



# Survey design for Eastern Europe

## Survey objectives

Atradius conducts annual reviews of international corporate payment practices through a survey called the “Atradius Payment Practices Barometer”. In this report focusing on Eastern Europe, which is part of the 2017 edition of the Atradius Payment Practices Barometer, companies from 5 countries (Czech Republic, Hungary, Poland, Slovakia and Turkey) have been surveyed.

Using a questionnaire, Conclusr Research conducted a net of 1,021 interviews. All interviews were conducted exclusively for Atradius, without any combination of topics.

## Survey scope

- Basic population: companies from 5 countries (Czech Republic, Hungary, Poland, Slovakia and Turkey) were monitored. The appropriate contacts for accounts receivable management were interviewed.
- Selection process – Internet survey: companies were selected and contacted by use of an international Internet panel. A screening for the appropriate contact and for quota control was conducted at the beginning of the interview.
- Sample: N=1,021 people were interviewed in total (approximately n=200 people per country). In each country a quota was maintained according to four classes of company size.
- Interview: Web-assisted personal interviews (WAPI) of approximately 15 minutes duration. Interview period: Q1 of 2017.

## Sample overview – Total interviews = 1,021

Country	n	%
Czech Republic	202	19.8%
Hungary	200	19.6%
Poland	210	20.6%
Slovakia	202	19.8%
Turkey	207	20.3%

  

Industry	n	%
Manufacturing	339	33.2%
Wholesale / Retail / Distribution	257	25.2%
Services	425	41.6%

  

Business size	n	%
Micro-enterprises	382	37.4%
SMEs (Small/Medium enterprises)	546	53.5%
Large enterprises	93	9.1%

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