

## IWH-FDI Micro Database

### Questionnaire 2012

Survey of Enterprises 2012  
in East Germany

---

**Halle Institute for Economic Research (IWH)**  
Kleine Märkerstraße 8  
06108 Halle (Saale) · Germany

**Contact:**

*Andrea Gauselmann, Philipp Marek and Björn Jindra*  
Research area „Knowledge and Innovation“  
Tel: +49-(0) 345-7753-862  
Fax: +49-(0) 345-7753-779  
E-mail: [fdisupport@iw-halle.de](mailto:fdisupport@iw-halle.de)

## Part I

### 1. The first part of the survey deals with general key data of your enterprise How many employees do currently work in your firm?

*Note: The number of employees entails full and half time employees, however, no internships, leasing workers or temporary personnel.*

Number of employees	Today

### 2. How will the number of employees develop in 2013 in comparison to the current year?

Strongly decrease	Decrease	Remain unchanged	Increase	Strongly increase

### 3. Please give an approximation of the total turnover of your firm expected in 2013.

*Note: In case your establishment is a bank, turnover is the sum of earnings from brut interest and commission/fees from own and commission business. In case of an insurance company, turnover is the sum of earnings from premium. The turnover relates to the current calendar year, if this does not apply to your firm please indicate the turnover for the corresponding fiscal year.*

Total turnover of your firm	Yes	No
≤ € 2 million		
≤ € 10 million		
≤ € 50 million		
> € 50 million		

### 4. How will the total turnover develop in 2011 in comparison to the current year? Please indicate the option that applies.

Strongly decrease	Decrease	Remain unchanged	Increase	Strongly increase

### 5. Please indicate the expected share of exports in total sales of your firm for 2012.

	2012
Share of exports in total sales	

### 6. How will the share of exports in total sales develop in 2013 in comparison to the current year? Please indicate the option that applies.

Strongly decrease	Decrease	Remain unchanged	Increase	Strongly increase

## Part II

**7. The second part of the survey deals with investments of your enterprise. Did your firm undertake or does it plan to undertake any investment in East Germany in 2013?**

	Yes	No
Investment activity in 2012		

**If your answer to question 7 was „No”, please go on with question 10.**

**8. If you undertook or plan to undertake investment in East Germany in 2012, please indicate the approximate share of total investment that was directed at expanding the business.**

*Note: Investment directed at expanding the business rather than existing capital stock includes investment in new buildings, machinery, equipment, and software.*

	2013
Share of investment directed at business expansion (in %)	

**9. How will your firms' investment in Germany develop in 2013 in comparison to the current year?**

Strongly decrease	Decrease	Remain unchanged	Increase	Strongly increase

**10. Did your firm undertake any foreign direct investment in the period from 2010 to 2012?**

*Note: Foreign direct investment involves the acquisition of a minimum of 10 per cent of equity in an existing legally independent enterprise abroad or the creation of a legally independent subsidiary/affiliate under your own control abroad. We do not refer to a subsidiary/affiliate under control of any foreign and/or West German shareholder of your firm.*

	Yes	No
Foreign direct investment 2010 - 2012		

**If your answer to question 10 was „No”, please go on with question 12.**

**11. How will the foreign direct investment develop from 2013 to 2015 compared to the last 3 years (2010-2012)?**

Strongly decrease	Decrease	Remain unchanged	Increase	Strongly increase

### Part III

The next part of the survey deals with research and development (R&D). This refers to experimental or theoretical work undertaken to acquire new knowledge and general applicable insights for use in development. We differentiate between intra-mural R&D implemented by your enterprise and extra-mural R&D services contracted out to another unit, external firm or organisation. The subsequent questions refer to R&D undertaken during the last three years from 2010 to 2012.

**12. Did your firm acquire or integrate any new technologies in the period from 2010 to 2012? Please indicate the option  that applies.**

	Yes	No
Expenditures for R&D performed within your enterprise 2010-2012		

**If question 12 „No“, then offer only the three last answering-options at question 13.**

**13. How will the expenses of your firm for R&D develop in 2013 compared to the last year?**

Strongly decrease	Decrease	Remain unchanged	Increase	Strongly increase

**14. How many of your firms' employees work in the area of R&D currently?**

*Note: All persons employed directly on R&D should be counted, as well as those providing direct services such as R&D managers, administrators, and clerical staff. Please indicate the number in full time equivalence..*

	2012
Number of R&D employees	

**If question 14 „0/zero“, offer only the last 3 answering-options.**

**15. How will your firm's number of R&D employees develop in 2009 in comparison to the current year? Please indicate the option  that applies.**

Strongly decrease	Decrease	Remain unchanged	Increase	Strongly increase

## Part IV

The next part of the survey deals with the implementation of innovations in your enterprise. Innovations need to be implemented by your enterprise but can be developed mainly by your enterprise, other units of your enterprise group or external firms and organisations. The innovation must be new or significantly improved to your enterprise, not necessarily new to the market or the world. The subsequent questions refer to R&D undertaken during the last three years from 2010 to 2012.

### 16. Did your firm implement any product innovation(s) in the period from 2010 to 2012?

*Note: A product innovation is the introduction of a good or service that is new or significantly improved with respect to its characteristics or intended uses. This includes significant improvements in technical specifications, components and materials, incorporated software, user friendliness or other functional characteristics. Purely aesthetic modifications of products (such as colour, style, and packaging) are no product innovation. The pure sale of an innovation that was neither developed nor produced in your firm does not constitute a product innovation in that sense.*

	Yes	No
Product innovation(s) 2010-2012		

### 17. Does your firm plan on introducing any new or improved products from 2013 to 2015?

	Yes	No
Product innovation(s) 2013-2015		

If question 16 „No“, first question 17, then go to question 20. Otherwise first question 17, then go to question 18.

### 18. Please approximate the share of new or significantly improved products in your enterprise's total sales in 2012 until now.

	% in 2012
Share of new or significantly improved products in total sales	

### 19. How will the share of product innovations of total sales in your firm develop in 2013 compared to the current year?

Strongly decrease	Decrease	Remain unchanged	Increase	Strongly increase

### 20. From the perspective of your enterprise, how should the legal R&D and innovation support be implemented in the future in order to be competitive at an international level? Please choose between „Yes“, „No“ and „I Don't Know“.

	Yes	No	I Don't Know
Continuation of purely project-based funding for single or cooperative projects			
Replacement of the project-based support by an introduction of a tax allowance			
Combination of a new tax allowance and project-based funding			

## Ending of the Survey

To gain further general key data from your enterprise without querying them, the IWH could bring together data from the survey of income and program participation of the Federal Employment Agency with the current survey. For reasons of data protection, this can not be done without your agreement, which I ask you for sincerely. Of course you can cancel your agreement at any point in time. The regulations of data protection and anonymous result description are being used for these data as well.

### 21. Do you agree, that we add the data of the Federal Employment Agency?

*Note: What kind of data are meant? Data of the Federal Employment Agency, concerning for example enterprise size or qualification structure. No data about payments to annuity insurance.*

	Yes	No
Agreement of matching data		

### 22. Thanks a lot for your valuable information and time. Would you like to receive a short form of the surveys results?

	Yes	No

If question 22 „No“, go to 23.

### 23. Please, tell us your contact information.

Email-Address / Fax	
---------------------	--