009</td><td>2010</td><td>2011</td><td>2012</td><td>2013</td> </tr> <tr> <td colspan="8" style="background-color: #003366; color: white;">EAST and WEST</td> <td colspan="8"></td> </tr> </table> | | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | WEST | | | | | | | | | EAST and WEST | | | | | | | 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | EAST and WEST | | | | | | | | | | | | | | | |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| WEST | | | | | | | | | EAST and WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| EAST and WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.3.3.11) **aw8** share of distribution preparation in total innovation expenditures

West 1982 to 1990
East and West 1991 to 2013
annual
annual

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|---|---|------|------|------|------|------|------|------|---------------|------|------|------|------|------|------|------|------|------|--|--|--|--|--|--|--|--|---------------|--|--|--|--|--|--|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|---------------|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|
| <p>1982 to 2012 II./III. Innovation expenditures in year 19WW/20WW* Our innovation expenditures are composed of (estimates are sufficient)</p> <p style="text-align: center;">distribution preparation _____ %</p> | <p>Further information</p> <p>***19WW/20WW" denotes the year under review</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <table border="1" style="width: 100%; border-collapse: collapse; text-align: center;"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td colspan="9" style="background-color: #003366; color: white;">WEST</td> <td colspan="7" style="background-color: #003366; color: white;">EAST and WEST</td> </tr> <tr> <td>1998</td><td>1999</td><td>2000</td><td>2001</td><td>2002</td><td>2003</td><td>2004</td><td>2005</td><td>2006</td><td>2007</td><td>2008</td><td>2009</td><td>2010</td><td>2011</td><td>2012</td><td>2013</td> </tr> <tr> <td colspan="16" style="background-color: #003366; color: white;">EAST and WEST</td> </tr> </table> | | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | WEST | | | | | | | | | EAST and WEST | | | | | | | 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | EAST and WEST | | | | | | | | | | | | | | | |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| WEST | | | | | | | | | EAST and WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| EAST and WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.3.3.12) **aw9** share of process innovations in production in total innovation expenditure

West 1982 to 1990
East and West 1991 to 2004
annual
annual

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|--|--|------|------|------|------|------|------|------|---------------|------|------|------|------|------|------|------|------|------|--|--|--|--|--|--|--|--|---------------|--|--|--|--|--|--|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|---------------|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|
| <p>1982 to 2004 II./III. Innovation expenditures in year 19WW/20WW* Our innovation expenditures are composed of (estimates are sufficient)</p> <p style="text-align: center;">process innovation (incl. rationalisation) - for production _____ %</p> | <p>Further information</p> <p>***19WW/20WW" denotes the year under review</p> <p>since 2005 the variable is combined with aw10 to aw9_10</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <table border="1" style="width: 100%; border-collapse: collapse; text-align: center;"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td colspan="9" style="background-color: #003366; color: white;">WEST</td> <td colspan="7" style="background-color: #003366; color: white;">EAST and WEST</td> </tr> <tr> <td>1998</td><td>1999</td><td>2000</td><td>2001</td><td>2002</td><td>2003</td><td>2004</td><td>2005</td><td>2006</td><td>2007</td><td>2008</td><td>2009</td><td>2010</td><td>2011</td><td>2012</td><td>2013</td> </tr> <tr> <td colspan="8" style="background-color: #003366; color: white;">EAST and WEST</td> <td colspan="8"></td> </tr> </table> | | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | WEST | | | | | | | | | EAST and WEST | | | | | | | 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | EAST and WEST | | | | | | | | | | | | | | | |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| WEST | | | | | | | | | EAST and WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| EAST and WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.3.3.13) **aw10**

share of process innovations in administration in total innovation expenditure
(incl. rationalisation)

West 1982 to 1990

East and West 1991 to 2004

annual

annual

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|--|---|------|------|------|------|------|------|------|------|---------------|------|------|------|------|------|------|------|------|--|--|--|--|--|--|--|--|--|---------------|--|--|--|--|--|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|---------------|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|
| <p>1982 to 2004</p> <p>II./III. Innovation expenditures in year 19WW/20WW*</p> <p>Our innovation expenditures are composed of (estimates are sufficient)</p> <p style="text-align: center;">process innovation (incl. rationalisation) - in administration _____ %</p> | <p>Further information</p> <p>*"19WW/20WW" denotes the year under review</p> <p>since 2005 the variable is combined with aw9 to aw9_10</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> <table border="1" style="width: 100%; text-align: center;"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td colspan="10" style="background-color: #003366; color: white;">WEST</td> <td colspan="6" style="background-color: #003366; color: white;">EAST and WEST</td> </tr> <tr> <td>1998</td><td>1999</td><td>2000</td><td>2001</td><td>2002</td><td>2003</td><td>2004</td><td>2005</td><td>2006</td><td>2007</td><td>2008</td><td>2009</td><td>2010</td><td>2011</td><td>2012</td><td>2013</td> </tr> <tr> <td colspan="8" style="background-color: #003366; color: white;">EAST and WEST</td> <td colspan="8"></td> </tr> </table> | | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | WEST | | | | | | | | | | EAST and WEST | | | | | | 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | EAST and WEST | | | | | | | | | | | | | | | |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| WEST | | | | | | | | | | EAST and WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| EAST and WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.3.3.14) **aw9_10**

share of process innovations in production & administration in total innovation expenditures

East and West 2005 to 2013

annual

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|---|---|------|------|------|------|------|------|---------------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|--|--|--|--|--|--|--|--|---------------|--|--|--|--|--|--|--|
| <p>ab 2005</p> <p>II./III. Innovation expenditures in year 20WW*</p> <p>Our innovation expenditures are composed of (estimates are sufficient)</p> <p style="text-align: center;">process innovation (incl. rationalisation) in production and administration _____ %</p> | <p>Further information</p> <p>*"19WW" denotes the year under review</p> <p>* before 2005 the variable was inquired separately aw9 and aw10</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> <table border="1" style="width: 100%; text-align: center;"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td>1998</td><td>1999</td><td>2000</td><td>2001</td><td>2002</td><td>2003</td><td>2004</td><td>2005</td><td>2006</td><td>2007</td><td>2008</td><td>2009</td><td>2010</td><td>2011</td><td>2012</td><td>2013</td> </tr> <tr> <td colspan="8"></td> <td colspan="8" style="background-color: #003366; color: white;">EAST and WEST</td> </tr> </table> | | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | | | | | | | | | EAST and WEST | | | | | | | |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | | | | | | | | EAST and WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

3.3.4 Total innovation expenditures

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.3.4.1) **awb1** total innovation expenditures with regard to product line West 1982 to 1990 annual
East and West 1991 to 2013 annual

Wording of question

| | |
|---|---|
| <p>1982 to 1988 Only for weighting purposes Our innovation expenditures accounted for (approximately) _____ (1000 DM)</p> <p>1989 to 2012 II./III. Innovation expenditures in year 19WW/20WW* In 19WW/20WW* our innovation expenditures accounted for _____ in 1000 DM / Euro** with regard to above mentioned product line _____</p> | <p>Further information</p> <p>**19WW/20WW" denotes the year under review</p> <p>**Currency see variable 1.8) waehr</p> |
|---|---|

Time span of variable

| | | | | | | | | | | | | | | | |
|---------------|------|------|------|------|------|------|------|------|------|---------------|------|------|------|------|------|
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 |
| WEST | | | | | | | | | | EAST and WEST | | | | | |
| 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 |
| EAST and WEST | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.3.4.2) **awb2** share of total innovation expenditures in total revenue West 1989 to 1990 annual
East and West 1991 to 2013 annual

Wording of question

| | |
|--|---|
| <p>1989 to 2012 II./III. Innovation expenditures in year 19WW/20WW* In 19WW/20WW* our innovation expenditures accounted for _____ in % of revenue with regard to above mentioned product line _____</p> | <p>Further information</p> <p>**19WW/20WW" denotes the year under review</p> |
|--|---|

Time span of variable

| | | | | | | | | | | | | | | | |
|---------------|------|------|------|------|------|------|------|------|---------------|------|------|------|------|------|------|
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 |
| | | | | | | | WEST | | EAST and WEST | | | | | | |
| 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 |
| EAST and WEST | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

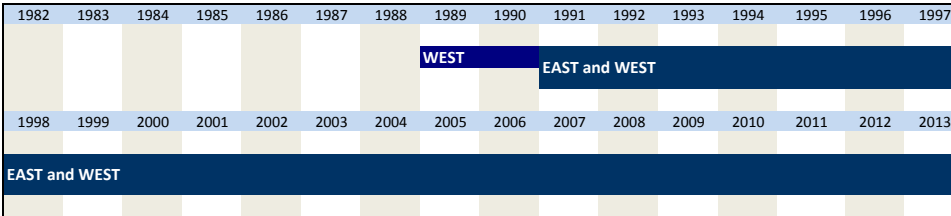
3.3.4.3) awb3 total innovation expenditures of the company

West 1989 to 1990 annual
East and West 1991 to 2013 annual

Wording of question

| | |
|---|---|
| <p>1989 to 2012</p> <p>II./III. Innovation expenditures in year 19WW/20WW*</p> <p>In 19WW/20WW* our innovation expenditures accounted for</p> <p>In case your company encompasses several product lines:</p> <p style="text-align: right;">in 1000 DM / Euro**</p> <p style="text-align: right;">_____</p> <p style="text-align: center;">for the entire company</p> | <p>Further information</p> <p>**"19WW/20WW" denotes the year under review</p> <p>**Currency see variable 1.8) waehr</p> |
|---|---|

Time span of variable



| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

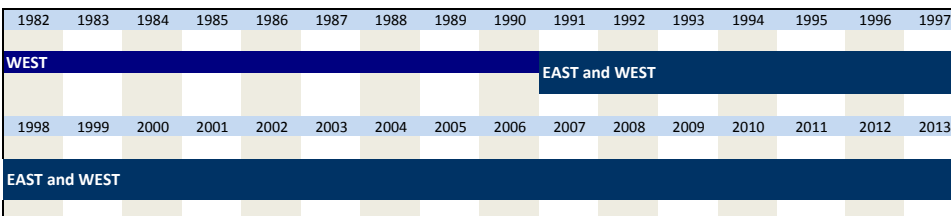
3.3.4.4) awb4 share of innovation expenditures in total revenue of the whole company

West 1982 to 1990 annual
East and West 1991 to 2013 annual

Wording of question

| | |
|---|---|
| <p>1982 to 1988</p> <p>Only for weighting purposes</p> <p>In case your company encompasses several product lines; please answer following question:</p> <p>The share of total innovation expenditures in total revenue of the whole company (without sales tax) (sum of all plants) was in 19WW*</p> <p style="text-align: right;">ca. _____ %</p> | <p>Further information</p> <p>**"19WW/20WW" denotes the year under review</p> |
| <p>1989 to 2012</p> <p>II./III. Innovation expenditures in year 19WW/20WW*</p> <p>In 19WW/20WW* our innovation expenditures accounted for</p> <p>In case your company encompasses several product lines:</p> <p style="text-align: right;">in % of revenue</p> <p style="text-align: right;">_____</p> <p style="text-align: center;">for the entire company</p> | |

Time span of variable



3.4 Impulse for innovation

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.4.1) **imp1**

impulse for innovation by R&D (internal)

West 1982 to 1990

East and West 1991 to 2013

irregular

irregular

Wording of question

| <p>1982 to 1990</p> <p>IV. Impulses for innovations</p> <p>The fundamental impulses for the innovations implemented in 19WW* primarily arise from:</p> <p>internal</p> <p style="text-align: right;">research and development <input type="checkbox"/> [2]****</p> | <p>Further information</p> <p>**"19WW/20WW" denotes the year under review</p> <p>** 1991 [1] = not important [2] = important [3] = very important</p> <p>*** 1995 to 2008 [0] / [] = no importance or no specification [1] = less important [2] = important [3] = very important [4] = This box was only ticked off in the questionnaire</p> <p>**** fundamental impulses = important [2]</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|--|---|------|------|------|------|------|------|------|------|-------------|------|------|------|------|------|------|------|------|--|--|--|--|--|--|--|--|--|-------------|--|--|--|--|--|---------------|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|
| <p>1991 to 2004</p> <p>IV. Impulses for innovations</p> <p>The impulses for innovations implemented in 19WW/20WW arise from:</p> <p>internal</p> <p style="text-align: right;">research and development <input type="checkbox"/> ** / ***</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Ab 2005</p> <p>V. Impulses for innovations</p> <p>Impulses for innovations arise from:</p> <p>internal</p> <p style="text-align: right;">research and development <input type="checkbox"/> ***</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> <table border="1" style="width: 100%; text-align: center;"> <thead> <tr> <th>1982</th><th>1983</th><th>1984</th><th>1985</th><th>1986</th><th>1987</th><th>1988</th><th>1989</th><th>1990</th><th>1991</th><th>1992</th><th>1993</th><th>1994</th><th>1995</th><th>1996</th><th>1997</th> </tr> </thead> <tbody> <tr> <td colspan="10" style="background-color: #003366; color: white;">WEST</td> <td colspan="2" style="background-color: #003366; color: white;">EAST + WEST</td> <td colspan="2" style="background-color: #003366; color: white;"></td> <td colspan="2" style="background-color: #003366; color: white;"></td> </tr> <tr> <td colspan="16" style="background-color: #003366; color: white;">EAST and WEST</td> </tr> <tr> <td colspan="16" style="background-color: #003366; color: white;"></td> </tr> </tbody> </table> | | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | WEST | | | | | | | | | | EAST + WEST | | | | | | EAST and WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| WEST | | | | | | | | | | EAST + WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| EAST and WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.4.2) **imp2**

impulse for innovation by production & materials logistics (internal)

West 1982 to 1990

East and West 1991 to 2013

irregular

irregular

Wording of question

| <p>1982 to 1990</p> <p>IV. Impulses for innovations</p> <p>The fundamental impulses for the innovations implemented in 19WW* primarily arise from:</p> <p>internal</p> <p style="text-align: right;">production & materials logistics <input type="checkbox"/> [2]****</p> | <p>Further information</p> <p>**"19WW/20WW" denotes the year under review</p> <p>** 1991 [1] = not important [2] = important [3] = very important</p> <p>*** 1995 to 2008 [0] / [] = no importance or no specification [1] = less important [2] = important [3] = very important [4] = This box was only ticked off in the questionnaire</p> <p>**** fundamental impulses = important [2]</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|--|---|------|------|------|------|------|------|------|------|-------------|------|------|------|------|------|------|------|------|--|--|--|--|--|--|--|--|--|-------------|--|--|--|--|--|---------------|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|
| <p>1991 to 2004</p> <p>IV. Impulses for innovations</p> <p>The impulses for innovations implemented in 19WW/20WW arise from:</p> <p>internal</p> <p style="text-align: right;">production & materials logistics <input type="checkbox"/> ** / ***</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Ab 2005</p> <p>V. Impulses for innovations</p> <p>Impulses for innovations arise from:</p> <p>internal</p> <p style="text-align: right;">production & materials logistics <input type="checkbox"/> ***</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> <table border="1" style="width: 100%; text-align: center;"> <thead> <tr> <th>1982</th><th>1983</th><th>1984</th><th>1985</th><th>1986</th><th>1987</th><th>1988</th><th>1989</th><th>1990</th><th>1991</th><th>1992</th><th>1993</th><th>1994</th><th>1995</th><th>1996</th><th>1997</th> </tr> </thead> <tbody> <tr> <td colspan="10" style="background-color: #003366; color: white;">WEST</td> <td colspan="2" style="background-color: #003366; color: white;">EAST + WEST</td> <td colspan="2" style="background-color: #003366; color: white;"></td> <td colspan="2" style="background-color: #003366; color: white;"></td> </tr> <tr> <td colspan="16" style="background-color: #003366; color: white;">EAST and WEST</td> </tr> <tr> <td colspan="16" style="background-color: #003366; color: white;"></td> </tr> </tbody> </table> | | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | WEST | | | | | | | | | | EAST + WEST | | | | | | EAST and WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| WEST | | | | | | | | | | EAST + WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| EAST and WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.4.3) **imp3**

impulse for innovation by marketing & product support (internal)

West 1982 to 1990

irregular

East and West 1991 to 2013

irregular

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|--|--|------|------|------|-------------|------|------|------|------|-------------|------|-------------|------|------|------|------|------|------|--|--|--|--|-------------|--|--|--|--|-------------|--|-------------|--|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|---------------|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|
| <p>1982 to 1990 IV. Impulses for innovations The fundamental impulses for the innovations implemented in 19WW* primarily arise from: internal</p> <p style="text-align: right;">marketing & product support <input type="checkbox"/> [2]****</p> | <p>Further information</p> <p>***"19WW/20WW" denotes the year under review</p> <p>** 1991 [1] = not important [2] = important [3] = very important</p> <p>*** 1995 to 2008 [0] / [] = no importance or no specification [1] = less important [2] = important [3] = very important [4] = This box was only ticked off in the questionnaire</p> <p>**** fundamental impulses = important [2]</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>1991 to 2004 IV. Impulses for innovations The impulses for innovations implemented in 19WW/20WW arise from: internal</p> <p style="text-align: right;">marketing & product support <input type="checkbox"/> ** / ***</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Ab 2005 V. Impulses for innovations Impulses for innovations arise from: internal</p> <p style="text-align: right;">marketing & product support <input type="checkbox"/> ***</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <table border="1" style="width: 100%; text-align: center;"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td colspan="5" style="background-color: #003366; color: white;">WEST</td> <td colspan="5" style="background-color: #003366; color: white;">EAST + WEST</td> <td colspan="2" style="background-color: #003366; color: white;">EAST + WEST</td> <td colspan="2" style="background-color: #003366; color: white;">EAST + WEST</td> </tr> <tr> <td>1998</td><td>1999</td><td>2000</td><td>2001</td><td>2002</td><td>2003</td><td>2004</td><td>2005</td><td>2006</td><td>2007</td><td>2008</td><td>2009</td><td>2010</td><td>2011</td><td>2012</td><td>2013</td> </tr> <tr> <td colspan="16" style="background-color: #003366; color: white;">EAST and WEST</td> </tr> </table> | | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | WEST | | | | | EAST + WEST | | | | | EAST + WEST | | EAST + WEST | | 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | EAST and WEST | | | | | | | | | | | | | | | |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| WEST | | | | | EAST + WEST | | | | | EAST + WEST | | EAST + WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| EAST and WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.4.4) **imp4**

impulse for innovation by company suggestion system (internal)

West 1982 to 1990

irregular

East and West 1991 to 2004

irregular

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|--|--|------|------|------|-------------|------|------|------|------|-------------|------|-------------|------|------|------|------|------|------|--|--|--|--|-------------|--|--|--|--|-------------|--|-------------|--|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|---------------|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|
| <p>1982 to 1990 IV. Impulses for innovations The fundamental impulses for the innovations implemented in 19WW* primarily arise from: internal</p> <p style="text-align: right;">company suggestion system <input type="checkbox"/> [2]****</p> | <p>Further information</p> <p>***"19WW/20WW" denotes the year under review</p> <p>** 1991 [1] = not important [2] = important [3] = very important</p> <p>*** 1995 to 2004 [0] / [] = no importance or no specification [1] = less important [2] = important [3] = very important [4] = This box was only ticked off in the questionnaire</p> <p>**** fundamental impulses = important [2]</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>1991 to 2004 V. Impulses for innovations The impulses for innovations implemented in 19WW/20WW arise from: internal</p> <p style="text-align: right;">company suggestion system <input type="checkbox"/> ** / ***</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Ab 2005 V. Impulses for innovations Impulses for innovations arise from: internal</p> <p style="text-align: right;">company suggestion system <input type="checkbox"/> ***</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <table border="1" style="width: 100%; text-align: center;"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td colspan="5" style="background-color: #003366; color: white;">WEST</td> <td colspan="5" style="background-color: #003366; color: white;">EAST + WEST</td> <td colspan="2" style="background-color: #003366; color: white;">EAST + WEST</td> <td colspan="2" style="background-color: #003366; color: white;">EAST + WEST</td> </tr> <tr> <td>1998</td><td>1999</td><td>2000</td><td>2001</td><td>2002</td><td>2003</td><td>2004</td><td>2005</td><td>2006</td><td>2007</td><td>2008</td><td>2009</td><td>2010</td><td>2011</td><td>2012</td><td>2013</td> </tr> <tr> <td colspan="16" style="background-color: #003366; color: white;">EAST and WEST</td> </tr> </table> | | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | WEST | | | | | EAST + WEST | | | | | EAST + WEST | | EAST + WEST | | 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | EAST and WEST | | | | | | | | | | | | | | | |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| WEST | | | | | EAST + WEST | | | | | EAST + WEST | | EAST + WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| EAST and WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.4.5) **imp5**

impulse for innovation by company management (internal)

West 1982 to 1990

irregular

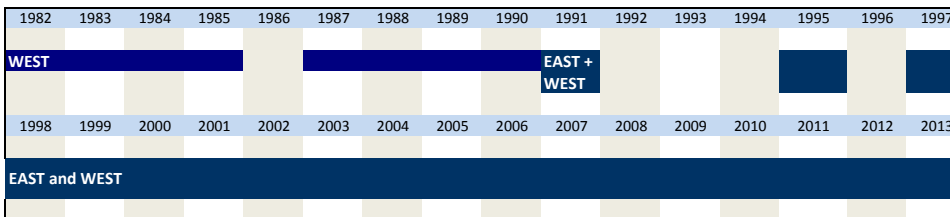
East and West 1991 to 2013

irregular

Wording of question

| | |
|--|---|
| <p>1982 to 1990 IV. Impulses for innovations The fundamental impulses for the innovations implemented in 19WW* primarily arise from: internal</p> <p style="text-align: right;">company management <input type="checkbox"/> [2]****</p> | <p>Further information</p> <p>**"19WW/20WW" denotes the year under review</p> <p>** 1991 [1] = not important [2] = important [3] = very important</p> <p>*** 1995 to 2008 [0] / [] = no importance or no specification [1] = less important [2] = important [3] = very important [4] = This box was only ticked off in the questionnaire</p> <p>**** fundamental impulses = important [2]</p> |
| <p>1991 to 2004 IV. Impulses for innovations The impulses for innovations implemented in 19WW/20WW arise from: internal</p> <p style="text-align: right;">company management <input type="checkbox"/> ** / ***</p> | |
| <p>Ab 2005 V. Impulses for innovations Impulses for innovations arise from: internal</p> <p style="text-align: right;">company management <input type="checkbox"/> ***</p> | |

Time span of variable



| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.4.6) **imp6**

impulse for innovation by joint company (external)

West 1982 to 1990

irregular

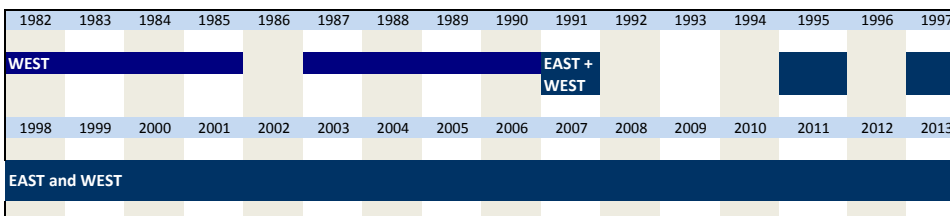
East and West 1991 to 2013

irregular

Wording of question

| | |
|---|---|
| <p>1982 to 1990 IV. Impulses for innovations The fundamental impulses for the innovations implemented in 19WW* primarily arise from: external</p> <p style="text-align: right;">joint company <input type="checkbox"/> [2]****</p> | <p>Further information</p> <p>**"19WW/20WW" denotes the year under review</p> <p>** 1991 [1] = not important [2] = important [3] = very important</p> <p>*** 1995 to 2008 [0] / [] = no importance or no specification [1] = less important [2] = important [3] = very important [4] = This box was only ticked off in the questionnaire</p> <p>**** fundamental impulses = important [2]</p> |
| <p>1991 to 2004 IV. Impulses for innovations The impulses for innovations implemented in 19WW/20WW arise from: external</p> <p style="text-align: right;">joint company <input type="checkbox"/> ** / ***</p> | |
| <p>Ab 2005 V. Impulses for innovations Impulses for innovations arise from: external</p> <p style="text-align: right;">joint company <input type="checkbox"/> ***</p> | |

Time span of variable



| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.4.7) **imp7**

impulse for innovation by competitors (external)

West 1982 to 1990

irregular

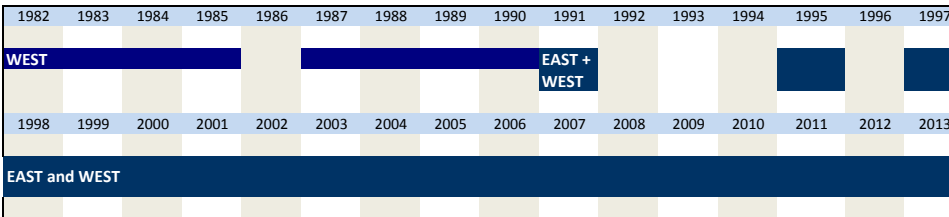
East and West 1991 to 2013

irregular

Wording of question

| | |
|---|---|
| <p>1982 to 1990 IV. Impulses for innovations The fundamental impulses for the innovations implemented in 19WW* primarily arise from: external</p> <p style="text-align: right;">competitors <input type="checkbox"/> [2]****</p> | <p>Further information</p> <p>**"19WW/20WW" denotes the year under review</p> <p>** 1991 [1] = not important [2] = important [3] = very important</p> <p>*** 1995 to 2008 [0] / [] = no importance or no specification [1] = less important [2] = important [3] = very important [4] = This box was only ticked off in the questionnaire</p> <p>**** fundamental impulses = important [2]</p> |
| <p>1991 to 2004 IV. Impulses for innovations The impulses for innovations implemented in 19WW/20WW arise from: external</p> <p style="text-align: right;">competitors <input type="checkbox"/> ** / ***</p> | |
| <p>Ab 2005 V. Impulses for innovations Impulses for innovations arise from: external</p> <p style="text-align: right;">competitors <input type="checkbox"/> ***</p> | |

Time span of variable



| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.4.8) **imp8**

impulse for innovation by suppliers (external)

West 1982 to 1990

irregular

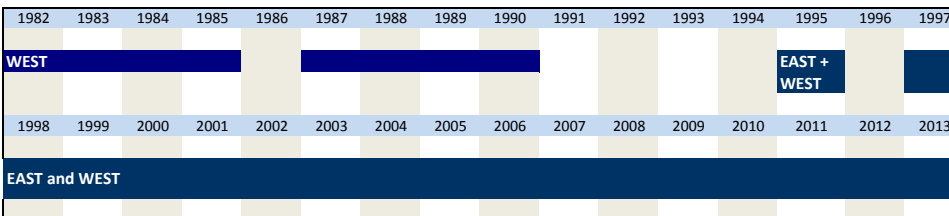
East and West 1995 to 2013

irregular

Wording of question

| | |
|---|---|
| <p>1982 to 1990 IV. Impulses for innovations The fundamental impulses for the innovations implemented in 19WW* primarily arise from: external</p> <p style="text-align: right;">suppliers <input type="checkbox"/> [2]****</p> | <p>Further information</p> <p>**"19WW/20WW" denotes the year under review</p> <p>** 1991 [1] = not important [2] = important [3] = very important</p> <p>*** 1995 to 2008 [0] / [] = no importance or no specification [1] = less important [2] = important [3] = very important [4] = This box was only ticked off in the questionnaire</p> <p>**** fundamental impulses = important [2]</p> |
| <p>1995 to 2004 IV. Impulses for innovations The impulses for innovations implemented in 19WW/20WW arise from: external</p> <p style="text-align: right;">suppliers <input type="checkbox"/> ** / ***</p> | |
| <p>Ab 2005 V. Impulses for innovations Impulses for innovations arise from: external</p> <p style="text-align: right;">suppliers <input type="checkbox"/> ***</p> | |

Time span of variable



| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.4.9) **imp9**

impulse for innovation by customers (external)

West 1982 to 1990

irregular

East and West 1991 to 2013

irregular

Wording of question

| | | |
|--|--|---|
| <p>1982 to 1990 IV. Impulses for innovations The fundamental impulses for the innovations implemented in 19WW* primarily arise from: external</p> | <p>customers <input type="checkbox"/> [2]****</p> | <p>Further information</p> <p>**"19WW/20WW" denotes the year under review</p> <p>** 1991 [1] = not important [2] = important [3] = very important</p> <p>*** 1995 to 2008 [0] / [] = no importance or no specification [1] = less important [2] = important [3] = very important [4] = This box was only ticked off in the questionnaire</p> <p>**** fundamental impulses = important [2]</p> |
| <p>1991 to 2004 IV. Impulses for innovations The impulses for innovations implemented in 19WW/20WW arise from: external</p> | <p>customers <input type="checkbox"/> ** / ***</p> | |
| <p>Ab 2005 V. Impulses for innovations Impulses for innovations arise from: external</p> | <p>customers <input type="checkbox"/> ***</p> | |
| <p>Time span of variable</p> | | |
| <p>The chart shows survey periods for three categories: WEST (1982-1986, 1987-1990, 1995-1997), EAST + WEST (1991-1994, 2011-2013), and EAST and WEST (1998-2004).</p> | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.4.10) **imp10**

impulse for innovation by specialist literature (external)

West 1982 to 1990

irregular

East and West 1991 to 2004

irregular

Wording of question

| | | |
|--|--|--|
| <p>1982 to 1990 IV. Impulses for innovations The fundamental impulses for the innovations implemented in 19WW* primarily arise from: external</p> | <p>specialist literature <input type="checkbox"/> [2]****</p> | <p>Further information</p> <p>**"19WW/20WW" denotes the year under review</p> <p>** 1991 [1] = not important [2] = important [3] = very important</p> <p>*** 1995 to 2004 [0] / [] = no importance or no specification [1] = less important [2] = important [3] = very important [4] = This box was only ticked off in the questionnaire</p> <p>**** fundamental impulses = important [2]</p> <p>collectively inquired with imp13 in imp10_13 after 2005</p> |
| <p>1991 to 2004 IV. Impulses for innovations The impulses for innovations implemented in 19WW/20WW arise from: external</p> | <p>specialist literature <input type="checkbox"/> ** / ***</p> | |
| <p>Time span of variable</p> | | |
| <p>The chart shows survey periods for three categories: WEST (1982-1986, 1987-1990, 1995-1997), EAST + WEST (1991-1994, 2011-2013), and EAST and WEST (1998-2004).</p> | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.4.11) **imp11**

impulse for innovation by sciences (external)

West 1982 to 1990

irregular

East and West 1991 to 2013

irregular

Wording of question

| | |
|--|--|
| <p>1982 to 1990 IV. Impulses for innovations The fundamental impulses for the innovations implemented in 19WW* primarily arise from: external</p> <p style="text-align: right;">sciences <input type="checkbox"/> [2]****</p> | <p>Further information</p> <p>**"19WW/20WW" denotes the year under review</p> <p>** 1991 [1] = not important [2] = important [3] = very important</p> <p>*** 1995 to 2008 [0] / [] = no importance or no specification [1] = less important [2] = important [3] = very important [4] = This box was only ticked off in the questionnaire</p> <p>**** fundamental impulses = important [2]</p> |
| <p>1995 to 2004 IV. Impulses for innovations The impulses for innovations implemented in 19WW/20WW arise from: external</p> <p style="text-align: right;">sciences <input type="checkbox"/> ** / ***</p> | |
| <p>Ab 2005 V. Impulses for innovations Impulses for innovations arise from: external</p> <p style="text-align: right;">Universities, research institutes <input type="checkbox"/> ***</p> | |
| <p>Time span of variable</p> | |
| <p>The chart shows survey periods for three categories: WEST (1982-1990), EAST + WEST (1991-2013), and EAST and WEST (1995-2004). The years 1982-1990 are shaded light blue, 1991-2013 are shaded light grey, and 1995-2004 are shaded dark blue.</p> | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.4.12) **imp12**

impulse for innovation by technology transfer centers (external)

West 1989 to 1990

irregular

East and West 1991 to 2004

irregular

Wording of question

| | |
|---|--|
| <p>1989 to 1990 IV. Impulses for innovations The fundamental impulses for the innovations implemented in 19WW* primarily arise from: external</p> <p style="text-align: right;">technology transfer centers <input type="checkbox"/> [2]****</p> | <p>Further information</p> <p>**"19WW/20WW" denotes the year under review</p> <p>** 1991 [1] = not important [2] = important [3] = very important</p> <p>*** 1995 to 2004 [0] / [] = no importance or no specification [1] = less important [2] = important [3] = very important [4] = This box was only ticked off in the questionnaire</p> <p>**** fundamental impulses = important [2]</p> |
| <p>1991 to 2004 IV. Impulses for innovations The impulses for innovations implemented in 19WW/20WW arise from: external</p> <p style="text-align: right;">technology transfer centers <input type="checkbox"/> ** / ***</p> | |
| <p>Ab 2005 V. Impulses for innovations Impulses for innovations arise from: external</p> <p style="text-align: right;">Universities, research institutes <input type="checkbox"/> ***</p> | |
| <p>Time span of variable</p> | |
| <p>The chart shows survey periods for three categories: WEST (1989-1990), EAST + WEST (1991-2004), and EAST and WEST (1995-2004). The years 1989-1990 are shaded light blue, 1991-2004 are shaded light grey, and 1995-2004 are shaded dark blue.</p> | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.4.13) **imp13**

impulse for innovation by patent specifications (external)

West 1982 to 1990

irregular

East and West 1991 to 2004

irregular

Wording of question

| | | |
|---|--|--|
| <p>1982 to 1990 IV. Impulses for innovations The fundamental impulses for the innovations implemented in 19WW* primarily arise from: external</p> | <p>patent specifications <input type="checkbox"/> [2]****</p> | <p>Further information</p> <p>**"19WW/20WW" denotes the year under review</p> <p>** 1991 [1] = not important [2] = important [3] = very important</p> <p>*** 1995 to 2004 [0] / [] = no importance or no specification [1] = less important [2] = important [3] = very important [4] = This box was only ticked off in the questionnaire</p> <p>**** fundamental impulses = important [2] collectively inquired with imp10 in imp10_13 after 2005</p> |
| <p>1991 to 2004 V. Impulses for innovations The impulses for innovations implemented in 19WW/20WW arise from: external</p> | <p>patent specifications <input type="checkbox"/> ** / ***</p> | |
| <p>Time span of variable</p> | | |
| <p>The chart shows survey periods from 1982 to 2013. 'WEST' is surveyed from 1982-1986 and 1987-1990. 'EAST + WEST' is surveyed from 1991-1994 and 1995-1996. 'EAST and WEST' is surveyed from 1997-2004.</p> | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.4.14) **imp10_13**

impulse for innov. by specialist literature & patent specifications (external)

East and West ab 2005

irregular

Wording of question

| | | |
|--|---|---|
| <p>ab 2005 IV. Impulses for innovations Impulses for innovations arise from: external</p> | <p>specialist literature & patent specifications <input type="checkbox"/> *</p> | <p>Further information</p> <p>* characteristics in the dataset [0] / [] = no importance or no specification [1] = less important [2] = important [3] = very important [4] = This box was only ticked off in the questionnaire</p> <p>before 2005: individual inquiry of specialist literature and patent specifications: see imp10 and imp13</p> |
| <p>Time span of variable</p> | | |
| <p>The chart shows survey periods from 1982 to 2013. 'EAST and WEST' is surveyed from 2005 to 2013.</p> | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.4.15) **imp14**

impulse for innovation by exhibitions (external)

West 1982 to 1990

irregular

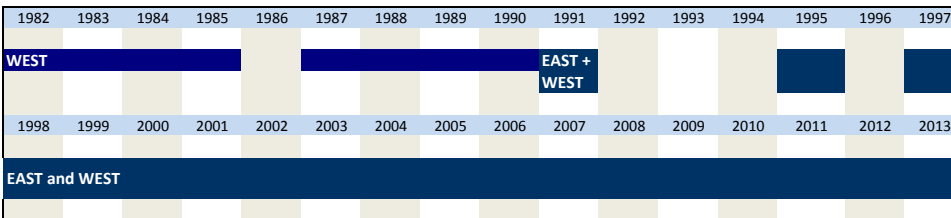
East and West 1991 to 2013

irregular

Wording of question

| | |
|---|---|
| <p>1982 to 1990 IV. Impulses for innovations The fundamental impulses for the innovations implemented in 19WW* primarily arise from: external</p> <p style="text-align: right;">exhibitions, congresses, etc. <input type="checkbox"/> [2]****</p> | <p>Further information</p> <p>**"19WW/20WW" denotes the year under review</p> <p>** 1991 [1] = not important [2] = important [3] = very important</p> <p>*** 1995 to 2008 [0] / [] = no importance or no specification [1] = less important [2] = important [3] = very important [4] = This box was only ticked off in the questionnaire</p> <p>**** fundamental impulses = important [2]</p> |
| <p>1991 IV. Impulses for innovations The impulses for the innovations implemented in 19WW* arise from: external</p> <p style="text-align: right;">exhibitions, congresses, etc. <input type="checkbox"/> ** / ***</p> | |
| <p>1995 to 2004 IV. Impulses for innovations The impulses for innovations implemented in 19WW/20WW arise from: external</p> <p style="text-align: right;">exhibitions, congresses, etc. <input type="checkbox"/> ** / ***</p> | |
| <p>Ab 2005 IV. Impulses for innovations Impulses for innovations arise from: external</p> <p style="text-align: right;">exhibitions, congresses, etc. <input type="checkbox"/> ** / ***</p> | |

Time span of variable



| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.4.16) **imp15**

impulse for innovation by legislation (external)

West 1982 to 1990

irregular

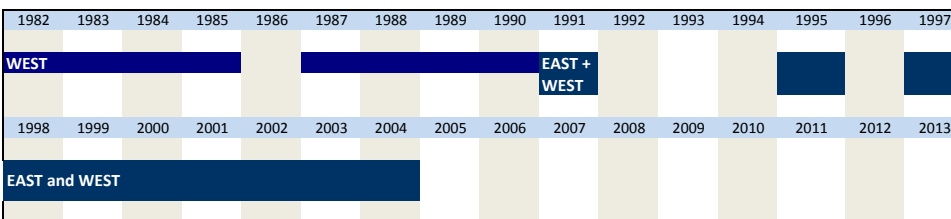
East and West 1991 to 2004

irregular

Wording of question

| | |
|---|---|
| <p>1982 to 1990 IV. Impulses for innovations The fundamental impulses for the innovations implemented in 19WW* primarily arise from: external</p> <p style="text-align: right;">legislation <input type="checkbox"/> [2]****</p> | <p>Further information</p> <p>**"19WW/20WW" denotes the year under review</p> <p>** 1991 [1] = not important [2] = important [3] = very important</p> <p>*** 1995 to 2004 [0] / [] = no importance or no specification [1] = less important [2] = important [3] = very important [4] = This box was only ticked off in the questionnaire</p> <p>**** fundamental impulses = important [2]</p> |
| <p>1991 to 2004 IV. Impulses for innovations The impulses for innovations implemented in 19WW/20WW arise from: external</p> <p style="text-align: right;">legislation <input type="checkbox"/> ** / ***</p> | |

Time span of variable



| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.4.17) **imp16**

impulse for innovation by national R&D support programme (external)

West 1982 to 1990

irregular

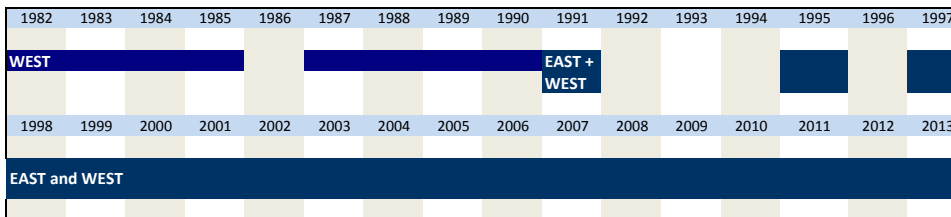
East and West 1991 to 2013

irregular

Wording of question

| | |
|---|---|
| <p>1982 to 1990 IV. Impulses for innovations The fundamental impulses for the innovations implemented in 19WW* primarily arise from: external</p> <p style="text-align: right;">national R&D support programme <input type="checkbox"/> [2]****</p> | <p>Further information</p> <p>**"19WW/20WW" denotes the year under review</p> <p>** 1991 [1] = not important [2] = important [3] = very important</p> <p>*** 1995 to 2008 [0] / [] = no importance or no specification [1] = less important [2] = important [3] = very important [4] = This box was only ticked off in the questionnaire</p> <p>**** fundamental impulses = important [2]</p> |
| <p>1991 to 2004 IV. Impulses for innovations The impulses for innovations implemented in 19WW/20WW arise from: external</p> <p style="text-align: right;">national R&D support programme <input type="checkbox"/> ** / ***</p> | |
| <p>Ab 2005 V. Impulses for innovations Impulses for innovations arise from: external</p> <p style="text-align: right;">national R&D support programme <input type="checkbox"/> ***</p> | |

Time span of variable



| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.4.18) **imp17**

impulse for innovation by intermediate producers (external)

East and West 1991

once

Wording of question

| <p>1991 IV. Impulses for innovations The impulses for the innovations implemented in 1991 arise from: external</p> <p style="text-align: right;">intermediate producers <input type="checkbox"/> *</p> | <p>Further information</p> <p>* characteristics in the dataset [] = no importance or no specification [1] = not important / less important [2] = important [3] = very important</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|--|---|---------------|-------------|---------------|------|----|----|------|----|----|------|----|----|------|----|----|------|----|----|------|----|----|------|----|----|------|----|----|------|----|----|------|-----|-----|------|-----|-----|------|-----|-----|------|-----|-----|------|-----|-----|------|-----|-----|------|-----|-----|------|-----|-----|------|-----|-----|------|-----|-----|------|-----|-----|------|-----|-----|------|-----|-----|------|-----|-----|------|-----|-----|------|-----|-----|------|-----|-----|------|-----|-----|------|-----|-----|------|-----|-----|------|-----|-----|------|-----|-----|------|-----|
| <p>Time span of variable</p> <table border="1"> <thead> <tr> <th>Year</th> <th>EAST + WEST</th> <th>EAST and WEST</th> </tr> </thead> <tbody> <tr><td>1982</td><td>No</td><td>No</td></tr> <tr><td>1983</td><td>No</td><td>No</td></tr> <tr><td>1984</td><td>No</td><td>No</td></tr> <tr><td>1985</td><td>No</td><td>No</td></tr> <tr><td>1986</td><td>No</td><td>No</td></tr> <tr><td>1987</td><td>No</td><td>No</td></tr> <tr><td>1988</td><td>No</td><td>No</td></tr> <tr><td>1989</td><td>No</td><td>No</td></tr> <tr><td>1990</td><td>No</td><td>No</td></tr> <tr><td>1991</td><td>Yes</td><td>Yes</td></tr> <tr><td>1992</td><td>Yes</td><td>Yes</td></tr> <tr><td>1993</td><td>Yes</td><td>Yes</td></tr> <tr><td>1994</td><td>Yes</td><td>Yes</td></tr> <tr><td>1995</td><td>Yes</td><td>Yes</td></tr> <tr><td>1996</td><td>Yes</td><td>Yes</td></tr> <tr><td>1997</td><td>Yes</td><td>Yes</td></tr> <tr><td>1998</td><td>Yes</td><td>Yes</td></tr> <tr><td>1999</td><td>Yes</td><td>Yes</td></tr> <tr><td>2000</td><td>Yes</td><td>Yes</td></tr> <tr><td>2001</td><td>Yes</td><td>Yes</td></tr> <tr><td>2002</td><td>Yes</td><td>Yes</td></tr> <tr><td>2003</td><td>Yes</td><td>Yes</td></tr> <tr><td>2004</td><td>Yes</td><td>Yes</td></tr> <tr><td>2005</td><td>Yes</td><td>Yes</td></tr> <tr><td>2006</td><td>Yes</td><td>Yes</td></tr> <tr><td>2007</td><td>Yes</td><td>Yes</td></tr> <tr><td>2008</td><td>Yes</td><td>Yes</td></tr> <tr><td>2009</td><td>Yes</td><td>Yes</td></tr> <tr><td>2010</td><td>Yes</td><td>Yes</td></tr> <tr><td>2011</td><td>Yes</td><td>Yes</td></tr> <tr><td>2012</td><td>Yes</td><td>Yes</td></tr> <tr><td>2013</td><td>Yes</td><td>Yes</td></tr> </tbody> </table> | | Year | EAST + WEST | EAST and WEST | 1982 | No | No | 1983 | No | No | 1984 | No | No | 1985 | No | No | 1986 | No | No | 1987 | No | No | 1988 | No | No | 1989 | No | No | 1990 | No | No | 1991 | Yes | Yes | 1992 | Yes | Yes | 1993 | Yes | Yes | 1994 | Yes | Yes | 1995 | Yes | Yes | 1996 | Yes | Yes | 1997 | Yes | Yes | 1998 | Yes | Yes | 1999 | Yes | Yes | 2000 | Yes | Yes | 2001 | Yes | Yes | 2002 | Yes | Yes | 2003 | Yes | Yes | 2004 | Yes | Yes | 2005 | Yes | Yes | 2006 | Yes | Yes | 2007 | Yes | Yes | 2008 | Yes | Yes | 2009 | Yes | Yes | 2010 | Yes | Yes | 2011 | Yes | Yes | 2012 | Yes | Yes | 2013 | Yes |
| Year | EAST + WEST | EAST and WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 1982 | No | No | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 1983 | No | No | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 1984 | No | No | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 1985 | No | No | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 1986 | No | No | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 1987 | No | No | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 1988 | No | No | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 1989 | No | No | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 1990 | No | No | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 1991 | Yes | Yes | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 1992 | Yes | Yes | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 1993 | Yes | Yes | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 1994 | Yes | Yes | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 1995 | Yes | Yes | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 1996 | Yes | Yes | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 1997 | Yes | Yes | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 1998 | Yes | Yes | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 1999 | Yes | Yes | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 2000 | Yes | Yes | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 2001 | Yes | Yes | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 2002 | Yes | Yes | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 2003 | Yes | Yes | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 2004 | Yes | Yes | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 2005 | Yes | Yes | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 2006 | Yes | Yes | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 2007 | Yes | Yes | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 2008 | Yes | Yes | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 2009 | Yes | Yes | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 2010 | Yes | Yes | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 2011 | Yes | Yes | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 2012 | Yes | Yes | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 2013 | Yes | Yes | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.4.19) **imp18**

impulse for innovation by producer of investment goods (external)

East and West 1991

once

Wording of question

| | | |
|--|---|--|
| 1991 IV. Impulses for innovations The impulses for the innovations implemented in 1991 arise from: external | producer of investment goods <input type="text"/> * | Further information * characteristics in the dataset [] = no importance or no specification [1] = not important / less important [2] = important [3] = very important |
| Time span of variable | | |
| | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.4.20) **imp19**

impulse for innovation by specialist congress (external)

East and West 1991

once

Wording of question

| | | |
|--|--|--|
| 1991 IV. Impulses for innovations The impulses for the innovations implemented in 1991 arise from: external | specialist congress <input type="text"/> * | Further information * characteristics in the dataset [] = no importance or no specification [1] = not important / less important [2] = important [3] = very important |
| Time span of variable | | |
| | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.4.21) **imp20**

impulse for innovation by public research institutes (external)

East and West 1991

once

Wording of question

| | | |
|--|--|--|
| 1991 IV. Impulses for innovations The impulses for the innovations implemented in 1991 arise from: external | research institutes public <input type="text"/> * | Further information * characteristics in the dataset [] = no importance or no specification [1] = not important / less important [2] = important [3] = very important |
| Time span of variable | | |
| | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.4.22) **imp21**

impulse for innovation by private research institutes (external)

East and West 1991

once

Wording of question

| | | |
|--|---|--|
| 1991 IV. Impulses for innovations The impulses for the innovations implemented in 1991 arise from: external | research institutes private <input type="text"/> * | Further information * characteristics in the dataset [] = no importance or no specification [1] = not important / less important [2] = important [3] = very important |
| Time span of variable | | |
| | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.4.23) **imp22**

impulse for innovation by universities (external)

East and West 1991

once

Wording of question

| | | |
|--|-------------------------------------|--|
| 1991 IV. Impulses for innovations The impulses for the innovations implemented in 1991 arise from: external | universities <input type="text"/> * | Further information * characteristics in the dataset [] = no importance or no specification [1] = not important / less important [2] = important [3] = very important |
| Time span of variable | | |
| | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.4.24) **imp23**

impulse for innovation by executive consultant (external)

East and West 1991

once

Wording of question

| | | |
|--|---|--|
| 1991 IV. Impulses for innovations The impulses for the innovations implemented in 1991 arise from: external | executive consultant <input type="text"/> * | Further information * characteristics in the dataset [] = no importance or no specification [1] = not important / less important [2] = important [3] = very important |
| Time span of variable | | |
| | | |

3.5 Obstacles to innovations

| No. | Name | Label | Survey period | Survey frequency |
|--------|-------|---|---|--------------------------|
| 3.5.1) | hemm1 | obstacles to innovations due to: lacking equity capital | West 1982 to 1990 East and West 1991 East and West 1993 to 2013 | annual once annual |

Wording of question

| 1982 to 2012 IV./V. Obstacles to innovations Currently our innovations are primarily hindered due to: Economic factors* lack of equity capital <input type="checkbox"/> **/**/**** | Further information *addition 1993 to 2004 ** 1982 to 1990; and 1993-94: [2] = ticked off, no graded importance *** 1991 [1] = not important [2] = important [3] = very important **** 1995 to 2012 [0] / [] = no importance or no specification [1] = less important [2] = important [3] = very important [4] = This box was only ticked off in the questionnaire | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|---|---|------|------|------|------|------|------|------|------|-------------|------|------|------|------|------|------|------|--|--|--|--|--|--|--|--|--|-------------|--|--|--|--|--|---------------|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|
| Time span of variable | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <table border="1"> <thead> <tr> <th>1982</th><th>1983</th><th>1984</th><th>1985</th><th>1986</th><th>1987</th><th>1988</th><th>1989</th><th>1990</th><th>1991</th><th>1992</th><th>1993</th><th>1994</th><th>1995</th><th>1996</th><th>1997</th> </tr> </thead> <tbody> <tr> <td colspan="10">WEST</td> <td colspan="2">EAST + WEST</td> <td colspan="4"></td> </tr> <tr> <td colspan="16">EAST and WEST</td> </tr> </tbody> </table> | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | WEST | | | | | | | | | | EAST + WEST | | | | | | EAST and WEST | | | | | | | | | | | | | | | | |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| WEST | | | | | | | | | | EAST + WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| EAST and WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|--------|-------|---|---|--------------------------|
| 3.5.2) | hemm2 | obstacles to innovations due to: lacking external finance | West 1982 to 1990 East and West 1991 East and West 1993 to 2013 | annual once annual |

Wording of question

| 1982 to 2012 IV./V. Obstacles to innovations Currently our innovations are primarily hindered due to: Economic factors* lack of external financing <input type="checkbox"/> **/**/**** | Further information *addition 1993 to 2004 ** 1982 to 1990; and 1993-94: [2] = ticked off, no graded importance *** 1991 [1] = not important [2] = important [3] = very important **** 1995 to 2012 [0] / [] = no importance or no specification [1] = less important [2] = important [3] = very important [4] = This box was only ticked off in the questionnaire | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|---|---|------|------|------|------|------|------|------|------|-------------|------|------|------|------|------|------|------|--|--|--|--|--|--|--|--|--|-------------|--|--|--|--|--|---------------|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|
| Time span of variable | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <table border="1"> <thead> <tr> <th>1982</th><th>1983</th><th>1984</th><th>1985</th><th>1986</th><th>1987</th><th>1988</th><th>1989</th><th>1990</th><th>1991</th><th>1992</th><th>1993</th><th>1994</th><th>1995</th><th>1996</th><th>1997</th> </tr> </thead> <tbody> <tr> <td colspan="10">WEST</td> <td colspan="2">EAST + WEST</td> <td colspan="4"></td> </tr> <tr> <td colspan="16">EAST and WEST</td> </tr> </tbody> </table> | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | WEST | | | | | | | | | | EAST + WEST | | | | | | EAST and WEST | | | | | | | | | | | | | | | | |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| WEST | | | | | | | | | | EAST + WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| EAST and WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|--------|-------|---|---|--------------------------|
| 3.5.3) | hemm3 | obstacles to innovations due to: too high innovation expenditures | West 1982 to 1990 East and West 1991 East and West 1993 to 2013 | annual once annual |

Wording of question

| 1982 to 2012 IV./V. Obstacles to innovations Currently our innovations are primarily hindered due to: Economic factors* insufficient return of product innovations, because innovation expenses too high <input type="checkbox"/> **/**/**** | Further information *addition 1993 to 2004 ** 1982 to 1990; and 1993-94: [2] = ticked off, no graded importance *** 1991 [1] = not important [2] = important [3] = very important **** 1995 to 2012 [0] / [] = no importance or no specification [1] = less important [2] = important [3] = very important [4] = This box was only ticked off in the questionnaire | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|---|---|------|------|------|------|------|------|------|------|-------------|------|------|------|------|------|------|------|--|--|--|--|--|--|--|--|--|-------------|--|--|--|--|--|---------------|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|
| Time span of variable | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <table border="1"> <thead> <tr> <th>1982</th><th>1983</th><th>1984</th><th>1985</th><th>1986</th><th>1987</th><th>1988</th><th>1989</th><th>1990</th><th>1991</th><th>1992</th><th>1993</th><th>1994</th><th>1995</th><th>1996</th><th>1997</th> </tr> </thead> <tbody> <tr> <td colspan="10">WEST</td> <td colspan="2">EAST + WEST</td> <td colspan="4"></td> </tr> <tr> <td colspan="16">EAST and WEST</td> </tr> </tbody> </table> | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | WEST | | | | | | | | | | EAST + WEST | | | | | | EAST and WEST | | | | | | | | | | | | | | | | |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| WEST | | | | | | | | | | EAST + WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| EAST and WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

EAST and WEST

| No. | Name | Label | Survey period | Survey frequency |
|--------|-------|--|---|--------------------------|
| 3.5.4) | hemm4 | obstacles to innovations due to: too long payback period | West 1982 to 1990 East and West 1991 East and West 1993 to 2004 | annual once annual |

Wording of question

| <p>1982 to 1991</p> <p>V. Obstacles to innovations Currently our innovations are primarily hindered due to: insufficient return of product innovations, because</p> <p style="text-align: right;">Pay-off-period too long <input type="checkbox"/> */**</p> | <p>Further information</p> <p>* 1982 to 1990; and 1993-94: [2] = ticked off, no graded importance</p> <p>** 1991 [1] = not important [2] = important [3] = very important</p> <p>*** 1995 to 2004 [0] / [] = no importance or no specification [1] = less important [2] = important [3] = very important [4] = This box was only ticked off in the questionnaire</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|--|---|------|------|------|------|------|------|------|------|-------------|------|------|------|------|------|------|------|------|--|--|--|--|--|--|--|--|--|-------------|--|--|--|--|--|---------------|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|
| <p>1993 to 2004</p> <p>V. Obstacles to innovations Currently our innovations are primarily hindered due to: Economic factors insufficient return of product innovations, because</p> <p style="text-align: right;">payoff time too long <input type="checkbox"/> */***</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> <table border="1"> <thead> <tr> <th>1982</th><th>1983</th><th>1984</th><th>1985</th><th>1986</th><th>1987</th><th>1988</th><th>1989</th><th>1990</th><th>1991</th><th>1992</th><th>1993</th><th>1994</th><th>1995</th><th>1996</th><th>1997</th> </tr> </thead> <tbody> <tr> <td colspan="10">WEST</td> <td colspan="2">EAST + WEST</td> <td colspan="4"></td> </tr> <tr> <td colspan="16">EAST and WEST</td> </tr> </tbody> </table> | | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | WEST | | | | | | | | | | EAST + WEST | | | | | | EAST and WEST | | | | | | | | | | | | | | | |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| WEST | | | | | | | | | | EAST + WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| EAST and WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|--------|-------|--|----------------------------|------------------|
| 3.5.5) | hemm5 | obstacles to innovations due to: easy copying of new product | East and West 1993 to 2004 | annual |

Wording of question

| <p>1993 to 2004</p> <p>V. Obstacles to innovations Currently our innovations are primarily hindered due to: Economic factors insufficient return of product innovations, because</p> <p style="text-align: right;">easy copying of new product <input type="checkbox"/> */**</p> | <p>Further information</p> <p>* 1993 to 1994: [2] = ticked off, no graded importance</p> <p>** 1995 to 2004 [0] / [] = no importance or no specification [1] = less important [2] = important [3] = very important [4] = This box was only ticked off in the questionnaire</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|---|---|------|------|------|------|------|------|------|------|------|------|---------------|------|------|------|------|------|--|--|--|--|--|--|--|--|--|--|--|--|---------------|--|--|
| <p>Time span of variable</p> <table border="1"> <thead> <tr> <th>1982</th><th>1983</th><th>1984</th><th>1985</th><th>1986</th><th>1987</th><th>1988</th><th>1989</th><th>1990</th><th>1991</th><th>1992</th><th>1993</th><th>1994</th><th>1995</th><th>1996</th><th>1997</th> </tr> </thead> <tbody> <tr> <td colspan="12"></td> <td colspan="4">EAST and WEST</td> </tr> </tbody> </table> | | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | EAST and WEST | | |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | |
| | | | | | | | | | | | | EAST and WEST | | | | | | | | | | | | | | | | | | | | |

| | | | | | | | | | | | | | | | |
|---------------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|
| 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 |
| EAST and WEST | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.5.6) **hemm22** obstacles to innovations due to: uncertain market development
 West 1982 to 1990 annual
 East and West 1991 once

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|--|---|------|------|------|------|------|------|------|------|-------------|------|------|------|------|------|------|------|--|--|--|--|--|--|--|--|--|-------------|--|--|--|--|--|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|--|
| 1982 to 1991 V. Obstacles to innovations Currently our innovations are primarily hindered due to: insufficient return of product innovations, because uncertain market development <input type="checkbox"/> */** | Further information * 1982 to 1990: [2] = ticked off, no graded importance ** 1991: [1] = not important [2] = important [3] = very important | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Time span of variable | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <table border="1"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td colspan="10">WEST</td> <td colspan="6">EAST + WEST</td> </tr> <tr> <td>1998</td><td>1999</td><td>2000</td><td>2001</td><td>2002</td><td>2003</td><td>2004</td><td>2005</td><td>2006</td><td>2007</td><td>2008</td><td>2009</td><td>2010</td><td>2011</td><td>2012</td><td>2013</td> </tr> </table> | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | WEST | | | | | | | | | | EAST + WEST | | | | | | 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| WEST | | | | | | | | | | EAST + WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.5.7) **hemm6** obstacles to innovations due to: low innovation willingness of employees
 West 1982 to 1990 annual
 East and West 1991 once
 East and West 1993 to 2013 annual

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|---|---|------|------|------|------|------|------|------|------|-------------|------|------|------|------|------|------|------|--|--|--|--|--|--|--|--|--|-------------|--|--|--|--|--|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|---------------|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|
| 1982 to 2012 IV./V. Obstacles to innovations Currently our innovations are primarily hindered due to: innovation potential* insufficient innovation willingness of employees <input type="checkbox"/> **/***/**** | Further information *addition 1993 to 2004 ** 1982 to 1990; and 1993-94: [2] = ticked off, no graded importance *** 1991 [1] = not important [2] = important [3] = very important **** 1995 to 2012 [0] / [] = no importance or no specification [1] = less important [2] = important [3] = very important [4] = This box was only ticked off in the questionnaire | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Time span of variable | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <table border="1"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td colspan="10">WEST</td> <td colspan="6">EAST + WEST</td> </tr> <tr> <td>1998</td><td>1999</td><td>2000</td><td>2001</td><td>2002</td><td>2003</td><td>2004</td><td>2005</td><td>2006</td><td>2007</td><td>2008</td><td>2009</td><td>2010</td><td>2011</td><td>2012</td><td>2013</td> </tr> <tr> <td colspan="16">EAST and WEST</td> </tr> </table> | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | WEST | | | | | | | | | | EAST + WEST | | | | | | 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | EAST and WEST | | | | | | | | | | | | | | | | |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| WEST | | | | | | | | | | EAST + WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| EAST and WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.5.8) **hemm7** obstacles to innovations due to: low innovation willingness of the works council
 West 1982 to 1990 annual
 East and West 1991 once
 East and West 1993 to 2004 annual

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|--|---|------|------|------|------|------|------|------|------|-------------|------|------|------|------|------|------|------|--|--|--|--|--|--|--|--|--|-------------|--|--|--|--|--|--|
| 1982 to 2004 IV./V. Obstacles to innovations Currently our innovations are primarily hindered due to: innovation potential* insufficient innovation willingness of the works council <input type="checkbox"/> **/***/**** | Further information *addition 1993 to 2004 ** 1982 to 1990; and 1993-94: [2] = ticked off, no graded importance *** 1991 [1] = not important [2] = important [3] = very important **** 1995 to 2004 [0] / [] = no importance or no specification [1] = less important | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Time span of variable | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <table border="1"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td colspan="10">WEST</td> <td colspan="6">EAST + WEST</td> </tr> </table> | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | WEST | | | | | | | | | | EAST + WEST | | | | | | |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | |
| WEST | | | | | | | | | | EAST + WEST | | | | | | | | | | | | | | | | | | | | | | | |

| | | | | | | | | | | | | | | | | |
|---------------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|--|
| 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | [2] = important [3] = very important [4] = This box was only ticked off in the questionnaire |
| EAST and WEST | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

| | | | | |
|--------|-------|---|---|--------------------------|
| 3.5.9) | hemm8 | obstacles to innovations due to: low innovation willingness of the management | West 1982 to 1990 East and West 1991 East and West 1993 to 2013 | annual once annual |
|--------|-------|---|---|--------------------------|

Wording of question

| | |
|--|---|
| 1982 to 2012 IV./V. Obstacles to innovations Currently our innovations are primarily hindered due to: innovation potential* insufficient innovation willingness of the management | Further information *addition 1993 to 2004 ** 1982 to 1990; and 1993-94: [2] = ticked off, no graded importance |
|--|---|

| Time span of variable | | | | | | | | | | | | | | | | |
|-----------------------|------|------|------|------|------|------|------|------|------|-------------|------|------|------|------|------|--|
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | |
| WEST | | | | | | | | | | EAST + WEST | | | | | | |
| 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | |
| EAST and WEST | | | | | | | | | | | | | | | | |

*** 1991
 [1] = not important
 [2] = important
 [3] = very important
 **** 1995 to 2012
 [0] / [] = no importance or no specification
 [1] = less important
 [2] = important
 [3] = very important
 [4] = This box was only ticked off in the questionnaire

| No. | Name | Label | Survey period | Survey frequency |
|---------|-------|--|---|--------------------------|
| 3.5.10) | hemm9 | obstacles to innovations due to: organisational problems | West 1982 to 1990 East and West 1991 East and West 1993 to 2013 | annual once annual |

Wording of question

| 1982 to 2012 | | | | | | | | | | | | | | | | |
|---|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|
| IV./V. Obstacles to innovations | | | | | | | | | | | | | | | | |
| Currently our innovations are primarily hindered due to: | | | | | | | | | | | | | | | | |
| innovation potential* | | | | | | | | | | | | | | | | |
| organisational problems <input type="checkbox"/> **/**/**** | | | | | | | | | | | | | | | | |
| Further information | | | | | | | | | | | | | | | | |
| *addition 1993 to 2004 | | | | | | | | | | | | | | | | |
| ** 1982 to 1990; and 1993-94: | | | | | | | | | | | | | | | | |
| [2] = ticked off, no graded importance | | | | | | | | | | | | | | | | |
| *** 1991 | | | | | | | | | | | | | | | | |
| [1] = not important | | | | | | | | | | | | | | | | |
| [2] = important | | | | | | | | | | | | | | | | |
| [3] = very important | | | | | | | | | | | | | | | | |
| **** 1995 to 2012 | | | | | | | | | | | | | | | | |
| [0] / [] = no importance or no specification | | | | | | | | | | | | | | | | |
| [1] = less important | | | | | | | | | | | | | | | | |
| [2] = important | | | | | | | | | | | | | | | | |
| [3] = very important | | | | | | | | | | | | | | | | |
| [4] = This box was only ticked off in the questionnaire | | | | | | | | | | | | | | | | |

Time span of variable

| Time span of variable | | | | | | | | | | | | | | | | |
|-----------------------|------|------|------|------|------|------|------|------|------|-------------|------|------|------|------|------|--|
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | |
| WEST | | | | | | | | | | EAST + WEST | | | | | | |
| 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | |
| EAST and WEST | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|--------|--------|--|---|--------------------------|
| 3.5.11 | hemm10 | obstacles to innovations due to: lack of qualified R&D staff | West 1982 to 1990 East and West 1991 East and West 1993 to 2013 | annual once annual |

Wording of question

| 1982 to 2004 | | | | | | | | | | | | | | | | |
|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|
| V. Obstacles to innovations | | | | | | | | | | | | | | | | |
| Currently our innovations are primarily hindered due to: | | | | | | | | | | | | | | | | |
| innovation potential* | | | | | | | | | | | | | | | | |
| problems with staff due to difficulties in finding qualified employees on the labor market for | | | | | | | | | | | | | | | | |
| R&D <input type="checkbox"/> **/**/**** | | | | | | | | | | | | | | | | |
| Further information | | | | | | | | | | | | | | | | |
| *addition 1993 to 2004 | | | | | | | | | | | | | | | | |
| ** 1982 to 1990; and 1993-94: | | | | | | | | | | | | | | | | |
| [2] = ticked off, no graded importance | | | | | | | | | | | | | | | | |
| *** 1991 | | | | | | | | | | | | | | | | |
| [1] = not important | | | | | | | | | | | | | | | | |
| [2] = important | | | | | | | | | | | | | | | | |
| [3] = very important | | | | | | | | | | | | | | | | |
| **** 1995 to 2012 | | | | | | | | | | | | | | | | |

2005 to 2012

| 2005 to 2012 | | | | | | | | | | | | | | | | |
|---|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|
| IV. Obstacles to innovations | | | | | | | | | | | | | | | | |
| Currently our innovations are primarily hindered due to | | | | | | | | | | | | | | | | |
| lack of qualified staff | | | | | | | | | | | | | | | | |
| in R&D <input type="checkbox"/> **** | | | | | | | | | | | | | | | | |

| | | | | | | | | | | | | | | | | |
|------------------------------|------|------|------|------|------|------|------|------|------|-------------|------|------|------|------|------|---|
| | | | | | | | | | | | | | | | | [0] / [] = no importance or no specification [1] = less important [2] = important [3] = very important [4] = This box was only ticked off in the questionnaire |
| Time span of variable | | | | | | | | | | | | | | | | |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | |
| WEST | | | | | | | | | | EAST + WEST | | | | | | |
| 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | |
| EAST and WEST | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|---------|--------|---|---|--------------------------|
| 3.5.12) | hemm11 | obstacles to innovations due to: lack of qualified production staff | West 1982 to 1990 East and West 1991 East and West 1993 to 2013 | annual once annual |

Wording of question

| | |
|--|---|
| 1982 to 2004 V. Obstacles to innovations Currently our innovations are primarily hindered due to: innovation potential* problems with staff due to difficulties in finding qualified employees on the labor market for production <input type="checkbox"/> **/**/**** | Further information *addition 1993 to 2004 ** 1982 to 1990; and 1993-94: [2] = ticked off, no graded importance *** 1991 [1] = not important [2] = important [3] = very important **** 1995 to 2012 [0] / [] = no importance or no specification [1] = less important [2] = important [3] = very important [4] = This box was only ticked off in the questionnaire |
| 2005 to 2012 IV. Obstacles to innovations Currently our innovations are primarily hindered due to: lack of qualified staff for production <input type="checkbox"/> **** | |

Time span of variable

| | | | | | | | | | | | | | | | |
|---------------|------|------|------|------|------|------|------|------|------|-------------|------|------|------|------|------|
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 |
| WEST | | | | | | | | | | EAST + WEST | | | | | |
| 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 |
| EAST and WEST | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|---------|--------|--|---|--------------------------|
| 3.5.13) | hemm12 | obstacles to innovations due to: lack of qualified sales staff | West 1982 to 1990 East and West 1991 East and West 1993 to 2013 | annual once annual |

Wording of question

| | |
|---|---|
| 1982 to 2004 V. Obstacles to innovations Currently our innovations are primarily hindered due to: innovation potential* problems with staff due to difficulties in finding qualified employees on the labor market for sales <input type="checkbox"/> **/**/**** | Further information *addition 1993 to 2004 ** 1982 to 1990; and 1993-94: [2] = ticked off, no graded importance *** 1991 |
| 2005 to 2012 IV. Obstacles to innovations | |

| | |
|---|---|
| Currently our innovations are primarily hindered due to: lack of qualified staff | [1] = not important [2] = important [3] = very important **** 1995 to 2012 |
| for sales | <input type="checkbox"/> **** |
| Time span of variable | [0] / [] = no importance or no specification [1] = less important [2] = important [3] = very important [4] = This box was only ticked off in the questionnaire |
| 1982 1983 1984 1985 1986 1987 1988 1989 1990 1991 1992 1993 1994 1995 1996 1997 | |
| WEST | EAST + WEST |
| 1998 1999 2000 2001 2002 2003 2004 2005 2006 2007 2008 2009 2010 2011 2012 2013 | |
| EAST and WEST | |

| No. | Name | Label | Survey period | Survey frequency |
|---------|--------|--|---|--------------------------|
| 3.5.14) | hemm13 | obstacles to innovation due to: lack of cooperation with other companies | West 1982 to 1990 East and West 1991 East and West 1993 to 2013 | annual once annual |

Wording of question

| | |
|---|--|
| 1982 to 1991 V. Obstacles to innovations Currently our innovations are primarily hindered due to: innovation potential* lack of cooperation willingness | Further information |
| of companies of the same sector | *addition 1993 to 2004 ** 1982 to 1990; and 1993-94: [2] = ticked off, no graded importance *** 1991 [1] = not important [2] = important [3] = very important **** 1995 to 2012 |
| 1993 to 2012 IV./V. Obstacles to innovations Currently our innovations are primarily hindered due to: insufficient cooperation possibilities | [0] / [] = no importance or no specification [1] = less important [2] = important [3] = very important [4] = This box was only ticked off in the questionnaire |
| with other companies | <input type="checkbox"/> **/**** |
| Time span of variable | |
| 1982 1983 1984 1985 1986 1987 1988 1989 1990 1991 1992 1993 1994 1995 1996 1997 | |
| WEST | EAST + WEST |
| 1998 1999 2000 2001 2002 2003 2004 2005 2006 2007 2008 2009 2010 2011 2012 2013 | |
| EAST and WEST | |

| No. | Name | Label | Survey period | Survey frequency |
|---------|--------|---|---|------------------|
| 3.5.15) | hemm14 | obstacles to innovations due to: lacking cooperation willingness of customers and suppliers | West 1982 to 1990 East and West 1991 | annual once |

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|---|---|------|------|------|------|------|------|------|------|-------------|------|------|------|------|------|------|------|--|--|--|--|--|--|--|--|--|-------------|--|--|--|--|--|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|--|
| 1982 to 1991 V. Obstacles to innovations Currently our innovations are primarily hindered due to: lack of cooperation willingness of customers or suppliers <input type="checkbox"/> */** | Further information * 1982 to 1990: [2] = ticked off, no graded importance ** 1991: [1] = not important [2] = important [3] = very important | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Time span of variable | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <table border="1"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td colspan="10">WEST</td> <td colspan="2">EAST + WEST</td> <td></td><td></td><td></td><td></td> </tr> <tr> <td>1998</td><td>1999</td><td>2000</td><td>2001</td><td>2002</td><td>2003</td><td>2004</td><td>2005</td><td>2006</td><td>2007</td><td>2008</td><td>2009</td><td>2010</td><td>2011</td><td>2012</td><td>2013</td> </tr> </table> | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | WEST | | | | | | | | | | EAST + WEST | | | | | | 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| WEST | | | | | | | | | | EAST + WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|---------|--------|--|---|--------------------------|
| 3.5.16) | hemm15 | obstacles to innovations due to: fully dev. technology | West 1982 to 1990 East and West 1991 East and West 1993 to 2013 | annual once annual |

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|--|---|------|------|------|------|------|------|------|------|-------------|------|------|------|------|------|------|------|--|--|--|--|--|--|--|--|--|-------------|--|--|--|--|--|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|---------------|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|
| 1982 to 2004 V. Obstacles to innovations Currently our innovations are primarily hindered due to: innovation potential* No innovation possibilities due to fully developed technology, <input type="checkbox"/> **/**/**** | Further information *addition 1993 to 2004 ** 1982 to 1990; and 1993-94: [2] = ticked off, no graded importance *** 1991 [1] = not important [2] = important [3] = very important **** 1995 to 2012 [0] / [] = no importance or no specification [1] = less important [2] = important [3] = very important [4] = This box was only ticked off in the questionnaire | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 2005 to 2012 IV. Obstacles to innovations Currently our innovations are primarily hindered due to: fully developed technology <input type="checkbox"/> **** | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Time span of variable | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <table border="1"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td colspan="10">WEST</td> <td colspan="2">EAST + WEST</td> <td></td><td></td><td></td><td></td> </tr> <tr> <td>1998</td><td>1999</td><td>2000</td><td>2001</td><td>2002</td><td>2003</td><td>2004</td><td>2005</td><td>2006</td><td>2007</td><td>2008</td><td>2009</td><td>2010</td><td>2011</td><td>2012</td><td>2013</td> </tr> <tr> <td colspan="16">EAST and WEST</td> </tr> </table> | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | WEST | | | | | | | | | | EAST + WEST | | | | | | 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | EAST and WEST | | | | | | | | | | | | | | | | |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| WEST | | | | | | | | | | EAST + WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| EAST and WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|---------|--------|--|---|--------------------------|
| 3.5.17) | hemm16 | obstacles to innovations due to: lack of information about ext. know-how | West 1982 to 1990 East and West 1991 East and West 1993 to 2013 | annual once annual |

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|--|---|------|------|------|------|------|------|------|------|-------------|------|------|------|------|------|------|------|--|--|--|--|--|--|--|--|--|-------------|--|--|--|--|--|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|---------------|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|
| 1982 to 2012 V. Obstacles to innovations Currently our innovations are primarily hindered due to: innovation potential* lack of information about existing external know-how <input type="checkbox"/> **/**/**** | Further information *addition 1993 to 2004 ** 1982 to 1990; and 1993-94: [2] = ticked off, no graded importance *** 1991 [1] = not important [2] = important [3] = very important **** 1995 to 2012 [0] / [] = no importance or no specification [1] = less important [2] = important [3] = very important [4] = This box was only ticked off in the questionnaire | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Time span of variable | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <table border="1"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td colspan="10">WEST</td> <td colspan="2">EAST + WEST</td> <td></td><td></td><td></td><td></td> </tr> <tr> <td>1998</td><td>1999</td><td>2000</td><td>2001</td><td>2002</td><td>2003</td><td>2004</td><td>2005</td><td>2006</td><td>2007</td><td>2008</td><td>2009</td><td>2010</td><td>2011</td><td>2012</td><td>2013</td> </tr> <tr> <td colspan="16">EAST and WEST</td> </tr> </table> | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | WEST | | | | | | | | | | EAST + WEST | | | | | | 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | EAST and WEST | | | | | | | | | | | | | | | | |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| WEST | | | | | | | | | | EAST + WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| EAST and WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|---------|--------|--|----------------------------|------------------|
| 3.5.18) | hemm17 | obstacles to innovations due to: difficulties in know-how supply | East and West 1993 to 2004 | annual |

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|---|---|------|------|------|------|------|------|------|------|------|---------------|------|------|------|------|------|------|--|--|--|--|--|--|--|--|--|--|--|---------------|--|--|--|--|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|---------------|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|
| <p>1993 to 2011</p> <p>V. Obstacles to innovations Currently our innovations are primarily hindered due to: innovation potential*</p> <p style="text-align: center;">difficulties in supply of external know-how <input type="checkbox"/> **/**</p> | <p>Further information</p> <p>*addition 1993 to 2004</p> <p>** 1993-94: [2] = ticked off, no graded importance</p> <p>*** 1995 to 2012 [0] / [] = no importance or no specification [1] = less important [2] = important [3] = very important [4] = This box was only ticked off in the questionnaire</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> <table border="1" style="width: 100%; text-align: center;"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td colspan="11"></td> <td colspan="5" style="background-color: #003366; color: white;">EAST and WEST</td> </tr> <tr> <td>1998</td><td>1999</td><td>2000</td><td>2001</td><td>2002</td><td>2003</td><td>2004</td><td>2005</td><td>2006</td><td>2007</td><td>2008</td><td>2009</td><td>2010</td><td>2011</td><td>2012</td><td>2013</td> </tr> <tr> <td colspan="7" style="background-color: #003366; color: white;">EAST and WEST</td> <td colspan="9"></td> </tr> </table> | | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | EAST and WEST | | | | | 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | EAST and WEST | | | | | | | | | | | | | | | |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | | | | | | | | | | | EAST and WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| EAST and WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

| | | | | |
|---------|--------|---|---|--------------------------|
| 3.5.19) | hemm18 | obstacles to innovations due to: difficulties in implementation of know-how | West 1982 to 1990 East and West 1991 East and West 1993 to 2013 | annual once annual |
|---------|--------|---|---|--------------------------|

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|--|---|------|------|------|------|------|------|------|------|-------------|------|------|------|------|------|------|------|------|--|--|--|--|--|--|--|--|--|-------------|--|--|--|--|--|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|---------------|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|
| <p>1982 to 2004</p> <p>V. Obstacles to innovations Currently our innovations are primarily hindered due to: innovation potential*</p> <p style="text-align: center;">difficulties in implementation of tech. know-how in marketable products <input type="checkbox"/> **/**/****</p> | <p>Further information</p> <p>*addition 1993 to 2004</p> <p>** 1982 to 1990; and 1993-94: [2] = ticked off, no graded importance *** 1991 [1] = not important [2] = important [3] = very important **** 1995 to 2012 [0] / [] = no importance or no specification [1] = less important [2] = important [3] = very important [4] = This box was only ticked off in the questionnaire</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>2005 to 2012</p> <p>IV. Obstacles to innovations Currently our innovations are primarily hindered due to:</p> <p style="text-align: center;">difficulties in implementation of technical know-how <input type="checkbox"/> ****</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> <table border="1" style="width: 100%; text-align: center;"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td colspan="10" style="background-color: #003366; color: white;">WEST</td> <td colspan="2" style="background-color: #003366; color: white;">EAST + WEST</td> <td colspan="4" style="background-color: #003366; color: white;"></td> </tr> <tr> <td>1998</td><td>1999</td><td>2000</td><td>2001</td><td>2002</td><td>2003</td><td>2004</td><td>2005</td><td>2006</td><td>2007</td><td>2008</td><td>2009</td><td>2010</td><td>2011</td><td>2012</td><td>2013</td> </tr> <tr> <td colspan="16" style="background-color: #003366; color: white;">EAST and WEST</td> </tr> </table> | | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | WEST | | | | | | | | | | EAST + WEST | | | | | | 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | EAST and WEST | | | | | | | | | | | | | | | |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| WEST | | | | | | | | | | EAST + WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| EAST and WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.5.20) **hemm23**

obstacles to innovations due to: rationalisation protection agreement

West 1982 to 1990
East and West 1991

annual
once

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|--|--|------|------|------|------|------|------|------|------|-------------|------|------|------|------|------|------|------|------|--|--|--|--|--|--|--|--|--|-------------|--|--|--|--|--|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|
| <p>1982 to 1991 V. Obstacles to innovations Currently our innovations are primarily hindered due to:</p> <p style="text-align: center;">rationalisation protection agreement <input type="text"/> */**</p> | <p>Further information</p> <p>* 1982 to 1990: [2] = ticked off, no graded importance</p> <p>** 1991: [1] = not important [2] = important [3] = very important</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <table border="1" style="width: 100%; text-align: center;"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td colspan="10" style="background-color: #003366; color: white;">WEST</td> <td colspan="2" style="background-color: #003366; color: white;">EAST + WEST</td> <td></td><td></td><td></td><td></td> </tr> <tr> <td>1998</td><td>1999</td><td>2000</td><td>2001</td><td>2002</td><td>2003</td><td>2004</td><td>2005</td><td>2006</td><td>2007</td><td>2008</td><td>2009</td><td>2010</td><td>2011</td><td>2012</td><td>2013</td> </tr> </table> | | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | WEST | | | | | | | | | | EAST + WEST | | | | | | 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| WEST | | | | | | | | | | EAST + WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.5.21) **hemm24**

obstacles to innovations due to: regulation, standardization

East and West 1991

once

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|---|---|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|-------------|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|
| <p>1991 V. Obstacles to innovations Currently our innovations are primarily hindered due to:</p> <p style="text-align: center;">regulation, standardization <input type="text"/> *</p> | <p>Further information</p> <p>* characterisation in the dataset [1] = not important [2] = important [3] = very important</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <table border="1" style="width: 100%; text-align: center;"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td colspan="10" style="background-color: #003366; color: white;">EAST + WEST</td> <td></td><td></td><td></td><td></td><td></td><td></td> </tr> <tr> <td>1998</td><td>1999</td><td>2000</td><td>2001</td><td>2002</td><td>2003</td><td>2004</td><td>2005</td><td>2006</td><td>2007</td><td>2008</td><td>2009</td><td>2010</td><td>2011</td><td>2012</td><td>2013</td> </tr> </table> | | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | EAST + WEST | | | | | | | | | | | | | | | | 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| EAST + WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.5.22) **hemm25**

obstacles to innovations due to: lack of cooperation with scientific institutes

East and West 1993 to 2013

annual

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|---|--|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|---------------|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|---------------|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|
| <p>1993 to 2004 V. Obstacles to innovations Currently our innovations are primarily hindered due to: innovation potential insufficient cooperation possibilities</p> <p style="text-align: center;">with public scientific institutes <input type="text"/> **/**</p> | <p>Further information</p> <p>** 1993 to 1994 [2] = ticked off, no graded importance *** 1995 to 2008 [0] / [] = no importance or no specification [1] = less important [2] = important [3] = very important [4] = This box was only ticked off in the questionnaire</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>2005 to 2012 V. Obstacles to innovations Currently our innovations are primarily hindered due to: insufficient cooperation possibilities</p> <p style="text-align: center;">with scientific institutes <input type="text"/> ***</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <table border="1" style="width: 100%; text-align: center;"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td colspan="12" style="background-color: #003366; color: white;">EAST and WEST</td> <td></td><td></td><td></td><td></td> </tr> <tr> <td>1998</td><td>1999</td><td>2000</td><td>2001</td><td>2002</td><td>2003</td><td>2004</td><td>2005</td><td>2006</td><td>2007</td><td>2008</td><td>2009</td><td>2010</td><td>2011</td><td>2012</td><td>2013</td> </tr> <tr> <td colspan="16" style="background-color: #003366; color: white;">EAST and WEST</td> </tr> </table> | | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | EAST and WEST | | | | | | | | | | | | | | | | 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | EAST and WEST | | | | | | | | | | | | | | | |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| EAST and WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| EAST and WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

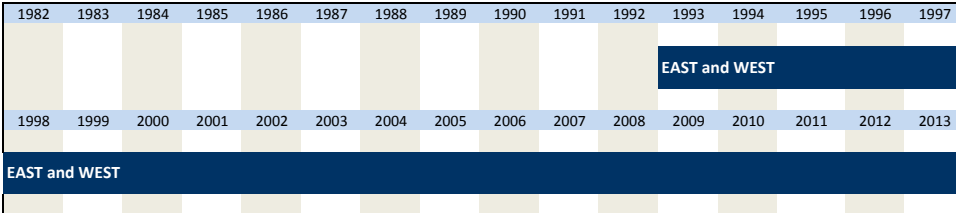
Wording of question

1993 to 2012
V. Obstacles to innovations
 Currently our innovations are primarily hindered due to:
other factors*
 restrictive legislation **/**

Further information

*addition 1993 to 2004
 ** 1993 to 1994:
 [2] = ticked off, no graded importance
 *** 1995 to 2012
 [0] / [] = no importance or no specification
 [1] = less important
 [2] = important
 [3] = very important
 [4] = This box was only ticked off in the questionnaire

Time span of variable



| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|---|---|------|------|------|------|------|------|------|------|------|---------------|------|------|------|------|------|--|--|--|--|--|--|--|--|--|--|--|---------------|--|--|--|--|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|---------------|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|
| 1993 to 2012 V. Obstacles to innovations Currently our innovations are primarily hindered due to: other factors* long administration process <input type="checkbox"/> **/** | Further information *addition 1993 to 2004 ** 1993 to 1994: [2] = ticked off, no graded importance *** 1995 to 2012 [0] / [] = no importance or no specification [1] = less important [2] = important [3] = very important [4] = This box was only ticked off in the questionnaire | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Time span of variable | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <table border="1"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td style="background-color: #003366; color: white;">EAST and WEST</td><td></td><td></td><td></td><td></td> </tr> <tr> <td>1998</td><td>1999</td><td>2000</td><td>2001</td><td>2002</td><td>2003</td><td>2004</td><td>2005</td><td>2006</td><td>2007</td><td>2008</td><td>2009</td><td>2010</td><td>2011</td><td>2012</td><td>2013</td> </tr> <tr> <td colspan="16" style="background-color: #003366; color: white;">EAST and WEST</td> </tr> </table> | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | EAST and WEST | | | | | 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | EAST and WEST | | | | | | | | | | | | | | | | |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | | | | | | | | | | | EAST and WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| EAST and WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|---|---|------|------|------|------|------|------|------|------|-------------|------|------|------|------|------|------|--|--|--|--|--|--|--|--|--|--|-------------|--|--|--|--|--|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|---------------|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|
| 1991 to 2004 V. Obstacles to innovations Currently our innovations are primarily hindered due to: other factors* problems of acceptance with regards to the novelty of products/processes <input type="checkbox"/> **/**/**** | Further information *addition 1993 to 2004 ** 1991 [1] = not important [2] = important [3] = very important *** 1993 to 1994 [2] = ticked off, no graded importance **** 1995 to 2012 [0] / [] = no importance or no specification [1] = less important [2] = important [3] = very important [4] = This box was only ticked off in the questionnaire | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 2005 to 2012 IV. Obstacles to innovations Currently our innovations are primarily hindered due to: problems of customer acceptance <input type="checkbox"/> **** | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Time span of variable | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <table border="1"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td style="background-color: #003366; color: white;">EAST + WEST</td><td></td><td></td><td></td><td></td><td></td> </tr> <tr> <td>1998</td><td>1999</td><td>2000</td><td>2001</td><td>2002</td><td>2003</td><td>2004</td><td>2005</td><td>2006</td><td>2007</td><td>2008</td><td>2009</td><td>2010</td><td>2011</td><td>2012</td><td>2013</td> </tr> <tr> <td colspan="16" style="background-color: #003366; color: white;">EAST and WEST</td> </tr> </table> | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | EAST + WEST | | | | | | 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | EAST and WEST | | | | | | | | | | | | | | | | |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | | | | | | | | | | EAST + WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| EAST and WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

3.6 Main focus of innovations

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|--|--|------|------|------|------|------|------|------|------|-------------|------|------|------|------|------|------|--|--|--|--|--|--|--|--|--|--|-------------|--|--|--|--|--|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|
| 1982 to 1997 IV./V./VI./VII. Main focus of innovations Which main focuses for your innovation activities are very important with regards to: product innovations new materials <input type="checkbox"/> 19WW* introduced innovations [2]**/** | Further information **"19WW" denotes the year under review ** 1996 to 1997 [0] / [] = no importance or no specification [1] = less important [2] = important [3] = very important [4] = This box was only ticked off in the questionnaire | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Time span of variable | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <table border="1"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td style="background-color: #003366; color: white;">EAST + WEST</td><td></td><td></td><td></td><td></td><td></td> </tr> <tr> <td>1998</td><td>1999</td><td>2000</td><td>2001</td><td>2002</td><td>2003</td><td>2004</td><td>2005</td><td>2006</td><td>2007</td><td>2008</td><td>2009</td><td>2010</td><td>2011</td><td>2012</td><td>2013</td> </tr> <tr> <td colspan="16" style="background-color: #003366; color: white;">WEST</td> </tr> </table> | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | EAST + WEST | | | | | | 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | WEST | | | | | | | | | | | | | | | | |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | | | | | | | | | | EAST + WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.6.2) ts2

main focus of future innovations: new materials

West 1982 to 1990

annual

East and West 1991 to 1997

irregular

Wording of question

| | |
|--|----------------------------|
| <p>1982 to 1997 IV./V./VI./VII. Main focus of innovations Which main focuses for your innovation activities are very important with regards to: product innovations</p> <p style="text-align: center;">new materials</p> <p style="text-align: right;">future innovation projects [] [2]**/*</p> | <p>Further information</p> |
|--|----------------------------|

Time span of variable

| | | | | | | | | | | | | | | | |
|------|------|------|------|------|------|------|------|------|------|-------------|------|------|------|------|------|
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 |
| WEST | | | | | | | | | | EAST + WEST | | | | | |
| 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 |

* 1996 to 1997
[0] / [] = no importance or no specification
[1] = less important
[2] = important
[3] = very important
[4] = This box was only ticked off in the questionnaire

**1982 to 1991:
[2] = ticked off, no graded importance

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.6.3) ts3

main focus of realised innovations: pre-products

West 1982 to 1990

annual

East and West 1991 to 1997

irregular

Wording of question

| | |
|---|--|
| <p>1982 to 1997 IV./V./VI./VII. Main focus of innovations Which main focuses for your innovation activities are very important with regards to: product innovations</p> <p style="text-align: center;">new pre-products</p> <p style="text-align: right;">19WW* introduced innovations [] [2]***/**</p> | <p>Further information</p> <p>**"19WW" denotes the year under review</p> |
|---|--|

Time span of variable

| | | | | | | | | | | | | | | | |
|------|------|------|------|------|------|------|------|------|------|-------------|------|------|------|------|------|
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 |
| WEST | | | | | | | | | | EAST + WEST | | | | | |
| 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 |

** 1996 to 1997
[0] / [] = no importance or no specification
[1] = less important
[2] = important
[3] = very important
[4] = This box was only ticked off in the questionnaire

***1982 to 1991:
[2] = ticked off, no graded importance

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.6.4) ts4

main focus of future innovations: pre-products

West 1982 to 1990

annual

East and West 1991 to 1997

irregular

Wording of question

| | |
|---|----------------------------|
| <p>1982 to 1997 IV./V./VI./VII. Main focus of innovations Which main focuses for your innovation activities are very important with regards to: product innovations</p> <p style="text-align: center;">new pre-products</p> <p style="text-align: right;">future innovation projects [] [2]**/*</p> | <p>Further information</p> |
|---|----------------------------|

Time span of variable

| | | | | | | | | | | | | | | | |
|------|------|------|------|------|------|------|------|------|------|-------------|------|------|------|------|------|
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 |
| WEST | | | | | | | | | | EAST + WEST | | | | | |
| 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 |

* 1996 to 1997
[0] / [] = no importance or no specification
[1] = less important
[2] = important
[3] = very important
[4] = This box was only ticked off in the questionnaire

**1982 to 1991:
[2] = ticked off, no graded importance

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.6.5) ts5

main focus realised innovations: new fuctional solutions

West 1982 to 1990

annual

East and West 1991 to 1997

irregular

Wording of question

| | |
|---|--|
| <p>1982 to 1997 IV./V./VI./VII. Main focus of innovations Which main focuses for your innovation activities are very important with regards to: product innovations</p> <p style="text-align: right;">19WW* introduced innovations <input type="checkbox"/> [2]**/**</p> <p style="text-align: center;">new fuctional solutions for existing products</p> | <p>Further information</p> <p>**"19WW" denotes the year under review</p> |
|---|--|

Time span of variable

| | |
|--|---|
| <p>1982 1983 1984 1985 1986 1987 1988 1989 1990 1991 1992 1993 1994 1995 1996 1997</p> <p>WEST EAST + WEST</p> <p>1998 1999 2000 2001 2002 2003 2004 2005 2006 2007 2008 2009 2010 2011 2012 2013</p> | <p>** 1996 to 1997 [0] / [] = no importance or no specification [1] = less important [2] = important [3] = very important [4] = This box was only ticked off in the questionnaire</p> <p>***1982 to 1991: [2] = ticked off, no graded importance</p> |
|--|---|

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.6.6) ts6

main focus of future innovations: new fuctional solutions

West 1982 to 1990

annual

East and West 1991 to 1997

irregular

Wording of question

| | |
|--|----------------------------|
| <p>1982 to 1997 IV./V./VI./VII. Main focus of innovations Which main focuses for your innovation activities are very important with regards to: product innovations</p> <p style="text-align: right;">future innovation projects <input type="checkbox"/> [2]**/*</p> <p style="text-align: center;">new fuctional solutions for existing products</p> | <p>Further information</p> |
|--|----------------------------|

Time span of variable

| | |
|--|---|
| <p>1982 1983 1984 1985 1986 1987 1988 1989 1990 1991 1992 1993 1994 1995 1996 1997</p> <p>WEST EAST + WEST</p> <p>1998 1999 2000 2001 2002 2003 2004 2005 2006 2007 2008 2009 2010 2011 2012 2013</p> | <p>* 1996 to 1997 [0] / [] = no importance or no specification [1] = less important [2] = important [3] = very important [4] = This box was only ticked off in the questionnaire</p> <p>**1982 to 1991: [2] = ticked off, no graded importance</p> |
|--|---|

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.6.7) ts7

main focus of realised innovations: basically new products

West 1982 to 1990

annual

East and West 1991 to 1997

irregular

Wording of question

| | |
|--|--|
| <p>1982 to 1997 IV./V./VI./VII. Main focus of innovations Which main focuses for your innovation activities are very important with regards to: product innovations</p> <p style="text-align: right;">19WW* introduced innovations <input type="checkbox"/> [2]**/**</p> <p style="text-align: center;">basically new products</p> | <p>Further information</p> <p>**"19WW" denotes the year under review</p> |
|--|--|

Time span of variable

| | |
|--|---|
| <p>1982 1983 1984 1985 1986 1987 1988 1989 1990 1991 1992 1993 1994 1995 1996 1997</p> <p>WEST EAST + WEST</p> <p>1998 1999 2000 2001 2002 2003 2004 2005 2006 2007 2008 2009 2010 2011 2012 2013</p> | <p>** 1996 to 1997 [0] / [] = no importance or no specification [1] = less important [2] = important [3] = very important [4] = This box was only ticked off in the questionnaire</p> <p>***1982 to 1991: [2] = ticked off, no graded importance</p> |
|--|---|

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.6.8) ts8

main focus of future innovations: basically new products

West 1982 to 1990

annual

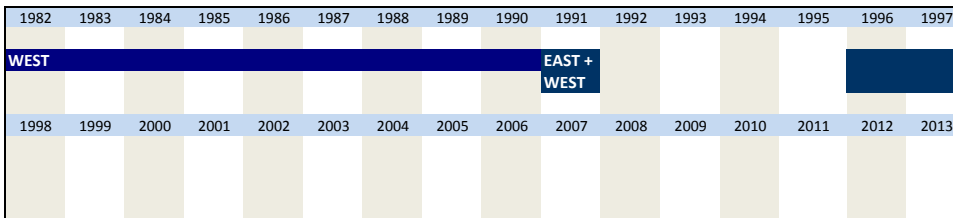
East and West 1991 to 1997

irregular

Wording of question

| | |
|--|----------------------------|
| <p>1982 to 1997 IV./V./VI./VII. Main focus of innovations Which main focuses for your innovation activities are very important with regards to: product innovations</p> <p style="text-align: center;">basically new products</p> <p style="text-align: right;">future innovation projects <input type="checkbox"/> [2]**/*</p> | <p>Further information</p> |
|--|----------------------------|

Time span of variable



* 1996 to 1997
[0] / [] = no importance or no specification
[1] = less important
[2] = important
[3] = very important
[4] = This box was only ticked off in the questionnaire

**1982 to 1991:
[2] = ticked off, no graded importance

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.6.9) ts9

main focus of realised innovations: new prod./processing technology

West 1982 to 1990

annual

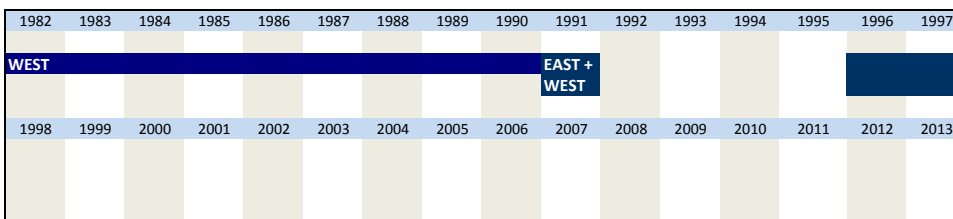
East and West 1991 to 1997

irregular

Wording of question

| | |
|--|----------------------------|
| <p>1982 to 1997 IV./V./VI./VII. Main focus of innovations Which main focuses for your innovation activities are very important with regards to: Process innovations in production</p> <p style="text-align: center;">new production /processing technology</p> <p style="text-align: right;">19WW* introduced innovations <input type="checkbox"/> [2]**/**</p> | <p>Further information</p> |
|--|----------------------------|

Time span of variable



** 1996 to 1997
[0] / [] = no importance or no specification
[1] = less important
[2] = important
[3] = very important
[4] = This box was only ticked off in the questionnaire

***1982 to 1991:
[2] = ticked off, no graded importance

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.6.10) ts10

main focus of future innovations: new prod./processing techn.

West 1982 to 1990

annual

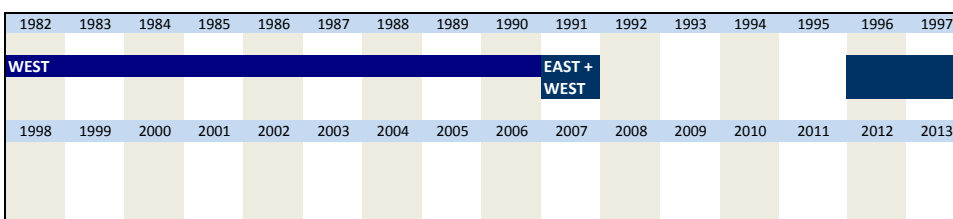
East and West 1991 to 1997

irregular

Wording of question

| | |
|---|----------------------------|
| <p>1982 to 1997 IV./V./VI./VII. Main focus of innovations Which main focuses for your innovation activities are very important with regards to: Process innovations in production</p> <p style="text-align: center;">new production /processing technology</p> <p style="text-align: right;">future innovation projects <input type="checkbox"/> [2]**/*</p> | <p>Further information</p> |
|---|----------------------------|

Time span of variable



* 1996 to 1997
[0] / [] = no importance or no specification
[1] = less important
[2] = important
[3] = very important
[4] = This box was only ticked off in the questionnaire

**1982 to 1991:
[2] = ticked off, no graded importance

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.6.11) ts11

main focus of realised innovations: further automation

West 1982 to 1990

annual

East and West 1991 to 1997

irregular

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|--|--|------|------|------|------|------|------|------|------|-------------|------|------|------|------|------|------|------|--|--|--|--|--|--|--|--|--|-------------|--|--|--|--|--|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|--|
| 1982 to 1997 IV./V./VI./VII. Main focus of innovations Which main focuses for your innovation activities are very important with regards to: Process innovations in production further automation 19WW* introduced innovations <input type="checkbox"/> [2]**/** | Further information **"19WW" denotes the year under review ** 1996 to 1997 [0] / [] = no importance or no specification [1] = less important [2] = important [3] = very important [4] = This box was only ticked off in the questionnaire ***1982 to 1991: [2] = ticked off, no graded importance | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Time span of variable | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <table border="1"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td colspan="10">WEST</td> <td colspan="2">EAST + WEST</td> <td colspan="4"></td> </tr> <tr> <td>1998</td><td>1999</td><td>2000</td><td>2001</td><td>2002</td><td>2003</td><td>2004</td><td>2005</td><td>2006</td><td>2007</td><td>2008</td><td>2009</td><td>2010</td><td>2011</td><td>2012</td><td>2013</td> </tr> </table> | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | WEST | | | | | | | | | | EAST + WEST | | | | | | 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| WEST | | | | | | | | | | EAST + WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.6.12) ts12

main focus of future innovations: further automation

West 1982 to 1990

annual

East and West 1991 to 1997

irregular

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|--|--|------|------|------|------|------|------|------|------|-------------|------|------|------|------|------|------|------|--|--|--|--|--|--|--|--|--|-------------|--|--|--|--|--|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|--|
| 1982 to 1997 IV./V./VI./VII. Main focus of innovations Which main focuses for your innovation activities are very important with regards to: Process innovations in production further automation future innovation projects <input type="checkbox"/> [2]**/* | Further information * 1996 to 1997 [0] / [] = no importance or no specification [1] = less important [2] = important [3] = very important [4] = This box was only ticked off in the questionnaire **1982 to 1991: [2] = ticked off, no graded importance | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Time span of variable | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <table border="1"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td colspan="10">WEST</td> <td colspan="2">EAST + WEST</td> <td colspan="4"></td> </tr> <tr> <td>1998</td><td>1999</td><td>2000</td><td>2001</td><td>2002</td><td>2003</td><td>2004</td><td>2005</td><td>2006</td><td>2007</td><td>2008</td><td>2009</td><td>2010</td><td>2011</td><td>2012</td><td>2013</td> </tr> </table> | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | WEST | | | | | | | | | | EAST + WEST | | | | | | 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| WEST | | | | | | | | | | EAST + WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.6.13) ts13

main focus of realised innovations: new organisation structures

West 1982 to 1990

annual

East and West 1991 to 1997

irregular

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|--|--|------|------|------|------|------|------|------|------|-------------|------|------|------|------|------|------|------|--|--|--|--|--|--|--|--|--|-------------|--|--|--|--|--|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|--|
| 1982 to 1997 IV./V./VI./VII. Main focus of innovations Which main focuses for your innovation activities are very important with regards to: Process innovations in production new technical organisation structures 19WW* introduced innovations <input type="checkbox"/> [2]**/** | Further information **"19WW" denotes the year under review ** 1996 to 1997 [0] / [] = no importance or no specification [1] = less important [2] = important [3] = very important [4] = This box was only ticked off in the questionnaire ***1982 to 1991: [2] = ticked off, no graded importance | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Time span of variable | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <table border="1"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td colspan="10">WEST</td> <td colspan="2">EAST + WEST</td> <td colspan="4"></td> </tr> <tr> <td>1998</td><td>1999</td><td>2000</td><td>2001</td><td>2002</td><td>2003</td><td>2004</td><td>2005</td><td>2006</td><td>2007</td><td>2008</td><td>2009</td><td>2010</td><td>2011</td><td>2012</td><td>2013</td> </tr> </table> | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | WEST | | | | | | | | | | EAST + WEST | | | | | | 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| WEST | | | | | | | | | | EAST + WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.6.14) ts14

main focus of future innovations: new organisation structures

West 1982 to 1990

annual

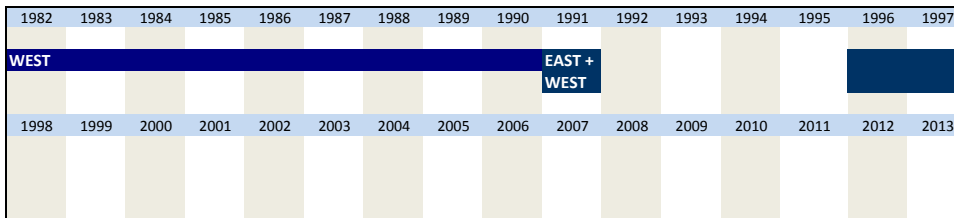
East and West 1991 to 1997

irregular

Wording of question

| | |
|---|----------------------------|
| <p>1982 to 1997 IV./V./VI./VII. Main focus of innovations Which main focuses for your innovation activities are very important with regards to: Process innovations in production</p> <p style="text-align: center;"> new technical organisation structures future innovation projects <input type="checkbox"/> [2]**/* </p> | <p>Further information</p> |
|---|----------------------------|

Time span of variable



* 1996 to 1997
 [0] / [] = no importance or no specification
 [1] = less important
 [2] = important
 [3] = very important
 [4] = This box was only ticked off in the questionnaire

**1982 to 1991:
 [2] = ticked off, no graded importance

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.6.15) ts15

main focus of realised innovations: data processing

West 1982 to 1990

annual

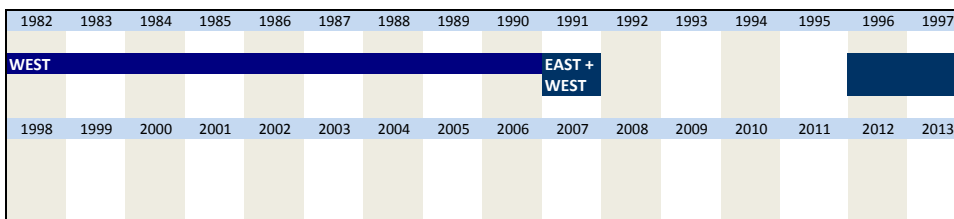
East and West 1991 to 1997

irregular

Wording of question

| | |
|---|----------------------------|
| <p>1982 to 1997 IV./V./VI./VII. Main focus of innovations Which main focuses for your innovation activities are very important with regards to: Process innovations in administration</p> <p style="text-align: center;"> data processing 19WW* introduced innovations <input type="checkbox"/> [2]**/** </p> | <p>Further information</p> |
|---|----------------------------|

Time span of variable



** 1996 to 1997
 [0] / [] = no importance or no specification
 [1] = less important
 [2] = important
 [3] = very important
 [4] = This box was only ticked off in the questionnaire

***1982 to 1991:
 [2] = ticked off, no graded importance

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.6.16) ts16

main focus of future innovations: data processing

West 1982 to 1990

annual

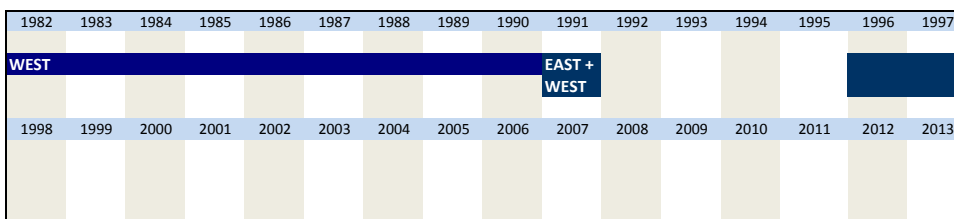
East and West 1991 to 1997

irregular

Wording of question

| | |
|---|----------------------------|
| <p>1982 to 1997 IV./V./VI./VII. Main focus of innovations Which main focuses for your innovation activities are very important with regards to: Process innovations in administration</p> <p style="text-align: center;"> data processing future innovation projects <input type="checkbox"/> [2]**/* </p> | <p>Further information</p> |
|---|----------------------------|

Time span of variable



* 1996 to 1997
 [0] / [] = no importance or no specification
 [1] = less important
 [2] = important
 [3] = very important
 [4] = This box was only ticked off in the questionnaire

**1982 to 1991:
 [2] = ticked off, no graded importance

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.6.17) ts17

main focus of realised innovations: text processing

West 1982 to 1990

annual

East and West 1991 to 1997

irregular

Wording of question

| | |
|--|--|
| <p>1982 to 1997 IV./V./VI./VII. Main focus of innovations Which main focuses for your innovation activities are very important with regards to: Process innovations in administration</p> <p style="text-align: center;">text processing</p> <p style="text-align: right;">19WW* introduced innovations <input type="checkbox"/> [2]***/**</p> | <p>Further information</p> <p>***19WW" denotes the year under review</p> |
|--|--|

Time span of variable

| | |
|--|---|
| <p>1982 1983 1984 1985 1986 1987 1988 1989 1990 1991 1992 1993 1994 1995 1996 1997</p> <p>WEST</p> <p style="text-align: center;">EAST + WEST</p> <p>1998 1999 2000 2001 2002 2003 2004 2005 2006 2007 2008 2009 2010 2011 2012 2013</p> | <p>** 1996 to 1997 [0] / [] = no importance or no specification [1] = less important [2] = important [3] = very important [4] = This box was only ticked off in the questionnaire</p> <p>***1982 to 1991: [2] = ticked off, no graded importance</p> |
|--|---|

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.6.18) ts18

main focus of future innovations: text processing

West 1982 to 1990

annual

East and West 1991 to 1997

irregular

Wording of question

| | |
|--|----------------------------|
| <p>1982 to 1997 IV./V./VI./VII. Main focus of innovations Which main focuses for your innovation activities are very important with regards to: Process innovations in administration</p> <p style="text-align: center;">text processing</p> <p style="text-align: right;">future innovation projects <input type="checkbox"/> [2]**/*</p> | <p>Further information</p> |
|--|----------------------------|

Time span of variable

| | |
|--|---|
| <p>1982 1983 1984 1985 1986 1987 1988 1989 1990 1991 1992 1993 1994 1995 1996 1997</p> <p>WEST</p> <p style="text-align: center;">EAST + WEST</p> <p>1998 1999 2000 2001 2002 2003 2004 2005 2006 2007 2008 2009 2010 2011 2012 2013</p> | <p>* 1996 to 1997 [0] / [] = no importance or no specification [1] = less important [2] = important [3] = very important [4] = This box was only ticked off in the questionnaire</p> <p>**1982 to 1991: [2] = ticked off, no graded importance</p> |
|--|---|

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.6.19) ts19

main focus of realised innovations: inform. and communication technology

West 1982 to 1990

annual

East and West 1991 to 1997

irregular

Wording of question

| | |
|---|--|
| <p>1982 to 1997 IV./V./VI./VII. Main focus of innovations Which main focuses for your innovation activities are very important with regards to: Process innovations in administration</p> <p style="text-align: center;">information and communication technology</p> <p style="text-align: right;">19WW* introduced innovations <input type="checkbox"/> [2]***/**</p> | <p>Further information</p> <p>***19WW" denotes the year under review</p> |
|---|--|

Time span of variable

| | |
|--|---|
| <p>1982 1983 1984 1985 1986 1987 1988 1989 1990 1991 1992 1993 1994 1995 1996 1997</p> <p>WEST</p> <p style="text-align: center;">EAST + WEST</p> <p>1998 1999 2000 2001 2002 2003 2004 2005 2006 2007 2008 2009 2010 2011 2012 2013</p> | <p>** 1996 to 1997 [0] / [] = no importance or no specification [1] = less important [2] = important [3] = very important [4] = This box was only ticked off in the questionnaire</p> <p>***1982 to 1991: [2] = ticked off, no graded importance</p> |
|--|---|

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.6.20) ts20

main focus of future innovations: inform. and communication techn.

West 1982 to 1990

annual

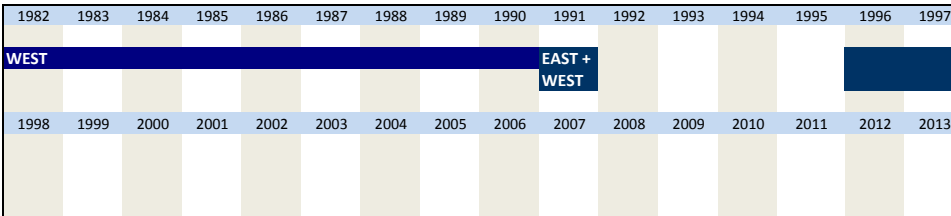
East and West 1991 to 1997

irregular

Wording of question

| | |
|---|----------------------------|
| <p>1982 to 1997 IV./V./VI./VII. Main focus of innovations Which main focuses for your innovation activities are very important with regards to: Process innovations in administration</p> <p style="text-align: center;"> information and communication technology future innovation projects <input type="text"/> [2]**/* </p> | <p>Further information</p> |
|---|----------------------------|

Time span of variable



* 1996 to 1997
 [0] / [] = no importance or no specification
 [1] = less important
 [2] = important
 [3] = very important
 [4] = This box was only ticked off in the questionnaire

**1982 to 1991:
 [2] = ticked off, no graded importance

3.7 Patent system

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.7.1) ptw1

growing patent protection due to changed importance of patents

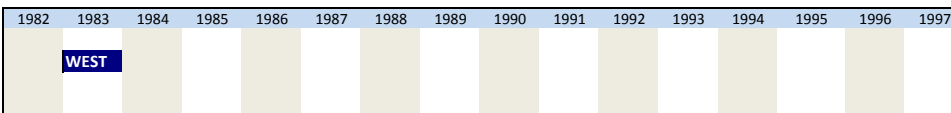
West 1983

once

Wording of question

| | |
|---|----------------------------|
| <p>1983 VII. Patent system During the last 5 years we protected our innovation projects</p> <p style="text-align: center;"> increasingly <input type="text"/> [1] </p> <p>by patents, as the importance of patents changed in our technology area...</p> | <p>Further information</p> |
|---|----------------------------|

Time span of variable



| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.7.2) ptw2

patent protection unchanged due to changed importance of patents

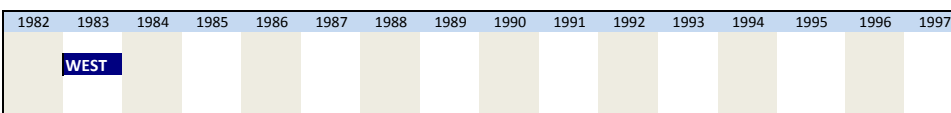
West 1983

once

Wording of question

| | |
|---|----------------------------|
| <p>1983 VII. Patent system During the last 5 years we protected our innovation projects</p> <p style="text-align: center;"> consistently <input type="text"/> [1] </p> <p>by patents, as the importance of patents changed in our technology area...</p> | <p>Further information</p> |
|---|----------------------------|

Time span of variable



| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.7.3) ptw3

falling patent protection due to changed importance of patents

West 1983

once

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|---|---------------------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|
| <p>1983 VII. Patent system During the last 5 years we protected our innovation projects decreasingly <input type="text"/> [1] by patents, as the importance of patents changed in our technology area...</p> | Further information | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> <table border="1"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td style="background-color: #e6f2ff;">WEST</td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td> </tr> </table> | | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | WEST | | | | | | | | | | | | | | | |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | |
| WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.7.4) ptw4

no patent protection due to changed importance of patents

West 1983

once

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|---|---------------------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|
| <p>1983 VII. Patent system During the last 5 years we protected our innovation projects not at all <input type="text"/> [1] by patents, as the importance of patents changed in our technology area...</p> | Further information | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> <table border="1"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td style="background-color: #e6f2ff;">WEST</td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td> </tr> </table> | | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | WEST | | | | | | | | | | | | | | | |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | |
| WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.7.5) ptw5

importance of patents changed: strong increase of protection effect

West 1983

once

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|---|---------------------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|
| <p>1983 VII. Patent system During the last 5 years we protected our innovation projects increasingly/consistently/decreasingly/not at all* by patents as the importance of patents in our technology area, in fact with regards to protection effect <input type="text"/> [1] increased largely</p> | Further information | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> <table border="1"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td style="background-color: #e6f2ff;">WEST</td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td> </tr> </table> | | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | WEST | | | | | | | | | | | | | | | |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | |
| WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

* see 3.7.1) ptw1 to 3.7.4) ptw4

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.7.6) ptw6

importance of patents changed: little increase of protection effect

West 1983

once

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|---|--|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|--|------|--|--|--|--|--|--|--|--|--|--|--|--|--|--|
| 1983 VII. Patent system During the last 5 years we protected our innovation projects increasingly/consistently/decreasingly/not at all* by patents as the importance of patents in our technology area, in fact with regards to <div style="text-align: center;"> protection effect <input type="text" value="1"/> [1] increased slightly </div> | Further information * see 3.7.1) ptw1 to 3.7.4) ptw4 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Time span of variable | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <table border="1" style="width: 100%; text-align: center;"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td style="background-color: #e6f2ff;"></td><td style="background-color: #e6f2ff; color: white; font-weight: bold;">WEST</td><td style="background-color: #e6f2ff;"></td><td style="background-color: #e6f2ff;"></td><td style="background-color: #e6f2ff;"></td><td style="background-color: #e6f2ff;"></td><td style="background-color: #e6f2ff;"></td><td style="background-color: #e6f2ff;"></td><td style="background-color: #e6f2ff;"></td><td style="background-color: #e6f2ff;"></td><td style="background-color: #e6f2ff;"></td><td style="background-color: #e6f2ff;"></td><td style="background-color: #e6f2ff;"></td><td style="background-color: #e6f2ff;"></td><td style="background-color: #e6f2ff;"></td><td style="background-color: #e6f2ff;"></td> </tr> </table> | | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | WEST | | | | | | | | | | | | | | |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | |
| | WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.7.7) ptw7

importance of patents changed: unchanged protection effect

West 1983

once

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|---|--|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|--|------|--|--|--|--|--|--|--|--|--|--|--|--|--|--|
| 1983 VII. Patent system During the last 5 years we protected our innovation projects increasingly/consistently/decreasingly/not at all* by patents as the importance of patents in our technology area, in fact with regards to <div style="text-align: center;"> protection effect <input type="text" value="1"/> [1] did not change </div> | Further information * see 3.7.1) ptw1 to 3.7.4) ptw4 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Time span of variable | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <table border="1" style="width: 100%; text-align: center;"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td style="background-color: #e6f2ff;"></td><td style="background-color: #e6f2ff; color: white; font-weight: bold;">WEST</td><td style="background-color: #e6f2ff;"></td><td style="background-color: #e6f2ff;"></td><td style="background-color: #e6f2ff;"></td><td style="background-color: #e6f2ff;"></td><td style="background-color: #e6f2ff;"></td><td style="background-color: #e6f2ff;"></td><td style="background-color: #e6f2ff;"></td><td style="background-color: #e6f2ff;"></td><td style="background-color: #e6f2ff;"></td><td style="background-color: #e6f2ff;"></td><td style="background-color: #e6f2ff;"></td><td style="background-color: #e6f2ff;"></td><td style="background-color: #e6f2ff;"></td><td style="background-color: #e6f2ff;"></td> </tr> </table> | | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | WEST | | | | | | | | | | | | | | |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | |
| | WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.7.8) ptw8

importance of patents changed: little decrease of protection effect

West 1983

once

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|---|--|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|--|------|--|--|--|--|--|--|--|--|--|--|--|--|--|--|
| 1983 VII. Patent system During the last 5 years we protected our innovation projects increasingly/consistently/decreasingly/not at all* by patents as the importance of patents in our technology area, in fact with regards to <div style="text-align: center;"> protection effect <input type="text" value="1"/> [1] decreased slightly </div> | Further information * see 3.7.1) ptw1 to 3.7.4) ptw4 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Time span of variable | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <table border="1" style="width: 100%; text-align: center;"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td style="background-color: #e6f2ff;"></td><td style="background-color: #e6f2ff; color: white; font-weight: bold;">WEST</td><td style="background-color: #e6f2ff;"></td><td style="background-color: #e6f2ff;"></td><td style="background-color: #e6f2ff;"></td><td style="background-color: #e6f2ff;"></td><td style="background-color: #e6f2ff;"></td><td style="background-color: #e6f2ff;"></td><td style="background-color: #e6f2ff;"></td><td style="background-color: #e6f2ff;"></td><td style="background-color: #e6f2ff;"></td><td style="background-color: #e6f2ff;"></td><td style="background-color: #e6f2ff;"></td><td style="background-color: #e6f2ff;"></td><td style="background-color: #e6f2ff;"></td><td style="background-color: #e6f2ff;"></td> </tr> </table> | | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | WEST | | | | | | | | | | | | | | |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | |
| | WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.7.9) ptw9

importance of patents changed: strong decrease of protection effect

West 1983

once

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|---|--|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|--|------|--|--|--|--|--|--|--|--|--|--|--|--|--|--|
| <p>1983 VII. Patent system During the last 5 years we protected our innovation projects increasingly/consistently/decreasingly/not at all* by patents as the importance of patents in our technology area, in fact with regards to</p> <p style="text-align: center;">protection effect <input type="text" value="1"/> [1] decreased largely</p> | <p>Further information</p> <p>* see 3.7.1) ptw1 to 3.7.4) ptw4</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <table border="1" style="width: 100%; text-align: center;"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td></td><td style="background-color: #000080; color: white;">WEST</td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td> </tr> </table> | | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | WEST | | | | | | | | | | | | | | |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | |
| | WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.7.10) ptw10

importance of patents changed: strong increase of information effect

West 1983

once

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|---|--|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|--|------|--|--|--|--|--|--|--|--|--|--|--|--|--|--|
| <p>1983 VII. Patent system During the last 5 years we protected our innovation projects increasingly/consistently/decreasingly/not at all* by patents as the importance of patents in our technology area, in fact with regards to</p> <p style="text-align: center;">information effekt <input type="text" value="1"/> [1] increased largely</p> | <p>Further information</p> <p>* see 3.7.1) ptw1 to 3.7.4) ptw4</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <table border="1" style="width: 100%; text-align: center;"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td></td><td style="background-color: #000080; color: white;">WEST</td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td> </tr> </table> | | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | WEST | | | | | | | | | | | | | | |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | |
| | WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.7.11) ptw11

importance of patents changed: little increase of information effect

West 1983

once

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|---|--|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|--|------|--|--|--|--|--|--|--|--|--|--|--|--|--|--|
| <p>1983 VII. Patent system During the last 5 years we protected our innovation projects increasingly/consistently/decreasingly/not at all* by patents as the importance of patents in our technology area, in fact with regards to</p> <p style="text-align: center;">information effekt <input type="text" value="1"/> [1] increased slightly</p> | <p>Further information</p> <p>* see 3.7.1) ptw1 to 3.7.4) ptw4</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <table border="1" style="width: 100%; text-align: center;"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td></td><td style="background-color: #000080; color: white;">WEST</td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td> </tr> </table> | | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | WEST | | | | | | | | | | | | | | |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | |
| | WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.7.12) ptw12

importance of patents changed: unchanged information effect

West 1983

once

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|---|---|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|--|------|--|--|--|--|--|--|--|--|--|--|--|--|--|--|
| 1983 VII. Patent system During the last 5 years we protected our innovation projects increasingly/consistently/decreasingly/not at all* by patents as the importance of patents in our technology area, in fact with regards to information effekt <input type="text" value="1"/> [1] did not change | Further information * see 3.7.1) ptw1 to 3.7.4) ptw4 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Time span of variable | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <table border="1" style="width: 100%; text-align: center;"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td></td><td style="background-color: #000080; color: white;">WEST</td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td> </tr> </table> | | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | WEST | | | | | | | | | | | | | | |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | |
| | WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.7.13) ptw13

importance of patents changed: little decrease of information effect

West 1983

once

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|---|---|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|--|------|--|--|--|--|--|--|--|--|--|--|--|--|--|--|
| 1983 VII. Patent system During the last 5 years we protected our innovation projects increasingly/consistently/decreasingly/not at all* by patents as the importance of patents in our technology area, in fact with regards to information effekt <input type="text" value="1"/> [1] decreased slightly | Further information * see 3.7.1) ptw1 to 3.7.4) ptw4 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Time span of variable | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <table border="1" style="width: 100%; text-align: center;"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td></td><td style="background-color: #000080; color: white;">WEST</td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td> </tr> </table> | | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | WEST | | | | | | | | | | | | | | |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | |
| | WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.7.14) ptw14

importance of patents changed: strong decrease of information effect

West 1983

once

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|---|---|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|--|------|--|--|--|--|--|--|--|--|--|--|--|--|--|--|
| 1983 VII. Patent system During the last 5 years we protected our innovation projects increasingly/consistently/decreasingly/not at all* by patents as the importance of patents in our technology area, in fact with regards to information effekt <input type="text" value="1"/> [1] decreased largely | Further information * see 3.7.1) ptw1 to 3.7.4) ptw4 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Time span of variable | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <table border="1" style="width: 100%; text-align: center;"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td></td><td style="background-color: #000080; color: white;">WEST</td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td> </tr> </table> | | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | WEST | | | | | | | | | | | | | | |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | |
| | WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.7.15) ptw15

importance of patents changed: possible to keep invention secret

West 1983

once

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|---|--|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|--|------|--|--|--|--|--|--|--|--|--|--|--|--|--|--|
| <p>1983 VII. Patent system During the last 5 years we protected our innovation projects increasingly/consistently/decreasingly/not at all* by patents as the importance of patents in our technology area, in fact with regards to protection effect/information effekt increased largely/increased slightly/did not change/decreased slightly/decreased largely**</p> <p style="text-align: right;">and/or it was possible to keep the invention secret <input type="text"/> [1]</p> | <p>Further information</p> <p>* see 3.7.1) ptw1 to 3.7.4) ptw4 ** see 3.7.5) ptw5 to 3.7.14) ptw14</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> <table border="1"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td></td><td style="background-color: #000080; color: white;">WEST</td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td> </tr> </table> | | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | WEST | | | | | | | | | | | | | | |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | |
| | WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.7.16) ptw16

importance of patents changed: low amount of invention

West 1983

once

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|---|--|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|--|------|--|--|--|--|--|--|--|--|--|--|--|--|--|--|
| <p>1983 VII. Patent system During the last 5 years we protected our innovation projects increasingly/consistently/decreasingly/not at all* by patents as the importance of patents in our technology area, in fact with regards to protection effect/information effekt increased largely/increased slightly/did not change/decreased slightly/decreased largely**</p> <p style="text-align: right;">and/or the necessary amount of innovation was not available <input type="text"/> [1]</p> | <p>Further information</p> <p>* see 3.7.1) ptw1 to 3.7.4) ptw4 ** see 3.7.5) ptw5 to 3.7.14) ptw14</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> <table border="1"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td></td><td style="background-color: #000080; color: white;">WEST</td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td> </tr> </table> | | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | WEST | | | | | | | | | | | | | | |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | |
| | WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

3.8 Product life cycle

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.8.1) plzyk1_1

period between product idea and market launch in years

West 1984

once

West 1989

once

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|--|--|-----------------|-----------------|-----------|-----------------|------|------|------|------|------|------|------|------|------|------|------|------|--|--|------|--|--|--|--|--|--|--|--|--|--|--|--|--|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|
| <p>1984 VII. Product life cycle For the products of our product line the current average period of phases from</p> <p style="text-align: right;">product idea to market launch <input type="text"/> [1] is less than 1 year <input type="text"/> [2] 1 - 2 years <input type="text"/> [3] 3 - 5 years <input type="text"/> [4] more than 5 years</p> | <p>Further information</p> <p>Please note: The question was inquired in later years aswell but then the exact amount of time is inquired. see 3.8.2) plzyk1_2</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>1989 VI. Product life cycle For the products of our product line the current average period of phases from (Please tick off the complying box)</p> <p style="text-align: right;">product idea to market launch <table border="1" style="display: inline-table;"><tr><td>less than 1 [1]</td><td>1 - 3 [2]</td><td>3 - 5 [3]</td><td>more than 5 [4]</td></tr></table> is...year(s)</p> | | less than 1 [1] | 1 - 3 [2] | 3 - 5 [3] | more than 5 [4] | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| less than 1 [1] | 1 - 3 [2] | 3 - 5 [3] | more than 5 [4] | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> <table border="1"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td></td><td></td><td style="background-color: #000080; color: white;">WEST</td><td></td><td></td><td></td><td></td><td style="background-color: #000080; color: white;"></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td> </tr> <tr> <td>1998</td><td>1999</td><td>2000</td><td>2001</td><td>2002</td><td>2003</td><td>2004</td><td>2005</td><td>2006</td><td>2007</td><td>2008</td><td>2009</td><td>2010</td><td>2011</td><td>2012</td><td>2013</td> </tr> </table> | | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | WEST | | | | | | | | | | | | | | 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | | WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.8.2) plzyk1_2

period between product idea and market launch in months

East and West 1994 to 2012

irregular

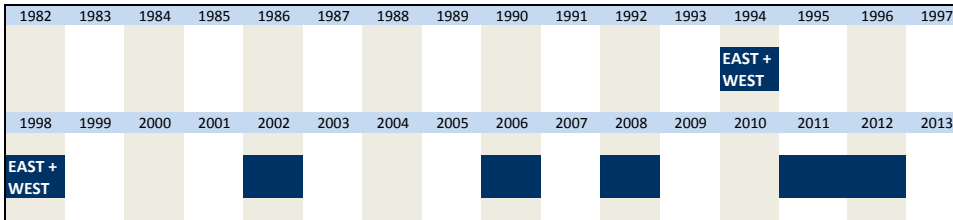
Wording of question

1994 to 2012
IV./VI./VII. Product life cycle
 For the products of our product line the current average period of phases from
 product idea to market launch is _____ months

Further information

Please note:
 The question was inquired in earlier years aswell but there the possible answers were limited to 4 periods
 see 3.8.1) plzyk1_1

Time span of variable



| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.8.3) plzyk2_1

period between market launch and product improvement/abandoning in years

West 1984

once

West 1989

once

Wording of question

1984
VII. Product life cycle
 For the products of our product line the current average period of phases from
 market launch to product improvement or abandoning of the product

[1] is less than 1 year
 [2] 1 - 2 years
 [3] 3 - 5 years
 [4] more than 5 years

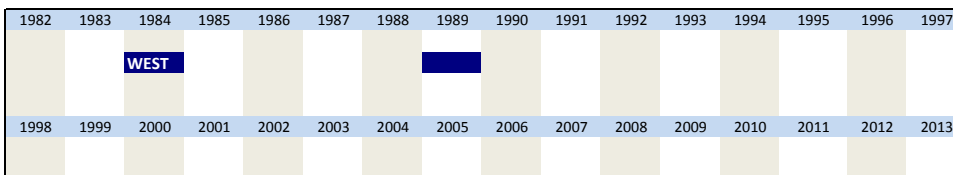
Further information

Please note:
 The question was inquired in later years aswell but then the exact amount of time is inquired. see 3.8.4) plzyk2_2

1989
VI. Product life cycle
 For the products of our product line the current average period of phases from
 (Please tick off the complying box)
 market launch to product improvement or abandoning of the product

less than 1 [1] 1 - 3 [2] 3 - 5 [3] more than 5 [4]
 is...year(s)

Time span of variable



| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.8.4) plzyk2_2

period between market launch and product improvement/abandoning in months

East and West 1994 to 2012

irregular

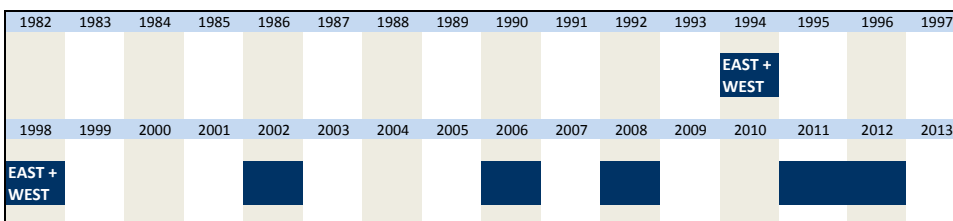
Wording of question

1994 to 2012
IV./VI./VII. Product life cycle
 For the products of our product line the current average period of phases from
 market launch to product improvement or abandoning of the product is _____ months

Further information

Please note:
 The question was inquired in earlier years aswell but there the possible answers were limited to 4 periods
 see 3.8.3) plzyk2_1

Time span of variable



3.8.5) plzyk3

phase between product idea and market launch shortened

West 1984

once

Wording of question

1984

VII. Product life cycle

During the last 5 years this period of phases from

product idea to market launch [1] shortened

Further information

Time span of variable

1982 1983 1984 1985 1986 1987 1988 1989 1990 1991 1992 1993 1994 1995 1996 1997

WEST

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.8.6) plzyk4

phase between product idea and market launch unchanged

West 1984

once

Wording of question

1984

VII. Product life cycle

During the last 5 years this period of phases from

product idea to market launch [1] did not change

Further information

Time span of variable

1982 1983 1984 1985 1986 1987 1988 1989 1990 1991 1992 1993 1994 1995 1996 1997

WEST

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.8.7) plzyk5

phase between product idea and market launch longer

West 1984

once

Wording of question

1984

VII. Product life cycle

During the last 5 years this period of phases from

product idea to market launch [1] was extended

Further information

Time span of variable

1982 1983 1984 1985 1986 1987 1988 1989 1990 1991 1992 1993 1994 1995 1996 1997

WEST

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.8.8) plzyk6

phase betw. market launch and product improv./abandoning: shortened

West 1984

once

Wording of question

1984

VII. Product life cycle

During the last 5 years this period of phases from

market launch to product improvement or abandoning of the product [1] shortened

Further information

Time span of variable

1982 1983 1984 1985 1986 1987 1988 1989 1990 1991 1992 1993 1994 1995 1996 1997

WEST

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.8.9) plzyk7

phase betw. market launch and product improv./abandoning: unchanged

West 1984

once

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|---|---------------------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|--|--|------|--|--|--|--|--|--|--|--|--|--|--|--|--|
| <p>1984 VII. Product life cycle During the last 5 years this period of phases from market launch to product improvement or abandoning of the product <input type="text"/> [1] did not change</p> | Further information | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> <table border="1" style="width: 100%; text-align: center;"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td></td><td></td><td>WEST</td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td> </tr> </table> | | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | WEST | | | | | | | | | | | | | |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | |
| | | WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.8.10) plzyk8

phase betw. market launch and product improv./abandoning: longer

West 1984

once

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|---|---------------------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|--|--|------|--|--|--|--|--|--|--|--|--|--|--|--|--|
| <p>1984 VII. Product life cycle During the last 5 years this period of phases from market launch to product improvement or abandoning of the product <input type="text"/> [1] was extended</p> | Further information | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> <table border="1" style="width: 100%; text-align: center;"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td></td><td></td><td>WEST</td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td> </tr> </table> | | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | WEST | | | | | | | | | | | | | |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | |
| | | WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.8.11) plzyk9

reason for change of plzyk1_1 phase: technological progress

West 1984

once

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|---|---------------------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|--|--|------|--|--|--|--|--|--|--|--|--|--|--|--|--|
| <p>1984 VII. Product life cycle Primary reason for the change of periods of phase [...] was product idea to market launch <input type="text"/> [1] technological progress</p> | Further information | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> <table border="1" style="width: 100%; text-align: center;"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td></td><td></td><td>WEST</td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td> </tr> </table> | | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | WEST | | | | | | | | | | | | | |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | |
| | | WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.8.12) plzyk10

reason for change of plzyk1_1 phase: changed behaviour of consumers

West 1984

once

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|---|---------------------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|--|--|------|--|--|--|--|--|--|--|--|--|--|--|--|--|
| <p>1984 VII. Product life cycle Primary reason for the change of periods of phase [...] was product idea to market launch <input type="text"/> [1] changed behaviour of consumers</p> | Further information | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> <table border="1" style="width: 100%; text-align: center;"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td></td><td></td><td>WEST</td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td> </tr> </table> | | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | WEST | | | | | | | | | | | | | |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | |
| | | WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.8.13) plzyk11

reason for change of plzyk1_1 phase: domestic competition

West 1984

once

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|--|---------------------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|--|--|------|--|--|--|--|--|--|--|--|--|--|--|--|--|
| 1984 VII. Product life cycle Primary reason for the change of periods of phase [...] was product idea to market launch <input type="text"/> [1] domestic competition | Further information | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Time span of variable | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <table border="1"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td></td><td></td><td style="background-color: #000080; color: white;">WEST</td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td> </tr> </table> | | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | WEST | | | | | | | | | | | | | |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | |
| | | WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|---------|---------|--|---------------|------------------|
| 3.8.14) | plzyk12 | reason for change of plzyk1_1 phase: foreign competition | West 1984 | once |

3.8.14) plzyk12

reason for change of plzyk1_1 phase: foreign competition

West 1984

once

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|--|---------------------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|--|--|------|--|--|--|--|--|--|--|--|--|--|--|--|--|
| 1984 VII. Product life cycle Primary reason for the change of periods of phase [...] was product idea to market launch <input type="text"/> [1] foreign competition | Further information | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Time span of variable | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <table border="1"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td></td><td></td><td style="background-color: #000080; color: white;">WEST</td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td> </tr> </table> | | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | WEST | | | | | | | | | | | | | |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | |
| | | WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|---------|---------|--|---------------|------------------|
| 3.8.15) | plzyk13 | reason for change of plzyk1_1 phase: legal regulations | West 1984 | once |

3.8.15) plzyk13

reason for change of plzyk1_1 phase: legal regulations

West 1984

once

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|--|---------------------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|--|--|------|--|--|--|--|--|--|--|--|--|--|--|--|--|
| 1984 VII. Product life cycle Primary reason for the change of periods of phase [...] was product idea to market launch <input type="text"/> [1] legal regulations | Further information | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Time span of variable | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <table border="1"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td></td><td></td><td style="background-color: #000080; color: white;">WEST</td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td> </tr> </table> | | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | WEST | | | | | | | | | | | | | |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | |
| | | WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|---------|---------|---|---------------|------------------|
| 3.8.16) | plzyk14 | reason for change of plzyk2_1 phase: technological progress | West 1984 | once |

3.8.16) plzyk14

reason for change of plzyk2_1 phase: technological progress

West 1984

once

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|--|---------------------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|--|--|------|--|--|--|--|--|--|--|--|--|--|--|--|--|
| 1984 VII. Product life cycle Primary reason for the change of periods of phase [...] was market launch to product improvement or abandoning of the product <input type="text"/> [1] technological progress | Further information | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Time span of variable | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <table border="1"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td></td><td></td><td style="background-color: #000080; color: white;">WEST</td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td> </tr> </table> | | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | WEST | | | | | | | | | | | | | |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | |
| | | WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.8.17) plzyk15

reason for change of plzyk2_1 phase: changed behaviour of consumers

West 1984

once

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|--|----------------------------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|--|--|------|--|--|--|--|--|--|--|--|--|--|--|--|--|
| <p>1984 VII. Product life cycle Primary reason for the change of periods of phase [...] was market launch to product improvement or abandoning of the product <input type="text"/> [1] changed behaviour of consumers</p> | <p>Further information</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> <table border="1"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td></td><td></td><td style="background-color: #e6f2ff;">WEST</td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td> </tr> </table> | | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | WEST | | | | | | | | | | | | | |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | |
| | | WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.8.18) plzyk16

reason for change of plzyk2_1 phase: domestic competition

West 1984

once

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|--|----------------------------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|--|--|------|--|--|--|--|--|--|--|--|--|--|--|--|--|
| <p>1984 VII. Product life cycle Primary reason for the change of periods of phase [...] was market launch to product improvement or abandoning of the product <input type="text"/> [1] domestic competition</p> | <p>Further information</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> <table border="1"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td></td><td></td><td style="background-color: #e6f2ff;">WEST</td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td> </tr> </table> | | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | WEST | | | | | | | | | | | | | |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | |
| | | WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.8.19) plzyk17

reason for change of plzyk2_1 phase: foreign competition

West 1984

once

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|--|----------------------------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|--|--|------|--|--|--|--|--|--|--|--|--|--|--|--|--|
| <p>1984 VII. Product life cycle Primary reason for the change of periods of phase [...] was market launch to product improvement or abandoning of the product <input type="text"/> [1] foreign competition</p> | <p>Further information</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> <table border="1"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td></td><td></td><td style="background-color: #e6f2ff;">WEST</td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td> </tr> </table> | | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | WEST | | | | | | | | | | | | | |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | |
| | | WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.8.20) plzyk18

reason for change of plzyk2_1 phase: legal regulations

West 1984

once

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|---|----------------------------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|--|--|------|--|--|--|--|--|--|--|--|--|--|--|--|--|
| <p>1984 VII. Product life cycle Primary reason for the change of periods of phase [...] was market launch to product improvement or abandoning of the product <input type="text"/> [1] legal regulations</p> | <p>Further information</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> <table border="1" style="width: 100%; text-align: center;"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td></td><td></td><td>WEST</td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td> </tr> </table> | | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | WEST | | | | | | | | | | | | | |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | |
| | | WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

3.9 R&D - strategies

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.9.1) fues1

R&D realised by internal R&D division

West 1985

once

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|---|----------------------------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|--|--|--|------|--|--|--|--|--|--|--|--|--|--|--|--|
| <p>1985 VII. R&D - strategies The necessary R&D for our intermediate-term scheduled innovation activities were executed by internal R&D division <input type="text"/> [1]</p> | <p>Further information</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> <table border="1" style="width: 100%; text-align: center;"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td></td><td></td><td></td><td>WEST</td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td> </tr> </table> | | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | WEST | | | | | | | | | | | | |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | |
| | | | WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.9.2) fues2

R&D realised by central internal R&D institution, domestic

West 1985

once

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|---|----------------------------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|--|--|--|------|--|--|--|--|--|--|--|--|--|--|--|--|
| <p>1985 VII. R&D - strategies The necessary R&D for our intermediate-term scheduled innovation activities were executed by central internal R&D institution <input type="text"/> [1] domestic</p> | <p>Further information</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> <table border="1" style="width: 100%; text-align: center;"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td></td><td></td><td></td><td>WEST</td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td> </tr> </table> | | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | WEST | | | | | | | | | | | | |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | |
| | | | WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.9.3) fues3

R&D realised by central internal R&D institution, foreign

West 1985

once

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|---|----------------------------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|--|--|--|------|--|--|--|--|--|--|--|--|--|--|--|--|
| <p>1985 VII. R&D - strategies The necessary R&D for our intermediate-term scheduled innovation activities were executed by</p> <p style="text-align: center;">central internal R&D institution foreign <input type="checkbox"/> [1]</p> | <p>Further information</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> <table border="1" style="width: 100%; text-align: center;"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;">WEST</td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td> </tr> </table> | | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | WEST | | | | | | | | | | | | |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | |
| | | | WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.9.4) fues4

R&D realised by external domestic R&D institution

West 1985

once

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|---|----------------------------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|--|--|--|------|--|--|--|--|--|--|--|--|--|--|--|--|
| <p>1985 VII. R&D - strategies The necessary R&D for our intermediate-term scheduled innovation activities were executed by</p> <p style="text-align: center;">external R&D institution domestic <input type="checkbox"/> [1]</p> | <p>Further information</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> <table border="1" style="width: 100%; text-align: center;"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;">WEST</td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td> </tr> </table> | | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | WEST | | | | | | | | | | | | |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | |
| | | | WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.9.5) fues5

R&D realised by external foreign R&D institution

West 1985

once

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|---|----------------------------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|--|--|--|------|--|--|--|--|--|--|--|--|--|--|--|--|
| <p>1985 VII. R&D - strategies The necessary R&D for our intermediate-term scheduled innovation activities were executed by</p> <p style="text-align: center;">external R&D institution foreign <input type="checkbox"/> [1]</p> | <p>Further information</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> <table border="1" style="width: 100%; text-align: center;"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;">WEST</td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td> </tr> </table> | | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | WEST | | | | | | | | | | | | |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | |
| | | | WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.9.6) fues6

external R&D institutions are: big research institution

West 1985

once

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|---|----------------------------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|--|--|--|------|--|--|--|--|--|--|--|--|--|--|--|--|
| <p>1985 VII. R&D - strategies If external R&D institutions were utilised, those were</p> <p style="text-align: center;">big research institutions (e.g.: KfK, KfA) <input type="text"/> [1]</p> | <p>Further information</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> <table border="1" style="width: 100%; text-align: center;"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0; color: white;">WEST</td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td> </tr> </table> | | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | WEST | | | | | | | | | | | | |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | |
| | | | WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.9.7) fues7

external R&D institutions are: institutes of universities

West 1985

once

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|---|----------------------------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|--|--|--|------|--|--|--|--|--|--|--|--|--|--|--|--|
| <p>1985 VII. R&D - strategies If external R&D institutions were utilised, those were</p> <p style="text-align: center;">institutes of universities <input type="text"/> [1]</p> | <p>Further information</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> <table border="1" style="width: 100%; text-align: center;"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0; color: white;">WEST</td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td> </tr> </table> | | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | WEST | | | | | | | | | | | | |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | |
| | | | WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.9.8) fues8

external R&D institutions are: institutes of universities of applied science

West 1985

once

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|---|----------------------------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|--|--|--|------|--|--|--|--|--|--|--|--|--|--|--|--|
| <p>1985 VII. R&D - strategies If external R&D institutions were utilised, those were</p> <p style="text-align: center;">institutes of universities of applied science <input type="text"/> [1]</p> | <p>Further information</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> <table border="1" style="width: 100%; text-align: center;"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0; color: white;">WEST</td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td> </tr> </table> | | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | WEST | | | | | | | | | | | | |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | |
| | | | WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.9.9) fues9

external R&D institutions are: institutes of the Fraunhofer Gesellschaft

West 1985

once

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|---|----------------------------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|--|--|--|------|--|--|--|--|--|--|--|--|--|--|--|--|
| <p>1985 VII. R&D - strategies If external R&D institutions were utilised, those were</p> <p style="text-align: center;">institutes of the Fraunhofer Gesellschaft <input type="text"/> [1]</p> | <p>Further information</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> <table border="1"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td></td><td></td><td></td><td style="background-color: #000080; color: white; text-align: center;">WEST</td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td> </tr> </table> | | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | WEST | | | | | | | | | | | | |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | |
| | | | WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.9.10) fues10

external R&D institutions are: other research institutes

West 1985

once

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|---|----------------------------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|--|--|--|------|--|--|--|--|--|--|--|--|--|--|--|--|
| <p>1985 VII. R&D - strategies If external R&D institutions were utilised, those were</p> <p style="text-align: center;">other research institutes (e.g. Battelle) <input type="text"/> [1]</p> | <p>Further information</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> <table border="1"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td></td><td></td><td></td><td style="background-color: #000080; color: white; text-align: center;">WEST</td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td> </tr> </table> | | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | WEST | | | | | | | | | | | | |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | |
| | | | WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.9.11) fues11

external R&D institutions are: foreign research institutes

West 1985

once

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|---|----------------------------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|--|--|--|------|--|--|--|--|--|--|--|--|--|--|--|--|
| <p>1985 VII. R&D - strategies If external R&D institutions were utilised, those were</p> <p style="text-align: center;">foreign research institutes <input type="text"/> [1]</p> | <p>Further information</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> <table border="1"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td></td><td></td><td></td><td style="background-color: #000080; color: white; text-align: center;">WEST</td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td> </tr> </table> | | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | WEST | | | | | | | | | | | | |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | |
| | | | WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.9.12) fues12

no R&D cooperations with other companies

West 1985

once

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|---|----------------------------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|--|--|--|------|--|--|--|--|--|--|--|--|--|--|--|--|
| <p>1985 VII. R&D - strategies Are there any contractual R&D cooperations with other companies? no <input type="checkbox"/> [1]</p> | <p>Further information</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> <table border="1" style="width: 100%; text-align: center;"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;">WEST</td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td> </tr> </table> | | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | WEST | | | | | | | | | | | | |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | |
| | | | WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.9.13) fues13

R&D cooperations with other companies

West 1985

once

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|---|----------------------------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|--|--|--|------|--|--|--|--|--|--|--|--|--|--|--|--|
| <p>1985 VII. R&D - strategies Are there any contractual R&D cooperations with other companies? yes <input type="checkbox"/> [1]</p> | <p>Further information</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> <table border="1" style="width: 100%; text-align: center;"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;">WEST</td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td> </tr> </table> | | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | WEST | | | | | | | | | | | | |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | |
| | | | WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.9.14) fues14

R&D cooperations with other companies with the same range of products

West 1985

once

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|---|----------------------------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|--|--|--|------|--|--|--|--|--|--|--|--|--|--|--|--|
| <p>1985 VII. R&D - strategies Are there any contractual R&D cooperations with other companies? If yes: Are those companies with the same range of products? <input type="checkbox"/> [1]</p> | <p>Further information</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> <table border="1" style="width: 100%; text-align: center;"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;">WEST</td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td> </tr> </table> | | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | WEST | | | | | | | | | | | | |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | |
| | | | WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.9.15) fues15

R&D cooperations with other companies with different range of products

West 1985

once

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|---|----------------------------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|--|--|--|------|--|--|--|--|--|--|--|--|--|--|--|--|
| <p>1985 VII. R&D - strategies Are there any contractual R&D cooperations with other companies? If yes: Are those companies with a different range of products? <input type="text"/> [1]</p> | <p>Further information</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> <table border="1" style="width: 100%; text-align: center;"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td></td><td></td><td></td><td style="background-color: #000080; color: white;">WEST</td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td> </tr> </table> | | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | WEST | | | | | | | | | | | | |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | |
| | | | WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

3.10 Innovation risks

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.10.1) innrisk1

current innovation risks due to plagiarism

West 1985

once

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|---|----------------------------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|--|--|--|------|--|--|--|--|--|--|--|--|--|--|--|--|
| <p>1985 VIII. Innovation risks The success of our innovation is impaired by lack of design protection (plagiarism) yes ^{currently} <input type="text"/> [1]</p> | <p>Further information</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> <table border="1" style="width: 100%; text-align: center;"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td></td><td></td><td></td><td style="background-color: #000080; color: white;">WEST</td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td> </tr> </table> | | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | WEST | | | | | | | | | | | | |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | |
| | | | WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.10.2) innrisk2

current innovation risks due to product liability risks

West 1985

once

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|---|----------------------------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|--|--|--|------|--|--|--|--|--|--|--|--|--|--|--|--|
| <p>1985 VIII. Innovation risks The success of our innovation is impaired by product liability risks yes ^{currently} <input type="text"/> [1]</p> | <p>Further information</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> <table border="1" style="width: 100%; text-align: center;"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td></td><td></td><td></td><td style="background-color: #000080; color: white;">WEST</td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td> </tr> </table> | | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | WEST | | | | | | | | | | | | |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | |
| | | | WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.10.3) innrisk3

no current innovation risks due to plagiarism

West 1985

once

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|---|----------------------------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|--|--|--|------|--|--|--|--|--|--|--|--|--|--|--|--|
| <p>1985 VIII. Innovation risks The success of our innovation is impaired by</p> <p style="text-align: center;">lack of design protection (plagiarism) no <input type="text" value="currently"/> [1]</p> | <p>Further information</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> <table border="1" style="width: 100%; text-align: center;"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;">WEST</td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td> </tr> </table> | | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | WEST | | | | | | | | | | | | |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | |
| | | | WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.10.4) innrisk4

no current innovation risks due to product liability risks

West 1985

once

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|---|----------------------------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|--|--|--|------|--|--|--|--|--|--|--|--|--|--|--|--|
| <p>1985 VIII. Innovation risks The success of our innovation is impaired by</p> <p style="text-align: center;">product liability risks no <input type="text" value="currently"/> [1]</p> | <p>Further information</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> <table border="1" style="width: 100%; text-align: center;"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;">WEST</td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td> </tr> </table> | | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | WEST | | | | | | | | | | | | |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | |
| | | | WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.10.5) innrisk5

innovation risks due to plagiarism in the next 5 years

West 1985

once

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|---|----------------------------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|--|--|--|------|--|--|--|--|--|--|--|--|--|--|--|--|
| <p>1985 VIII. Innovation risks The success of our innovation is impaired by</p> <p style="text-align: center;">lack of design protection (plagiarism) yes <input type="text" value="during the next 5 years"/> [1]</p> | <p>Further information</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> <table border="1" style="width: 100%; text-align: center;"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;">WEST</td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td> </tr> </table> | | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | WEST | | | | | | | | | | | | |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | |
| | | | WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.10.6) **innrisk6**

innovation risks due to product liability risks in the next 5 years

West 1985

once

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|--|----------------------------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|--|--|--|------|--|--|--|--|--|--|--|--|--|--|--|--|
| <p>1985 VIII. Innovation risks The success of our innovation is impaired by</p> <p style="text-align: right;">during the next 5 years</p> <p>product liability risks yes <input type="text"/> [1]</p> | <p>Further information</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> <table border="1"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td></td><td></td><td></td><td style="background-color: #000080; color: white; text-align: center;">WEST</td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td> </tr> </table> | | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | WEST | | | | | | | | | | | | |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | |
| | | | WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.10.7) **innrisk7**

no innovation risks due to plagiarism in the next 5 years

West 1985

once

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|--|----------------------------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|--|--|--|------|--|--|--|--|--|--|--|--|--|--|--|--|
| <p>1985 VIII. Innovation risks The success of our innovation is impaired by</p> <p style="text-align: right;">during the next 5 years</p> <p>lack of design protection (plagiarism) no <input type="text"/> [1]</p> | <p>Further information</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> <table border="1"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td></td><td></td><td></td><td style="background-color: #000080; color: white; text-align: center;">WEST</td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td> </tr> </table> | | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | WEST | | | | | | | | | | | | |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | |
| | | | WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.10.8) **innrisk8**

no innovation risks due to product liability risks in the next 5 years

West 1985

once

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|--|----------------------------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|--|--|--|------|--|--|--|--|--|--|--|--|--|--|--|--|
| <p>1985 VIII. Innovation risks The success of our innovation is impaired by</p> <p style="text-align: right;">during the next 5 years</p> <p>product liability risks no <input type="text"/> [1]</p> | <p>Further information</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> <table border="1"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td></td><td></td><td></td><td style="background-color: #000080; color: white; text-align: center;">WEST</td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td> </tr> </table> | | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | WEST | | | | | | | | | | | | |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | |
| | | | WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

3.11 Sales structure of product innovations

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.11.1) avp1 share of new product in total revenue in % West 1986 once

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|---|----------------------------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|--|--|--|--|------|--|--|--|--|--|--|--|--|--|--|--|
| <p>1986 VI. Sales structure of product innovations Products that were newly taken into the product program since business year 1981 had a share of [...] to the whole sales of the product line in 1986 _____ %</p> | <p>Further information</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> <table border="1" style="width: 100%; text-align: center;"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;">WEST</td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td> </tr> </table> | | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | WEST | | | | | | | | | | | |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | |
| | | | | WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.11.2) avp2 sales of new products in agriculture and forestry West 1986 once

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|---|----------------------------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|--|--|--|--|------|--|--|--|--|--|--|--|--|--|--|--|
| <p>1986 VI. Sales structure of product innovations During the last 5 years the sales of these new products were distributed on average among a) domestic sectors (please tick off the applicable branches within the sector)</p> <p>1 <input type="checkbox"/> [1] agriculture and forestry <input checked="" type="checkbox"/> fishing industry</p> | <p>Further information</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> <table border="1" style="width: 100%; text-align: center;"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;">WEST</td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td> </tr> </table> | | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | WEST | | | | | | | | | | | |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | |
| | | | | WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.11.3) avp3 sales of new products in fishing sector West 1986 once

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|---|----------------------------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|--|--|--|--|------|--|--|--|--|--|--|--|--|--|--|--|
| <p>1986 VI. Sales structure of product innovations During the last 5 years the sales of these new products were distributed on average among a) domestic sectors (please tick off the applicable branches within the sector)</p> <p>1 <input checked="" type="checkbox"/> agriculture and forestry <input type="checkbox"/> [1] fishing industry</p> | <p>Further information</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> <table border="1" style="width: 100%; text-align: center;"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;">WEST</td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td> </tr> </table> | | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | WEST | | | | | | | | | | | |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | |
| | | | | WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|---|----------------------------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|--|--|--|--|------|--|--|--|--|--|--|--|--|--|--|--|
| <p>1986</p> <p>VI. Sales structure of product innovations</p> <p>During the last 5 years the share of sales of these new products were (estimates are sufficient)</p> <p>a) domestic sectors (please tick off the applicable branches within the sector)</p> <p>1 <input type="checkbox"/> agriculture and forestry _____ %</p> <p><input type="checkbox"/> fishing industry _____ %</p> | <p>Further information</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> <table border="1" style="width: 100%; text-align: center;"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td></td><td></td><td></td><td></td><td>WEST</td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td> </tr> </table> | | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | WEST | | | | | | | | | | | |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | |
| | | | | WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.11.5) avp4

sales of new products in energy sector

West 1986

once

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|---|----------------------------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|--|--|--|--|------|--|--|--|--|--|--|--|--|--|--|--|
| <p>1986</p> <p>VI. Sales structure of product innovations</p> <p>During the last 5 years the sales of these new products were distributed on average among</p> <p>a) domestic sectors (please tick off the applicable branches within the sector)</p> <p>2 <input type="checkbox"/> [1] power supply <input checked="" type="checkbox"/> water supply <input checked="" type="checkbox"/> mining</p> | <p>Further information</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> <table border="1"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td></td><td></td><td></td><td></td><td style="background-color: #000080; color: white; text-align: center;">WEST</td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td> </tr> </table> | | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | WEST | | | | | | | | | | | |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | |
| | | | | WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.11.6) avp5

sales of new products in water supply sector

West 1986

once

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|---|----------------------------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|--|--|--|--|------|--|--|--|--|--|--|--|--|--|--|--|
| <p>1986</p> <p>VI. Sales structure of product innovations</p> <p>During the last 5 years the sales of these new products were distributed on average among</p> <p>a) domestic sectors (please tick off the applicable branches within the sector)</p> <p>2 <input checked="" type="checkbox"/> power supply <input type="checkbox"/> [1] water supply <input checked="" type="checkbox"/> mining</p> | <p>Further information</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> <table border="1"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td></td><td></td><td></td><td></td><td style="background-color: #000080; color: white; text-align: center;">WEST</td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td> </tr> </table> | | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | WEST | | | | | | | | | | | |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | |
| | | | | WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.11.7) avp6

sales of new products in mining sector

West 1986

once

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|---|----------------------------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|--|--|--|--|------|--|--|--|--|--|--|--|--|--|--|--|
| <p>1986</p> <p>VI. Sales structure of product innovations</p> <p>During the last 5 years the sales of these new products were distributed on average among</p> <p>a) domestic sectors (please tick off the applicable branches within the sector)</p> <p>2 <input checked="" type="checkbox"/> power supply <input checked="" type="checkbox"/> water supply <input type="checkbox"/> [1] mining</p> | <p>Further information</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> <table border="1"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td></td><td></td><td></td><td></td><td style="background-color: #000080; color: white; text-align: center;">WEST</td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td> </tr> </table> | | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | WEST | | | | | | | | | | | |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | |
| | | | | WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.11.8) avpproz2

share of new products sold to energy sector etc. in total sales of new products

West 1986

once

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|---|----------------------------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|--|--|--|--|------|--|--|--|--|--|--|--|--|--|--|--|
| <p>1986</p> <p>VI. Sales structure of product innovations</p> <p>During the last 5 years the share of sales of these new products were (estimates are sufficient)</p> <p>a) domestic sectors (please tick off the applicable branches within the sector)</p> <p>2 <input checked="" type="checkbox"/> power supply <input checked="" type="checkbox"/> water supply <input checked="" type="checkbox"/> mining _____ %</p> | <p>Further information</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> <table border="1"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td></td><td></td><td></td><td></td><td style="background-color: #000080; color: white; text-align: center;">WEST</td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td> </tr> </table> | | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | WEST | | | | | | | | | | | |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | |
| | | | | WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |



| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.11.9) avp7

sales of new products in chemical industry

West 1986

once

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|---|--|---|----------------------------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|--|--|--|--|------|--|--|--|--|--|--|--|--|--|--|--|
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| | | | | WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.11.10) avp8

sales of new products in oil industry

West 1986

once

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|---|--|---|----------------------------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|--|--|--|--|------|--|--|--|--|--|--|--|--|--|--|--|
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| | | | | WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.11.11) avp9

sales of new products in the rubber industry

West 1986

once

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|---|--|---|----------------------------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|--|--|--|--|------|--|--|--|--|--|--|--|--|--|--|--|
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| | | | | WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.11.12) avp10

sales of new products in plastics industry

West 1986

once

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|---|--|---|----------------------------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|--|--|--|--|------|--|--|--|--|--|--|--|--|--|--|--|
| <p>1986</p> <p>VI. Sales structure of product innovations</p> <p>During the last 5 years the sales of these new products were distributed on average among</p> <p>a) domestic sectors (please tick off the applicable branches within the sector)</p> <p>3</p> <table style="width: 100%;"> <tr> <td style="width: 50%; vertical-align: top;"> <ul style="list-style-type: none"> <input type="checkbox"/> chemical industry <input type="checkbox"/> rubber industry <input type="checkbox"/> glass industry <input type="checkbox"/> stone and earth industry </td> <td style="width: 50%; vertical-align: top;"> <ul style="list-style-type: none"> <input type="checkbox"/> oil industry <input type="checkbox"/> [1] plastics industry <input type="checkbox"/> ceramics industry </td> </tr> </table> | <ul style="list-style-type: none"> <input type="checkbox"/> chemical industry <input type="checkbox"/> rubber industry <input type="checkbox"/> glass industry <input type="checkbox"/> stone and earth industry | <ul style="list-style-type: none"> <input type="checkbox"/> oil industry <input type="checkbox"/> [1] plastics industry <input type="checkbox"/> ceramics industry | <p>Further information</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
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| | | | | WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.11.13) avp11

sales of new products in glass industry

West 1986

once

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|---|--|---|----------------------------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|--|--|--|--|------|--|--|--|--|--|--|--|--|--|--|--|
| <p>1986</p> <p>VI. Sales structure of product innovations</p> <p>During the last 5 years the sales of these new products were distributed on average among</p> <p>a) domestic sectors (please tick off the applicable branches within the sector)</p> <p>3</p> <table style="width: 100%;"> <tr> <td style="width: 50%; vertical-align: top;"> <ul style="list-style-type: none"> <input type="checkbox"/> chemical industry <input type="checkbox"/> rubber industry <input type="checkbox"/> [1] glass industry <input type="checkbox"/> stone and earth industry </td> <td style="width: 50%; vertical-align: top;"> <ul style="list-style-type: none"> <input type="checkbox"/> oil industry <input type="checkbox"/> plastics industry <input type="checkbox"/> ceramics industry </td> </tr> </table> | <ul style="list-style-type: none"> <input type="checkbox"/> chemical industry <input type="checkbox"/> rubber industry <input type="checkbox"/> [1] glass industry <input type="checkbox"/> stone and earth industry | <ul style="list-style-type: none"> <input type="checkbox"/> oil industry <input type="checkbox"/> plastics industry <input type="checkbox"/> ceramics industry | <p>Further information</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
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| | | | | WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.11.14) avp12

sales of new products in the ceramics industry

West 1986

once

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|---|--|---|----------------------------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|--|--|--|--|------|--|--|--|--|--|--|--|--|--|--|--|
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| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | |
| | | | | WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.11.15) avp13

sales of new products in stone and earth industry

West 1986

once

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|--|--|---|----------------------------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|--|--|--|--|------|--|--|--|--|--|--|--|--|--|--|--|
| <p>1986</p> <p>VI. Sales structure of product innovations</p> <p>During the last 5 years the sales of these new products were distributed on average among</p> <p>a) domestic sectors (please tick off the applicable branches within the sector)</p> <p>3</p> <table style="width: 100%;"> <tr> <td style="width: 50%; vertical-align: top;"> <ul style="list-style-type: none"> <input type="checkbox"/> chemical industry <input type="checkbox"/> rubber industry <input type="checkbox"/> glass industry <input type="checkbox"/> [1] stone and earth industry </td> <td style="width: 50%; vertical-align: top;"> <ul style="list-style-type: none"> <input type="checkbox"/> oil industry <input type="checkbox"/> plastics industry <input type="checkbox"/> ceramics industry </td> </tr> </table> | <ul style="list-style-type: none"> <input type="checkbox"/> chemical industry <input type="checkbox"/> rubber industry <input type="checkbox"/> glass industry <input type="checkbox"/> [1] stone and earth industry | <ul style="list-style-type: none"> <input type="checkbox"/> oil industry <input type="checkbox"/> plastics industry <input type="checkbox"/> ceramics industry | <p>Further information</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
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| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | |
| | | | | WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.11.16) avpproz3

share of new products sold to chemical industry etc. in total sales of new products

West 1986

once

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|---|---|----------------|----------------------------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|--|--|--|--|------|--|--|--|--|--|--|--|--|--|--|--|
| <p>1986</p> <p>VI. Sales structure of product innovations</p> <p>During the last 5 years the share of sales of these new products were (estimates are sufficient)</p> <p>a) domestic sectors (please tick off the applicable branches within the sector)</p> <p>3</p> <table style="width: 100%;"> <tr> <td style="width: 50%; vertical-align: top;"> <ul style="list-style-type: none"> <input type="checkbox"/> chemical industry <input type="checkbox"/> oil industry <input type="checkbox"/> rubber industry <input type="checkbox"/> plastics industry <input type="checkbox"/> glass industry <input type="checkbox"/> ceramics industry <input type="checkbox"/> stone and earth industry </td> <td style="width: 50%; vertical-align: top;"> <p>_____ %</p> </td> </tr> </table> | <ul style="list-style-type: none"> <input type="checkbox"/> chemical industry <input type="checkbox"/> oil industry <input type="checkbox"/> rubber industry <input type="checkbox"/> plastics industry <input type="checkbox"/> glass industry <input type="checkbox"/> ceramics industry <input type="checkbox"/> stone and earth industry | <p>_____ %</p> | <p>Further information</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <ul style="list-style-type: none"> <input type="checkbox"/> chemical industry <input type="checkbox"/> oil industry <input type="checkbox"/> rubber industry <input type="checkbox"/> plastics industry <input type="checkbox"/> glass industry <input type="checkbox"/> ceramics industry <input type="checkbox"/> stone and earth industry | <p>_____ %</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> <table border="1" style="width: 100%; text-align: center;"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td></td><td></td><td></td><td></td><td>WEST</td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td> </tr> </table> | | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | WEST | | | | | | | | | | | |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | |
| | | | | WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.11.17) avp14

sales of new products in iron and steel producing industry

West 1986

once

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|---|---|---|----------------------------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|--|--|--|--|------|--|--|--|--|--|--|--|--|--|--|--|
| <p>1986</p> <p>VI. Sales structure of product innovations</p> <p>During the last 5 years the sales of these new products were distributed on average among</p> <p>a) domestic sectors (please tick off the applicable branches within the sector)</p> <p>4</p> <table style="width: 100%;"> <tr> <td style="width: 50%; vertical-align: top;"> <ul style="list-style-type: none"> <input type="checkbox"/> [1] iron and steel producing industry <input type="checkbox"/> foundry industry </td> <td style="width: 50%; vertical-align: top;"> <ul style="list-style-type: none"> <input type="checkbox"/> metal production industry <input type="checkbox"/> drawing plant sector </td> </tr> </table> | <ul style="list-style-type: none"> <input type="checkbox"/> [1] iron and steel producing industry <input type="checkbox"/> foundry industry | <ul style="list-style-type: none"> <input type="checkbox"/> metal production industry <input type="checkbox"/> drawing plant sector | <p>Further information</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <ul style="list-style-type: none"> <input type="checkbox"/> [1] iron and steel producing industry <input type="checkbox"/> foundry industry | <ul style="list-style-type: none"> <input type="checkbox"/> metal production industry <input type="checkbox"/> drawing plant sector | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> <table border="1" style="width: 100%; text-align: center;"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td></td><td></td><td></td><td></td><td>WEST</td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td> </tr> </table> | | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | WEST | | | | | | | | | | | |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | |
| | | | | WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.11.18) avp15

sales of new products in metal production industry

West 1986

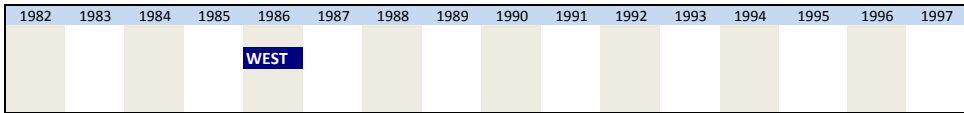
once

Wording of question

| | | | |
|---|--|--|----------------------------|
| <p>1986</p> <p>VI. Sales structure of product innovations</p> <p>During the last 5 years the sales of these new products were distributed on average among</p> <p>a) domestic sectors (please tick off the applicable branches within the sector)</p> <p>4</p> <table style="width: 100%;"> <tr> <td style="width: 50%; vertical-align: top;"> <ul style="list-style-type: none"> <input type="checkbox"/> iron and steel producing industry </td> <td style="width: 50%; vertical-align: top;"> <ul style="list-style-type: none"> <input type="checkbox"/> [1] metal production industry </td> </tr> </table> | <ul style="list-style-type: none"> <input type="checkbox"/> iron and steel producing industry | <ul style="list-style-type: none"> <input type="checkbox"/> [1] metal production industry | <p>Further information</p> |
| <ul style="list-style-type: none"> <input type="checkbox"/> iron and steel producing industry | <ul style="list-style-type: none"> <input type="checkbox"/> [1] metal production industry | | |



Time span of variable



| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.11.19) avp16

sales of new products in foundry industry

West 1986

once

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|---|----------------------------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|--|--|--|--|------|--|--|--|--|--|--|--|--|--|--|--|
| <p>1986</p> <p>VI. Sales structure of product innovations</p> <p>During the last 5 years the sales of these new products were distributed on average among</p> <p>a) domestic sectors (please tick off the applicable branches within the sector)</p> <p>4 <input checked="" type="checkbox"/> iron and steel producing industry <input checked="" type="checkbox"/> metal production industry <input type="checkbox"/> [1] foundry industry <input type="checkbox"/> drawing plant sector</p> | <p>Further information</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> <table border="1" style="width: 100%; text-align: center;"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td></td><td></td><td></td><td></td><td>WEST</td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td> </tr> </table> | | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | WEST | | | | | | | | | | | |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | |
| | | | | WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.11.20) avp17

sales of new products in drawing plant sector

West 1986

once

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|---|----------------------------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|--|--|--|--|------|--|--|--|--|--|--|--|--|--|--|--|
| <p>1986</p> <p>VI. Sales structure of product innovations</p> <p>During the last 5 years the sales of these new products were distributed on average among</p> <p>a) domestic sectors (please tick off the applicable branches within the sector)</p> <p>4 <input checked="" type="checkbox"/> iron and steel producing industry <input checked="" type="checkbox"/> metal production industry <input type="checkbox"/> foundry industry <input type="checkbox"/> [1] drawing plant sector</p> | <p>Further information</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> <table border="1" style="width: 100%; text-align: center;"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td></td><td></td><td></td><td></td><td>WEST</td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td> </tr> </table> | | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | WEST | | | | | | | | | | | |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | |
| | | | | WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.11.21) avproz4

share of new products sold to metal production industry in total sales of new products

West 1986

once

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|--|-----------------------------------|-----------------------------------|---------|------|---------------------------|------|------------------|------|----------------------|----------------------------|------|------|------|------|------|------|------|--|--|--|--|------|--|--|--|--|--|--|--|--|--|--|--|
| <p>1986</p> <p>VI. Sales structure of product innovations</p> <p>During the last 5 years the share of sales of these new products were (estimates are sufficient)</p> <p>a) domestic sectors (please tick off the applicable branches within the sector)</p> <p>4</p> <table style="border: none;"> <tr> <td style="border: 1px solid black; width: 15px; height: 15px; background-color: #cccccc;"></td> <td style="padding-left: 5px;">iron and steel producing industry</td> <td rowspan="4" style="padding-left: 100px; vertical-align: middle;">_____ %</td> </tr> <tr> <td style="border: 1px solid black; width: 15px; height: 15px; background-color: #cccccc;"></td> <td style="padding-left: 5px;">metal production industry</td> </tr> <tr> <td style="border: 1px solid black; width: 15px; height: 15px; background-color: #cccccc;"></td> <td style="padding-left: 5px;">foundry industry</td> </tr> <tr> <td style="border: 1px solid black; width: 15px; height: 15px; background-color: #cccccc;"></td> <td style="padding-left: 5px;">drawing plant sector</td> </tr> </table> | | iron and steel producing industry | _____ % | | metal production industry | | foundry industry | | drawing plant sector | <p>Further information</p> | | | | | | | | | | | | | | | | | | | | | | | |
| | iron and steel producing industry | _____ % | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | metal production industry | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | foundry industry | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | drawing plant sector | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
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| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | |
| | | | | WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.11.22) avp18

sales of new products in steel construction industry

West 1986

once

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|---|---------------------------------|---------------------------------|---|---------------------------|------|---------------------------|------|---|----------------------------|------|------|------|------|------|------|------|------|--|--|--|--|------|--|--|--|--|--|--|--|--|--|--|--|
| <p>1986</p> <p>VI. Sales structure of product innovations</p> <p>During the last 5 years the sales of these new products were distributed on average among</p> <p>a) domestic sectors (please tick off the applicable branches within the sector)</p> <p>5</p> <table style="border: none;"> <tr> <td style="border: 1px solid black; width: 15px; height: 15px; background-color: #cccccc;"></td> <td style="padding-left: 5px;">[1] steel construction industry</td> <td style="padding-left: 20px; border: 1px solid black; width: 15px; height: 15px; background-color: #cccccc;"></td> <td style="padding-left: 5px;">machine building industry</td> </tr> <tr> <td style="border: 1px solid black; width: 15px; height: 15px; background-color: #cccccc;"></td> <td style="padding-left: 5px;">vehicle building industry</td> <td style="border: 1px solid black; width: 15px; height: 15px; background-color: #cccccc;"></td> <td style="padding-left: 5px;">office and data processing equipment-sector</td> </tr> </table> | | [1] steel construction industry | | machine building industry | | vehicle building industry | | office and data processing equipment-sector | <p>Further information</p> | | | | | | | | | | | | | | | | | | | | | | | | |
| | [1] steel construction industry | | machine building industry | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | vehicle building industry | | office and data processing equipment-sector | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> <table border="1" style="width: 100%; text-align: center;"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td style="background-color: #cccccc;"></td><td style="background-color: #cccccc;"></td><td style="background-color: #cccccc;"></td><td style="background-color: #cccccc;"></td><td style="background-color: #cccccc; color: white;">WEST</td><td style="background-color: #cccccc;"></td><td style="background-color: #cccccc;"></td><td style="background-color: #cccccc;"></td><td style="background-color: #cccccc;"></td><td style="background-color: #cccccc;"></td><td style="background-color: #cccccc;"></td><td style="background-color: #cccccc;"></td><td style="background-color: #cccccc;"></td><td style="background-color: #cccccc;"></td><td style="background-color: #cccccc;"></td><td style="background-color: #cccccc;"></td> </tr> </table> | | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | WEST | | | | | | | | | | | |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | |
| | | | | WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.11.23) avp19

sales of new products in machine building industry

West 1986

once

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|---|----------------------------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|--|--|--|--|------|--|--|--|--|--|--|--|--|--|--|--|
| <p>1986 VI. Sales structure of product innovations During the last 5 years the sales of these new products were distributed on average among a) domestic sectors (please tick off the applicable branches within the sector)</p> <p>5 <input checked="" type="checkbox"/> steel construction industry <input type="checkbox"/> [1] machine building industry <input type="checkbox"/> vehicle building industry <input checked="" type="checkbox"/> office and data processing equipment-sector</p> | <p>Further information</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> <table border="1" style="width: 100%; text-align: center;"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td style="background-color: #f2f2f2;"></td><td style="background-color: #f2f2f2;"></td><td style="background-color: #f2f2f2;"></td><td style="background-color: #f2f2f2;"></td><td style="background-color: #f2f2f2;">WEST</td><td style="background-color: #f2f2f2;"></td><td style="background-color: #f2f2f2;"></td><td style="background-color: #f2f2f2;"></td><td style="background-color: #f2f2f2;"></td><td style="background-color: #f2f2f2;"></td><td style="background-color: #f2f2f2;"></td><td style="background-color: #f2f2f2;"></td><td style="background-color: #f2f2f2;"></td><td style="background-color: #f2f2f2;"></td><td style="background-color: #f2f2f2;"></td><td style="background-color: #f2f2f2;"></td> </tr> </table> | | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | WEST | | | | | | | | | | | |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | |
| | | | | WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.11.24) avp20

sales of new products in vehicle building industry

West 1986

once

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|---|----------------------------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|--|--|--|--|------|--|--|--|--|--|--|--|--|--|--|--|
| <p>1986 VI. Sales structure of product innovations During the last 5 years the sales of these new products were distributed on average among a) domestic sectors (please tick off the applicable branches within the sector)</p> <p>5 <input checked="" type="checkbox"/> steel construction industry <input checked="" type="checkbox"/> machine building industry <input type="checkbox"/> [1] vehicle building industry <input checked="" type="checkbox"/> office and data processing equipment-sector</p> | <p>Further information</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> <table border="1" style="width: 100%; text-align: center;"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td style="background-color: #f2f2f2;"></td><td style="background-color: #f2f2f2;"></td><td style="background-color: #f2f2f2;"></td><td style="background-color: #f2f2f2;"></td><td style="background-color: #f2f2f2;">WEST</td><td style="background-color: #f2f2f2;"></td><td style="background-color: #f2f2f2;"></td><td style="background-color: #f2f2f2;"></td><td style="background-color: #f2f2f2;"></td><td style="background-color: #f2f2f2;"></td><td style="background-color: #f2f2f2;"></td><td style="background-color: #f2f2f2;"></td><td style="background-color: #f2f2f2;"></td><td style="background-color: #f2f2f2;"></td><td style="background-color: #f2f2f2;"></td><td style="background-color: #f2f2f2;"></td> </tr> </table> | | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | WEST | | | | | | | | | | | |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | |
| | | | | WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.11.25) avp21

sales of new products in office and data processing equipment-sector

West 1986

once

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|---|----------------------------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|--|--|--|--|------|--|--|--|--|--|--|--|--|--|--|--|
| <p>1986 VI. Sales structure of product innovations During the last 5 years the sales of these new products were distributed on average among a) domestic sectors (please tick off the applicable branches within the sector)</p> <p>5 <input checked="" type="checkbox"/> steel construction industry <input checked="" type="checkbox"/> machine building industry <input checked="" type="checkbox"/> vehicle building industry <input type="checkbox"/> [1] office and data processing equipment-sector</p> | <p>Further information</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> <table border="1" style="width: 100%; text-align: center;"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td style="background-color: #f2f2f2;"></td><td style="background-color: #f2f2f2;"></td><td style="background-color: #f2f2f2;"></td><td style="background-color: #f2f2f2;"></td><td style="background-color: #f2f2f2;">WEST</td><td style="background-color: #f2f2f2;"></td><td style="background-color: #f2f2f2;"></td><td style="background-color: #f2f2f2;"></td><td style="background-color: #f2f2f2;"></td><td style="background-color: #f2f2f2;"></td><td style="background-color: #f2f2f2;"></td><td style="background-color: #f2f2f2;"></td><td style="background-color: #f2f2f2;"></td><td style="background-color: #f2f2f2;"></td><td style="background-color: #f2f2f2;"></td><td style="background-color: #f2f2f2;"></td> </tr> </table> | | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | WEST | | | | | | | | | | | |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | |
| | | | | WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.11.26) avpproz5

share of new products sold to steel construction industry etc. in total sales of new products

West 1986

once

Wording of question

| | |
|---|----------------------------|
| <p>1986 VI. Sales structure of product innovations During the last 5 years the share of sales of these new products were (estimates are sufficient) a) domestic sectors (please tick off the applicable branches within the sector)</p> <p>5 <input checked="" type="checkbox"/> steel construction industry <input checked="" type="checkbox"/> machine building industry <input checked="" type="checkbox"/> vehicle building industry <input checked="" type="checkbox"/> office and data processing equipment-sector _____ %</p> | <p>Further information</p> |
| <p>Time span of variable</p> | |

| | | | | | | | | | | | | | | | |
|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 |
| | | | | WEST | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.11.27) avp22

sales of new products in electrical engineering

West 1986

once

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|---|---------------------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|--|--|--|--|------|--|--|--|--|--|--|--|--|--|--|--|
| <p>1986</p> <p>VI. Sales structure of product innovations</p> <p>During the last 5 years the sales of these new products were distributed on average among</p> <p>a) domestic sectors (please tick off the applicable branches within the sector)</p> <p>6 <input type="checkbox"/> [1] electrical engineering <input type="checkbox"/> fine mechanics, optics, watches sector <input type="checkbox"/> iron (sheet)/ metal goods <input type="checkbox"/> instruments, toys, sports equipment, jewelry sector</p> | Further information | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> <table border="1"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td></td><td></td><td></td><td></td><td style="background-color: #000080; color: white;">WEST</td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td> </tr> </table> | | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | WEST | | | | | | | | | | | |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | |
| | | | | WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.11.28) avp23

sales of new products in fine mechanics, optics, watches sector

West 1986

once

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|---|---------------------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|--|--|--|--|------|--|--|--|--|--|--|--|--|--|--|--|
| <p>1986</p> <p>VI. Sales structure of product innovations</p> <p>During the last 5 years the sales of these new products were distributed on average among</p> <p>a) domestic sectors (please tick off the applicable branches within the sector)</p> <p>6 <input type="checkbox"/> electrical engineering <input type="checkbox"/> [1] fine mechanics, optics, watches sector <input type="checkbox"/> iron (sheet)/ metal goods <input type="checkbox"/> instruments, toys, sports equipment, jewelry sector</p> | Further information | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> <table border="1"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td></td><td></td><td></td><td></td><td style="background-color: #000080; color: white;">WEST</td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td> </tr> </table> | | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | WEST | | | | | | | | | | | |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | |
| | | | | WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.11.29) avp24

sales of new products in iron (sheet)/ metal goods

West 1986

once

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|---|---------------------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|--|--|--|--|------|--|--|--|--|--|--|--|--|--|--|--|
| <p>1986</p> <p>VI. Sales structure of product innovations</p> <p>During the last 5 years the sales of these new products were distributed on average among</p> <p>a) domestic sectors (please tick off the applicable branches within the sector)</p> <p>6 <input type="checkbox"/> electrical engineering <input type="checkbox"/> fine mechanics, optics, watches sector <input type="checkbox"/> [1] iron (sheet)/ metal goods <input type="checkbox"/> instruments, toys, sports equipment, jewelry sector</p> | Further information | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> <table border="1"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td></td><td></td><td></td><td></td><td style="background-color: #000080; color: white;">WEST</td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td> </tr> </table> | | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | WEST | | | | | | | | | | | |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | |
| | | | | WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.11.30) avp25

sales of new products in instruments, toys, sports equipment, jewelry sector

West 1986

once

Wording of question

| | |
|---|----------------------------|
| <p>1986 VI. Sales structure of product innovations During the last 5 years the sales of these new products were distributed on average among a) domestic sectors (please tick off the applicable branches within the sector)</p> <p>6 <input checked="" type="checkbox"/> electrical engineering <input checked="" type="checkbox"/> fine mechanics, optics, watches sector <input checked="" type="checkbox"/> iron (sheet)/ metal goods <input type="checkbox"/> [1] instruments, toys, sports equipment, jewelry sector</p> | <p>Further information</p> |
| <p>Time span of variable</p> | |
| | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.11.31) avpproz6

share of new products sold to electrical engineering industry etc. in total sales of new products

West 1986

once

Wording of question

| | |
|--|----------------------------|
| <p>1986 VI. Sales structure of product innovations During the last 5 years the share of sales of these new products were (estimates are sufficient) a) domestic sectors (please tick off the applicable branches within the sector)</p> <p>6 <input checked="" type="checkbox"/> electrical engineering <input checked="" type="checkbox"/> fine mechanics, optics, watches sector <input checked="" type="checkbox"/> iron (sheet)/ metal goods <input type="checkbox"/> instruments, toys, sports equipment, jewelry sector _____ %</p> | <p>Further information</p> |
| <p>Time span of variable</p> | |
| | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.11.32) avp26

sales of new products in the timber industry

West 1986

once

Wording of question

| | |
|--|----------------------------|
| <p>1986 VI. Sales structure of product innovations During the last 5 years the sales of these new products were distributed on average among a) domestic sectors (please tick off the applicable branches within the sector)</p> <p>7 <input type="checkbox"/> [1] timber industry <input checked="" type="checkbox"/> paper industry <input checked="" type="checkbox"/> printing industry</p> | <p>Further information</p> |
| <p>Time span of variable</p> | |
| | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.11.33) avp27

sales of new products in paper industry

West 1986

once

Wording of question

| | |
|--|----------------------------|
| <p>1986 VI. Sales structure of product innovations During the last 5 years the sales of these new products were distributed on average among a) domestic sectors (please tick off the applicable branches within the sector)</p> <p>7 <input checked="" type="checkbox"/> timber industry <input type="checkbox"/> [1] paper industry <input checked="" type="checkbox"/> printing industry</p> | <p>Further information</p> |
| <p>Time span of variable</p> | |

| | | | | | | | | | | | | | | | |
|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 |
| | | | | WEST | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|--|----------------------------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|--|--|--|--|------|--|--|--|--|--|--|--|--|--|--|--|
| <p>1986</p> <p>VI. Sales structure of product innovations</p> <p>During the last 5 years the sales of these new products were distributed on average among</p> <p>a) domestic sectors (please tick off the applicable branches within the sector)</p> <p>7 <input type="checkbox"/> timber industry <input type="checkbox"/> paper industry <input checked="" type="checkbox"/> [1] printing industry</p> | <p>Further information</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> <table border="1"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td></td><td></td><td></td><td></td><td>WEST</td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td> </tr> </table> | | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | WEST | | | | | | | | | | | |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | |
| | | | | WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.11.35) avpproz7

share of new products sold to timber industry etc. in total sales of new products

West 1986

once

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|---|-------------------|-----------------|---------|---------|------|----------------|------|------|------|-------------------|------|------|----------------------------|------|------|------|------|--|--|--|--|------|--|--|--|--|--|--|--|--|--|--|--|
| <p>1986</p> <p>VI. Sales structure of product innovations</p> <p>During the last 5 years the share of sales of these new products were (estimates are sufficient)</p> <p>a) domestic sectors (please tick off the applicable branches within the sector)</p> <p>7</p> <table style="border: none;"> <tr> <td style="border: 1px solid black; width: 20px; height: 15px; background-color: #cccccc;"></td> <td style="padding-left: 5px;">timber industry</td> <td style="width: 100px;"></td> <td style="border: none;">_____ %</td> </tr> <tr> <td style="border: 1px solid black; width: 20px; height: 15px; background-color: #cccccc;"></td> <td style="padding-left: 5px;">paper industry</td> <td></td> <td></td> </tr> <tr> <td style="border: 1px solid black; width: 20px; height: 15px; background-color: #cccccc;"></td> <td style="padding-left: 5px;">printing industry</td> <td></td> <td></td> </tr> </table> | | timber industry | | _____ % | | paper industry | | | | printing industry | | | <p>Further information</p> | | | | | | | | | | | | | | | | | | | | |
| | timber industry | | _____ % | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | paper industry | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | printing industry | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> <table border="1" style="width: 100%; text-align: center;"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td style="background-color: #cccccc;"></td><td style="background-color: #cccccc;"></td><td style="background-color: #cccccc;"></td><td style="background-color: #cccccc;"></td><td style="background-color: #cccccc; color: white;">WEST</td><td style="background-color: #cccccc;"></td><td style="background-color: #cccccc;"></td><td style="background-color: #cccccc;"></td><td style="background-color: #cccccc;"></td><td style="background-color: #cccccc;"></td><td style="background-color: #cccccc;"></td><td style="background-color: #cccccc;"></td><td style="background-color: #cccccc;"></td><td style="background-color: #cccccc;"></td><td style="background-color: #cccccc;"></td><td style="background-color: #cccccc;"></td> </tr> </table> | | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | WEST | | | | | | | | | | | |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | |
| | | | | WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.11.36) avp29

sales of new products in leather fabrication industry

West 1986

once

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|---|----------------------------------|----------------------------------|------|------------------|------------------|------|-------------------|------|------|------|----------------------------|------|------|------|------|------|------|--|--|--|--|------|--|--|--|--|--|--|--|--|--|--|--|
| <p>1986</p> <p>VI. Sales structure of product innovations</p> <p>During the last 5 years the sales of these new products were distributed on average among</p> <p>a) domestic sectors (please tick off the applicable branches within the sector)</p> <p>8</p> <table style="border: none;"> <tr> <td style="border: 1px solid black; width: 20px; height: 15px; background-color: #cccccc;"></td> <td style="padding-left: 5px;">[1] leather fabrication industry</td> <td style="width: 20px;"></td> <td style="border: 1px solid black; width: 20px; height: 15px; background-color: #cccccc;"></td> <td style="padding-left: 5px;">textile industry</td> </tr> <tr> <td style="border: 1px solid black; width: 20px; height: 15px; background-color: #cccccc;"></td> <td style="padding-left: 5px;">clothing industry</td> <td></td> <td></td> <td></td> </tr> </table> | | [1] leather fabrication industry | | | textile industry | | clothing industry | | | | <p>Further information</p> | | | | | | | | | | | | | | | | | | | | | | |
| | [1] leather fabrication industry | | | textile industry | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | clothing industry | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> <table border="1" style="width: 100%; text-align: center;"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td style="background-color: #cccccc;"></td><td style="background-color: #cccccc;"></td><td style="background-color: #cccccc;"></td><td style="background-color: #cccccc;"></td><td style="background-color: #cccccc; color: white;">WEST</td><td style="background-color: #cccccc;"></td><td style="background-color: #cccccc;"></td><td style="background-color: #cccccc;"></td><td style="background-color: #cccccc;"></td><td style="background-color: #cccccc;"></td><td style="background-color: #cccccc;"></td><td style="background-color: #cccccc;"></td><td style="background-color: #cccccc;"></td><td style="background-color: #cccccc;"></td><td style="background-color: #cccccc;"></td><td style="background-color: #cccccc;"></td> </tr> </table> | | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | WEST | | | | | | | | | | | |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | |
| | | | | WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.11.37) avp30

sales of new products in the textile industry

West 1986

once

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|---|------------------------------|------------------------------|------|----------------------|----------------------|------|-------------------|------|------|------|----------------------------|------|------|------|------|------|------|--|--|--|--|------|--|--|--|--|--|--|--|--|--|--|--|
| <p>1986</p> <p>VI. Sales structure of product innovations</p> <p>During the last 5 years the sales of these new products were distributed on average among</p> <p>a) domestic sectors (please tick off the applicable branches within the sector)</p> <p>8</p> <table style="border: none;"> <tr> <td style="border: 1px solid black; width: 20px; height: 15px; background-color: #cccccc;"></td> <td style="padding-left: 5px;">leather fabrication industry</td> <td style="width: 20px;"></td> <td style="border: 1px solid black; width: 20px; height: 15px;"></td> <td style="padding-left: 5px;">[1] textile industry</td> </tr> <tr> <td style="border: 1px solid black; width: 20px; height: 15px; background-color: #cccccc;"></td> <td style="padding-left: 5px;">clothing industry</td> <td></td> <td></td> <td></td> </tr> </table> | | leather fabrication industry | | | [1] textile industry | | clothing industry | | | | <p>Further information</p> | | | | | | | | | | | | | | | | | | | | | | |
| | leather fabrication industry | | | [1] textile industry | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | clothing industry | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> <table border="1" style="width: 100%; text-align: center;"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td style="background-color: #cccccc;"></td><td style="background-color: #cccccc;"></td><td style="background-color: #cccccc;"></td><td style="background-color: #cccccc;"></td><td style="background-color: #cccccc; color: white;">WEST</td><td style="background-color: #cccccc;"></td><td style="background-color: #cccccc;"></td><td style="background-color: #cccccc;"></td><td style="background-color: #cccccc;"></td><td style="background-color: #cccccc;"></td><td style="background-color: #cccccc;"></td><td style="background-color: #cccccc;"></td><td style="background-color: #cccccc;"></td><td style="background-color: #cccccc;"></td><td style="background-color: #cccccc;"></td><td style="background-color: #cccccc;"></td> </tr> </table> | | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | WEST | | | | | | | | | | | |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | |
| | | | | WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.11.38) avp31

sales of new products in the clothing industry

West 1986

once

Wording of question

| | |
|--|----------------------------|
| <p>1986</p> <p>VI. Sales structure of product innovations</p> <p>During the last 5 years the sales of these new products were distributed on average among</p> <p>a) domestic sectors (please tick off the applicable branches within the sector)</p> <p>8 <input type="checkbox"/> leather fabrication industry <input type="checkbox"/> textile industry <input type="checkbox"/> [1] clothing industry</p> | <p>Further information</p> |
| <p>Time span of variable</p> | |
| | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.11.39) avpproz8

share of new products sold to leather fabrication industry etc. in total sales of new products

West 1986

once

Wording of question

| | |
|--|----------------------------|
| <p>1986</p> <p>VI. Sales structure of product innovations</p> <p>During the last 5 years the share of sales of these new products were (estimates are sufficient)</p> <p>a) domestic sectors (please tick off the applicable branches within the sector)</p> <p>8 <input type="checkbox"/> leather fabrication industry <input type="checkbox"/> textile industry <input type="checkbox"/> clothing industry _____ %</p> | <p>Further information</p> |
| <p>Time span of variable</p> | |
| | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.11.40) avp32

sales of new products in food industry

West 1986

once

Wording of question

| | |
|---|----------------------------|
| <p>1986</p> <p>VI. Sales structure of product innovations</p> <p>During the last 5 years the sales of these new products were distributed on average among</p> <p>a) domestic sectors (please tick off the applicable branches within the sector)</p> <p>9 <input type="checkbox"/> [1] food industry <input type="checkbox"/> tobacco industry <input type="checkbox"/> beverage industry</p> | <p>Further information</p> |
| <p>Time span of variable</p> | |
| | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.11.41) avp33

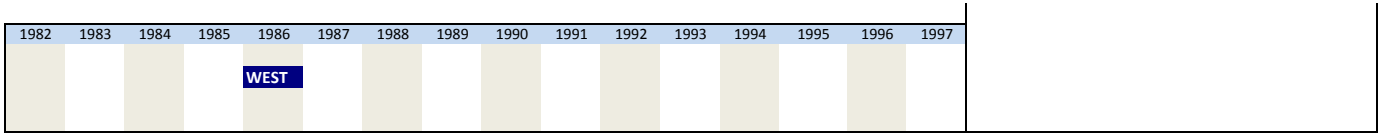
sales of new products in beverage industry

West 1986

once

Wording of question

| | |
|---|----------------------------|
| <p>1986</p> <p>VI. Sales structure of product innovations</p> <p>During the last 5 years the sales of these new products were distributed on average among</p> <p>a) domestic sectors (please tick off the applicable branches within the sector)</p> <p>9 <input type="checkbox"/> food industry <input type="checkbox"/> tobacco industry <input type="checkbox"/> [1] beverage industry</p> | <p>Further information</p> |
| <p>Time span of variable</p> | |



| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.11.42) avp34

sales of new products in tobacco industry

West 1986

once

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|---|----------------------------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|--|--|--|--|------|--|--|--|--|--|--|--|--|--|--|--|
| <p>1986</p> <p>VI. Sales structure of product innovations</p> <p>During the last 5 years the sales of these new products were distributed on average among</p> <p>a) domestic sectors (please tick off the applicable branches within the sector)</p> <p>9 <input checked="" type="checkbox"/> food industry <input type="checkbox"/> beverage industry <input type="checkbox"/> [1] tobacco industry</p> | <p>Further information</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> <table border="1"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td></td><td></td><td></td><td></td><td style="background-color: #d3d3d3;">WEST</td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td> </tr> </table> | | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | WEST | | | | | | | | | | | |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | |
| | | | | WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.11.43) avpproz9

share of new products sold to food industry etc. in total sales of new products

West 1986

once

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|---|----------------------------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|--|--|--|--|------|--|--|--|--|--|--|--|--|--|--|--|
| <p>1986</p> <p>VI. Sales structure of product innovations</p> <p>During the last 5 years the share of sales of these new products were (estimates are sufficient)</p> <p>a) domestic sectors (please tick off the applicable branches within the sector)</p> <p>9 <input checked="" type="checkbox"/> food industry <input checked="" type="checkbox"/> beverage industry <input type="checkbox"/> tobacco industry _____ %</p> | <p>Further information</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> <table border="1"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td></td><td></td><td></td><td></td><td style="background-color: #d3d3d3;">WEST</td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td> </tr> </table> | | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | WEST | | | | | | | | | | | |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | |
| | | | | WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.11.44) avp35

sales of new products in building industry

West 1986

once

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|---|----------------------------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|--|--|--|--|------|--|--|--|--|--|--|--|--|--|--|--|
| <p>1986</p> <p>VI. Sales structure of product innovations</p> <p>During the last 5 years the sales of these new products were distributed on average among</p> <p>a) domestic sectors (please tick off the applicable branches within the sector)</p> <p>10 <input type="checkbox"/> [1] building industry</p> | <p>Further information</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> <table border="1"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td></td><td></td><td></td><td></td><td style="background-color: #d3d3d3;">WEST</td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td> </tr> </table> | | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | WEST | | | | | | | | | | | |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | |
| | | | | WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.11.45) avpproz10

share of new products sold to building industry in total sales of new products

West 1986

once

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|---|----------------------------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|--|--|--|--|------|--|--|--|--|--|--|--|--|--|--|--|
| <p>1986</p> <p>VI. Sales structure of product innovations</p> <p>During the last 5 years the share of sales of these new products were (estimates are sufficient)</p> <p>a) domestic sectors (please tick off the applicable branches within the sector)</p> <p>10 <input checked="" type="checkbox"/> building industry _____ %</p> | <p>Further information</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> <table border="1" style="width: 100%; text-align: center;"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;">WEST</td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td> </tr> </table> | | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | WEST | | | | | | | | | | | |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | |
| | | | | WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.11.46) avp36

sales of new products in commerce

West 1986

once

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|---|----------------------------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|--|--|--|--|------|--|--|--|--|--|--|--|--|--|--|--|
| <p>1986</p> <p>VI. Sales structure of product innovations</p> <p>During the last 5 years the sales of these new products were distributed on average among</p> <p>a) domestic sectors (please tick off the applicable branches within the sector)</p> <p>11 <input type="checkbox"/> [1] commerce <input checked="" type="checkbox"/> transport sector <input checked="" type="checkbox"/> mail service sector</p> | <p>Further information</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> <table border="1" style="width: 100%; text-align: center;"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;">WEST</td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td> </tr> </table> | | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | WEST | | | | | | | | | | | |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | |
| | | | | WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.11.47) avp37

sales of new products in the transport sector

West 1986

once

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|---|---------------------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|--|--|--|--|------|--|--|--|--|--|--|--|--|--|--|--|
| <p>1986 VI. Sales structure of product innovations During the last 5 years the sales of these new products were distributed on average among a) domestic sectors (please tick off the applicable branches within the sector)</p> <p>11 <input checked="" type="checkbox"/> commerce <input type="checkbox"/> [1] transport sector <input checked="" type="checkbox"/> mail service sector</p> | Further information | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> <table border="1" style="width: 100%; text-align: center;"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td style="background-color: #d3d3d3;"></td><td style="background-color: #d3d3d3;"></td><td style="background-color: #d3d3d3;"></td><td style="background-color: #d3d3d3;"></td><td style="background-color: #d3d3d3;">WEST</td><td style="background-color: #d3d3d3;"></td><td style="background-color: #d3d3d3;"></td><td style="background-color: #d3d3d3;"></td><td style="background-color: #d3d3d3;"></td><td style="background-color: #d3d3d3;"></td><td style="background-color: #d3d3d3;"></td><td style="background-color: #d3d3d3;"></td><td style="background-color: #d3d3d3;"></td><td style="background-color: #d3d3d3;"></td><td style="background-color: #d3d3d3;"></td><td style="background-color: #d3d3d3;"></td> </tr> </table> | | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | WEST | | | | | | | | | | | |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | |
| | | | | WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.11.48) avp38

sales of new products in mail service sector

West 1986

once

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|---|---------------------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|--|--|--|--|------|--|--|--|--|--|--|--|--|--|--|--|
| <p>1986 VI. Sales structure of product innovations During the last 5 years the sales of these new products were distributed on average among a) domestic sectors (please tick off the applicable branches within the sector)</p> <p>11 <input checked="" type="checkbox"/> commerce <input checked="" type="checkbox"/> transport sector <input type="checkbox"/> [1] mail service sector</p> | Further information | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> <table border="1" style="width: 100%; text-align: center;"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td style="background-color: #d3d3d3;"></td><td style="background-color: #d3d3d3;"></td><td style="background-color: #d3d3d3;"></td><td style="background-color: #d3d3d3;"></td><td style="background-color: #d3d3d3;">WEST</td><td style="background-color: #d3d3d3;"></td><td style="background-color: #d3d3d3;"></td><td style="background-color: #d3d3d3;"></td><td style="background-color: #d3d3d3;"></td><td style="background-color: #d3d3d3;"></td><td style="background-color: #d3d3d3;"></td><td style="background-color: #d3d3d3;"></td><td style="background-color: #d3d3d3;"></td><td style="background-color: #d3d3d3;"></td><td style="background-color: #d3d3d3;"></td><td style="background-color: #d3d3d3;"></td> </tr> </table> | | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | WEST | | | | | | | | | | | |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | |
| | | | | WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.11.49) avproz11

share of new products sold to commerce etc. in total sales of new products

West 1986

once

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|---|---------------------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|--|--|--|--|------|--|--|--|--|--|--|--|--|--|--|--|
| <p>1986 VI. Sales structure of product innovations During the last 5 years the share of sales of these new products were (estimates are sufficient) a) domestic sectors (please tick off the applicable branches within the sector)</p> <p>11 <input checked="" type="checkbox"/> commerce <input checked="" type="checkbox"/> transport sector <input checked="" type="checkbox"/> mail service sector _____ %</p> | Further information | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> <table border="1" style="width: 100%; text-align: center;"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td style="background-color: #d3d3d3;"></td><td style="background-color: #d3d3d3;"></td><td style="background-color: #d3d3d3;"></td><td style="background-color: #d3d3d3;"></td><td style="background-color: #d3d3d3;">WEST</td><td style="background-color: #d3d3d3;"></td><td style="background-color: #d3d3d3;"></td><td style="background-color: #d3d3d3;"></td><td style="background-color: #d3d3d3;"></td><td style="background-color: #d3d3d3;"></td><td style="background-color: #d3d3d3;"></td><td style="background-color: #d3d3d3;"></td><td style="background-color: #d3d3d3;"></td><td style="background-color: #d3d3d3;"></td><td style="background-color: #d3d3d3;"></td><td style="background-color: #d3d3d3;"></td> </tr> </table> | | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | WEST | | | | | | | | | | | |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | |
| | | | | WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.11.50) avp39

sales of new products in credit sector

West 1986

once

Wording of question

| | |
|---|---------------------|
| <p>1986 VI. Sales structure of product innovations During the last 5 years the sales of these new products were distributed on average among a) domestic sectors (please tick off the applicable branches within the sector)</p> <p>12 <input type="checkbox"/> [1] credit sector <input checked="" type="checkbox"/> insurance industry</p> | Further information |
| <p>Time span of variable</p> | |

| | | | | | | | | | | | | | | | |
|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 |
| | | | | WEST | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.11.51) avp40

sales of new products in insurance industry

West 1986

once

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|---|---------------------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|--|--|--|--|------|--|--|--|--|--|--|--|--|--|--|--|
| <p>1986 VI. Sales structure of product innovations During the last 5 years the sales of these new products were distributed on average among a) domestic sectors (please tick off the applicable branches within the sector)</p> <p>12 <input checked="" type="checkbox"/> credit sector <input type="checkbox"/> [1] insurance industry</p> | Further information | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> <table border="1" style="width: 100%; text-align: center;"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td style="background-color: #d3d3d3;"></td><td style="background-color: #d3d3d3;"></td><td style="background-color: #d3d3d3;"></td><td style="background-color: #d3d3d3;"></td><td style="background-color: #d3d3d3;">WEST</td><td style="background-color: #d3d3d3;"></td><td style="background-color: #d3d3d3;"></td><td style="background-color: #d3d3d3;"></td><td style="background-color: #d3d3d3;"></td><td style="background-color: #d3d3d3;"></td><td style="background-color: #d3d3d3;"></td><td style="background-color: #d3d3d3;"></td><td style="background-color: #d3d3d3;"></td><td style="background-color: #d3d3d3;"></td><td style="background-color: #d3d3d3;"></td><td style="background-color: #d3d3d3;"></td> </tr> </table> | | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | WEST | | | | | | | | | | | |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | |
| | | | | WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.11.52) avpproz12

share of new products sold to credit institutes, insurances in total sales of new products

West 1986

once

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|---|---------------------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|--|--|--|--|------|--|--|--|--|--|--|--|--|--|--|--|
| <p>1986 VI. Sales structure of product innovations During the last 5 years the share of sales of these new products were (estimates are sufficient) a) domestic sectors (please tick off the applicable branches within the sector)</p> <p>12 <input checked="" type="checkbox"/> credit sector _____ % <input checked="" type="checkbox"/> insurance industry</p> | Further information | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> <table border="1" style="width: 100%; text-align: center;"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td style="background-color: #d3d3d3;"></td><td style="background-color: #d3d3d3;"></td><td style="background-color: #d3d3d3;"></td><td style="background-color: #d3d3d3;"></td><td style="background-color: #d3d3d3;">WEST</td><td style="background-color: #d3d3d3;"></td><td style="background-color: #d3d3d3;"></td><td style="background-color: #d3d3d3;"></td><td style="background-color: #d3d3d3;"></td><td style="background-color: #d3d3d3;"></td><td style="background-color: #d3d3d3;"></td><td style="background-color: #d3d3d3;"></td><td style="background-color: #d3d3d3;"></td><td style="background-color: #d3d3d3;"></td><td style="background-color: #d3d3d3;"></td><td style="background-color: #d3d3d3;"></td> </tr> </table> | | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | WEST | | | | | | | | | | | |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | |
| | | | | WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.11.53) avp41

sales of new products in apartment rental sector

West 1986

once

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|---|---------------------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|--|--|--|--|------|--|--|--|--|--|--|--|--|--|--|--|
| <p>1986 VI. Sales structure of product innovations During the last 5 years the sales of these new products were distributed on average among a) domestic sectors (please tick off the applicable branches within the sector)</p> <p>13 <input type="checkbox"/> [1] apartment rental sector <input checked="" type="checkbox"/> hospitality industry</p> | Further information | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> <table border="1" style="width: 100%; text-align: center;"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td style="background-color: #d3d3d3;"></td><td style="background-color: #d3d3d3;"></td><td style="background-color: #d3d3d3;"></td><td style="background-color: #d3d3d3;"></td><td style="background-color: #d3d3d3;">WEST</td><td style="background-color: #d3d3d3;"></td><td style="background-color: #d3d3d3;"></td><td style="background-color: #d3d3d3;"></td><td style="background-color: #d3d3d3;"></td><td style="background-color: #d3d3d3;"></td><td style="background-color: #d3d3d3;"></td><td style="background-color: #d3d3d3;"></td><td style="background-color: #d3d3d3;"></td><td style="background-color: #d3d3d3;"></td><td style="background-color: #d3d3d3;"></td><td style="background-color: #d3d3d3;"></td> </tr> </table> | | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | WEST | | | | | | | | | | | |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | |
| | | | | WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.11.54) avp42

sales of new products in hospitality industry

West 1986

once

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|---|---------------------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|--|--|--|--|------|--|--|--|--|--|--|--|--|--|--|--|
| <p>1986 VI. Sales structure of product innovations During the last 5 years the sales of these new products were distributed on average among a) domestic sectors (please tick off the applicable branches within the sector)</p> <p>13 <input checked="" type="checkbox"/> apartment rental sector <input type="checkbox"/> [1] hospitality industry</p> | Further information | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> <table border="1" style="width: 100%; text-align: center;"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td style="background-color: #d3d3d3;"></td><td style="background-color: #d3d3d3;"></td><td style="background-color: #d3d3d3;"></td><td style="background-color: #d3d3d3;"></td><td style="background-color: #d3d3d3;">WEST</td><td style="background-color: #d3d3d3;"></td><td style="background-color: #d3d3d3;"></td><td style="background-color: #d3d3d3;"></td><td style="background-color: #d3d3d3;"></td><td style="background-color: #d3d3d3;"></td><td style="background-color: #d3d3d3;"></td><td style="background-color: #d3d3d3;"></td><td style="background-color: #d3d3d3;"></td><td style="background-color: #d3d3d3;"></td><td style="background-color: #d3d3d3;"></td><td style="background-color: #d3d3d3;"></td> </tr> </table> | | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | WEST | | | | | | | | | | | |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | |
| | | | | WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |



| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|---|----------------------------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|--|--|--|--|------|--|--|--|--|--|--|--|--|--|--|--|
| <p>1986</p> <p>VI. Sales structure of product innovations</p> <p>During the last 5 years the share of sales of these new products were (estimates are sufficient)</p> <p>a) domestic sectors (please tick off the applicable branches within the sector)</p> <p>12 <input type="checkbox"/> appartment rental sector _____%</p> <p><input type="checkbox"/> hospitality industry _____%</p> | <p>Further information</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> <table border="1" style="width: 100%; text-align: center;"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td></td><td></td><td></td><td></td><td>WEST</td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td> </tr> </table> | | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | WEST | | | | | | | | | | | |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | |
| | | | | WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.11.56 avp43

sales of new products to science, education, art

West 1986

once

Wording of question

| | |
|---|---------------------|
| <p>1986 VI. Sales structure of product innovations During the last 5 years the sales of these new products were distributed on average among a) domestic sectors (please tick off the applicable branches within the sector)</p> <p>14 <input type="text"/> [1] science, education, art</p> | Further information |
| <p>Time span of variable</p> | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.11.57) avpproz14

share of new products sold to science, education, art in total sales of new products

West 1986

once

Wording of question

| | |
|---|---------------------|
| <p>1986 VI. Sales structure of product innovations During the last 5 years the share of sales of these new products were (estimates are sufficient) a) domestic sectors (please tick off the applicable branches within the sector)</p> <p>12 <input type="checkbox"/> science, education, art _____%</p> | Further information |
| <p>Time span of variable</p> | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.11.58 avp44

sales of new products to the state

West 1986

once

Wording of question

| | |
|---|---------------------|
| <p>1986 VI. Sales structure of product innovations During the last 5 years the sales of these new products were distributed on average among a) domestic sectors (please tick off the applicable branches within the sector)</p> <p>15 <input type="text"/> [1] state</p> | Further information |
| <p>Time span of variable</p> | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.11.59) avpproz15

share of new products sold to state in total sales of new products

West 1986

once

Wording of question

| | |
|---|---------------------|
| <p>1986 VI. Sales structure of product innovations During the last 5 years the share of sales of these new products were (estimates are sufficient) a) domestic sectors (please tick off the applicable branches within the sector)</p> <p>12 <input type="checkbox"/> state _____%</p> | Further information |
| <p>Time span of variable</p> | |



| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

| | | | | |
|----------|-------|---|-----------|------|
| 3.11.60) | avp45 | sales of new products to private households | West 1986 | once |
|----------|-------|---|-----------|------|

Wording of question

| <p>1986</p> <p>VI. Sales structure of product innovations</p> <p>During the last 5 years the sales of these new products were distributed on average among</p> <p>a) domestic sectors (please tick off the applicable branches within the sector)</p> <p>16 <input type="checkbox"/> [1] private households</p> | <p>Further information</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|--|----------------------------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|--|--|--|--|------|--|--|--|--|--|--|--|--|--|--|--|
| <p>Time span of variable</p> <table border="1"> <thead> <tr> <th>1982</th> <th>1983</th> <th>1984</th> <th>1985</th> <th>1986</th> <th>1987</th> <th>1988</th> <th>1989</th> <th>1990</th> <th>1991</th> <th>1992</th> <th>1993</th> <th>1994</th> <th>1995</th> <th>1996</th> <th>1997</th> </tr> </thead> <tbody> <tr> <td></td> <td></td> <td></td> <td></td> <td style="background-color: #e6e6e6;">WEST</td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> </tr> </tbody> </table> | | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | WEST | | | | | | | | | | | |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | |
| | | | | WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.11.61) avproz16

share of new products sold to private households in total sales of new products

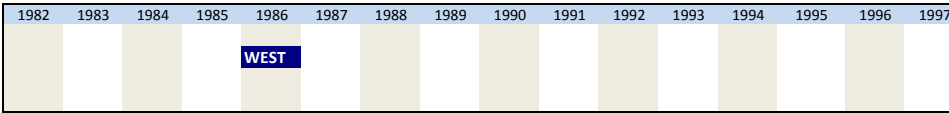
West 1986

once

Wording of question

| | |
|---|----------------------------|
| <p>1986</p> <p>VI. Sales structure of product innovations</p> <p>During the last 5 years the share of sales of these new products were (estimates are sufficient)</p> <p>a) domestic sectors (please tick off the applicable branches within the sector)</p> <p>12 <input checked="" type="checkbox"/> private households _____ %</p> | <p>Further information</p> |
|---|----------------------------|

Time span of variable



| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.11.62) avproz17

share of exportsd new products in total sales of new products

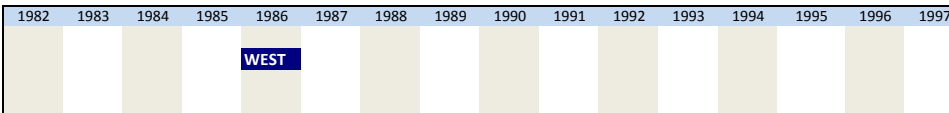
West 1986

once

Wording of question

| | |
|---|----------------------------|
| <p>1986</p> <p>VI. Sales structure of product innovations</p> <p>During the last 5 years the share of sales of these new products were (estimates are sufficient)</p> <p>b) exports _____ %</p> | <p>Further information</p> |
|---|----------------------------|

Time span of variable



3.12 Innovation strategy and European Single Market

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.12.1) ieb1

no changes in product strategy

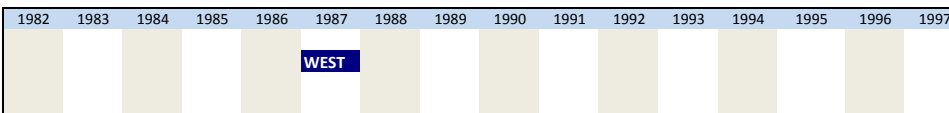
West 1987

once

Wording of question

| | |
|---|----------------------------|
| <p>1987</p> <p>VII. Innovation strategy and European Single Market</p> <p>The realization of the European Single Market in 1992 triggers requirements to adjustment in various functional areas of the companies which may also have effects on the operational innovation strategy.</p> <p>Which of the following statements applies (multiple answers possible)</p> <p>product strategy</p> <p><input type="checkbox"/> [1] No significant changes expected</p> | <p>Further information</p> |
|---|----------------------------|

Time span of variable



| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.12.2) ieb2

more standardised products to reduce unit costs

West 1987

once

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|---|----------------------------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|--|--|--|--|--|------|--|--|--|--|--|--|--|--|--|--|
| <p>1987 VII. Innovation strategy and European Single Market The realization of the European Single Market in 1992 triggers requirements to adjustment in various functional areas of the companies which may also have effects on the operational innovation strategy. Which of the following statements applies (multiple answers possible) product strategy <input type="checkbox"/> [1] More standardised products to reduce unit costs necessary</p> | <p>Further information</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> <table border="1"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td></td><td></td><td></td><td></td><td></td><td style="background-color: #000080; color: white; text-align: center;">WEST</td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td> </tr> </table> | | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | WEST | | | | | | | | | | |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | |
| | | | | | WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.12.3) ieb3

more differentiation within array of products

West 1987

once

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|--|----------------------------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|--|--|--|--|--|------|--|--|--|--|--|--|--|--|--|--|
| <p>1987 VII. Innovation strategy and European Single Market The realization of the European Single Market in 1992 triggers requirements to adjustment in various functional areas of the companies which may also have effects on the operational innovation strategy. Which of the following statements applies (multiple answers possible) product strategy <input type="checkbox"/> [1] More country and customer specific variety of products to differentiate the array of products relative to the competition is necessary</p> | <p>Further information</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> <table border="1"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td></td><td></td><td></td><td></td><td></td><td style="background-color: #000080; color: white; text-align: center;">WEST</td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td> </tr> </table> | | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | WEST | | | | | | | | | | |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | |
| | | | | | WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.12.4) ieb4

no changes in production strategy

West 1987

once

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|---|----------------------------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|--|--|--|--|--|------|--|--|--|--|--|--|--|--|--|--|
| <p>1987 VII. Innovation strategy and European Single Market The realization of the European Single Market in 1992 triggers requirements to adjustment in various functional areas of the companies which may also have effects on the operational innovation strategy. Which of the following statements applies (multiple answers possible) production strategy <input type="checkbox"/> [1] No significant changes expected</p> | <p>Further information</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> <table border="1"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td></td><td></td><td></td><td></td><td></td><td style="background-color: #000080; color: white; text-align: center;">WEST</td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td> </tr> </table> | | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | WEST | | | | | | | | | | |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | |
| | | | | | WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.12.5) ieb5

increase in rationalisation investments

West 1987

once

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|--|----------------------------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|--|--|--|--|--|------|--|--|--|--|--|--|--|--|--|--|
| <p>1987 VII. Innovation strategy and European Single Market The realization of the European Single Market in 1992 triggers requirements to adjustment in various functional areas of the companies which may also have effects on the operational innovation strategy. Which of the following statements applies (multiple answers possible) production strategy <input type="checkbox"/> [1] Increase in rationalisation investments necessary</p> | <p>Further information</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> <table border="1"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td></td><td></td><td></td><td></td><td></td><td style="background-color: #d9ead3;">WEST</td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td> </tr> </table> | | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | WEST | | | | | | | | | | |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | |
| | | | | | WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.12.6) ieb6

expansion of domestic production capacity

West 1987

once

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|--|----------------------------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|--|--|--|--|--|------|--|--|--|--|--|--|--|--|--|--|
| <p>1987 VII. Innovation strategy and European Single Market The realization of the European Single Market in 1992 triggers requirements to adjustment in various functional areas of the companies which may also have effects on the operational innovation strategy. Which of the following statements applies (multiple answers possible) production strategy <input type="checkbox"/> [1] expansion of domestic production capacity necessary</p> | <p>Further information</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> <table border="1"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td></td><td></td><td></td><td></td><td></td><td style="background-color: #d9ead3;">WEST</td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td> </tr> </table> | | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | WEST | | | | | | | | | | |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | |
| | | | | | WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.12.7) ieb7

relocation of production to EC area

West 1987

once

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|--|----------------------------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|--|--|--|--|--|------|--|--|--|--|--|--|--|--|--|--|
| <p>1987 VII. Innovation strategy and European Single Market The realization of the European Single Market in 1992 triggers requirements to adjustment in various functional areas of the companies which may also have effects on the operational innovation strategy. Which of the following statements applies (multiple answers possible) production strategy - partial relocation of production <input type="checkbox"/> [1] to EC area <input type="checkbox"/> to other areas, namely _____</p> | <p>Further information</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> <table border="1"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td></td><td></td><td></td><td></td><td></td><td style="background-color: #d9ead3;">WEST</td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td> </tr> </table> | | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | WEST | | | | | | | | | | |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | |
| | | | | | WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.12.8) ieb8

relocation of production to other areas

West 1987

once

Wording of question

| | |
|--|---|
| <p>1987</p> <p>VII. Innovation strategy and European Single Market</p> <p>The realization of the European Single Market in 1992 triggers requirements to adjustment in various functional areas of the companies which may also have effects on the operational innovation strategy.</p> <p>Which of the following statements applies (multiple answers possible)</p> <p>production strategy</p> <p>- partial relocation of production</p> <p><input type="checkbox"/> to EC area</p> <p><input type="checkbox"/> [1] to other areas, namely _____ *</p> | <p>Further information</p> <p>* Dataset does not contain information about the exact regions where the production was partially relocated</p> |
| <p>Time span of variable</p> | |
| | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.12.9) ieb9

cooperation with other companies from EC

West 1987

once

Wording of question

| | |
|--|----------------------------|
| <p>1987</p> <p>VII. Innovation strategy and European Single Market</p> <p>The realization of the European Single Market in 1992 triggers requirements to adjustment in various functional areas of the companies which may also have effects on the operational innovation strategy.</p> <p>Which of the following statements applies (multiple answers possible)</p> <p>production strategy</p> <p><input type="checkbox"/> [1] Cooperation in production with other companies from the EC area</p> | <p>Further information</p> |
| <p>Time span of variable</p> | |
| | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.12.10) ieb10

no changes in distribution strategy

West 1987

once

Wording of question

| | |
|--|----------------------------|
| <p>1987</p> <p>VII. Innovation strategy and European Single Market</p> <p>The realization of the European Single Market in 1992 triggers requirements to adjustment in various functional areas of the companies which may also have effects on the operational innovation strategy.</p> <p>Which of the following statements applies (multiple answers possible)</p> <p>Distribution strategy</p> <p><input type="checkbox"/> [1] No significant changes expected</p> | <p>Further information</p> |
| <p>Time span of variable</p> | |
| | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.12.11) ieb11

distribution in EC by expansion of internal distribution facilities

West 1987

once

Wording of question

| |
|--|
| <p>1987</p> <p>VII. Innovation strategy and European Single Market</p> <p>The realization of the European Single Market in 1992 triggers requirements to adjustment in various functional areas of the companies which may also have effects on the operational innovation strategy.</p> <p>Which of the following statements applies (multiple answers possible)</p> <p>Distribution strategy</p> <p>- Distribution of products in EC is scheduled via</p> <div style="display: flex; align-items: flex-start;"> <div style="width: 20px; height: 10px; border: 1px solid black; background-color: #d9d9d9; margin-right: 5px;"></div> <p>[1] expansion of internal distribution facilities</p> </div> <div style="display: flex; align-items: flex-start;"> <div style="width: 20px; height: 10px; border: 1px solid black; background-color: #d9d9d9; margin-right: 5px;"></div> <p>distribution systems of cooperating companies in several member states</p> </div> <div style="display: flex; align-items: flex-start;"> <div style="width: 20px; height: 10px; border: 1px solid black; background-color: #d9d9d9; margin-right: 5px;"></div> <p>assignment of institutions outside the own sector (production oriented service companies)</p> </div> |
|--|

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.12.12) ieb12

distribution in EC by distribution systems of cooperating companies

West 1987

once

Wording of question

| |
|--|
| <p>1987</p> <p>VII. Innovation strategy and European Single Market</p> <p>The realization of the European Single Market in 1992 triggers requirements to adjustment in various functional areas of the companies which may also have effects on the operational innovation strategy.</p> <p>Which of the following statements applies (multiple answers possible)</p> <p>Distribution strategy</p> <p>- Distribution of products in EC is scheduled via</p> <div style="display: flex; align-items: flex-start;"> <div style="width: 20px; height: 10px; border: 1px solid black; background-color: #d9d9d9; margin-right: 5px;"></div> <p>expansion of internal distribution facilities</p> </div> <div style="display: flex; align-items: flex-start;"> <div style="width: 20px; height: 10px; border: 1px solid black; background-color: #d9d9d9; margin-right: 5px;"></div> <p>[1] distribution systems of cooperating companies in several member states</p> </div> <div style="display: flex; align-items: flex-start;"> <div style="width: 20px; height: 10px; border: 1px solid black; background-color: #d9d9d9; margin-right: 5px;"></div> <p>assignment of institutions outside the own sector (production oriented service companies)</p> </div> |
|--|

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.12.13) ieb13

distribution in EC by assignment of institutions outside the own sector

West 1987

once

Wording of question

| |
|--|
| <p>1987</p> <p>VII. Innovation strategy and European Single Market</p> <p>The realization of the European Single Market in 1992 triggers requirements to adjustment in various functional areas of the companies which may also have effects on the operational innovation strategy.</p> <p>Which of the following statements applies (multiple answers possible)</p> <p>Distribution strategy</p> <p>- Distribution of products in EC is scheduled via</p> <div style="display: flex; align-items: flex-start;"> <div style="width: 20px; height: 10px; border: 1px solid black; background-color: #d9d9d9; margin-right: 5px;"></div> <p>expansion of internal distribution facilities</p> </div> <div style="display: flex; align-items: flex-start;"> <div style="width: 20px; height: 10px; border: 1px solid black; background-color: #d9d9d9; margin-right: 5px;"></div> <p>distribution systems of cooperating companies in several member states</p> </div> <div style="display: flex; align-items: flex-start;"> <div style="width: 20px; height: 10px; border: 1px solid black; background-color: #d9d9d9; margin-right: 5px;"></div> <p>[1] assignment of institutions outside the own sector (production oriented service companies)</p> </div> |
|--|

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.12.14) ieb14

intensified participation in exhibitions within EC

West 1987

once

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|---|----------------------------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|--|--|--|--|--|------|--|--|--|--|--|--|--|--|--|--|
| <p>1987 VII. Innovation strategy and European Single Market The realization of the European Single Market in 1992 triggers requirements to adjustment in various functional areas of the companies which may also have effects on the operational innovation strategy. Which of the following statements applies (multiple answers possible) Distribution strategy <input type="checkbox"/> [1] intensified participation in exhibitions within EC</p> | <p>Further information</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <table border="1" style="width: 100%; text-align: center;"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td></td><td></td><td></td><td></td><td></td><td style="background-color: #000080; color: white;">WEST</td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td> </tr> </table> | | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | WEST | | | | | | | | | | |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | |
| | | | | | WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.12.15) ieb15

no changes in R&D strategy

West 1987

once

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|--|----------------------------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|--|--|--|--|--|------|--|--|--|--|--|--|--|--|--|--|
| <p>1987 VII. Innovation strategy and European Single Market The realization of the European Single Market in 1992 triggers requirements to adjustment in various functional areas of the companies which may also have effects on the operational innovation strategy. Which of the following statements applies (multiple answers possible) research and development strategy (R&D) <input type="checkbox"/> [1] No significant changes expected</p> | <p>Further information</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <table border="1" style="width: 100%; text-align: center;"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td></td><td></td><td></td><td></td><td></td><td style="background-color: #000080; color: white;">WEST</td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td> </tr> </table> | | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | WEST | | | | | | | | | | |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | |
| | | | | | WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.12.16) ieb16

additional R&D staff to intensify R&D activities

West 1987

once

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|---|----------------------------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|--|--|--|--|--|------|--|--|--|--|--|--|--|--|--|--|
| <p>1987 VII. Innovation strategy and European Single Market The realization of the European Single Market in 1992 triggers requirements to adjustment in various functional areas of the companies which may also have effects on the operational innovation strategy. Which of the following statements applies (multiple answers possible) research and development strategy (R&D) <input type="checkbox"/> [1] additional R&D staff to intensify R&D activities</p> | <p>Further information</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <table border="1" style="width: 100%; text-align: center;"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td></td><td></td><td></td><td></td><td></td><td style="background-color: #000080; color: white;">WEST</td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td> </tr> </table> | | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | WEST | | | | | | | | | | |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | |
| | | | | | WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.12.17) ieb17

R&D coop. with domestic companies/scientific institutions

West 1987

once

Wording of question

| | |
|--|----------------------------|
| <p>1987 VII. Innovation strategy and European Single Market The realization of the European Single Market in 1992 triggers requirements to adjustment in various functional areas of the companies which may also have effects on the operational innovation strategy. Which of the following statements applies (multiple answers possible) research and development strategy (R&D) - R&D cooperations with other companies and scientific institutions:</p> <div style="display: flex; align-items: center;"> <div style="width: 15px; height: 15px; border: 1px solid black; background-color: #d3d3d3; margin-right: 5px;"></div> [1] domestic </div> <div style="display: flex; align-items: center; margin-top: 5px;"> <div style="width: 15px; height: 15px; border: 1px solid black; background-color: #e6e6e6; margin-right: 5px;"></div> from other European country </div> | <p>Further information</p> |
| <p>Time span of variable</p> | |
| | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.12.18) ieb18

R&D coop. with companies/scientific institutions from other European countries

West 1987

once

Wording of question

| | |
|--|----------------------------|
| <p>1987 VII. Innovation strategy and European Single Market The realization of the European Single Market in 1992 triggers requirements to adjustment in various functional areas of the companies which may also have effects on the operational innovation strategy. Which of the following statements applies (multiple answers possible) research and development strategy (R&D) - R&D cooperations with other companies and scientific institutions:</p> <div style="display: flex; align-items: center;"> <div style="width: 15px; height: 15px; border: 1px solid black; background-color: #d3d3d3; margin-right: 5px;"></div> domestic </div> <div style="display: flex; align-items: center; margin-top: 5px;"> <div style="width: 15px; height: 15px; border: 1px solid black; background-color: #e6e6e6; margin-right: 5px;"></div> [1] from other European country </div> | <p>Further information</p> |
| <p>Time span of variable</p> | |
| | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.12.19) ieb19

creation of R&D capacities in other EC-countries

West 1987

once

Wording of question



| | |
|---|----------------------------|
| <p>1987 VII. Innovation strategy and European Single Market The realization of the European Single Market in 1992 triggers requirements to adjustment in various functional areas of the companies which may also have effects on the operational innovation strategy. Which of the following statements applies (multiple answers possible) research and development strategy (R&D)</p> <div style="display: flex; align-items: center; margin-top: 10px;"> <div style="width: 20px; height: 15px; border: 1px solid black; margin-right: 5px;"></div> [1] creation of R&D capacities in other countries </div> | <p>Further information</p> |
| <p>Time span of variable</p> | |
| | |

3.13 Design strategies

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.13.1) ds1 innovation strategy at domestic market: prices as compared to competitors West 1988 once



Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|---|----------------------------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|--|--|--|--|--|--|------|--|--|--|--|--|--|--|--|--|
| <p>1988 VII. Design strategies 1. Compared to our competitors our innovation strategy in the product line XY is characterised</p> <p>- on the domestic market primarily by</p> <ul style="list-style-type: none"> • higher [1] • same [2] • lower [3] <div style="display: flex; justify-content: space-around; align-items: center;"> <div style="text-align: center;"> <p>prices</p>  </div> <div style="text-align: center;"> <p>quality</p>  </div> </div> | <p>Further information</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> <table border="1" style="width: 100%; text-align: center;"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td></td><td></td><td></td><td></td><td></td><td></td><td>WEST</td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td> </tr> </table> | | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | WEST | | | | | | | | | |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | |
| | | | | | | WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.13.2) ds2 innovation strategy at domestic market: quality as compared to competitors West 1988 once



Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|---|----------------------------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|--|--|--|--|--|--|------|--|--|--|--|--|--|--|--|--|
| <p>1988 VII. Design strategies 1. Compared to our competitors our innovation strategy in the product line XY is characterised</p> <p>- on the domestic market primarily by</p> <ul style="list-style-type: none"> • higher [1] • same [2] • lower [3] <div style="display: flex; justify-content: space-around; align-items: center;"> <div style="text-align: center;"> <p>prices</p>  </div> <div style="text-align: center;"> <p>quality</p>  </div> </div> | <p>Further information</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> <table border="1" style="width: 100%; text-align: center;"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td></td><td></td><td></td><td></td><td></td><td></td><td>WEST</td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td> </tr> </table> | | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | WEST | | | | | | | | | |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | |
| | | | | | | WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.13.3) ds3 innovation strategy at foreign markets: prices as compared to competitors West 1988 once

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|---|----------------------------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|--|--|--|--|--|--|------|--|--|--|--|--|--|--|--|--|
| <p>1988 VII. Design strategies 1. Compared to our competitors our innovation strategy in the product line XY is characterised</p> <p>- on foreign markets primarily by</p> <ul style="list-style-type: none"> • higher [1] • same [2] • lower [3] <div style="display: flex; justify-content: space-around; align-items: center;"> <div style="text-align: center;"> <p>prices</p>  </div> <div style="text-align: center;"> <p>quality</p>  </div> </div> | <p>Further information</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> <table border="1" style="width: 100%; text-align: center;"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td></td><td></td><td></td><td></td><td></td><td></td><td>WEST</td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td> </tr> </table> | | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | WEST | | | | | | | | | |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | |
| | | | | | | WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.13.4) ds4

innovation strategy at foreign markets: quality as compared to competitors

West 1988

once

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|---|----------------------------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|--|--|--|--|--|--|------|--|--|--|--|--|--|--|--|--|
| <p>1988 VII. Design strategies 1. Compared to our competitors our innovation strategy in the product line XY is characterised</p> <p>- on foreign markets primarily by</p> <ul style="list-style-type: none"> • higher [1] • same [2] • lower [3] <div style="display: flex; justify-content: space-around; align-items: center;"> <div style="text-align: center;"> <p>prices</p> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> </div> <div style="text-align: center;"> <p>quality</p> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> </div> </div> | <p>Further information</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> <table border="1" style="width: 100%; text-align: center;"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td></td><td></td><td></td><td></td><td></td><td></td><td style="background-color: #d9c8a1;">WEST</td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td> </tr> </table> | | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | WEST | | | | | | | | | |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | |
| | | | | | | WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.13.5) ds5

attitude of customers towards technical innovations

West 1988

once

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|--|----------------------------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|--|--|--|--|--|--|------|--|--|--|--|--|--|--|--|--|
| <p>1988 VII. Design strategies 2. Our evaluation of our customers' attitude towards</p> <p>- technical innovations</p> <div style="display: flex; justify-content: space-around; align-items: center;"> <div style="text-align: center;"> <p>rather open [1]</p> <input type="checkbox"/> </div> <div style="text-align: center;"> <p>eher reserved [2]</p> <input type="checkbox"/> </div> </div> | <p>Further information</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> <table border="1" style="width: 100%; text-align: center;"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td></td><td></td><td></td><td></td><td></td><td></td><td style="background-color: #d9c8a1;">WEST</td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td> </tr> </table> | | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | WEST | | | | | | | | | |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | |
| | | | | | | WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.13.6) ds6

attitude of customers towards technical advancements

West 1988

once

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|--|----------------------------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|--|--|--|--|--|--|------|--|--|--|--|--|--|--|--|--|
| <p>1988 VII. Design strategies 2. Our evaluation of our customers' attitude towards</p> <p>- technical advancements</p> <div style="display: flex; justify-content: space-around; align-items: center;"> <div style="text-align: center;"> <p>rather open [1]</p> <input type="checkbox"/> </div> <div style="text-align: center;"> <p>rather reserved [2]</p> <input type="checkbox"/> </div> </div> | <p>Further information</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> <table border="1" style="width: 100%; text-align: center;"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td></td><td></td><td></td><td></td><td></td><td></td><td style="background-color: #d9c8a1;">WEST</td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td> </tr> </table> | | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | WEST | | | | | | | | | |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | |
| | | | | | | WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.13.7) ds7

attitude of customers towards formal redesigns

West 1988

once

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|--|---------------------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|--|--|--|--|--|--|------|--|--|--|--|--|--|--|--|--|
| <p>1988 VII. Design strategies 2. Our evaluation of our customers' attitude towards</p> <p style="text-align: center;">rather open [1] rather reserved [2]</p> <p style="text-align: center;">- formal redesigns <input type="text"/> <input type="text"/></p> | Further information | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Time span of variable | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <table border="1" style="width: 100%; text-align: center;"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;">WEST</td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td> </tr> </table> | | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | WEST | | | | | | | | | |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | |
| | | | | | | WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.13.8) ds8

attitude of customers towards formal variant developments

West 1988

once

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|--|---------------------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|--|--|--|--|--|--|------|--|--|--|--|--|--|--|--|--|
| <p>1988 VII. Design strategies 2. Our evaluation of our customers' attitude towards</p> <p style="text-align: center;">rather open [1] rather reserved [2]</p> <p style="text-align: center;">- formal variant developments <input type="text"/> <input type="text"/></p> | Further information | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Time span of variable | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <table border="1" style="width: 100%; text-align: center;"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;">WEST</td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td> </tr> </table> | | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | WEST | | | | | | | | | |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | |
| | | | | | | WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.13.9) ds9

current importance of design for marketing

West 1988

once

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|--|---------------------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|--|--|--|--|--|--|------|--|--|--|--|--|--|--|--|--|
| <p>1988 VII. Design strategies 3. For our company's marketing of XY design has</p> <p style="text-align: center;">currently in the future</p> <p style="text-align: center;">- major importance [1] <input type="text"/> <input type="text"/></p> <p style="text-align: center;">- little importance [2] <input type="text"/> <input type="text"/></p> <p style="text-align: center;">- no importance [3] <input type="text"/> <input type="text"/></p> | Further information | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Time span of variable | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <table border="1" style="width: 100%; text-align: center;"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;">WEST</td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td> </tr> </table> | | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | WEST | | | | | | | | | |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | |
| | | | | | | WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.13.10) ds10

future importance of design for marketing

West 1988

once

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|--|---------------------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|--|--|--|--|--|--|------|--|--|--|--|--|--|--|--|--|
| <p>1988 VII. Design strategies 3. For our company's marketing of XY design has</p> <div style="display: flex; justify-content: space-around; align-items: center;"> <div style="text-align: center;"> <p>currently</p> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> </div> <div style="text-align: center;"> <p>in the future</p> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> </div> </div> <p>- major importance [1] - little importance [2] - no importance [3]</p> | Further information | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> <table border="1" style="width: 100%; text-align: center;"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td></td><td></td><td></td><td></td><td></td><td></td><td style="background-color: #d9c7a7;">WEST</td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td> </tr> </table> | | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | WEST | | | | | | | | | |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | |
| | | | | | | WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.13.11) ds11

design activities directed at industrial design

West 1988

once

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|--|---------------------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|--|--|--|--|--|--|------|--|--|--|--|--|--|--|--|--|
| <p>1988 VII. Design strategies 4. In the product line XY our design activities are directed at</p> <div style="display: flex; justify-content: space-around; align-items: center;"> <div style="text-align: center;"> <p>yes [1]</p> <input type="checkbox"/> </div> <div style="text-align: center;"> <p>no [2]</p> <input type="checkbox"/> </div> </div> <p>- Industrial design</p> | Further information | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> <table border="1" style="width: 100%; text-align: center;"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td></td><td></td><td></td><td></td><td></td><td></td><td style="background-color: #d9c7a7;">WEST</td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td> </tr> </table> | | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | WEST | | | | | | | | | |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | |
| | | | | | | WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.13.12) ds12

design activities directed at communicational design

West 1988

once

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|--|---------------------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|--|--|--|--|--|--|------|--|--|--|--|--|--|--|--|--|
| <p>1988 VII. Design strategies 4. In the product line XY our design activities are directed at</p> <div style="display: flex; justify-content: space-around; align-items: center;"> <div style="text-align: center;"> <p>yes [1]</p> <input type="checkbox"/> </div> <div style="text-align: center;"> <p>no [2]</p> <input type="checkbox"/> </div> </div> <p>- communicational design</p> | Further information | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> <table border="1" style="width: 100%; text-align: center;"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td></td><td></td><td></td><td></td><td></td><td></td><td style="background-color: #d9c7a7;">WEST</td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td> </tr> </table> | | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | WEST | | | | | | | | | |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | |
| | | | | | | WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.13.13) ds13

design activities directed at product packaging

West 1988

once

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|--|---------------------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|--|--|--|--|--|--|------|--|--|--|--|--|--|--|--|--|
| <p>1988 VII. Design strategies 4. In the product line XY our design activities are directed at</p> <p style="text-align: center;">- product packaging</p> <p style="text-align: right;">yes [1] no [2] <input type="checkbox"/> <input type="checkbox"/></p> | Further information | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> <table border="1" style="width: 100%; text-align: center;"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td></td><td></td><td></td><td></td><td></td><td></td><td style="background-color: #d9ead3;">WEST</td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td> </tr> </table> | | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | WEST | | | | | | | | | |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | |
| | | | | | | WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.13.14) ds14

design activities directed at other design

West 1988

once

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|--|---------------------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|--|--|--|--|--|--|------|--|--|--|--|--|--|--|--|--|
| <p>1988 VII. Design strategies 4. In the product line XY our design activities are directed at</p> <p style="text-align: center;">- other design</p> <p style="text-align: right;">yes [1] no [2] <input type="checkbox"/> <input type="checkbox"/></p> | Further information | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> <table border="1" style="width: 100%; text-align: center;"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td></td><td></td><td></td><td></td><td></td><td></td><td style="background-color: #d9ead3;">WEST</td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td> </tr> </table> | | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | WEST | | | | | | | | | |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | |
| | | | | | | WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.13.15) ds15

design tasks are solved by designers (internal)

West 1988

once

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|---|---------------------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|--|--|--|--|--|--|------|--|--|--|--|--|--|--|--|--|
| <p>1988 VII. Design strategies 4. In the product line XY our design activities are directed at</p> <p style="text-align: center;">- Industrial design - communicational design - product packaging - other design</p> <p style="text-align: center;">yes no <input type="checkbox"/> <input type="checkbox"/></p> <p>If yes: design tasks are solved</p> <p style="text-align: center;">- company internal • by professional designers</p> <p style="text-align: right;">always [1] occasionally [2] <input type="checkbox"/> <input type="checkbox"/></p> | Further information | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> <table border="1" style="width: 100%; text-align: center;"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td></td><td></td><td></td><td></td><td></td><td></td><td style="background-color: #d9ead3;">WEST</td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td> </tr> </table> | | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | WEST | | | | | | | | | |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | |
| | | | | | | WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.13.16) ds16

design tasks are solved by other employees (internal)

West 1988

once

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|--|----------------------------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|--|--|--|--|--|--|------|--|--|--|--|--|--|--|--|--|
| <p>1988 VII. Design strategies 4. In the product line XY our design activities are directed at</p> <ul style="list-style-type: none"> - Industrial design - communicational design - product packaging - other design <p>If yes: design tasks are solved</p> <ul style="list-style-type: none"> - company internal <ul style="list-style-type: none"> • by other employees | <p>Further information</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> <table border="1" style="width: 100%; text-align: center;"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td></td><td></td><td></td><td></td><td></td><td></td><td style="background-color: #d9ead3;">WEST</td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td> </tr> </table> | | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | WEST | | | | | | | | | |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | |
| | | | | | | WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.13.17) ds17

design tasks are solved by freelance designers (external)

West 1988

once

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|--|----------------------------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|--|--|--|--|--|--|------|--|--|--|--|--|--|--|--|--|
| <p>1988 VII. Design strategies 4. In the product line XY our design activities are directed at</p> <ul style="list-style-type: none"> - Industrial design - communicational design - product packaging - other design <p>If yes: design tasks are solved</p> <ul style="list-style-type: none"> - company external <ul style="list-style-type: none"> • by freelance designers | <p>Further information</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> <table border="1" style="width: 100%; text-align: center;"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td></td><td></td><td></td><td></td><td></td><td></td><td style="background-color: #d9ead3;">WEST</td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td> </tr> </table> | | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | WEST | | | | | | | | | |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | |
| | | | | | | WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.13.18) ds18

design tasks are solved by design agencies (external)

West 1988

once

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|--|----------------------------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|--|--|--|--|--|--|------|--|--|--|--|--|--|--|--|--|
| <p>1988 VII. Design strategies 4. In the product line XY our design activities are directed at</p> <ul style="list-style-type: none"> - Industrial design - communicational design - product packaging - other design <p>If yes: design tasks are solved</p> <ul style="list-style-type: none"> - company external <ul style="list-style-type: none"> • by design agencies | <p>Further information</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> <table border="1" style="width: 100%; text-align: center;"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td></td><td></td><td></td><td></td><td></td><td></td><td style="background-color: #d9ead3;">WEST</td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td> </tr> </table> | | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | WEST | | | | | | | | | |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | |
| | | | | | | WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.13.19) ds19

design tasks are solved by consulting engineers (external)

West 1988

once

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|--|---------------------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|--|--|--|--|--|--|------|--|--|--|--|--|--|--|--|--|--|
| <p>1988 VII. Design strategies 4. In the product line XY our design activities are directed at</p> <ul style="list-style-type: none"> - Industrial design - communicational design - product packaging - other design <p>If yes: design tasks are solved</p> <ul style="list-style-type: none"> - company external <ul style="list-style-type: none"> • by consulting engineers | Further information | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>yes</p> <table style="width: 100px;"> <tr><td style="width: 10px; height: 10px; background-color: #cccccc;"></td></tr> <tr><td style="width: 10px; height: 10px; background-color: #cccccc;"></td></tr> <tr><td style="width: 10px; height: 10px; background-color: #cccccc;"></td></tr> <tr><td style="width: 10px; height: 10px; background-color: #cccccc;"></td></tr> <tr><td style="width: 10px; height: 10px; background-color: #cccccc;"></td></tr> </table> <p>no</p> <table style="width: 100px;"> <tr><td style="width: 10px; height: 10px; background-color: #cccccc;"></td></tr> <tr><td style="width: 10px; height: 10px; background-color: #cccccc;"></td></tr> <tr><td style="width: 10px; height: 10px; background-color: #cccccc;"></td></tr> <tr><td style="width: 10px; height: 10px; background-color: #cccccc;"></td></tr> <tr><td style="width: 10px; height: 10px; background-color: #cccccc;"></td></tr> </table> <p>always [1] occasionally [2]</p> <table style="width: 100px;"> <tr> <td style="width: 50px; height: 20px; border: 1px solid black;"></td> <td style="width: 50px; height: 20px; border: 1px solid black;"></td> </tr> </table> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
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| Time span of variable | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <table style="width: 100%; text-align: center;"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6; color: blue; font-weight: bold;">WEST</td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td> </tr> </table> | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | WEST | | | | | | | | | | |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | |
| | | | | | | WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.13.20) ds20

design tasks are solved by advertising agencies (external)

West 1988

once

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|--|---------------------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|--|--|--|--|--|--|------|--|--|--|--|--|--|--|--|--|--|
| <p>1988 VII. Design strategies 4. In the product line XY our design activities are directed at</p> <ul style="list-style-type: none"> - Industrial design - communicational design - product packaging - other design <p>If yes: design tasks are solved</p> <ul style="list-style-type: none"> - company external <ul style="list-style-type: none"> • by advertising agencies etc. | Further information | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>yes</p> <table style="width: 100px;"> <tr><td style="width: 10px; height: 10px; background-color: #cccccc;"></td></tr> <tr><td style="width: 10px; height: 10px; background-color: #cccccc;"></td></tr> <tr><td style="width: 10px; height: 10px; background-color: #cccccc;"></td></tr> <tr><td style="width: 10px; height: 10px; background-color: #cccccc;"></td></tr> <tr><td style="width: 10px; height: 10px; background-color: #cccccc;"></td></tr> </table> <p>no</p> <table style="width: 100px;"> <tr><td style="width: 10px; height: 10px; background-color: #cccccc;"></td></tr> <tr><td style="width: 10px; height: 10px; background-color: #cccccc;"></td></tr> <tr><td style="width: 10px; height: 10px; background-color: #cccccc;"></td></tr> <tr><td style="width: 10px; height: 10px; background-color: #cccccc;"></td></tr> <tr><td style="width: 10px; height: 10px; background-color: #cccccc;"></td></tr> </table> <p>always [1] occasionally [2]</p> <table style="width: 100px;"> <tr> <td style="width: 50px; height: 20px; border: 1px solid black;"></td> <td style="width: 50px; height: 20px; border: 1px solid black;"></td> </tr> </table> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
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| Time span of variable | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <table style="width: 100%; text-align: center;"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6; color: blue; font-weight: bold;">WEST</td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td> </tr> </table> | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | WEST | | | | | | | | | | |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | |
| | | | | | | WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | |

3.14 Marketing strategies in the '90s

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.14.1) ms90j1

change in sales sit. due to competitors from West Germany

West 1989

once

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|---|------|------|------|---------------------|------|------|------|------|------|------|------|------|------|------|------|------|--|--|--|--|--|--|--|------|--|--|--|--|--|--|--|--|--|
| <p>1989 VIII. Marketing strategies in the '90s In above mentioned product line 1. our sales situation will change due to competitors from - West Germany</p> <p>crucially[1] slightly[2] not at all[3]</p> <table style="width: 100px;"> <tr> <td style="width: 33%; height: 20px; border: 1px solid black;"></td> <td style="width: 33%; height: 20px; border: 1px solid black;"></td> <td style="width: 33%; height: 20px; border: 1px solid black;"></td> </tr> </table> | | | | Further information | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Time span of variable | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <table style="width: 100%; text-align: center;"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6; color: blue; font-weight: bold;">WEST</td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td> </tr> </table> | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | WEST | | | | | | | | | |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | |
| | | | | | | | WEST | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.14.2) ms90j2

change in sales sit. due to competitors from East Germany

West 1989

once

Wording of question

| | | |
|---|--|---------------------|
| 1989 VIII. Marketing strategies in the '90s In above mentioned product line 1. our sales situation will change due to competitors from - East Germany | crucially[1] slightly[2] not at all[3] <input type="text"/> <input type="text"/> <input type="text"/> | Further information |
| Time span of variable | | |
| 1982 1983 1984 1985 1986 1987 1988 1989 1990 1991 1992 1993 1994 1995 1996 1997 <div style="text-align: center; background-color: #000080; color: white; padding: 2px;">WEST</div> | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.14.3) ms90j3

change in sales sit. due to competitors from EC and western Europe

West 1989

once

Wording of question

| | | |
|---|--|---------------------|
| 1989 VIII. Marketing strategies in the '90s In above mentioned product line 1. our sales situation will change due to competitors from - EC and western Europe | crucially[1] slightly[2] not at all[3] <input type="text"/> <input type="text"/> <input type="text"/> | Further information |
| Time span of variable | | |
| 1982 1983 1984 1985 1986 1987 1988 1989 1990 1991 1992 1993 1994 1995 1996 1997 <div style="text-align: center; background-color: #000080; color: white; padding: 2px;">WEST</div> | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.14.4) ms90j4

change in sales sit. due to competitors from eastern Europe

West 1989

once

Wording of question

| | | |
|---|--|---------------------|
| 1989 VIII. Marketing strategies in the '90s In above mentioned product line 1. our sales situation will change due to competitors from - eastern Europe | crucially[1] slightly[2] not at all[3] <input type="text"/> <input type="text"/> <input type="text"/> | Further information |
| Time span of variable | | |
| 1982 1983 1984 1985 1986 1987 1988 1989 1990 1991 1992 1993 1994 1995 1996 1997 <div style="text-align: center; background-color: #000080; color: white; padding: 2px;">WEST</div> | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.14.5) ms90j5

change in sales sit. due to competitors from the US

West 1989

once

Wording of question

| | | |
|---|--|---------------------|
| 1989 VIII. Marketing strategies in the '90s In above mentioned product line 1. our sales situation will change due to competitors from - USA | crucially[1] slightly[2] not at all[3] <input type="text"/> <input type="text"/> <input type="text"/> | Further information |
| Time span of variable | | |
| 1982 1983 1984 1985 1986 1987 1988 1989 1990 1991 1992 1993 1994 1995 1996 1997 <div style="text-align: center; background-color: #000080; color: white; padding: 2px;">WEST</div> | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.14.6) ms90j6

change in sales sit. due to competitors from Japan

West 1989

once

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|--|----------------------------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|--|--|--|--|--|--|--|------|--|--|--|--|--|--|--|--|
| <p>1989 VIII. Marketing strategies in the '90s In above mentioned product line 1. our sales situation will change due to competitors from</p> <p style="text-align: center;">crucially[1] slightly[2] not at all[3]</p> <p style="text-align: center;">- Japan <input type="text"/> <input type="text"/> <input type="text"/></p> | <p>Further information</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <table border="1" style="width: 100%; text-align: center;"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;">WEST</td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td> </tr> </table> | | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | WEST | | | | | | | | |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | |
| | | | | | | | WEST | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.14.7) ms90j7

change in sales sit. due to competitors from emerging econ. in Southeast Asia

West 1989

once

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|--|----------------------------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|--|--|--|--|--|--|--|------|--|--|--|--|--|--|--|--|
| <p>1989 VIII. Marketing strategies in the '90s In above mentioned product line 1. our sales situation will change due to competitors from</p> <p style="text-align: center;">crucially[1] slightly[2] not at all[3]</p> <p style="text-align: center;">- emerging economies in Southeast Asia <input type="text"/> <input type="text"/> <input type="text"/></p> | <p>Further information</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <table border="1" style="width: 100%; text-align: center;"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;">WEST</td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td> </tr> </table> | | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | WEST | | | | | | | | |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | |
| | | | | | | | WEST | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.14.8) ms90j8

necessary reaction to competitors: low prices

West 1989

once

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|--|----------------------------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|--|--|--|--|--|--|--|------|--|--|--|--|--|--|--|--|
| <p>1989 VIII. Marketing strategies in the '90s In above mentioned product line 2. Our sales or marketing policy has to react to</p> <p style="text-align: center;">crucially[1] slightly[2] not at all[3]</p> <p style="text-align: center;">- the competitors with regards to</p> <p style="text-align: center;">• lower prices <input type="text"/> <input type="text"/> <input type="text"/></p> | <p>Further information</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <table border="1" style="width: 100%; text-align: center;"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;">WEST</td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td> </tr> </table> | | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | WEST | | | | | | | | |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | |
| | | | | | | | WEST | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.14.9) ms90j9

necessary reaction to competitors: higher product quality

West 1989

once

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|--|----------------------------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|--|--|--|--|--|--|--|------|--|--|--|--|--|--|--|--|
| <p>1989</p> <p>VIII. Marketing strategies in the '90s In above mentioned product line 2. Our sales or marketing policy has to react to</p> <p style="margin-left: 20px;">- the competitors with regards to</p> <p style="margin-left: 40px;">crucially[1] slightly[2] not at all[3]</p> <p style="margin-left: 20px;">• higher product quality</p> <div style="display: flex; justify-content: space-around; margin-left: 40px;"> <input type="text"/> <input type="text"/> <input type="text"/> </div> | <p>Further information</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <table border="1" style="width: 100%; text-align: center; border-collapse: collapse;"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0; color: white; font-weight: bold;">WEST</td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td> </tr> </table> | | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | WEST | | | | | | | | |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | |
| | | | | | | | WEST | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.14.10) ms90j10

necessary reaction to competitors: product innovations

West 1989

once

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|--|----------------------------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|--|--|--|--|--|--|--|------|--|--|--|--|--|--|--|--|
| <p>1989</p> <p>VIII. Marketing strategies in the '90s In above mentioned product line 2. Our sales or marketing policy has to react to</p> <p style="margin-left: 20px;">- the competitors with regards to</p> <p style="margin-left: 40px;">crucially[1] slightly[2] not at all[3]</p> <p style="margin-left: 20px;">• product innovations</p> <div style="display: flex; justify-content: space-around; margin-left: 40px;"> <input type="text"/> <input type="text"/> <input type="text"/> </div> | <p>Further information</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <table border="1" style="width: 100%; text-align: center; border-collapse: collapse;"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0; color: white; font-weight: bold;">WEST</td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td> </tr> </table> | | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | WEST | | | | | | | | |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | |
| | | | | | | | WEST | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.14.11) ms90j11

necessary reaction to competitors: services

West 1989

once

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|--|----------------------------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|--|--|--|--|--|--|--|------|--|--|--|--|--|--|--|--|
| <p>1989</p> <p>VIII. Marketing strategies in the '90s In above mentioned product line 2. Our sales or marketing policy has to react to</p> <p style="margin-left: 20px;">- the competitors with regards to</p> <p style="margin-left: 40px;">crucially[1] slightly[2] not at all[3]</p> <p style="margin-left: 20px;">• services</p> <div style="display: flex; justify-content: space-around; margin-left: 40px;"> <input type="text"/> <input type="text"/> <input type="text"/> </div> | <p>Further information</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <table border="1" style="width: 100%; text-align: center; border-collapse: collapse;"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0; color: white; font-weight: bold;">WEST</td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td> </tr> </table> | | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | WEST | | | | | | | | |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | |
| | | | | | | | WEST | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.14.12) ms90j12

necessary reaction to competitors: distribution channel strategies

West 1989

once

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|--|----------------------------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|--|--|--|--|--|--|--|------|--|--|--|--|--|--|--|--|
| <p>1989</p> <p>VIII. Marketing strategies in the '90s In above mentioned product line 2. Our sales or marketing policy has to react to</p> <p style="margin-left: 20px;">- the competitors with regards to</p> <p style="margin-left: 40px;">crucially[1] slightly[2] not at all[3]</p> <p style="margin-left: 20px;">• distribution channel strategies</p> <p style="margin-left: 40px;"> <input type="text"/> <input type="text"/> <input type="text"/> </p> | <p>Further information</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <table border="1" style="width: 100%; text-align: center;"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0; color: white;">WEST</td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td> </tr> </table> | | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | WEST | | | | | | | | |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | |
| | | | | | | | WEST | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.14.13) ms90j13

necessary reaction to competitors: advertisement/sales promotion

West 1989

once

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|--|----------------------------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|--|--|--|--|--|--|--|------|--|--|--|--|--|--|--|--|
| <p>1989</p> <p>VIII. Marketing strategies in the '90s In above mentioned product line 2. Our sales or marketing policy has to react to</p> <p style="margin-left: 20px;">- the competitors with regards to</p> <p style="margin-left: 40px;">crucially[1] slightly[2] not at all[3]</p> <p style="margin-left: 20px;">• advertisement/sales promotion</p> <p style="margin-left: 40px;"> <input type="text"/> <input type="text"/> <input type="text"/> </p> | <p>Further information</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <table border="1" style="width: 100%; text-align: center;"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0; color: white;">WEST</td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td> </tr> </table> | | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | WEST | | | | | | | | |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | |
| | | | | | | | WEST | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.14.14) ms90j14

necessary reaction to competitors: market power

West 1989

once

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|--|----------------------------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|--|--|--|--|--|--|--|------|--|--|--|--|--|--|--|--|
| <p>1989</p> <p>VIII. Marketing strategies in the '90s In above mentioned product line 2. Our sales or marketing policy has to react to</p> <p style="margin-left: 20px;">- the competitors with regards to</p> <p style="margin-left: 40px;">crucially[1] slightly[2] not at all[3]</p> <p style="margin-left: 20px;">• market power</p> <p style="margin-left: 40px;"> <input type="text"/> <input type="text"/> <input type="text"/> </p> | <p>Further information</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <table border="1" style="width: 100%; text-align: center;"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0; color: white;">WEST</td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td> </tr> </table> | | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | WEST | | | | | | | | |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | |
| | | | | | | | WEST | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.14.15) ms90j15

necessary reaction to competitors: world market orientation

West 1989

once

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|---|----------------------------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|--|--|--|--|--|--|--|------|--|--|--|--|--|--|--|--|
| <p>1989</p> <p>VIII. Marketing strategies in the '90s In above mentioned product line 2. Our sales or marketing policy has to react to</p> <p style="margin-left: 20px;">- the competitors with regards to</p> <p style="margin-left: 40px;">crucially[1] slightly[2] not at all[3]</p> <p style="margin-left: 20px;">• world market orientation</p> <div style="display: flex; justify-content: space-around; margin-left: 40px;"> <input type="text"/> <input type="text"/> <input type="text"/> </div> | <p>Further information</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> <table border="1" style="width: 100%; text-align: center; border-collapse: collapse;"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0; color: white;">WEST</td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td> </tr> </table> | | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | WEST | | | | | | | | |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | |
| | | | | | | | WEST | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.14.16) ms90j16

necessary reaction to demand: market saturation

West 1989

once

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|---|----------------------------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|--|--|--|--|--|--|--|------|--|--|--|--|--|--|--|--|
| <p>1989</p> <p>VIII. Marketing strategies in the '90s In above mentioned product line 2. Our sales or marketing policy has to react to</p> <p style="margin-left: 20px;">- the demand with regards to</p> <p style="margin-left: 40px;">crucially[1] slightly[2] not at all[3]</p> <p style="margin-left: 20px;">• market saturation</p> <div style="display: flex; justify-content: space-around; margin-left: 40px;"> <input type="text"/> <input type="text"/> <input type="text"/> </div> | <p>Further information</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> <table border="1" style="width: 100%; text-align: center; border-collapse: collapse;"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0; color: white;">WEST</td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td> </tr> </table> | | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | WEST | | | | | | | | |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | |
| | | | | | | | WEST | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.14.17) ms90j17

necessary reaction to demand: differentiation/ individualisation

West 1989

once

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|---|----------------------------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|--|--|--|--|--|--|--|------|--|--|--|--|--|--|--|--|
| <p>1989</p> <p>VIII. Marketing strategies in the '90s In above mentioned product line 2. Our sales or marketing policy has to react to</p> <p style="margin-left: 20px;">- the demand with regards to</p> <p style="margin-left: 40px;">crucially[1] slightly[2] not at all[3]</p> <p style="margin-left: 20px;">• differentiation/ individualisation</p> <div style="display: flex; justify-content: space-around; margin-left: 40px;"> <input type="text"/> <input type="text"/> <input type="text"/> </div> | <p>Further information</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> <table border="1" style="width: 100%; text-align: center; border-collapse: collapse;"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0; color: white;">WEST</td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td> </tr> </table> | | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | WEST | | | | | | | | |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | |
| | | | | | | | WEST | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.14.18) ms90j18

necessary reaction to demand: security risks

West 1989

once

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|--|----------------------------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|--|--|--|--|--|--|--|------|--|--|--|--|--|--|--|--|
| <p>1989</p> <p>VIII. Marketing strategies in the '90s In above mentioned product line 2. Our sales or marketing policy has to react to</p> <p style="text-align: center;">- the demand with regards to crucially[1] slightly[2] not at all[3]</p> <p style="text-align: center;">• security risks <input type="text"/> <input type="text"/> <input type="text"/></p> | <p>Further information</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <table border="1" style="width: 100%; text-align: center;"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;">WEST</td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td> </tr> </table> | | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | WEST | | | | | | | | |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | |
| | | | | | | | WEST | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.14.19) ms90j19

necessary reaction to demand: pollution of environment

West 1989

once

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|--|----------------------------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|--|--|--|--|--|--|--|------|--|--|--|--|--|--|--|--|
| <p>1989</p> <p>VIII. Marketing strategies in the '90s In above mentioned product line 2. Our sales or marketing policy has to react to</p> <p style="text-align: center;">- the demand with regards to crucially[1] slightly[2] not at all[3]</p> <p style="text-align: center;">• pollution of environment <input type="text"/> <input type="text"/> <input type="text"/></p> | <p>Further information</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <table border="1" style="width: 100%; text-align: center;"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;">WEST</td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td> </tr> </table> | | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | WEST | | | | | | | | |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | |
| | | | | | | | WEST | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.14.20) ms90j20

necessary reaction to demand: age structure of population

West 1989

once

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|--|----------------------------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|--|--|--|--|--|--|--|------|--|--|--|--|--|--|--|--|
| <p>1989</p> <p>VIII. Marketing strategies in the '90s In above mentioned product line 2. Our sales or marketing policy has to react to</p> <p style="text-align: center;">- the demand with regards to crucially[1] slightly[2] not at all[3]</p> <p style="text-align: center;">• age structure of population <input type="text"/> <input type="text"/> <input type="text"/></p> | <p>Further information</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <table border="1" style="width: 100%; text-align: center;"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;">WEST</td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td> </tr> </table> | | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | WEST | | | | | | | | |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | |
| | | | | | | | WEST | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.14.21) ms90j21

necessary reaction to demand: demand concentration

West 1989

once

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|---|----------------------------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|--|--|--|--|--|--|--|------|--|--|--|--|--|--|--|--|
| <p>1989</p> <p>VIII. Marketing strategies in the '90s In above mentioned product line 2. Our sales or marketing policy has to react to</p> <p style="margin-left: 40px;">- the demand with regards to</p> <p style="margin-left: 80px;">crucially[1] slightly[2] not at all[3]</p> <p style="margin-left: 40px;">• demand concentration</p> <div style="display: flex; justify-content: space-around; margin-top: 10px;"> <input style="width: 40px; height: 20px;" type="text"/> <input style="width: 40px; height: 20px;" type="text"/> <input style="width: 40px; height: 20px;" type="text"/> </div> | <p>Further information</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <table border="1" style="width: 100%; text-align: center; border-collapse: collapse;"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td style="background-color: #f2f2f2;"></td><td style="background-color: #f2f2f2;"></td><td style="background-color: #f2f2f2;"></td><td style="background-color: #f2f2f2;"></td><td style="background-color: #f2f2f2;"></td><td style="background-color: #f2f2f2;"></td><td style="background-color: #f2f2f2;"></td><td style="background-color: #000080; color: white;">WEST</td><td style="background-color: #f2f2f2;"></td><td style="background-color: #f2f2f2;"></td><td style="background-color: #f2f2f2;"></td><td style="background-color: #f2f2f2;"></td><td style="background-color: #f2f2f2;"></td><td style="background-color: #f2f2f2;"></td><td style="background-color: #f2f2f2;"></td><td style="background-color: #f2f2f2;"></td> </tr> </table> | | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | WEST | | | | | | | | |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | |
| | | | | | | | WEST | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.14.22) ms90j22

necessary reaction to demand: sales market East Germany

West 1989

once

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|---|----------------------------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|--|--|--|--|--|--|--|------|--|--|--|--|--|--|--|--|
| <p>1989</p> <p>VIII. Marketing strategies in the '90s In above mentioned product line 2. Our sales or marketing policy has to react to</p> <p style="margin-left: 40px;">- the demand with regards to</p> <p style="margin-left: 80px;">crucially[1] slightly[2] not at all[3]</p> <p style="margin-left: 40px;">• sales market East Germany</p> <div style="display: flex; justify-content: space-around; margin-top: 10px;"> <input style="width: 40px; height: 20px;" type="text"/> <input style="width: 40px; height: 20px;" type="text"/> <input style="width: 40px; height: 20px;" type="text"/> </div> | <p>Further information</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <table border="1" style="width: 100%; text-align: center; border-collapse: collapse;"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td style="background-color: #f2f2f2;"></td><td style="background-color: #f2f2f2;"></td><td style="background-color: #f2f2f2;"></td><td style="background-color: #f2f2f2;"></td><td style="background-color: #f2f2f2;"></td><td style="background-color: #f2f2f2;"></td><td style="background-color: #f2f2f2;"></td><td style="background-color: #000080; color: white;">WEST</td><td style="background-color: #f2f2f2;"></td><td style="background-color: #f2f2f2;"></td><td style="background-color: #f2f2f2;"></td><td style="background-color: #f2f2f2;"></td><td style="background-color: #f2f2f2;"></td><td style="background-color: #f2f2f2;"></td><td style="background-color: #f2f2f2;"></td><td style="background-color: #f2f2f2;"></td> </tr> </table> | | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | WEST | | | | | | | | |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | |
| | | | | | | | WEST | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.14.23) ms90j23

necessary reaction to demand: sales market eastern Europe

West 1989

once

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|---|----------------------------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|--|--|--|--|--|--|--|------|--|--|--|--|--|--|--|--|
| <p>1989</p> <p>VIII. Marketing strategies in the '90s In above mentioned product line 2. Our sales or marketing policy has to react to</p> <p style="margin-left: 40px;">- the demand with regards to</p> <p style="margin-left: 80px;">crucially[1] slightly[2] not at all[3]</p> <p style="margin-left: 40px;">• sales market eastern Europe</p> <div style="display: flex; justify-content: space-around; margin-top: 10px;"> <input style="width: 40px; height: 20px;" type="text"/> <input style="width: 40px; height: 20px;" type="text"/> <input style="width: 40px; height: 20px;" type="text"/> </div> | <p>Further information</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <table border="1" style="width: 100%; text-align: center; border-collapse: collapse;"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td style="background-color: #f2f2f2;"></td><td style="background-color: #f2f2f2;"></td><td style="background-color: #f2f2f2;"></td><td style="background-color: #f2f2f2;"></td><td style="background-color: #f2f2f2;"></td><td style="background-color: #f2f2f2;"></td><td style="background-color: #f2f2f2;"></td><td style="background-color: #000080; color: white;">WEST</td><td style="background-color: #f2f2f2;"></td><td style="background-color: #f2f2f2;"></td><td style="background-color: #f2f2f2;"></td><td style="background-color: #f2f2f2;"></td><td style="background-color: #f2f2f2;"></td><td style="background-color: #f2f2f2;"></td><td style="background-color: #f2f2f2;"></td><td style="background-color: #f2f2f2;"></td> </tr> </table> | | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | WEST | | | | | | | | |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | |
| | | | | | | | WEST | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.14.24) ms90j24

change of sales strategy in: distribution/sales channels

West 1989

once

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|--|----------------------------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|--|--|--|--|--|--|--|------|--|--|--|--|--|--|--|--|
| <p>1989</p> <p>VIII. Marketing strategies in the '90s</p> <p>In above mentioned product line</p> <p>3. , due to above mentioned reasons, the sales or marketing strategy is changed in</p> <p style="text-align: center;"> crucially[1] slightly[2] not at all[3] </p> <p>• distribution/sales channels</p> <p style="text-align: center;"> <input type="text"/> <input type="text"/> <input type="text"/> </p> | <p>Further information</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <table border="1" style="width: 100%; text-align: center;"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;">WEST</td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td> </tr> </table> | | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | WEST | | | | | | | | |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | |
| | | | | | | | WEST | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.14.25) ms90j25

change of sales strategy in: product/programm policy

West 1989

once

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|--|----------------------------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|--|--|--|--|--|--|--|------|--|--|--|--|--|--|--|--|
| <p>1989</p> <p>VIII. Marketing strategies in the '90s</p> <p>In above mentioned product line</p> <p>3. , due to above mentioned reasons, the sales or marketing strategy is changed in</p> <p style="text-align: center;"> crucially[1] slightly[2] not at all[3] </p> <p>• product/programm policy</p> <p style="text-align: center;"> <input type="text"/> <input type="text"/> <input type="text"/> </p> | <p>Further information</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <table border="1" style="width: 100%; text-align: center;"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;">WEST</td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td> </tr> </table> | | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | WEST | | | | | | | | |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | |
| | | | | | | | WEST | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.14.26) ms90j26

change of sales strategy in: price/ conditions policy

West 1989

once

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|--|----------------------------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|--|--|--|--|--|--|--|------|--|--|--|--|--|--|--|--|
| <p>1989</p> <p>VIII. Marketing strategies in the '90s</p> <p>In above mentioned product line</p> <p>3. , due to above mentioned reasons, the sales or marketing strategy is changed in</p> <p style="text-align: center;"> crucially[1] slightly[2] not at all[3] </p> <p>• price/ conditions policy</p> <p style="text-align: center;"> <input type="text"/> <input type="text"/> <input type="text"/> </p> | <p>Further information</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <table border="1" style="width: 100%; text-align: center;"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;">WEST</td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td> </tr> </table> | | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | WEST | | | | | | | | |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | |
| | | | | | | | WEST | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.14.27) ms90j27

change of sales strategy in: advertisement/ sales promotion

West 1989

once

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|--|----------------------------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|--|--|--|--|--|--|--|------|--|--|--|--|--|--|--|--|
| <p>1989</p> <p>VIII. Marketing strategies in the '90s</p> <p>In above mentioned product line</p> <p>3. , due to above mentioned reasons, the sales or marketing strategy is changed in</p> <p style="text-align: center;"> crucially[1] slightly[2] not at all[3] </p> <p>• advertisement/ sales promotion</p> <div style="display: flex; justify-content: space-around; margin-top: 10px;"> <input type="text"/> <input type="text"/> <input type="text"/> </div> | <p>Further information</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <table border="1" style="width: 100%; text-align: center;"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td style="background-color: #e6f2ff;"></td><td style="background-color: #e6f2ff;"></td><td style="background-color: #e6f2ff;"></td><td style="background-color: #e6f2ff;"></td><td style="background-color: #e6f2ff;"></td><td style="background-color: #e6f2ff;"></td><td style="background-color: #e6f2ff;"></td><td style="background-color: #e6f2ff;">WEST</td><td style="background-color: #e6f2ff;"></td><td style="background-color: #e6f2ff;"></td><td style="background-color: #e6f2ff;"></td><td style="background-color: #e6f2ff;"></td><td style="background-color: #e6f2ff;"></td><td style="background-color: #e6f2ff;"></td><td style="background-color: #e6f2ff;"></td><td style="background-color: #e6f2ff;"></td> </tr> </table> | | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | WEST | | | | | | | | |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | |
| | | | | | | | WEST | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.14.28) ms90j28

change of sales strategy in: technical customer support

West 1989

once

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|--|----------------------------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|--|--|--|--|--|--|--|------|--|--|--|--|--|--|--|--|
| <p>1989</p> <p>VIII. Marketing strategies in the '90s</p> <p>In above mentioned product line</p> <p>3. , due to above mentioned reasons, the sales or marketing strategy is changed in</p> <p style="text-align: center;"> crucially[1] slightly[2] not at all[3] </p> <p>• technical customer support</p> <div style="display: flex; justify-content: space-around; margin-top: 10px;"> <input type="text"/> <input type="text"/> <input type="text"/> </div> | <p>Further information</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <table border="1" style="width: 100%; text-align: center;"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td style="background-color: #e6f2ff;"></td><td style="background-color: #e6f2ff;"></td><td style="background-color: #e6f2ff;"></td><td style="background-color: #e6f2ff;"></td><td style="background-color: #e6f2ff;"></td><td style="background-color: #e6f2ff;"></td><td style="background-color: #e6f2ff;"></td><td style="background-color: #e6f2ff;">WEST</td><td style="background-color: #e6f2ff;"></td><td style="background-color: #e6f2ff;"></td><td style="background-color: #e6f2ff;"></td><td style="background-color: #e6f2ff;"></td><td style="background-color: #e6f2ff;"></td><td style="background-color: #e6f2ff;"></td><td style="background-color: #e6f2ff;"></td><td style="background-color: #e6f2ff;"></td> </tr> </table> | | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | WEST | | | | | | | | |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | |
| | | | | | | | WEST | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.14.29) ms90j29

change of sales strategy in: provision of new services

West 1989

once

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|--|----------------------------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|--|--|--|--|--|--|--|------|--|--|--|--|--|--|--|--|
| <p>1989</p> <p>VIII. Marketing strategies in the '90s</p> <p>In above mentioned product line</p> <p>3. , due to above mentioned reasons, the sales or marketing strategy is changed in</p> <p style="text-align: center;"> crucially[1] slightly[2] not at all[3] </p> <p>• provision of new services (financing, training, org. consulting)</p> <div style="display: flex; justify-content: space-around; margin-top: 10px;"> <input type="text"/> <input type="text"/> <input type="text"/> </div> | <p>Further information</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <table border="1" style="width: 100%; text-align: center;"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td style="background-color: #e6f2ff;"></td><td style="background-color: #e6f2ff;"></td><td style="background-color: #e6f2ff;"></td><td style="background-color: #e6f2ff;"></td><td style="background-color: #e6f2ff;"></td><td style="background-color: #e6f2ff;"></td><td style="background-color: #e6f2ff;"></td><td style="background-color: #e6f2ff;">WEST</td><td style="background-color: #e6f2ff;"></td><td style="background-color: #e6f2ff;"></td><td style="background-color: #e6f2ff;"></td><td style="background-color: #e6f2ff;"></td><td style="background-color: #e6f2ff;"></td><td style="background-color: #e6f2ff;"></td><td style="background-color: #e6f2ff;"></td><td style="background-color: #e6f2ff;"></td> </tr> </table> | | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | WEST | | | | | | | | |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | |
| | | | | | | | WEST | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.14.30) ms90j30

change of sales strategy in: delegation of marketing tasks to other companies

West 1989

once

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|--|----------------------------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|--|--|--|--|--|--|--|------|--|--|--|--|--|--|--|--|
| <p>1989</p> <p>VIII. Marketing strategies in the '90s</p> <p>In above mentioned product line</p> <p>3. , due to above mentioned reasons, the sales or marketing strategy is changed in</p> <p style="text-align: center;"> crucially[1] slightly[2] not at all[3] </p> <p style="text-align: center;"> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> </p> <ul style="list-style-type: none"> delegation of marketing tasks to other companies | <p>Further information</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> <table border="1" style="width: 100%; text-align: center;"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;">WEST</td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td> </tr> </table> | | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | WEST | | | | | | | | |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | |
| | | | | | | | WEST | | | | | | | | | | | | | | | | | | | | | | | | | | |

3.15 Research and Development in the new Laender

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.15.1) fue_nb1

previous placing of R&D orders to companies/institutes in the new Laender

West 1990

once

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|--|----------------------------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|--|--|--|--|--|--|--|--|------|--|--|--|--|--|--|--|
| <p>1990</p> <p>VII. Research and Development in the new Laender</p> <p>1. Have you already placed R&D orders to companies or institutes in the new Laender?</p> <p style="text-align: center;"> yes [1] no [2] </p> <p style="text-align: center;"> <input type="checkbox"/> <input type="checkbox"/> </p> | <p>Further information</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> <table border="1" style="width: 100%; text-align: center;"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;">WEST</td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td> </tr> </table> | | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | WEST | | | | | | | |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | |
| | | | | | | | | WEST | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.15.2) fue_nb2

planned placing of R&D orders to companies/institutes in the new Laender (current year)

West 1990

once

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|--|----------------------------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|--|--|--|--|--|--|--|--|------|--|--|--|--|--|--|--|
| <p>1990</p> <p>VII. Research and Development in the new Laender</p> <p>2. Will you utilise a part of your innovation expenditures for R&D orders to companies or institutes in the new Laender this year?</p> <p style="text-align: center;"> yes [1] no [2] </p> <p style="text-align: center;"> <input type="checkbox"/> <input type="checkbox"/> </p> | <p>Further information</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> <table border="1" style="width: 100%; text-align: center;"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;">WEST</td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td> </tr> </table> | | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | WEST | | | | | | | |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | |
| | | | | | | | | WEST | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.15.3) fue_nb3

percentage share of total inno. expend. spent on R&D orders in the new Laender

West 1990

once

Wording of question

| | |
|--|----------------------------|
| <p>1990</p> <p>VII. Research and Development in the new Laender</p> <p>2. Will you utilise a part of your innovation expenditures for R&D orders to companies or institutes in the new Laender this year?</p> <p style="text-align: center;">yes no</p> <p style="text-align: center;"> <input type="checkbox"/> <input type="checkbox"/> </p> <p>If yes, what percentage share of your total innovation expenditures are you going to allocate to the new Laender? _____ %</p> | <p>Further information</p> |
| <p>Time span of variable</p> | |
| | |

3.16 Economic impact of innovation

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.16.1) we1

innovation objective: revenue

West 1990

once

East and West 1996 to 2003

irregular

Wording of question

| | |
|---|----------------------------|
| <p>1990</p> <p>VIII. Economic impact of innovation</p> <p>2. With the innovations implemented in the last 5 years we were pursuing the following goals in our company:</p> <p style="text-align: center;">no goal[1] increase[2] retention/stabilisation[3]</p> <p>revenue <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/></p> | <p>Further information</p> |
| <p>1996 to 2003</p> <p>VI. Economic impact of innovation</p> <p>a) With the innovations implemented in the last 5 years we were pursuing the following goals in our company:</p> <p style="text-align: center;">no goal[1] increase[2] retention[3]</p> <p>revenue <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/></p> | |
| <p>Time span of variable</p> | |
| | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.16.2) we2

innovation objective: profit

West 1990

once

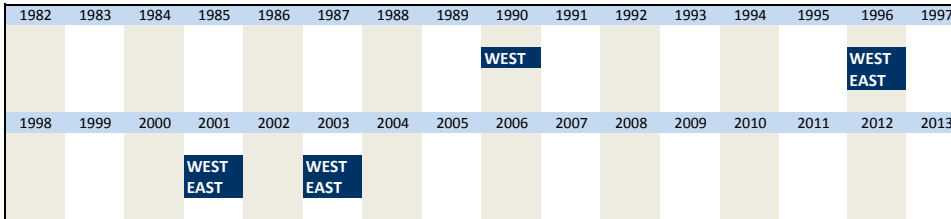
East and West 1996 to 2003

irregular

Wording of question

| | |
|--|----------------------------|
| <p>1990</p> <p>VIII. Economic impact of innovation</p> <p>2. With the innovations implemented in the last 5 years we were pursuing the following goals in our company:</p> <p style="text-align: center;">no goal[1] increase[2] retention/stabilisation[3]</p> <p>profit <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/></p> | <p>Further information</p> |
| <p>1996 to 2003</p> <p>VI. Economic impact of innovation</p> <p>a) With the innovations implemented in the last 5 years we were pursuing the following goals in our company:</p> <p style="text-align: center;">no goal[1] increase[2] retention[3]</p> <p>profit <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/></p> | |

Time span of variable



| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.16.3) **we3** innovation objective: market share

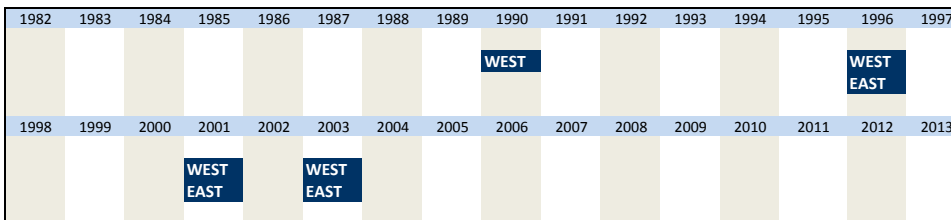
West 1990
East and West 1996 to 2003

once
irregular

Wording of question

| 1990 | Further information |
|--|---------------------|
| <p>VIII. Economic impact of innovation</p> <p>2. With the innovations implemented in the last 5 years we were pursuing the following goals in our company:</p> <p>market share</p> <p>no goal[1] increase[2] retention/stabilisation[3]</p> <p><input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/></p> | |
| <p>1996 to 2003</p> <p>VI. Economic impact of innovation</p> <p>a) With the innovations implemented in the last 5 years we were pursuing the following goals in our company:</p> <p>market share</p> <p>no goal[1] increase[2] retention[3]</p> <p><input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/></p> | |

Time span of variable



| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.16.4) **we4** innovation objective: competitiveness

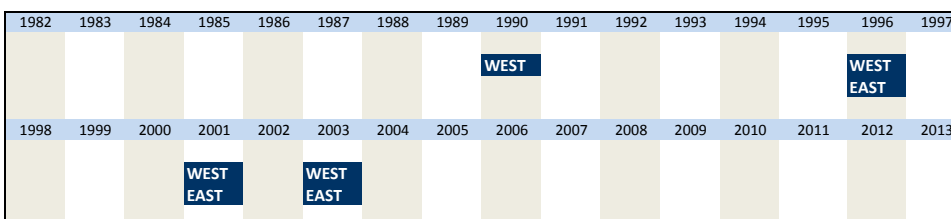
West 1990
East and West 1996 to 2003

once
irregular

Wording of question

| 1990 | Further information |
|---|---------------------|
| <p>VIII. Economic impact of innovation</p> <p>2. With the innovations implemented in the last 5 years we were pursuing the following goals in our company:</p> <p>competitiveness</p> <p>no goal[1] increase[2] retention/stabilisation[3]</p> <p><input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/></p> | |
| <p>1996 to 2003</p> <p>VI. Economic impact of innovation</p> <p>a) With the innovations implemented in the last 5 years we were pursuing the following goals in our company:</p> <p>competitiveness</p> <p>no goal[1] increase[2] retention[3]</p> <p><input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/></p> | |

Time span of variable



| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|---|----------------------|----------------------|----------------------------|----------------------------|---------------------|----------------------|----------------------|----------------------|----------------------------|------|------|------|------|------|------|------|------|--|--|--|--|--|--|--|--|------|--|--|--|--|--|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|--|--|--|------|------|--|------|------|--|--|--|--|--|--|--|--|
| <p>1990</p> <p>VIII. Economic impact of innovation</p> <p>2. With the innovations implemented in the last 5 years we were pursuing the following goals in our company:</p> <table style="width: 100%; text-align: center;"> <tr> <td></td> <td>no goal[1]</td> <td>increase[2]</td> <td>retention/stabilisation[3]</td> </tr> <tr> <td>labour productivity</td> <td><input type="text"/></td> <td><input type="text"/></td> <td><input type="text"/></td> </tr> </table> | | no goal[1] | increase[2] | retention/stabilisation[3] | labour productivity | <input type="text"/> | <input type="text"/> | <input type="text"/> | <p>Further information</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | no goal[1] | increase[2] | retention/stabilisation[3] | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| labour productivity | <input type="text"/> | <input type="text"/> | <input type="text"/> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>1996 to 2003</p> <p>VI. Economic impact of innovation</p> <p>a) With the innovations implemented in the last 5 years we were pursuing the following goals in our company:</p> <table style="width: 100%; text-align: center;"> <tr> <td></td> <td>no goal[1]</td> <td>increase[2]</td> <td>retention[3]</td> </tr> <tr> <td>labour productivity</td> <td><input type="text"/></td> <td><input type="text"/></td> <td><input type="text"/></td> </tr> </table> | | no goal[1] | increase[2] | retention[3] | labour productivity | <input type="text"/> | <input type="text"/> | <input type="text"/> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | no goal[1] | increase[2] | retention[3] | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| labour productivity | <input type="text"/> | <input type="text"/> | <input type="text"/> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <table border="1" style="width: 100%; text-align: center;"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td style="background-color: #cccccc;">WEST</td><td></td><td></td><td></td><td></td><td></td><td style="background-color: #cccccc;">WEST</td><td style="background-color: #cccccc;">EAST</td> </tr> <tr> <td>1998</td><td>1999</td><td>2000</td><td>2001</td><td>2002</td><td>2003</td><td>2004</td><td>2005</td><td>2006</td><td>2007</td><td>2008</td><td>2009</td><td>2010</td><td>2011</td><td>2012</td><td>2013</td> </tr> <tr> <td></td><td></td><td></td><td style="background-color: #cccccc;">WEST</td><td style="background-color: #cccccc;">EAST</td><td></td><td style="background-color: #cccccc;">WEST</td><td style="background-color: #cccccc;">EAST</td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td> </tr> </table> | | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | WEST | | | | | | WEST | EAST | 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | | | | WEST | EAST | | WEST | EAST | | | | | | | | |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | | | | | | | | WEST | | | | | | WEST | EAST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | | | WEST | EAST | | WEST | EAST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|---|----------------------|----------------------|----------------------|-------------|---------|----------------------|----------------------|----------------------|----------------------------|------|------|------|------|------|------|------|------|--|--|--|--|--|--|--|--|------|--|--|--|--|--|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|--|--|--|------|------|--|------|------|--|--|--|--|--|--|--|--|
| <p>1990</p> <p>VIII. Economic impact of innovation</p> <p>2. The realised innovations impacted these items in our company as follows:</p> <table style="width: 100%; text-align: center;"> <tr> <td></td> <td>positive[1]</td> <td>not[2]</td> <td>negative[3]</td> </tr> <tr> <td>revenue</td> <td><input type="text"/></td> <td><input type="text"/></td> <td><input type="text"/></td> </tr> </table> | | positive[1] | not[2] | negative[3] | revenue | <input type="text"/> | <input type="text"/> | <input type="text"/> | <p>Further information</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | positive[1] | not[2] | negative[3] | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| revenue | <input type="text"/> | <input type="text"/> | <input type="text"/> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>1996 to 2003</p> <p>VI. Economic impact of innovation</p> <p>b) The realised innovations impacted these items in our company as follows:</p> <table style="width: 100%; text-align: center;"> <tr> <td></td> <td>positive[1]</td> <td>neutral[2]</td> <td>negative[3]</td> </tr> <tr> <td>revenue</td> <td><input type="text"/></td> <td><input type="text"/></td> <td><input type="text"/></td> </tr> </table> | | positive[1] | neutral[2] | negative[3] | revenue | <input type="text"/> | <input type="text"/> | <input type="text"/> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | positive[1] | neutral[2] | negative[3] | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| revenue | <input type="text"/> | <input type="text"/> | <input type="text"/> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <table border="1" style="width: 100%; text-align: center;"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td style="background-color: #cccccc;">WEST</td><td></td><td></td><td></td><td></td><td></td><td style="background-color: #cccccc;">WEST</td><td style="background-color: #cccccc;">EAST</td> </tr> <tr> <td>1998</td><td>1999</td><td>2000</td><td>2001</td><td>2002</td><td>2003</td><td>2004</td><td>2005</td><td>2006</td><td>2007</td><td>2008</td><td>2009</td><td>2010</td><td>2011</td><td>2012</td><td>2013</td> </tr> <tr> <td></td><td></td><td></td><td style="background-color: #cccccc;">WEST</td><td style="background-color: #cccccc;">EAST</td><td></td><td style="background-color: #cccccc;">WEST</td><td style="background-color: #cccccc;">EAST</td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td> </tr> </table> | | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | WEST | | | | | | WEST | EAST | 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | | | | WEST | EAST | | WEST | EAST | | | | | | | | |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | | | | | | | | WEST | | | | | | WEST | EAST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | | | WEST | EAST | | WEST | EAST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

Wording of question

| | | | | | | | | | |
|--|----------------------|----------------------|----------------------|-------------|--------|----------------------|----------------------|----------------------|----------------------------|
| <p>1990</p> <p>VIII. Economic impact of innovation</p> <p>2. The realised innovations impacted these items in our company as follows:</p> <table style="width: 100%; text-align: center;"> <tr> <td></td> <td>positive[1]</td> <td>not[2]</td> <td>negative[3]</td> </tr> <tr> <td>profit</td> <td><input type="text"/></td> <td><input type="text"/></td> <td><input type="text"/></td> </tr> </table> | | positive[1] | not[2] | negative[3] | profit | <input type="text"/> | <input type="text"/> | <input type="text"/> | <p>Further information</p> |
| | positive[1] | not[2] | negative[3] | | | | | | |
| profit | <input type="text"/> | <input type="text"/> | <input type="text"/> | | | | | | |
| <p>1996 to 2003</p> <p>VI. Economic impact of innovation</p> <p>b) The realised innovations impacted these items</p> | | | | | | | | | |

in our company as follows:

| | | | |
|--------|----------------------|----------------------|----------------------|
| | positive[1] | neutral[2] | negative[3] |
| profit | <input type="text"/> | <input type="text"/> | <input type="text"/> |

Time span of variable

| | | | | | | | | | | | | | | | |
|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 |
| | | | | | | | | WEST | | | | | | WEST | EAST |
| 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 |
| | | | WEST | EAST | | WEST | EAST | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|---------|------|---------------------------------------|---|-------------------|
| 3.16.8) | we8 | impact of innovations on market share | West 1990 East and West 1996 to 2003 | once irregular |

Wording of question

| | | | | | | | | | |
|--|----------------------|----------------------|----------------------|-------------|--------------|----------------------|----------------------|----------------------|---------------------|
| <p>1990</p> <p>VIII. Economic impact of innovation</p> <p>2. The realised innovations impacted these items in our company as follows:</p> <table border="1"> <tr> <td></td> <td>positive[1]</td> <td>not[2]</td> <td>negative[3]</td> </tr> <tr> <td>market share</td> <td><input type="text"/></td> <td><input type="text"/></td> <td><input type="text"/></td> </tr> </table> | | positive[1] | not[2] | negative[3] | market share | <input type="text"/> | <input type="text"/> | <input type="text"/> | Further information |
| | positive[1] | not[2] | negative[3] | | | | | | |
| market share | <input type="text"/> | <input type="text"/> | <input type="text"/> | | | | | | |
| <p>1996 to 2003</p> <p>VI. Economic impact of innovation</p> <p>b) The realised innovations impacted these items in our company as follows:</p> <table border="1"> <tr> <td></td> <td>positive[1]</td> <td>neutral[2]</td> <td>negative[3]</td> </tr> <tr> <td>market share</td> <td><input type="text"/></td> <td><input type="text"/></td> <td><input type="text"/></td> </tr> </table> | | positive[1] | neutral[2] | negative[3] | market share | <input type="text"/> | <input type="text"/> | <input type="text"/> | |
| | positive[1] | neutral[2] | negative[3] | | | | | | |
| market share | <input type="text"/> | <input type="text"/> | <input type="text"/> | | | | | | |

Time span of variable

| | | | | | | | | | | | | | | | |
|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 |
| | | | | | | | | WEST | | | | | | WEST | EAST |
| 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 |
| | | | WEST | EAST | | WEST | EAST | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|---------|------|--|---|-------------------|
| 3.16.9) | we9 | impact of innovations on competitiveness | West 1990 East and West 1996 to 2003 | once irregular |

Wording of question

| | | | | | | | | | |
|---|----------------------|----------------------|----------------------|-------------|-----------------|----------------------|----------------------|----------------------|---------------------|
| <p>1990</p> <p>VIII. Economic impact of innovation</p> <p>2. The realised innovations impacted these items in our company as follows:</p> <table border="1"> <tr> <td></td> <td>positive[1]</td> <td>not[2]</td> <td>negative[3]</td> </tr> <tr> <td>competitiveness</td> <td><input type="text"/></td> <td><input type="text"/></td> <td><input type="text"/></td> </tr> </table> | | positive[1] | not[2] | negative[3] | competitiveness | <input type="text"/> | <input type="text"/> | <input type="text"/> | Further information |
| | positive[1] | not[2] | negative[3] | | | | | | |
| competitiveness | <input type="text"/> | <input type="text"/> | <input type="text"/> | | | | | | |
| <p>1996 to 2003</p> <p>VI. Economic impact of innovation</p> <p>b) The realised innovations impacted these items in our company as follows:</p> <table border="1"> <tr> <td></td> <td>positive[1]</td> <td>neutral[2]</td> <td>negative[3]</td> </tr> <tr> <td>competitiveness</td> <td><input type="text"/></td> <td><input type="text"/></td> <td><input type="text"/></td> </tr> </table> | | positive[1] | neutral[2] | negative[3] | competitiveness | <input type="text"/> | <input type="text"/> | <input type="text"/> | |
| | positive[1] | neutral[2] | negative[3] | | | | | | |
| competitiveness | <input type="text"/> | <input type="text"/> | <input type="text"/> | | | | | | |

Time span of variable

| | | | | | | | | | | | | | | | |
|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 |
| | | | | | | | | WEST | | | | | | WEST | EAST |
| 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 |
| | | | WEST | | WEST | | | | | | | | | | |

| | | | | | | | | | | | | | | | |
|--|--|------|--|------|--|--|--|--|--|--|--|--|--|--|--|
| | | EAST | | EAST | | | | | | | | | | | |
|--|--|------|--|------|--|--|--|--|--|--|--|--|--|--|--|

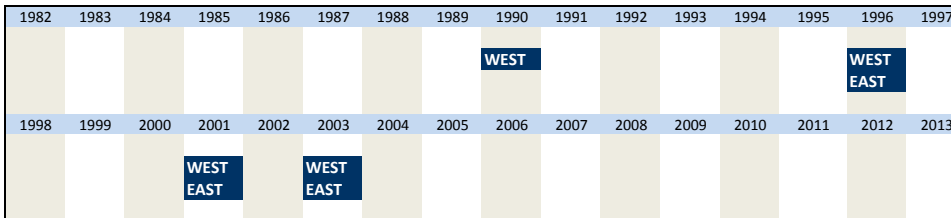
| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.16.10) **we10** impact of innovations on labour productivity West 1990 East and West 1996 to 2003 once irregular

Wording of question

| | |
|---|---------------------|
| <p>1990</p> <p>VIII. Economic impact of innovation</p> <p>2. The realised innovations impacted these items in our company as follows:</p> <p>labour productivity positive[1] not[2] negative[3]</p> <p><input type="text"/> <input type="text"/> <input type="text"/></p> | Further information |
| <p>1996 to 2003</p> <p>VI. Economic impact of innovation</p> <p>b) The realised innovations impacted these items in our company as follows:</p> <p>labour productivity positive[1] neutral[2] negative[3]</p> <p><input type="text"/> <input type="text"/> <input type="text"/></p> | |

Time span of variable



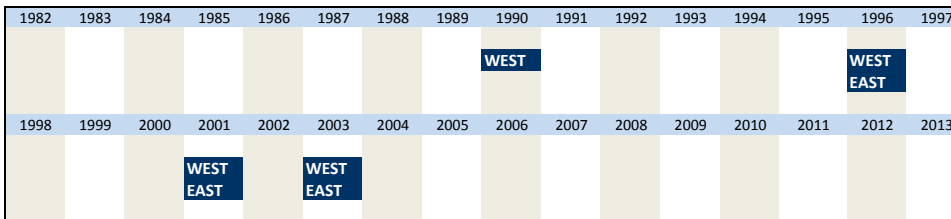
| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.16.11) **we11** percentage increase in revenue due to innovations West 1990 East and West 1996 to 2003 once irregular

Wording of question

| | |
|---|---------------------|
| <p>1990</p> <p>VIII. Economic impact of innovation</p> <p>2. Please quantify the additional impact of realised innovations on the following items (estimates are sufficient)</p> <p>revenue _____ (increase or decrease in %)</p> | Further information |
| <p>1996 to 2003</p> <p>VI. Economic impact of innovation</p> <p>c) Please quantify the additional impact of realised innovations on the following items (estimates are sufficient)</p> <p>revenue increase in % _____</p> | |

Time span of variable



| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.16.12) **we12** percentage increase in profit due to innovations West 1990 East and West 1996 to 2003 once irregular

Wording of question

| | |
|---|---------------------|
| <p>1990</p> <p>VIII. Economic impact of innovation</p> <p>2. Please quantify the additional impact of realised innovations on the following items (estimates are sufficient)</p> | Further information |
|---|---------------------|

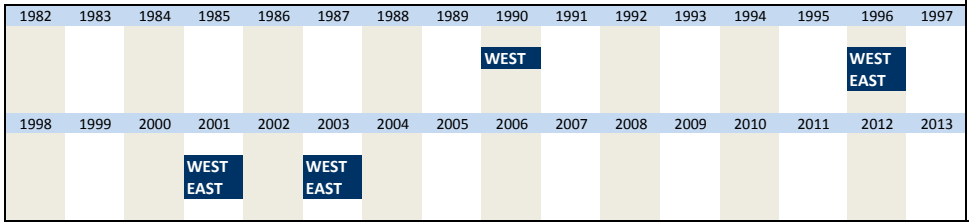
profit _____ (increase or decrease in %)

1996 to 2003

VI. Economic impact of innovation
c) Please quantify the additional impact of realised innovations on the following items (estimates are sufficient)

profit _____ increase in %

Time span of variable



| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

| | | | | |
|----------|------|---|---|-------------------|
| 3.16.13) | we13 | percentage increase in labour productivity due to innovations | West 1990 East and West 1996 to 2003 | once irregular |
|----------|------|---|---|-------------------|

Wording of question

1990

VIII. Economic impact of innovation
2. Please quantify the additional impact of realised innovations on the following items (estimates are sufficient)

labour productivity _____ (increase or decrease in %)

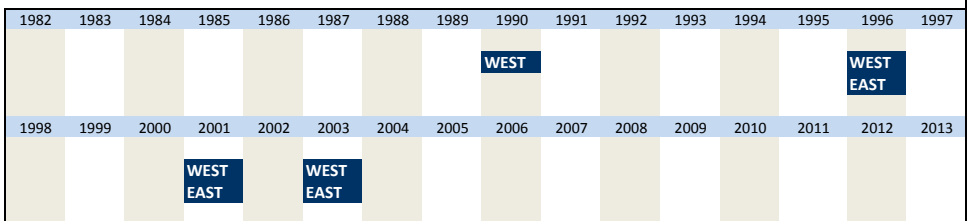
1996 to 2003

VI. Economic impact of innovation
c) Please quantify the additional impact of realised innovations on the following items (estimates are sufficient)

labour productivity _____ increase in %

Further information

Time span of variable



| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

| | | | | |
|----------|------|--|---|-------------------|
| 3.16.14) | we14 | percentage increase in market share due to innovations | West 1990 East and West 1996 to 2003 | once irregular |
|----------|------|--|---|-------------------|

Wording of question

1990

VIII. Economic impact of innovation
2. Please quantify the additional impact of realised innovations on the following items (estimates are sufficient)

market share _____ (increase or decrease in %)

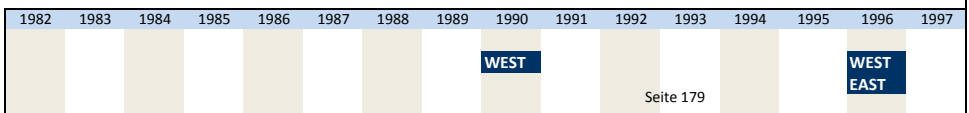
1996 to 2003

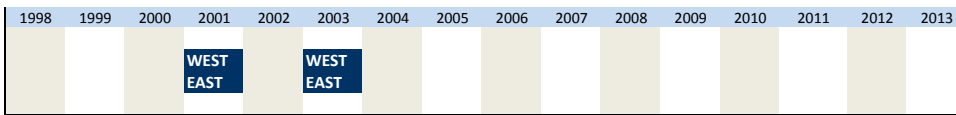
VI. Economic impact of innovation
c) Please quantify the additional impact of realised innovations on the following items (estimates are sufficient)

market share _____ increase in %

Further information

Time span of variable





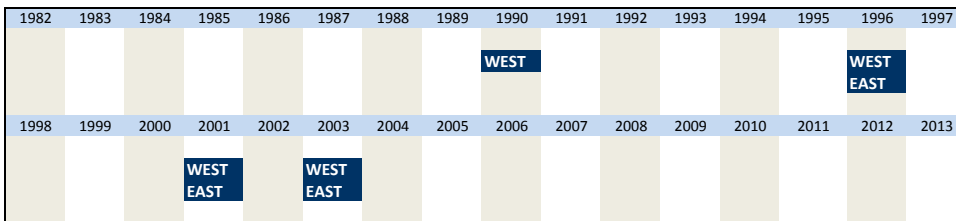
| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.16.15) **we15** no impact of innovations on revenue West 1990 East and West 1996 to 2003 once irregular

Wording of question

| | |
|--|---------------------|
| <p>1990 VIII. Economic impact of innovation 2. Please quantify the additional impact of realised innovations on the following items (estimates are sufficient)</p> <p>revenue [1], if the value 0 was stated (increase or decrease in %)</p> | Further information |
| <p>1996 to 2003 VI. Economic impact of innovation c) Please quantify the additional impact of realised innovations on the following items (estimates are sufficient)</p> <p>revenue no change [1]</p> | |

Time span of variable



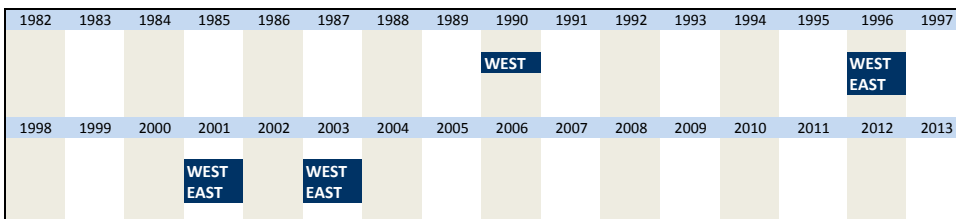
| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.16.16) **we16** no impact of innovations on profits West 1990 East and West 1996 to 2003 once irregular

Wording of question

| | |
|---|---------------------|
| <p>1990 VIII. Economic impact of innovation 2. Please quantify the additional impact of realised innovations on the following items (estimates are sufficient)</p> <p>profit [1], if the value 0 was stated (increase or decrease in %)</p> | Further information |
| <p>1996 to 2003 VI. Economic impact of innovation c) Please quantify the additional impact of realised innovations on the following items (estimates are sufficient)</p> <p>profit no change [1]</p> | |

Time span of variable



| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.16.17) **we17** no impact of innovations on productivity West 1990 East and West 1996 to 2003 once irregular

Wording of question

| | |
|--|---------------------|
| <p>1990 VIII. Economic impact of innovation 2. Please quantify the additional impact of realised</p> | Further information |
|--|---------------------|

innovations on the following items (estimates are sufficient)

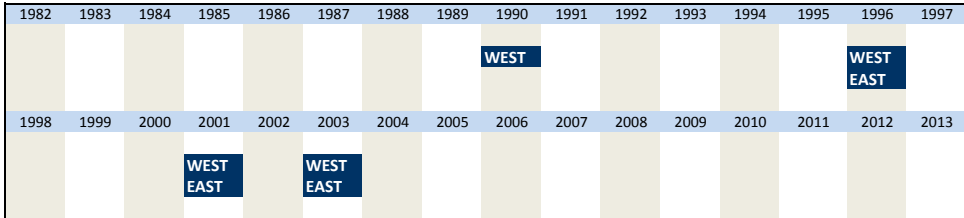
labour productivity [1, if the value 0 was stated (increase or decrease in %)]

1996 to 2003

VI. Economic impact of innovation
c) Please quantify the additional impact of realised innovations on the following items (estimates are sufficient)

labour productivity no change [1]

Time span of variable



| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

| | | | | |
|----------|------|--|---|-------------------|
| 3.16.18) | we18 | no impact of innovations on market share | West 1990 East and West 1996 to 2003 | once irregular |
|----------|------|--|---|-------------------|

Wording of question

1990

VIII. Economic impact of innovation
2. Please quantify the additional impact of realised innovations on the following items (estimates are sufficient)

market share [1, if the value 0 was stated (increase or decrease in %)]

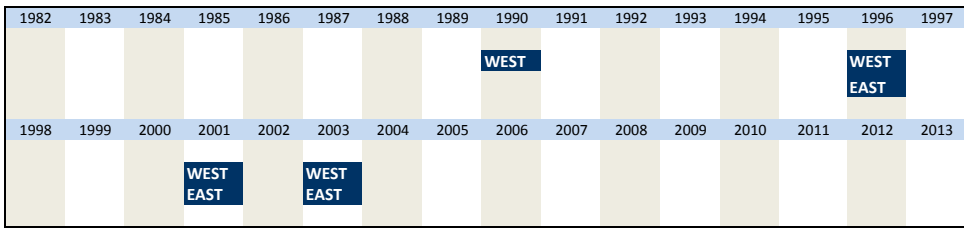
1996 to 2003

VI. Economic impact of innovation
c) Please quantify the additional impact of realised innovations on the following items (estimates are sufficient)

market share no change [1]

Further information

Time span of variable



| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

| | | | | |
|----------|------|---|---|-------------------|
| 3.16.19) | we19 | percentage decrease in revenue due to innovations | West 1990 East and West 1996 to 2003 | once irregular |
|----------|------|---|---|-------------------|

Wording of question

1990

VIII. Economic impact of innovation
2. Please quantify the additional impact of realised innovations on the following items (estimates are sufficient)

revenue _____ (increase or decrease in %)

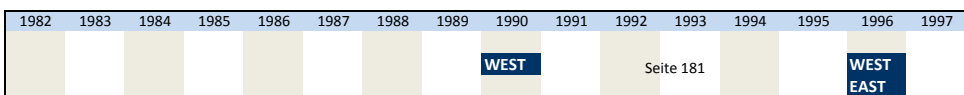
1996 to 2003

VI. Economic impact of innovation
c) Please quantify the additional impact of realised innovations on the following items (estimates are sufficient)

revenue decrease in % _____

Further information

Time span of variable



| | | | | | | | | | | | | | | | |
|------|------|------|--------------|------|--------------|------|------|------|------|------|------|------|------|------|------|
| 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 |
| | | | WEST EAST | | WEST EAST | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.16.20) **we20** percentage decrease in profit due to innovations West 1990 East and West 1996 to 2003 once irregular

Wording of question

| | |
|--|---------------------|
| <p>1990 VIII. Economic impact of innovation 2. Please quantify the additional impact of realised innovations on the following items (estimates are sufficient)</p> <p>profit _____ (increase or decrease in %)</p> | Further information |
| <p>1996 to 2003 VI. Economic impact of innovation c) Please quantify the additional impact of realised innovations on the following items (estimates are sufficient)</p> <p>profit decrease in % _____</p> | |

Time span of variable

| | | | | | | | | | | | | | | | |
|------|------|------|--------------|------|--------------|------|------|------|------|------|------|------|------|--------------|------|
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 |
| | | | | | | | | WEST | | | | | | WEST EAST | |
| 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 |
| | | | WEST EAST | | WEST EAST | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.16.21) **we21** percentage decrease in labour productivity due to innovations West 1990 East and West 1996 to 2003 once irregular

Wording of question

| | |
|---|---------------------|
| <p>1990 VIII. Economic impact of innovation 2. Please quantify the additional impact of realised innovations on the following items (estimates are sufficient)</p> <p>labour productivity _____ (increase or decrease in %)</p> | Further information |
| <p>1996 to 2003 VI. Economic impact of innovation c) Please quantify the additional impact of realised innovations on the following items (estimates are sufficient)</p> <p>labour productivity decrease in % _____</p> | |

Time span of variable

| | | | | | | | | | | | | | | | |
|------|------|------|--------------|------|--------------|------|------|------|------|------|------|------|------|--------------|------|
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 |
| | | | | | | | | WEST | | | | | | WEST EAST | |
| 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 |
| | | | WEST EAST | | WEST EAST | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.16.22) **we22** percentage decrease in market share due to innovations West 1990 East and West 1996 to 2003 once irregular

Wording of question

| | |
|--|---------------------|
| <p>1990 VIII. Economic impact of innovation 2. Please quantify the additional impact of realised innovations on the following items (estimates are sufficient)</p> <p>market share _____ (increase or decrease in %)</p> | Further information |
|--|---------------------|

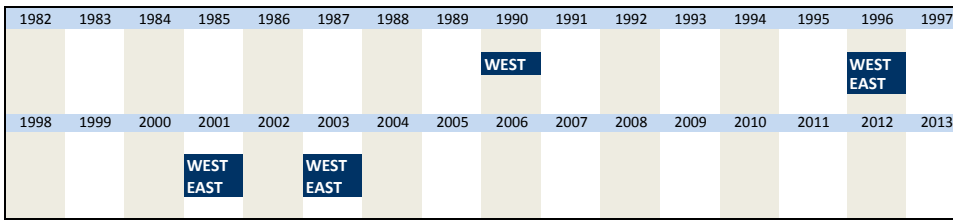
1996 to 2003

VI. Economic impact of innovation

c) Please quantify the additional impact of realised innovations on the following items (estimates are sufficient)

market share decrease in %

Time span of variable



| No. | Name | Label | Survey period | Survey frequency |
|----------|------|--|---------------|------------------|
| 3.16.23) | we23 | share of new products in total revenue | West 1990 | once |

Wording of question

1990

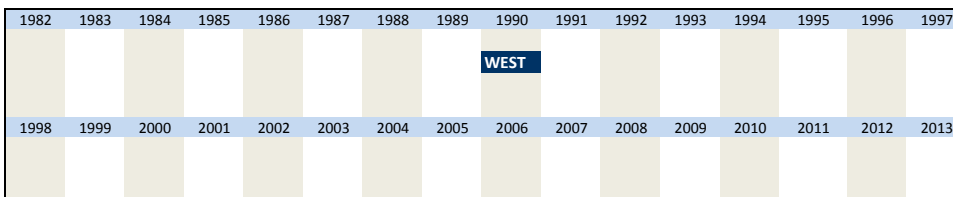
VIII. Economic impact of innovation

1. Products newly taken into the production program since business year 1985 accounted for a share of ... of the total revenue of the product line in 199C _____ %

Export accounted for a share of ... of the sales of these new products _____ %

Further information

Time span of variable



| No. | Name | Label | Survey period | Survey frequency |
|----------|------|--|---------------|------------------|
| 3.16.24) | we24 | share of exports new products in sales of new products | West 1990 | once |

Wording of question

1990

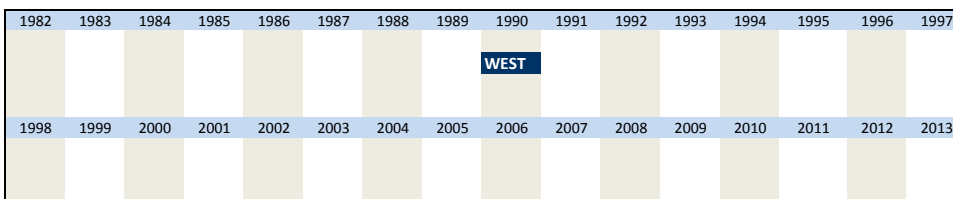
VIII. Economic impact of innovation

1. Products newly taken into the production program since business year 1985 accounted for a share of ... of the total revenue of the product line in 199C _____ %

Export accounted for a share of ... of the sales of these new products _____ %

Further information

Time span of variable



3.17 Procurement and transfer of technologies

| No. | Name | Label | Survey period | Survey frequency |
|------------|----------|------------------------|------------------------|------------------|
| 3.17.1-50) | bt1-bt50 | technology procurement | West 1991 East 1991 | once once |

Wording of question

1991

XII. Information for characterisation of the company

Further information

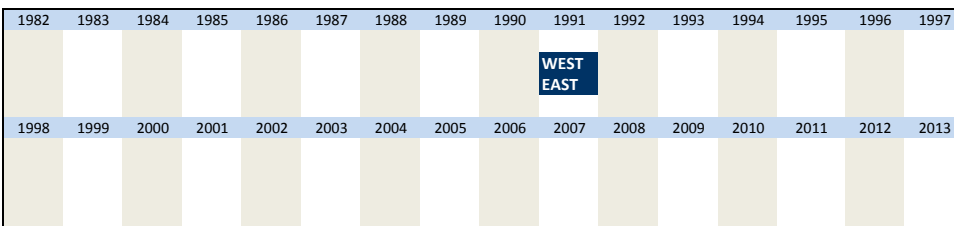
a) Did your company procure new technologies in 1991?

yes bt1 no bt2

If yes: How and by whom have these technologies been procured?

| Way of technology procurement | by other companies | | | | | |
|---|--------------------|------|--------|-------------------|-------|-------|
| | within Europe | | | outside of Europe | | |
| | domestic | EC | not EC | USA | Japan | other |
| usage rights for inventions/licenses | bt3 | bt4 | bt5 | bt6 | bt7 | bt8 |
| usage of consultancy services | bt9 | bt10 | bt11 | bt12 | bt13 | bt14 |
| external R&D services | bt15 | bt16 | bt17 | bt18 | bt19 | bt20 |
| aquisition of (part of) company | bt21 | bt22 | bt23 | bt24 | bt25 | bt26 |
| acquisition of machines | bt27 | bt28 | bt29 | bt30 | bt31 | bt32 |
| recruitment of specialist staff | bt33 | bt34 | bt35 | bt36 | bt37 | bt38 |
| other ways of procurement: | bt39 | bt40 | bt41 | bt42 | bt43 | bt44 |
| Procurement from Parent, subsidiary or affiliated company | bt45 | bt46 | bt47 | bt48 | bt49 | bt50 |

Time span of variable



| No. | Name | Label | Survey period | Survey frequency |
|-------------|----------|--------------------------|------------------------|------------------|
| 3.17.51-100 | tt1-tt50 | transfer of technologies | West 1991 East 1991 | once once |

Wording of question

1991

XII. Information for characterisation of the company

b) Did your company transfer new technologies in 1991?

yes tt1 no tt2

If yes: How and to whom have these technologies been transferred?

| Way of technology transfer | to other companies | | | | | |
|--|--------------------|------|--------|-------------------|-------|-------|
| | within Europe | | | outside of Europe | | |
| | domestic | EC | not EC | USA | Japan | other |
| usage rights for inventions/licenses | tt3 | tt4 | tt5 | tt6 | tt7 | tt8 |
| consultancy services for other companies | tt9 | tt10 | tt11 | tt12 | tt13 | tt14 |
| R&D services for other companies | tt15 | tt16 | tt17 | tt18 | tt19 | tt20 |
| selling (part of) the company | tt21 | tt22 | tt23 | tt24 | tt25 | tt26 |
| selling machines | tt27 | tt28 | tt29 | tt30 | tt31 | tt32 |
| deploying specialist staff | tt33 | tt34 | tt35 | tt36 | tt37 | tt38 |
| other ways of transfer: | tt39 | tt40 | tt41 | tt42 | tt43 | tt44 |
| transfer to Parent, subsidiary or affiliated company | tt45 | tt46 | tt47 | tt48 | tt49 | tt50 |

Further information

| Time span of variable | | | | | | | | | | | | | | | | |
|-----------------------|------|------|------|------|------|------|------|------|--------------|------|------|------|------|------|------|--|
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | |
| | | | | | | | | | WEST EAST | | | | | | | |
| 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | |

3.18 R&D activities

| No. | Name | Label | Survey period | Survey frequency |
|---------|------|-----------------------------|----------------------------|------------------|
| 3.18.1) | fue1 | company has carried out R&D | East and West 1991 to 2002 | irregular |

Wording of question

| 1991 and 2000 | Further information |
|---|-------------------------------------|
| IX./VI. R&D activities a) Has your company carried out R&D in 19WW*?? yes <input type="checkbox"/> [1] no <input type="checkbox"/> [2] | *19WW denotes the year under review |
| 1998 and 2002 VI. Research and Development activity in the company we conduct our own Research and Development (R&D) yes <input type="checkbox"/> [1] no <input type="checkbox"/> [2] | |

| Time span of variable | | | | | | | | | | | | | | | | |
|-----------------------|------|--------------|------|--------------|------|------|------|------|--------------|------|------|------|------|------|------|--|
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | |
| | | | | | | | | | WEST EAST | | | | | | | |
| 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | |
| WEST EAST | | WEST EAST | | WEST EAST | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|---------|------|--|----------------------------|------------------|
| 3.18.2) | fue2 | company carries out R&D on regular basis | East and West 1991 to 2002 | irregular |

Wording of question

| 1991 and 2000 | Further information |
|--|-------------------------------------|
| IX./VI. R&D activities a) Has your company carried out R&D in 19WW*?? yes <input type="checkbox"/> no <input checked="" type="checkbox"/> [2] | *19WW denotes the year under review |
| If yes: - is R&D carried out regularly? yes <input type="checkbox"/> [1] no <input type="checkbox"/> [2] | |
| 1998 and 2002 VI. Research and Development activity in the company we conduct our own Research and Development (R&D) yes <input type="checkbox"/> no <input checked="" type="checkbox"/> [2] | |
| If yes: 1. regularly <input type="checkbox"/> [1] upon requirement <input type="checkbox"/> [2] | |

| Time span of variable | | | | | | | | | | | | | | | | |
|-----------------------|------|--------------|------|--------------|------|------|------|------|--------------|------|------|------|------|------|------|--|
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | |
| | | | | | | | | | WEST EAST | | | | | | | |
| 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | |
| WEST EAST | | WEST EAST | | WEST EAST | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|---------|------|--|--|------------------|
| 3.18.3) | fue3 | share of product innovations in R&D expenditures | West and East 1991 West and East 2000 | once once |

Wording of question

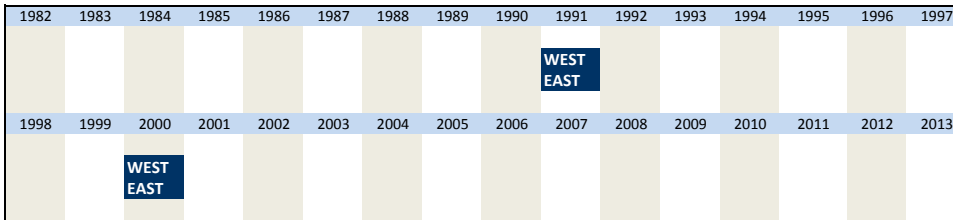
1991 and 2000
IX./VI. R&D activities
a) Has your company carried out R&D in 19WW*??
yes no

If yes:
share of R&D expenditures in 19WW* for
-product innovations _____ %

Further information

*19WW denotes the year under review

Time span of variable



| No. | Name | Label | Survey period | Survey frequency |
|---------|------|--|--|------------------|
| 3.18.4) | fue4 | share of process innovations in R&D expenditures | West and East 1991 West and East 2000 | once once |

Wording of question

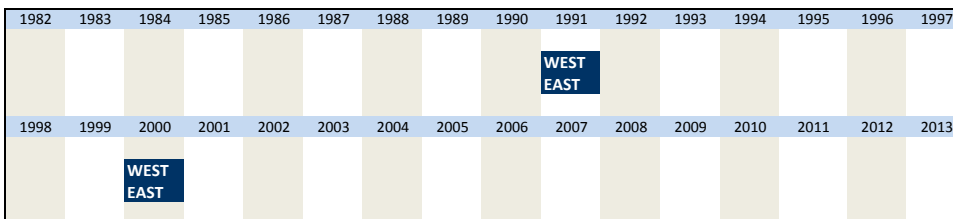
1991 and 2000
IX./VI. R&D activities
a) Has your company carried out R&D in 19WW*??
yes no

If yes:
share of R&D expenditures in 19WW* for
- process innovations _____ %

Further information

*19WW denotes the year under review

Time span of variable



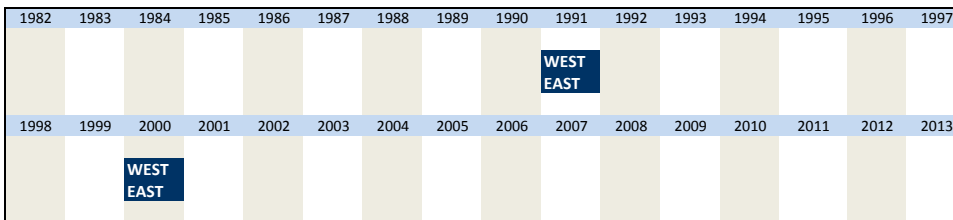
| No. | Name | Label | Survey period | Survey frequency |
|---------|------|---------------------------------------|--|------------------|
| 3.18.5) | fue5 | company plans R&D during next 3 years | West and East 1991 West and East 2000 | once once |

Wording of question

1991 and 2000
IX./VI. R&D activities
b) Are there any scheduled R&D activities during the next 3 years?
yes [1] no [2]

Further information

Time span of variable



| No. | Name | Label | Survey period | Survey frequency |
|---------|------|--|--|------------------|
| 3.18.6) | fue6 | R&D organised in form of: central R&D department | West and East 1998 West and East 2002 | once once |

Wording of question

1998 and 2002
VI. Research and Development activity in the company
we conduct our own Research and Development (R&D)

Further information

yes no

If yes: 2. Our R&D activities are organised in the form of (multiple answers possible)

- a central R&D department [1]

Time span of variable

| | | | | | | | | | | | | | | | |
|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 |
| 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 |
| WEST | | | | WEST | | | | | | | | | | | |
| EAST | | | | EAST | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|---------|------|---|--|------------------|
| 3.18.7) | fue7 | R&D organised in form of: decentralised R&D departments | West and East 1998 West and East 2002 | once once |

Wording of question

1998 and 2002

VI. Research and Development activity in the company
we conduct our own Research and Development (R&D)

yes no

If yes: 2. Our R&D activities are organised in the form of (multiple answers possible)

- decentralised R&D departments (e.g.product group or company sector specific) [1]

Further information

Time span of variable

| | | | | | | | | | | | | | | | |
|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 |
| 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 |
| WEST | | | | WEST | | | | | | | | | | | |
| EAST | | | | EAST | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|---------|------|---|--|------------------|
| 3.18.8) | fue8 | R&D organised in form of: problem-specific project groups | West and East 1998 West and East 2002 | once once |

Wording of question

1998 and 2002

VI. Research and Development activity in the company
we conduct our own Research and Development (R&D)

yes no

If yes: 2. Our R&D activities are organised in the form of (multiple answers possible)

- problem-specific project groups [1]

Further information

Time span of variable

| | | | | | | | | | | | | | | | |
|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 |
| 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 |
| WEST | | | | WEST | | | | | | | | | | | |
| EAST | | | | EAST | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|---------|------|---------------------------------------|--|------------------|
| 3.18.9) | fue9 | R&D organised by entrepreneur himself | West and East 1998 West and East 2002 | once once |

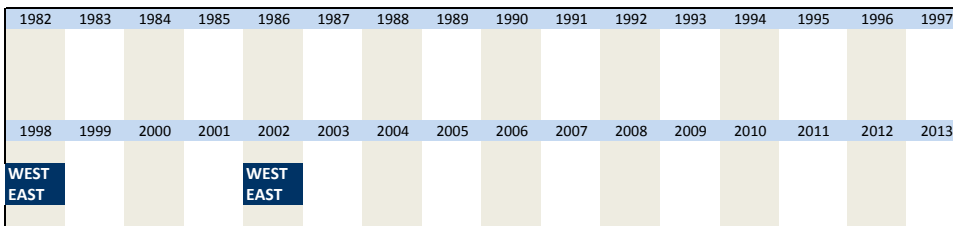
Wording of question

VI. Research and Development activity in the company
 we conduct our own Research and Development (R&D)
 yes no

If yes: 2. Our R&D activities are organised in the form of
 (multiple answers possible)

- R&D activities by the entrepreneur himself [1]

Time span of variable



| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

| | | | | |
|----------|-------|--|--|--------------|
| 3.18.10) | fue10 | share of R&D expenditures in total revenue | West and East 1998 West and East 2002 | once once |
|----------|-------|--|--|--------------|

Wording of question

1998 and 2002

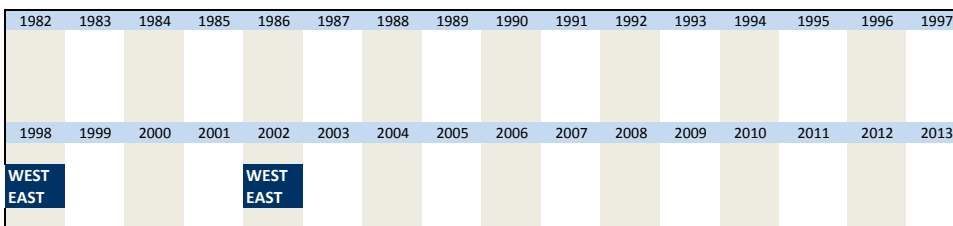
VI. Research and Development activity in the company
 we conduct our own Research and Development (R&D)
 yes no

If yes: 3. In 19WW/20WW* the share of our total R&D
 expenditures to the total annual turnover was (in %) _____ %

Further information

*19WW denotes the year under review

Time span of variable



| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

| | | | | |
|----------|-------|--|--------------------|------|
| 3.18.11) | fue11 | future development of R&D expenditures | West and East 2000 | once |
|----------|-------|--|--------------------|------|

Wording of question

2000

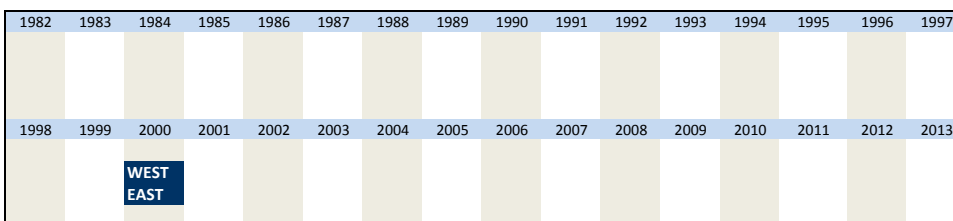
VI. R&D activities
 b) Are there any scheduled R&D activities during the next 3 years?
 yes no

If yes:
 - are the R&D expenditures going to

- increase [1]
- remain constant [2]
- decrease [3]

Further information

Time span of variable



3.19 R&D-Kooperation

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

| | | | | |
|------------|----------------|------------------|------------------------|--------------|
| 3.19.1-62) | fueko1-fueko62 | R&D cooperations | West 1991 East 1991 | once once |
|------------|----------------|------------------|------------------------|--------------|

Wording of question

1991

X. R&D-Kooperation

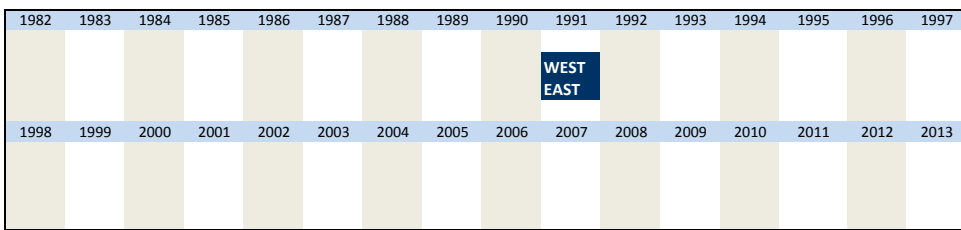
Did your company participate in any R&D cooperations in 1991?
 yes no

If yes:
 Who did you cooperate with?

| Cooperation partner | in Europe | | | Cooperation partner has its place of business outside of Europe | | |
|--|-----------|---------|---------|---|---------|---------|
| | domestic | EC | not EC | USA | Japan | other |
| customers | fueko3 | fueko4 | fueko5 | fueko6 | fueko7 | fueko8 |
| suppliers | fueko9 | fueko10 | fueko11 | fueko12 | fueko13 | fueko14 |
| parent, subsidiary or affiliated company | fueko15 | fueko16 | fueko17 | fueko18 | fueko19 | fueko20 |
| competitors | fueko21 | fueko22 | fueko23 | fueko24 | fueko25 | fueko26 |
| consultants | fueko27 | fueko28 | fueko29 | fueko30 | fueko31 | fueko32 |
| public research institutes | fueko33 | fueko34 | fueko35 | fueko36 | fueko37 | fueko38 |
| private research institutes | fueko39 | fueko40 | fueko41 | fueko42 | fueko43 | fueko44 |
| universities | fueko45 | fueko46 | fueko47 | fueko48 | fueko49 | fueko50 |
| Institutes for joint research | fueko51 | fueko52 | fueko53 | fueko54 | fueko55 | fueko56 |
| other: _____ | fueko57 | fueko58 | fueko59 | fueko60 | fueko61 | fueko62 |

Further information

Time span of variable



3.20 Structure of the product range

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.20.1) share of products which remained unchanged in total revenue

Wording of question

1991

XI. Structure of the product range

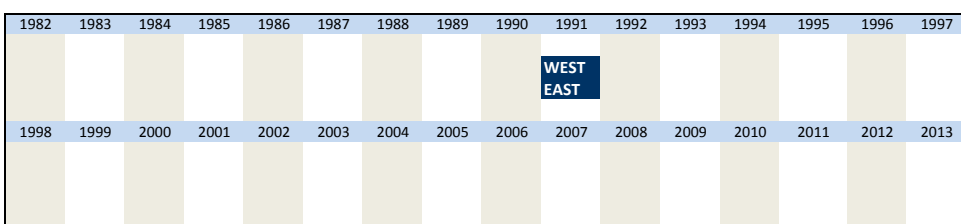
a) If you set the revenue of your whole product range before 1991 =100%, what was the share of revenue as compared to last year of products that

with respect to the total revenue

- basically remained unchanged %

Further information

Time span of variable



| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.20.2) sps2

share of products which changed slightly in total revenue

West and East 1991

once

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|--|--|------|------|------|------|------|------|------|------|--------------|------|------|------|------|------|------|------|--|--|--|--|--|--|--|--|--|--|--------------|--|--|--|--|--|--|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|
| <p>1991</p> <p>XI. Structure of the product range</p> <p>a) If you set the revenue of your whole product range before 1991 =100%, what was the share of revenue as compared to last year of products that</p> <p style="text-align: center;">with respect to the total revenue</p> <p>- changed only slightly _____ %</p> | <p>Further information</p> <p>Umsatzanteil von slightlyfügig veränderten Produkten</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> <table border="1" style="width: 100%; text-align: center;"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td colspan="10"></td> <td style="background-color: #003366; color: white;">WEST EAST</td> <td colspan="6"></td> </tr> <tr> <td>1998</td><td>1999</td><td>2000</td><td>2001</td><td>2002</td><td>2003</td><td>2004</td><td>2005</td><td>2006</td><td>2007</td><td>2008</td><td>2009</td><td>2010</td><td>2011</td><td>2012</td><td>2013</td> </tr> </table> | | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | WEST EAST | | | | | | | 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | | | | | | | | | | WEST EAST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.20.3) sps3

share of products which changed significantly in total revenue

West and East 1991

once

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|--|----------------------------|------|------|------|------|------|------|------|------|--------------|------|------|------|------|------|------|------|--|--|--|--|--|--|--|--|--|--|--------------|--|--|--|--|--|--|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|
| <p>1991</p> <p>XI. Structure of the product range</p> <p>a) If you set the revenue of your whole product range before 1991 =100%, what was the share of revenue as compared to last year of products that</p> <p style="text-align: center;">with respect to the total revenue</p> <p>- changed crucially or were introduced completely new _____ %</p> | <p>Further information</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> <table border="1" style="width: 100%; text-align: center;"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td colspan="10"></td> <td style="background-color: #003366; color: white;">WEST EAST</td> <td colspan="6"></td> </tr> <tr> <td>1998</td><td>1999</td><td>2000</td><td>2001</td><td>2002</td><td>2003</td><td>2004</td><td>2005</td><td>2006</td><td>2007</td><td>2008</td><td>2009</td><td>2010</td><td>2011</td><td>2012</td><td>2013</td> </tr> </table> | | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | WEST EAST | | | | | | | 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | | | | | | | | | | WEST EAST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.20.4) sps4

share of products which remained unchanged in export revenue

West and East 1991

once

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|--|----------------------------|------|------|------|------|------|------|------|------|--------------|------|------|------|------|------|------|------|--|--|--|--|--|--|--|--|--|--|--------------|--|--|--|--|--|--|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|
| <p>1991</p> <p>XI. Structure of the product range</p> <p>a) If you set the revenue of your whole product range before 1991 =100%, what was the share of revenue as compared to last year of products that</p> <p style="text-align: center;">with respect to the export revenue</p> <p>- basically remained unchanged _____ %</p> | <p>Further information</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> <table border="1" style="width: 100%; text-align: center;"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td colspan="10"></td> <td style="background-color: #003366; color: white;">WEST EAST</td> <td colspan="6"></td> </tr> <tr> <td>1998</td><td>1999</td><td>2000</td><td>2001</td><td>2002</td><td>2003</td><td>2004</td><td>2005</td><td>2006</td><td>2007</td><td>2008</td><td>2009</td><td>2010</td><td>2011</td><td>2012</td><td>2013</td> </tr> </table> | | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | WEST EAST | | | | | | | 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | | | | | | | | | | WEST EAST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

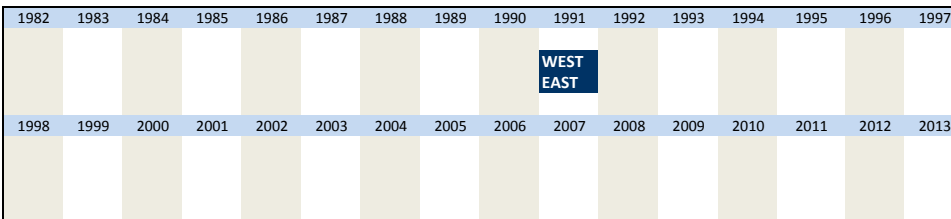
| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.20.5) **sps5** share of products which changed slightly in export revenue West and East 1991 once

Wording of question

| | |
|---|----------------------------|
| <p>1991 XI. Structure of the product range a) If you set the revenue of your whole product range before 1991 =100%, what was the share of revenue as compared to last year of products that</p> <p style="text-align: center;">with respect to the export revenue</p> <p>- changed only slightly _____ %</p> | <p>Further information</p> |
|---|----------------------------|

Time span of variable



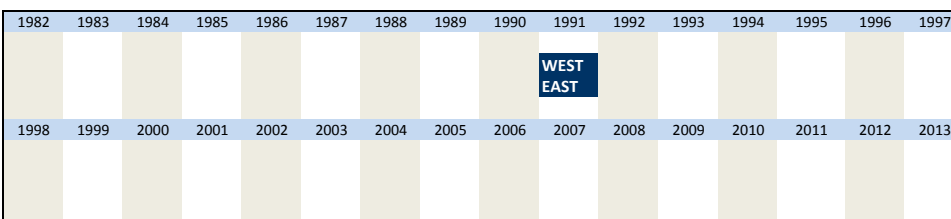
| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.20.6) **sps6** share of products which changed significantly in export revenues West and East 1991 once

Wording of question

| | |
|---|----------------------------|
| <p>1991 XI. Structure of the product range a) If you set the revenue of your whole product range before 1991 =100%, what was the share of revenue as compared to last year of products that</p> <p style="text-align: center;">with respect to the export revenue</p> <p>- changed crucially or were introduced completely new _____ %</p> | <p>Further information</p> |
|---|----------------------------|

Time span of variable



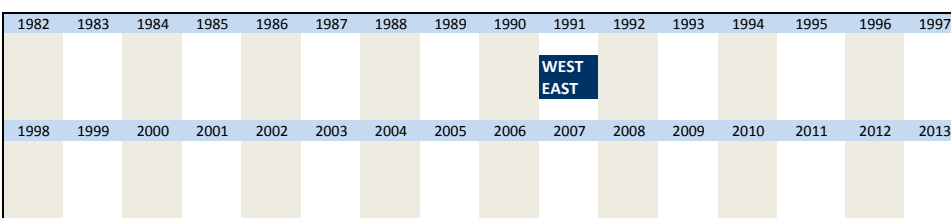
| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.20.7) **sps7** share of innovative products new to company in total revenue West and East 1991 once

Wording of question

| | |
|--|----------------------------|
| <p>1991 XI. Structure of the product range b) Share of revenue of innovative products in 1991 that were new</p> <p>- to the company _____ %</p> | <p>Further information</p> |
|--|----------------------------|

Time span of variable



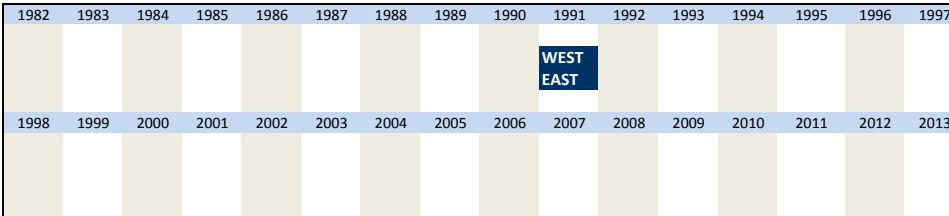
| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.20.8) **sps8** share of innovative products new to sector in total revenue **West and East 1991** once

Wording of question

| | |
|---|---------------------|
| <p>1991 XI. Structure of the product range b) Share of revenue of innovative products in 1991 that were new</p> <p>- to the sector _____ %</p> | Further information |
|---|---------------------|

Time span of variable



3.21 Competitiveness and technology

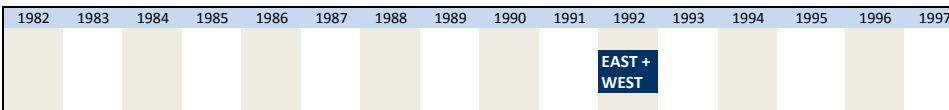
| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.21.1) **wft1** competitiveness as compared to Japanese competitors **East and West 1992** once

Wording of question

| | |
|---|---------------------|
| <p>1992 III. Competitiveness and technology Compared to the last 3 years our competitiveness towards competitors from [...] will in the medium term:</p> <p>Japan increase not change decrease</p> <p> <input type="text"/> [1] <input type="text"/> [2] <input type="text"/> [3]</p> | Further information |
|---|---------------------|

Time span of variable



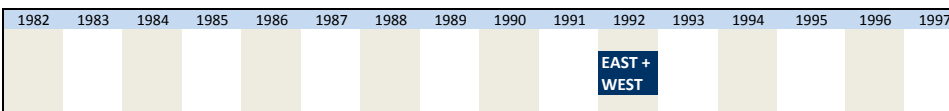
| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.21.2) **wft2** competitiveness as compared to Southeast Asian competitors **East and West 1992** once

Wording of question

| | |
|--|---------------------|
| <p>1992 III. Competitiveness and technology Compared to the last 3 years our competitiveness towards competitors from [...] will in the medium term:</p> <p>Southeast Asia increase not change decrease</p> <p> <input type="text"/> [1] <input type="text"/> [2] <input type="text"/> [3]</p> | Further information |
|--|---------------------|

Time span of variable



| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.21.3) **wft3** competitiveness as compared to competitors from USA **East and West 1992** once

Wording of question

| | |
|--|---------------------|
| <p>1992 III. Competitiveness and technology Compared to the last 3 years our competitiveness towards competitors from [...] will in the medium term:</p> <p> increase not change decrease</p> | Further information |
|--|---------------------|

| | | | | | | | | | | | | | | | | | | | | | |
|-----------------------|------|------|------|------|------|------|------|------|------|-------------|------|------|------|------|------|----------------------|-----|----------------------|-----|----------------------|-----|
| USA | | | | | | | | | | | | | | | | <input type="text"/> | [1] | <input type="text"/> | [2] | <input type="text"/> | [3] |
| Time span of variable | | | | | | | | | | | | | | | | | | | | | |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | |
| | | | | | | | | | | EAST + WEST | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.21.4) **wft4** competitiveness as compared to competitors from EC and Western Europe East and West 1992 once

Wording of question

| | |
|---|---------------------|
| 1992 III. Competitiveness and technology Compared to the last 3 years our competitiveness towards competitors from [...] will in the medium term: | Further information |
| <p>EC and Western Europe</p> <p>increase <input type="text"/> [1] not change <input type="text"/> [2] decrease <input type="text"/> [3]</p> | |

| | | | | | | | | | | | | | | | |
|-----------------------|------|------|------|------|------|------|------|------|------|-------------|------|------|------|------|------|
| Time span of variable | | | | | | | | | | | | | | | |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 |
| | | | | | | | | | | EAST + WEST | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.21.5) **wft5** competitiveness as compared to competitors from Eastern Europe East and West 1992 once

Wording of question

| | |
|---|---------------------|
| 1992 III. Competitiveness and technology Compared to the last 3 years our competitiveness towards competitors from [...] will in the medium term: | Further information |
| <p>Eastern Europe</p> <p>increase <input type="text"/> [1] not change <input type="text"/> [2] decrease <input type="text"/> [3]</p> | |

| | | | | | | | | | | | | | | | |
|-----------------------|------|------|------|------|------|------|------|------|------|-------------|------|------|------|------|------|
| Time span of variable | | | | | | | | | | | | | | | |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 |
| | | | | | | | | | | EAST + WEST | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.21.6) **wft6** competitiveness in general East and West 1992 once

Wording of question

| | |
|---|---------------------|
| 1992 III. Competitiveness and technology Compared to the last 3 years our competitiveness towards competitors from [...] will in the medium term: | Further information |
| <p>in general</p> <p>increase <input type="text"/> [1] not change <input type="text"/> [2] decrease <input type="text"/> [3]</p> | |

| | | | | | | | | | | | | | | | |
|-----------------------|------|------|------|------|------|------|------|------|------|-------------|------|------|------|------|------|
| Time span of variable | | | | | | | | | | | | | | | |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 |
| | | | | | | | | | | EAST + WEST | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.21.7) **wft7** importance of new technologies for competitiveness East and West 1992 once

Wording of question

| | |
|---|---------------------|
| 1992 III. Competitiveness and technology New technologies have the following importance regarding the retention or increase of our competitiveness major <input type="text"/> [1] slight <input type="text"/> [2] no <input type="text"/> [3] | Further information |
| Time span of variable | |
| 1982 1983 1984 1985 1986 1987 1988 1989 1990 1991 1992 1993 1994 1995 1996 1997 | |
| EAST + WEST | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.21.8) **wft8** focus of technological competition: new materials East and West 1992 once

Wording of question

| | |
|---|---------------------|
| 1992 III. Competitiveness and technology In the medium term in our product line the technology competition is concentrated on following main focus of innovations product innovations new materials <input type="text"/> [1] | Further information |
| Time span of variable | |
| 1982 1983 1984 1985 1986 1987 1988 1989 1990 1991 1992 1993 1994 1995 1996 1997 | |
| EAST + WEST | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.21.9) **wft9** focus of technological competition: new intermediate products East and West 1992 once

Wording of question

| | |
|---|---------------------|
| 1992 III. Competitiveness and technology In the medium term in our product line the technology competition is concentrated on following main focus of innovations product innovations new intermediate products <input type="text"/> [1] | Further information |
| Time span of variable | |
| 1982 1983 1984 1985 1986 1987 1988 1989 1990 1991 1992 1993 1994 1995 1996 1997 | |
| EAST + WEST | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.21.10) **wft10** focus of technological competition: new functional solutions East and West 1992 once

Wording of question

| | |
|--|---------------------|
| 1992 III. Competitiveness and technology In the medium term in our product line the technology competition is concentrated on following main focus of innovations product innovations new functional solutions for existing products <input type="text"/> [1] | Further information |
| Time span of variable | |
| 1982 1983 1984 1985 1986 1987 1988 1989 1990 1991 1992 1993 1994 1995 1996 1997 | |
| EAST + WEST | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.21.11) **wft11** focus of technological competition: fundamentally new products East and West 1992 once

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|--|----------------------------|------|------|------|------|------|------|------|------|-------------|------|------|------|------|------|------|------|--|--|--|--|--|--|--|--|--|--|-------------|--|--|--|--|--|
| <p>1992</p> <p>III. Competitiveness and technology</p> <p>In the medium term in our product line the technology competition is concentrated on following main focus of innovations</p> <p>product innovations</p> <p style="text-align: center;">fundamentally new products <input type="text"/> [1]</p> | <p>Further information</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> <table border="1" style="width: 100%; text-align: center;"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #004a99; color: white;">EAST + WEST</td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td> </tr> </table> | | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | EAST + WEST | | | | | |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | |
| | | | | | | | | | | EAST + WEST | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.21.12) **wft12** focus of technological competition: new production and process technologies East and West 1992 once

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|--|----------------------------|------|------|------|------|------|------|------|------|-------------|------|------|------|------|------|------|------|--|--|--|--|--|--|--|--|--|--|-------------|--|--|--|--|--|
| <p>1992</p> <p>III. Competitiveness and technology</p> <p>In the medium term in our product line the technology competition is concentrated on following main focus of innovations</p> <p>Process innovations in production</p> <p style="text-align: center;">new production or process technologies <input type="text"/> [1]</p> | <p>Further information</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> <table border="1" style="width: 100%; text-align: center;"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #004a99; color: white;">EAST + WEST</td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td> </tr> </table> | | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | EAST + WEST | | | | | |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | |
| | | | | | | | | | | EAST + WEST | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.21.13) **wft13** focus of technological competition: further automation East and West 1992 once

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|--|----------------------------|------|------|------|------|------|------|------|------|-------------|------|------|------|------|------|------|------|--|--|--|--|--|--|--|--|--|--|-------------|--|--|--|--|--|
| <p>1992</p> <p>III. Competitiveness and technology</p> <p>In the medium term in our product line the technology competition is concentrated on following main focus of innovations</p> <p>Process innovations in production</p> <p style="text-align: center;">further automation <input type="text"/> [1]</p> | <p>Further information</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> <table border="1" style="width: 100%; text-align: center;"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #004a99; color: white;">EAST + WEST</td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td> </tr> </table> | | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | EAST + WEST | | | | | |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | |
| | | | | | | | | | | EAST + WEST | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.21.14) **wft14** focus of technological competition: new technical organisational structures East and West 1992 once

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|--|----------------------------|------|------|------|------|------|------|------|------|-------------|------|------|------|------|------|------|------|--|--|--|--|--|--|--|--|--|--|-------------|--|--|--|--|--|
| <p>1992</p> <p>III. Competitiveness and technology</p> <p>In the medium term in our product line the technology competition is concentrated on following main focus of innovations</p> <p>Process innovations in production</p> <p style="text-align: center;">new technical organisational structures <input type="text"/> [1]</p> | <p>Further information</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> <table border="1" style="width: 100%; text-align: center;"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #004a99; color: white;">EAST + WEST</td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td> </tr> </table> | | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | EAST + WEST | | | | | |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | |
| | | | | | | | | | | EAST + WEST | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.21.15) **wft15** obst. to dev. of new materials: financing East and West 1992 once

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|--|---------------------|------|------|------|------|------|------|------|------|-------------|------|------|------|------|------|------|------|--|--|--|--|--|--|--|--|--|--|-------------|--|--|--|--|--|
| 1992 III. Competitiveness and technology Obstacles to innovations exist especially in the following scopes: Financing product innovations <div style="text-align: right; margin-right: 50px;">new materials <input type="text"/> [1]</div> | Further information | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> <table border="1" style="width: 100%; text-align: center;"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #004a99; color: white;">EAST + WEST</td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td> </tr> </table> | | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | EAST + WEST | | | | | |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | |
| | | | | | | | | | | EAST + WEST | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.21.16) **wft16** obst. to dev.of new intermediate products: financing East and West 1992 once

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|--|---------------------|------|------|------|------|------|------|------|------|-------------|------|------|------|------|------|------|------|--|--|--|--|--|--|--|--|--|--|-------------|--|--|--|--|--|
| 1992 III. Competitiveness and technology Obstacles to innovations exist especially in the following scopes: Financing product innovations <div style="text-align: right; margin-right: 50px;">new intermediate products <input type="text"/> [1]</div> | Further information | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> <table border="1" style="width: 100%; text-align: center;"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #004a99; color: white;">EAST + WEST</td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td> </tr> </table> | | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | EAST + WEST | | | | | |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | |
| | | | | | | | | | | EAST + WEST | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.21.17) **wft17** obst. to dev. of new functional solutions: financing East and West 1992 once

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|--|---------------------|------|------|------|------|------|------|------|------|-------------|------|------|------|------|------|------|------|--|--|--|--|--|--|--|--|--|--|-------------|--|--|--|--|--|
| 1992 III. Competitiveness and technology Obstacles to innovations exist especially in the following scopes: Financing product innovations <div style="text-align: right; margin-right: 50px;">new functional solutions for existing products <input type="text"/> [1]</div> | Further information | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> <table border="1" style="width: 100%; text-align: center;"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #004a99; color: white;">EAST + WEST</td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td> </tr> </table> | | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | EAST + WEST | | | | | |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | |
| | | | | | | | | | | EAST + WEST | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.21.18) **wft18** obst. to dev. of fundamentally new products: financing East and West 1992 once

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|--|---------------------|------|------|------|------|------|------|------|------|-------------|------|------|------|------|------|------|------|--|--|--|--|--|--|--|--|--|--|-------------|--|--|--|--|--|
| 1992 III. Competitiveness and technology Obstacles to innovations exist especially in the following scopes: Financing product innovations <div style="text-align: right; margin-right: 50px;">fundamentally new products <input type="text"/> [1]</div> | Further information | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> <table border="1" style="width: 100%; text-align: center;"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #004a99; color: white;">EAST + WEST</td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td><td style="background-color: #e6e6e6;"></td> </tr> </table> | | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | EAST + WEST | | | | | |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | |
| | | | | | | | | | | EAST + WEST | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.21.19) **wft19** obst. to dev. of new production and process technologies: financing East and West 1992 once

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|---|----------------------------|------|------|------|------|------|------|------|------|-------------|------|------|------|------|------|------|------|--|--|--|--|--|--|--|--|--|--|-------------|--|--|--|--|--|
| <p>1992 III. Competitiveness and technology Obstacles to innovations exist especially in the following scopes: Financing Process innovations in production</p> <p style="text-align: center;">new production or process technologies <input type="text"/> [1]</p> | <p>Further information</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> <table border="1" style="width: 100%; text-align: center;"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #004a99; color: white;">EAST + WEST</td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td> </tr> </table> | | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | EAST + WEST | | | | | |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | |
| | | | | | | | | | | EAST + WEST | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.21.20) **wft20** obst. to further automation: financing East and West 1992 once

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|---|----------------------------|------|------|------|------|------|------|------|------|-------------|------|------|------|------|------|------|------|--|--|--|--|--|--|--|--|--|--|-------------|--|--|--|--|--|
| <p>1992 III. Competitiveness and technology Obstacles to innovations exist especially in the following scopes: Financing Process innovations in production</p> <p style="text-align: center;">further automation <input type="text"/> [1]</p> | <p>Further information</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> <table border="1" style="width: 100%; text-align: center;"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #004a99; color: white;">EAST + WEST</td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td> </tr> </table> | | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | EAST + WEST | | | | | |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | |
| | | | | | | | | | | EAST + WEST | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.21.21) **wft21** obst. to dev. of new technical organisational structures: financing East and West 1992 once

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|---|----------------------------|------|------|------|------|------|------|------|------|-------------|------|------|------|------|------|------|------|--|--|--|--|--|--|--|--|--|--|-------------|--|--|--|--|--|
| <p>1992 III. Competitiveness and technology Obstacles to innovations exist especially in the following scopes: Financing Process innovations in production</p> <p style="text-align: center;">new technical organisational structures <input type="text"/> [1]</p> | <p>Further information</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> <table border="1" style="width: 100%; text-align: center;"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #004a99; color: white;">EAST + WEST</td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td> </tr> </table> | | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | EAST + WEST | | | | | |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | |
| | | | | | | | | | | EAST + WEST | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.21.22) **wft22** obst. to dev. of new materials: information, consulting East and West 1992 once

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|--|----------------------------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|
| <p>1992 III. Competitiveness and technology Obstacles to innovations exist especially in the following scopes: Information, consulting product innovations</p> <p style="text-align: center;">new materials <input type="text"/> [1]</p> | <p>Further information</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> <table border="1" style="width: 100%; text-align: center;"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td> </tr> </table> | | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | |
| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |



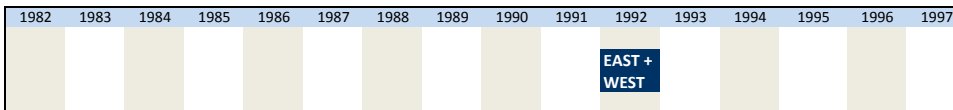
| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.21.23) **wft23** obst. to dev. of new intermediate products: information, consulting East and West 1992 once

Wording of question

| | |
|--|---------------------|
| 1992 III. Competitiveness and technology Obstacles to innovations exist especially in the following scopes: Information, consulting product innovations <div style="text-align: right;">new intermediate products <input type="text"/> [1]</div> | Further information |
|--|---------------------|

Time span of variable



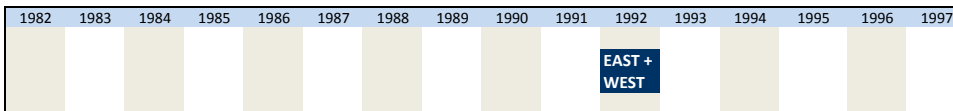
| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.21.24) **wft24** obst. to dev. of new functional solutions: information, consulting East and West 1992 once

Wording of question

| | |
|---|---------------------|
| 1992 III. Competitiveness and technology Obstacles to innovations exist especially in the following scopes: Information, consulting product innovations <div style="text-align: right;">new functional solutions for existing products <input type="text"/> [1]</div> | Further information |
|---|---------------------|

Time span of variable



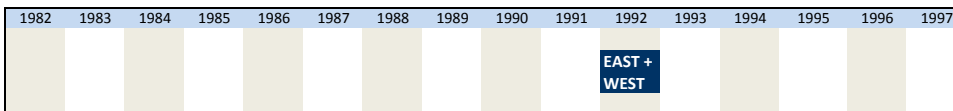
| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.21.25) **wft25** obst. to dev. of fundamentally new products: information, consulting East and West 1992 once

Wording of question

| | |
|---|---------------------|
| 1992 III. Competitiveness and technology Obstacles to innovations exist especially in the following scopes: Information, consulting product innovations <div style="text-align: right;">fundamentally new products <input type="text"/> [1]</div> | Further information |
|---|---------------------|

Time span of variable



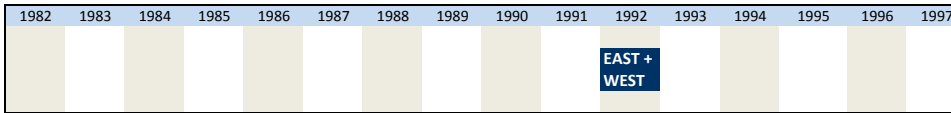
| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.21.26) **wft26** obst. to dev. of new production and process technologies: info., consulting East and West 1992 once

Wording of question

| | |
|---|---------------------|
| 1992 III. Competitiveness and technology Obstacles to innovations exist especially in the following scopes: Information, consulting Process innovations in production <div style="text-align: right;">new production or process technologies <input type="text"/> [1]</div> | Further information |
|---|---------------------|

Time span of variable



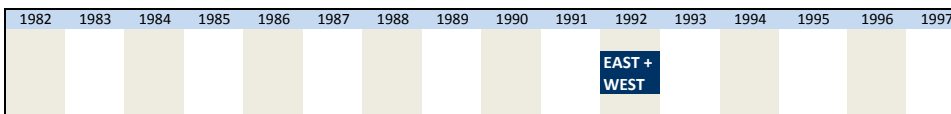
| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.21.27) **wft27** obst. to further automation: information, consulting East and West 1992 once

Wording of question

| | |
|--|---------------------|
| 1992 III. Competitiveness and technology Obstacles to innovations exist especially in the following scopes: Information, consulting Process innovations in production further automation <input type="text"/> [1] | Further information |
|--|---------------------|

Time span of variable



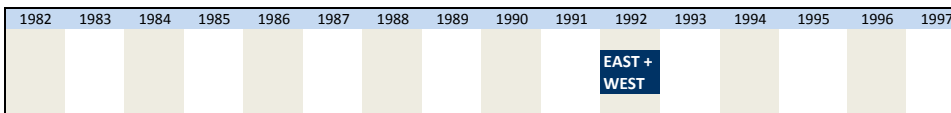
| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.21.28) **wft28** obst. to dev. of new technical organisational structures: info., consulting East and West 1992 once

Wording of question

| | |
|---|---------------------|
| 1992 III. Competitiveness and technology Obstacles to innovations exist especially in the following scopes: Information, consulting Process innovations in production new technical organisational structures <input type="text"/> [1] | Further information |
|---|---------------------|

Time span of variable



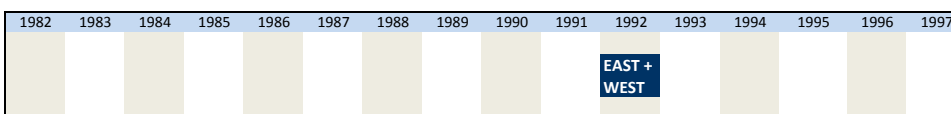
| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.21.29) **wft29** obst. to dev. of new materials: qualification of employees East and West 1992 once

Wording of question

| | |
|--|---------------------|
| 1992 III. Competitiveness and technology Obstacles to innovations exist especially in the following scopes: Qualification of employees product innovations new materials <input type="text"/> [1] | Further information |
|--|---------------------|

Time span of variable



| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

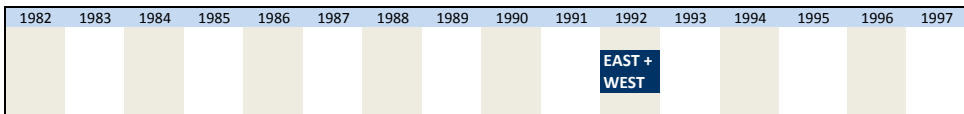
3.21.30) **wft30** obst. to dev. of new intermediate products: qualification of employees East and West 1992 once

Wording of question

| | |
|--|---------------------|
| 1992 III. Competitiveness and technology | Further information |
|--|---------------------|

Obstacles to innovations exist especially in the following scopes:
Qualification of employees
 product innovations
 new intermediate products [1]

Time span of variable



| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

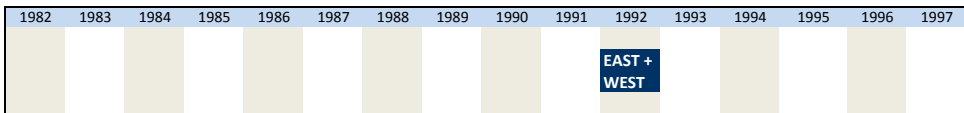
3.21.31) **wft31** obst. to dev. of new functional solutions: qualification of employees East and West 1992 once

Wording of question

1992
III. Competitiveness and technology
 Obstacles to innovations exist especially in the following scopes:
Qualification of employees
 product innovations
 new functional solutions for existing products [1]

Further information

Time span of variable



| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

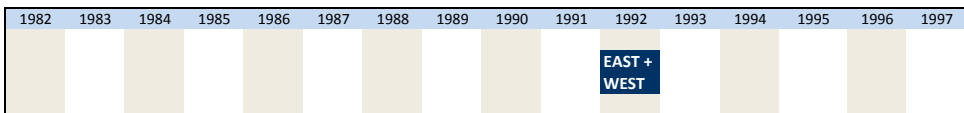
3.21.32) **wft32** obst. to dev. of fundamentally new products: qualification of employees East and West 1992 once

Wording of question

1992
III. Competitiveness and technology
 Obstacles to innovations exist especially in the following scopes:
Qualification of employees
 product innovations
 fundamentally new products [1]

Further information

Time span of variable



| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

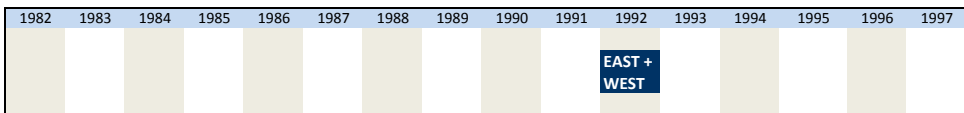
3.21.33) **wft33** obst. to dev. of new prod. and progress technologies: qualification of employees East and West 1992 once

Wording of question

1992
III. Competitiveness and technology
 Obstacles to innovations exist especially in the following scopes:
Qualification of employees
 Process innovations in production
 new production or process technologies [1]

Further information

Time span of variable



| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.21.34) **wft34** obst. to further automation: qualification of employees East and West 1992 once

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|---|---------------------|------|------|------|------|------|------|------|------|-------------|------|------|------|------|------|------|------|--|--|--|--|--|--|--|--|--|--|-------------|--|--|--|--|--|
| 1992 III. Competitiveness and technology Obstacles to innovations exist especially in the following scopes: Qualification of employees Process innovations in production further automation <input type="text"/> [1] | Further information | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Time span of variable | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <table border="1"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td style="background-color: #004a99; color: white; text-align: center;">EAST + WEST</td><td></td><td></td><td></td><td></td><td></td> </tr> </table> | | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | EAST + WEST | | | | | |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | |
| | | | | | | | | | | EAST + WEST | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.21.35) **wft35** obst. to dev. of new technical organis. structures: qualification of employees East and West 1992 once

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|---|---------------------|------|------|------|------|------|------|------|------|-------------|------|------|------|------|------|------|------|--|--|--|--|--|--|--|--|--|--|-------------|--|--|--|--|--|
| 1992 III. Competitiveness and technology Obstacles to innovations exist especially in the following scopes: Qualification of employees Process innovations in production new technical organisational structures <input type="text"/> [1] | Further information | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Time span of variable | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <table border="1"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td style="background-color: #004a99; color: white; text-align: center;">EAST + WEST</td><td></td><td></td><td></td><td></td><td></td> </tr> </table> | | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | EAST + WEST | | | | | |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | |
| | | | | | | | | | | EAST + WEST | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.21.36) **wft36** obst. to dev. of new materials: technology procurement (external) East and West 1992 once

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|---|---------------------|------|------|------|------|------|------|------|------|-------------|------|------|------|------|------|------|------|--|--|--|--|--|--|--|--|--|--|-------------|--|--|--|--|--|
| 1992 III. Competitiveness and technology Obstacles to innovations exist especially in the following scopes: Technology procurement (external) product innovations new materials <input type="text"/> [1] | Further information | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Time span of variable | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <table border="1"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td style="background-color: #004a99; color: white; text-align: center;">EAST + WEST</td><td></td><td></td><td></td><td></td><td></td> </tr> </table> | | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | EAST + WEST | | | | | |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | |
| | | | | | | | | | | EAST + WEST | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.21.37) **wft37** obst. to dev. of new intermediate products: technology procurement (external) East and West 1992 once

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|---|---------------------|------|------|------|------|------|------|------|------|-------------|------|------|------|------|------|------|------|--|--|--|--|--|--|--|--|--|--|-------------|--|--|--|--|--|
| 1992 III. Competitiveness and technology Obstacles to innovations exist especially in the following scopes: Technology procurement (external) product innovations new intermediate products <input type="text"/> [1] | Further information | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Time span of variable | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <table border="1"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td style="background-color: #004a99; color: white; text-align: center;">EAST + WEST</td><td></td><td></td><td></td><td></td><td></td> </tr> </table> | | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | EAST + WEST | | | | | |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | |
| | | | | | | | | | | EAST + WEST | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.21.38) **wft38** obst. to dev. of new functional solutions: technology procurement (external) East and West 1992 once

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|--|----------------------------|------|------|------|------|------|------|------|------|-------------|------|------|------|------|------|------|------|--|--|--|--|--|--|--|--|--|--|-------------|--|--|--|--|--|
| <p>1992</p> <p>III. Competitiveness and technology</p> <p>Obstacles to innovations exist especially in the following scopes:</p> <p>Technology procurement (external)</p> <p>product innovations</p> <p style="text-align: right;">new functional solutions for existing products <input type="text"/> [1]</p> | <p>Further information</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> <table border="1"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td style="text-align: center;">EAST + WEST</td><td></td><td></td><td></td><td></td><td></td> </tr> </table> | | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | EAST + WEST | | | | | |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | |
| | | | | | | | | | | EAST + WEST | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.21.39) **wft39** obst. to dev. of fundamentally new products: technology procurement (external) East and West 1992 once

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|--|----------------------------|------|------|------|------|------|------|------|------|-------------|------|------|------|------|------|------|------|--|--|--|--|--|--|--|--|--|--|-------------|--|--|--|--|--|
| <p>1992</p> <p>III. Competitiveness and technology</p> <p>Obstacles to innovations exist especially in the following scopes:</p> <p>Technology procurement (external)</p> <p>product innovations</p> <p style="text-align: right;">fundamentally new products <input type="text"/> [1]</p> | <p>Further information</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> <table border="1"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td style="text-align: center;">EAST + WEST</td><td></td><td></td><td></td><td></td><td></td> </tr> </table> | | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | EAST + WEST | | | | | |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | |
| | | | | | | | | | | EAST + WEST | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.21.40) **wft40** obst. to dev. of new production and process technologies: tech. procurement (external) East and West 1992 once

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|--|----------------------------|------|------|------|------|------|------|------|------|-------------|------|------|------|------|------|------|------|--|--|--|--|--|--|--|--|--|--|-------------|--|--|--|--|--|
| <p>1992</p> <p>III. Competitiveness and technology</p> <p>Obstacles to innovations exist especially in the following scopes:</p> <p>Technology procurement (external)</p> <p>Process innovations in production</p> <p style="text-align: right;">new production or process technologies <input type="text"/> [1]</p> | <p>Further information</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> <table border="1"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td style="text-align: center;">EAST + WEST</td><td></td><td></td><td></td><td></td><td></td> </tr> </table> | | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | EAST + WEST | | | | | |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | |
| | | | | | | | | | | EAST + WEST | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.21.41) **wft41** obst. to further automation: technology procurement (external) East and West 1992 once

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|---|----------------------------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|
| <p>1992</p> <p>III. Competitiveness and technology</p> <p>Obstacles to innovations exist especially in the following scopes:</p> <p>Technology procurement (external)</p> <p>Process innovations in production</p> <p style="text-align: right;">further automation <input type="text"/> [1]</p> | <p>Further information</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> <table border="1"> <tr> <td>1982</td><td>1983</td><td>1984</td><td>1985</td><td>1986</td><td>1987</td><td>1988</td><td>1989</td><td>1990</td><td>1991</td><td>1992</td><td>1993</td><td>1994</td><td>1995</td><td>1996</td><td>1997</td> </tr> <tr> <td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td> </tr> </table> | | 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | |
| 1982 | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | | | | | | | | | | | | | | | | | | |
| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |



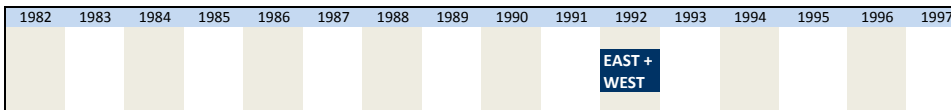
| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.21.42) **wft42** obst. to dev. of new technical org. structures: tech. procurement (external) East and West 1992 once

Wording of question

| | |
|--|----------------------------|
| <p>1992 III. Competitiveness and technology Obstacles to innovations exist especially in the following scopes: Technology procurement (external) Process innovations in production</p> <p style="text-align: right;">new technical organisational structures <input type="text"/> [1]</p> | <p>Further information</p> |
|--|----------------------------|

Time span of variable



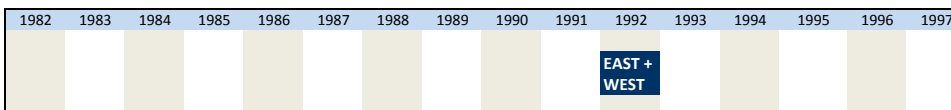
| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.21.43) **wft43** overcoming of obst. requires support by professional association East and West 1992 once

Wording of question

| | |
|---|----------------------------|
| <p>1992 III. Competitiveness and technology To overcome obstacles to innovations we primarily need support</p> <p style="text-align: right;">by our professional association <input type="text"/> [1]</p> | <p>Further information</p> |
|---|----------------------------|

Time span of variable



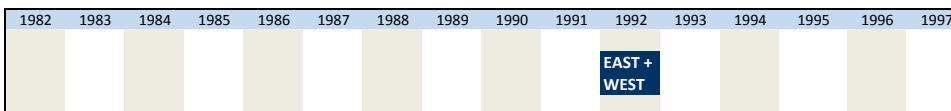
| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.21.44) **wft44** overcoming of obst. requires support on federal state level East and West 1992 once

Wording of question

| | |
|--|----------------------------|
| <p>1992 III. Competitiveness and technology To overcome obstacles to innovations we primarily need support</p> <p style="text-align: right;">on federal state level <input type="text"/> [1]</p> | <p>Further information</p> |
|--|----------------------------|

Time span of variable



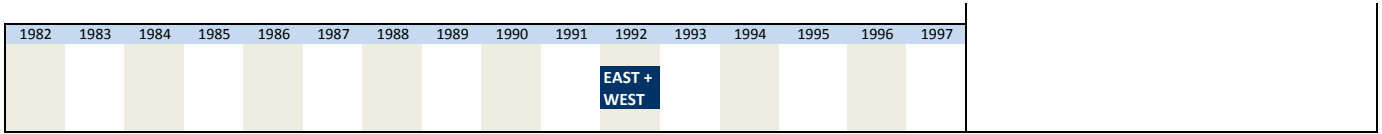
| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.21.45) **wft45** overcoming of obst. requires support on federal level East and West 1992 once

Wording of question

| | |
|--|----------------------------|
| <p>1992 III. Competitiveness and technology To overcome obstacles to innovations we primarily need support</p> <p style="text-align: right;">on federal level <input type="text"/> [1]</p> | <p>Further information</p> |
|--|----------------------------|

Time span of variable



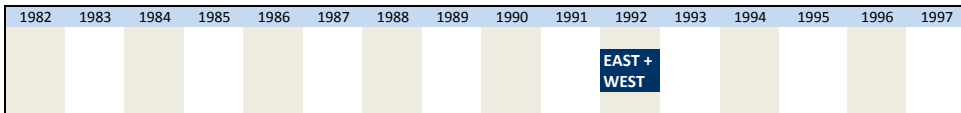
| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.21.46) **wft46** overcoming of obst. requires support on EC level East and West 1992 once

Wording of question

| | |
|---|---------------------|
| <p>1992</p> <p>III. Competitiveness and technology</p> <p>To overcome obstacles to innovations we primarily need support</p> <p style="text-align: center;">on EC level <input type="text"/> [1]</p> | Further information |
|---|---------------------|

Time span of variable



3.22 Innovation and Kooperation

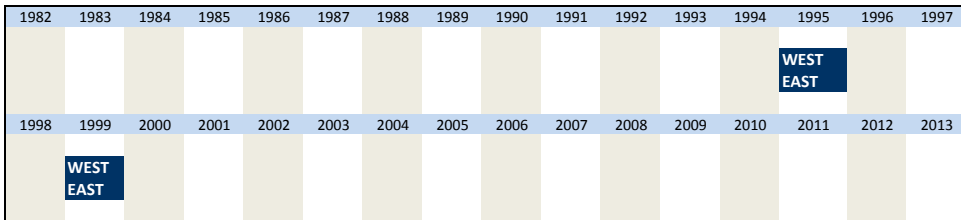
| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.22.1) **iuk1** innovation cooperations with other companies/institutions West 1995, 1999 East 1995, 1999 irregular irregular

Wording of question

| | |
|--|---------------------|
| <p>1995</p> <p>VI. Innovation and Kooperation</p> <p>a) For our innovation activities we cooperated with other companies/institutions: in the years 1991 to 1995.</p> <p>yes, in fact <input type="text"/> [1] once <input type="text"/> [2] 2-5 times <input type="text"/> [3] more often</p> <p>no <input type="checkbox"/></p> | Further information |
| <p>1999</p> <p>VI. Innovation and Kooperation</p> <p>a) For our innovation activities we cooperated with other companies/institutions: in the years 1995 to 1999.</p> <p>yes, in fact <input type="text"/> [1] once <input type="text"/> [2] 2-5 times <input type="text"/> [3] more often</p> <p>no <input type="checkbox"/></p> | |

Time span of variable



| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.22.2) **iuk2** no innovation cooperation with other companies/institutions West 1995, 1999 East 1995, 1999 irregular irregular

Wording of question

| | |
|--|---------------------|
| <p>1995</p> <p>VI. Innovation and Kooperation</p> <p>a) For our innovation activities we cooperated with other companies/institutions: in the years 1991 to 1995.</p> <p>yes, in fact <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/></p> <p>no [1] <input type="text"/></p> | Further information |
|--|---------------------|

1999

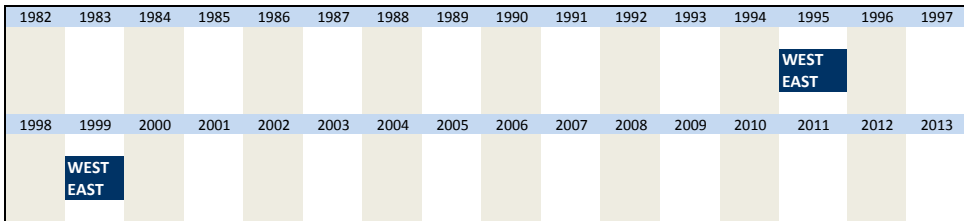
VI. Innovation and Kooperation

a) For our innovation activities we cooperated with other companies/institutions in the years 1995 to 1999.

yes, in fact

no [1]

Time span of variable



| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

| | | | | |
|---------|------|---|------------------------------------|------------------------|
| 3.22.3) | iuk3 | form of innovation cooperation: joint venture | West 1995, 1999 East 1995, 1999 | irregular irregular |
|---------|------|---|------------------------------------|------------------------|

Wording of question

1995, 1999

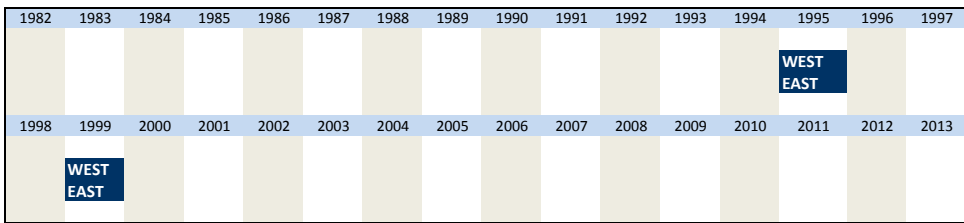
VI. Innovation and Kooperation

b) Wer utilized the following form(s) of cooperations for our innovation activities (multiple answers possible):

- Joint venture [1]

Further information

Time span of variable



| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

| | | | | |
|---------|------|---|------------------------------------|------------------------|
| 3.22.4) | iuk4 | form of innovation cooperation: agreement about R&D | West 1995, 1999 East 1995, 1999 | irregular irregular |
|---------|------|---|------------------------------------|------------------------|

Wording of question

1995, 1999

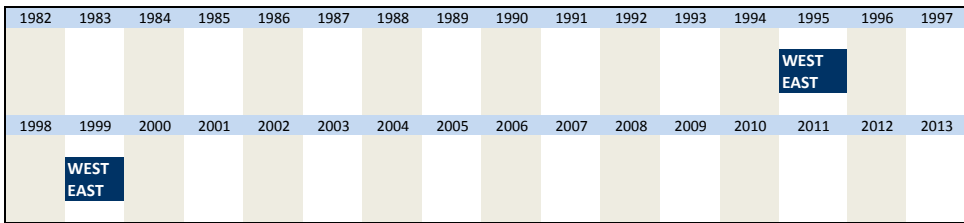
VI. Innovation and Kooperation

b) Wer utilized the following form(s) of cooperations for our innovation activities (multiple answers possible):

- R&D agreements [1]

Further information

Time span of variable



| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

| | | | | |
|---------|------|--|------------------------------------|------------------------|
| 3.22.5) | iuk5 | form of innovation cooperation: agreements about technology exchange | West 1995, 1999 East 1995, 1999 | irregular irregular |
|---------|------|--|------------------------------------|------------------------|

Wording of question

1995, 1999

VI. Innovation and Kooperation

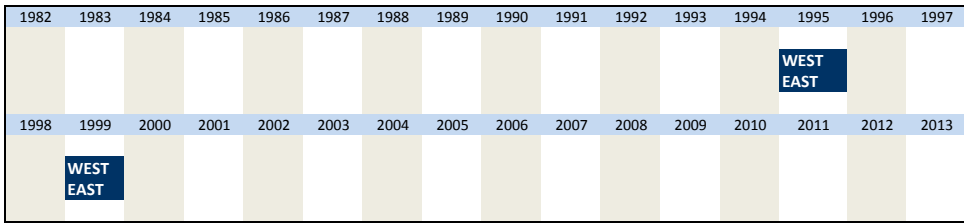
b) Wer utilized the following form(s) of cooperations for our innovation activities (multiple answers possible):

Further information

innovation activities (multiple answers possible):

- agreements about technology exchange [1]

Time span of variable



| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

| | | | | |
|---------|------|---|------------------------------------|------------------------|
| 3.22.6) | iuk6 | form of innovation cooperation: informal information exchange | West 1995, 1999 East 1995, 1999 | irregular irregular |
|---------|------|---|------------------------------------|------------------------|

Wording of question

| 1995, 1999 | Further information |
|--|---------------------|
| <p>VI. Innovation and Kooperation</p> <p>b) Wer utilized the following form(s) of cooperations for our innovation activities (multiple answers possible):</p> <ul style="list-style-type: none"> - informal information exchange in the technology sector <input type="text"/> [1] | |
| <p>Time span of variable</p> | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

| | | | | |
|---------|------|---|------------------------------------|------------------------|
| 3.22.7) | iuk7 | form of innovation cooperation: minority shareholding | West 1995, 1999 East 1995, 1999 | irregular irregular |
|---------|------|---|------------------------------------|------------------------|

Wording of question

| 1995, 1999 | Further information |
|---|---------------------|
| <p>VI. Innovation and Kooperation</p> <p>b) Wer utilized the following form(s) of cooperations for our innovation activities (multiple answers possible):</p> <ul style="list-style-type: none"> - minority shareholding of innovative companies <input type="text"/> [1] | |
| <p>Time span of variable</p> | |

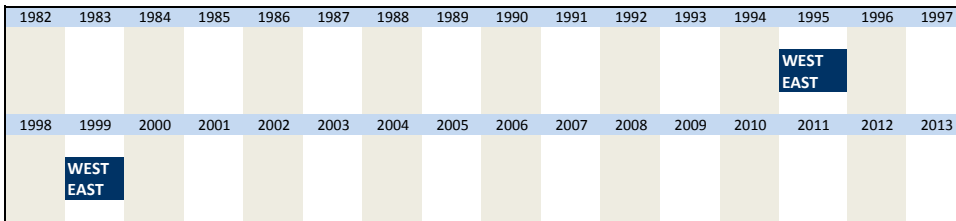
| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

| | | | | |
|---------|------|---|------------------------------------|------------------------|
| 3.22.8) | iuk8 | form of innovation cooperation: placing of R&D orders | West 1995, 1999 East 1995, 1999 | irregular irregular |
|---------|------|---|------------------------------------|------------------------|

Wording of question

| 1995, 1999 | Further information |
|---|---------------------|
| <p>VI. Innovation and Kooperation</p> <p>b) Wer utilized the following form(s) of cooperations for our innovation activities (multiple answers possible):</p> <ul style="list-style-type: none"> - placing of R&D orders to other companies/institutions <input type="text"/> [1] | |

Time span of variable



| No. | Name | Label | Survey period | Survey frequency |
|---------|------|---|------------------------------------|------------------------|
| 3.22.9) | iuk9 | form of innovation cooperation: other forms | West 1995, 1999 East 1995, 1999 | irregular irregular |

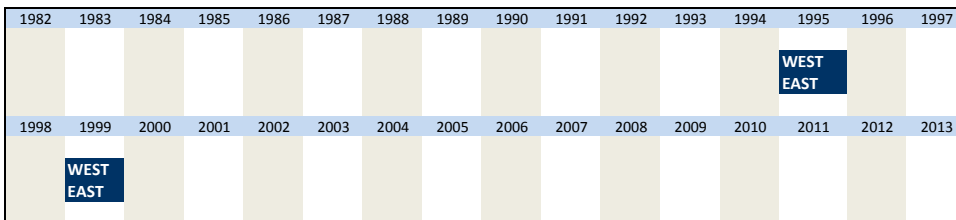
Wording of question

1995, 1999
VI. Innovation and Kooperation
 b) Wer utilized the following form(s) of cooperations for our innovation activities (multiple answers possible):

- other ways of cooperation, namely: [1]

Further information

Time span of variable



| No. | Name | Label | Survey period | Survey frequency |
|----------|-------|--|------------------------------------|------------------------|
| 3.22.10) | iuk10 | goal of cooperations: long-term commitment | West 1995, 1999 East 1995, 1999 | irregular irregular |

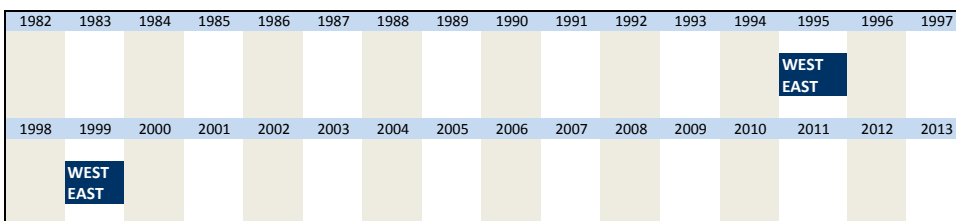
Wording of question

1995, 1999
VI. Innovation and Kooperation
 c) The cooperations in the field of innovations during the last 5 years were directed at:

- long-term commitment [1]

Further information

Time span of variable



| No. | Name | Label | Survey period | Survey frequency |
|----------|-------|--|------------------------------------|------------------------|
| 3.22.11) | iuk11 | goal of cooperations: short-term realisation of single R&D plans | West 1995, 1999 East 1995, 1999 | irregular irregular |

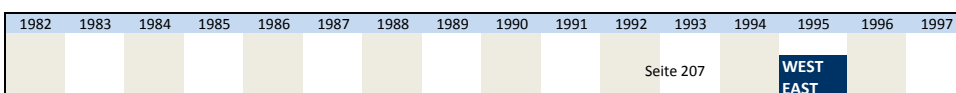
Wording of question

1995, 1999
VI. Innovation and Kooperation
 c) The cooperations in the field of innovations during the last 5 years were directed at:

- short-term realisation of single R&D plans [1]

Further information

Time span of variable



| | | | | | | | | | | | | | | | |
|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|
| 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 |
| WEST | | | | | | | EAST | | | | | | | | |

3.23 Adoption of external ideas/ inventions

| No. | Name | Label | Survey period | Survey frequency |
|---------|--------|---|------------------------|------------------|
| 3.23.1) | extid1 | innovations based on ideas/inventions/findings of the company | West 2004 East 2004 | once once |

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|--|---------------------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|--|--|--|--|--|--|------|--|--|--|--|--|--|--|--|
| <p>2004 Adoption of external ideas/ inventions a) Our innovations of the last 5 years are based on the adoption of ideas/inventions/results of R&D...</p> <p>of the own company only <input type="text"/> [1] (Please continue with question VII)</p> | Further information | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Time span of variable | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <table border="1"> <tr> <td>1998</td><td>1999</td><td>2000</td><td>2001</td><td>2002</td><td>2003</td><td>2004</td><td>2005</td><td>2006</td><td>2007</td><td>2008</td><td>2009</td><td>2010</td><td>2011</td><td>2012</td><td>2013</td> </tr> <tr> <td colspan="7">WEST</td> <td colspan="9">EAST</td> </tr> </table> | | 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | WEST | | | | | | | EAST | | | | | | | | |
| 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | | | | | | | | | | | | | | | | | | |
| WEST | | | | | | | EAST | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|---------|--------|--|------------------------|------------------|
| 3.23.2) | extid2 | innovations based on ideas/inventions/findings of external private persons | West 2004 East 2004 | once once |

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|--|---------------------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|--|--|--|--|--|--|------|--|--|--|--|--|--|--|--|
| <p>2004 Adoption of external ideas/ inventions a) Our innovations of the last 5 years are based on the adoption of ideas/inventions/results of R&D...</p> <p>of external private persons <input type="text"/> [1]</p> | Further information | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Time span of variable | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <table border="1"> <tr> <td>1998</td><td>1999</td><td>2000</td><td>2001</td><td>2002</td><td>2003</td><td>2004</td><td>2005</td><td>2006</td><td>2007</td><td>2008</td><td>2009</td><td>2010</td><td>2011</td><td>2012</td><td>2013</td> </tr> <tr> <td colspan="7">WEST</td> <td colspan="9">EAST</td> </tr> </table> | | 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | WEST | | | | | | | EAST | | | | | | | | |
| 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | | | | | | | | | | | | | | | | | | |
| WEST | | | | | | | EAST | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|---------|--------|--|------------------------|------------------|
| 3.23.3) | extid3 | innovations based on ideas/inventions/findings of external research institutions | West 2004 East 2004 | once once |

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|--|---------------------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|--|--|--|--|--|--|------|--|--|--|--|--|--|--|--|
| <p>2004 Adoption of external ideas/ inventions a) Our innovations of the last 5 years are based on the adoption of ideas/inventions/results of R&D...</p> <p>of external research institutions <input type="text"/> [1]</p> | Further information | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Time span of variable | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <table border="1"> <tr> <td>1998</td><td>1999</td><td>2000</td><td>2001</td><td>2002</td><td>2003</td><td>2004</td><td>2005</td><td>2006</td><td>2007</td><td>2008</td><td>2009</td><td>2010</td><td>2011</td><td>2012</td><td>2013</td> </tr> <tr> <td colspan="7">WEST</td> <td colspan="9">EAST</td> </tr> </table> | | 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | WEST | | | | | | | EAST | | | | | | | | |
| 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | | | | | | | | | | | | | | | | | | |
| WEST | | | | | | | EAST | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|---------|--------|--|------------------------|------------------|
| 3.23.4) | extid4 | innovations based on ideas/inventions/findings of external companies | West 2004 East 2004 | once once |

Wording of question

| | |
|---|---------------------|
| <p>2004 Adoption of external ideas/ inventions a) Our innovations of the last 5 years are based on the</p> | Further information |
|---|---------------------|

adoption of ideas/inventions/results of R&D...
of external companies [1]

Time span of variable

| | | | | | | | | | | | | | | | |
|------|------|------|------|------|------|--------------|------|------|------|------|------|------|------|------|------|
| 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 |
| | | | | | | WEST EAST | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

| | | | | |
|---------|--------|--|------------------------|--------------|
| 3.23.5) | extid5 | innovations based on ideas/inventions/findings of others | West 2004 East 2004 | once once |
|---------|--------|--|------------------------|--------------|

Wording of question

2004
Adoption of external ideas/ inventions
a) Our innovations of the last 5 years are based on the adoption of ideas/inventions/results of R&D...
of others [1]

Further information

Time span of variable

| | | | | | | | | | | | | | | | |
|------|------|------|------|------|------|--------------|------|------|------|------|------|------|------|------|------|
| 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 |
| | | | | | | WEST EAST | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

| | | | | |
|---------|--------|---|------------------------|--------------|
| 3.23.6) | extid6 | stage of external ideas/inventions/findings when adopted: idea/conception | West 2004 East 2004 | once once |
|---------|--------|---|------------------------|--------------|

Wording of question

2004
Adoption of external ideas/ inventions
b) At the time of the adoption to the own company the external ideas/inventions/results of R&D were in the stage of:
idea/conception [1]

Further information

Time span of variable

| | | | | | | | | | | | | | | | |
|------|------|------|------|------|------|--------------|------|------|------|------|------|------|------|------|------|
| 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 |
| | | | | | | WEST EAST | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

| | | | | |
|---------|--------|---|------------------------|--------------|
| 3.23.7) | extid7 | stage of external ideas/inventions/findings when adopted: R&D | West 2004 East 2004 | once once |
|---------|--------|---|------------------------|--------------|

Wording of question

2004
Adoption of external ideas/ inventions
b) At the time of the adoption to the own company the external ideas/inventions/results of R&D were in the stage of:
R&D [1]

Further information

Time span of variable

| | | | | | | | | | | | | | | | |
|------|------|------|------|------|------|--------------|------|------|------|------|------|------|------|------|------|
| 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 |
| | | | | | | WEST EAST | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

| | | | | |
|---------|--------|--|------------------------|--------------|
| 3.23.8) | extid8 | stage of external ideas/inventions/findings when adopted: launch of production | West 2004 East 2004 | once once |
|---------|--------|--|------------------------|--------------|

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|---|---------------------|------|------|------|------|--------------|------|------|------|------|------|------|------|------|------|------|------|--|--|--|--|--|--|--------------|--|--|--|--|--|--|--|--|--|
| 2004 Adoption of external ideas/ inventions b) At the time of the adoption to the own company the external ideas/inventions/results of R&D were in the stage of: launch of production <input type="text"/> [1] | Further information | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Time span of variable | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <table border="1" style="width: 100%; text-align: center;"> <tr> <td>1998</td><td>1999</td><td>2000</td><td>2001</td><td>2002</td><td>2003</td><td>2004</td><td>2005</td><td>2006</td><td>2007</td><td>2008</td><td>2009</td><td>2010</td><td>2011</td><td>2012</td><td>2013</td> </tr> <tr> <td style="background-color: #d9ead3;"></td><td style="background-color: #d9ead3;"></td><td style="background-color: #d9ead3;"></td><td style="background-color: #d9ead3;"></td><td style="background-color: #d9ead3;"></td><td style="background-color: #d9ead3;"></td><td style="background-color: #d9ead3;">WEST EAST</td><td style="background-color: #d9ead3;"></td><td style="background-color: #d9ead3;"></td><td style="background-color: #d9ead3;"></td><td style="background-color: #d9ead3;"></td><td style="background-color: #d9ead3;"></td><td style="background-color: #d9ead3;"></td><td style="background-color: #d9ead3;"></td><td style="background-color: #d9ead3;"></td><td style="background-color: #d9ead3;"></td> </tr> </table> | | 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | | | | | | | WEST EAST | | | | | | | | | |
| 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | | | | | | | | | | | | | | | | | | |
| | | | | | | WEST EAST | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|---------|--------|---|------------------------|------------------|
| 3.23.9) | extid9 | stage of external ideas/inventions/findings when adopted: marketing | West 2004 East 2004 | once once |

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|---|---------------------|------|------|------|------|--------------|------|------|------|------|------|------|------|------|------|------|------|--|--|--|--|--|--|--------------|--|--|--|--|--|--|--|--|--|
| 2004 Adoption of external ideas/ inventions b) At the time of the adoption to the own company the external ideas/inventions/results of R&D were in the stage of: marketing <input type="text"/> [1] | Further information | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Time span of variable | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <table border="1" style="width: 100%; text-align: center;"> <tr> <td>1998</td><td>1999</td><td>2000</td><td>2001</td><td>2002</td><td>2003</td><td>2004</td><td>2005</td><td>2006</td><td>2007</td><td>2008</td><td>2009</td><td>2010</td><td>2011</td><td>2012</td><td>2013</td> </tr> <tr> <td style="background-color: #d9ead3;"></td><td style="background-color: #d9ead3;"></td><td style="background-color: #d9ead3;"></td><td style="background-color: #d9ead3;"></td><td style="background-color: #d9ead3;"></td><td style="background-color: #d9ead3;"></td><td style="background-color: #d9ead3;">WEST EAST</td><td style="background-color: #d9ead3;"></td><td style="background-color: #d9ead3;"></td><td style="background-color: #d9ead3;"></td><td style="background-color: #d9ead3;"></td><td style="background-color: #d9ead3;"></td><td style="background-color: #d9ead3;"></td><td style="background-color: #d9ead3;"></td><td style="background-color: #d9ead3;"></td><td style="background-color: #d9ead3;"></td> </tr> </table> | | 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | | | | | | | WEST EAST | | | | | | | | | |
| 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | | | | | | | | | | | | | | | | | | |
| | | | | | | WEST EAST | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|----------|---------|---|------------------------|------------------|
| 3.23.10) | extid10 | external ideas implemented in cooperation with inventor: yes, several | West 2004 East 2004 | once once |

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|---|---------------------|------|------|------|------|--------------|------|------|------|------|------|------|------|------|------|------|------|--|--|--|--|--|--|--------------|--|--|--|--|--|--|--|--|--|
| 2004 Adoption of external ideas/ inventions c) The external ideas/results of R&D were implemented in cooperation with the corresponding inventor: yes, several <input type="text"/> [1] | Further information | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Time span of variable | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <table border="1" style="width: 100%; text-align: center;"> <tr> <td>1998</td><td>1999</td><td>2000</td><td>2001</td><td>2002</td><td>2003</td><td>2004</td><td>2005</td><td>2006</td><td>2007</td><td>2008</td><td>2009</td><td>2010</td><td>2011</td><td>2012</td><td>2013</td> </tr> <tr> <td style="background-color: #d9ead3;"></td><td style="background-color: #d9ead3;"></td><td style="background-color: #d9ead3;"></td><td style="background-color: #d9ead3;"></td><td style="background-color: #d9ead3;"></td><td style="background-color: #d9ead3;"></td><td style="background-color: #d9ead3;">WEST EAST</td><td style="background-color: #d9ead3;"></td><td style="background-color: #d9ead3;"></td><td style="background-color: #d9ead3;"></td><td style="background-color: #d9ead3;"></td><td style="background-color: #d9ead3;"></td><td style="background-color: #d9ead3;"></td><td style="background-color: #d9ead3;"></td><td style="background-color: #d9ead3;"></td><td style="background-color: #d9ead3;"></td> </tr> </table> | | 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | | | | | | | WEST EAST | | | | | | | | | |
| 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | | | | | | | | | | | | | | | | | | |
| | | | | | | WEST EAST | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|----------|---------|---|------------------------|------------------|
| 3.23.11) | extid11 | external ideas implemented in cooperation with inventor: yes, one | West 2004 East 2004 | once once |

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|---|---------------------|------|------|------|------|--------------|------|------|------|------|------|------|------|------|------|------|------|--|--|--|--|--|--|--------------|--|--|--|--|--|--|--|--|--|
| 2004 Adoption of external ideas/ inventions c) The external ideas/results of R&D were implemented in cooperation with the corresponding inventor: yes, one <input type="text"/> [1] | Further information | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Time span of variable | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <table border="1" style="width: 100%; text-align: center;"> <tr> <td>1998</td><td>1999</td><td>2000</td><td>2001</td><td>2002</td><td>2003</td><td>2004</td><td>2005</td><td>2006</td><td>2007</td><td>2008</td><td>2009</td><td>2010</td><td>2011</td><td>2012</td><td>2013</td> </tr> <tr> <td style="background-color: #d9ead3;"></td><td style="background-color: #d9ead3;"></td><td style="background-color: #d9ead3;"></td><td style="background-color: #d9ead3;"></td><td style="background-color: #d9ead3;"></td><td style="background-color: #d9ead3;"></td><td style="background-color: #d9ead3;">WEST EAST</td><td style="background-color: #d9ead3;"></td><td style="background-color: #d9ead3;"></td><td style="background-color: #d9ead3;"></td><td style="background-color: #d9ead3;"></td><td style="background-color: #d9ead3;"></td><td style="background-color: #d9ead3;"></td><td style="background-color: #d9ead3;"></td><td style="background-color: #d9ead3;"></td><td style="background-color: #d9ead3;"></td> </tr> </table> | | 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | | | | | | | WEST EAST | | | | | | | | | |
| 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | | | | | | | | | | | | | | | | | | |
| | | | | | | WEST EAST | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.23.12) **extid12** external ideas implemented in cooperation with inventor: none West 2004 once
East 2004 once

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|--|----------------------------|------|------|------|------|--------------|------|------|------|------|------|------|------|------|------|------|------|--|--|--|--|--|--|--------------|--|--|--|--|--|--|--|--|--|
| <p>2004 Adoption of external ideas/ inventions c) The external ideas/results of R&D were implemented in cooperation with the corresponding inventor:</p> <p>none <input type="text"/> [1] (Please continue with question VII)</p> | <p>Further information</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> <table border="1"> <tr> <td>1998</td><td>1999</td><td>2000</td><td>2001</td><td>2002</td><td>2003</td><td>2004</td><td>2005</td><td>2006</td><td>2007</td><td>2008</td><td>2009</td><td>2010</td><td>2011</td><td>2012</td><td>2013</td> </tr> <tr> <td></td><td></td><td></td><td></td><td></td><td></td><td>WEST EAST</td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td> </tr> </table> | | 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | | | | | | | WEST EAST | | | | | | | | | |
| 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | | | | | | | | | | | | | | | | | | |
| | | | | | | WEST EAST | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.23.13) **extid13** participation of inventors through: employment in existing company West 2004 once
East 2004 once

Wording of question

| <p>2004 Adoption of external ideas/ inventions d) How were external inventors incorporated in your company and has the implementation of ideas been a commercial success?</p> <table border="1"> <thead> <tr> <th></th> <th>incorporation via</th> <th>with success</th> <th>without success</th> </tr> </thead> <tbody> <tr> <td>employment in existing company</td> <td><input type="text"/> [0]*</td> <td><input type="text"/> [1]</td> <td><input type="text"/> [2]</td> </tr> <tr> <td>employment in new company</td> <td><input type="checkbox"/></td> <td><input type="checkbox"/></td> <td><input type="checkbox"/></td> </tr> <tr> <td>consulting or cooperation contract</td> <td><input type="checkbox"/></td> <td><input type="checkbox"/></td> <td><input type="checkbox"/></td> </tr> <tr> <td>other:.....</td> <td><input type="checkbox"/></td> <td><input type="checkbox"/></td> <td><input type="checkbox"/></td> </tr> </tbody> </table> | | incorporation via | with success | without success | employment in existing company | <input type="text"/> [0]* | <input type="text"/> [1] | <input type="text"/> [2] | employment in new company | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | consulting or cooperation contract | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | other:..... | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <p>Further information</p> <p>*Only appears in case it was not ticked off if the incorporation has been successful or not</p> | | | | | | | | | | | | |
|--|---------------------------|--------------------------|--------------------------|-----------------|--------------------------------|---------------------------|--------------------------|--------------------------|---------------------------|--------------------------|--------------------------|--------------------------|------------------------------------|--------------------------|--------------------------|--------------------------|-------------|--------------------------|--------------------------|--------------------------|---|--|--|--------------|--|--|--|--|--|--|--|--|--|
| | incorporation via | with success | without success | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| employment in existing company | <input type="text"/> [0]* | <input type="text"/> [1] | <input type="text"/> [2] | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| employment in new company | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| consulting or cooperation contract | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| other:..... | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> <table border="1"> <tr> <td>1998</td><td>1999</td><td>2000</td><td>2001</td><td>2002</td><td>2003</td><td>2004</td><td>2005</td><td>2006</td><td>2007</td><td>2008</td><td>2009</td><td>2010</td><td>2011</td><td>2012</td><td>2013</td> </tr> <tr> <td></td><td></td><td></td><td></td><td></td><td></td><td>WEST EAST</td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td> </tr> </table> | | 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | | | | | | | WEST EAST | | | | | | | | | |
| 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | | | | | | | | | | | | | | | | | | |
| | | | | | | WEST EAST | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.23.14) **extid14** participation of inventors through: employment in new company West 2004 once
East 2004 once

Wording of question

| <p>2004 Adoption of external ideas/ inventions d) How were external inventors incorporated in your company and has the implementation of ideas been a commercial success?</p> <table border="1"> <thead> <tr> <th></th> <th>incorporation via</th> <th>with success</th> <th>without success</th> </tr> </thead> <tbody> <tr> <td>employment in existing company</td> <td><input type="checkbox"/></td> <td><input type="checkbox"/></td> <td><input type="checkbox"/></td> </tr> <tr> <td>employment in new company</td> <td><input type="text"/> [0]*</td> <td><input type="text"/> [1]</td> <td><input type="text"/> [2]</td> </tr> <tr> <td>consulting or cooperation contract</td> <td><input type="checkbox"/></td> <td><input type="checkbox"/></td> <td><input type="checkbox"/></td> </tr> <tr> <td>other:.....</td> <td><input type="checkbox"/></td> <td><input type="checkbox"/></td> <td><input type="checkbox"/></td> </tr> </tbody> </table> | | incorporation via | with success | without success | employment in existing company | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | employment in new company | <input type="text"/> [0]* | <input type="text"/> [1] | <input type="text"/> [2] | consulting or cooperation contract | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | other:..... | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <p>Further information</p> <p>*Only appears in case it was not ticked off if the incorporation has been successful or not</p> | | | | | | | | | | | | |
|--|---------------------------|--------------------------|--------------------------|-----------------|--------------------------------|--------------------------|--------------------------|--------------------------|---------------------------|---------------------------|--------------------------|--------------------------|------------------------------------|--------------------------|--------------------------|--------------------------|-------------|--------------------------|--------------------------|--------------------------|---|--|--|--------------|--|--|--|--|--|--|--|--|--|
| | incorporation via | with success | without success | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| employment in existing company | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| employment in new company | <input type="text"/> [0]* | <input type="text"/> [1] | <input type="text"/> [2] | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| consulting or cooperation contract | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| other:..... | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> <table border="1"> <tr> <td>1998</td><td>1999</td><td>2000</td><td>2001</td><td>2002</td><td>2003</td><td>2004</td><td>2005</td><td>2006</td><td>2007</td><td>2008</td><td>2009</td><td>2010</td><td>2011</td><td>2012</td><td>2013</td> </tr> <tr> <td></td><td></td><td></td><td></td><td></td><td></td><td>WEST EAST</td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td> </tr> </table> | | 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | | | | | | | WEST EAST | | | | | | | | | |
| 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | | | | | | | | | | | | | | | | | | |
| | | | | | | WEST EAST | | | | | | | | | | | | | | | | | | | | | | | | | | | |

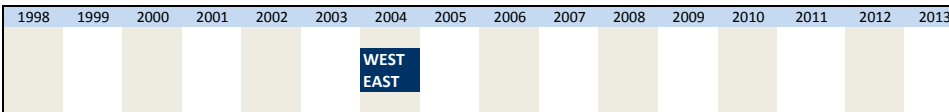
3.23.15) extid15 participation of inventors through: consulting or cooperation contract

West 2004 once
East 2004 once

Wording of question

| | | | | | |
|---|-------------------------------|------------------------------|------------------------------|---|--|
| 2004 Adoption of external ideas/ inventions d) How were external inventors incorporated in your company and has the implementation of ideas been a commercial success? | | | | Further information | |
| | incorporation via | with success | without success | | |
| employment in existing company | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | *Only appears in case it was not ticked off if the incorporation has been successful or not | |
| employment in new company | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | | |
| consulting or cooperation contract | <input type="checkbox"/> [0]* | <input type="checkbox"/> [1] | <input type="checkbox"/> [2] | | |
| other:..... | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | | |

Time span of variable



| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

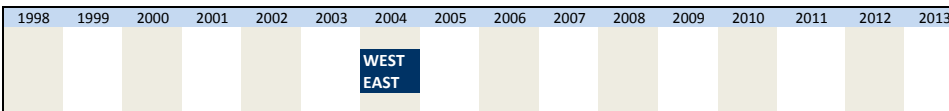
3.23.16) extid16 participation of inventors through: others

West 2004 once
East 2004 once

Wording of question

| | | | | | |
|---|-------------------------------|------------------------------|------------------------------|---|--|
| 2004 Adoption of external ideas/ inventions d) How were external inventors incorporated in your company and has the implementation of ideas been a commercial success? | | | | Further information | |
| | incorporation via | with success | without success | | |
| employment in existing company | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | *Only appears in case it was not ticked off if the incorporation has been successful or not | |
| employment in new company | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | | |
| consulting or cooperation contract | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | | |
| other:..... | <input type="checkbox"/> [0]* | <input type="checkbox"/> [1] | <input type="checkbox"/> [2] | | |

Time span of variable



3.24 Our company in the market

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

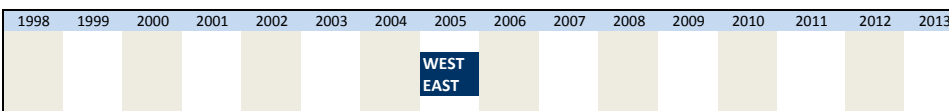
3.24.1) uum1a own share in German market revenues

East and West 2005 once

Wording of question

| | | | |
|--|---------------|---------------------|--|
| 2005 VI. Our company in the market a) How is the revenue apportioned in the market of the above mentioned product line: | | Further information | |
| our product line | German market | | |
| | _____ % | | |

Time span of variable



| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.24.2) **uum1b** own share in world market revenues East and West 2005 once

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|---|----------------------------|------|------|------|------|------|--------------|------|------|------|------|------|------|------|------|------|------|--|--|--|--|--|--|--|--------------|--|--|--|--|--|--|--|--|
| <p>2005 VI. Our company in the market a) How is the revenue apportioned in the market of the above mentioned product line:</p> <p style="text-align: center;">our product line world market _____ %</p> | <p>Further information</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> <table border="1" style="width: 100%; text-align: center;"> <tr> <td>1998</td><td>1999</td><td>2000</td><td>2001</td><td>2002</td><td>2003</td><td>2004</td><td>2005</td><td>2006</td><td>2007</td><td>2008</td><td>2009</td><td>2010</td><td>2011</td><td>2012</td><td>2013</td> </tr> <tr> <td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;">WEST EAST</td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td> </tr> </table> | | 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | | | | | | | | WEST EAST | | | | | | | | |
| 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | | | | | | | | | | | | | | | | | | |
| | | | | | | | WEST EAST | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.24.3) **uum2a** share of largest competitor in German market revenues East and West 2005 once

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|---|----------------------------|------|------|------|------|------|--------------|------|------|------|------|------|------|------|------|------|------|--|--|--|--|--|--|--|--------------|--|--|--|--|--|--|--|--|
| <p>2005 VI. Our company in the market a) How is the revenue apportioned in the market of the above mentioned product line:</p> <p style="text-align: center;">largest competitor German market _____ %</p> | <p>Further information</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> <table border="1" style="width: 100%; text-align: center;"> <tr> <td>1998</td><td>1999</td><td>2000</td><td>2001</td><td>2002</td><td>2003</td><td>2004</td><td>2005</td><td>2006</td><td>2007</td><td>2008</td><td>2009</td><td>2010</td><td>2011</td><td>2012</td><td>2013</td> </tr> <tr> <td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;">WEST EAST</td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td> </tr> </table> | | 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | | | | | | | | WEST EAST | | | | | | | | |
| 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | | | | | | | | | | | | | | | | | | |
| | | | | | | | WEST EAST | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.24.4) **uum2b** share of largest competitor in world market revenues East and West 2005 once

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|---|----------------------------|------|------|------|------|------|--------------|------|------|------|------|------|------|------|------|------|------|--|--|--|--|--|--|--|--------------|--|--|--|--|--|--|--|--|
| <p>2005 VI. Our company in the market a) How is the revenue apportioned in the market of the above mentioned product line:</p> <p style="text-align: center;">largest competitor world market _____ %</p> | <p>Further information</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> <table border="1" style="width: 100%; text-align: center;"> <tr> <td>1998</td><td>1999</td><td>2000</td><td>2001</td><td>2002</td><td>2003</td><td>2004</td><td>2005</td><td>2006</td><td>2007</td><td>2008</td><td>2009</td><td>2010</td><td>2011</td><td>2012</td><td>2013</td> </tr> <tr> <td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;">WEST EAST</td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td> </tr> </table> | | 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | | | | | | | | WEST EAST | | | | | | | | |
| 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | | | | | | | | | | | | | | | | | | |
| | | | | | | | WEST EAST | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.24.5) **uum3a** share of second/third largest competitors in German market revenues East and West 2005 once

Wording of question

| | |
|--|----------------------------|
| <p>2005 VI. Our company in the market a) How is the revenue apportioned in the market of the above mentioned product line:</p> <p style="text-align: center;">second and third largest competitor German market _____ %</p> | <p>Further information</p> |
|--|----------------------------|

| Time span of variable | | | | | | | | | | | | | | | |
|-----------------------|------|------|------|------|------|------|--------------|------|------|------|------|------|------|------|------|
| 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 |
| | | | | | | | WEST EAST | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|---------|-------|--|--------------------|------------------|
| 3.24.6) | uum3b | share of second/third largest competitors in world market revenues | East and West 2005 | once |

Wording of question

| 2005 | Further information |
|---|---------------------|
| VI. Our company in the market a) How is the revenue apportioned in the market of the above mentioned product line: second and third largest competitor world market _____ % | |

| Time span of variable | | | | | | | | | | | | | | | |
|-----------------------|------|------|------|------|------|------|--------------|------|------|------|------|------|------|------|------|
| 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 |
| | | | | | | | WEST EAST | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|---------|------|--|--------------------|------------------|
| 3.24.7) | uum4 | acquisition of another company during last 5 years | East and West 2005 | once |

Wording of question

| 2005 | Further information |
|---|---------------------|
| VI. Our company in the market b) During the last 5 years the following changes occurred in our company our company.... yes no - purchased another company <input type="text"/> [1] <input type="text"/> [2] | |

| Time span of variable | | | | | | | | | | | | | | | |
|-----------------------|------|------|------|------|------|------|--------------|------|------|------|------|------|------|------|------|
| 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 |
| | | | | | | | WEST EAST | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|---------|-------|--|--------------------|------------------|
| 3.24.8) | uum4a | year of acquisition of another company | East and West 2005 | once |

Wording of question

| 2005 | Further information |
|--|---------------------|
| VI. Our company in the market b) During the last 5 years the following changes occurred in our company our company.... yes no which year? - purchased another company <input type="text"/> <input type="checkbox"/> _____ | |

| Time span of variable | | | | | | | | | | | | | | | |
|-----------------------|------|------|------|------|------|------|--------------|------|------|------|------|------|------|------|------|
| 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 |
| | | | | | | | WEST EAST | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|---------|------|--|--------------------|------------------|
| 3.24.9) | uum5 | acquisition by another company during last 5 years | East and West 2005 | once |

Wording of question

| 2005 | Further information |
|--|---------------------|
| VI. Our company in the market b) During the last 5 years the following changes occurred in our company | |

our company....
- was purchased by another company yes [1] no [2]

Time span of variable

| | | | | | | | | | | | | | | | |
|------|------|------|------|------|------|------|--------------|------|------|------|------|------|------|------|------|
| 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 |
| | | | | | | | WEST EAST | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.24.10) **uum5a** year of acquisition by another company East and West 2005 once

Wording of question

2005
VI. Our company in the market
b) During the last 5 years the following changes occurred in our company

our company....
- was purchased by another company yes no which year? _____

Further information

Time span of variable

| | | | | | | | | | | | | | | | |
|------|------|------|------|------|------|------|--------------|------|------|------|------|------|------|------|------|
| 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 |
| | | | | | | | WEST EAST | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.24.11) **uum6** fusion with another company during last 5 years East and West 2005 once

Wording of question

2005
VI. Our company in the market
b) During the last 5 years the following changes occurred in our company

our company....
- executed a fusion with another company yes [1] no [2]

Further information

Time span of variable

| | | | | | | | | | | | | | | | |
|------|------|------|------|------|------|------|--------------|------|------|------|------|------|------|------|------|
| 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 |
| | | | | | | | WEST EAST | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.24.12) **uum6a** year of fusion with another company East and West 2005 once

Wording of question

2005
VI. Our company in the market
b) During the last 5 years the following changes occurred in our company

our company....
- executed a fusion with another company yes no which year? _____

Further information

Time span of variable

| | | | | | | | | | | | | | | | |
|------|------|------|------|------|------|------|--------------|------|------|------|------|------|------|------|------|
| 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 |
| | | | | | | | WEST EAST | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.24.13) **uum7** company arised from company division during last 5 years East and West 2005 once

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|--|--------------------------|------|--------------------------|--------------------------|---------------------|------|------|------|------|------|------|------|------|------|------|------|------|--|--|--|--|--|--|--|------|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|------|--|--|--|--|--|--|--|--|
| 2005 VI. Our company in the market b) During the last 5 years the following changes occurred in our company our company.... - arised from a company division <table style="margin-left: 200px;"> <tr> <td style="text-align: center;">yes</td> <td style="text-align: center;">no</td> </tr> <tr> <td style="text-align: center;"><input type="text"/> [1]</td> <td style="text-align: center;"><input type="text"/> [2]</td> </tr> </table> | yes | no | <input type="text"/> [1] | <input type="text"/> [2] | Further information | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| yes | no | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <input type="text"/> [1] | <input type="text"/> [2] | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Time span of variable | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <table border="1" style="width: 100%; text-align: center;"> <tr> <td>1998</td><td>1999</td><td>2000</td><td>2001</td><td>2002</td><td>2003</td><td>2004</td><td>2005</td><td>2006</td><td>2007</td><td>2008</td><td>2009</td><td>2010</td><td>2011</td><td>2012</td><td>2013</td> </tr> <tr> <td></td><td></td><td></td><td></td><td></td><td></td><td></td><td style="background-color: #e6f2ff;">WEST</td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td> </tr> <tr> <td></td><td></td><td></td><td></td><td></td><td></td><td></td><td style="background-color: #e6f2ff;">EAST</td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td> </tr> </table> | | 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | | | | | | | | WEST | | | | | | | | | | | | | | | | EAST | | | | | | | | |
| 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | | | | | | | WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | | | | | | | EAST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|----------|-------|--------------------------|--------------------|------------------|
| 3.24.14) | uum7a | year of company division | East and West 2005 | once |

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|--|----------------------|-------------|-------------|----------------------|----------------------|-------|---------------------|------|------|------|------|------|------|------|------|------|------|--|--|--|--|--|--|--|------|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|------|--|--|--|--|--|--|--|--|
| 2005 VI. Our company in the market b) During the last 5 years the following changes occurred in our company our company.... - arised from a company division <table style="margin-left: 200px;"> <tr> <td style="text-align: center;">yes</td> <td style="text-align: center;">no</td> <td style="text-align: center;">which year?</td> </tr> <tr> <td style="text-align: center;"><input type="text"/></td> <td style="text-align: center;"><input type="text"/></td> <td style="text-align: center;">_____</td> </tr> </table> | yes | no | which year? | <input type="text"/> | <input type="text"/> | _____ | Further information | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| yes | no | which year? | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <input type="text"/> | <input type="text"/> | _____ | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Time span of variable | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <table border="1" style="width: 100%; text-align: center;"> <tr> <td>1998</td><td>1999</td><td>2000</td><td>2001</td><td>2002</td><td>2003</td><td>2004</td><td>2005</td><td>2006</td><td>2007</td><td>2008</td><td>2009</td><td>2010</td><td>2011</td><td>2012</td><td>2013</td> </tr> <tr> <td></td><td></td><td></td><td></td><td></td><td></td><td></td><td style="background-color: #e6f2ff;">WEST</td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td> </tr> <tr> <td></td><td></td><td></td><td></td><td></td><td></td><td></td><td style="background-color: #e6f2ff;">EAST</td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td> </tr> </table> | | 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | | | | | | | | WEST | | | | | | | | | | | | | | | | EAST | | | | | | | | |
| 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | | | | | | | WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | | | | | | | EAST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

3.25 Abilities and skills

| No. | Name | Label | Survey period | Survey frequency |
|---------|-------|--|--------------------|------------------|
| 3.25.1) | komp1 | importance of scientific skills of employees for innovations | East and West 2006 | once |

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|---|--------------------------|--------------------------|--------------------------|--------------------------|----------------|-------------------|--------------------------|--------------------------|--------------------------|--------------------------|---------------------|------|------|------|------|------|------|--|--|--|--|--|--|--|--|------|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|------|--|--|--|--|--|--|--|
| 2006 VII. Abilities and skills a) How important have the following abilities and skills of the employees beer for the innovations in your company? Exactly one mark per line please! <table style="margin-left: 100px;"> <tr> <td></td> <td style="text-align: center;">no importance</td> <td style="text-align: center;">less important</td> <td style="text-align: center;">important</td> <td style="text-align: center;">very important</td> </tr> <tr> <td style="text-align: center;">scientific skills</td> <td style="text-align: center;"><input type="text"/> [1]</td> <td style="text-align: center;"><input type="text"/> [2]</td> <td style="text-align: center;"><input type="text"/> [3]</td> <td style="text-align: center;"><input type="text"/> [4]</td> </tr> </table> | | no importance | less important | important | very important | scientific skills | <input type="text"/> [1] | <input type="text"/> [2] | <input type="text"/> [3] | <input type="text"/> [4] | Further information | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | no importance | less important | important | very important | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| scientific skills | <input type="text"/> [1] | <input type="text"/> [2] | <input type="text"/> [3] | <input type="text"/> [4] | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Time span of variable | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <table border="1" style="width: 100%; text-align: center;"> <tr> <td>1998</td><td>1999</td><td>2000</td><td>2001</td><td>2002</td><td>2003</td><td>2004</td><td>2005</td><td>2006</td><td>2007</td><td>2008</td><td>2009</td><td>2010</td><td>2011</td><td>2012</td><td>2013</td> </tr> <tr> <td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td style="background-color: #e6f2ff;">WEST</td><td></td><td></td><td></td><td></td><td></td><td></td><td></td> </tr> <tr> <td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td style="background-color: #e6f2ff;">EAST</td><td></td><td></td><td></td><td></td><td></td><td></td><td></td> </tr> </table> | | 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | | | | | | | | | WEST | | | | | | | | | | | | | | | | EAST | | | | | | | |
| 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | | | | | | | | WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | | | | | | | | EAST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|---------|-------|--|--------------------|------------------|
| 3.25.2) | komp2 | importance of mathematic skills of employees for innovations | East and West 2006 | once |

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|---|--------------------------|--------------------------|--------------------------|--------------------------|----------------|-------------------|--------------------------|--------------------------|--------------------------|--------------------------|---------------------|------|------|------|------|------|------|--|--|--|--|--|--|--|--|------|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|------|--|--|--|--|--|--|--|
| 2006 VII. Abilities and skills a) How important have the following abilities and skills of the employees beer for the innovations in your company? Exactly one mark per line please! <table style="margin-left: 100px;"> <tr> <td></td> <td style="text-align: center;">no importance</td> <td style="text-align: center;">less important</td> <td style="text-align: center;">important</td> <td style="text-align: center;">very important</td> </tr> <tr> <td style="text-align: center;">mathematic skills</td> <td style="text-align: center;"><input type="text"/> [1]</td> <td style="text-align: center;"><input type="text"/> [2]</td> <td style="text-align: center;"><input type="text"/> [3]</td> <td style="text-align: center;"><input type="text"/> [4]</td> </tr> </table> | | no importance | less important | important | very important | mathematic skills | <input type="text"/> [1] | <input type="text"/> [2] | <input type="text"/> [3] | <input type="text"/> [4] | Further information | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | no importance | less important | important | very important | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| mathematic skills | <input type="text"/> [1] | <input type="text"/> [2] | <input type="text"/> [3] | <input type="text"/> [4] | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Time span of variable | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <table border="1" style="width: 100%; text-align: center;"> <tr> <td>1998</td><td>1999</td><td>2000</td><td>2001</td><td>2002</td><td>2003</td><td>2004</td><td>2005</td><td>2006</td><td>2007</td><td>2008</td><td>2009</td><td>2010</td><td>2011</td><td>2012</td><td>2013</td> </tr> <tr> <td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td style="background-color: #e6f2ff;">WEST</td><td></td><td></td><td></td><td></td><td></td><td></td><td></td> </tr> <tr> <td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td style="background-color: #e6f2ff;">EAST</td><td></td><td></td><td></td><td></td><td></td><td></td><td></td> </tr> </table> | | 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | | | | | | | | | WEST | | | | | | | | | | | | | | | | EAST | | | | | | | |
| 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | | | | | | | | WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | | | | | | | | EAST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |



| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.25.3) **komp3** importance of technical skills of employees for innovations East and West 2006 once

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|---|---------------------|------|------|------|------|------|------|-----------|------|------|------|------|------|------|------|------|------|--|--|--|--|--|--|--|--|-----------|--|--|--|--|--|--|--|
| <p>2006 VII. Abilities and skills a) How important have the following abilities and skills of the employees beer for the innovations in your company? Exactly one mark per line please!</p> <p style="text-align: center;">no importance less important important very important</p> <p>technical skills <input type="text"/> [1] <input type="text"/> [2] <input type="text"/> [3] <input type="text"/> [4]</p> | Further information | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> <table border="1"> <tr> <td>1998</td><td>1999</td><td>2000</td><td>2001</td><td>2002</td><td>2003</td><td>2004</td><td>2005</td><td>2006</td><td>2007</td><td>2008</td><td>2009</td><td>2010</td><td>2011</td><td>2012</td><td>2013</td> </tr> <tr> <td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td style="background-color: #e6f2ff;">WEST EAST</td><td></td><td></td><td></td><td></td><td></td><td></td><td></td> </tr> </table> | | 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | | | | | | | | | WEST EAST | | | | | | | |
| 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | | | | | | | | | | | | | | | | | | |
| | | | | | | | | WEST EAST | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.25.4) **komp4** importance of management skills of employees for innovations East and West 2006 once

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|---|---------------------|------|------|------|------|------|------|-----------|------|------|------|------|------|------|------|------|------|--|--|--|--|--|--|--|--|-----------|--|--|--|--|--|--|--|
| <p>2006 VII. Abilities and skills a) How important have the following abilities and skills of the employees beer for the innovations in your company? Exactly one mark per line please!</p> <p style="text-align: center;">no importance less important important very important</p> <p>management skills <input type="text"/> [1] <input type="text"/> [2] <input type="text"/> [3] <input type="text"/> [4]</p> | Further information | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> <table border="1"> <tr> <td>1998</td><td>1999</td><td>2000</td><td>2001</td><td>2002</td><td>2003</td><td>2004</td><td>2005</td><td>2006</td><td>2007</td><td>2008</td><td>2009</td><td>2010</td><td>2011</td><td>2012</td><td>2013</td> </tr> <tr> <td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td style="background-color: #e6f2ff;">WEST EAST</td><td></td><td></td><td></td><td></td><td></td><td></td><td></td> </tr> </table> | | 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | | | | | | | | | WEST EAST | | | | | | | |
| 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | | | | | | | | | | | | | | | | | | |
| | | | | | | | | WEST EAST | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.25.5) **komp5** importance of reliability of employees for innovations East and West 2006 once

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|---|---------------------|------|------|------|------|------|------|-----------|------|------|------|------|------|------|------|------|------|--|--|--|--|--|--|--|--|-----------|--|--|--|--|--|--|--|
| <p>2006 VII. Abilities and skills a) How important have the following abilities and skills of the employees beer for the innovations in your company? Exactly one mark per line please!</p> <p style="text-align: center;">no importance less important important very important</p> <p>reliability <input type="text"/> [1] <input type="text"/> [2] <input type="text"/> [3] <input type="text"/> [4]</p> | Further information | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> <table border="1"> <tr> <td>1998</td><td>1999</td><td>2000</td><td>2001</td><td>2002</td><td>2003</td><td>2004</td><td>2005</td><td>2006</td><td>2007</td><td>2008</td><td>2009</td><td>2010</td><td>2011</td><td>2012</td><td>2013</td> </tr> <tr> <td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td style="background-color: #e6f2ff;">WEST EAST</td><td></td><td></td><td></td><td></td><td></td><td></td><td></td> </tr> </table> | | 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | | | | | | | | | WEST EAST | | | | | | | |
| 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | | | | | | | | | | | | | | | | | | |
| | | | | | | | | WEST EAST | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.25.6) **komp6** importance of persistence of employees for innovations East and West 2006 once

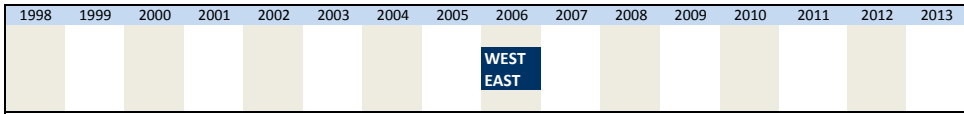
Wording of question

| | | |
|------|-----------|---------------------|
| 2006 | Seite 217 | Further information |
|------|-----------|---------------------|

VII. Abilities and skills
 a) How important have the following abilities and skills of the employees been for the innovations in your company?
 Exactly one mark per line please!

| | | | | |
|-------------|--------------------------|--------------------------|--------------------------|--------------------------|
| | no importance | less important | important | very important |
| persistence | <input type="text"/> [1] | <input type="text"/> [2] | <input type="text"/> [3] | <input type="text"/> [4] |

Time span of variable



| No. | Name | Label | Survey period | Survey frequency |
|---------|-------|--|--------------------|------------------|
| 3.25.7) | komp7 | importance of employees' ability to work in a team for innovations | East and West 2006 | once |

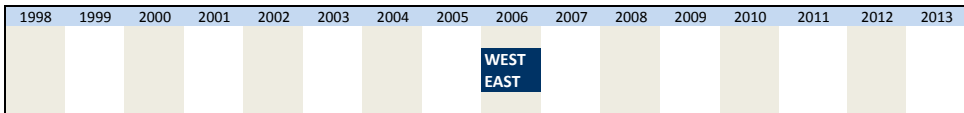
Wording of question

2006
VII. Abilities and skills
 a) How important have the following abilities and skills of the employees been for the innovations in your company?
 Exactly one mark per line please!

| | | | | |
|---------------------------|--------------------------|--------------------------|--------------------------|--------------------------|
| | no importance | less important | important | very important |
| ability to work in a team | <input type="text"/> [1] | <input type="text"/> [2] | <input type="text"/> [3] | <input type="text"/> [4] |

Further information

Time span of variable



| No. | Name | Label | Survey period | Survey frequency |
|---------|-------|--|--------------------|------------------|
| 3.25.8) | komp8 | importance of self-reliance of employees for innovations | East and West 2006 | once |

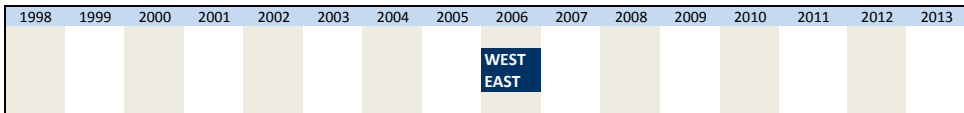
Wording of question

2006
VII. Abilities and skills
 a) How important have the following abilities and skills of the employees been for the innovations in your company?
 Exactly one mark per line please!

| | | | | |
|---------------|--------------------------|--------------------------|--------------------------|--------------------------|
| | no importance | less important | important | very important |
| self-reliance | <input type="text"/> [1] | <input type="text"/> [2] | <input type="text"/> [3] | <input type="text"/> [4] |

Further information

Time span of variable



| No. | Name | Label | Survey period | Survey frequency |
|---------|-------|--|--------------------|------------------|
| 3.25.9) | komp9 | importance of employees' risk-taking behaviour for innovations | East and West 2006 | once |

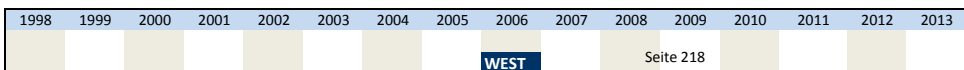
Wording of question

2006
VII. Abilities and skills
 a) How important have the following abilities and skills of the employees been for the innovations in your company?
 Exactly one mark per line please!

| | | | | |
|-----------------------|--------------------------|--------------------------|--------------------------|--------------------------|
| | no importance | less important | important | very important |
| risk-taking behaviour | <input type="text"/> [1] | <input type="text"/> [2] | <input type="text"/> [3] | <input type="text"/> [4] |

Further information

Time span of variable



| | | | | | | | | | | | | | | | |
|--|--|--|--|--|------|--|--|--|--|--|--|--|--|--|--|
| | | | | | EAST | | | | | | | | | | |
|--|--|--|--|--|------|--|--|--|--|--|--|--|--|--|--|

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.25.10) **komp10** importance of creativity of employees for innovations East and West 2006 once

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|--|--------------------------|--------------------------|--------------------------|--------------------------|-------------------|------------|--------------------------|--------------------------|--------------------------|--------------------------|------|------|------|------|------|------|--|--|--|--|--|--|--|--|--------------|--|--|--|--|--|--|--|--|
| 2006 VII. Abilities and skills a) How important have the following abilities and skills of the employees bear for the innovations in your company? Exactly one mark per line please! | Further information | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <table border="0" style="width: 100%;"> <tr> <td></td> <td style="text-align: center;">no importance</td> <td style="text-align: center;">less important</td> <td style="text-align: center;">important</td> <td style="text-align: center;">very important</td> </tr> <tr> <td style="text-align: left;">creativity</td> <td style="text-align: center;"><input type="text"/> [1]</td> <td style="text-align: center;"><input type="text"/> [2]</td> <td style="text-align: center;"><input type="text"/> [3]</td> <td style="text-align: center;"><input type="text"/> [4]</td> </tr> </table> | | no importance | less important | important | very important | creativity | <input type="text"/> [1] | <input type="text"/> [2] | <input type="text"/> [3] | <input type="text"/> [4] | | | | | | | | | | | | | | | | | | | | | | | |
| | no importance | less important | important | very important | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| creativity | <input type="text"/> [1] | <input type="text"/> [2] | <input type="text"/> [3] | <input type="text"/> [4] | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Time span of variable | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <table border="1" style="width: 100%; text-align: center;"> <tr> <td>1998</td><td>1999</td><td>2000</td><td>2001</td><td>2002</td><td>2003</td><td>2004</td><td>2005</td><td style="background-color: #e0e0e0;">2006</td><td>2007</td><td>2008</td><td>2009</td><td>2010</td><td>2011</td><td>2012</td><td>2013</td> </tr> <tr> <td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td style="background-color: #e0e0e0;">WEST EAST</td><td></td><td></td><td></td><td></td><td></td><td></td><td></td> </tr> </table> | 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | | | | | | | | | WEST EAST | | | | | | | | |
| 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | | | | | | | | | | | | | | | | | | |
| | | | | | | | | WEST EAST | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.25.11) **komp11** most important ability/skills of employees for innavtions East and West 2006 once

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|---|---------------------------|-------------------------------------|-------------------------------------|-------------------------|-------------------|--------------------------|-------------------------------------|-------------------------------------|-------------------|--------------------------|-------------------------------------|-------------------------------------|------------------|--------------------------|-------------------------------------|-------------------------------------|-------------------|--------------------------|-------------------------------------|-------------------------------------|-------------|--------------------------|-------------------------------------|-------------------------------------|--------------|--------------------------|-------------------------------------|-------------------------------------|---------------------------|--------------------------|-------------------------------------|-------------------------------------|---------------|--------------------------|-------------------------------------|-------------------------------------|-----------------------|--------------------------|-------------------------------------|-------------------------------------|------------|---------------------------|-------------------------------------|-------------------------------------|--|
| 2006 VII. Abilities and skills b) Please name the three abilities and skills that are most important for your innovation activities! Exactly one mark per column! | Further information | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <table border="0" style="width: 100%;"> <tr> <td></td> <td style="text-align: center;">most important</td> <td style="text-align: center;">second most important</td> <td style="text-align: center;">third most important</td> </tr> <tr> <td style="text-align: left;">scientific skills</td> <td style="text-align: center;"><input type="text"/> [1]</td> <td style="text-align: center;"><input checked="" type="checkbox"/></td> <td style="text-align: center;"><input checked="" type="checkbox"/></td> </tr> <tr> <td style="text-align: left;">mathematic skills</td> <td style="text-align: center;"><input type="text"/> [2]</td> <td style="text-align: center;"><input checked="" type="checkbox"/></td> <td style="text-align: center;"><input checked="" type="checkbox"/></td> </tr> <tr> <td style="text-align: left;">technical skills</td> <td style="text-align: center;"><input type="text"/> [3]</td> <td style="text-align: center;"><input checked="" type="checkbox"/></td> <td style="text-align: center;"><input checked="" type="checkbox"/></td> </tr> <tr> <td style="text-align: left;">management skills</td> <td style="text-align: center;"><input type="text"/> [4]</td> <td style="text-align: center;"><input checked="" type="checkbox"/></td> <td style="text-align: center;"><input checked="" type="checkbox"/></td> </tr> <tr> <td style="text-align: left;">reliability</td> <td style="text-align: center;"><input type="text"/> [5]</td> <td style="text-align: center;"><input checked="" type="checkbox"/></td> <td style="text-align: center;"><input checked="" type="checkbox"/></td> </tr> <tr> <td style="text-align: left;">persistence</td> <td style="text-align: center;"><input type="text"/> [6]</td> <td style="text-align: center;"><input checked="" type="checkbox"/></td> <td style="text-align: center;"><input checked="" type="checkbox"/></td> </tr> <tr> <td style="text-align: left;">ability to work in a team</td> <td style="text-align: center;"><input type="text"/> [7]</td> <td style="text-align: center;"><input checked="" type="checkbox"/></td> <td style="text-align: center;"><input checked="" type="checkbox"/></td> </tr> <tr> <td style="text-align: left;">self-reliance</td> <td style="text-align: center;"><input type="text"/> [8]</td> <td style="text-align: center;"><input checked="" type="checkbox"/></td> <td style="text-align: center;"><input checked="" type="checkbox"/></td> </tr> <tr> <td style="text-align: left;">risk-taking behaviour</td> <td style="text-align: center;"><input type="text"/> [9]</td> <td style="text-align: center;"><input checked="" type="checkbox"/></td> <td style="text-align: center;"><input checked="" type="checkbox"/></td> </tr> <tr> <td style="text-align: left;">creativity</td> <td style="text-align: center;"><input type="text"/> [10]</td> <td style="text-align: center;"><input checked="" type="checkbox"/></td> <td style="text-align: center;"><input checked="" type="checkbox"/></td> </tr> </table> | | most important | second most important | third most important | scientific skills | <input type="text"/> [1] | <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/> | mathematic skills | <input type="text"/> [2] | <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/> | technical skills | <input type="text"/> [3] | <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/> | management skills | <input type="text"/> [4] | <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/> | reliability | <input type="text"/> [5] | <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/> | persistence | <input type="text"/> [6] | <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/> | ability to work in a team | <input type="text"/> [7] | <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/> | self-reliance | <input type="text"/> [8] | <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/> | risk-taking behaviour | <input type="text"/> [9] | <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/> | creativity | <input type="text"/> [10] | <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/> | |
| | most important | second most important | third most important | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| scientific skills | <input type="text"/> [1] | <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| mathematic skills | <input type="text"/> [2] | <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| technical skills | <input type="text"/> [3] | <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| management skills | <input type="text"/> [4] | <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| reliability | <input type="text"/> [5] | <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| persistence | <input type="text"/> [6] | <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| ability to work in a team | <input type="text"/> [7] | <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| self-reliance | <input type="text"/> [8] | <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| risk-taking behaviour | <input type="text"/> [9] | <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| creativity | <input type="text"/> [10] | <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Time span of variable | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <table border="1" style="width: 100%; text-align: center;"> <tr> <td>1998</td><td>1999</td><td>2000</td><td>2001</td><td>2002</td><td>2003</td><td>2004</td><td>2005</td><td style="background-color: #e0e0e0;">2006</td><td>2007</td><td>2008</td><td>2009</td><td>2010</td><td>2011</td><td>2012</td><td>2013</td> </tr> <tr> <td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td style="background-color: #e0e0e0;">WEST EAST</td><td></td><td></td><td></td><td></td><td></td><td></td><td></td> </tr> </table> | 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | | | | | | | | | WEST EAST | | | | | | | | | | | | | | | | | | | | |
| 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | | | | | | | | WEST EAST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

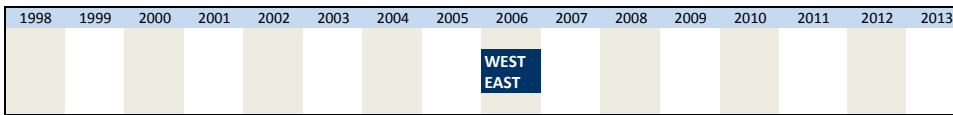
3.25.12) **komp12** second most important ability/skills of employees for innavtions East and West 2006 once

Wording of question

| | | | | | | | | | | | | | | | | | |
|---|-------------------------------------|--------------------------|-------------------------------------|-------------------------|-------------------|-------------------------------------|--------------------------|-------------------------------------|-------------------|-------------------------------------|--------------------------|-------------------------------------|------------------|-------------------------------------|--------------------------|-------------------------------------|--|
| 2006 VII. Abilities and skills b) Please name the three abilities and skills that are most important for your innovation activities! Exactly one mark per column! | Further information | | | | | | | | | | | | | | | | |
| <table border="0" style="width: 100%;"> <tr> <td></td> <td style="text-align: center;">most important</td> <td style="text-align: center;">second most important</td> <td style="text-align: center;">third most important</td> </tr> <tr> <td style="text-align: left;">scientific skills</td> <td style="text-align: center;"><input checked="" type="checkbox"/></td> <td style="text-align: center;"><input type="text"/> [1]</td> <td style="text-align: center;"><input checked="" type="checkbox"/></td> </tr> <tr> <td style="text-align: left;">mathematic skills</td> <td style="text-align: center;"><input checked="" type="checkbox"/></td> <td style="text-align: center;"><input type="text"/> [2]</td> <td style="text-align: center;"><input checked="" type="checkbox"/></td> </tr> <tr> <td style="text-align: left;">technical skills</td> <td style="text-align: center;"><input checked="" type="checkbox"/></td> <td style="text-align: center;"><input type="text"/> [3]</td> <td style="text-align: center;"><input checked="" type="checkbox"/></td> </tr> </table> | | most important | second most important | third most important | scientific skills | <input checked="" type="checkbox"/> | <input type="text"/> [1] | <input checked="" type="checkbox"/> | mathematic skills | <input checked="" type="checkbox"/> | <input type="text"/> [2] | <input checked="" type="checkbox"/> | technical skills | <input checked="" type="checkbox"/> | <input type="text"/> [3] | <input checked="" type="checkbox"/> | |
| | most important | second most important | third most important | | | | | | | | | | | | | | |
| scientific skills | <input checked="" type="checkbox"/> | <input type="text"/> [1] | <input checked="" type="checkbox"/> | | | | | | | | | | | | | | |
| mathematic skills | <input checked="" type="checkbox"/> | <input type="text"/> [2] | <input checked="" type="checkbox"/> | | | | | | | | | | | | | | |
| technical skills | <input checked="" type="checkbox"/> | <input type="text"/> [3] | <input checked="" type="checkbox"/> | | | | | | | | | | | | | | |

| | | | |
|---------------------------|--------------------------|-------------------------------|--------------------------|
| management skills | <input type="checkbox"/> | <input type="checkbox"/> [4] | <input type="checkbox"/> |
| reliability | <input type="checkbox"/> | <input type="checkbox"/> [5] | <input type="checkbox"/> |
| persistence | <input type="checkbox"/> | <input type="checkbox"/> [6] | <input type="checkbox"/> |
| ability to work in a team | <input type="checkbox"/> | <input type="checkbox"/> [7] | <input type="checkbox"/> |
| self-reliance | <input type="checkbox"/> | <input type="checkbox"/> [8] | <input type="checkbox"/> |
| risk-taking behaviour | <input type="checkbox"/> | <input type="checkbox"/> [9] | <input type="checkbox"/> |
| creativity | <input type="checkbox"/> | <input type="checkbox"/> [10] | <input type="checkbox"/> |

Time span of variable



| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.25.13) **komp13** third most important ability/skills of employees for innavtions East and West 2006 once

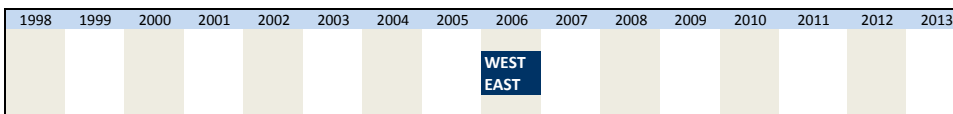
Wording of question

2006
VII. Abilities and skills
b) Please name the three abilities and skills that are most important for your innovation activities!
Exactly one mark per column!

| | most important | second most important | third most important |
|---------------------------|--------------------------|--------------------------|-------------------------------|
| scientific skills | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> [1] |
| mathematic skills | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> [2] |
| technical skills | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> [3] |
| management skills | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> [4] |
| reliability | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> [5] |
| persistence | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> [6] |
| ability to work in a team | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> [7] |
| self-reliance | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> [8] |
| risk-taking behaviour | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> [9] |
| creativity | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> [10] |

Further information

Time span of variable



3.26 Innovations in cooperation with external partners

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.26.1) **koex1** coop. with external partners were started/enhanced/continued East and West 2007 once
East and West 2009 once

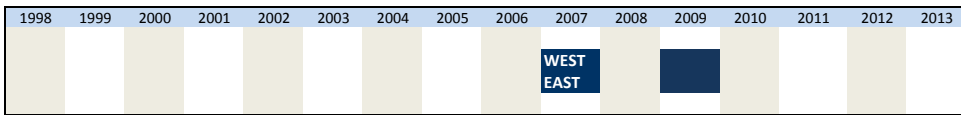
Wording of question

2007
VI. Innovations in cooperation with external partners
Have innovations been started/enhanced/implemented in cooperation with external partners in the year under review?
yes [1] no [2]

2009
VI. Innovations in cooperation with external partners
Have innovations been started/enhanced/continued in cooperation with external partners dring the last two years?
yes [1] no [2]

Further information

Time span of variable



| No. | Name | Label | Survey period | Survey frequency |
|------------|--------------|--|--------------------|------------------|
| 3.26.2-16) | koex2-koex16 | importance of coop. with certain market participants | East and West 2007 | once |

Wording of question

2007

VI. Innovations in cooperation with external partners
 Have innovations been started/enhanced/implemented in cooperation with external partners in the year under review?

yes no

If yes, what is the importance of cooperations with certain market participants in the following regions for your product line:

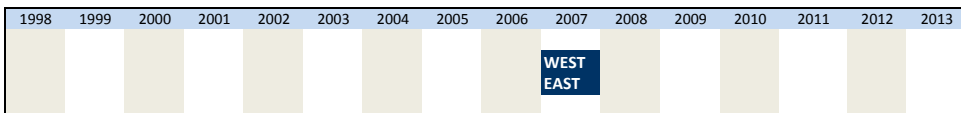
| | customers | suppliers | competitors | other companies | research institutions |
|--|------------------------|------------------------|-------------------------|-------------------------|-------------------------|
| same administrative district as the own company + adjacent areas | koex2 [1][2][3][4]* | koex5 [1][2][3][4]* | koex8 [1][2][3][4]* | koex11 [1][2][3][4]* | koex14 [1][2][3][4]* |
| rest of Germany | koex3 [1][2][3][4]* | koex6 [1][2][3][4]* | koex9 [1][2][3][4]* | koex12 [1][2][3][4]* | koex15 [1][2][3][4]* |
| outside of Germany | koex4 [1][2][3][4]* | koex7 [1][2][3][4]* | koex10 [1][2][3][4]* | koex13 [1][2][3][4]* | koex16 [1][2][3][4]* |

Further information

*characteristics stand for:
 [0] no importance
 [1] less important
 [2] important
 [3] very important
 [4] only ticked off

[4] results, in case the participating company ticked off a sector instead of marking the importance with [0] to [3].

Time span of variable



| No. | Name | Label | Survey period | Survey frequency |
|-------------|---------------|---|--------------------|------------------|
| 3.26.17-32) | koex17-koex32 | importance of partner companies from certain industries | East and West 2007 | once |

Wording of question

2007

VI. Innovations in cooperation with external partners
 Have innovations been started/enhanced/implemented in cooperation with external partners in the year under review?

yes no

If these cooperations with other companies exist, what is the importance of partner companies from the following industries for these cooperations?

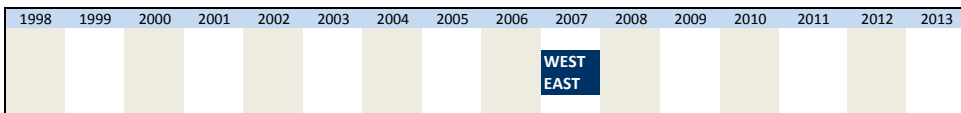
| | | |
|--|--------|---------------|
| food or tobacco industry | koex17 | [1][2][3][4]* |
| textile, clothing or leather fabrication industry | koex18 | [1][2][3][4]* |
| timber or furniture industry | koex19 | [1][2][3][4]* |
| paper or printing industry | koex20 | [1][2][3][4]* |
| chemical or plastics industry, cokery | koex21 | [1][2][3][4]* |
| metal industry | koex22 | [1][2][3][4]* |
| glass, ceramics industry (non metallic mineral products) | koex23 | [1][2][3][4]* |
| machine building industry | koex24 | [1][2][3][4]* |
| Production of office and data processing equipment | koex25 | [1][2][3][4]* |
| energy producing industry | koex26 | [1][2][3][4]* |
| electrical engineering | koex27 | [1][2][3][4]* |
| telecommunications, broadcasting | koex28 | [1][2][3][4]* |
| medical/measurement engineering | koex29 | [1][2][3][4]* |
| vehicle building industry | koex30 | [1][2][3][4]* |
| service industry | koex31 | [1][2][3][4]* |
| others (construction, commerce, etc.) | koex32 | [1][2][3][4]* |

Further information

*characteristics stand for:
 [0] no importance
 [1] less important
 [2] important
 [3] very important
 [4] only ticked off

[4] results, in case the participating company ticked off a sector instead of marking the importance with [0] to [3].

Time span of variable



| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.27.1) **ig1** company is aware of innovation voucher programme East and West 2009 once

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|--|----------------------------|------|------|------|------|------|------|------|------|--------------|------|------|------|------|------|------|------|--|--|--|--|--|--|--|--|--|--|--------------|--|--|--|--|--|
| <p>2009 VII. Innovation vouchers a) In several federal states innovation voucher programs exist to facilitate cooperations with external R&D institutions for companies. Are you aware of such a program in your federal state?</p> <p>yes <input type="checkbox"/> [1] no <input type="checkbox"/> [2] If no, please continue with c)</p> | <p>Further information</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> <table border="1"> <tr> <td>1998</td><td>1999</td><td>2000</td><td>2001</td><td>2002</td><td>2003</td><td>2004</td><td>2005</td><td>2006</td><td>2007</td><td>2008</td><td>2009</td><td>2010</td><td>2011</td><td>2012</td><td>2013</td> </tr> <tr> <td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td style="text-align: center;">WEST EAST</td><td></td><td></td><td></td><td></td><td></td> </tr> </table> | | 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | | | | | | | | | | | WEST EAST | | | | | |
| 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | | | | | | | | | | | | | | | | | | |
| | | | | | | | | | | WEST EAST | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.27.2) **ig2** company has applied for voucher East and West 2009 once

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|--|----------------------------|------|------|------|------|------|------|------|------|--------------|------|------|------|------|------|------|------|--|--|--|--|--|--|--|--|--|--|--------------|--|--|--|--|--|
| <p>2009 VII. Innovation vouchers b) Has your product line applied for one or more innovation voucher(s) during the last two years?</p> <p>yes <input type="checkbox"/> [1] no <input type="checkbox"/> [2]</p> | <p>Further information</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> <table border="1"> <tr> <td>1998</td><td>1999</td><td>2000</td><td>2001</td><td>2002</td><td>2003</td><td>2004</td><td>2005</td><td>2006</td><td>2007</td><td>2008</td><td>2009</td><td>2010</td><td>2011</td><td>2012</td><td>2013</td> </tr> <tr> <td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td style="text-align: center;">WEST EAST</td><td></td><td></td><td></td><td></td><td></td> </tr> </table> | | 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | | | | | | | | | | | WEST EAST | | | | | |
| 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | | | | | | | | | | | | | | | | | | |
| | | | | | | | | | | WEST EAST | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.27.3) **ig3** voucher was granted to company East and West 2009 once

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|--|----------------------------|------|------|------|------|------|------|------|------|--------------|------|------|------|------|------|------|------|--|--|--|--|--|--|--|--|--|--|--------------|--|--|--|--|--|
| <p>2009 VII. Innovation vouchers If yes Have one or more innovation voucher(s) been granted to your product line?</p> <p>yes <input type="checkbox"/> [1] no <input type="checkbox"/> [2]</p> | <p>Further information</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> <table border="1"> <tr> <td>1998</td><td>1999</td><td>2000</td><td>2001</td><td>2002</td><td>2003</td><td>2004</td><td>2005</td><td>2006</td><td>2007</td><td>2008</td><td>2009</td><td>2010</td><td>2011</td><td>2012</td><td>2013</td> </tr> <tr> <td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td style="text-align: center;">WEST EAST</td><td></td><td></td><td></td><td></td><td></td> </tr> </table> | | 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | | | | | | | | | | | WEST EAST | | | | | |
| 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | | | | | | | | | | | | | | | | | | |
| | | | | | | | | | | WEST EAST | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.27.4) **ig4** total value of redeemed innovation vouchers (euro) East and West 2009 once

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|--|----------------------------|------|------|------|------|------|------|------|------|--------------|------|------|------|------|------|------|------|--|--|--|--|--|--|--|--|--|--|--------------|--|--|--|--|--|
| <p>2009 VII. Innovation vouchers If yes total value of redeemed innovation vouchers (euro) _____</p> | <p>Further information</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> <table border="1"> <tr> <td>1998</td><td>1999</td><td>2000</td><td>2001</td><td>2002</td><td>2003</td><td>2004</td><td>2005</td><td>2006</td><td>2007</td><td>2008</td><td>2009</td><td>2010</td><td>2011</td><td>2012</td><td>2013</td> </tr> <tr> <td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td style="text-align: center;">WEST EAST</td><td></td><td></td><td></td><td></td><td></td> </tr> </table> | | 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | | | | | | | | | | | WEST EAST | | | | | |
| 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | | | | | | | | | | | | | | | | | | |
| | | | | | | | | | | WEST EAST | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.27.5) **ig5** total costs of innovation cooperations subsidised through voucher (euro) East and West 2009 once

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|--|----------------------------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|------|------|--|--|--|--|
| <p>2009 VII. Innovation vouchers If yes total costs of innovation cooperations that were subsidised through innovation voucher(s), in Euro (estimates are sufficient) _____</p> | <p>Further information</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> <table border="1" style="width: 100%; text-align: center;"> <tr> <td>1998</td><td>1999</td><td>2000</td><td>2001</td><td>2002</td><td>2003</td><td>2004</td><td>2005</td><td>2006</td><td>2007</td><td>2008</td><td>2009</td><td>2010</td><td>2011</td><td>2012</td><td>2013</td> </tr> <tr> <td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td> </tr> <tr> <td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td style="background-color: #003366; color: white;">WEST</td><td style="background-color: #003366; color: white;">EAST</td><td></td><td></td><td></td><td></td> </tr> </table> | | 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | | | | | | | | | | | | | | | | | | | | | | | | | | | WEST | EAST | | | | |
| 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | | | | | | | | | | WEST | EAST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.27.6) **ig6** impact of voucher on frequency of innovation cooperations East and West 2009 once

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|--|----------------------------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|------|------|--|--|--|--|
| <p>2009 VII. Innovation vouchers c) If the innovation voucher program is unknown: What is the hypothetical impact for your product line of being granted an innovation voucher of about 750€ to facilitate cooperations with external R&D institution with regards to ... the frequency of cooperations with external partners in the process of innovator positive no impact negative <div style="text-align: right; margin-right: 50px;"> <input type="text"/> <input type="text"/> <input type="text"/> </div> </p> | <p>Further information</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> <table border="1" style="width: 100%; text-align: center;"> <tr> <td>1998</td><td>1999</td><td>2000</td><td>2001</td><td>2002</td><td>2003</td><td>2004</td><td>2005</td><td>2006</td><td>2007</td><td>2008</td><td>2009</td><td>2010</td><td>2011</td><td>2012</td><td>2013</td> </tr> <tr> <td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td> </tr> <tr> <td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td style="background-color: #003366; color: white;">WEST</td><td style="background-color: #003366; color: white;">EAST</td><td></td><td></td><td></td><td></td> </tr> </table> | | 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | | | | | | | | | | | | | | | | | | | | | | | | | | | WEST | EAST | | | | |
| 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | | | | | | | | | | WEST | EAST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.27.7) **ig7** impact of voucher on number of innovation projects East and West 2009 once

Wording of question

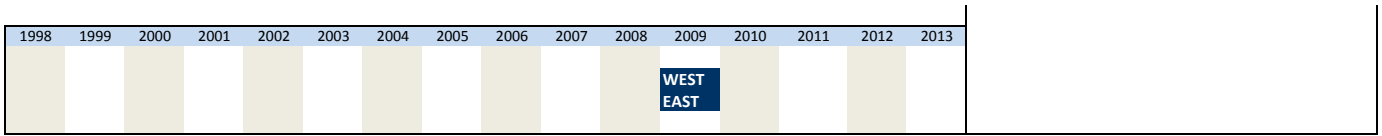
| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|--|----------------------------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|------|------|--|--|--|--|
| <p>2009 VII. Innovation vouchers c) If the innovation voucher program is unknown: What is the hypothetical impact for your product line of being granted an innovation voucher of about 750€ to facilitate cooperations with external R&D institution with regards to ... the number of innovation projects positive no impact negative <div style="text-align: right; margin-right: 50px;"> <input type="text"/> <input type="text"/> <input type="text"/> </div> </p> | <p>Further information</p> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <p>Time span of variable</p> <table border="1" style="width: 100%; text-align: center;"> <tr> <td>1998</td><td>1999</td><td>2000</td><td>2001</td><td>2002</td><td>2003</td><td>2004</td><td>2005</td><td>2006</td><td>2007</td><td>2008</td><td>2009</td><td>2010</td><td>2011</td><td>2012</td><td>2013</td> </tr> <tr> <td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td><td style="background-color: #e0e0e0;"></td> </tr> <tr> <td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td style="background-color: #003366; color: white;">WEST</td><td style="background-color: #003366; color: white;">EAST</td><td></td><td></td><td></td><td></td> </tr> </table> | | 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | | | | | | | | | | | | | | | | | | | | | | | | | | | WEST | EAST | | | | |
| 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | | | | | | | | | | WEST | EAST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.27.8) **ig8** impact of voucher on R&D expenditure East and West 2009 once

Wording of question

| | |
|---|----------------------------|
| <p>2009 VII. Innovation vouchers c) If the innovation voucher program is unknown: What is the hypothetical impact for your product line of being granted an innovation voucher of about 750€ to facilitate cooperations with external R&D institution with regards to ... the R&D expenditures positive no impact negative <div style="text-align: right; margin-right: 50px;"> <input type="text"/> <input type="text"/> <input type="text"/> </div> </p> | <p>Further information</p> |
| <p>Time span of variable</p> | |



3.28 Information and communication technology

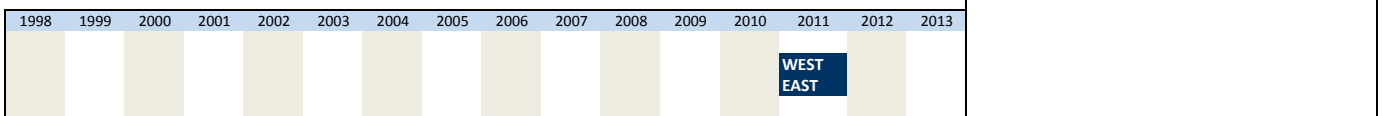
| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.28.1) **comp** share of employees whose tasks require the use of a computer East and West 2011 once

Wording of question

| | |
|--|---------------------|
| 2011 How many employees (in %) regularly need the following equipment to execute their operations? Computer% | Further information |
|--|---------------------|

Time span of variable



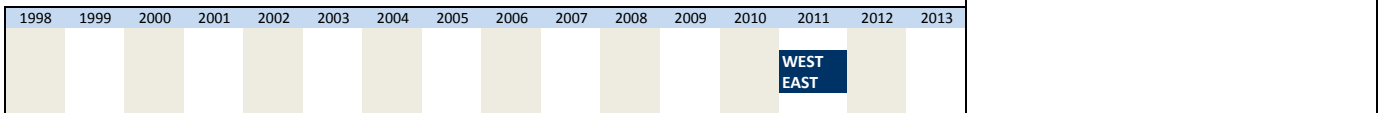
| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.28.2) **inet** share of employees whose tasks require the use of the internet East and West 2011 once

Wording of question

| | |
|--|---------------------|
| 2011 How many employees (in %) regularly need the following equipment to execute their operations? Internet% | Further information |
|--|---------------------|

Time span of variable



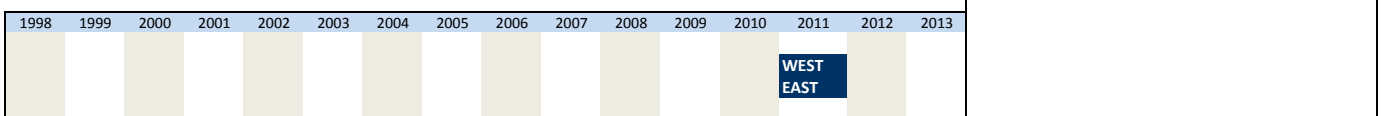
| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.28.3) **nocloud** not using any cloud-services East and West 2011 once

Wording of question

| | |
|--|---------------------|
| 2011 Are you using cloud services in your company? no <input type="checkbox"/> | Further information |
|--|---------------------|

Time span of variable



| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.28.4) **cloudint** using internally implemented cloud-system East and West 2011 once

Wording of question

| | |
|---|---------------------|
| 2011 Are you using cloud services in your company? | Further information |
|---|---------------------|

yes, using an internally implemented cloud-system

Time span of variable

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.28.5) **cloudext** using external cloud-service East and West 2011 once

Wording of question

2011

Are you using cloud services in your company?

yes, by an external provider

Further information

Time span of variable

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.28.6) **invict** yes, we invested in new ict-equipment during last two years East and West 2011 once

Wording of question

2011

Did you invest in fundamentally new ict-equipment during the last 2 years?

yes

Further information

Time span of variable

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.28.7) **invexpict** expenditure on investments in new ict-equipment (euro) East and West 2011 once

Wording of question

2011

Did you invest in fundamentally new ict-equipment during the last 2 years?

..... Euro (Pleaqse estimate if exact disclosure is impossible)

Further information

Time span of variable

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.28.8) **noinvict** no, we did not invest in new ict-equipment during last two years East and West 2011 once

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|---|---------------------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|--|--|--|--|--|--|--|--|--|--|--|--|--|------|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|------|--|--|
| 2011 Did you invest in fundamentally new ict-equipment during the last 2 years? no <input type="checkbox"/> | Further information | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Time span of variable | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <table border="1"> <tr> <td>1998</td><td>1999</td><td>2000</td><td>2001</td><td>2002</td><td>2003</td><td>2004</td><td>2005</td><td>2006</td><td>2007</td><td>2008</td><td>2009</td><td>2010</td><td>2011</td><td>2012</td><td>2013</td> </tr> <tr> <td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td style="background-color: #0056b3; color: white;">WEST</td><td></td><td></td> </tr> <tr> <td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td style="background-color: #0056b3; color: white;">EAST</td><td></td><td></td> </tr> </table> | | 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | | | | | | | | | | | | | | WEST | | | | | | | | | | | | | | | | EAST | | |
| 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | | | | | | | | | | | | | WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | | | | | | | | | | | | | EAST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|---------|--------|--|--------------------|------------------|
| 3.28.9) | mainit | main investment in ict: it-equipment (computer and hardware) | East and West 2011 | once |

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|---|---------------------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|--|--|--|--|--|--|--|--|--|--|--|--|--|------|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|------|--|--|
| 2011 What ict-equipmnt did you mainly invest in? IT-equipment (computer and hardware) <input type="checkbox"/> | Further information | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Time span of variable | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <table border="1"> <tr> <td>1998</td><td>1999</td><td>2000</td><td>2001</td><td>2002</td><td>2003</td><td>2004</td><td>2005</td><td>2006</td><td>2007</td><td>2008</td><td>2009</td><td>2010</td><td>2011</td><td>2012</td><td>2013</td> </tr> <tr> <td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td style="background-color: #0056b3; color: white;">WEST</td><td></td><td></td> </tr> <tr> <td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td style="background-color: #0056b3; color: white;">EAST</td><td></td><td></td> </tr> </table> | | 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | | | | | | | | | | | | | | WEST | | | | | | | | | | | | | | | | EAST | | |
| 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | | | | | | | | | | | | | WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | | | | | | | | | | | | | EAST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|----------|---------|---|--------------------|------------------|
| 3.28.10) | mainict | main investment in ict: communication equipment | East and West 2011 | once |

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|---|---------------------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|--|--|--|--|--|--|--|--|--|--|--|--|--|------|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|------|--|--|
| 2011 What ict-equipmnt did you mainly invest in? communication equipment <input type="checkbox"/> | Further information | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Time span of variable | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <table border="1"> <tr> <td>1998</td><td>1999</td><td>2000</td><td>2001</td><td>2002</td><td>2003</td><td>2004</td><td>2005</td><td>2006</td><td>2007</td><td>2008</td><td>2009</td><td>2010</td><td>2011</td><td>2012</td><td>2013</td> </tr> <tr> <td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td style="background-color: #0056b3; color: white;">WEST</td><td></td><td></td> </tr> <tr> <td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td style="background-color: #0056b3; color: white;">EAST</td><td></td><td></td> </tr> </table> | | 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | | | | | | | | | | | | | | WEST | | | | | | | | | | | | | | | | EAST | | |
| 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | | | | | | | | | | | | | WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | | | | | | | | | | | | | EAST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|----------|----------|----------------------------------|--------------------|------------------|
| 3.28.11) | mainsoft | main investment in ict: software | East and West 2011 | once |

Wording of question

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|---|---------------------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|--|--|--|--|--|--|--|--|--|--|--|--|--|------|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|------|--|--|
| 2011 What ict-equipmnt did you mainly invest in? software <input type="checkbox"/> | Further information | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Time span of variable | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
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| 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | | | | | | | | | | | | | WEST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | | | | | | | | | | | | | EAST | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|---|---------|---|---------------------|------------------|
| 3.28.12) | loreorg | low degree of restructuring due to investments in ict | East and West 2011 | once |
| Wording of question | | | | |
| 2011 To what extend did the ict-investments require restructuring of internal organisation? low degree <input type="text"/> | | | Further information | |
| Time span of variable | | | | |
| | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|--|---------|--|---------------------|------------------|
| 3.28.13) | hireorg | high degree of restructuring due to investments in ict | East and West 2011 | once |
| Wording of question | | | | |
| 2011 To what extend did the ict-investments require restructuring of internal organisation? high degree <input type="text"/> | | | Further information | |
| Time span of variable | | | | |
| | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|---|---------|---|---------------------|------------------|
| 3.28.14) | noreorg | no restructuring due to investment in ict | East and West 2011 | once |
| Wording of question | | | | |
| 2011 To what extend did the ict-investments require restructuring of internal organisation? no restructuring <input type="text"/> | | | Further information | |
| Time span of variable | | | | |
| | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|---|----------|---|---------------------|------------------|
| 3.28.15) | inditdep | investment in ict induced by internal it-department | East and West 2011 | once |
| Wording of question | | | | |
| 2011 Investment in ict was induced by internal IT-department <input type="text"/> | | | Further information | |

| Time span of variable | | | | | | | | | | | | | | | |
|-----------------------|------|------|------|------|------|------|------|------|------|------|------|------|--------------|------|------|
| 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 |
| | | | | | | | | | | | | | WEST EAST | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.28.16) **indcustom** investment in ict induced by customers East and West 2011 once

Wording of question

| 2011 | Further information |
|---|---------------------|
| Investment in ict was induced by customers | |

| Time span of variable | | | | | | | | | | | | | | | |
|-----------------------|------|------|------|------|------|------|------|------|------|------|------|------|--------------|------|------|
| 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 |
| | | | | | | | | | | | | | WEST EAST | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.28.17) **inditgmt** investment in ict induced by internal it-management East and West 2011 once

Wording of question

| 2011 | Further information |
|--|---------------------|
| Investment in ict was induced by internal it-management | |

| Time span of variable | | | | | | | | | | | | | | | |
|-----------------------|------|------|------|------|------|------|------|------|------|------|------|------|--------------|------|------|
| 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 |
| | | | | | | | | | | | | | WEST EAST | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.28.18) **indsuppl** investment in ict induced by suppliers East and West 2011 once

Wording of question

| 2011 | Further information |
|---|---------------------|
| Investment in ict was induced by suppliers | |

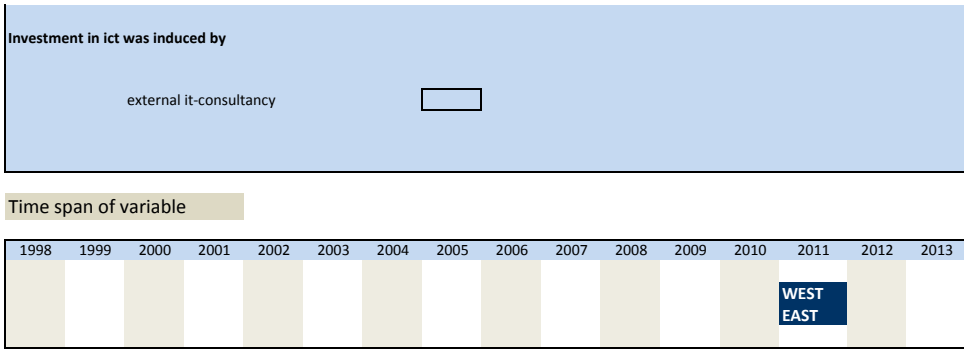
| Time span of variable | | | | | | | | | | | | | | | |
|-----------------------|------|------|------|------|------|------|------|------|------|------|------|------|--------------|------|------|
| 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 |
| | | | | | | | | | | | | | WEST EAST | | |

| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.28.19) **indextcons** investment in ict induced by external it-consultancy East and West 2011 once

Wording of question

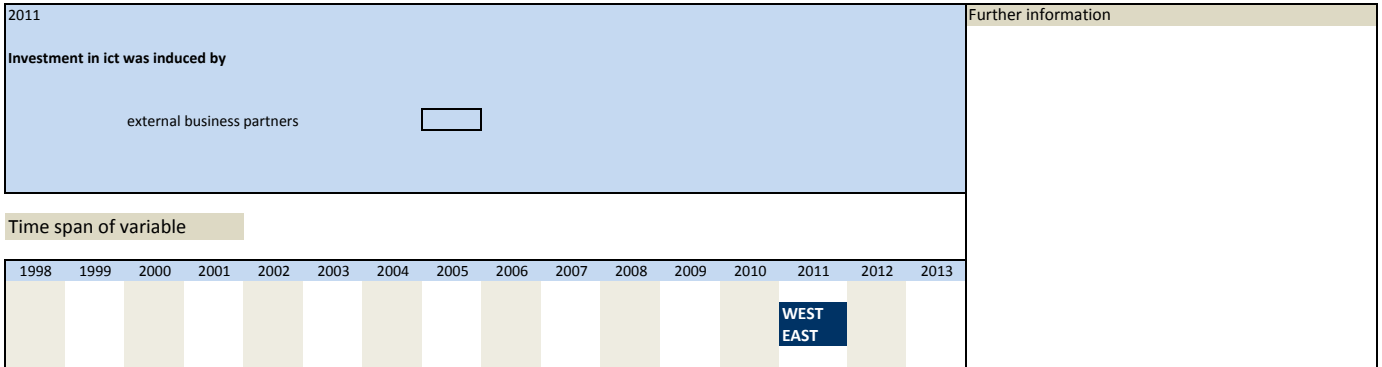
| 2011 | Further information |
|------|---------------------|
| | |



| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.28.20) **indexbpb** investment in ict induced by external business partners East and West 2011 once

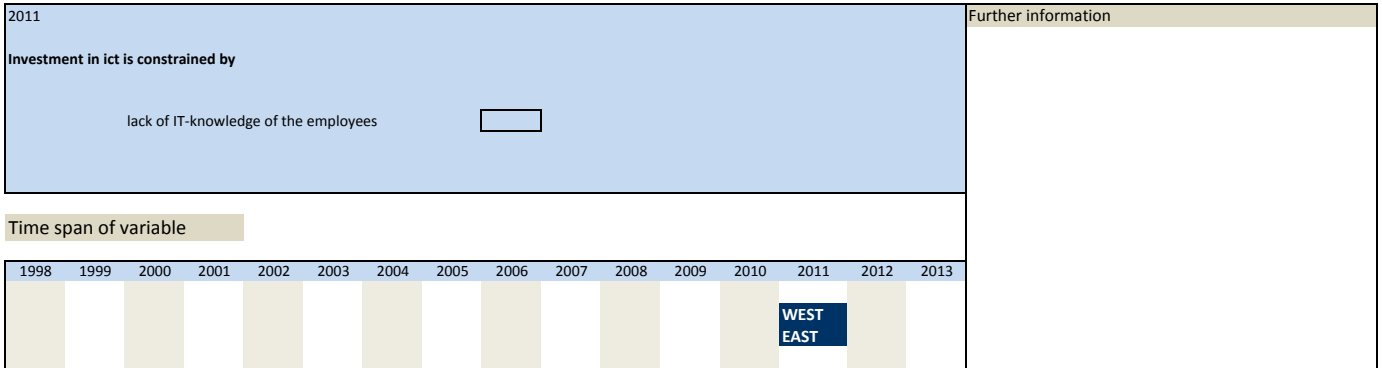
Wording of question



| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.28.21) **cstrknow** investment in ict constrained by lack of it-knowledge (employees) East and West 2011 once

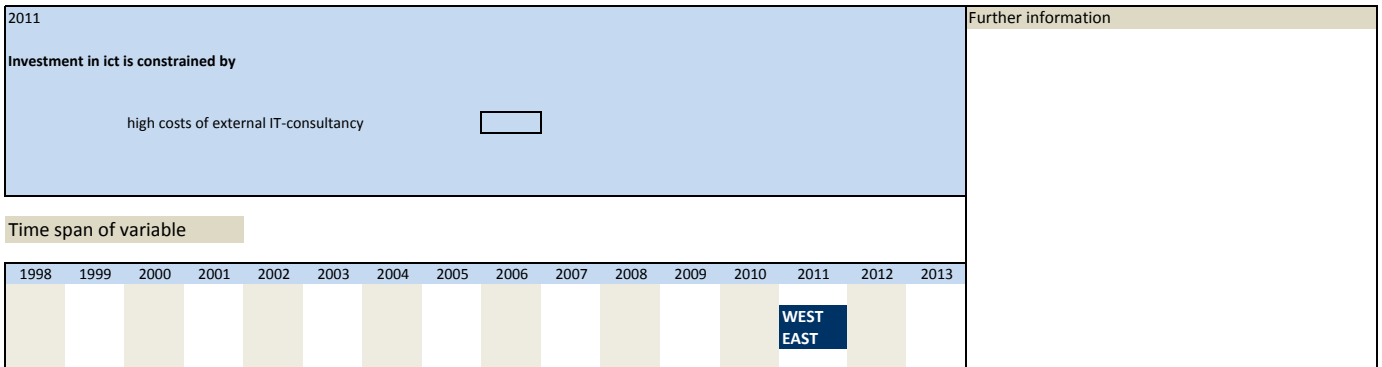
Wording of question



| No. | Name | Label | Survey period | Survey frequency |
|-----|------|-------|---------------|------------------|
|-----|------|-------|---------------|------------------|

3.28.22) **cstrcons** investment in ict constrained by high costs of external consultancy East and West 2011 once

Wording of question



| No. | Name | Label | Survey period | Survey frequency |
|---|------------|---|---------------------|------------------|
| 3.28.23) | cstritpers | investment in ict constrained by lack of it-experts on regional labour market | East and West 2011 | once |
| Wording of question | | | | |
| 2011 Investment in ict is constrained by lack of IT-experts on regional labour market <input type="text"/> | | | Further information | |
| Time span of variable | | | | |
| 1998 1999 2000 2001 2002 2003 2004 2005 2006 2007 2008 2009 2010 2011 2012 2013 | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|---|------------|---|---------------------|------------------|
| 3.28.24) | cstrbroadb | investment in ict constrained by insufficient regional supply of broad band | East and West 2011 | once |
| Wording of question | | | | |
| 2011 Investment in ict is constrained by insufficient regional supply of broad band <input type="text"/> | | | Further information | |
| Time span of variable | | | | |
| 1998 1999 2000 2001 2002 2003 2004 2005 2006 2007 2008 2009 2010 2011 2012 2013 | | | | |

| No. | Name | Label | Survey period | Survey frequency |
|---|------------|---|---------------------|------------------|
| 3.28.25) | cstritappl | investment in ict constrained by lack of suitable it-applications | East and West 2011 | once |
| Wording of question | | | | |
| 2011 Investment in ict is constrained by lack of suitable IT-applications <input type="text"/> | | | Further information | |
| Time span of variable | | | | |
| 1998 1999 2000 2001 2002 2003 2004 2005 2006 2007 2008 2009 2010 2011 2012 2013 | | | | |