



NORGES BANK

## Norges Bank's Regional Network Interview guide for the private sector

The following are the main topics we wish to discuss. We are particularly interested in the driving forces behind developments and whether they are specific to the enterprise or general for the industry/region.

### Demand<sup>1</sup>

- How has/have production/sales changed over the past three months compared with the previous three months (seasonally adjusted)?
- How do you expect production/sales to change over the next six months (seasonally adjusted)?

### Investments

- How much has your enterprise invested over the past 12 months, and what have you invested in (increased capacity, maintenance etc.)?
- How much do you plan to invest over the next 12 months and what type of investments are you considering?

### Capacity utilisation

- Does your enterprise have the capacity to increase production/sales, given a normal level of resource utilisation? If no, what are the constraints (e.g. employees, equipment, capital, access to raw materials)?
- Is the labour supply a constraint on production/sales? If yes, which occupational groups are most difficult to recruit from?

### Employment

- How has the number of employees changed over the past three months (seasonally adjusted)?
- How do you expect the number of employees to change over the next three months (seasonally adjusted)?

### Costs and prices

- What is your estimate for annual wage growth in your enterprise for this year?<sup>2</sup>
- How have your selling prices changed over the past 12 months?
- How do you expect your selling prices to change over the next 12 months?
- How has profitability in your enterprise changed over the past three months compared with the same period the previous year?<sup>3</sup>

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<sup>1</sup> Manufacturing enterprises: divided into domestic and foreign. Service enterprises: divided into corporate and household.

<sup>2</sup> Including carry-over from the previous year, pay increases, wage drift and bonuses.

<sup>3</sup> In terms of operating margin percentage (operating profit before tax and depreciation as a percentage of revenues).