

### Example of the calculation of the construction confidence indicator

<b>Question</b>	<b>Current order books</b>
<b>Distribution of responses</b>	more than sufficient 15.4%, sufficient (normal for the season) 38.7%, not sufficient 45.9%
<b>Balance</b>	$15.4 - 45.9 = -30.5$
<b>Question</b>	<b>Employment over the next 3 months</b>
<b>Distribution of responses</b>	increase 20.5%, remain unchanged 55.2%, decrease 24.3%
<b>Balance</b>	$20.5 - 24.3 = -3.8$
<b>Confidence indicator</b>	$(-30.5 + -3.8) / 2 = -17.1$

### Example of the calculation of the retail trade confidence indicator

<b>Question</b>	<b>Sales over the last 3 months</b>
<b>Distribution of responses</b>	increased 37.1%, remained unchanged 36.9%, decreased 26%
<b>Balance</b>	$37.1 - 26 = 11.1$
<b>Question</b>	<b>Volume of stock currently hold</b>
<b>Distribution of responses</b>	too large 11.6%, adequate (normal for the season) 86.5%, too small 1.9%
<b>Balance</b>	$11.6 - 1.9 = 9.7$
<b>Question</b>	<b>Sales over the next 3 months</b>
<b>Distribution of responses</b>	increase 56.3%, remain unchanged 28.1%, decrease 15.6%
<b>Balance</b>	$56.3 - 15.6 = 40.7$
<b>Confidence indicator</b>	$(11.1. + (-9.7) + 40.7) / 3 = 14.0$

### Example of the calculation of the services confidence indicator

<b>Question</b>	<b>Sales of services over the last 3 months</b>
<b>Distribution of responses</b>	improved 14.2%, remained unchanged 59.7%, decreased 26.1%
<b>Balance</b>	$14.2 - 26.1 = -11.9$
<b>Question</b>	<b>Demand over the last 3 months</b>
<b>Distribution of responses</b>	increased 29.3%, remained unchanged 40.1%, decreased 30.6%
<b>Balance</b>	$29.3 - 30.6 = -1.3$
<b>Question</b>	<b>Demand over the next 3 months</b>
<b>Distribution of responses</b>	increase 39.6%, remain unchanged 33.6%, decrease 26.8%
<b>Balance</b>	$39.6 - 26.8 = 12.8$
<b>Confidence indicator</b>	$(-11.9 + -1.3 + 12.8) / 3 = -0.1$

## Example of the calculation of the industrial confidence indicator

<b>Question</b>	<b>Current overall order books</b>
<b>Distribution of responses</b>	more than sufficient 11.6%, sufficient (normal for the season) 54.1%, not sufficient 34.3%
<b>Balance</b>	$11.6 - 34.3 = -22.7$
<b>Question</b>	<b>Current stock of finished products</b>
<b>Distribution of responses</b>	too large 5.2%, adequate (normal for the season) 79.9%, too small 14.9%
<b>Balance</b>	$5.2 - 14.9 = -9.7$
<b>Question</b>	<b>Production over the next 3 months</b>
<b>Distribution of responses</b>	increase 31.6%, remain unchanged 47%, decrease 21.4%
<b>Balance</b>	$31.6 - 21.4 = 10.2$
<b>Confidence indicator</b>	$(-22.7 + (-9.7) + 10.2) / 3 = -0.9$