



## Survey design for Eastern Europe

### Survey objectives

Atradius conducts annual reviews of international corporate payment practices through a survey called the "Atradius Payment Practices Barometer". In this report focusing on Western Europe, which is part of the 2016 edition of the Atradius Payment Practices Barometer, companies from 5 countries (Czech Republic, Hungary, Poland, Slovakia and Turkey) have been surveyed.

Using a questionnaire, Conclusr Research conducted a net of 1,078 interviews. All interviews were conducted exclusively for Atradius, without any combination of topics.

### Survey scope

- Basic population: companies from 5 countries were monitored (Czech Republic, Hungary, Poland, Slovakia and Turkey). The appropriate contacts for accounts receivable management were interviewed.
- Selection process – Internet survey: companies were selected and contacted by use of an international Internet panel. A screening for the appropriate contact and for quota control was conducted at the beginning of the interview.
- Sample: N=1,078 people were interviewed in total (approximately n=200 people per country). In each country a quota was maintained according to four classes of company size.
- Interview: Web-assisted personal interviews (WAPI) of approximately 15 minutes duration. Interview period: 1st Q 2016.

### Sample overview – Total interviews = 1,078

Country	n	%
Czech Republic	211	19.6%
Hungary	231	21.4%
Poland	210	19.5%
Slovakia	214	19.9%
Turkey	212	19.7%

  

Industry	n	%
Manufacturing	363	33.7%
Wholesale / Retail / Distribution	247	22.9%
Services	468	43.4%

  

Business size	n	%
Micro-enterprises	458	42.5%
SMEs (Small/Medium enterprises)	538	22.9%
Large enterprises	82	7.6%

It may occur that the results are a percent more or less than 100% when calculating the results. This is the consequence of rounding off the results. Rather than adjusting the outcome so that it totalled 100%, we have chosen to leave the individual results as they were to allow for the most accurate representation possible.