



## Interview guide for the private sector

The bullet points below contain a brief description of the topics we primarily wish to discuss. We are interested in how actual developments compare with the budget/expectations, and whether important driving forces behind developments are specific to the enterprise or general for the industry/region.

### 1. Demand and production (volume)

- Developments in demand/production over the past 3 months compared to the previous 3 months (seasonally adjusted).
  - For manufacturing, as distributed between the export and domestic market
  - For services, as distributed between the business sector and households
- Developments in order intake over the past 3 months compared to the previous 3 months (seasonally adjusted).
  - For manufacturing, as distributed between the export and domestic market
  - For services, as distributed between the business sector and households
- Market prospects for the next six months
  - Driving forces
- Capacity: Will the enterprise find it difficult to meet an (unexpected/expected) rise in demand?
  - If so, why?

### 2. Investments

- Investment made and plans for the next 12 months. Growth compared with the previous 12 months.
- Type of investments: what (expand capacity, maintenance, rationalisation) and where (abroad or in Norway)
- If no investment, why? (low demand, low utilisation of fixed assets, inadequate/expensive capital, high costs)

### 3. Employment/labour market

- Change in number of man-labour years worked (seasonally adjusted) in the past three months, including sub-contractors and other hired/temporary labour.
- Plans to reduce/increase number of man-labour years in the next three months
- Labour supply: Will the labour supply be a limiting factor for production if there is an (unexpected/expected) rise in demand?

### 4. Costs and prices

- Annual wage growth in the enterprise/industry for the current calendar year. This includes carry-over from the previous year, salary increases in the current year and wage drift through the year. It also includes growth/fall in bonuses.
- Changes in prices for other important input costs
- Changes in selling prices over the past 12 months, expected price developments over the next 12 months, driving force behind price developments (changes in input costs, margins, the competitive situation)
- Changes in operating margins over the past 3 months compared with the same period the year before (operating profit before taxes and depreciation as a percentage of revenues - EBITDA)