

**BUSINESS STRATEGIES**

During 2016 to 2018, to what extent did the business focus on improving existing goods or services?

- To a great extent
- To some extent
- To a small extent
- Not at all

During 2016 to 2018, to what extent did the business focus on introducing new goods or services?

- To a great extent
- To some extent
- To a small extent
- Not at all

During 2016 to 2018, to what extent did the business focus on reducing prices for its goods and services?

- To a great extent
- To some extent
- To a small extent
- Not at all

During 2016 to 2018, to what extent did the business focus on increasing the quality of its goods and services?

- To a great extent
- To some extent
- To a small extent
- Not at all

During 2016 to 2018, to what extent did the business focus on a broad range of products?

- To a great extent
- To some extent
- To a small extent
- Not at all

During 2016 to 2018, to what extent did the business focus on one or a small number of key products?

- To a great extent
- To some extent
- To a small extent
- Not at all

During 2016 to 2018, to what extent did the business focus on satisfying established customer groups?

- To a great extent
- To some extent
- To a small extent
- Not at all

During 2016 to 2018, to what extent did the business focus on reaching out to new customer groups?

- To a great extent
- To some extent
- To a small extent
- Not at all

During 2016 to 2018, to what extent did the business focus on standardized products?

- To a great extent
- To some extent
- To a small extent
- Not at all

During 2016 to 2018, to what extent did the business focus on customer-specific solutions?

- To a great extent
- To some extent
- To a small extent
- Not at all

## BUSINESS STRATEGIES

During 2016 to 2018, to what extent did the business focus on the following business strategies:

	To a great extent	To some extent	To a small extent	Not at all
Focusing on improving existing goods or services				
Focusing on introducing new goods or services				
Focusing on reducing prices for its goods and services				
Focusing on increasing the quality of its goods and services				
Focusing on broad range of products				
Focusing on one or a small number of key products				
Focusing on satisfying established customer groups				
Focusing on reaching out to new customer groups				
Focusing on standardized products				
Focusing on customer-specific solutions				