

TRADE – METHODOLOGICAL NOTES

1. Business tendency survey in retail trade (divisions 45 and 47) according to the Polish Classification of Activities (PKD 2007) compiled on the basis of NACE Rev.2 was introduced in CSO of Poland in October 1993. Data concerning wholesale trade (division 46) are collected since January 2011. Sample covers about 9500 entities conducting trade activities pertaining to G section according to NACE Rev.2 (about 5200 entities representing retail trade and about 4300 entities representing wholesale trade). The survey is carried out on the basis of a monthly questionnaire.
2. Survey data are aggregated according to:
 - size classes: up to 9 persons employed, 10-49 persons employed, 50-249 persons employed, 250 and more persons employed;
 - selected branches according to NACE Rev.2:
 - retail trade,
 - food, drink, tobacco – 47.11, 47.2, 47.81
 - textile, clothing, footwear – 47.51, 47.71, 47.72, 47.82;
 - household goods (electricity, others) – 47.43, 47.53, 47.54, 47.59, 47.63;
 - motor vehicles – 45.11, 45.19, 45.20, 45.31, 45.32, 45.4.
 - wholesale trade,
 - voivodships (data are collected since 2011).Data by the NACE Rev. 2 branches and by voivodships are compiled following the enterprise (entity) method.
3. The questionnaire comprises questions related to the basic features of economic situation: sales of goods in the last three months, general economic situation of the enterprise, factors limiting activity, stocks of goods, financial situation, sources of financing current assets, prices, demand, orders placed with suppliers, employment, investment outlays (equipment, transport, buildings etc.).
4. The questionnaire comprises diagnostic questions (concerning current month or last three months) and prognostic questions (concerning next three months except for the question on the investment outlays that relates to the next few months).
5. On the basis of gathered replies there are calculated indicators that are weighted by the value of sales in current prices. Their range varies from -100 to +100. Positive value means good business situation, negative – bad business situation. Increase (decrease) of indicator means improving (worsening) business situation from the entities' point of view.

6. The business tendency indicators referring to the questions: 1, 2, 4, 6, 8, 9, 10, 11, 12, 13, 14, 15, 16 are calculated as balances (differences) between percentage of the entities choosing first variant of the answer (advantageous from the entities' point of view) and the third variant (disadvantageous from the entities' point of view). The indicator concerning question 5 is calculated as balance (difference) between percentage of answers on third variant and first variant. Indicators concerning questions 3 is calculated separately for every variant as a percentage of the entities choosing particular variant of limiting factors. Indicators concerning questions 7 is calculated separately for every variant as a percentage of the entities choosing particular variant of all respondents answering to a given question.
7. General business climate indicator is a composite one. It is calculated as an arithmetic average of the balances of the answers to questions from the monthly questionnaire concerning current (question 2) and expected (question 9) economic situation. Economic climate is "good" when the value of the indicator is greater than 0. Otherwise the climate is assessed as "bad".
8. Archival monthly and quarterly data according to (NACE Rev 1.1) comprise series up to the end of 2008.