Palestinian National Authority
Palestinian Central Bureau of Statistics

Survey on the Perceptions of the Owners/Managers of the Industrial Establishments Toward the Economic Conditions, December 2005

The press conference of the survey results

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Survey on the Perceptions of the Owners/Managers of the Industrial Establishments Toward the Economic Conditions, December 2005

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, December 2005

Continious decline in the level of optimism in the opinion of improving establishments' conditions during December compared with January 2005.

Industrial Activity is one of the bases of the economy, since the preliminary estimates for the Gross Domestic Product 2005 indicates that the industrial activity comprises a share of 12.7% of the Gross Domestic Product at constant prices, 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 2-22/1/2005 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 comparing to January 2005

Levels of optimism in general declined continuously in different indicators during December compared with January 2005. The percentage of whom are expecting improvement on the establishments situation declined by 37.9% during December compared with 27.2% during November, in addition to that the percentage of whom are expecting higher employment level increased by 0.8% compared with a decline by 58.1% for the same months. At the same time, increasing were reported on the perceptions of the managers who expect higher volumes of sales during December compared with January 2005 as this percentage increased by 0.2%, compared with decreasing in the perception by 18.2% during November.

There were differences on the geographic regions, as the percentage of owner expecting improvements on the situations declined by 45.0% in Remaining West Bank during December compared with January 2005, while it declined by 37.6% in Gaza Strip during the same period. Meanwhile, the percentage of owners who expected higher level of employment decreased by 71.9% in Remaining West Bank compared with an increase by 28.0% in Gaza Strip, the percentage of owners who expected higher volume of sales decreased by 17.2% in Remaining West Bank compared with a decline by 14.7% in Gaza Strip for the same period.

In addition to that, the overall trend for the pessimistic expectations for the coming six months in Remaining West Bank and Gaza Strip reported a significant differences at the level of geographic regions, as the perception of the owners who are expecting improvements on their establishments decreased by 28.9% during December compared with 48.7% during November and the percentage of owners expecting higher level of employments decreased by 15.4% compared with 63.2% for the same months. In the same line, the percentage of owners expecting increases in the volume of sales decreased during the next six months by 21.2% during December compared with a decline by 38.6% during November.

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

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

As for the expectations in the short run for January 2006, 29.0% of the owners/managers of the industrial establishments expect a better situation for their establishments compared with December 2005 (25.3% in Remaining West Bank and 31.2% in Gaza Strip), against 8.3% expected a worse situation (10.8% in Remaining West Bank and 6.8% in Gaza Strip), while 62.7% expected no changes (63.9% in Remaining West Bank and 62.0% in Gaza Strip).

The main findings of the survey regarding the level of employment were optimatic, as 37.8% expected increase in employment level (9.5% in Remaining West Bank and 54.8% in Gaza Strip), while 9.6% expected a decline (6.2% in Remaining West Bank and 11.6% in Gaza Strip), and 52.6% expect the same level (84.3% in Remaining West Bank and 33.6% in Gaza Strip).

Regarding the sales volume, 45.7% of the owners/managers of the industrial establishments in Remaining West Bank and Gaza Strip expect higher sales volume (34.7% in Remaining West Bank and 52.1% in Gaza Strip), and 14.5% expect lower sales volume (11.0% in Remaining West Bank and 16.5% in Gaza Strip).

Mid-Term Expectations shows 62.7% of the owners/ mangers in Gaza Strip expect better situation for their establishments compared with 41.7% in Remaining West Bank

As for the expectation on the mid term (the next six months), 62.7% of the owners/managers of the industrial establishments in Gaza Strip expect a better situation for their establishment compared with December, against 41.7% in Remaining West Bank. Meanwhile, 8.5% expected a worse situation in Remaining West Bank while it was 3.4% in Gaza Strip, 49.8% and 33.9% 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 72.4% expected increase in employment level, while 11.4% expected decreasing, and 16.2% expected the same level. In Remaining West Bank, owners/ managers were less optimistic as 13.1% expected increasing employment level and 79.9% expected the same level, and 7.0% expected decreasing level of employment.

Data reveal that 61.2% of the owners/managers of the industrial establishments reported that the volume of sales would increase in the coming six months (44.9% in Remaining West Bank, and 70.8% in Gaza Strip), while 11.0% of them expect a decline in the volume of their sales (10.0% in Remaining West Bank and 11.4% in Gaza Strip).

Summary

First: On the overall trend:

- The percentage of whom is expecting improvements on the establishment's situation declined by 37.9% during December compared with 27.2% during November 2005 (Base month is January 2005).
- The percentage of whom is expecting higher level of employment increased by 0.8% during December compared with 58.1% during November 2005 (Base month is January 2005).

- At the same line, increasing were reported on the perceptions of the managers whom is expecting higher volumes of sales as it was increased by 0.2% during December compared with a decline by 18.2% during November.

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, 54.9% of the owners/ mangers of the industrial establishments expect better situation during the next six month while this percentage was 29.0% for the next month expectations.
- 61.2% of the owners were optimistic in their expectations about the volumes of the sales for the mid-term expectation; meanwhile this percent was 45.7% for the next month.

Third: The mid-term 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:

- 62.7% of the owners were optimistic in their mid-term expectations for the establishment situation in Gaza Strip; meanwhile this percent was 41.7% in Remaining West Bank.
- 70.8% expect increases in the volume of sales over the mid-term expectation in Gaza Strip compared with 44.9% in Remaining West Bank.
- 72.4% of the owners were optimistic in their expectations about increasing the level of employment in Gaza Strip; meanwhile this percent was 13.1% 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:

- 16.0% of the owners in Remaining West Bank refer that other reasons refers to changes in seasons consider as the main reason affecting the level of sales, while it was 28.2% in Gaza Strip.
- 28.1% of the owners/ managers of the industrial establishments in Remaining West Bank expect difficulties in Marketing as the main reason affecting the level of sales, while it was 10.5% in Gaza Strip.
- 10.5% of the owners/ managers of the industrial establishments in Gaza Strip expect difficulties in obtaining needed raw materials or inputs as the main reason affecting the level of sales, while it was 1.4% in Remaining West Bank.
- 4.5% of the owners/ mangers of the industrial establishments in Remaining West Bank reported that the decrease in demand as the main reason affecting the sales level without any opinions reported that in Gaza strip.

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

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

Indicator	* December 2005 كانون أول %		*November 2005 تشرين ثاني %		*October 2005 تشرين أول %		* September 2005 أيلول %		*January 2005 كانون ثاني %		المؤشر
	الستة شهور القادمة Next six Months	كانون ثاني January 2006	الستة شهور القادمة Next six Months	كانون أول December 2005	الستة شهور القادمة Next six Months	تشرين ثاني November 2005	الستة شهور القادمة Next six Months	تشرين أول October 2005	الستة شهور القادمة Next six Months	شباط February 2005	
Percentage of who are expecting better Establishment situation	54.9	29.0	39.6	34.0	41.6	27.6	36.6	31.6	77.2	46.7	نسبة المتفائلين بتحسن وضع المنشأة
Percentage of who are expecting higher employment level	50.6	37.8	22.0	15.7	21.7	20.3	22.2	22.2	59.8	37.5	نسبة المتفائلين بارتفاع مستوى التشغيل
Percentage of who are expecting higher sales volume	61.2	45.7	47.7	37.3	44.7	36.0	42.8	39.7	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 September took place during 2-23/10/2005.

*Data collection for October took place during 2-23/11/2005.

*Data collection for November took place during 2-23/12/2005.

*Data collection for December took place during 2-22/1/2006.

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

* نفذ العمل الميداني لدورة شهر أيلول خلال الفترة 2-2005/10/23.

* نفذ العمل الميداني لدورة شهر تشرين أول خلال الفترة 2-2005/11/23.

* نفذ العمل الميداني لدورة شهر تشرين ثاني خلال الفترة 2-2005/12/23.

* نفذ العمل الميداني لدورة شهر كانون أول خلال الفترة 2-2006/1/22.

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

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

Indicator	* December 2005 كانون أول %		*November 2005تشرين ثاني %		*October 2005 تشرين أول %		* September 2005 أيلول %		*January 2005 كانون ثاني %		المؤشر
	الستة شهور القادمة Next six Months	كانون ثاني January 2006	الستة شهور القادمة Next six Months	كانون أول December 2005	الستة شهور القادمة Next six Months	تشرين ثاني November 2005	الستة شهور القادمة Next six Months	تشرين أول October 2005	الستة شهور القادمة Next six Months	شباط February 2005	
Percentage of who are expecting better Establishment situation	41.7	25.3	32.9	33.6	36.0	26.6	31.7	30.3	74.5	46.0	نسبة المتفائلين بتحسن وضع المنشأة
Percentage of who are expecting higher employment level	13.1	9.5	8.2	5.5	21.0	15.6	11.6	14.9	42.7	33.8	نسبة المتفائلين بارتفاع مستوى التشغيل
Percentage of who are expecting higher sales volume	44.9	34.7	40.3	30.7	43.2	34.0	35.0	33.1	73.0	41.9	نسبة المتفائلين بارتفاع حجم المبيعات

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

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

*Data collection for September took place during 2-23/10/2005.

* نفذ العمل الميداني لدورة شهر أيلول خلال الفترة 2-2005/10/23.

*Data collection for October took place during 2-23/11/2005.

* نفذ العمل الميداني لدورة شهر تشرين أول خلال الفترة 2-2005/11/23.

*Data collection for November took place during 2-23/12/2005.

* نفذ العمل الميداني لدورة شهر تشرين ثاني خلال الفترة 2-2005/12/23.

*Data collection for December took place during 2-22/1/2006.

* نفذ العمل الميداني لدورة شهر كانون أول خلال الفترة 2-2006/1/22.

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

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

Indicator	* December 2005 كانون أول %		*November 2005تشرين ثاني %		*October 2005 تشرين أول %		* September 2005 أيلول %		*January 2005 كانون ثاني %		المؤشر
	الستة شهور القادمة Next six Months	كانون ثاني January 2006	الستة شهور القادمة Next six Months	كانون أول December 2005	الستة شهور القادمة Next six Months	تشرين ثاني November 2005	الستة شهور القادمة Next six Months	تشرين أول October 2005	الستة شهور القادمة Next six Months	شباط February 2005	
Percentage of who are expecting better Establishment situation	62.7	31.2	65.4	35.8	46.7	28.6	58.8	37.1	88.9	50.0	نسبة المتفائلين بتحسن وضع المنشأة
Percentage of who are expecting higher employment level	72.4	54.8	75.7	55.4	22.5	24.7	68.5	54.3	88.9	42.8	نسبة المتفائلين بارتفاع مستوى التشغيل
Percentage of who are expecting higher sales volume	70.8	52.1	76.7	63.1	46.0	37.8	77.1	68.6	97.2	61.1	نسبة المتفائلين بارتفاع حجم المبيعات

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

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

*Data collection for September took place during 2-23/10/2005.

* نفذ العمل الميداني لدورة شهر أيلول خلال الفترة 2-2005/10/23.

*Data collection for October took place during 2-23/11/2005.

* نفذ العمل الميداني لدورة شهر تشرين أول خلال الفترة 2-2005/11/23.

*Data collection for November took place during 2-23/12/2005.

* نفذ العمل الميداني لدورة شهر تشرين ثاني خلال الفترة 2-2005/12/23.

*Data collection for December took place during 2-22/1/2006.

* نفذ العمل الميداني لدورة شهر كانون أول خلال الفترة 2-2006/1/22.

جدول 4: التوزيع النسبي لآراء أصحاب/مدراء المنشآت الصناعية حول أداء المنشآت من حيث الإنتاج خلال شهر كانون أول 2005 بالمقارنة مع شهر تشرين ثاني 2005 حسب المنطقة

Table4: Percentage Distribution of Owners/Managers of the Industrial Establishments According to their Opinions about Establishments Production During December 2005 Compared with November 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	4.5	1.7	أفضل بكثير
Somewhat better	10.1	22.5	14.7	أفضل إلى حد ما
About the same/ Unchanged	67.0	54.4	62.2	نفس الشيء/ لم يطرأ تغير يذكر
Somewhat worse	22.9	14.7	19.9	أسوأ إلى حد ما
A lot worse	0.0	3.9	1.5	أسوأ بكثير
Total	**100**	**100**	**100**	**المجموع**

جدول 5: التوزيع النسبي لآراء أصحاب/مدراء المنشآت الصناعية حسب توقعاتهم بشأن وضع إنتاج المنشآت خلال شهر كانون ثاني 2006 والشهور الستة القادمة حسب المنطقة

Table 5: Percentage Distribution of Owners/Managers of the Industrial Establishments According to their Expectation about Establishments Production in January 2006 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 كانون ثاني 2006 January %	خلال الشهور الستة القادمة Next Six Months %	خلال شهر كانون ثاني 2006 January %	خلال الشهور الستة القادمة Next Six Months %	خلال شهر كانون ثاني 2006 January %	
A lot better	0.0	0.0	0.2	0.0	0.1	0.0	افضل بكثير
Somewhat better	62.7	31.2	41.5	25.3	54.8	29.0	افضل إلى حد ما
About the same/ Unchanged	33.9	62.0	49.8	63.9	39.8	62.7	تقريبا نفس الشيء
Somewhat worse	3.4	6.8	5.8	8.9	4.3	7.6	أسوء إلى حد ما
A lot worse	0.0	0.0	2.7	1.9	1.0	0.7	أسوء بكثير
Total	**100**	**100**	**100**	**100**	**100**	**100**	**المجموع**

جدول 6: توزيع آراء أصحاب/مدراء المنشآت الصناعية حول المشاكل التي واجهت المنشآت خلال شهري كانون أول 2005 و كانون ثاني 2006 لباقي الضفة الغربية وقطاع غزة

Table 6: Distribution of Owners/Managers of the Industrial Establishments According to their Views about the Problems Faced the Establishment During December 2005 and January 2006 in Remaining West Bank and Gaza Strip

Problem	Time period and Opinion الوصف والفترة الزمنية										المشكلة
	أسوء بكثير A lot worse		أسوء الى حد ما Somewhat worse		تقريبا نفس الشيء/ لم يطرأ تغيير يذكر About the same/ Unchanged		افضل الى حد ما Somewhat better		افضل بكثير A lot better		
	خلال شهر كانون ثاني 2006 Jan %	خلال شهر كانون أول 2005 Dec %	خلال شهر كانون ثاني 2006 Jan %	خلال شهر كانون أول 2005 Dec %	خلال شهر كانون ثاني 2006 Jan %	خلال شهر كانون أول 2005 Dec %	خلال شهر كانون ثاني 2006 Jan %	خلال شهر كانون أول 2005 Dec %	خلال شهر كانون ثاني 2006 Jan %	خلال شهر كانون أول 2005 Dec %	
Business did not suffer	0.6	0.6	5.0	9.5	69.7	78.3	24.6	11.5	0.1	0.1	أداء المؤسسة بشكل عام
Difficulties in obtaining needed raw materials or inputs	0.7	0.6	3.9	7.3	79.5	73.8	10.8	14.0	5.1	4.3	الحصول على المواد الأولية اللازمة ومدخلات الإنتاج
Problems of employees reaching place of work	0.8	0.6	1.4	4.6	79.8	74.6	1.5	3.6	16.5	16.6	وصول العاملين إلى مكان العمل
Unable to open/operate/work	0.9	0.6	4.2	4.4	76.3	74.2	2.0	4.2	16.6	16.6	تمكن المنشاة من فتح باب/تشغيل/العمل بشكل منتظم.
Difficulties in transporting finished goods to market	1.2	1.0	4.2	7.8	76.3	73.7	14.0	15.4	4.3	2.1	صعوبات في شحن المنتجات الجاهزة للسوق
Financial problems or unable to obtain bank loans	1.2	1.1	5.8	3.0	79.2	88.0	12.7	7.9	1.1	0.0	الأوضاع المالية الخاصة، والتسهيلات من البنوك

جدول 7: توزيع آراء أصحاب/مدراء المنشآت الصناعية حول المشاكل التي واجهت المنشآت خلال شهري كانون أول 2005 و كانون ثاني 2006 لباقي الضفة الغربية

Table 7: Distribution of Owners/Managers of the Industrial Establishments According to their Views about the Problems Faced the Establishment During December 2005 and January 2006 in Remaining West Bank

Problem	Time period and Opinion									الوصف والفترة الزمنية	المشكلة
	أسوء بكثير A lot worse		أسوء الى حد ما Somewhat worse		تقريبا نفس الشيء/ لم يطرأ تغيير يذكر About the same/ Unchanged		افضل الى حد ما Somewhat better		افضل بكثير A lot better		
	خلال شهر كانون ثاني 2006 Jan %	خلال شهر كانون أول 2005 Dec %	خلال شهر كانون ثاني 2006 Jan %	خلال شهر كانون أول 2005 Dec %	خلال شهر كانون ثاني 2006 Jan %	خلال شهر كانون أول 2005 Dec %	خلال شهر كانون ثاني 2006 Jan %	خلال شهر كانون أول 2005 Dec %	خلال شهر كانون ثاني 2006 Jan %	خلال شهر كانون أول 2005 Dec %	
Business did not suffer	1.6	1.6	4.7	3.3	80.9	86.7	12.4	8.0	0.4	0.4	أداء المؤسسة بشكل عام
Difficulties in obtaining needed raw materials or inputs	1.9	1.6	4.8	3.0	87.8	89.1	3.3	6.3	2.2	0.0	الحصول على المواد الأولية اللازمة ومدخلات الإنتاج
Problems of employees reaching place of work	2.1	1.6	1.0	1.6	91.4	91.3	1.1	1.1	4.4	4.4	وصول العاملين إلى مكان العمل
Unable to open/operate/work	2.4	1.6	0.5	1.1	90.1	90.2	2.6	2.7	4.4	4.4	تمكن المنشاة من فتح باب/تشغيل/العمل بشكل منتظم.
Difficulties in transporting finished goods to market	3.2	2.7	5.7	4.4	82.1	86.0	9.0	6.9	0.0	0.0	صعوبات في شحن المنتجات الجاهزة للسوق
Financial problems or unable to obtain bank loans	3.3	3.0	2.1	2.4	89.2	93.5	5.4	1.1	0.0	0.0	الأوضاع المالية الخاصة، والتسهيلات من البنوك

جدول 8: توزيع آراء أصحاب/مدراء المنشآت الصناعية حول المشاكل التي واجهت المنشآت خلال شهري كانون أول 2005 و كانون ثاني 2006 في قطاع غزة

Table 8: Distribution of Owners/Managers of the Industrial Establishments According to their Views about the Problems Faced the Establishment During December 2005 and January 2006 in Gaza Strip

Problem	Time period and Opinion									الوصف والفترة الزمنية	المشكلة
	أسوء بكثير A lot worse		أسوء الى حد ما Somewhat worse		تقريبا نفس الشيء/ لم يطرأ تغيير يذكر About the same/ Unchanged		افضل الى حد ما Somewhat better		افضل بكثير A lot better		
	خلال شهر كانون ثاني 2006 Jan %	خلال شهر كانون أول 2005 Dec %	خلال شهر كانون ثاني 2006 Jan %	خلال شهر كانون أول 2005 Dec %	خلال شهر كانون ثاني 2006 Jan %	خلال شهر كانون أول 2005 Dec %	خلال شهر كانون ثاني 2006 Jan %	خلال شهر كانون أول 2005 Dec %	خلال شهر كانون ثاني 2006 Jan %	خلال شهر كانون أول 2005 Dec %	
Business did not suffer	0.0	0.0	5.1	13.2	63.1	73.3	31.8	13.5	0.0	0.0	أداء المؤسسة بشكل عام
Difficulties in obtaining needed raw materials or inputs	0.0	0.0	3.4	9.8	74.6	64.8	15.2	18.6	6.8	6.8	الحصول على المواد الأولية اللازمة ومدخلات الإنتاج
Problems of employees reaching place of work	0.0	0.0	1.7	6.4	72.9	64.8	1.7	5.0	23.7	23.8	وصول العاملين إلى مكان العمل
Unable to open/operate/work	0.0	0.0	6.4	6.5	68.2	64.8	1.7	5.0	23.7	23.7	تمكن المنشاة من فتح باب/تشغيل/العمل بشكل منتظم.
Difficulties in transporting finished goods to market	0.0	0.0	3.4	9.8	72.9	66.5	16.9	20.3	6.8	3.4	صعوبات في شحن المنتجات الجاهزة للسوق
Financial problems or unable to obtain bank loans	0.0	0.0	8.1	3.4	73.3	84.8	16.9	11.8	1.7	0.0	الأوضاع المالية الخاصة، والتسهيلات من البنوك

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 %	خلال شهر كانون ثاني 2006 January %	الستة شهور القادمة Next Six Months %	خلال شهر كانون ثاني 2006 January %	الستة شهور القادمة Next Six Months %	خلال شهر كانون ثاني 2006 January %	
Significantly higher	8.4	0.0	0.0	0.0	5.3	0.0	أعلى بكثير
Somewhat higher	64.0	54.8	13.1	9.5	45.3	37.8	أعلى إلى حد ما
About the same	16.2	33.6	79.9	84.3	39.5	52.6	تقريبا نفس المستوى
Somewhat less	11.4	11.6	4.4	4.6	9.0	9.0	أقل بعض الشيء
Significantly less	0.0	0.0	2.6	1.6	0.9	0.6	أقل بكثير
Total	**100**	**100**	**100**	**100**	**100**	**100**	**المجموع**

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

Table 10: Percentage Distribution of Owners/Managers of the Industrial Establishments According to their Expectation about Volume 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 %	خلال شهر كانون ثاني 2006 January %	الستة شهور القادمة Next Six Months %	خلال شهر كانون ثاني 2006 January %	الستة شهور القادمة Next Six Months %	خلال شهر كانون ثاني 2006 January %	
Significantly higher	8.4	0.0	0.2	0.0	5.4	0.0	أعلى بكثير
Somewhat higher	62.4	52.1	44.7	34.7	55.8	45.7	أعلى إلى حد ما
About the same	17.8	31.4	45.1	54.3	27.8	39.8	تقريبا نفس المستوى
Somewhat less	11.4	16.5	6.3	8.6	9.6	13.6	أقل بعض الشيء
Significantly less	0.0	0.0	3.7	2.4	1.4	0.9	أقل بكثير
Total	**100**	**100**	**100**	**100**	**100**	**100**	**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	0.0	4.5	2.0	تراجع الطلب على منتجات المنشأة
Lack of credit/finance	0.0	1.4	0.6	نقص التمويل والقدرة على الاقتراض
Difficulties in Exporting Finished goods	10.7	7.9	9.4	صعوبات في التصدير
Difficulties in obtaining needed raw materials or inputs	10.5	1.4	6.3	صعوبات في وصول مستلزمات الإنتاج للمنشأة
Employees unable reaching place of work	0.0	0.0	0.0	عدم تمكن العاملين من الوصول إلى أماكن عملهم
Decline in the Consumer Purchasing Power	23.2	27.2	25.0	انخفاض القدرة الشرائية للمستهلكين
Obstacles in Marketing	10.5	28.1	18.5	صعوبة تسويق المنتجات
Competitive Goods	16.9	13.5	15.5	ظهور سلع منافسة
Other	28.2	16.0	22.7	أخرى
Total	**100**	**100**	**100**	**المجموع**