Business Tendency and Consumer Surveys
OECD Recommended Target indicators

Updated January 2021

BUSINESS TENDENCY SURVEYS			
For more detailed information on the BTS methodology, please refer to the OECD Business Tendency Survey Handbook.			
Indicator	**Question asked / calculation**	**Measure**	**Frequency**
INDUSTRY SECTOR			
INDUSTRIAL CONFIDENCE INDICATOR	**The index corresponds to the arithmetic average of net balances (NB) [1] for:** **Production future tendency, order books level and stocks of finished goods level (inverted sign).**	Average	M
BUSINESS SITUATION			
CURRENT	Excluding normal seasonal changes, do you consider that the **present** business situation/ activity of your company is: [(1) good, (2) satisfactory, (3) bad]	NB	M
FUTURE TENDENCY	Excluding normal seasonal changes, what changes do you expect **during the next 3 months**[2] with regards to your business situation/ activity: [It will (1) increase, (2) remain the same, (3) decrease]	NB	M
PRODUCTION			
TENDENCY	Excluding normal seasonal changes, has your company's production **over the past 3-4 months** with regards to the volume of production: [(1) increased, (2) unchanged, (3) decreased]	NB	M
FUTURE TENDENCY	Excluding normal seasonal changes, what changes do you expect **during the next 3-4 months** with regards to the volume of production of your company: [It will (1) increase, (2) remain the same, (3) decrease]	NB	M
ORDER BOOKS			
TENDENCY	Excluding normal seasonal changes, do you consider that **over the past 3- 4 months** your total order books in volume terms has: [(1) increased, (2) unchanged, (3) decreased]	NB	**Q**

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[1] Difference between positive and negative answers in % points of total answers.

[2] Different time horizons (i.e. 1 month, 6 months) may apply. See country metadata for departures from the recommended period.

Indicator	Question asked / calculation	Measure	Frequency
LEVEL	Excluding normal seasonal changes, do you consider that the **present** level of your total order books in volume terms is: [(1) Above normal, (2) normal, (3) below normal]	NB	M
EXPORT LEVEL	Excluding normal seasonal changes, do you consider that the **present** level of your export order books in volume terms is: [(1) Above normal, (2) normal, (3) below normal]	NB	M
FINISHED GOODS			
LEVEL	Excluding normal seasonal changes, do you consider that the **present** level of your stocks of finished goods in volume terms is: [(1) Above normal, (2) normal, (3) below normal]	NB	M
EMPLOYMENT			
FUTURE TENDENCY	Excluding normal seasonal changes, what changes do you expect **during the next 3-4 months** with regards to the number of people employed in your company: [It will (1) increase, (2) remain the same, (3) decrease]	NB	M
SELLING PRICES			
FUTURE TENDENCY	Excluding normal seasonal changes, what changes do you expect **during the next 3-4 months** with regards to average selling prices: [It will (1) increase, (2) remain the same , (3) decrease]	NB	M
CAPACITY UTILISATION			
LEVEL	What is your current level of capacity utilisation? [please provide %]	%	Q
RETAIL TRADE SECTOR			
RETAIL CONFIDENCE INDICATOR	**The index corresponds to the arithmetic average of the net balances for:** **Business situation tendency, business situation future tendency and stocks (inverted sign).**	Average	M
BUSINESS SITUATION			
TENDENCY	Excluding normal seasonal changes, do you consider that the development of the business situation (sales) of your company **over the past 3-4 months** has: [It has (1) increased, (2) unchanged, (3) decreased]	NB	M
FUTURE TENDENCY	Excluding normal seasonal changes, what changes do you expect **during the next 6 months** with regards to the business situation of your company: [It will (1) increase, (2) remain the same, (3) decrease]	NB	M
ORDERS INTENTIONS/ DEMAND			
FUTURE TENDENCY	Excluding normal seasonal changes, what changes do you expect **during the next 3-4 months** with regards to the volume of orders placed with suppliers: [It will (1) increase, (2) remain the same, (3) decrease]	NB	M
STOCKS VOLUME			
LEVEL	Excluding normal seasonal changes, do you consider that the **present** level of your stocks in volume terms is: [(1) Above normal, (2) normal, (3) below normal]	NB	M
EMPLOYMENT			
FUTURE TENDENCY	Excluding normal seasonal changes, what changes do you expect **during the next 3-4 months** with regards to the number of people employed in your company: [It will (1) increase, (2) remain the same, (3) decrease]	NB	M

Indicator	Question asked / calculation	Measure	Frequency
CONSTRUCTION SECTOR			
CONSTRUCTION CONFIDENCE INDICATOR	**The index corresponds to the arithmetic average of the net balances for:** **Total orders books level and employment future tendency.**	Average	M
BUSINESS SITUATION			
TENDENCY	Excluding normal seasonal changes, do you consider that the development of the building activity of your company **over the past 3-4 months** has: [It has (1) increased, (2) unchanged, (3) decreased]	NB	M
BOOK ORDERS			
LEVEL	Excluding normal seasonal changes, do you consider that the **present** level of your total order book or production schedules in volume terms is: [(1) Above normal, (2) normal, (3) below normal]	NB	M
EMPLOYMENT			
FUTURE TENDENCY	Excluding normal seasonal changes, what changes do you expect **during the next 3-4 months** with regards to the number of people employed in your company: [It will (1) increase, (2) remain the same, (3) decrease]	NB	M
PRICES			
FUTURE TENDENCY	Excluding normal seasonal changes, what changes do you expect **during the next 3-4 months** with regards to average selling prices: [It will (1) increase, (2) remain the same, (3) decrease]	NB	M
SERVICES SECTOR			
SERVICES CONFIDENCE INDICATOR	**The index corresponds to the arithmetic average of the net balances for:** **Business situation tendency, demand tendency and demand future tendency.**	Average	M
BUSINESS SITUATION			
TENDENCY	Excluding normal seasonal changes, do you consider that the development of the building situation of your company **over the past 3-4 months** has: [It has (1) increased, (2) unchanged, (3) decreased]	NB	M
EMPLOYMENT			
TENDENCY	Excluding normal seasonal changes, what has been your company's experience **over the past 3-4 months** with regards to the number of people employed in your company: [It has (1) increased, (2) unchanged, (3) decreased]	NB	M
FUTURE TENDENCY	Excluding normal seasonal changes, what changes do you expect **over the next 3-4 months** with regards to the number of people employed in your company: [It will (1) increase, (2) remain the same , (3) decrease]	NB	M
VOLUME DEMAND			
TENDENCY	Excluding normal seasonal changes, what has been your company's experience **over the past 3-4 months** with regards to the volume of demand: [It has (1) increased, (2) unchanged, (3) decreased]	NB	M
FUTURE TENDENCY	Excluding normal seasonal changes, what changes do you expect **over the next 3-4 months** with regards to the volume of demand: {It will (1) increase, (2) remain the same , (3) decrease]	NB	M

CONSUMER SURVEYS

Please refer to the [Joint harmonised EU programme of Business and Consumer Surveys User guide](#) as a reference for Consumer Surveys.

Indicator	Question asked / calculation	Measure	Frequency
CONSUMER CONFIDENCE INDICATOR	A new EU harmonised consumer confidence indicator has been introduced by the EC in January 2019. The new definition is based on answers to the following four questions with five answer alternatives to each question (a lot better, a little better, the same, a little worse, a lot worse): (1) Expected change in financial situation of household over the next 12 months (2) Expected change in financial situation of household over the past 12 months (3) Expected change in general economic situation over the next 12 months (4) Expected major purchases over the next 12 months	The indicator published by the EC is constructed with double weights on the extremes as follows: Extreme responses such as "a lot better" (++) and "a lot worse" (--) receive a weight equal to 1, mild responses such as "a little better" (+) and "a little worse" (-) get a weight of 0.5, and neutral responses such as "the same" (=) have 0 weight assigned. "Don't know" replies are not considered in the calculation.	M
ECONOMIC SITUATION FUTURE TENDENCY	How do you expect the general economic situation in your country to develop **over the next 12 months**? It will: Get a lot better (++), get a little better (+), stay the same (=), get a little worse (-), get a lot worse (--), don't know (N)		M
CONSUMER PRICES FUTURE TENDENCY	By comparison with the past 12 months, how do you expect the consumer prices will develop **in the next 12 months**? They will: increase more rapidly (++), increase at the same rate (+), remain the same (=), increase at a slower rate (-), stay about the same (-), fall (--), don't know (N)		M