

## Variables in the Business Tendency Survey (Sweden) -for construction, retail trade and other services

The quarterly and monthly BTS differ both in sample and number of questions asked. As shown below, the number of questions in the monthly BTS is considerably smaller than that in the quarterly survey. The surveys also differ in sample size; the monthly survey has a smaller selection than the quarterly. The sample sizes can be found on <http://www.konj.se>.

### 1. Construction industry

#### 1.1 Questions for the construction industry

Quarterly questions (Nr)	Monthly questions (Nr)	Questions
OUTCOME AND PRESENT SITUATION		
101	101	Volume of construction (outcome)
102	102	Stock of accepted tenders (outcome)
103	103	Prices of submitted tenders (outcome)
104	104	Size of order books (present situation assessment)
105	n.a.	Duration of orderbooks in number of working weeks is...
106	105	Number of employees (outcome)
1071	1061	Factor holding up activity: None
1072	1062	Insufficient demand
1073	1063	Shortage of equipment and/or material
1074	1064	Shortage of manpower
1075	1065	Bad weather
1076	1066	Other factors
OUTLOOK		
201	201	Volume of construction (outlook)
202	202	Stock of accepted tenders (outlook)
203	203	Prices of submitted tenders (outlook)
204	204	Number of employees (outlook)
OTHER QUESTIONS		
301	n.a	Activity on export market
302	n.a	Activity on export market the next 6 months
303	n.a	Construction activity in general the next 12 months

N.a. = not available in the monthly survey

## 1.2 Key to response alternatives for the construction industry

Question Nr, quarterly	Question Nr, monthly	Question	Response alternatives		
101,201	101,201	Volume of construction	increased	much the same	decreased
102,202	102,202	Stock of accepted tenders	increased	much the same	decreased
103,203	103,203	Prices of submitted tenders	increased	much the same	decreased
104	104	Size of order books	large	satisfactory	too small
105		Duration of orderbooks	number of weeks		
106,204	105,204	Number of employees	increased	much the same	decreased
		Factor holding up activity			
1071	1061	None	yes	no	
1072	1062	Insufficient demand	yes	no	
1073	1063	Capacity	yes	no	
1074	1064	Shortage of manpower	yes	no	
1075	1065	Bad weather	yes	no	
1076	1066	Other factors	yes	no	
301		Activity on export market	yes	no	
302		Activity on export market half a year ahead	increase	much the same	decrease
303		Construction activity (the next 12 months)	improve	much the same	worsen

## 2. Retail trade

### 2.1 Questions for retail trade

Quarterly questions (Nr)	Monthly questions (Nr)	Questions
OUTCOME AND PRESENT SITUATION		
101	101	Selling volume (outcome)
102	102	Sales situation (present situation assessment)
103	n.a.	Purchases of products (outcome)
104	103	Stocks (present situation assessment)
105	104	Number of employees (outcome)
106	n.a.	Shortage of manpower (present situation assessment)
107	n.a.	Selling prices (outcome)
108	n.a.	Profitability (present situation assessment)
OUTLOOK		
201	201	Selling volume (outlook)
202	202	Purchase of products (outlook)
203	203	Number of employed (outlook)
204	n.a.	Selling prices (outlook)
205	204	Expected sales situation the following 6 months (outlook)

N.a. = not available in the monthly survey

## 2.2 Key to response alternatives for retail trade

Question Nr, Quarterly	Question Nr, monthly	Question	Response alternatives		
101,201	101,201	Selling volume	increased	much the same	decreased
102	102	Sales situation	good	satisfactory	bad
103,202	202	Purchase of products	increased	much the same	decreased
104	103	Stocks	too large	satisfactory	too small
105,203	104,203	Number of employees	increased	much the same	decreased
106		Shortage of manpower	yes	no	
107,204		Selling prices	increased	much the same	decreased
108		Profitability	good	satisfactory	bad
205	204	Sales situation (the next 6 months)	improve	much the same	worsen

## 3. Other services (NACE 72 AND 74)

### 3.1 Questions for other services

Quarterly questions (Nr)	Monthly questions (Nr)	Question	
OUTCOME AND PRESENT SITUATION			
101	101	Total invoicing (outcome)	
102	n.a.	Inflow of orders: (outcome)	On domestic market
103	n.a.		On export market
104	n.a.	Sales prices (outcome)	
105	n.a.	Number of hours worked (outcome)	
201	n.a.	Full capacity utilisation (present situation assessment)	
202	n.a.	Any unutilised capacity (outcome)	
203	102	Volume of commissions on hand (present situation assessment)	
204	n.a.	Profitability (present situation assessment)	
205	103 <sup>1</sup>	Number of employees (outcome)	Personnel with industry-specific skills
206	n.a.		Other personnel
207	n.a.	Shortage of: (present situation assessment)	Personnel with industry-specific skills
208	n.a.		Other personnel
209	n.a.	Greatest limiting factor is:	Demand situation
210	n.a.		Availability of labour
211	n.a.		Other factors
OUTLOOK			
301	201	Total invoicing (outlook)	
302	n.a.	Inflow of orders: (outlook)	On domestic market
303	n.a.		On export market
304	n.a.	Sales prices (outlook)	
305	n.a.	Number of hours worked (outlook)	
306	n.a.	Development of profitability (outlook)	
401	202 <sup>2</sup>	Number of employees (outlook)	Personnel with industry-specific skills
402	n.a.		Other personnel

<sup>1</sup> Monthly question: Number of employees (outcome)

<sup>2</sup> Monthly question: Number of employees (outcome)

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OTHER QUESTIONS

501	n.a.	Invoicing (the next 6 months compared with the last 6 months)
502	n.a.	Number of employees (6 months ahead compared with 3 months ahead)
503	n.a.	Development of premises area (the following 6 months)
504	104	Economic activity within the industry (present situation assessment)
505	n.a.	Development of economic activity within the industry (the following 6 months)

N.a. = not available in the monthly survey

### 3.2 Key to response alternatives for other services

Question Nr, quarterly	Question Nr, monthly	Question	Response alternatives		
101,301,501	101,201	Total invoicing	increased	much the same	decreased
102,103,302,303		Inflow of orders	increased	much the same	decreased
104,304		Sales prices	increased	much the same	decreased
105,305		Number of hours worked	increased	much the same	decreased
201		Full capacity utilisation	yes	no	
202		Any unutilised capacity	increased	much the same	decreased
203	102	Volume of commissions on hand	large	satisfactory	too small
204		Profitability, assessment	good	satisfactory	bad
205,206,401,402,502	103,202	Number of employees	increased	much the same	decreased
207,208		Shortage of labour	yes	no	
		Greatest limiting factor:			
209		Demand situation	yes		
210		Availability o labour	yes		
211		Other factors	yes		
306		Profitability (change)	improve	much the same	worsen
503		Development of premises area	increase	much the same	decrease
504	104	Economic development within the industry, assessment	good	satisfactory	bad
505		Development of economic activity within the industry	improve	much the same	worsen

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