Palestinian Central Bureau of Statistics

Survey on the Perception of the Owners/Managers of the Industrial Establishments Towards the Economic Conditions, May 2005

The press conference of the survey results

July, 2005

Suggested Citation:

Palestinian Central Bureau of Statistics, 2005. *Survey on the Perception of the Owners/Managers of the Industrial Establishments Towards the Economic Conditions, May 2005*
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Contents

Press Release
On the Main Findings of the Survey on the Perception of the Owners/Managers of the Industrial Establishments Towards the Economic Conditions, May 2005

Continuing decrease in the level of optimastism in the opinion of improving establishments' conditions during May compared with January 2005.

Industrial Activity is one of the bases of the economy, and in the Palestinian situation this activity comprises a share of 10.2% of the Gross Domestic Product at constant prices for the year 2003, while its share was 15.7% before the outbreak of Al-Aqsa Intifada. This survey conducted to give an overview on the perception of the owners/managers of the Industrial establishments about the economic conditions. Data collection took place during the period 2/6/2005-23/6/2005 on a sample composed of 261 establishments, of which 211 in Remaining West Bank and 50 in Gaza Strip. Large Industrial Establishments were choosen, which comprise 70% of the total industrial output.

Overall trend: Continuous Decline in the perception of the owners/managers of the industrial establishments towards the economic conditions

Levels of optimisms in general declined continuously in different indicators during May compared with January 2005. Therefore, the percentage of whom are expecting improvement on the establishments situation declined by 12.6% during May compared with 1.1% during April, in addition to that the percentage of whom are expecting higher employment level declined by 42.9% compared with 33.6% for the same months. On the other side, improvements were reported on the perceptions of the managers who expect higher volumes of sales during May compared with January as this percentage reached 4.4%, and lower volumes of sales compared with April.

There were significant differences on the geographic regions, as the percentage of owner expecting improvements on the situations declined by 8.3% in Remaining West Bank during May compared with January 2005, while it was 27.2% in Gaza Strip during the same period. Meanwhile, the percentage of owners who expected higher level of employment decreased by 61.5% in Remaining West Bank compared with 16.8% in Gaza Strip, as the percentage of owners who expected higher volume of sales increased by 10.3% in Remaining West Bank compared with a decrease by 14.6% in Gaza Strip for the same period.

In addition to that, the overall trend for the pessimistic expectations for the coming six months in Palestinian Territory with no differences at the level of geographic regions, as the perception of the owners who are expecting improvement on their establishments decreased by 30.2% during May compared with 21.8% during April and the percentage of owners expecting higher level of employments decreased by 54.5% compared with 43.1% for the same months. On other hand, the percentage of owners expecting increasing in the volume of sales decreased during the next six months by 20.5% during May compared with 18.3% during April.

The above indicators indicate a general decline in the optimistic levels on the expectation of having positive improvements on the establishments situations according to the perceptions of the mangers of those establishments compared with their expectations on the beginning of the year 2005.

The Current Situation: Remaining West Bank opinions are more optimistic than Gaza Strip

As for the expectations in the short run for June 2005, 40.8% of the owners/managers of the industrial establishments expect a better situation for their establishments compared with May (42.2% in Remaining West Bank and 36.4% in Gaza Strip), against 9.5% expected a worse situation (7.5% in Remaining West Bank and 15.9% in Gaza Strip), while 49.7% expected no changes (50.3% in Remaining West Bank and 47.7% in Gaza Strip).

The main findings of the survey regarding the level of employment were optimatic, as 21.5% expected increase in employment level, while 6.8% expected a decline, and 71.7% expect the same level.

Regarding the sales volume, 47.6% of the owners/managers of the industrial establishments in Remaining West Bank and Gaza Strip expect higher sales volume, and 9.4% expect lower sales volume.

Mid-Term Expectations shows 59.1% of the owners/ mangers in Gaza Strip expect better situation for their establishments compared with 52.4% in Remaining West Bank

As for the expectation on the mid term (the next six months), 59.1% of the owners/managers of the industrial establishments in Gaza Strip expect a better situation for their establishment compared with May, against 52.4% in Remaining West Bank. Meanwhile, 13.6% expected a worse situation in Remaining West Bank against 12.2% in Gaza Strip, while 27.3% and 35.4% expected no changes in Remaining West Bank and Gaza Strip consequently.

The expectations of the owners/managers of the industrial establishments in Gaza Strip were optimistic as there is no expected decline in employment level, while 68.2% expected increasing, and 31.8% expected the same level. In Remaining West Bank, owners/ managers were less optimistic as 15.0% expected increasing employment level and 76.8% expected the same level, and 8.2% expected decreasing level of employment.

Data reveal that 61.8% of the owners/managers of the industrial establishments reported that the volume of sales would increase in the coming six months (57.8% in Remaining West Bank, and 75.0% in Gaza Strip), while 7.3% of them expect a decline in the volume of their sales (8.8% in Remaining West Bank and 2.3% in Gaza Strip).

Summary

First: On the overall trend:

- The percentage of who are expecting improvements on the establishment's situation declined by 12.6% during May compared with 1.1% during April 2005 (Base month is January 2005).
- The percentage of who are expecting higher level of employment declined by 42.9% during May compared with 33.6% during April 2005 (Base month is January).
- On the other side, improvements were reported on the perceptions of the managers who are expect higher volumes of sales as this percentage reached 4.4% during May compared with 5.7% during April.

Second: The expectations of the owners/ mangers of the industrial establishments were optimistic on the mid term period compared to the short-term expectations, which can appear from the following:

- As for the establishment situation, 40.8% of the owners/ mangers of the industrial establishments expect better situation during the next month while this percentage was 53.9% for the mid term expectations.
- 21.4% of the owners were optimistic in their expectations about the level of employment for the next month, meanwhile this percent increased to 27.2% for the next six months.
- 47.6% expect increases in the volume of sales in the short-term expectation, while this percentage was 61.8% for the next six months.

Third: The expectations of the owners/ mangers of the industrial establishments were more optimistic for Gaza Strip compared to the expectations of the owners in Remaining West Bank, which can appear from the following:

- 68.2% of the owners were optimistic in their expectations about increasing the level of employment in Gaza Strip; meanwhile this percent was 15.0% in Remaining West Bank.
- 75.0% expect increases in the volume of sales over the short-term expectation in Gaza Strip compared with 57.8% in Remaining West Bank.

Fourth: The expectations of the owners/ mangers of the industrial establishments on the expected sales level stability or decline were different in Gaza Strip compared to the expectations of the owners in Remaining West Bank, which can appear from the following:

- 43.2% % of the owners/ mangers of the industrial establishments in Remaining West Bank reported that the decline in the consumer purchasing power as the main reason affecting the sales level while 35.0% in Gaza Strip reported it as the main reason.
- 15.0% of the owners in Gaza Strip refer that the difficulties in obtaining needed raw materials or inputs consider as the main reason affecting the level of sales, while 1.5% refer to that reason in Remaining West Bank.
- 16.9% of the owners/ managers of the industrial establishments in Remaining West Bank expect that the difficulties in marketing as the main reason affecting the level of sales.

جدول 1: التغيرات التي طرأت على توقعات أصحاب/مدراء المنشآت الصناعية حول أهم المؤشرات في باقي الضفة الغربية وقطاع غزة

Table 1: Changes in Expectations of Owners/ Managers of the Industrial Establishments about the Main Indicators in Remaining West Bank and Gaza Strip

Indicator	*May 2005 أيار %		*April 2005 نيسان %		*March2005 آذار %		*February 2005 شباط %		*January 2005 كانون ثاني %		المؤشر
	الستة شهور القادمة Next six Months	حزيران June	الستة شهور القادمة Next six Months	أيار May	الستة شهور القادمة Next six Months	نيسان April	الستة شهور القادمة Next six Months	آذار March	الستة شهور القادمة Next six Months	شباط February	
Percentage of who are expecting better Establishment situation	53.9	40.8	60.4	46.2	62.2	42.1	66.5	42.7	77.2	46.7	نسبة المتفائلين بتحسن وضع المنشأة
Percentage of who are expecting higher employment level	27.2	21.4	34.0	24.9	37.9	21.1	46.4	27.0	59.8	37.5	نسبة المتفائلين بارتفاع مستوى التشغيل
Percentage of who are expecting higher sales volume	61.8	47.6	63.5	48.2	68.4	50.0	69.7	48.1	77.7	45.6	نسبة المتفائلين بارتفاع حجم المبيعات

*Data collection for January took place during 4/2/2005-6/3/2005.

*Data collection for February took place during 2-23/3/2005.

*Data collection for March took place during 2-23/4/2005.

*Data collection for April took place during 2-23/5/2005.

*Data collection for May took place during 2-23/6/2005.

* نفذ العمل الميداني لدورة شهر كانون ثاني خلال الفترة 2005/2/4 - 2005/3/6

* نفذ العمل الميداني لدورة شهر شباط خلال الفترة 2-2005/3/23.

* نفذ العمل الميداني لدورة شهر آذار خلال الفترة 2-2005/4/23.

* نفذ العمل الميداني لدورة شهر نيسان خلال الفترة 2-2005/5/23.

* نفذ العمل الميداني لدورة شهر أيار خلال الفترة 2-2005/6/23.

جدول 2: التغيرات التي طرأت على توقعات أصحاب/مدراء المنشآت الصناعية حول أهم المؤشرات في باقي الضفة الغربية

Table 2: Changes in Expectations of Owners/ Managers of the Industrial Establishments about the Main Indicators in Remaining West Bank

Indicator	*May 2005 أيار %		*April 2005 نيسان %		*March 2005 آذار %		*February 2005 شباط %		*January 2005 كانون ثاني %		المؤشر
	الستة شهور القادمة Next six Months	حزيران June	الستة شهور القادمة Next six Months	أيار May	الستة شهور القادمة Next six Months	نيسان April	الستة شهور القادمة Next six Months	آذار March	الستة شهور القادمة Next six Months	شباط February	
Percentage of who are expecting better Establishment situation	59.1	42.2	59.8	43.5	62.4	47.0	67.7	42.3	74.5	46.0	نسبة المتفائلين بتحسن وضع المنشأة
Percentage of who are expecting higher employment level	15.0	13.0	26.0	17.5	28.2	18.7	40.3	23.5	42.7	33.8	نسبة المتفائلين بارتفاع مستوى التشغيل
Percentage of who are expecting higher sales volume	57.8	46.2	63.0	46.1	65.1	54.4	69.1	49.0	73.0	41.9	نسبة المتفائلين بارتفاع حجم المبيعات

*Data collection for January took place during 4/2/2005-6/3/2005.

*Data collection for February took place during 2-23/3/2005.

*Data collection for March took place during 2-23/4/2005.

*Data collection for April took place during 2-23/5/2005.

*Data collection for May took place during 2-23/6/2005.

* نفذ العمل الميداني لدورة شهر كانون ثاني خلال الفترة 2005/2/4 - 2005/3/6

* نفذ العمل الميداني لدورة شهر شباط خلال الفترة 2-2005/3/23.

* نفذ العمل الميداني لدورة شهر آذار خلال الفترة 2-2005/4/23.

* نفذ العمل الميداني لدورة شهر نيسان خلال الفترة 2-2005/5/23.

* نفذ العمل الميداني لدورة شهر أيار خلال الفترة 2-2005/6/23.

جدول3: توقعات أصحاب/مدراء المنشآت الصناعية حول أهم المؤشرات في قطاع غزة

Table 3: Changes in Expectations of Owners/ Managers of the Industrial Establishments about the Main Indicators in Gaza Strip

Indicator	*May 2005 أيار %		*April 2005 نيسان %		*March 2005 آذار %		*February 2005 شباط %		*January 2005 كانون ثاني %		المؤشر
	الستة شهور القادمة Next six Months	حزيران June	الستة شهور القادمة Next six Months	أيار May	الستة شهور القادمة Next six Months	نيسان April	الستة شهور القادمة Next six Months	آذار March	الستة شهور القادمة Next six Months	شباط February	
Percentage of who are expecting better Establishment situation	52.4	36.4	62.8	55.8	60.9	24.4	61.2	44.5	88.9	50.0	نسبة المتفائلين بتحسن وضع المنشأة
Percentage of who are expecting higher employment level	68.2	50.0	62.8	51.1	73.2	29.3	72.2	41.7	88.9	42.8	نسبة المتفائلين بارتفاع مستوى التشغيل
Percentage of who are expecting higher sales volume	75.0	52.2	65.1	55.8	80.5	34.1	72.2	44.5	97.2	61.1	نسبة المتفائلين بارتفاع حجم المبيعات

*Data collection for January took place during 4/2/2005-6/3/2005.

*Data collection for February took place during 2-23/3/2005.

*Data collection for March took place during 2-23/4/2005.

*Data collection for April took place during 2-23/5/2005.

*Data collection for May took place during 2-23/6/2005.

* نفذ العمل الميداني لدورة شهر كانون ثاني خلال الفترة 2005/2/4 - 2005/3/6

* نفذ العمل الميداني لدورة شهر شباط خلال الفترة 2-2005/3/23.

* نفذ العمل الميداني لدورة شهر آذار خلال الفترة 2-2005/4/23.

* نفذ العمل الميداني لدورة شهر نيسان خلال الفترة 2-2005/5/23.

* نفذ العمل الميداني لدورة شهر أيار خلال الفترة 2-2005/6/23.

جدول 4: التوزيع النسبي لآراء أصحاب/مدراء المنشآت الصناعية حول أداء المنشآت من حيث الإنتاج خلال شهر أيار2005 بالمقارنة مع شهر نيسان 2005 حسب المنطقة

Table4: Percentage Distribution of Owners/Managers of the Industrial Establishments According to their Opinions about Establishments Production During May 2005 Compared with April 2005 by Region

Attitude	قطاع غزة Gaza Strip %	باقي الضفة الغربية Remaining West Bank %	باقي الضفة الغربية وقطاع غزة Remaining West Bank and Gaza Strip %	الاتجاه
A lot better	0.0	5.4	4.2	أفضل بكثير
Somewhat better	40.9	37.4	38.2	أفضل إلى حد ما
About the same/ Unchanged	43.2	27.2	30.9	نفس الشيء/ لم يطرأ تغير يذكر
Somewhat worse	15.9	27.3	24.6	أسوأ إلى حد ما
A lot worse	0.0	2.7	2.1	أسوأ بكثير
Total	**100.0**	**100.0**	**100.0**	**المجموع**

جدول 5: التوزيع النسبي لآراء أصحاب/مدراء المنشآت الصناعية حسب توقعاتهم بشأن وضع إنتاج المنشآت خلال شهر حزيران 2005 والشهور الستة القادمة حسب المنطقة

Table 5: Percentage Distribution of Owners/Managers of the Industrial Establishments According to their Expectation about Establishments Production in June 2005 and Next Six Months by Region

Attitude	Time Period and Region المنطقة والفترة الزمنية						الاتجاه
	قطاع غزة Gaza Strip		باقي الضفة الغربية Remaining West Bank		باقي الضفة الغربية وقطاع غزة Remaining West Bank and Gaza Strip		
	خلال الشهور الستة القادمة Next Six Months %	خلال شهر حزيران June %	خلال الشهور الستة القادمة Next Six Months %	خلال شهر حزيران June %	خلال الشهور الستة القادمة Next Six Months %	خلال شهر حزيران June %	
A lot better	9.1	0.0	6.1	1.4	6.8	1.0	افضل بكثير
Somewhat better	50.0	36.4	46.3	40.8	47.1	39.8	افضل الى حد ما
About the same/ Unchanged	27.3	47.7	35.4	50.3	33.5	49.7	تقريبا نفس الشيء
Somewhat worse	13.6	15.9	12.2	6.8	12.6	9.0	أسوء الى حد ما
A lot worse	0.0	0.0	0.0	0.7	0.0	0.5	أسوء بكثير
Total	**100.0**	**100.0**	**100.0**	**100.0**	**100.0**	**100.0**	**المجموع**

جدول 6: توزيع آراء أصحاب/مدراء المنشآت الصناعية حول المشاكل التي واجهت المنشآت خلال شهري أيار وحزيران2005 لباقي الضفة الغربية قطاع غزة

Table 6: Distribution of Owners/Managers of the Industrial Establishments According to their Views about the Problems Faced the Establishment During May and June 2005 in Remaining West Bank and Gaza Strip

Problem	Time period and Opinion									الوصف والفترة الزمنية	المشكلة
	أسوء بكثير Much Worse		أسوء الى حد ما Worse		تقريبا نفس الشيء/ لم يطرأ تغيير يذكر Same/without change		افضل الى حد ما Better		افضل بكثير Much better		
	خلال شهر حزيران June %	خلال شهر أيار May %	خلال شهر حزيران June %	خلال شهر أيار May %	خلال شهر حزيران June %	خلال شهر أيار May %	خلال شهر حزيران June %	خلال شهر أيار May %	خلال شهر حزيران June %	خلال شهر أيار May %	
Business did not suffer	1.6	0.0	3.6	7.4	61.5	60.9	29.1	29.1	4.2	2.6	أداء المؤسسة بشكل عام
Difficulties in obtaining needed raw materials or inputs	0.0	0.0	3.7	5.3	74.9	77.0	16.6	15.0	4.8	2.7	الحصول على المواد الأولية اللازمة ومدخلات الإنتاج
Problems of employees reaching place of work	0.0	0.0	2.1	0.0	76.7	78.3	12.7	16.4	8.5	5.3	وصول العاملين إلى مكان العمل
Unable to open/operate/work	0.0	0.0	1.1	1.6	76.1	77.2	15.9	16.4	6.9	4.8	تمكن المنشاة من فتح باب/تشغيل/العمل بشكل منتظم.
Difficulties in transporting finished goods to market	0.0	0.5	5.3	4.8	73.0	75.7	17.5	18.5	4.2	0.5	صعوبات في شحن المنتجات الجاهزة للسوق
Financial problems or unable to obtain bank loans	1.1	1.1	4.8	4.8	79.3	84.0	11.6	8.5	3.2	1.6	الأوضاع المالية الخاصة، و التسهيلات من البنوك
Others	0.0	0.0	52.9	58.8	47.1	41.2	0.0	0.0	0.0	0.0	غير ذلك

جدول 7: توزيع آراء أصحاب/مدراء المنشآت الصناعية حول المشاكل التي واجهت المنشآت خلال شهري أيار وحزيران 2005 لباقي الضفة الغربية

Table 7: Distribution of Owners/Managers of the Industrial Establishments According to their Views about the Problems Faced the Establishment During May and June 2005 in Remaining West Bank

Problem	Time period and Opinion الوصف والفترة الزمنية										المشكلة
	أسوء بكثير Much Worse		أسوء الى حد ما Worse		تقريبا نفس الشيء/ لم يطرأ تغيير يذكر Same/without change		افضل الى حد ما Better		افضل بكثير Much better		
	خلال شهر حزيران June %	خلال شهر أيار May %	خلال شهر حزيران June %	خلال شهر أيار May %	خلال شهر حزيران June %	خلال شهر أيار May %	خلال شهر حزيران June %	خلال شهر أيار May %	خلال شهر حزيران June %	خلال شهر أيار May %	
Business did not suffer	2.0	0.0	3.4	8.3	69.6	66.9	20.9	21.4	4.1	3.4	أداء المؤسسة بشكل عام
Difficulties in obtaining needed raw materials or inputs	0.0	0.0	1.4	2.8	88.1	88.1	7.7	6.3	2.8	2.8	الحصول على المواد الأولية اللازمة ومدخلات الإنتاج
Problems of employees reaching place of work	0.0	0.0	2.8	0.0	91.7	93.8	1.4	2.8	4.1	3.4	وصول العاملين إلى مكان العمل
Unable to open/operate/work	0.0	0.0	1.4	2.1	89.7	91.0	5.5	4.1	3.4	2.8	تمكن المنشاة من فتح باب/تشغيل/العمل بشكل منتظم.
Difficulties in transporting finished goods to market	0.0	0.7	4.8	3.4	84.8	86.2	9.7	9.0	0.7	0.7	صعوبات في شحن المنتجات الجاهزة للسوق
Financial problems or unable to obtain bank loans	1.4	1.4	2.0	2.0	91.0	91.7	2.8	2.8	2.8	2.1	الأوضاع المالية الخاصة، و التسهيلات من البنوك
Others	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	غير ذلك

جدول 8: توزيع آراء أصحاب/مدراء المنشآت الصناعية حول المشاكل التي واجهت المنشآت خلال شهري أيار وحزيران 2005 في قطاع غزة

Table 8: Distribution of Owners/Managers of the Industrial Establishments According to their Views about the Problems Faced the Establishment During May and June 2005 in Gaza Strip

Problem	Time period and Opinion									الوصف والفترة الزمنية	المشكلة
	أسوء بكثير Much Worse		أسوء الى حد ما Worse		تقريبا نفس الشيء/ لم يطرأ تغيير يذكر Same/without change		افضل الى حد ما Better		افضل بكثير Much better		
	خلال شهر حزيران June %	خلال شهر أيار May %	خلال شهر حزيران June %	خلال شهر أيار May %	خلال شهر حزيران June %	خلال شهر أيار May %	خلال شهر حزيران June %	خلال شهر أيار May %	خلال شهر حزيران June %	خلال شهر أيار May %	
Business did not suffer	0.0	0.0	4.5	4.5	34.1	41.0	56.9	54.5	4.5	0.0	أداء المؤسسة بشكل عام
Difficulties in obtaining needed raw materials or inputs	0.0	0.0	11.4	13.6	31.7	40.9	45.5	43.2	11.4	2.3	الحصول على المواد الأولية اللازمة ومدخلات الإنتاج
Problems of employees reaching place of work	0.0	0.0	0.0	0.0	27.3	27.2	50.0	61.4	22.7	11.4	وصول العاملين إلى مكان العمل
Unable to open/operate/work	0.0	0.0	0.0	0.0	31.8	31.8	50.0	56.8	18.2	11.4	تمكن المنشاة من فتح باب/تشغيل/العمل بشكل منتظم.
Difficulties in transporting finished goods to market	0.0	0.0	6.8	9.1	34.1	40.9	43.2	50.0	15.9	0.0	صعوبات في شحن المنتجات الجاهزة للسوق
Financial problems or unable to obtain bank loans	0.0	0.0	13.6	13.6	40.9	59.1	41.0	27.3	4.5	0.0	الأوضاع المالية الخاصة، و التسهيلات من البنوك
Others	0.0	0.0	52.9	58.8	47.1	41.2	0.0	0.0	0.0	0.0	غير ذلك

جدول 9: التوزيع النسبي لآراء أصحاب/مدراء المنشآت الصناعية حسب توقعاتهم بشأن مستوى التشغيل في المنشآت في المستقبل حسب المنطقة

Table 9: Percentage Distribution of Owners/Managers of the Industrial Establishments According to their Expectation about Level of Employment in the Establishments in the Future by Region

Level of employment	Time Period and Region المنطقة والفترة الزمنية						مستوى التشغيل
	قطاع غزة Gaza Strip		باقي الضفة الغربية Remaining West Bank		باقي الضفة الغربية وقطاع غزة Remaining West Bank and Gaza Strip		
	الستة شهور القادمة Next Six Months %	حزيران June %	الستة شهور القادمة Next Six Months %	حزيران June %	الستة شهور القادمة Next Six Months %	حزيران June %	
Significantly higher	9.1	0.0	3.4	1.4	4.7	1.0	أعلى بكثير
Somewhat higher	59.1	50.0	11.6	11.6	22.5	20.5	أعلى إلى حد ما
About the same	31.8	50.0	76.8	78.1	66.5	71.7	تقريبا نفس المستوى
Somewhat less	0.0	0.0	8.2	8.2	6.3	6.3	أقل بعض الشيء
Significantly less	0.0	0.0	0.0	0.7	0.0	0.5	أقل بكثير
Total	**100.0**	**100.0**	**100.0**	**100.0**	**100.0**	**100.0**	**المجموع**

جدول 10: التوزيع النسبي لآراء أصحاب/مدراء المنشآت الصناعية حسب توقعاتهم حول قيمة المبيعات للمنشآت في المستقبل حسب المنطقة

Table 10: Percentage Distribution of Owners/Managers of the Industrial Establishments According to their Expectation about Value of Sales in the Establishments in the Future by Region

Value of sales	Time Period and Region المنطقة والفترة الزمنية						قيمة المبيعات
	قطاع غزة Gaza Strip		باقي الضفة الغربية Remaining West Bank		باقي الضفة الغربية وقطاع غزة Remaining West Bank and Gaza Strip		
	الستة شهور القادمة Next Six Months %	حزيران June %	الستة شهور القادمة Next Six Months %	حزيران June %	الستة شهور القادمة Next Six Months %	حزيران June %	
Significantly higher	13.6	0.0	4.1	1.4	6.3	1.0	أعلى بكثير
Somewhat higher	61.4	52.2	53.7	44.8	55.5	46.6	أعلى إلى حد ما
About the same	22.7	45.5	33.4	42.2	30.9	43.0	تقريبا نفس المستوى
Somewhat less	2.3	2.3	8.8	11.6	7.3	9.4	أقل بعض الشيء
Significantly less	0.0	0.0	0.0	0.0	0.0	0.0	أقل بكثير
Total	**100.0**	**100.0**	**100.0**	**100.0**	**100.0**	**100.0**	**المجموع**

جدول 11: التوزيع النسبي لآراء أصحاب/مدراء المنشآت الصناعية حسب توقعاتهم بشأن أسباب تراجع أو ثبات المستوى المتوقع للمبيعات حسب المنطقة

Table 11: Percentage Distribution of Owners/Managers of the Industrial Establishments According to their Expectation about the Expected Sales Level Stability or Decline by Region

Reason	قطاع غزة Gaza Strip %	باقي الضفة الغربية Remaining West Bank %	باقي الضفة الغربية وقطاع غزة Remaining West Bank and Gaza Strip %	السبب
Decrease in Demand	10.0	4.6	5.9	تراجع الطلب على منتجات المنشأة
Lack of credit/finance	0.0	1.5	1.2	نقص التمويل والقدرة على الاقتراض
Difficulties in Exporting Finished goods	10.0	1.5	3.5	صعوبات في التصدير
Difficulties in obtaining needed raw materials or inputs	15.0	1.5	4.7	صعوبات في وصول مستلزمات الانتاج للمنشأة
Employees unable reaching place of work	0.0	0.0	0.0	عدم تمكن العاملين من الوصول الى أماكن عملهم
Decline in the Consumer Purchasing Power	35.0	43.2	41.2	انخفاض القدرة الشرائية للمستهلكين
Obstacles in Marketing	0.0	16.9	12.9	صعوبة تسويق المنتجات
Competitive Goods	15.0	7.7	9.4	ظهور سلع منافسة
Other	15.0	23.1	21.2	أخرى
Total	**100.0**	**100.0**	**100.0**	**المجموع**