

Preparedness for the euro among enterprises in Slovenia

Analytical Report

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Preparedness for the euro among enterprises in Slovenia

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THE GALLUP ORGANIZATION

Table of content

Table of content.....	3
Introduction	4
1. Preparations	5
2. Adaptation of the computer systems to the euro	10
3. Cash issues	13
4. Price policy.....	18
5. Information and information channels	24
6. Annex tables.....	Error! Bookmark not defined.

Introduction

The objective of the survey was to study the progress of the preparations for the introduction of the euro among businesses in Slovenia.

The main themes in the survey were the followings:

- general information on the enterprises before the introduction of the euro
- the adaptation of computer systems of enterprises
- some cash related questions: supplying the enterprises with euro coins and banknotes
- changeover
- price policy
- information about the changeover.

The sample of 373 enterprises consisted of 318 enterprises in the cash-intensive sectors of G and H (trade and hotel sector) of which 29 enterprises with at least 50 employees were interviewed. Besides, 55 medium and large enterprises in the sectors C to K (excl. G and H as well as the banking sector) with at least 50 employees were interviewed.

The survey was carried out via telephone, using WebCATI (web-based computer aided telephone interviewing). The survey's fieldwork was carried out between 17 and 21 November 2006.

The sample lists were developed using national statistical data sources (IPIS). Sampling was made according to two stratification criteria: the size of the company and the activity sector. Selection of enterprises within the strata was carried out randomly.

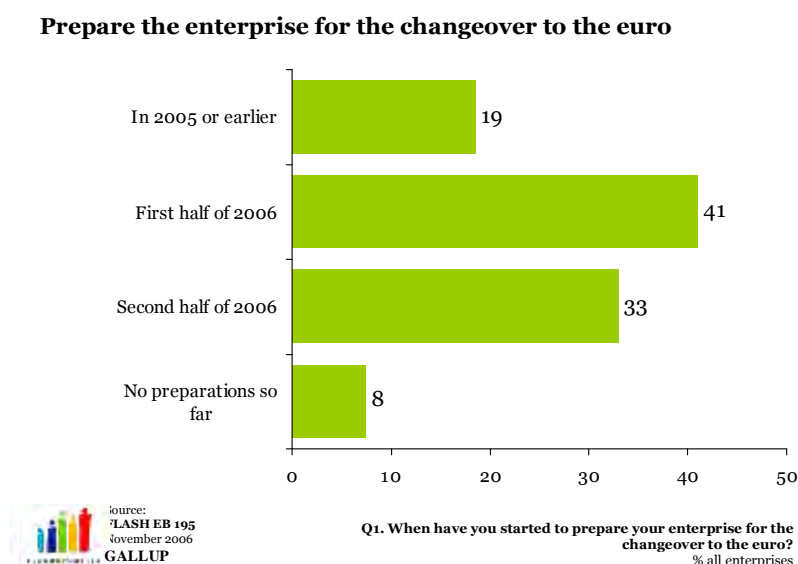
The total sample was distributed between these sampling "cells" in a way that does not follow the actual distribution of businesses within the coverage zone: larger businesses were intentionally "over-sampled" in order to get meaningful results for each sample segment.

The person interviewed in each company was a top executive of the (local affiliate) of the enterprise, or the person designated to coordinate preparations for the switchover, or the head of finance and/or administration department.

1. Preparations

The changeover to the euro poses a massive challenge to enterprises. In this chapter, we discuss general issues of the euro changeover; we report on general measures introduced by enterprises and the timing of such measures; and we discuss how companies view the possible impact of the introduction of the euro .

The majority of companies commenced preparations for the euro changeover only in 2006; the largest segment did so in the first half of 2006 (41%), and a third in the second half of the year (33%). Barely a fifth of the surveyed companies mentioned that they started preparations for the changeover in 2005 or earlier (19%). 8% of the companies have not yet made any preparations.



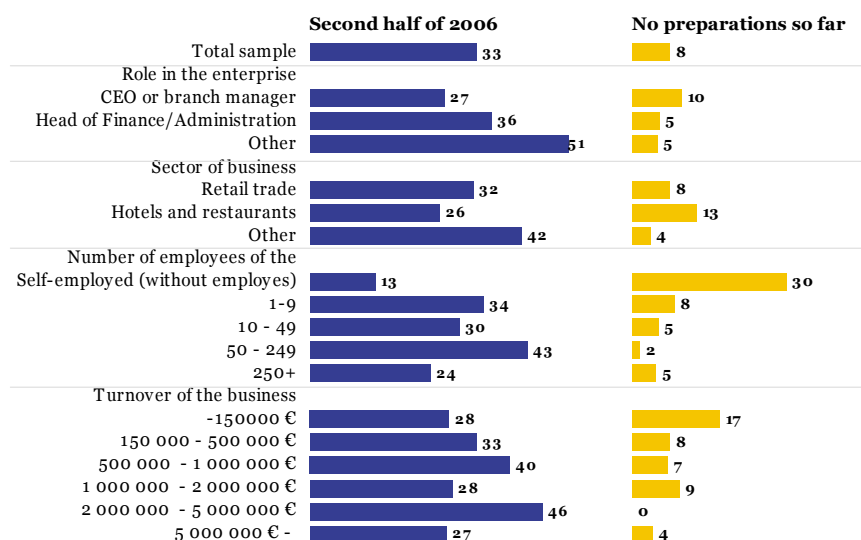
We also examined different responses according to the characteristics of the enterprises¹. There is no significant difference between enterprises with different characteristics in whether they began to prepare for the switchover in 2005 or in the first half of 2006. Enterprises in retail sales, and the hospitality, restaurant and catering industry (from now on referred to as hospitality sector), and enterprises without employees tended to begin preparations in or before 2005. The majority of the enterprises in other industry sectors, and of the largest companies (both in terms of the numbers of employees and in terms of annual turnover) started preparing for the switchover in the first half of 2006.

When looking at enterprises that began preparations in the second half of 2006, and those that had not yet begun preparations for the switchover, we found significant differences between enterprises with different characteristics. Larger companies, those with 50-249 employees and/or with an annual turnover of 2-5 million euro tended to begin preparations in the second half of 2006.

A significantly larger percentage of one-person companies indicated that they have not yet begun preparations. A relatively higher percentage of enterprises (but not significantly higher than in the entire sample) with the smallest annual turnover also indicated that they have not yet begun preparations.

¹ Because of the small sub-samples the maximum margin of error within the various segments varies between 6 and 21 percentage points. The Annex tables exactly describe the size of the relevant sub-samples, indicating the number of respondents interviewed. In our analysis, we discuss all differences found, but we always indicate whether the difference is statistically significant or merely an observed tendency.

Prepare the enterprise for the changeover of the euro in ...



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Q1. When have you started to prepare your enterprise for the changeover to the euro?
% by enterprise characteristics

A large majority of respondents mentioned that they have applied or used the following two preparatory steps: *defining the necessary computer adaptation*, and *informing the staff*. 87% of the companies have already defined the necessary computer applications, and 86% have informed the staff. More than half of the company managers said that they have evaluated the necessary training needs (53%). A comparatively lower proportion, 37%, said that they had identified the impact of the changeover in the different areas of their enterprise.

Ways of preparation for the euro changeover



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Q2. As regards the changeover to the euro, have you ...?
% all enterprises

There were no differences between the different enterprise segments in defining the necessary computer adaptation procedures or in informing employees and colleagues about the switchover.

Almost all of the largest companies (by number of employees and annual turnover) have already completed these steps by the time of the survey.

A significantly smaller ratio of enterprises with no employees or with a small number of employees had considered the necessary training requirements of the switchover. A significantly higher ratio of enterprises with 10 or more employees had done so. Similarly, enterprises with a small annual turnover have considered this issue in significantly smaller numbers, while enterprises with an annual turnover of € 2 million or more have done so in significantly higher numbers.

A significantly higher percentage of enterprises with a larger number of employees and higher annual turnover have evaluated the switchover's effects on different areas of the enterprise. Smaller enterprises (in number of employees and annual turnover) have done so to a lesser extent.

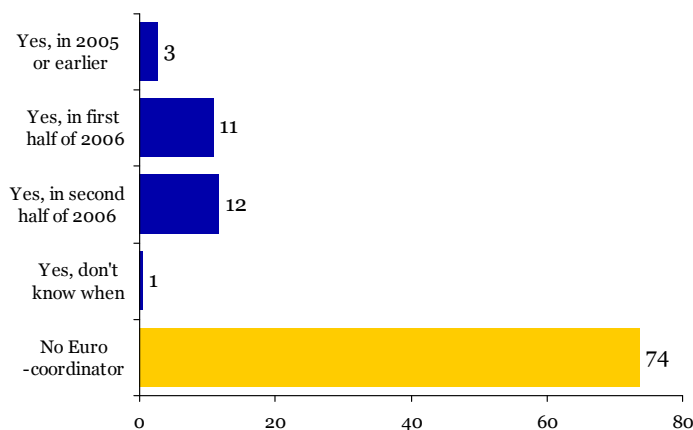
Table 1. Ways of preparation for the euro changeover, by enterprise characteristics (%)

	Identified the necessary computer adaptation	Informed the staff	Evaluated the training needs	Identified the impact in the different areas of the enterprise
ALL enterprises	87	86	53	37
ROLE IN THE ENTERPRISE				
CEO or branch manager	84	82	45	33
Head of Finance/ Administration	93	90	65	43
Other	81	85	51	29
SECTOR OF BUSINESS				
Retail trade	87	85	50	32
Hotels and restaurants	87	90	59	39
Other	89	87	66	56
NUMBER OF EMPLOYEES				
Self-employed	70	44	26	17
1 - 9	85	88	39	28
10 - 49	93	88	72	37
50 - 249	87	86	68	52
250+	100	100	76	81
TURNOVER (€)				
-150 000	76	79	31	19
150 000 - 500 000	82	80	47	28
500 000 - 1 000 000	93	95	51	40
1 000 000 - 2 000 000	81	84	56	28
2 000 000 - 5 000 000	98	94	73	42
5 000 000 -	96	93	77	55

Q2. As regards the changeover to the euro, have you ...?

The vast majority of companies (74%) have not assigned the task of coordinating and supervising the changeover preparations to a Euro-coordinator, or in general a person specifically dealing with the internal preparations. Only about one quarter of the companies surveyed indicated to have done so (26%). One tenth (11%) of these Euro-coordinators were appointed in the first half of 2006, while another tenth (12%) in the second half of 2006. Barely 3% said that they appointed such coordinators in 2005 or earlier.

Appointing a „Euro-coordinator” who coordinates the preparations to the euro changeover



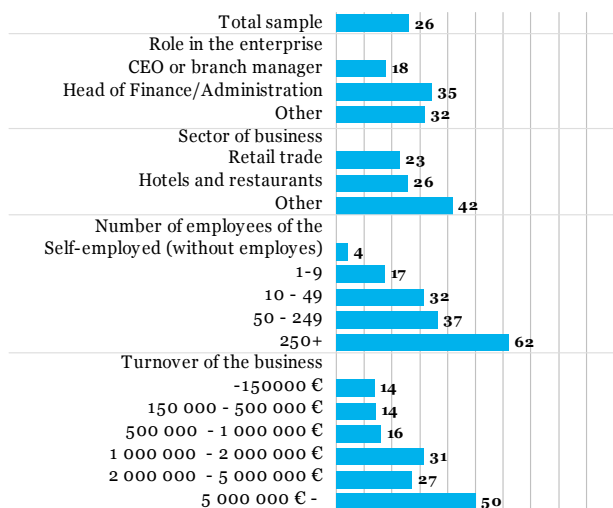
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Q3. Did you appoint a "Euro-coordinator", a "Euro Project Manager" or in general a person in charge of coordinating your enterprise's changeover preparations?

Q4. When did you appoint the "Euro-coordinator", the "Euro Project Manager" or in general the person in charge of coordinating your enterprise's changeover preparations?
% all enterprises

Similarly to previous trends, a significantly higher percentage of the largest enterprises (in number of employees and annual turnover) have assigned Euro-coordinators, while small enterprises (in number of employees and annual turnover) have done so in significantly lower numbers. This latter group also includes enterprises without employees.

Appoint a „Euro-coordinator” who coordinates the preparations to the euro changeover



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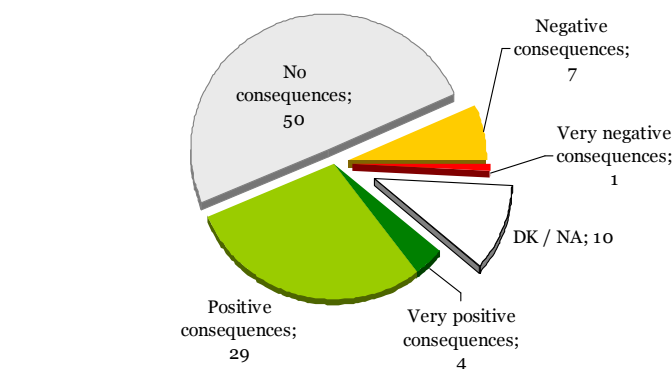
Q3. Did you appoint a "Euro-coordinator", a "Euro Project Manager" or in general a person in charge of coordinating your enterprise's changeover preparations?
% by enterprise characteristics

Half of the surveyed enterprises stated that do not see the euro changeover as affecting them (either positively or negatively) in the medium to long term (50%).

One tenth of the enterprises could not or did not want to answer this question (10%).

Looking at the enterprises anticipating a direct impact of the introduction of the euro (41%), only 8% expect negative effects, while 33% see positive consequences in the medium to long term. Among the latter, 29% even expect a very positive impact of the changeover on their company in the medium to long term.

Consequences of the introduction of the euro for the enterprise in the medium to long term

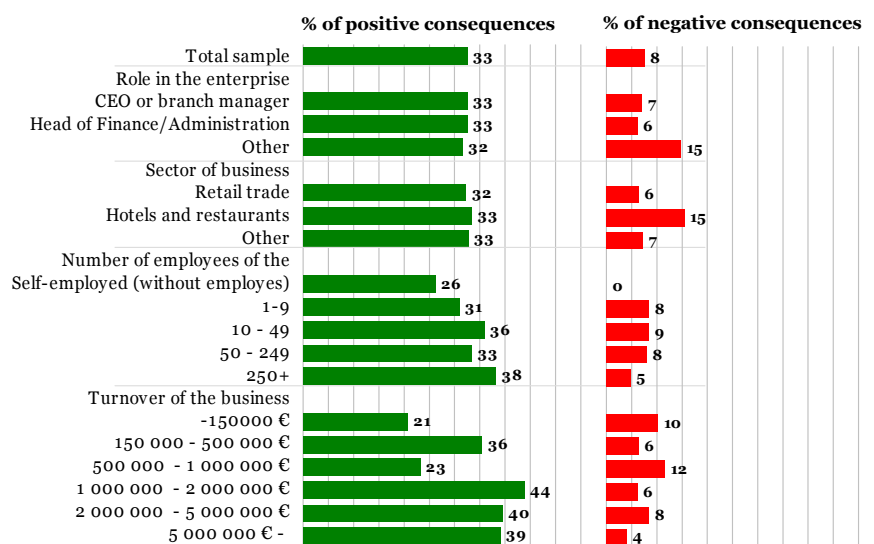


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Q5. Which consequences will the introduction of the euro have for your enterprise in the medium to long term?
% all enterprises

Enterprises belonging to different are not significantly different in their evaluations of the medium to long term effects of the switchover to the euro. As a tendency, enterprises with the largest number of employees and enterprises with annual business turnovers of over € 1 million reported in higher numbers that they see the euro changeover as affecting their enterprise positively. Negative effects were expected in higher numbers in the hospitality sector.

Expected consequences of the introduction of the euro for the enterprise in the medium to long term



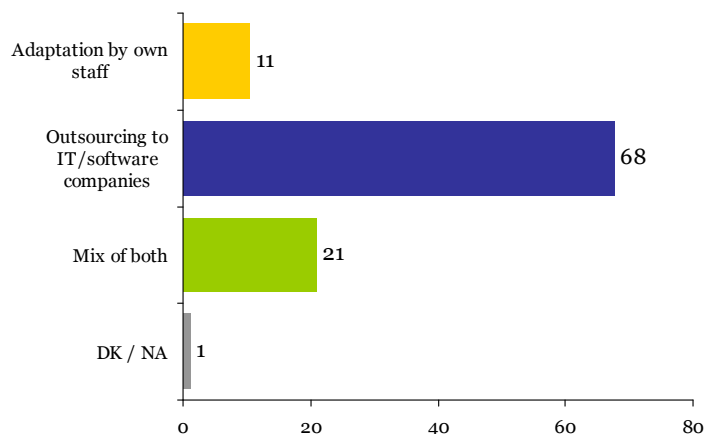
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Q5. Which consequences will the introduction of the euro have for your enterprise in the medium to long term?
% by enterprise characteristics

2. Adaptation of the computer systems to the euro

In preparation for the introduction of the euro, the majority of companies use outsourced IT/software companies (68%) to adapt their computer systems. Only a tenth of the companies claimed that they would accomplish the computer system adaptation in-house (11%). One-fifth of the companies said that they intend to adapt their computer system using both in-house capacities and outside firms (21%).

Ways of adaptation of the computer systems with respect to the introduction of the euro



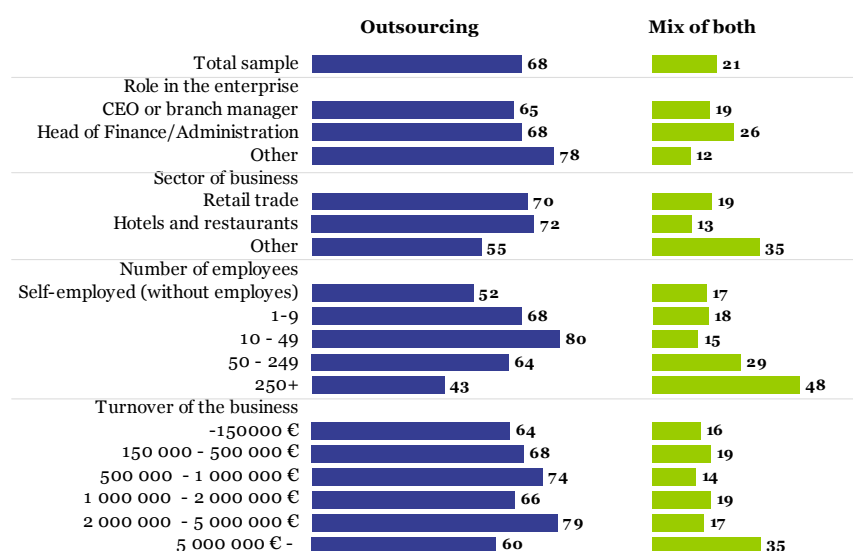
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Q6. As regards the adaptation of your computer systems with respect to the introduction of the euro, how do you proceed?
% all enterprises

There was no significant difference between enterprise segments in whether or not they planned to adapt their computer systems to the switchover using in-house capacities. Enterprises with no employees tended to mention this method (of using in-house capacities) in relatively higher numbers.

In contrast, the largest enterprises (in number of employees and annual revenue) mentioned in significantly higher numbers that they will use a dual approach, using both in-house capacities and IT/outsourcing companies.

Ways of adaptation of the computer systems with respect to the introduction of the euro



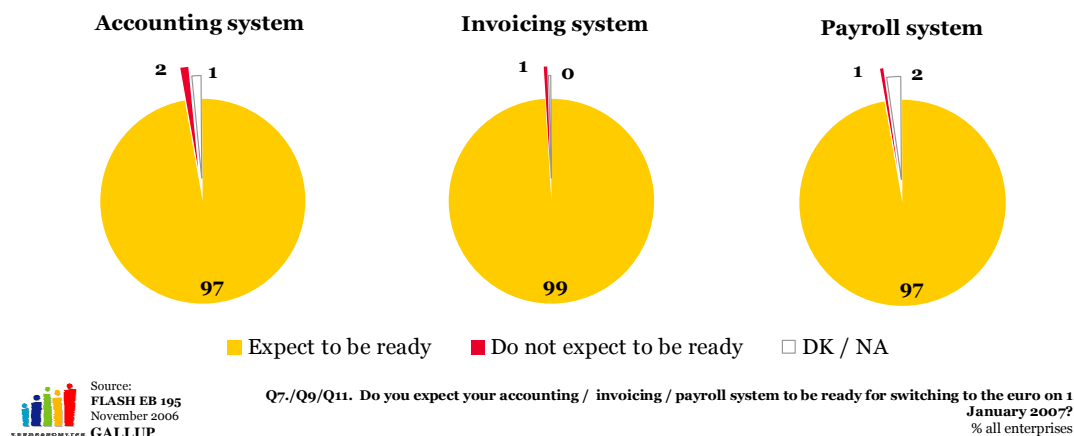
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Q6. As regards the adaptation of your computer systems with respect to the introduction of the euro, how do you proceed?
% by enterprise characteristics

A significantly higher number of medium sized enterprises (in terms of the number of employees) planned to use only outsourcing, and a relatively high number of enterprises in retail sales, the hospitality sector and with annual turnovers between 2-5 million euro mentioned this possibility as well.

Company managers were asked to evaluate their company's different computer systems (accounting, invoicing, payroll systems) in terms of their preparedness for the changeover. Almost all respondents (97-99%) expect each of these systems to be prepared for the changeover on 1 January 2007.

Readiness of different systems for switching to the euro on 1 January 2007



Only 2% of company managers stated that their accounting system will not be prepared for the changeover to the euro (because *external IT/software services are provided too late by their contractor* or because the *external accountant will not be ready*). 1% believed that their invoicing system and 1% stated that their payroll system will not be prepared because of delays on the part of external contractors ("*external IT/software services are provided too late by our contractor*").

For all types of enterprises, only a negligible number of respondents said that their company's computer systems would not be ready by the time of the introduction of the euro; any differences we can report are very minor, with a few percentage points (see table on the next page).

Enterprises with annual turnovers between € 0.5 and 1 million tended to report in relatively higher numbers that their accounting systems would not be ready for the switchover.

Table 2. Ways of preparation for the euro changeover, % of „will not be ready”, by enterprise characteristics

	Accounting system	Invoicing system	Payroll system
ALL enterprises	1.6	0.5	0.8
ROLE IN THE ENTERPRISE			
CEO or branch manager	2.7	0.0	1.1
Head of Finance/ Administration	0.7	1.4	0.7
Other	0.0	0.0	0.0
SECTOR OF BUSINESS			
Retail trade	1.8	0.7	0.7
Hotels and restaurants	0.0	0.0	0.0
Other	1.8	0.0	1.8
NUMBER OF EMPLOYEES			
Self-employed	0.0	0.0	4.3
1 - 9	1.2	0.0	0.0
10 - 49	3.2	1.1	1.1
50 - 249	1.6	0.0	1.6
250+	0.0	0.0	0.0
TURNOVER (€)			
-150 000	0.0	0.0	0.0
150 000 - 500 000	0.0	0.0	0.0
500 000 - 1 000 000	7.0	0.0	0.0
1 000 000 - 2 000 000	0.0	3.1	0.0
2 000 000 - 5 000 000	2.1	0.0	2.1
5 000 000 -	1.4	0	1.4

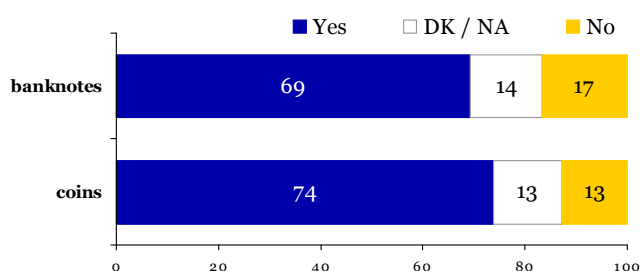
Q7./Q9/Q11. Do you expect your accounting / invoicing / payroll system to be ready for switching to the euro on 1 January 2007?

3. Cash issues

Banks are expected to supply enterprises, notably those dealing with cash in their customer relations, with euro coins and banknotes before the adoption of the euro. Of the companies engaged in retail trade or direct financial transactions (those who have direct financial relations involving cash operations with customers) 69% mentioned that they expect their bank to supply them with euro banknotes before 1 January 2007, while 74% said the same in relation to euro coins.

17% of the managers from companies engaged in retail trade or direct financial transactions do not expect their bank to supply them with euro banknotes, and 13% did not expect to receive euro coins ahead of time, before 1 January 2007.

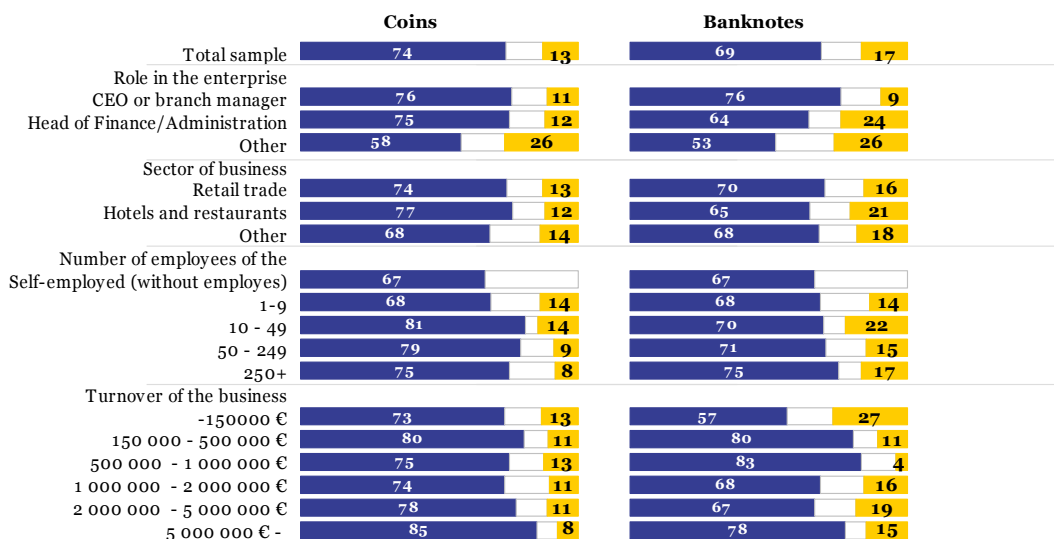
Expectation regarding the supply with euro coins and banknotes before 1 January 2007 by the bank



A relatively higher proportion of respondents representing enterprises in the hospitality sector, medium sized

enterprises (those with 10-49 and 50-249 employees) and enterprises with the highest annual turnover tended to expect their bank to supply them with euro coins before the switchover. Especially the largest enterprises (in terms of the number of employees) and enterprises with smaller annual turnovers (€ 150 000-500 000) expected their banks to supply them with euro banknotes.

Expectation regarding the supply with euro coins and banknotes before 1 January 2007 by the bank: % of expect ■ and % of do not expect ■

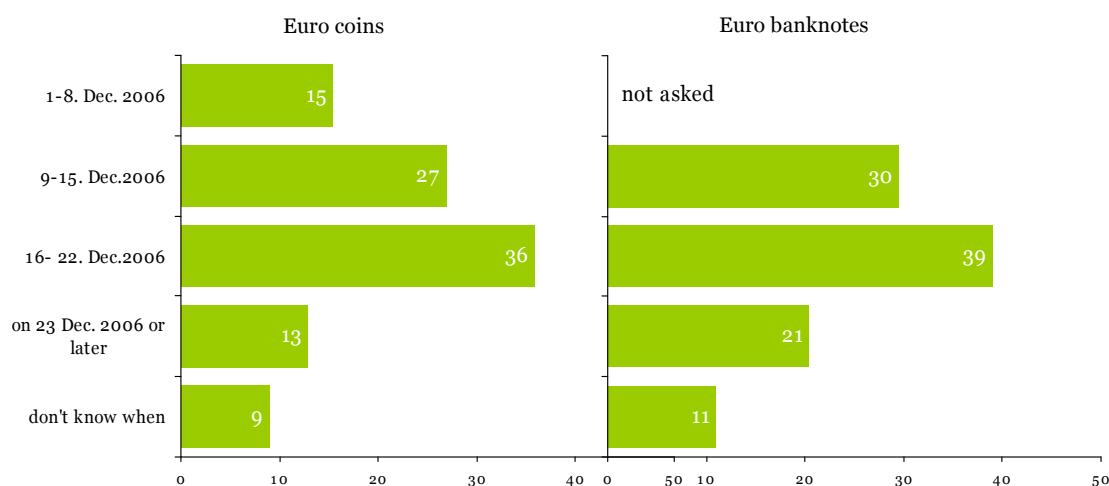


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Q14. / Q17. Do you expect to be supplied with euro coins / banknotes / before 1 January 2007 by your bank?
% by enterprise characteristics
Base: only those who are retail enterprise or have direct financial relations involving cash operations with customers

Among those enterprises which expect to be supplied with euro cash before 1 January 2007, the majority expects this to happen between 16 and 22 December 2006 (36% and 39% for coins and banknotes, respectively). A relatively high percentage (more than one out of four enterprises) expects their bank to supply them with euro coins and banknotes between the 9 and 15 December 2006 (27% and 30%). About one fifth of the enterprises (21%) believes that this will take place only after 23 December 2006 for euro banknotes (13% for euro coins).

Being supplied with euro coins and euro banknotes by the bank of the enterprise before 1. January 2007



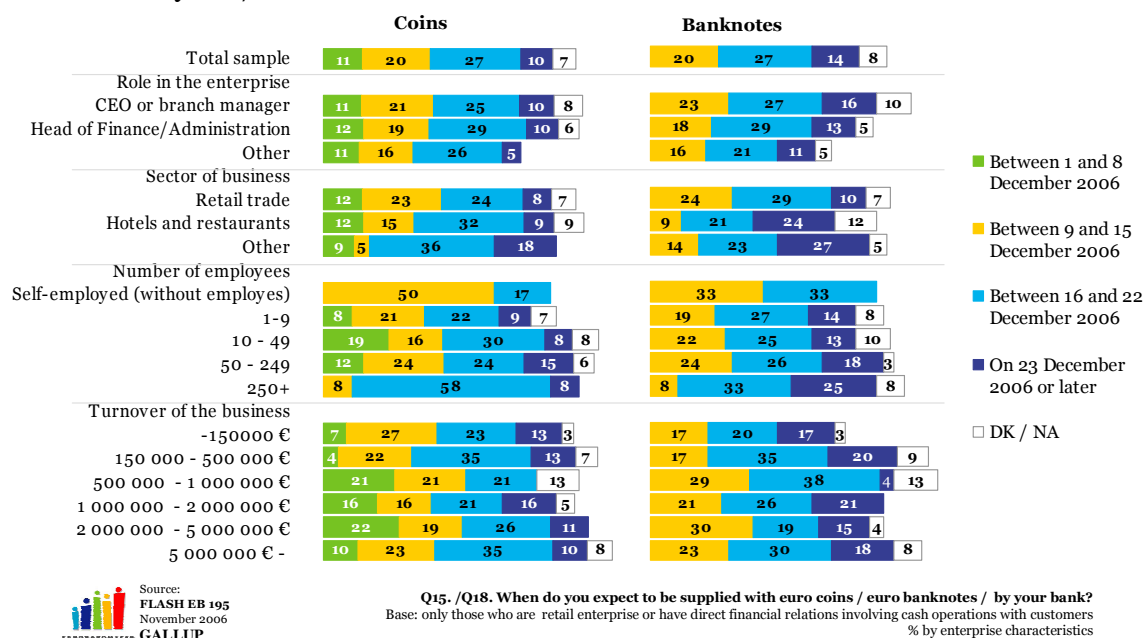
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Q15. /Q18. When do you expect to be supplied with euro coins / euro banknotes / by your bank?
Base: among those who expect to be supplied with euro coins/ banknotes before 1. January 2007

There are no significant differences by enterprise characteristics. Independent of the characteristics of the enterprise, the majority of enterprises expect their bank to supply them with euro banknotes and coins between December 16th and 22nd, 2006. An even higher percentage of the largest enterprises (in terms of the number of employees) expect this.

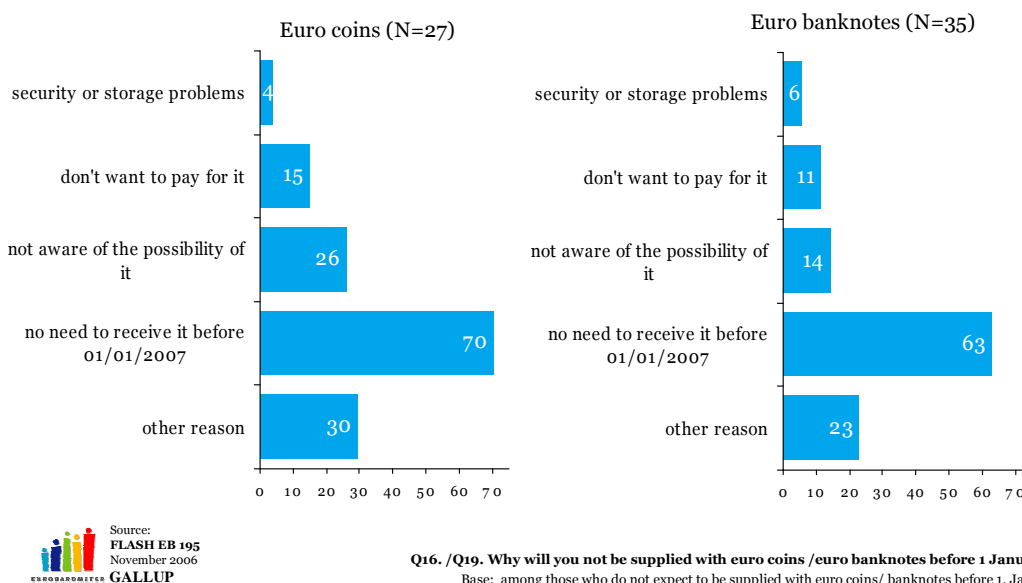
Only a few types of enterprises tended to indicate a different date. Enterprises with an annual turnover between 2 and 5 million euro expect to be supplied with euro banknotes before December 15th, 2006. (A relatively high proportion of respondents representing their own one-person company mentioned this as well, but there are only 6 such enterprises in this category for this question.)

Being supplied with euro coins and euro banknotes by the bank of the enterprise before 1. January 2007



The managers of companies engaged in retail trade or direct financial transactions who do not expect their enterprise to receive euro cash before 1 January 2007 were also asked for the reasons for not being supplied with euro cash early on. Most of them underlined that they saw *no need* for this (70% mentioned this reason in relation to euro coins and 63% for banknotes) or that they were not *aware* of this possibility (26% and 14%, respectively). *Costs* do not seem to represent a major obstacle: only 15% and 11% respectively expressed their unwillingness to pay for the early supply. An even smaller number of these company managers mentioned that they will not be supplied with euro coins and banknotes because of *security and storage problems* (1 and 2 companies, respectively).

Reasons of NOT BEING supplied with euro coins and euro banknotes by the bank of the enterprise before 1. January 2007

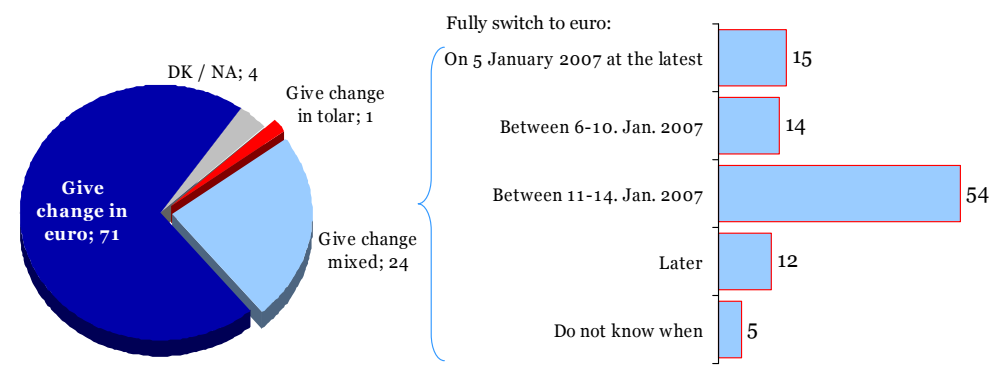


Independently from the type of the enterprise, the relative majority of enterprises which did not expect to receive euro cash before 1 January 2007 emphasized that they do not need euros early (before

January 1st, 2007). Enterprises with smaller annual turnovers indicated in relatively higher numbers that they were not aware of this possibility (the detailed data see in Annex Tables).

We also asked retail enterprises and companies with direct financial relations (involving cash operations with consumers) whether they plan to use euro cash, tolar cash or a mix of both as from 1 January 2007 for giving change.

Giving change in euro or tolar after 1 January 2007



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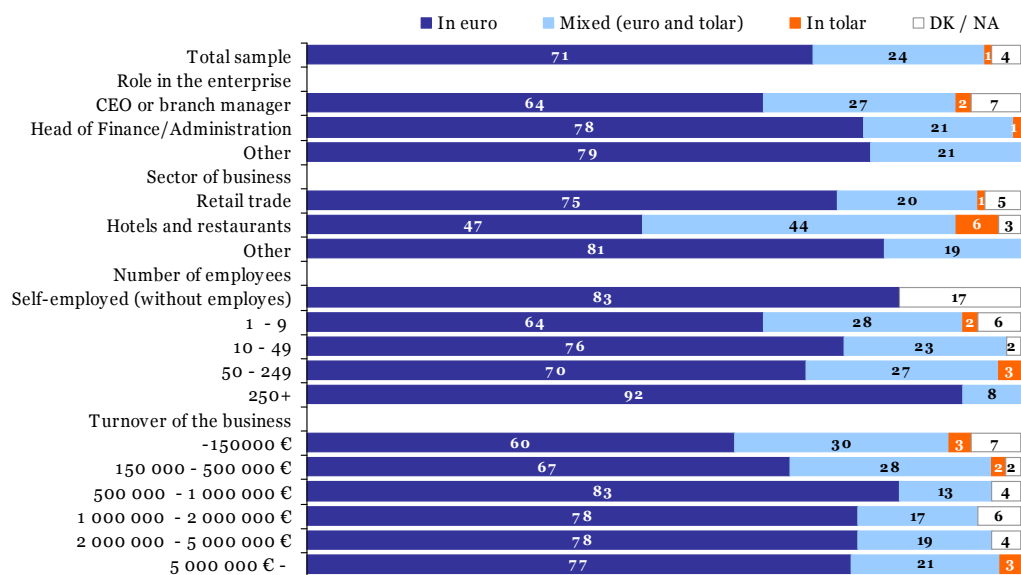
Q20. How do you intend to give change as from 1 January 2007?
Base: only those who are retail enterprise or have direct financial relations involving cash operations with customers
Q21. When do you intend to fully switch to giving change exclusively in euro?
Base: only those who intend to give back in tolar or mixed

After 1 January 2007, the vast majority of these companies intend to give change in euro (71%), and a quarter plan to give change in tolar or a mix of both (25%). Of the latter companies, the majority intend to switch to giving change only in euro between 11 and 14 January 2007 (54%). 29% of these companies will switch to giving change in euro earlier (but still after 1 January 2007), and 12% intend to do it later.

Independent of the characteristics of the enterprise, most enterprises (with direct financial transactions) intend to give *change in euro* after January 1st, 2007. This is markedly true for enterprises NOT in the retail trade or in the hospitality sector, of the largest enterprises (by number of employees) and enterprises with an annual turnover between 0.5 million and 1 million euro. (The results for the various enterprise segments were not significantly different from the whole sample.)

A significantly higher number of enterprises in the hospitality sector intend to give *mixed change* (both tolar and euro). A relatively high number of respondents representing enterprises with the smallest annual turnover rate also gave this response (but the respective figure does not differ significantly from that of the whole sample.) A negligible number of enterprises intend to give change *in tolar only* following January 1st, 2007; most of these were from the hospitality sector.

Giving change in euro or tolar after 1 January 2007



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Q20. How do you intend to give change as from 1 January 2007?

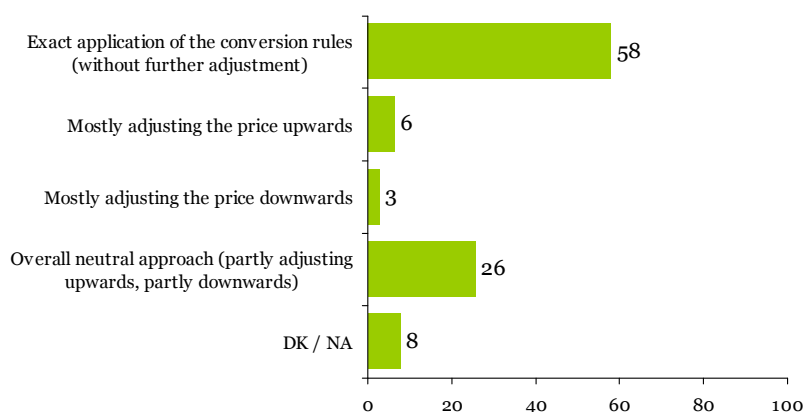
Base: only those who are retail enterprise or have direct financial relations involving cash operations with customers and for who the question is applicable
% by enterprise characteristics

4. Price policy

With a view to the changeover, enterprises have to establish their prices in euro. This chapter reflects how companies switched their prices to prices in euro or plan to do so, how they calculated “psychological prices” (such as 599 tolar) in euro, when they established or will establish their prices in euro, and until when they intend to use dual display or prices.

The majority of companies say they do not plan further adjustments in calculating psychological prices; they will change tolar to euro in accordance with the conversion rules (58%). The second highest proportion, somewhat more than one-fourth of company managers, intend to use an “unbiased” rounding approach, and prices will be adjusted both up and down (26%). Another 6% of company managers will adjust up and 3% will adjust down when changing “psychological prices” from tolar to euro.

Adjustment of the „psychological” prices when establishing the prices in euro



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Q23. When you established (or when you will establish) your prices in euro, how did (will) you proceed for the adjustment of “psychological” prices, such as 599 tolar, which due to the application of the conversion rules would result in awkward amounts in euro?
% all enterprises

We found no statistically significant differences by enterprise characteristics (or by the respondents’ position) in how enterprises will handle so-called psychological pricing, except for one: a significantly *smaller* number of respondents representing the hospitality sector said that they would calculate these prices precisely according to the rules of conversion. This sector also had the highest ratio of respondents who claimed that they would use a mixed conversion method, meaning that they would adjust some prices up and some prices down. They also mentioned in relatively higher numbers that they are more likely to round prices up when converting.

Relatively fewer respondents representing enterprises with € 150 000-500 000 annual turnovers claimed that they would convert psychological prices precisely according to conversion rules. These enterprises are also more likely to use a mixed strategy, partly rounding prices up, partly rounding them down. Relatively more respondents from this category mentioned also that they would adjust their prices up (however, the percentage does not differ significantly from the percentage measured for the entire sample.)

Adjustment of the „psychological” prices when establishing the prices in euro



Source:
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Q23. When you established (or when you will establish) your prices in euro, how did (will) you proceed for the adjustment of "psychological" prices, such as 599 tolar, which due to the application of the conversion rules would result in awkward amounts in euro?
% by enterprise characteristics

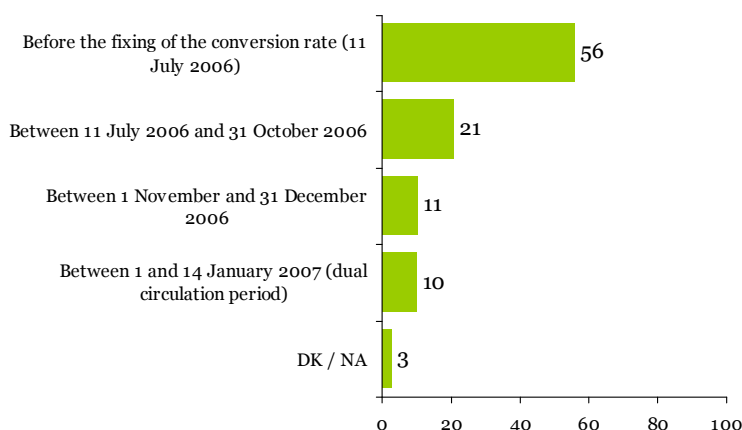
The conversion rate between the euro and the tolar was fixed on 11 July 2006.

However, the majority of the companies surveyed have already established the prices (or most prices) for their products and services in euro before this date (56%). One-fifth of the companies started providing prices in euro between 11 July and 31 October 2006 (21%), while one-tenth did so between 1 November and 31 December 2006 (11%).

10% of the companies

surveyed intend to establish their prices in euro between 1 January and 14 January 2007, in the dual circulation period.

Time frame for establishing the prices in euro



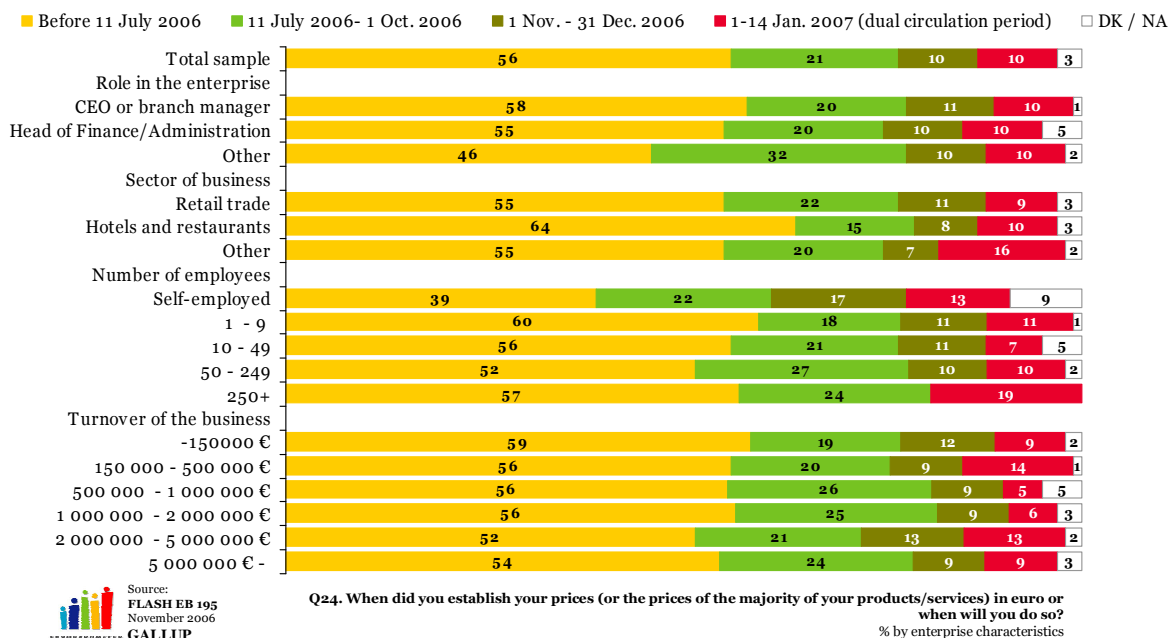
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Q24. When did you establish your prices (or the prices of the majority of your products/services) in euro or when will you do so?
% all enterprises

Regardless of enterprise segments, the highest number of respondents claimed that they had already established their prices in euros before July 11, 2006. This is even more true for enterprises in the hospitality sector and enterprises with 1-9 employees. It is less characteristic of enterprises with no employees, but these variations show no significant difference from the values measured for the entire sample.

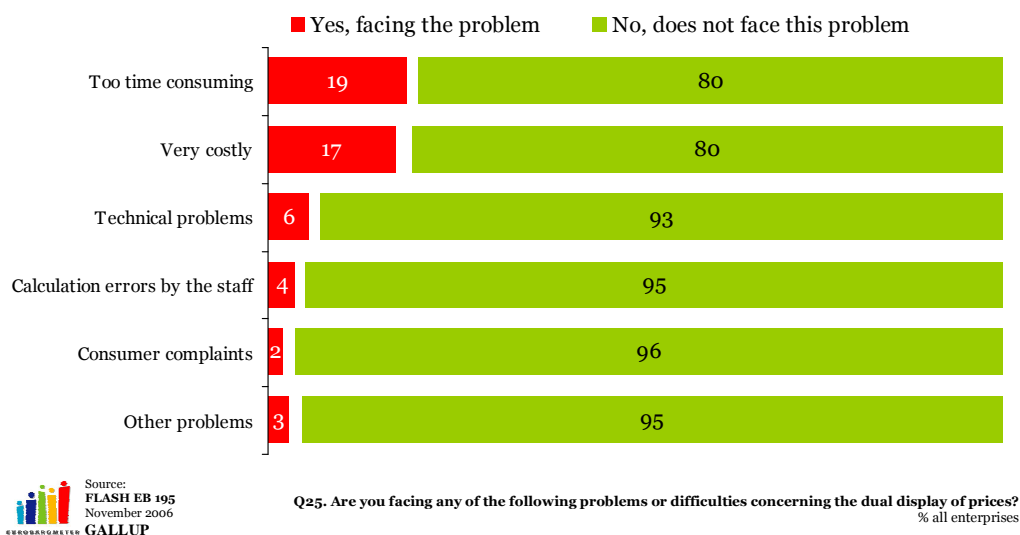
Enterprises without employees mentioned in relatively higher ratios that they established their prices in euros in the last months of 2006 (November and December). A relatively higher proportion working outside of the retail trade and the hospitality sector will do this in the first half of January, 2007.

Time frame for establishing the prices in euro



Most enterprises do not experience any *problems with the dual display* of prices. The problem faced by the highest percentage of company managers (19%) was that dual pricing was time consuming. Almost as many said it was too costly to implement (17%). Technical problems were mentioned by only 6% of the managers. An even smaller proportion (4%) stressed calculation errors by the staff, and consumer complaints (2%) as a difficulty. 3% of the managers mentioned other problems.

Facing problems concerning the dual displays of prices



For each type of enterprise, the two most commonly mentioned complaints about the dual display of prices were its costliness and the time effort it takes.

The most frequently mentioned problem, for enterprises in the hospitality sector as well as for large- and for the largest-sized enterprises, was that the dual display of prices is too time consuming. Enterprises with the smallest annual turnover did not differ significantly from the whole sample in the evaluation of associated costs, but many of these enterprises emphasized the time consuming nature (rather than the costliness) of dual pricing.

Medium-sized enterprises (with 10-49 employees) had significantly higher ratios of respondents claiming that dual pricing was too costly. Relatively more respondents emphasized this problem (rather than the problem of the extra time dual displays require) in enterprises with higher annual turnovers (2-5 million euro.)

Table 3. Problems faced in the relation to dual display of prices, by enterprise characteristics (%)

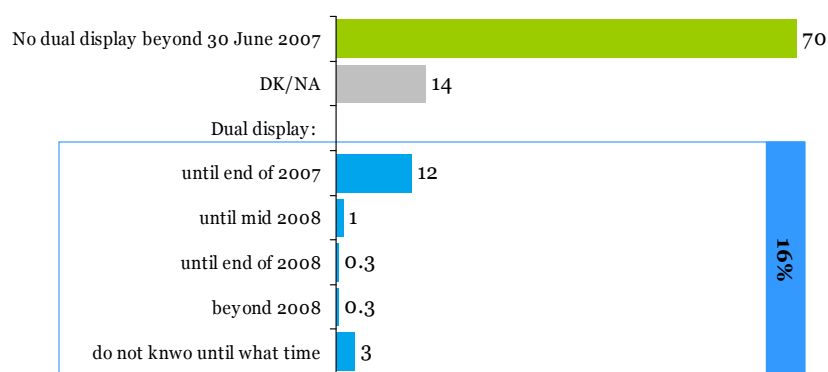
	Too time consuming	Very costly	Technical problems	Calculation errors by the staff	Consumer complaints	Other problems
ALL enterprises	19	17	6	4	2	3
ROLE IN THE ENTERPRISE						
CEO or branch manager	21	17	5	2	2	3
Head of Finance/ Administration	17	16	5	5	1	3
Other	20	22	10	7	7	2
SECTOR OF BUSINESS						
Retail trade	17	18	5	4	1	3
Hotels and restaurants	28	18	5	8	5	
Other	22	16	9	2	4	7
NUMBER OF EMPLOYEES						
Self-employed	9	9	4			4
1 - 9	15	11	4	5	2	2
10 - 49	25	28	7	3	2	1
50 - 249	24	21	8	3	3	5
250+	24	19	10	5	5	10
TURNOVER (€)						
-150 000	17	10	7	3		2
150 000 – 500 000	16	16	5	5	5	
500 000 – 1 000 000	19	21	7	2		5
1 000 000 – 2 000 000	25	19	9	6		
2 000 000 – 5 000 000	17	21	10	4	2	6
5 000 000	22	22	3	1	4	4

Q25. Are you facing any of the following problems or difficulties concerning the dual display of prices?

When asked if they intend to use dual display of prices beyond the period stipulated by law (ending on 30 June 2007), nearly three-quarters of the companies (70%) said they did not. 14% could not or did not want to answer this question, while 16% said that they intend to use dual display of prices beyond this date; most of them plan to do this until the end of 2007 (12% of all enterprises).

Only 1% of company managers claimed that they would use dual display of prices until mid-2008, and even lower proportions mentioned time periods beyond this. 3% of company managers did not know how long they would continue to do so.

Intention to continue the dual display of prices beyond 30 June 2007



Source:
FLASH EB 195
November 2006
GALLUP

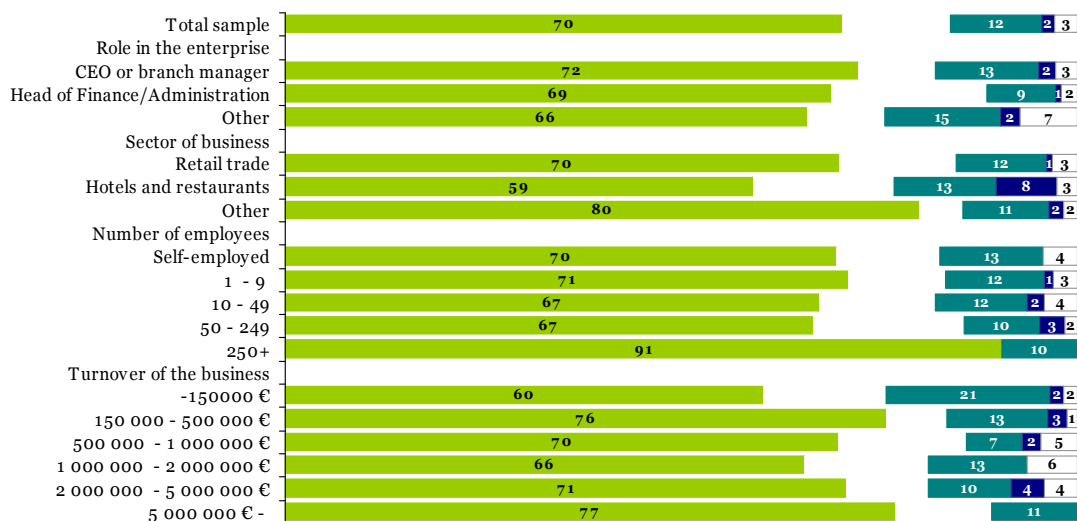
Q26. Do you intend to continue dual display (voluntarily) beyond the period during which it is required by law (i.e. 30 June 2007)?
Q27. Until when do you intend to continue dual display (voluntarily)?
% all enterprises

The majority of enterprises, regardless of their characteristics, claimed that they will not use dual pricing after June 30th, 2007. Although the difference is not statistically significant, enterprises with the highest number of employees were far more likely to say that they will not use dual pricing after that date. This ratio is also higher among enterprises outside the retail trade and hospitality sector.

A relatively higher number of respondents representing enterprises with the smallest annual turnover rates mentioned that they would continue displaying prices in both euros and euro until the end of 2007. Only enterprises in the hospitality sector claimed in relatively higher numbers (but still lower than 10%) that they would continue with dual price displays in 2008 or even after.

Intention to continue the dual display of prices beyond 30 June 2007

■ No dual display beyond 30 June 2007 ■ Dual display: until end of 2007 ■ ... still in 2008 or beyond □ ... don't know until what time



Source:
FLASH EB 195
November 2006
GALLUP

Q26. Do you intend to continue dual display (voluntarily) beyond the period during which it is required by law (i.e. 30 June 2007)?
Q27. Until when do you intend to continue dual display (voluntarily)?
% by enterprise characteristics

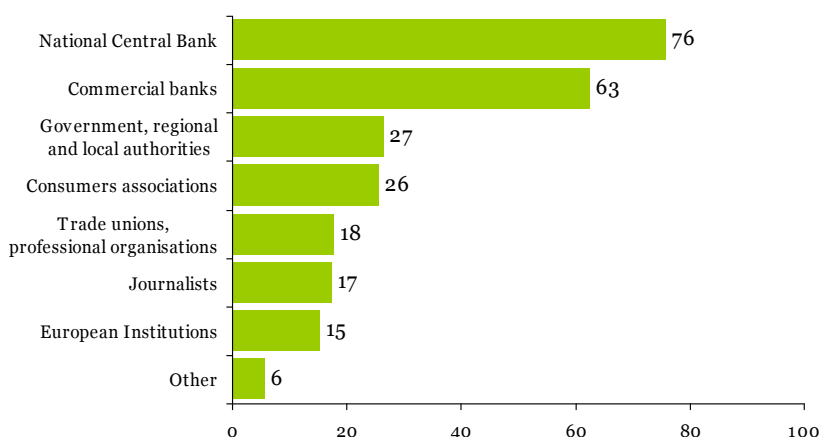
5. Information and information channels

Trust is a key factor in communicating information: people differentiate between possible sources of information based primarily on their assessments of how trustworthy the sources are. It is therefore essential to provide information related to the adoption of the euro through channels that are widely trusted in the specific countries.

As previous measurements of Flash Eurobarometer carried out among the general population have established², traditionally, national central banks are the most trustworthy sources of information regarding the euro and on issues related to a changeover followed by the European institutions.

The present survey asked about the preferred distributors for information on the euro and found that 76% of Slovenian enterprises prefer the national central banks. Commercial banks come second; they are mentioned by 63% of the Slovenian enterprises as preferred distributors for information on the euro.

Preferred distributors for information on the euro



Source:
FLASH EB 195
November 2006
GALLUP

Q28. Which of the following institutions are your preferred distributors for information on the euro? (several answers possible; read out)
% all enterprises

All other sources are mentioned by less than half of the enterprises surveyed. The government, regional and local authorities come in third place (27%), closely followed by consumer associations (26%). Trade unions are mentioned in fifth place (18%), followed by journalists (17%). It is not surprising that only 15% identified the European institutions as a preferred source as these are not natural sources for information on country-specific details of the changeover. 6% of respondents preferred sources other than the previously mentioned.

Regardless of their individual characteristics, all enterprises mentioned the National Central Bank as their most preferred source of information. Although differences were not statistically significant, relatively fewer respondents representing enterprises without employees mentioned this source. Relatively more respondents representing small enterprises with 1-9 employees and enterprises with an annual turnover of 150 000-500 000 euro preferred the National Central Bank.

The second most preferred distributors of information were commercial banks, and this was also true of all enterprises regardless of their individual characteristics.

² See for example the Flash Eurobarometer 191.

Information provided by the government, regional and local authorities was preferred by enterprises outside the retail trade and hospitality sectors, by those with the highest numbers of employees, and enterprises with the large annual turnover rates.

Of all the companies interviewed, a quarter of enterprises mentioned consumers' associations, but the ratio was significantly lower among enterprises with no employees (this is the only value in this question that significantly differs from the average in the entire sample). These sources of information were preferred especially by smaller enterprises (with 1-9 employees) and enterprises with the smallest annual turnover rate.

Trade unions and professional associations were most preferred by enterprises in the hospitality sector, and by enterprises from outside the retail and hospitality sectors. Looking at enterprises by size, the largest sized enterprises (in terms of number of employees) mentioned trade unions and professional associations in the highest numbers.

European institutions were most often mentioned by enterprises in the hospitality sector and enterprises with annual turnovers between 150,000 and 500,000 euro. Although overall, only 6% of enterprises preferred other sources of information than the ones mentioned in the questionnaire, this ratio was relatively higher among enterprises with annual turnovers between 500,000 and 1 million euro, and those with turnovers between 1 million and 2 million euro.

Table 4. Preferred distributors for information on the euro, by enterprise characteristics (%)

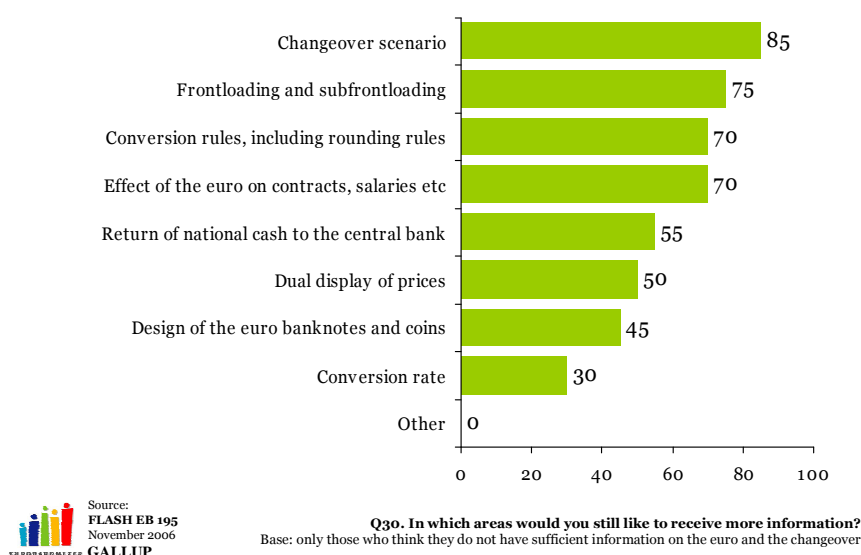
	National Central Bank	Commercial banks	Government, regional and local authorities	Consumers associations	Trade unions, professional organisations	Journalists	European Institutions	Other
ALL enterprises	76	62	27	26	18	17	15	6
ROLE IN THE ENTERPRISE								
CEO or branch manager	76	60	26	23	14	20	15	6
Head of Finance/ Administration	76	64	26	27	22	14	16	5
Other	76	68	32	32	17	20	17	7
SECTOR OF BUSINESS								
Retail trade	75	64	25	27	15	15	13	5
Hotels and restaurants	77	54	21	23	26	28	28	8
Other	78	62	40	20	24	22	16	7
NUMBER OF EMPLOYEES								
Self-employed	65	61	17	4	13	13	4	4
1 - 9	80	62	25	32	15	19	15	6
10 - 49	72	66	22	25	20	13	17	6
50 - 249	76	63	35	21	21	21	17	3
250+	71	52	43	19	24	19	14	10
TURNOVER (€)								
<150 000	76	57	28	34	19	16	12	3
150 000- 500 000	82	70	19	24	18	25	20	
500 000- 1 000 000	77	65	16	28	12	12	7	12
1 000 000-2 000 000	75	56	34	31	13	22	13	13
2 000 000- 5 000 000	73	67	38	23	21	19	17	4
5 000 000 -	73	59	31	18	20	15	12	4

Q28. Which of the following institutions are your preferred distributors for information on the euro? (several answers possible; read out)

The level of factual knowledge about the euro is particularly high among Slovenian enterprises: the overwhelming majority of managers in Slovenia think they have received sufficient information regarding the euro and the changeover (93%). Overall, only 5% believe that they did not receive sufficient information (20 enterprises in absolute numbers). In this small, second group, respondents would still like to have more information about the changeover scenario (85%), about frontloading and sub-frontloading (75%), about conversion rules (70%) and about the implications of the euro for contracts and salaries (70%).

Other topics about which many of the Slovenian enterprises need further information are the return of national cash to the central bank (55%) and the dual display of prices (50%). “Technical” issues, such as the design of the euro banknotes and coins were also mentioned by 45% of those managers who said they needed further information. Almost a third of managers mentioned that they would like more information about conversion rates (30%) – in spite of the fact that the conversion rate was fixed already at 11 July 2006.

Areas where more information need the Slovenian enterprises



If we project these ratios to the entire sample, (instead of looking only at those who claim that they do not have enough information about the euro and the euro switchover), we find the same ranking for mentions of the areas about which more information is requested, obviously with much lower percentages (see the next table, „All enterprises” for specific percentages).

Enterprises with different characteristics did not differ significantly from each other according to what area they wanted more information about. Relatively more respondents representing enterprises with an annual turnover of 150,000-500,000 euro tended to mention the changeover scenario. Representatives from this type of enterprise wanted more information on all aspects than did representatives from other types of enterprises.

Enterprises with the highest annual turnover rates did *not* want more information on any of the areas. Only 1% of these enterprises mentioned one or another area about which they would like to receive more information. Similarly few respondents representing enterprises with the smallest annual turnover rates indicated that they would like to receive more information about the areas mentioned in the questionnaire.

Table 5. Areas where more information is needed, by enterprise characteristics (%)

<i>(Base: all enterprises)</i>	Changeover scenario	Frontloading and subfrontloading	Conversion rules, including rounding rules	Effect of the euro on contracts, salaries etc	Return of national cash to the central bank	Dual display of prices	Design of the euro banknotes and coins	Conversion rate
ALL enterprises	5	4	4	4	3	3	2	2
ROLE IN THE ENTERPRISE								
CEO or branch manager	5	5	4	5	3	3	3	2
Head of Finance/ Administration	4	3	3	3	4	3	2	1
Other	2	2	2	..	..	2	..	2
SECTOR OF BUSINESS								
Retail trade	5	5	4	5	3	3	3	2
Hotels and restaurants	3	..	..	..	..	..	..	..
Other	4	4	4	2	4	2	2	2
NUMBER OF EMPLOYEES								
Self-employed	..	..	..	..	..	..	..	..
1 - 9	4	3	3	3	1	2	2	1
10 - 49	5	6	6	6	4	4	3	2
50 - 249	6	5	3	3	6	3	3	..
250+	..	..	..	..	..	..	..	5
TURNOVER (€)								
-150 000	2	..	2	2	..	..	2	..
150 000- 500 000	9	8	8	6	4	5	3	3
500 000- 1 000 000	5	5	5	5	2	5	5	5
1 000 000-2 000 000	6	6	3	6	3	3	6	..
2 000 000- 5 000 000	6	4	4	4	6	2	2	..
5 000 000 -	1	1	..	..	1	1	1	1

Q30. In which areas would you still like to receive more information?

Flash EB Series #195a

Preparedness
for the euro
among enterprises
in Slovenia

Annex Tables and Survey Details

THE GALLUP ORGANIZATION

6. Annex tables

Table 1. Please tell me your role in the enterprise:	30
Table 2. Please indicate the sector of the business:	31
Table 3. Number of employees	32
Table 4. Turnover of the business (SIT).....	33
Table 5. Start of switchover preparations.....	34
Table 6. Preparations made	35
Table 7. Euro-coordinator	36
Table 8. When did you appoint the Euro-coordinator.....	37
Table 9. Anticipated consequences of the euro	38
Table 10. Adaptation of computer systems	39
Table 11. Expect accounting system to be ready	40
Table 12. Reasons for accounting system not ready	41
Table 13. Expect invoicing system to be ready	42
Table 14. Reasons for invoicing system not to be ready	43
Table 15. Expect payroll system to be ready.....	44
Table 16. Reasons for payroll system not to be ready.....	45
Table 17. Extensive cash transactions with customers.....	46
Table 18. Expected sub-frontloading, eurocoins.....	47
Table 19. Expected schedule of sub-frontloading, eurocoins.....	48
Table 20. Why will you not be supplied with euro coins before 1 January 2007?.....	49
Table 21. Expected sub-frontloading, euro banknotes	50
Table 22. Expected schedule of sub-frontloading, euro banknotes.....	51
Table 23. Why will you not be supplied with euro banknotes before 1 January 2007?.....	52
Table 24. How do you intend to give change as from 1 January 2007?.....	53
Table 25. When to fully switch to giving change exclusively in euro?.....	54
Table 26. Conversion strategy	55
Table 27. When did you establish your euro prices	56
Table 28. Difficulties related to dual display of prices	57
Table 29. Dual display of prices beyond 30 June 2007.....	58
Table 30. Until when do you intend to continue dual display voluntarily?.....	59
Table 31a. Preferred distributors for information on the euro 1/2.....	60
Table 31b. Preferred distributors for information on the euro 2/2	61
Table 32. Sufficient information on the euro and the changeover	62
Table 33a. Need more information on... 1/2.....	63
Table 33b. Need more information on... 2/2	64

Table 1. Please tell me your role in the enterprise:

QUESTION: D1. Please tell me your role in the enterprise:


	Total N	% CEO or branch manager	% Euro- coordinator	% Head of Finance and/or Administration	% Other	% DK / NA
 TOTAL	373	49.3	0	39.7	11	0
RESPONDENT						
CEO or branch manager	184	100	0	0	0	0
Head of Finance and/or Administration	148	0	0	100	0	0
Other	41	0	0	0	100	0
SECTOR OF BUSINESS						
Retail trade	279	53.8	0	35.8	10.4	0
Hotels and restaurants	39	69.2	0	30.8	0	0
Other	55	12.7	0	65.5	21.8	0
NUMBER OF EMPLOYEES						
self-employed	23	82.6	0	13	4.3	0
1-9	169	66.9	0	24.9	8.3	0
10 -49	95	41.1	0	45.3	13.7	0
50-249	63	17.5	0	69.8	12.7	0
250+	21	4.8	0	71.4	23.8	0
ANNUAL TURNOVER						
- 150 000 €	58	70.7	0	22.4	6.9	0
150 000 - 500 000 €	79	68.4	0	21.5	10.1	0
500 000 - 1000 000 €	43	67.4	0	16.3	16.3	0
1000 000 - 2000 000 €	32	53.1	0	31.2	15.6	0
2000 000 - 5000 000 €	48	22.9	0	64.6	12.5	0
5000 000 € -	74	23	0	68.9	8.1	0

Table 2. Please indicate the sector of the business:

QUESTION: d2.Please indicate the sector of the business:


	Total N	% Retail trade	% Hotels and restaurants	% Transport, storage and communication	% Financial intermediation	% Real estate, renting and business activities	% Manufacturing	% Construction	% Other	% DK / NA
 TOTAL	373	74,8	10,5	0,8	0	1,9	9,4	1,9	0,8	0
RESPONDENT										
CEO or branch manager	184	81,5	14,7	0,5	0	0,5	2,7	0	0	0
Head of Finance and/or Administration	148	67,6	8,1	1,4	0	3,4	14,9	2,7	2	0
Other	41	70,7	0	0	0	2,4	19,5	7,3	0	0
SECTOR OF BUSINESS										
Retail trade	279	100	0	0	0	0	0	0	0	0
Hotels and restaurants	39	0	100	0	0	0	0	0	0	0
Other	55	0	0	5,5	0	12,7	63,6	12,7	5,5	0
NUMBER OF EMPLOYEES										
self-employed	23	100	0	0	0	0	0	0	0	0
1-9	169	87	13	0	0	0	0	0	0	0
10 -49	95	89,5	10,5	0	0	0	0	0	0	0
50-249	63	31,7	9,5	3,2	0	9,5	33,3	7,9	4,8	0
250+	21	9,5	4,8	4,8	0	4,8	66,7	9,5	0	0
ANNUAL TURNOVER										
- 150 000 €	58	82,8	17,2	0	0	0	0	0	0	0
150 000 - 500 000 €	79	78,5	20,3	0	0	0	0	0	1,3	0
500 000 - 1000 000 €	43	90,7	7	0	0	0	2,3	0	0	0
1000 000 - 2000 000 €	32	84,4	0	0	0	3,1	6,2	6,2	0	0
2000 000 - 5000 000 €	48	68,8	8,3	0	0	8,3	10,4	2,1	2,1	0
5000 000 € -	74	50	4,1	4,1	0	2,7	32,4	5,4	1,4	0

Table 3. Number of employees

QUESTION: d3.Please indicate the number of employees of the business:


	Total N	% Self- employed (without employees)	% 1 - 9 employees	% 10 - 49 employees	% 50 - 250 employees	% More than 250 employees	% DK / NA
 TOTAL	373	6,2	45,3	25,5	16,9	5,6	0,5
RESPONDENT							
CEO or branch manager	184	10,3	61,4	21,2	6	0,5	0,5
Head of Finance and/or Administration	148	2	28,4	29,1	29,7	10,1	0,7
Other	41	2,4	34,1	31,7	19,5	12,2	0
SECTOR OF BUSINESS							
Retail trade	279	8,2	52,7	30,5	7,2	0,7	0,7
Hotels and restaurants	39	0	56,4	25,6	15,4	2,6	0
Other	55	0	0	0	67,3	32,7	0
NUMBER OF EMPLOYEES							
self-employed	23	100	0	0	0	0	0
1-9	169	0	100	0	0	0	0
10 -49	95	0	0	100	0	0	0
50-249	63	0	0	0	100	0	0
250+	21	0	0	0	0	100	0
ANNUAL TURNOVER							
- 150 000 €	58	22,4	70,7	6,9	0	0	0
150 000 - 500 000 €	79	7,6	77,2	12,7	2,5	0	0
500 000 - 1000 000 €	43	2,3	62,8	32,6	2,3	0	0
1000 000 - 2000 000 €	32	3,1	28,1	53,1	15,6	0	0
2000 000 - 5000 000 €	48	0	18,8	41,7	35,4	4,2	0
5000 000 € -	74	0	0	29,7	45,9	24,3	0

Table 4. Turnover of the business (SIT)

QUESTION: d4.Please indicate the turnover of the business


	Total N	% less than 36 mio.	% 36 mio. - 120 mio.	% 120 mio. - 240 mio.	% 240 mio. - 480 mio.	% 480 mio. - 1 billion 200mio.	% more than 1 billion 200mio.	% DK / NA
 TOTAL	373	15,5	21,2	11,5	8,6	12,9	19,8	10,5
RESPONDENT								
CEO or branch manager	184	22,3	29,3	15,8	9,2	6	9,2	8,2
Head of Finance and/or Administration	148	8,8	11,5	4,7	6,8	20,9	34,5	12,8
Other	41	9,8	19,5	17,1	12,2	14,6	14,6	12,2
SECTOR OF BUSINESS								
Retail trade	279	17,2	22,2	14	9,7	11,8	13,3	11,8
Hotels and restaurants	39	25,6	41	7,7	0	10,3	7,7	7,7
Other	55	0	1,8	1,8	9,1	20	61,8	5,5
NUMBER OF EMPLOYEES								
self-employed	23	56,5	26,1	4,3	4,3	0	0	8,7
1-9	169	24,3	36,1	16	5,3	5,3	0	13
10 -49	95	4,2	10,5	14,7	17,9	21,1	23,2	8,4
50-249	63	0	3,2	1,6	7,9	27	54	6,3
250+	21	0	0	0	0	9,5	85,7	4,8
ANNUAL TURNOVER								
- 150 000 €	58	100	0	0	0	0	0	0
150 000 - 500 000 €	79	0	100	0	0	0	0	0
500 000 - 1000 000 €	43	0	0	100	0	0	0	0
1000 000 - 2000 000 €	32	0	0	0	100	0	0	0
2000 000 - 5000 000 €	48	0	0	0	0	100	0	0
5000 000 € -	74	0	0	0	0	0	100	0

Table 5. Start of switchover preparations

QUESTION: q1. When have you started to prepare your enterprise for the changeover to the euro?


	Total N	% In 2005 or earlier	% First half of 2006	% Second half of 2006	% No preparations so far	% DK / NA
 TOTAL	373	18,5	41	33	7,5	0
RESPONDENT						
CEO or branch manager	184	21,7	41,8	26,6	9,8	0
Head of Finance and/or Administration	148	16,9	41,9	35,8	5,4	0
Other	41	9,8	34,1	51,2	4,9	0
SECTOR OF BUSINESS						
Retail trade	279	19,7	40,5	32,3	7,5	0
Hotels and restaurants	39	20,5	41	25,6	12,8	0
Other	55	10,9	43,6	41,8	3,6	0
NUMBER OF EMPLOYEES						
self-employed	23	30,4	26,1	13	30,4	0
1-9	169	19,5	37,9	34,3	8,3	0
10 -49	95	17,9	47,4	29,5	5,3	0
50-249	63	12,7	42,9	42,9	1,6	0
250+	21	19	52,4	23,8	4,8	0
ANNUAL TURNOVER						
- 150 000 €	58	13,8	41,4	27,6	17,2	0
150 000 - 500 000 €	79	16,5	43	32,9	7,6	0
500 000 - 1000 000 €	43	20,9	32,6	39,5	7	0
1000 000 - 2000 000 €	32	18,8	43,8	28,1	9,4	0
2000 000 - 5000 000 €	48	16,7	37,5	45,8	0	0
5000 000 € -	74	18,9	50	27	4,1	0

Table 6. Preparations made

QUESTION: q2_a-d. As regards the changeover to the euro, have you...


	Total N	identified the impact in the different areas of your enterprise	defined the necessary computer adaptation	informed your staff	evaluated the training needs
 TOTAL	373	36,5	87,1	85,5	53,4
RESPONDENT					
CEO or branch manager	184	33,2	83,7	82,1	44,6
Head of Finance and/or Administration	148	42,6	93,2	89,9	64,9
Other	41	29,3	80,5	85,4	51,2
SECTOR OF BUSINESS					
Retail trade	279	32,3	86,7	84,6	50,2
Hotels and restaurants	39	38,5	87,2	89,7	59
Other	55	56,4	89,1	87,3	65,5
NUMBER OF EMPLOYEES					
self-employed	23	17,4	69,6	43,5	26,1
1-9	169	27,8	85,2	88,2	39,1
10 -49	95	36,8	92,6	88,4	71,6
50-249	63	52,4	87,3	85,7	68,3
250+	21	81	100	100	76,2
ANNUAL TURNOVER					
- 150 000 €	58	19	75,9	79,3	31
150 000 - 500 000 €	79	27,8	82,3	79,7	46,8
500 000 - 1000 000 €	43	39,5	93	95,3	51,2
1000 000 - 2000 000 €	32	28,1	81,2	84,4	56,2
2000 000 - 5000 000 €	48	41,7	97,9	93,8	72,9
5000 000 € -	74	55,4	95,9	93,2	77

Table 7. Euro-coordinator

QUESTION: q3. Did you appoint a Euro-coordinator, a Euro Project Manager or in general a person in charge of coordinating your enterprise's changeover preparations?


	Total N	% Yes	% No	% DK / NA
 TOTAL	373	26	73,7	0,3
RESPONDENT				
CEO or branch manager	184	17,9	81,5	0,5
Head of Finance and/or Administration	148	34,5	65,5	0
Other	41	31,7	68,3	0
SECTOR OF BUSINESS				
Retail trade	279	22,9	76,7	0,4
Hotels and restaurants	39	25,6	74,4	0
Other	55	41,8	58,2	0
NUMBER OF EMPLOYEES				
self-employed	23	4,3	91,3	4,3
1-9	169	17,2	82,8	0
10 -49	95	31,6	68,4	0
50-249	63	36,5	63,5	0
250+	21	61,9	38,1	0
ANNUAL TURNOVER				
- 150 000 €	58	13,8	84,5	1,7
150 000 - 500 000 €	79	13,9	86,1	0
500 000 - 1000 000 €	43	16,3	83,7	0
1000 000 - 2000 000 €	32	31,2	68,8	0
2000 000 - 5000 000 €	48	27,1	72,9	0
5000 000 € -	74	50	50	0

Table 8. When did you appoint the Euro-coordinator

QUESTION: q4. When did you appoint the Euro-coordinator, the Euro Project Manager or in general the person in charge of coordinating your enterprise's changeover preparations?

Base: IF THE ANSWER TO Q3. IS 'YES'


	Total N	% In 2005 or earlier	% First half of 2006	% Second half of 2006	% DK / NA
 TOTAL	97	10,3	42,3	45,4	2,1
RESPONDENT					
CEO or branch manager	33	9,1	39,4	48,5	3
Head of Finance and/or Administration	51	11,8	45,1	41,2	2
Other	13	7,7	38,5	53,8	0
SECTOR OF BUSINESS					
Retail trade	64	6,2	45,3	46,9	1,6
Hotels and restaurants	10	20	40	30	10
Other	23	17,4	34,8	47,8	0
NUMBER OF EMPLOYEES					
self-employed	1	0	0	100	0
1-9	29	6,9	44,8	41,4	6,9
10 -49	30	13,3	43,3	43,3	0
50-249	23	4,3	43,5	52,2	0
250+	13	23,1	38,5	38,5	0
ANNUAL TURNOVER					
- 150 000 €	8	25	50	25	0
150 000 - 500 000 €	11	9,1	54,5	36,4	0
500 000 - 1000 000 €	7	14,3	14,3	57,1	14,3
1000 000 - 2000 000 €	10	0	30	70	0
2000 000 - 5000 000 €	13	15,4	38,5	46,2	0
5000 000 € -	37	8,1	51,4	40,5	0

Table 9. Anticipated consequences of the euro

QUESTION: q5. Which consequences will the introduction of the euro have for your enterprise in the medium to long term?


	Total N	% Very positive consequences	% Positive consequences	% No consequences	% Negative consequences	% Very negative consequences	% DK / NA
 TOTAL	373	3,5	29	49,9	6,7	0,8	10,2
RESPONDENT							
CEO or branch manager	184	4,3	28,3	51,6	6,5	0,5	8,7
Head of Finance and/or Administration	148	3,4	29,1	49,3	6,1	0	12,2
Other	41	0	31,7	43,9	9,8	4,9	9,8
SECTOR OF BUSINESS							
Retail trade	279	3,6	28,7	51,3	5,7	0,7	10
Hotels and restaurants	39	7,7	25,6	38,5	15,4	0	12,8
Other	55	0	32,7	50,9	5,5	1,8	9,1
NUMBER OF EMPLOYEES							
self-employed	23	0	26,1	69,6	0	0	4,3
1-9	169	5,9	24,9	52,1	7,7	0,6	8,9
10 -49	95	3,2	32,6	43,2	7,4	1,1	12,6
50-249	63	0	33,3	49,2	6,3	1,6	9,5
250+	21	0	38,1	42,9	4,8	0	14,3
ANNUAL TURNOVER							
- 150 000 €	58	0	20,7	62,1	8,6	1,7	6,9
150 000 - 500 000 €	79	5,1	30,4	50,6	6,3	0	7,6
500 000 - 1000 000 €	43	2,3	20,9	55,8	9,3	2,3	9,3
1000 000 - 2000 000 €	32	9,4	34,4	34,4	6,2	0	15,6
2000 000 - 5000 000 €	48	6,2	33,3	39,6	6,2	2,1	12,5
5000 000 € -	74	0	39,2	48,6	4,1	0	8,1

Table 10. Adaptation of computer systems

QUESTION: q6. As regards the adaptation of your computer systems with respect to the introduction of the euro, how do you proceed?


	Total N	% Adaptation by own staff	% Outsourcing to IT/software companies	% Mix of both	% DK / NA
 TOTAL	373	10,5	67,6	20,9	1,1
RESPONDENT					
CEO or branch manager	184	14,7	65,2	18,5	1,6
Head of Finance and/or Administration	148	6,1	67,6	26,4	0
Other	41	7,3	78	12,2	2,4
SECTOR OF BUSINESS					
Retail trade	279	10	69,5	19,4	1,1
Hotels and restaurants	39	15,4	71,8	12,8	0
Other	55	9,1	54,5	34,5	1,8
NUMBER OF EMPLOYEES					
self-employed	23	21,7	52,2	17,4	8,7
1-9	169	13,6	67,5	18,3	0,6
10 -49	95	5,3	80	14,7	0
50-249	63	6,3	63,5	28,6	1,6
250+	21	9,5	42,9	47,6	0
ANNUAL TURNOVER					
- 150 000 €	58	17,2	63,8	15,5	3,4
150 000 - 500 000 €	79	11,4	68,4	19	1,3
500 000 - 1000 000 €	43	9,3	74,4	14	2,3
1000 000 - 2000 000 €	32	15,6	65,6	18,8	0
2000 000 - 5000 000 €	48	4,2	79,2	16,7	0
5000 000 € -	74	5,4	59,5	35,1	0

Table 11. Expect accounting system to be ready

QUESTION: q7. Do you expect your accounting system to be ready for switching to the euro on 1 January 2007?


	Total N	% Yes	% No	% DK / NA
 TOTAL	373	97,1	1,6	1,3
RESPONDENT				
CEO or branch manager	184	96,2	2,7	1,1
Head of Finance and/or Administration	148	97,3	0,7	2
Other	41	100	0	0
SECTOR OF BUSINESS				
Retail trade	279	97,1	1,8	1,1
Hotels and restaurants	39	97,4	0	2,6
Other	55	96,4	1,8	1,8
NUMBER OF EMPLOYEES				
self-employed	23	100	0	0
1-9	169	97,6	1,2	1,2
10 -49	95	96,8	3,2	0
50-249	63	95,2	1,6	3,2
250+	21	95,2	0	4,8
ANNUAL TURNOVER				
- 150 000 €	58	96,6	0	3,4
150 000 - 500 000 €	79	100	0	0
500 000 - 1000 000 €	43	93	7	0
1000 000 - 2000 000 €	32	100	0	0
2000 000 - 5000 000 €	48	93,8	2,1	4,2
5000 000 € -	74	97,3	1,4	1,4

Table 12. Reasons for accounting system not ready

QUESTION: q8_a-e.Why do you expect your accounting system not to be ready for switching to the euro on 1 January 2007?

Base: IF THE ANSWER TO Q7. IS 'NO'


	Total N	% Lack of financial means to adapt the system	% Lack of own staff to prepare the adaptations of the system	% External IT/software services are provided too late by our contractor	% Our external accountant will not be ready	% Other reason
 TOTAL	6	16,7	16,7	66,7	66,7	16,7
RESPONDENT						
CEO or branch manager	5	20	20	60	80	20
Head of Finance and/or Administration	1	0	0	100	0	0
Other	0	0	0	0	0	0
SECTOR OF BUSINESS						
Retail trade	5	20	20	60	80	20
Hotels and restaurants	0	0	0	0	0	0
Other	1	0	0	100	0	0
NUMBER OF EMPLOYEES						
self-employed	0	0	0	0	0	0
1-9	2	50	50	50	100	50
10 -49	3	0	0	66,7	66,7	0
50-249	1	0	0	100	0	0
250+	0	0	0	0	0	0
ANNUAL TURNOVER						
- 150 000 €	0	0	0	0	0	0
150 000 - 500 000 €	0	0	0	0	0	0
500 000 - 1000 000 €	3	0	33,3	33,3	100	0
1000 000 - 2000 000 €	0	0	0	0	0	0
2000 000 - 5000 000 €	1	0	0	100	0	0
5000 000 € -	1	0	0	100	0	0

Table 13. Expect invoicing system to be ready

QUESTION: q9. Do you expect your invoicing system to be ready for switching to the euro on 1 January 2007?


	Total N	% Yes	% No	% DK / NA
 TOTAL	373	99,2	0,5	0,3
RESPONDENT				
CEO or branch manager	184	100	0	0
Head of Finance and/or Administration	148	98	1,4	0,7
Other	41	100	0	0
SECTOR OF BUSINESS				
Retail trade	279	98,9	0,7	0,4
Hotels and restaurants	39	100	0	0
Other	55	100	0	0
NUMBER OF EMPLOYEES				
self-employed	23	100	0	0
1-9	169	99,4	0	0,6
10 -49	95	98,9	1,1	0
50-249	63	100	0	0
250+	21	100	0	0
ANNUAL TURNOVER				
- 150 000 €	58	100	0	0
150 000 - 500 000 €	79	98,7	0	1,3
500 000 - 1000 000 €	43	100	0	0
1000 000 - 2000 000 €	32	96,9	3,1	0
2000 000 - 5000 000 €	48	100	0	0
5000 000 € -	74	100	0	0

Table 14. Reasons for invoicing system not to be ready

QUESTION: q10_a-e. Why do you expect your invoicing system not to be ready for switching to the euro on 1 January 2007?

Base: IF THE ANSWER TO Q9. IS 'NO'


	Total N	% Lack of financial means to adapt the system	% Lack of own staff to prepare the adaptations of the system	% External IT/software services are provided too late by our contractor	% Our external accountant will not be ready	% Other reason
 TOTAL	2	0	0	0	0	100
RESPONDENT						
CEO or branch manager	0	0	0	0	0	0
Head of Finance and/or Administration	2	0	0	0	0	100
Other	0	0	0	0	0	0
SECTOR OF BUSINESS						
Retail trade	2	0	0	0	0	100
Hotels and restaurants	0	0	0	0	0	0
Other	0	0	0	0	0	0
NUMBER OF EMPLOYEES						
self-employed	0	0	0	0	0	0
1-9	0	0	0	0	0	0
10 -49	1	0	0	0	0	100
50-249	0	0	0	0	0	0
250+	0	0	0	0	0	0
ANNUAL TURNOVER						
- 150 000 €	0	0	0	0	0	0
150 000 - 500 000 €	0	0	0	0	0	0
500 000 - 1000 000 €	0	0	0	0	0	0
1000 000 - 2000 000 €	1	0	0	0	0	100
2000 000 - 5000 000 €	0	0	0	0	0	0
5000 000 € -	0	0	0	0	0	0

Table 15. Expect payroll system to be ready

QUESTION: q11. Do you expect your payroll system to be ready for switching to the euro on 1 January 2007?


	Total N	% Yes	% No	% DK / NA
 TOTAL	373	97,1	0,8	2,1
RESPONDENT				
CEO or branch manager	184	96,2	1,1	2,7
Head of Finance and/or Administration	148	98	0,7	1,4
Other	41	97,6	0	2,4
SECTOR OF BUSINESS				
Retail trade	279	96,8	0,7	2,5
Hotels and restaurants	39	97,4	0	2,6
Other	55	98,2	1,8	0
NUMBER OF EMPLOYEES				
self-employed	23	82,6	4,3	13
1-9	169	97,6	0	2,4
10 -49	95	97,9	1,1	1,1
50-249	63	98,4	1,6	0
250+	21	100	0	0
ANNUAL TURNOVER				
- 150 000 €	58	93,1	0	6,9
150 000 - 500 000 €	79	96,2	0	3,8
500 000 - 1000 000 €	43	100	0	0
1000 000 - 2000 000 €	32	96,9	0	3,1
2000 000 - 5000 000 €	48	97,9	2,1	0
5000 000 € -	74	98,6	1,4	0

Table 16. Reasons for payroll system not to be ready

QUESTION: q12_a-e. Why do you expect your payroll system not to be ready for switching to the euro on 1 January 2007?

Base: IF THE ANSWER TO Q11. IS 'NO'


	Total N	% Lack of financial means to adapt the system	% Lack of own staff to prepare the adaptations of the system	% External IT/software services are provided too late by our contractor	% Our external accountant will not be ready	% Other reason
 TOTAL	3	0	0	33,3	0	66,7
RESPONDENT						
CEO or branch manager	2	0	0	50	0	50
Head of Finance and/or Administration	1	0	0	0	0	100
Other	0	0	0	0	0	0
SECTOR OF BUSINESS						
Retail trade	2	0	0	0	0	100
Hotels and restaurants	0	0	0	0	0	0
Other	1	0	0	100	0	0
NUMBER OF EMPLOYEES						
self-employed	1	0	0	0	0	100
1-9	0	0	0	0	0	0
10 -49	1	0	0	0	0	100
50-249	1	0	0	100	0	0
250+	0	0	0	0	0	0
ANNUAL TURNOVER						
- 150 000 €	0	0	0	0	0	0
150 000 - 500 000 €	0	0	0	0	0	0
500 000 - 1000 000 €	0	0	0	0	0	0
1000 000 - 2000 000 €	0	0	0	0	0	0
2000 000 - 5000 000 €	1	0	0	0	0	100
5000 000 € -	1	0	0	100	0	0

Table 17. Extensive cash transactions with customers

QUESTION: q13. Is your enterprise a retail enterprise (e.g. shop, supermarket, etc) or does your enterprise have direct financial relations involving cash operations with consumers?


	Total N	% Yes	% No	% DK / NA
 TOTAL	373	56,6	42,9	0,5
RESPONDENT				
CEO or branch manager	184	58,7	40,8	0,5
Head of Finance and/or Administration	148	56,8	43,2	0
Other	41	46,3	51,2	2,4
SECTOR OF BUSINESS				
Retail trade	279	55,6	43,7	0,7
Hotels and restaurants	39	87,2	12,8	0
Other	55	40	60	0
NUMBER OF EMPLOYEES				
self-employed	23	26,1	73,9	0
1-9	169	56,2	42,6	1,2
10 -49	95	66,3	33,7	0
50-249	63	54	46	0
250+	21	57,1	42,9	0
ANNUAL TURNOVER				
- 150 000 €	58	51,7	46,6	1,7
150 000 - 500 000 €	79	58,2	41,8	0
500 000 - 1000 000 €	43	55,8	44,2	0
1000 000 - 2000 000 €	32	59,4	40,6	0
2000 000 - 5000 000 €	48	56,2	41,7	2,1
5000 000 € -	74	54,1	45,9	0

Table 18. Expected sub-frontloading, eurocoins

QUESTION: q14. Do you expect to be supplied with euro coins before 1 January 2007 by your bank?

Base: IF THE ANSWER TO Q13. IS 'YES'


	Total N	% Yes	% No	% DK / NA
 TOTAL	211	73,9	12,8	13,3
RESPONDENT				
CEO or branch manager	108	75,9	11,1	13
Head of Finance and/or Administration	84	75	11,9	13,1
Other	19	57,9	26,3	15,8
SECTOR OF BUSINESS				
Retail trade	155	74,2	12,9	12,9
Hotels and restaurants	34	76,5	11,8	11,8
Other	22	68,2	13,6	18,2
NUMBER OF EMPLOYEES				
self-employed	6	66,7	0	33,3
1-9	95	68,4	13,7	17,9
10 -49	63	81	14,3	4,8
50-249	34	79,4	8,8	11,8
250+	12	75	8,3	16,7
ANNUAL TURNOVER				
- 150 000 €	30	73,3	13,3	13,3
150 000 - 500 000 €	46	80,4	10,9	8,7
500 000 - 1000 000 €	24	75	12,5	12,5
1000 000 - 2000 000 €	19	73,7	10,5	15,8
2000 000 - 5000 000 €	27	77,8	11,1	11,1
5000 000 € -	40	85	7,5	7,5

Table 19. Expected schedule of sub-frontloading, eurocoins

QUESTION: q15. When do you expect to be supplied with euro coins by your bank?

Base: IF THE ANSWER TO Q13. IS 'YES'


	Total N	% Between 1 and 8 December 2006	% Between 9 and 15 December 2006	% Between 16 and 22 December 2006	% On 23 December 2006 or later	% DK / NA
 TOTAL	156	15,4	26,9	35,9	12,8	9
RESPONDENT						
CEO or branch manager	82	14,6	28	32,9	13,4	11
Head of Finance and/or Administration	63	15,9	25,4	38,1	12,7	7,9
Other	11	18,2	27,3	45,5	9,1	0
SECTOR OF BUSINESS						
Retail trade	115	15,7	31,3	32,2	11,3	9,6
Hotels and restaurants	26	15,4	19,2	42,3	11,5	11,5
Other	15	13,3	6,7	53,3	26,7	0
NUMBER OF EMPLOYEES						
self-employed	4	0	75	25	0	0
1-9	65	12,3	30,8	32,3	13,8	10,8
10 -49	51	23,5	19,6	37,3	9,8	9,8
50-249	27	14,8	29,6	29,6	18,5	7,4
250+	9	0	11,1	77,8	11,1	0
ANNUAL TURNOVER						
- 150 000 €	22	9,1	36,4	31,8	18,2	4,5
150 000 - 500 000 €	37	5,4	27	43,2	16,2	8,1
500 000 - 1000 000 €	18	27,8	27,8	27,8	0	16,7
1000 000 - 2000 000 €	14	21,4	21,4	28,6	21,4	7,1
2000 000 - 5000 000 €	21	28,6	23,8	33,3	14,3	0
5000 000 € -	34	11,8	26,5	41,2	11,8	8,8

Table 20. Why will you not be supplied with euro coins before 1 January 2007?

QUESTION: q16_a-e. Why will you not be supplied with euro coins before 1 January 2007?

Base: IF THE ANSWER TO Q13. IS 'NO'


	Total N	% We were not aware of the possibility of early supply of euro coins	% We see no need to receive eurocoins before 1 January 2007	% We do not want to pay for the early supply of euro coins	% Because of security or storage problems	% Other reason
 TOTAL	27	25,9	70,4	14,8	3,7	29,6
RESPONDENT						
CEO or branch manager	12	33,3	58,3	25	0	33,3
Head of Finance and/or Administration	10	20	90	0	0	20
Other	5	20	60	20	20	40
SECTOR OF BUSINESS						
Retail trade	20	30	70	15	5	30
Hotels and restaurants	4	25	75	25	0	25
Other	3	0	66,7	0	0	33,3
NUMBER OF EMPLOYEES						
self-employed	0	0	0	0	0	0
1-9	13	23,1	76,9	30,8	0	30,8
10 -49	9	44,4	55,6	0	11,1	33,3
50-249	3	0	66,7	0	0	33,3
250+	1	0	100	0	0	0
ANNUAL TURNOVER						
- 150 000 €	4	50	100	25	0	25
150 000 - 500 000 €	5	0	60	20	0	60
500 000 - 1000 000 €	3	33,3	66,7	66,7	0	0
1000 000 - 2000 000 €	2	50	0	0	0	50
2000 000 - 5000 000 €	3	0	100	0	0	33,3
5000 000 € -	3	0	33,3	0	0	66,7

Table 21. Expected sub-frontloading, euro banknotes

QUESTION: q17. Do you expect to be supplied with euro banknotes before 1 January 2007 by your bank?

Base: IF THE ANSWER TO Q13. IS 'YES'


	Total N	% Yes	% No	% DK/NA
 TOTAL	211	69,2	16,6	14,2
RESPONDENT				
CEO or branch manager	108	75,9	9,3	14,8
Head of Finance and/or Administration	84	64,3	23,8	11,9
Other	19	52,6	26,3	21,1
SECTOR OF BUSINESS				
Retail trade	155	70,3	15,5	14,2
Hotels and restaurants	34	64,7	20,6	14,7
Other	22	68,2	18,2	13,6
NUMBER OF EMPLOYEES				
self-employed	6	66,7	0	33,3
1-9	95	68,4	13,7	17,9
10 -49	63	69,8	22,2	7,9
50-249	34	70,6	14,7	14,7
250+	12	75	16,7	8,3
ANNUAL TURNOVER				
- 150 000 €	30	56,7	26,7	16,7
150 000 - 500 000 €	46	80,4	10,9	8,7
500 000 - 1000 000 €	24	83,3	4,2	12,5
1000 000 - 2000 000 €	19	68,4	15,8	15,8
2000 000 - 5000 000 €	27	66,7	18,5	14,8
5000 000 € -	40	77,5	15	7,5

Table 22. Expected schedule of sub-frontloading, euro banknotes

QUESTION: q18. When do you expect to be supplied with euro banknotes by your bank?

Base: IF THE ANSWER TO Q17. IS 'YES'


	Total N	% Between 9 and 15 December 2006	% Between 16 and 22 December 2006	% On 23 December 2006 or later	% DK/NA
 TOTAL	146	29,5	39	20,5	11
RESPONDENT					
CEO or branch manager	82	30,5	35,4	20,7	13,4
Head of Finance and/or Administration	54	27,8	44,4	20,4	7,4
Other	10	30	40	20	10
SECTOR OF BUSINESS					
Retail trade	109	33,9	41,3	14,7	10,1
Hotels and restaurants	22	13,6	31,8	36,4	18,2
Other	15	20	33,3	40	6,7
NUMBER OF EMPLOYEES					
self-employed	4	50	50	0	0
1-9	65	27,7	40	20	12,3
10 -49	44	31,8	36,4	18,2	13,6
50-249	24	33,3	37,5	25	4,2
250+	9	11,1	44,4	33,3	11,1
ANNUAL TURNOVER					
- 150 000 €	17	29,4	35,3	29,4	5,9
150 000 - 500 000 €	37	21,6	43,2	24,3	10,8
500 000 - 1000 000 €	20	35	45	5	15
1000 000 - 2000 000 €	13	30,8	38,5	30,8	0
2000 000 - 5000 000 €	18	44,4	27,8	22,2	5,6
5000 000 € -	31	29	38,7	22,6	9,7

Table 23. Why will you not be supplied with euro banknotes before 1 January 2007?

QUESTION: q19_a-e. Why will you not be supplied with euro banknotes before 1 January 2007?

Base: IF THE ANSWER TO Q17. IS 'NO'


	Total N	% We were not aware of the possibility of early supply of euro banknotes	% We see no need to receive euro banknotes before 1 January 2007	% We do not want to pay for the early supply of euro banknotes	% Because of security or storage problems	% Other reason
 TOTAL	35	14,3	62,9	11,4	5,7	22,9
RESPONDENT						
CEO or branch manager	10	20	70	10	10	10
Head of Finance and/or Administration	20	15	60	15	5	25
Other	5	0	60	0	0	40
SECTOR OF BUSINESS						
Retail trade	24	12,5	62,5	8,3	4,2	25
Hotels and restaurants	7	28,6	57,1	14,3	14,3	14,3
Other	4	0	75	25	0	25
NUMBER OF EMPLOYEES						
self-employed	0	0	0	0	0	0
1-9	13	23,1	69,2	7,7	0	23,1
10 -49	14	14,3	57,1	7,1	14,3	21,4
50-249	5	0	60	40	0	40
250+	2	0	50	0	0	0
ANNUAL TURNOVER						
- 150 000 €	8	37,5	62,5	25	12,5	12,5
150 000 - 500 000 €	5	0	80	0	0	40
500 000 - 1000 000 €	1	100	100	0	0	0
1000 000 - 2000 000 €	3	0	66,7	0	33,3	33,3
2000 000 - 5000 000 €	5	0	60	0	0	40
5000 000 € -	6	0	66,7	33,3	0	33,3

Table 24. How do you intend to give change as from 1 January 2007?

QUESTION: q20. How do you intend to give change as from 1 January 2007?


	Total N	% In euro	% In tolar	% Mixed (euro and tolar)	% not applicable	% DK/NA
 TOTAL	211	69,7	1,4	23,7	1,4	3,8
RESPONDENT						
CEO or branch manager	108	63	1,9	26,9	0,9	7,4
Head of Finance and/or Administration	84	76,2	1,2	20,2	2,4	0
Other	19	78,9	0	21,1	0	0
SECTOR OF BUSINESS						
Retail trade	155	73,5	0,6	20	1,3	4,5
Hotels and restaurants	34	47,1	5,9	44,1	0	2,9
Other	22	77,3	0	18,2	4,5	0
NUMBER OF EMPLOYEES						
self-employed	6	83,3	0	0	0	16,7
1-9	95	63,2	2,1	27,4	1,1	6,3
10 -49	63	74,6	0	22,2	1,6	1,6
50-249	34	67,6	2,9	26,5	2,9	0
250+	12	91,7	0	8,3	0	0
ANNUAL TURNOVER						
- 150 000 €	30	60	3,3	30	0	6,7
150 000 - 500 000 €	46	67,4	2,2	28,3	0	2,2
500 000 - 1000 000 €	24	83,3	0	12,5	0	4,2
1000 000 - 2000 000 €	19	73,7	0	15,8	5,3	5,3
2000 000 - 5000 000 €	27	77,8	0	18,5	0	3,7
5000 000 € -	40	75	2,5	20	2,5	0

Table 25. When to fully switch to giving change exclusively in euro?

QUESTION: q21. When do you intend to fully switch to giving change exclusively in euro?

Base: (IF THE ANSWER TO Q20. IS 2 OR 3)


	Total N	% On 5 January 2007 at the latest	% Between 6 and 10 January 2007	% Between 11 and 14 January 2007	% Later	% DK/NA
 TOTAL	53	15,1	13,2	54,7	11,3	5,7
RESPONDENT						
CEO or branch manager	31	16,1	9,7	61,3	9,7	3,2
Head of Finance and/or Administration	18	16,7	16,7	44,4	16,7	5,6
Other	4	0	25	50	0	25
SECTOR OF BUSINESS						
Retail trade	32	15,6	9,4	65,6	3,1	6,2
Hotels and restaurants	17	17,6	11,8	35,3	29,4	5,9
Other	4	0	50	50	0	0
NUMBER OF EMPLOYEES						
self-employed	0	0	0	0	0	0
1-9	28	14,3	7,1	57,1	14,3	7,1
10 -49	14	21,4	14,3	50	7,1	7,1
50-249	10	10	30	50	10	0
250+	1	0	0	100	0	0
ANNUAL TURNOVER						
- 150 000 €	10	10	0	90	0	0
150 000 - 500 000 €	14	35,7	7,1	35,7	7,1	14,3
500 000 - 1000 000 €	3	0	0	33,3	66,7	0
1000 000 - 2000 000 €	3	33,3	33,3	0	0	33,3
2000 000 - 5000 000 €	5	0	20	60	20	0
5000 000 € -	9	11,1	22,2	66,7	0	0

Table 26. Conversion strategy

QUESTION: q23. When you established (or when you will establish) your prices in euro, how did (will) you proceed for the adjustment of psychological prices, such as 599 tolar, which due to the application of the conversion rules would result in awkward amounts in euro?


	Total N	% exact application of the conversion rules (without further a	% mostly adjusting the price upwards	% mostly adjusting the price downwards	% overall neutral approach (partly adjusting upwards, partly d	% DK / NA
 TOTAL	373	57,9	6,2	2,7	25,5	7,8
RESPONDENT						
CEO or branch manager	184	58,2	8,2	2,7	22,8	8,2
Head of Finance and/or Administration	148	56,1	4,1	2	31,8	6,1
Other	41	63,4	4,9	4,9	14,6	12,2
SECTOR OF BUSINESS						
Retail trade	279	60,9	5,4	3,2	24,4	6,1
Hotels and restaurants	39	28,2	20,5	0	38,5	12,8
Other	55	63,6	0	1,8	21,8	12,7
NUMBER OF EMPLOYEES						
self-employed	23	60,9	8,7	0	21,7	8,7
1-9	169	58	7,7	3,6	23,1	7,7
10 -49	95	56,8	6,3	2,1	30,5	4,2
50-249	63	58,7	1,6	3,2	23,8	12,7
250+	21	57,1	4,8	0	28,6	9,5
ANNUAL TURNOVER						
- 150 000 €	58	56,9	8,6	1,7	22,4	10,3
150 000 - 500 000 €	79	49,4	10,1	7,6	26,6	6,3
500 000 - 1000 000 €	43	62,8	4,7	0	25,6	7
1000 000 - 2000 000 €	32	62,5	3,1	3,1	28,1	3,1
2000 000 - 5000 000 €	48	64,6	4,2	0	22,9	8,3
5000 000 € -	74	60,8	2,7	2,7	24,3	9,5

Table 27. When did you establish your euro prices

QUESTION: q24. When did you establish your prices (or the prices of the majority of your products/services) in euro or when will you do so?


	Total N	% Before the fixing of the conversion rate (11 July 2006)	% Between 11 July 2006 and 31 October 2006	% Between 1 November and 31 December 2006	% Between 1 and 14 January 2007 (dual circulation period)	% DK / NA
 TOTAL	373	55,8	20,9	10,5	10,2	2,7
RESPONDENT						
CEO or branch manager	184	58,2	19,6	10,9	10,3	1,1
Head of Finance and/or Administration	148	55,4	19,6	10,1	10,1	4,7
Other	41	46,3	31,7	9,8	9,8	2,4
SECTOR OF BUSINESS						
Retail trade	279	54,8	21,9	11,5	9	2,9
Hotels and restaurants	39	64,1	15,4	7,7	10,3	2,6
Other	55	54,5	20	7,3	16,4	1,8
NUMBER OF EMPLOYEES						
self-employed	23	39,1	21,7	17,4	13	8,7
1-9	169	59,8	17,8	10,7	10,7	1,2
10 -49	95	55,8	21,1	10,5	7,4	5,3
50-249	63	52,4	27	9,5	9,5	1,6
250+	21	57,1	23,8	0	19	0
ANNUAL TURNOVER						
- 150 000 €	58	58,6	19	12,1	8,6	1,7
150 000 - 500 000 €	79	55,7	20,3	8,9	13,9	1,3
500 000 - 1000 000 €	43	55,8	25,6	9,3	4,7	4,7
1000 000 - 2000 000 €	32	56,2	25	9,4	6,2	3,1
2000 000 - 5000 000 €	48	52,1	20,8	12,5	12,5	2,1
5000 000 € -	74	54,1	24,3	9,5	9,5	2,7

Table 28. Difficulties related to dual display of prices

QUESTION: q25_a-f. Are you facing any of the following problems or difficulties concerning the dual display of prices?


	Total N	% Technical problems (on receipts, price displays, etc)	% Calculation errors by the staff	% Consumer complaints	% Too time consuming	% Very costly	% Other problems
 TOTAL	373	5,6	3,8	2,1	19	17,4	2,9
RESPONDENT							
CEO or branch manager	184	5,4	2,2	1,6	20,7	17,4	3,3
Head of Finance and/or Administration	148	4,7	4,7	1,4	16,9	16,2	2,7
Other	41	9,8	7,3	7,3	19,5	22	2,4
SECTOR OF BUSINESS							
Retail trade	279	5	3,6	1,4	17,2	17,6	2,5
Hotels and restaurants	39	5,1	7,7	5,1	28,2	17,9	0
Other	55	9,1	1,8	3,6	21,8	16,4	7,3
NUMBER OF EMPLOYEES							
self-employed	23	4,3	0	0	8,7	8,7	4,3
1-9	169	3,6	4,7	1,8	14,8	11,2	2,4
10 -49	95	7,4	3,2	2,1	25,3	28,4	1,1
50-249	63	7,9	3,2	3,2	23,8	20,6	4,8
250+	21	9,5	4,8	4,8	23,8	19	9,5
ANNUAL TURNOVER							
- 150 000 €	58	6,9	3,4	0	17,2	10,3	1,7
150 000 - 500 000 €	79	5,1	5,1	5,1	16,5	16,5	0
500 000 - 1000 000 €	43	7	2,3	0	18,6	20,9	4,7
1000 000 - 2000 000 €	32	9,4	6,2	0	25	18,8	0
2000 000 - 5000 000 €	48	10,4	4,2	2,1	16,7	20,8	6,2
5000 000 € -	74	2,7	1,4	4,1	21,6	21,6	4,1

Table 29. Dual display of prices beyond 30 June 2007

QUESTION: q26. Do you intend to continue dual display (voluntarily) beyond the period during which it is required by law (i.e. 30 June 2007)?


	Total N	% Yes	% No	% DK / NA
 TOTAL	373	16,1	70,2	13,7
RESPONDENT				
CEO or branch manager	184	17,9	72,3	9,8
Head of Finance and/or Administration	148	11,5	68,9	19,6
Other	41	24,4	65,9	9,8
SECTOR OF BUSINESS				
Retail trade	279	15,4	69,9	14,7
Hotels and restaurants	39	23,1	59	17,9
Other	55	14,5	80	5,5
NUMBER OF EMPLOYEES				
self-employed	23	17,4	69,6	13
1-9	169	16,6	71	12,4
10 -49	95	17,9	67,4	14,7
50-249	63	14,3	66,7	19
250+	21	9,5	90,5	0
ANNUAL TURNOVER				
- 150 000 €	58	24,1	60,3	15,5
150 000 - 500 000 €	79	16,5	75,9	7,6
500 000 - 1000 000 €	43	14	69,8	16,3
1000 000 - 2000 000 €	32	18,8	65,6	15,6
2000 000 - 5000 000 €	48	18,8	70,8	10,4
5000 000 € -	74	10,8	77	12,2

Table 30. Until when do you intend to continue dual display voluntarily?

QUESTION: q27. Until when do you intend to continue dual display (voluntarily)?

Base: (IF THE ANSWER TO Q26. IS 'YES')


	Total N	% Until end of 2007	% Until mid 2008	% Until end of 2008	% Beyond 2008	% DK / NA
 TOTAL	60	71,7	6,7	1,7	1,7	18,3
RESPONDENT						
CEO or branch manager	33	72,7	6,1	3	3	15,2
Head of Finance and/or Administration	17	76,5	5,9	0	0	17,6
Other	10	60	10	0	0	30
SECTOR OF BUSINESS						
Retail trade	43	74,4	2,3	0	2,3	20,9
Hotels and restaurants	9	55,6	22,2	11,1	0	11,1
Other	8	75	12,5	0	0	12,5
NUMBER OF EMPLOYEES						
self-employed	4	75	0	0	0	25
1-9	28	75	0	3,6	3,6	17,9
10 -49	17	64,7	11,8	0	0	23,5
50-249	9	66,7	22,2	0	0	11,1
250+	2	100	0	0	0	0
ANNUAL TURNOVER						
- 150 000 €	14	85,7	0	7,1	0	7,1
150 000 - 500 000 €	13	76,9	7,7	0	7,7	7,7
500 000 - 1000 000 €	6	50	16,7	0	0	33,3
1000 000 - 2000 000 €	6	66,7	0	0	0	33,3
2000 000 - 5000 000 €	9	55,6	22,2	0	0	22,2
5000 000 € -	8	100	0	0	0	0

Table 31a. Preferred distributors for information on the euro 1/2

QUESTION: q28_a-d. Which of the following institutions are your preferred distributors for information on the euro?


	Total N	% National Central Bank	% European Institutions	% Commercial banks	% Government, regional and local authorities
 TOTAL	373	75,9	15,3	62,5	26,5
RESPONDENT					
CEO or branch manager	184	75,5	14,7	59,8	26,1
Head of Finance and/or Administration	148	76,4	15,5	64,2	25,7
Other	41	75,6	17,1	68,3	31,7
SECTOR OF BUSINESS					
Retail trade	279	75,3	13,3	63,8	24,7
Hotels and restaurants	39	76,9	28,2	53,8	20,5
Other	55	78,2	16,4	61,8	40
NUMBER OF EMPLOYEES					
self-employed	23	65,2	4,3	60,9	17,4
1-9	169	79,9	15,4	61,5	25,4
10 -49	95	71,6	16,8	66,3	22,1
50-249	63	76,2	17,5	63,5	34,9
250+	21	71,4	14,3	52,4	42,9
ANNUAL TURNOVER					
- 150 000 €	58	75,9	12,1	56,9	27,6
150 000 - 500 000 €	79	82,3	20,3	69,6	19
500 000 - 1000 000 €	43	76,7	7	65,1	16,3
1000 000 - 2000 000 €	32	75	12,5	56,2	34,4
2000 000 - 5000 000 €	48	72,9	16,7	66,7	37,5
5000 000 € -	74	73	12,2	59,5	31,1

Table 31b. Preferred distributors for information on the euro 2/2

QUESTION: q28_e-h. Which of the following institutions are your preferred distributors for information on the euro?


	Total N	% Consumers associations	% Journalists	% Trade unions, professional organisations	% Other
 TOTAL	373	25,7	17,4	17,7	5,6
RESPONDENT					
CEO or branch manager	184	23,4	20,1	14,1	6
Head of Finance and/or Administration	148	27	13,5	22,3	4,7
Other	41	31,7	19,5	17,1	7,3
SECTOR OF BUSINESS					
Retail trade	279	27,2	15,1	15,4	5
Hotels and restaurants	39	23,1	28,2	25,6	7,7
Other	55	20	21,8	23,6	7,3
NUMBER OF EMPLOYEES					
self-employed	23	4,3	13	13	4,3
1-9	169	32	18,9	15,4	5,9
10 -49	95	25,3	12,6	20	6,3
50-249	63	20,6	20,6	20,6	3,2
250+	21	19	19	23,8	9,5
ANNUAL TURNOVER					
- 150 000 €	58	34,5	15,5	19	3,4
150 000 - 500 000 €	79	24,1	25,3	17,7	0
500 000 - 1000 000 €	43	27,9	11,6	11,6	11,6
1000 000 - 2000 000 €	32	31,2	21,9	12,5	12,5
2000 000 - 5000 000 €	48	22,9	18,8	20,8	4,2
5000 000 € -	74	17,6	14,9	20,3	4,1

Table 32. Sufficient information on the euro and the changeover

QUESTION: q29. Do you think that you have received sufficient information on the euro and the changeover?


	Total N	% Yes	% No	% DK / NA
 TOTAL	373	92,5	5,4	2,1
RESPONDENT				
CEO or branch manager	184	92,4	6	1,6
Head of Finance and/or Administration	148	92,6	5,4	2
Other	41	92,7	2,4	4,9
SECTOR OF BUSINESS				
Retail trade	279	91,8	5,7	2,5
Hotels and restaurants	39	94,9	2,6	2,6
Other	55	94,5	5,5	0
NUMBER OF EMPLOYEES				
self-employed	23	100	0	0
1-9	169	91,7	4,1	4,1
10 -49	95	92,6	6,3	1,1
50-249	63	92,1	7,9	0
250+	21	95,2	4,8	0
ANNUAL TURNOVER				
- 150 000 €	58	94,8	1,7	3,4
150 000 - 500 000 €	79	88,6	8,9	2,5
500 000 - 1000 000 €	43	95,3	4,7	0
1000 000 - 2000 000 €	32	90,6	6,2	3,1
2000 000 - 5000 000 €	48	91,7	6,2	2,1
5000 000 € -	74	95,9	4,1	0

Table 33a. Need more information on... 1/2

QUESTION: q30_a-e. In which areas would you still like to receive more information?

Base: (IF THE ANSWER TO Q29. IS 'NO')



	Total N	% Changeover scenario	% Conversion rate	% Conversion rules, including rounding rules	% Effect of the euro on contracts, salaries etc	% Design of the euro banknotes and coins
 TOTAL	20	85	30	70	70	45
RESPONDENT						
CEO or branch manager	11	90,9	27,3	72,7	81,8	54,5
Head of Finance and/or Administration	8	75	25	62,5	62,5	37,5
Other	1	100	100	100	0	0
SECTOR OF BUSINESS						
Retail trade	16	87,5	31,2	75	81,2	50
Hotels and restaurants	1	100	0	0	0	0
Other	3	66,7	33,3	66,7	33,3	33,3
NUMBER OF EMPLOYEES						
self-employed	0	0	0	0	0	0
1-9	7	100	28,6	71,4	71,4	57,1
10 -49	6	83,3	33,3	100	100	50
50-249	5	80	0	40	40	40
250+	1	0	100	0	0	0
ANNUAL TURNOVER						
- 150 000 €	1	100	0	100	100	100
150 000 - 500 000 €	7	100	28,6	85,7	71,4	28,6
500 000 - 1000 000 €	2	100	100	100	100	100
1000 000 - 2000 000 €	2	100	0	50	100	100
2000 000 - 5000 000 €	3	100	0	66,7	66,7	33,3
5000 000 € -	3	33,3	33,3	0	0	33,3

Table 33b. Need more information on... 2/2

QUESTION: q30_f-i. In which areas would you still like to receive more information?

Base: (IF THE ANSWER TO Q29. IS 'NO')

	Total N	% Frontloading and subfrontloading	% Dual display of prices	% Return of national cash to the central bank	% Other
 TOTAL	20	75	50	55	0
RESPONDENT					
CEO or branch manager	11	81,8	45,5	45,5	0
Head of Finance and/or Administration	8	62,5	50	75	0
Other	1	100	100	0	0
SECTOR OF BUSINESS					
Retail trade	16	81,2	56,2	56,2	0
Hotels and restaurants	1	0	0	0	0
Other	3	66,7	33,3	66,7	0
NUMBER OF EMPLOYEES					
self-employed	0	0	0	0	0
1-9	7	71,4	42,9	28,6	0
10 -49	6	100	66,7	66,7	0
50-249	5	60	40	80	0
250+	1	0	0	0	0
ANNUAL TURNOVER					
- 150 000 €	1	0	0	0	0
150 000 - 500 000 €	7	85,7	57,1	42,9	0
500 000 - 1000 000 €	2	100	100	50	0
1000 000 - 2000 000 €	2	100	50	50	0
2000 000 - 5000 000 €	3	66,7	33,3	100	0
5000 000 € -	3	33,3	33,3	33,3	0

7. Survey details

This Flash Eurobarometer 195: “Survey among enterprises and banks in Slovenia” telephone survey was conducted on behalf of the European Commission, Directorate-General Economic and Financial Affairs.

The objective of the survey is to study the progress of the preparations of the introduction of the Euro in various business sectors and bank sectors in Slovenia. The current report contains the results found among enterprises.

The current special target group Flash Eurobarometer survey was organised and managed by the Eurobarometer Team of the European Commission (Directorate-General Communication, Unit A-4).

The interviews were conducted between the 17th of November and the 21st of November 2006 by Slovenian CATI d.o.o. partner institute of The Gallup Organization Hungary :

Representativeness of the results

Sample specification : The target sample of 350 enterprises consisted of 300 enterprises in the sectors G and H (trade and hotel sector), of which 20 enterprises with at least 50 employees and 50 enterprises in the sectors C to K (excl. G , H and J (J, which is already covered through the survey of bank branches)) with at least 50 employees.

The sample lists were developed using national statistical data sources (IPIS). Sampling was made according to two stratification criteria: the size of the company and the activity sector. Selection of enterprises within the strata was carried out randomly.

The total sample was distributed between these sampling "cells" in a way that does not follow the actual distribution of businesses within the coverage zone: larger businesses were intentionally “over-sampled” in order to get meaningful results for each sample segment.

The person interviewed in each company was a top executive of the (local affiliate) of the enterprise, or the person designated to coordinate preparations for the switchover, or the head of finance and/or administration department.

Results are not weighted, they reflect estimates of the results corresponding to the above described composition of enterprises.

Sizes of the samples

The targeted number of main interviews was 350, the below table shows the achieved sample size by sector and employee size.

	Conducted	% of Total
Total	373	100
Retail trade (including repair of personal and household goods)	279	74.8
Hotels and restaurants	39	10.5
Transport, storage and communication	3	0.8
Real estate, renting and business activities	7	1.9
Manufacturing	35	9.4
Construction	7	1.9
Other	3	0.8
Self-employed (without employees)	23	6.2
1 - 9 employees	169	45.3
10 - 49 employees	95	25.5
50 - 250 employees	63	16.9
More than 250 employees	21	5.6
DK / NA	2	0.5

Questionnaires

The Slovenian partner institute translated the questionnaire to Slovenian using a centralized process of back-translation procedure, involving two initial local translations, independent back-translation and central verification of the localised questionnaires.

Further details

For further details you may contact Gallup or The European Commission. The relevant contacts are:

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8. Survey questionnaire

Information on the enterprise:

- D1. Please tell me your role in the enterprise:
- "CEO" or branch manager1
 - Euro-coordinator2
 - Head of Finance and/or Administration.....3
 - Other4
- D2. Please indicate the sector of the business:
- Retail trade (including repair of personal and household goods)1
 - Hotels and restaurants2
 - Transport, storage and communication.....3
 - Financial intermediation.....4
 - Real estate, renting and business activities5
 - Manufacturing6
 - Construction7
 - Other8
 - [DK/NA]9
- D3. Please indicate the number of employees of the business:
- Self-employed (without employees).....1
 - 1 – 9 employees.....2
 - 10 – 49 employees.....3
 - 50 – 250 employees.....4
 - More than 250 employees5
 - [DK/NA]9
- D4. Please indicate the turnover of the business (CONVERTED TO LOCAL CURRENCY):
- less than 150.000 EUR.....1
 - 150.000 to 500.000 EUR.....2
 - 500.000 to 1.000.000 EUR3
 - 1.000.000 to 2.000.000 EUR4
 - 2.000.000 to 5.000.000 EUR5
 - more than 5.000.000 EUR6
 - [DK/NA]9

a. General questions

Q1. When have you started to prepare your enterprise for the changeover to the euro?

- In 2005 or earlier1
- First half of 20062
- Second half of 20063
- No preparations so far4
- [DK/NA]9

Q2. As regards the changeover to the euro, have you ...?

(READ OUT, MULTIPLE ANSWERS POSSIBLE)

- yes1
 - no2
 - [DK/NA]9
- A) identified the impact in the different areas of your enterprise1 2 9
- B) defined the necessary computer adaptation1 2 9
- C) informed your staff1 2 9
- D) evaluated the training needs1 2 9

Q3. Did you appoint a "Euro-coordinator", a "Euro Project Manager" or in general a person in charge of coordinating your enterprise's changeover preparations?

- yes1
- no2
- [DK/NA]9

Q4. (IF THE ANSWER TO Q3. IS 'YES')

When did you appoint the "Euro-coordinator", the "Euro Project Manager" or in general the person in charge of coordinating your enterprise's changeover preparations?

- In 2005 or earlier1
- First half of 20062
- Second half of 20063
- [DK/NA]9

Q5. Which consequences will the introduction of the euro have for your enterprise in the medium to long term?

- Very positive consequences1
- Positive consequences2
- No consequences3
- Negative consequences4
- Very negative consequences5
- [DK/NA]9

b. Adaptation of computer systems

Q6. As regards the adaptation of your computer systems with respect to the introduction of the euro, how do you proceed?

- Adaptation by own staff 1
- Outsourcing to IT/software companies.....2
- Mix of both3
- [DK/NA].....9

Q7. Do you expect your accounting system to be ready for switching to the euro on 1 January 2007?

- yes 1
- no2
- [DK/NA].....9

Q8. (IF THE ANSWER TO Q7. IS 'NO')

Why do you expect your accounting system not to be ready for switching to the euro on 1 January 2007?
(READ OUT, MULTIPLE ANSWERS POSSIBLE)

- yes 1
- no2
- [DK/NA].....9

- A) Lack of financial means to adapt the system 1 2 9
- B) Lack of own staff to prepare the adaptations of the system 1 2 9
- C) External IT/software services are provided too late by our contractor..... 1 2 9
- D) Our external accountant will not be ready 1 2 9
- E) Other reason..... 1 2 9

Q9. Do you expect your invoicing system to be ready for switching to the euro on 1 January 2007?

- yes 1
- no2
- [DK/NA].....9

Q10. (IF THE ANSWER TO Q9. IS 'NO')

Why do you expect your invoicing system not to be ready for switching to the euro on 1 January 2007?
(READ OUT, MULTIPLE ANSWERS POSSIBLE)

- yes 1
- no2
- [DK/NA].....9

- A) Lack of financial means to adapt the system 1 2 9
- B) Lack of own staff to prepare the adaptations of the system 1 2 9
- C) External IT/software services are provided too late by our contractor..... 1 2 9
- D) Our external accountant will not be ready 1 2 9
- E) Other reason..... 1 2 9

Q11. Do you expect your payroll system to be ready for switching to the euro on 1 January 2007?

- yes1
- no2
- [DK/NA].....9

Q12. (IF THE ANSWER TO Q11. IS 'NO')

Why do you expect your payroll system not to be ready for switching to the euro on 1 January 2007?

(READ OUT, MULTIPLE ANSWERS POSSIBLE)

- yes1
 - no2
 - [DK/NA].....9
-
- A) Lack of financial means to adapt the system1 2 9
 - B) Lack of own staff to prepare the adaptations of the system1 2 9
 - C) External IT/software services are provided too late by our contractor.....1 2 9
 - D) Our external accountant will not be ready1 2 9
 - E) Other reason.....1 2 9

c. Cash-related questions

Q13. Is your enterprise a retail enterprise (e.g. shop, supermarket, etc) or does your enterprise have direct financial relations involving cash operations with consumers?

- yes1
- no2
- [DK/NA].....9

Q14. (IF THE ANSWER TO Q13. IS 'YES')

Do you expect to be supplied with euro coins before 1 January 2007 by your bank?

- yes1
- no2
- [DK/NA].....9

Q15. (IF THE ANSWER TO Q14. IS 'YES')

When do you expect to be supplied with euro coins by your bank?

- Between 1 and 8 December 20061
- Between 9 and 15 December 20062
- Between 16 and 22 December 20063
- On 23 December 2006 or later4
- [DK/NA].....9

Q16. (IF THE ANSWER TO Q14. IS 'NO')

Why will you not be supplied with euro coins before 1 January 2007? (Several answers possible)

- yes, it is an important reason.....1
 - no, it is not an important reason2
 - [DK/NA].....9
-
- A) We were not aware of the possibility of early supply of euro coins1 2 9
 - B) We see no need to receive eurocoins before 1 January 20071 2 9
 - C) We do not want to pay for the early supply of euro coins1 2 9
 - D) Because of security or storage problems1 2 9
 - E) Other reason.....1 2 9

Q17. (IF THE ANSWER TO Q13. IS 'YES')

Do you expect to be supplied with euro banknotes before 1 January 2007 by your bank?

- yes1
- no2
- [DK/NA].....9

Q18. (IF THE ANSWER TO Q17. IS 'YES')

When do you expect to be supplied with euro banknotes by your bank?

- Between 9 and 15 December 20061
- Between 16 and 22 December 20062
- On 23 December 2006 or later3
- [DK/NA].....9

Q19. (IF THE ANSWER TO Q17. IS 'NO')

Why will you not be supplied with euro banknotes before 1 January 2007?

- yes, it is an important reason.....1
 - no, it is not an important reason2
 - [DK/NA].....9
-
- A) We were not aware of the possibility of early supply of euro banknotes1 2 9
 - B) We see no need to receive euro banknotes before 1 January 20071 2 9
 - C) We do not want to pay for the early supply of euro banknotes1 2 9
 - D) Because of security or storage problems1 2 9
 - E) Other reason.....1 2 9

Euro-change

(IF THE ANSWER TO Q13. IS 'YES')

Q20. How do you intend to give change as from 1 January 2007?

- In euro1
- In tolar2
- Mixed (euro and tolar)3
- [DK/NA]9

Q21. (IF THE ANSWER TO Q20. IS 2 OR 3)

When do you intend to fully switch to giving change exclusively in euro?

- On 5 January 2007 at the latest1
- Between 6 and 10 January 20072
- Between 11 and 14 January 20073
- Later4
- [DK/NA]9

d. Price policy

Q23. When you established (or when you will establish) your prices in euro, how did (will) you proceed for the adjustment of "psychological" prices, such as 599 tolar, which due to the application of the conversion rules would result in awkward amounts in euro?

- exact application of the conversion rules (without further adjustment)1
- mostly adjusting the price upwards2
- mostly adjusting the price downwards3
- overall neutral approach (partly adjusting upwards, partly downwards)4
- [DK/NA]9

Q24. When did you establish your prices (or the prices of the majority of your products/services) in euro or when will you do so?

- Before the fixing of the conversion rate (11 July 2006)1
- Between 11 July 2006 and 31 October 20062
- Between 1 November and 31 December 20063
- Between 1 and 14 January 2007 (dual circulation period)4
- [DK/NA]9

Q25. Are you facing any of the following problems or difficulties concerning the dual display of prices?

- yes, facing the problem1
- no, does not face this problem2
- [DK/NA]9

- A) Technical problems (on receipts, price displays, etc)1 2 9
- B) Calculation errors by the staff1 2 9
- C) Consumer complaints1 2 9
- D) Too time consuming1 2 9
- E) Very costly1 2 9
- F) Other problems1 2 9

Q26. Do you intend to continue dual display (voluntarily) beyond the period during which it is required by law (i.e. 30 June 2007)?

- yes1
- no2
- [DK/NA].....9

Q27. (IF THE ANSWER TO Q26. IS 'YES')

Until when do you intend to continue dual display (voluntarily)?

- Until end of 20071
- Until mid 20082
- Until end of 20083
- Beyond 20084
- [DK/NA]9

Q28. Which of the following institutions are your preferred distributors for information on the euro? (several answers possible; read out)

- preferred1
- not preferred2
- [DK/NA]9

- A) National Central Bank1 2 9
- B) European Institutions1 2 9
- C) Commercial banks1 2 9
- D) Government, regional and local authorities1 2 9
- E) Consumers associations1 2 9
- F) Journalists1 2 9
- G) Trade unions, professional organisations1 2 9
- H) Other1 2 9

Q29. Do you think that you have received sufficient information on the euro and the changeover?

- Yes1
- No2
- [DK/NA]9

Q30. (IF THE ANSWER TO Q29. IS 'NO')

In which areas would you still like to receive more information? (several answers possible; read out)

- would like more information on1
- wouldn't like more information on2
- [DK/NA]9

- A) Changeover scenario1 2 9
- B) Conversion rate1 2 9
- C) Conversion rules, including rounding rules1 2 9
- D) Effect of the euro on contracts, salaries etc1 2 9
- E) Design of the euro banknotes and coins1 2 9
- F) Frontloading and subfrontloading1 2 9
- G) Dual display of prices1 2 9
- H) Return of national cash to the central bank1 2 9
- I) Other1 2 9