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After correcting the data, save changes and check the questionnaire again. If there are no more mistakes, confirm and submit the data by clicking "Confirm" on the last page of the questionnaire. You will be displayed a message that the data have been submitted successfully. If you have any questions, please contact Statistics Estonia's customer service either by phone at +372 625 9300 (Mon–Thu 8:30–16:30, Fri 8:30–15:30) or by e-mail at klienditugi@stat.ee.

#### DATA COLLECTED WITH THE QUESTIONNAIRE

#### Table 2.1. STRATEGIES AND BUSINESS ENVIRONMENT

All questions in the table are mandatory.

Row code/ column code	Name of variable * - mandatory	Code of variable	Explanation	Type of data (number of decimals) or list/ classification name	You neet not fill in the value: period, economic activity
B1_1 / 1	Statement describing enterprise's situation – products become quickly outdated *	CISE1A	Continuous need to develop/improve products to ensure that they are up-to-date.	kehtib_ei_ke hti_4L	
B1_2 / 1	Statement describing enterprise's situation – future technological developments are difficult to predict *	CISE1B	Rapid technological change, which cannot always be predicted, can have an impact on the enterprise's strategy, plans, activities, etc.	kehtib_ei_ke hti_4L	
B1_3 / 1	Statement describing enterprise's situation – competitors' products are easily substituted with enterprise's products *	CISE1C	The enterprise's products are too similar to competitors' products.	kehtib_ei_ke hti_4L	
B1_4 / 1	Statement describing enterprise's situation – market position is threatened by new competitors entering the market *	CISE1D	The enterprise's position on the market may change when new competitors enter the market.	kehtib_ei_ke hti_4L	
B1_5 / 1	Statement describing enterprise's situation –	CISE1E	The competitors may act in an unpredictable way.	kehtib_ei_ke hti_4L	

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	competitors' actions are difficult to predict *				
B1_6 / 1	Statement describing enterprise's situation – changes in demand are difficult to predict *	CISE1F	Consumers' demand for goods or services may change quickly; therefore, it is often difficult to predict.	kehtib_ei_ke hti_4L	
B1_7 / 1	Statement describing enterprise's situation – strong competition outside Estonia *	CISE1G	The enterprise has strong competition outside Estonia.	kehtib_ei_ke hti_4L	
B1_8 / 1	Statement describing enterprise's situation – loss of clients due to price increases *	CISE1H	In the case of price increases, the number of clients drops.	kehtib_ei_ke hti_4L	

### Table 2.2. STRATEGIES AND BUSINESS ENVIRONMENT (continues)

All questions in the table are mandatory.

Row code/ column code	Name of variable * - mandatory	Code of variable	Explanation	Type of data (number of decimals) or list/ classification name	You neet not fill in the value: period, economic activity
B2_1a /1	Assessment of the importance of enterprise's strategy during the reference period – improving existing products *	CISB1A	Improving the characteristics, design, functions, etc. of existing products.	olulisuse_ta se_4L	
B2_1b /1	Assessment of the importance of enterprise's strategy during the reference period – introducing new products *	CISB1B	A new product is a completely new good or service or a further-developed or updated version of an old product.	olulisuse_ta se_4L	
B2_2a /1	Assessment of the importance of enterprise's strategy during the reference period – low price *	CISB1C	Price leadership refers to a situation where the leading enterprise of an area has enough impact in its sector to be able to effectively determine for the whole market the prices of goods or services.	olulisuse_ta se_4L	
B2_2b / 1	Assessment of the importance of enterprise's strategy during the reference period – high quality *	CISB1D	High quality means meeting clients' quality expectations, rather than comparability with the quality offered by competitors.	olulisuse_ta se_4L	
B2_3a /1	Assessment of the importance of enterprise's strategy during the reference period – broad range of products *	CISB1E	Broadening the product range covers both offering completely new or improved goods or services.	olulisuse_ta se_4L	
B2_3b / 1	Assessment of the importance of enterprise's strategy during the	CISB1F	Focus on one or a few key products means offering products of key importance.	olulisuse_ta se_4L	

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	reference period – focus on key product *				
B2_4a /1	Assessment of the importance of enterprise's strategy during the reference period – ensuring satisfaction of established clients	CISB1G	Ensuring that established clients are satisfied may refer to developing products as well as retaining the existing ones.	olulisuse_ta se_4L	
B2_4b / 1	Assessment of the importance of enterprise's strategy during the reference period – reaching out to new clients *	CISB1H	New clients may be reached by entering foreign markets, organising campaigns, expanding the range of products, etc.	olulisuse_ta se_4L	
B2_5a /1	Assessment of the importance of enterprise's strategy during the reference period – focus on standardised products *	CISB1I	Standardised products are ready-made solutions for a wider customer base.	olulisuse_ta se_4L	
B2_5b /1	Assessment of the importance of enterprise's strategy during the reference period – applying customer-specific solutions *	CISB1J	Customer-specific solutions are products adapted to client needs, special-order products, special solutions, tailoring of and changes to standardised solutions to meet client needs.	olulisuse_ta se_4L	

### Table 3.1. INTELLECTUAL PROPERTY

All questions in the table are mandatory.

Row code/ column code	Name of variable * - mandatory	Code of variable	Explanation	Type of data (number of decimals) or list/ classification name	You neet not fill in the value: period, economic activity
C1_1 / 1	Filing a patent application during the reference period *	CIS_IPR _PAT		valik_jah_ei _ <sup>1v</sup>	
C1_2 / 1	Registration of an industrial design during the reference period *	CIS_IPR _IND		valik_jah_ei _1v	
C1_3 / 1	Registration of a trademark during the reference period *	CIS_IPR _TRM		valik_jah_ei _1v	
C1_4 / 1	Claiming a copyright during the reference period *	CISIPRO CP	Copyright subsists in literary, artistic and scientific works. Works are any original results in the literary, artistic or scientific domain which are expressed in an objective form and can be perceived and reproduced. The author owns moral and economic rights.	valik_jah_ei _1v	
C1_5 / 1	Protection of trade secret during the reference period *	CISIPRO TS	Trade secret is applied to the enterprise's intellectual property that cannot be protected with patents or copyright. The protection of trade secret is, for example, the inclusion of confidentiality clauses at the start of a new business relationship; confidentiality agreements with employees, researchers or trainees; provisions on the protection of trade secret in employment contracts and internal rules. A trade	valik_jah_ei _1v	

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			secret is a formula, practice, process, commercial method, etc., which is unknown to other market participants and which gives an enterprise an economic advantage over its competitors.		
C2_1 / 1	Transaction with intellectual property during the reference period – licensing to others	CISB6A	Licensing is a transaction whereby one person (the licensor) grants another person (the licensee) the right to exercise intellectual property rights to an agreed extent and on an agreed territory, while the licensee undertakes to pay for it (licence fee).	valik_jah_ei _1v	
C2_2 / 1	Transaction with intellectual property during the reference period – selling rights *	CISB6B	Intellectual property is trademarks, patents, designs, utility models.	valik_jah_ei _1v	
C2_3 / 1	Transaction with intellectual property during the reference period – exchanging rights	CISB6C	Intellectual property is trademarks, patents, designs, utility models. Cross-licensing means that two or more companies exchange licences for their patents.	valik_jah_ei _1v	

### Table 4.1. PRODUCT INNOVATION

Questions on table rows D1\_1 to D1\_4 are mandatory.

Row code/ column code	Name of variable * - mandatory	Code of variable	Explanation	Type of data (number of decimals) or list/ classification name	You neet not fill in the value: period, economic activity
D1_1 / 1	Product innovation during the reference period – a new good *	CISC1A1	New goods differ significantly from the enterprise's previous goods in terms of characteristics or usage.	valik_jah_ei _1v	
D1_2 / 1	Product innovation during the reference period – a new service *	CISC1A2	New services differ significantly from the enterprise's previous services in terms of characteristics or usage.	valik_jah_ei _1v	
D1_3 / 1	Product innovation during the reference period – an improved good	CISC1B1	Improvement means making small changes in existing goods. Improvement is also when an enterprise creates an improved version of a good or improves an existing good, its characteristics of use, etc. gradually in a specific direction.	valik_jah_ei _1v	
D1_4 / 1	Product innovation during the reference period – an improved service *	CISC1B2	Improvement means making small changes in existing services. Improvement is also when an enterprise creates an improved version of a service or improves an existing service, its characteristics of use, etc. gradually in a specific direction.	valik_jah_ei _1v	
D2_1 / 1	Product innovation during the reference period – a new product without competition	CISC2A	A product refers to both goods and services. A competitor may also be outside Estonia.	valik_jah_ei _1v	
D2_2 / 1	Product innovation during the reference period – identical or similar to products offered by competitors	CISC2B	A product refers to both goods and services. A competitor may also be outside Estonia.	valik_jah_ei _1v	
D3_1 / 1	Share in turnover – products without competition introduced on the market during the reference period	CISC3B	A product refers to both goods and services. A competitor may also be outside Estonia.	Positive integer	
D3_2 /	Share in turnover	CISC3C	A product refers to both goods and services. A competitor	Positive	

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1	<ul> <li>competing products introduced on the market during the reference period</li> </ul>		may also be outside Estonia.	integer	
D3_3 / 1	Share in turnover – products unchanged during the reference period	CISGSIN Z3	Standardised products are ready-made solutions for a wider customer base.	Positive integer	
D4_1 / 1	Product innovation developer – enterprise itself	CISGIDE V1	The product innovations (goods or services) were developed by the enterprise itself.	valik_jah_ei _1v	
D4_2 / 1	Product innovation developer – enterprise together with other enterprises or organisations	CISGIDE V2	The product innovations (goods or services) were developed by the enterprise together with other enterprises or organisations. Organisations refer to universities, research institutes, non-profit associations, etc.	valik_jah_ei _1v	
D4_3 / 1	Product innovation developer – enterprise, by adapting or modifying products developed by other enterprises or organisations	CISGIDE V3	The product innovations (goods or services) were developed by the enterprise by adapting or modifying products originally developed by another enterprise.	valik_jah_ei _1v	
D4_4 / 1	Product innovation developer – other enterprise or organisation	CISGIDE V4	The product innovations (goods or services) were developed by other enterprises or organisations. Organisations refer to universities, research institutes, non-profit associations, etc.	valik_jah_ei _1v	

#### Table 5.1. BUSINESS PROCESS INNOVATION

Questions on table rows F1\_1 to F1\_7 are mandatory. A business process innovation is the adoption of a new or significantly improved production process, delivery method or production support process. Innovation must be new to your enterprise but your enterprise does not necessarily have to be the first to adopt this innovation in the market area. It is not important whether the innovation was developed in your enterprise or in other enterprises or organisations.

Row code/ column code	Name of variable * - mandatory	Code of variable	Explanation	Type of data (number of decimals) or list/ classification name	You neet not fill in the value: period, economic activity
E1_1 / 1	Process innovation during the reference period – core process *	CISC6A	Includes the enterprise's core processes, i.e. the production of goods or provision of services, which involve turning the input into goods or services.	valik_jah_ei _1v	
E1_2 / 1	Process innovation during the reference period – logistics, delivery or distribution *	CISC6B	Includes logistics, delivery or distribution processes associated with the supply of goods.	valik_jah_ei _1v	
E1_3 / 1	Process innovation during the reference period – information processing or communication *	CISC6C	Includes the provision of services related to electronic equipment and systems in the area of information and communication technology (ICT), web hosting, data processing and databases, data transmission and other information activities related to computers.	valik_jah_ei _1v	
E1_4 / 1	Process innovation during the reference period – accounting or purchasing *	CISC6D	Includes accounting, auditing, financial and insurance activities, payments; procurements and purchasing.	valik_jah_ei _1v	

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E1_5 / 1	Process innovation during the reference period – organisation of business processes and external relations *	CISC6E	Includes enterprise's strategic and general management and application of new principles in external relations.	valik_jah_ei _1v
E1_6 /	Process innovation during the reference period – work organisation, human resource management *	CISC6F	Includes personnel recruitment, training, workplace organisation, payroll management.	valik_jah_ei _1v
E1_7 / 1	Process innovation during the reference period – promotion, packaging, pricing, after-sales services *	CISC6G	Includes direct marketing (telemarketing), fairs, market research, customer support.	valik_jah_ei _1v
E2_1 / 1	Process innovation developer – enterprise itself	CISPIDE V1	The process innovations were developed by the enterprise itself.	valik_jah_ei _1v
E2_2/ 1	Process innovation developer – enterprise together with other enterprises or organisations	CISPIDE V2	The process innovations were developed by the enterprise together with other enterprises or organisations. Organisations refer to universities, research institutes, non-profit associations, etc.	valik_jah_ei _1v
E2_3 / 1	Process innovation developer – enterprise, by adapting or modifying processes developed by other enterprises or organisations	CISPIDE V3	The process innovations were developed by the enterprise by adapting or modifying processes originally developed by another enterprise.	valik_jah_ei _1v
E2_4 / 1	Process innovation developer – other enterprise or organisation	CISPIDE V4	The process innovations were developed by other enterprises or organisations. Organisations refer to universities, research institutes, non-profit associations, etc.	valik_jah_ei _1v

### Table 6.1. INNOVATION, AND RESEARCH AND DEVELOPMENT (R&D)

Questions on table rows F1\_1 to F1\_5 are mandatory.Innovation is a new or significantly improved product (good or service) introduced to the market, also the adoption of a new or significantly improved production process in the enterprise. Innovation activities do not always have to result in the introduction of a new product or service to the market or in an improvement of a completed production process. Innovation activities may be abandoned or suspended for several reasons before reaching the final result. Research and Development (R&D) is systematic activity to acquire new knowledge and use available knowledge to devise new applications. Often, the main component of R&D is the design of prototypes.

Row code/ column code	Name of variable * - mandatory	Code of variable	Explanation	Type of data (number of decimals) or list/ classification name	You neet not fill in the value: period, economic activity
F1_1 / 1	Product or process innovation activities completed during	CISC9A	Completed innovation activities refer to the innovation activities that were fully realised.	valik_jah_ei _1v	

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	the reference period *			
F1_2 / 1	Innovation activities started during the reference period and in progress in the last year of the period *	CISCON T	Innovation activities in progress refer to the innovation activities that were not completed by the end of the reference period.	valik_jah_ei _1v
F1_3 / 1	Innovation activities discontinued during the reference period *	CISUNFI	Discontinued innovation activities refer to innovation activities that were stopped before completion.	valik_jah_ei _1v
F1_4 / 1	R&D activities contracted out during the reference period *	CISC9E	Research and Development (R&D) is systematic activity to acquire new knowledge and use available knowledge to devise new applications. Often, the main component of R&D is the design of prototypes.	valik_jah_ei _1v
F1_5 / 1	R&D activities during the reference period *	CISC9D	Research and Development (R&D) is systematic activity to acquire new knowledge and use available knowledge to devise new applications. Often, the main component of R&D is the design of prototypes.	valik_jah_ei _1v
F1_6 / 1	R&D activities during the reference period – continuous	CISC9D1	Research and Development (R&D) is systematic activity to acquire new knowledge and use available knowledge to devise new applications. Often, the main component of R&D is the design of prototypes.	valik_jah_ei _1v
F1_7 / 1	R&D activities during the reference period – occasional	CISC9D2	Research and Development (R&D) is systematic activity to acquire new knowledge and use available knowledge to devise new applications. Often, the main component of R&D is the design of prototypes.	valik_jah_ei _1v
F2_1 / 1	Expenditure on innovation activities in the last year of the reference period – in-house R&D	CISC10A	Expenditures on performing R&D in-house.	valik_jah_ei _1v
F2_1 / 2	Amount of innovation expenditure in the last year of the reference period – in-house R&D	CISEXP RD	Expenditures on performing R&D in-house.	Positive integer
F2_2 / 1	Expenditure on innovation activities in the last year of the reference period – R&D contracted out	CISC10B	Expenditures on R&D activities ordered from outside the enterprise.	valik_jah_ei _1v
F2_2 / 2	Amount of innovation expenditure in the last year of the reference period – R&D contracted out	CISEXP EXTRD	Expenditures on R&D activities ordered from outside the enterprise.	Positive integer
F2_3 / 1	Expenditure on innovation activities in the last year of the reference period – other expenditures, excl. R&D	CISC10C	Other expenditures refer to expenditures on product design, service design, preparation of innovation activities (excl. R&D), training and professional development, marketing, etc.	valik_jah_ei _1v
F2_3 / 2	Amount of innovation expenditure in the last year of the reference period – other expenditures, excl. R&D	CISC10D	Other expenditures refer to expenditures on product design, service design, preparation of innovation activities (excl. R&D), training and professional development, marketing, etc.	Positive integer
F3 / 1	Reasons for not having more innovation	CISF1	The enterprise did not have more innovation activities due to a lack of resources (e.g. lack of finance, qualified personnel, material), for reasons other than a lack of resources, or due to a lack of need.	puudus_res surss_vajad us_3L

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F4/1	Reasons for not having innovation	CISF2	The enterprise had no innovation activities due to a lack of resources (e.g. lack of finance, qualified personnel, material), for reasons other than a lack of resources, or due to a lack of need.	puudus_res surss_vajad us_3L	

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#### Table 7.1. CO-OPERATION

All questions in the table are mandatory.

Row code/ column code	Name of variable * - mandatory	Code of variable	Explanation	Type of data (number of decimals) or list/ classification name	You neet not fill in the value: period, economic activity
G1_1 / 1	Co-operation with other enterprises or organisations during the reference period – R&D *	CISC14A	Co-operation is active participation with other enterprises or organisations. Partners do not need to commercially benefit.	valik_jah_ei _1v	
G1_2 / 1	Co-operation with other enterprises or organisations during the reference period – innovation activities, excl. R&D *	CISC14B	Co-operation is active participation with other enterprises or organisations. Partners do not need to commercially benefit.	valik_jah_ei _1v	
G1_3 / 1	Co-operation with other enterprises or organisations during the reference period – other business activities *	CISC14C	Co-operation is active participation with other enterprises or organisations. Partners do not need to commercially benefit.	valik_jah_ei _1v	

#### Table 7.2. CO-OPERATION (continues)

The table can be cancelled by clicking on "Cancel" under the gear sign in the table heading.

Row code/ column code	Name of variable * - mandatory	Code of variable	Explanation	Type of data (number of decimals) or list/ classification name	You neet not fill in the value: period, economic activity
G2_1 / 1	Innovation co- operation partner – Estonian partner from the business enterprise sector	CISC15 MEST	The enterprise co-operated with an Estonian partner from the business enterprise sector.	Check box	
G2_1 / 2	Innovation co- operation partner – European (excl. Estonian) partner from the business enterprise sector	CISC15 MEU	The enterprise co-operated with a European (excl. Estonian) partner from the business enterprise sector.	Check box	
G2_1 / 3	Innovation co- operation partner – non-European partner from the business enterprise sector	CISC15 MOTH	The enterprise co-operated with a non-European partner from the business enterprise sector.	Check box	
G2_3 / 1	Innovation co- operation partner – Estonian consulting	CISC15B EST_TX T	The enterprise co-operated with an Estonian consulting enterprise, laboratory or research institute.	Check box	

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	enterprise, commercial lab or private research institute			
G2_3 / 2	Innovation co- operation partner – European (excl. Estonian) consulting enterprise, commercial lab or private research institute	CISC15B EU_TXT	The enterprise co-operated with an European (excl. Estonian) consulting enterprise, laboratory or research institute.	Check box
G2_3 / 3	Innovation co- operation partner – non-European consulting enterprise, commercial lab or private research institute	CISC15B OTH_TX T	The enterprise co-operated with a non-European consulting enterprise, laboratory or research institute.	Check box
G2_4 / 1	Innovation co- operation partner – Estonian supplier of equipment, materials or software	CISCPS PEST_T XT	The enterprise co-operated with an Estonian supplier of equipment, materials, components or software.	Check box
G2_4 / 2	Innovation co- operation partner – European (excl. Estonian) supplier of equipment, materials or software	CISCPS PEU_TX T	The enterprise co-operated with a European (excl. Estonian) supplier of equipment, materials, components or software.	Check box
G2_4 / 3	Innovation co- operation partner – non-European supplier of equipment, materials or software	CISCPS POTH_T XT	The enterprise co-operated with an non-European supplier of equipment, materials, components or software.	Check box
G2_5 / 1	Innovation co- operation partner – Estonian client outside the enterprise group	CISC15D EST_TX T	The enterprise co-operated with an Estonian private sector client or customer outside the enterprise group.	Check box
G2_5 / 2	Innovation co- operation partner – European (excl. Estonian) client outside the enterprise group	CISC15D EU_TXT	The enterprise co-operated with a European (excl. Estonian) private sector client or customer outside the enterprise group.	Check box
G2_5 / 3	Innovation co- operation partner – non-European client outside the enterprise group	CISC15D OTH_TX T	The enterprise co-operated with a non-European private sector client or customer outside the enterprise group.	Check box
G2_6 / 1	Innovation co- operation partner – enterprise's Estonian competitor	CISC15E EST_TX T	The enterprise co-operated with an Estonian private sector competitor.	Check box
G2_6 / 2	Innovation co- operation partner – enterprise's European (excl. Estonian) competitor	CISC15E EU_TXT	The enterprise co-operated with a European (excl. Estonian) private sector competitor.	Check box
G2_6 / 3	Innovation co- operation partner – enterprise's non- European competitor	CISC15E OTH_TX T	The enterprise co-operated with a non-European private sector competitor.	Check box
G2_7 / 1	Innovation co- operation partner	CISC15F EST_TX	The enterprise co-operated with another Estonian private sector enterprise.	Check box

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	– other Estonian enterprise	Т		
G2_7 / 2	Innovation co- operation partner – other European (excl. Estonian) enterprise	CISC15F EU_TXT	The enterprise co-operated with another European (excl. Estonian) private sector enterprise.	Check box
G2_7 / 3	Innovation co- operation partner – other non- European enterprise	CISC15F OTH_TX T	The enterprise co-operated with another non-European private sector enterprise.	Check box
G2_8 / 1	Innovation co- operation partner – Estonian enterprise in the same enterprise group	CISC15 GEST_T XT	The enterprise co-operated with an Estonian enterprise in the same enterprise group.	Check box
G2_8 / 2	Innovation co- operation partner – European (excl. Estonian) enterprise in the same enterprise group	CISC15 GEU_TX T	The enterprise co-operated with a European (excl. Estonian) enterprise in the same enterprise group.	Check box
G2_8 / 3	Innovation co- operation partner – non-European enterprise in the same enterprise group	CISC15 GOTH_T XT	The enterprise co-operated with a non-European enterprise in the same enterprise group.	Check box
G2_9 / 1	Innovation co- operation partner – Estonian partner outside the business enterprise sector	CISC15N EST	The enterprise co-operated with an Estonian partner outside the business enterprise sector.	Check box
G2_9 / 2	Innovation co- operation partner – European (excl. Estonian) partner outside the business enterprise sector	CISC15N EU	The enterprise co-operated with a European (excl. Estonian) partner outside the business enterprise sector.	Check box
G2_9 / 3	Innovation co- operation partner – non-European partner outside the business enterprise sector	CISC15N OTH	The enterprise co-operated with a non-European partner outside the business enterprise sector.	Check box
G2_10 / 1	Innovation co- operation partner – Estonian non- profit organisation	CISC15K EST_TX T	The enterprise co-operated with an Estonian non-profit organisation.	Check box
G2_10 / 2	Innovation co- operation partner – European (excl. Estonian) non- profit organisation	CISC15K EU_TXT	The enterprise co-operated with a European (excl. Estonian) non-profit organisation.	Check box
G2_10 / 3	Innovation co- operation partner – non-European non-profit organisation	CISC15K OTH_TX T	The enterprise co-operated with a non-European non-profit organisation.	Check box
G2_11 / 1	Innovation co- operation partner – Estonian public sector client	CISC15J EST_TX T	The enterprise co-operated with an Estonian public sector client or customer.	Check box
G2_11 / 2	Innovation co- operation partner – European (excl. Estonian) public sector client	CISC15J EU_TXT	The enterprise co-operated with a European (excl. Estonian) public sector client or customer.	Check box
G2_11 / 3	Innovation co- operation partner – non-European	CISC15J OTH_TX T	The enterprise co-operated with a non-European public sector client or customer.	Check box

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	public sector client			
G2_12 / 1	Innovation co- operation partner – Estonian public sector research institute	CISC15I EST_TX T	The enterprise co-operated with an Estonian national or public sector research institute that was not the enterprise's client.	Check box
G2_12 / 2	Innovation co- operation partner – European (excl. Estonian) public sector research institute	CISC15I EU_TXT	The enterprise co-operated with a European (excl. Estonian) national or public sector research institute that was not the enterprise's client.	Check box
G2_12 / 3	Innovation co- operation partner – non-European public sector research institute	CISC15I OTH_TX T	The enterprise co-operated with a non-European national or public sector research institute that was not the enterprise's client.	Check box
G2_13 / 1	Innovation co- operation partner – Estonian higher education institution	CISC15H EST_TX T	The enterprise co-operated with an Estonian university or other higher education institution.	Check box
G2_13 / 2	Innovation co- operation partner – European (excl. Estonian) higher education institution	CISC15H EU_TXT	The enterprise co-operated with a European (excl. Estonian) university or other higher education institution.	Check box
G2_13 / 3	Innovation co- operation partner – non-European higher education institution	CISC15H OTH_TX T	The enterprise co-operated with a non-European university or other higher education institution.	Check box

#### Table 8.1. FUNDING

Questions on table rows H1\_1 to H3\_4 are mandatory.

Row code/ column code	Name of variable * - mandatory	Code of variable	Explanation	Type of data (number of decimals) or list/ classification name	You neet not fill in the value: period, economic activity
H1_1 / 1	Funding by selling shares of the enterprise *	CISC12A	Funding by selling a share in the ownership of the enterprise.	ei_yritanud_ jah_saime_ 3L	
H1_1 / 2	Funding by selling shares of the enterprise – funding partly used for R&D and innovation activities	CISC12A 3	The money received from selling shares is used for research and development or other innovation activities.	valik_jah_ei _1v	
H2_1 / 1	Funding by taking a loan *	CISC12B	Funding by taking a loan.	ei_yritanud_ jah_saime_ 3L	
H2_1 / 2	Funding by taking a loan – funding partly used for R&D and innovation activities	CISC12B 3	Loan money is used for research and development or other innovation activities.	valik_jah_ei _1v	
H3_1 / 1	Receiving financial support during the reference period – from local authority *	CISSUP MUN	Receiving financial support from a local authority, excl. financial support received for research and development or other innovation activities contracted by a local authority.	valik_jah_ei _1v	
H3_1 /	Using financial	CISC13A	The financial support received from local authority is used for	valik_jah_ei	

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2	support received from local authority for R&D or other innovation activities	1	research and development or other innovation activities.	_1v
H3_2 / 1	Receiving financial support during the reference period – from national government *	CISSUP GOV	Financial support received from the national government, incl. co-financed support from the European Union structural funds, national support allocated by foundations or ministries. Receiving financial support for research and development or other innovation activities contracted by the national government is not included.	valik_jah_ei _1v
H3_2 / 2	Using financial support received from national government for R&D or other innovation activities	CISC13A 2	The financial support received from national government is used for R&D or other innovation activities.	valik_jah_ei _1v
H3_3 / 1	Receiving financial support during the reference period – from a European Union innovation programme *	CISSUP EUPR	Financial support received from a European Union innovation programme, excl. financial support received for research and development or other innovation activities contracted under the EU Horizon 2020 Programme for Research and Innovation.	valik_jah_ei _1v
H3_3 / 2	Using financial support received from EU Horizon 2020 Programme for Research and Innovation for R&D or other innovation activities	CISC13A 3	The financial support received from EU Horizon 2020 Programme for Research and Innovation is used for research and development or other innovation activities.	valik_jah_ei _1v
H3_4 / 1	Receiving financial support during the reference period – from a European Union institution *	CISSUP EU	Financial support received from a European Union institution, excl. financial support received for research and development or other innovation activities contracted by the institution. Co- financed support from the European Union structural funds, which is allocated by ministries or foundations, is also not included.	valik_jah_ei _1v
H3_4 / 2	Using financial support received from a European Union institution for R&D or other innovation activities	CISC13A 4	The financial support received from a European Union institution is used for R&D or other innovation activities.	valik_jah_ei _1v

## Table 9.1. IMPACTS OF CLIMATE CHANGE FOR BUSINESS ACTIVITIES

All questions in the table are mandatory.

Row code/ column code	Name of variable * - mandatory	Code of variable	Explanation	Type of data (number of decimals) or list/ classification name	You neet not fill in the value: period, economic activity
1_1 / 1	Impact of climate change on business – implementation of new political measures *	CIS_EN V_A	Climate change may impact enterprise's business activities also outside Estonia.	korge_mada I_moju_puu dumine_4L	
11_2/1	Impact of climate change on business – increasing demand for environmentally friendly products *	CIS_EN V_B	Climate change may impact enterprise's business activities also outside Estonia.	korge_mada I_moju_puu dumine_4L	
l1_3 / 1	Impact of climate change on	CIS_EN V_C	Climate change may impact enterprise's business activities also outside Estonia.	korge_mada I_moju_puu	

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	business – increasing costs or input prices *			dumine_4L	
I1_4 / 1	Impact of climate change on business – impacts of extreme weather conditions *	CIS_EN V_D	Climate change may impact enterprise's business activities also outside Estonia.	korge_mada I_moju_puu dumine_4L	

#### Table 10.1. ENVIRONMENTAL INNOVATION ACTIVITIES

Questions on table rows J1\_1 to J1\_12 are mandatory. Environmental innovation is a new or improved product (good or service) or process with environmental benefits.

Row code/ column code	Name of variable * - mandatory	Code of variable	Explanation	Type of data (number of decimals) or list/ classification name	You neet not fill in the value: period, economic activity
J1_1 /	Environmental benefit in enterprise – reducing material or water use in work process *	CIS_EN V2_A	Reducing material or water use in the enterprise's work process to contribute to environmental protection.	jah_oluline_ kuni_ei_3L	
J1_2 / 1	Environmental benefit in enterprise – reducing energy use or CO2 footprint *	CIS_EN V2_B	Reducing energy use or CO2 footprint in the enterprise's work process to contribute to environmental protection.	jah_oluline_ kuni_ei_3L	
J1_3 / 1	Environmental benefit in enterprise – reducing soil, noise, water or air pollution *	CIS_EN V2_C	Reducing soil, noise, water or air pollution in the enterprise's work process to contribute to environmental protection.	jah_oluline_ kuni_ei_3L	
J1_4 / 1	Environmental benefit in enterprise – using less polluting substitutes *	CIS_EN V2_D	Using less polluting or hazardous substitutes in materials to contribute to environmental protection.	jah_oluline_ kuni_ei_3L	
J1_5 / 1	Environmental benefit in enterprise – replacing fossil fuels with renewable energy	CIS_EN V2_E	Replacing the use of fossil fuels in the enterprise with renewable energy to contribute to environmental protection.	jah_oluline_ kuni_ei_3L	
J1_6 / 1	Environmental benefit in enterprise – recycling waste, water or materials	CIS_EN V2_F	Recycling waste, water or materials in the enterprise to contribute to environmental protection.	jah_oluline_ kuni_ei_3L	
J1_7 / 1	Environmental benefit in enterprise – protection of biodiversity *	CIS_EN V2_K	Protection of biodiversity in the enterprise for environmental benefits.	jah_oluline_ kuni_ei_3L	
J1_8 / 1	Environmental benefit by end user – reducing energy use or CO2 footprint *	CIS_EN V2_G	Reducing energy use or CO2 footprint during the final consumption of the enterprise's product to contribute to environmental protection.	jah_oluline_ kuni_ei_3L	
J1_9 / 1	Environmental benefit by end	CIS_EN V2_H	Reducing soil, noise, water or air pollution during the final consumption of the enterprise's product to contribute to	jah_oluline_ kuni_ei_3L	

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	user – reducing soil, noise, water or air pollution *		environmental protection.	
J1_10 / 1	Environmental benefit by end user – facilitated recycling of product *	CIS_EN V2_I	Facilitated recycling during the final consumption of the enterprise's product to contribute to environmental protection.	jah_oluline_ kuni_ei_3L
J1_11 / 1	Environmental benefit by end user – more durable and longer-lasting products *	CIS_EN V2_J	Extending the durability or life of a product during the final consumption of the enterprise's product to contribute to environmental protection.	jah_oluline_ kuni_ei_3L
J1_12 / 1	Environmental benefit by end user – protection of biodiversity *	CIS_EN V2_L	Greater protection of biodiversity in the end use of the enterprise's product for environmental benefits.	jah_oluline_ kuni_ei_3L
J2_1 / 1	Factor impacting the introduction of environmental innovation – environmental legislation	CIS_EN V3_A	Evaluation of an impact factor regardless of whether the environmental innovation was completed or abandoned.	korge_mada I_moju_puu dumine_4L
J2_2 / 1	Factor impacting the introduction of environmental innovation – environmental taxes or charges	CIS_EN V3_B	Evaluation of an impact factor regardless of whether the environmental innovation was completed or abandoned.	korge_mada I_moju_puu dumine_4L
J2_3 / 1	Factor impacting the introduction of environmental innovation – environmental legislation or taxes expected in the future	CIS_EN V3_C	Evaluation of an impact factor regardless of whether the environmental innovation was completed or abandoned.	korge_mada I_moju_puu dumine_4L
J2_4 / 1	Factor impacting the introduction of environmental innovation – government subsidies or financial incentives for environmental innovations	CIS_EN V3_D	Evaluation of an impact factor regardless of whether the environmental innovation was completed or abandoned.	korge_mada I_moju_puu dumine_4L
J2_5 / 1	Factor impacting the introduction of environmental innovation – adequate demand for environmental innovations	CIS_EN V3_E	Evaluation of an impact factor regardless of whether the environmental innovation was completed or abandoned.	korge_mada I_moju_puu dumine_4L
J2_6 / 1	Factor impacting the introduction of environmental innovation – improving enterprise's reputation	CIS_EN V3_F	Evaluation of an impact factor regardless of whether the environmental innovation was completed or abandoned.	korge_mada I_moju_puu dumine_4L
J2_7 / 1	Factor impacting the introduction of environmental innovation – voluntary initiatives in the enterprise's sector for environmental support	CIS_EN V3_G	Evaluation of an impact factor regardless of whether the environmental innovation was completed or abandoned.	korge_mada I_moju_puu dumine_4L
J2_8 / 1	Factor impacting the introduction of environmental innovation – high costs of energy, water or materials	CIS_EN V3_H	Evaluation of an impact factor regardless of whether the environmental innovation was completed or abandoned.	korge_mada I_moju_puu dumine_4L

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J2_9 / 1	Factor impacting the introduction of environmental	CIS_EN V3_I	Evaluation of an impact factor regardless of whether the environmental innovation was completed or abandoned.	korge_mada I_moju_puu dumine_4L	
J2_97 1	the introduction of			I_moju_puu	

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#### Table 12.TIME SPENT ON FILLING OUT THE QUESTIONNAIRE (incl. for preparing the data)

Please estimate how much time you spent on filling out the questionnaire (incl. time spent on reading the instructions, collecting and preparing data). Record the total time spent by all employees.

Row code/ column code	Name of variable * - mandatory	Code of variable	Explanation	Type of data (number of decimals) or list/ classification name	You neet not fill in the value: period, economic activity
/	Number of hours spent on completing the questionnaire and collecting and preparing the necessary data	TAITMIS EAEGTU NDI	Number of hours spent by all employees on completing the questionnaire. The time spent on completing the questionnaire includes the time spent on reviewing instructions, collecting and preparing the necessary data.	Positive integer	
/	Number of minutes spent on completing the questionnaire and collecting and preparing the necessary data	TAITMIS EAEGMI NUTIT	Number of minutes spent by all employees on completing the questionnaire. The time spent on completing the questionnaire includes the time spent on reviewing instructions, collecting and preparing data. Permitted value range 0–59.	Positive integer	

#### Table Y1. Assessment on a scale of 1 to 5

Row code/ column code	Name of variable * - mandatory	Code of variable	Explanation	Type of data (number of decimals) or list/ classification name	You neet not fill in the value: period, economic activity
/	Wording of questions	TAGASI S_2		rahulolu_nu mbriline_5_ kuni 1 9L	
/	Wording of error messages or controls of questions	TAGASI S_3		rahulolu_nu mbriline_5_ kuni_1_9L	
/	Questionnaire manual	TAGASI S_6		rahulolu_nu mbriline_5_ kuni 1 9L	
/	Explanatory texts (appearing when the mouse cursor hovers over them) of the guestionnaire	TAGASI S_7		rahulolu_nu mbriline_5_ kuni_1_9L	
/	Prefilling of the questionnaire	TAGASI S_8		rahulolu_nu mbriline_5_ kuni 1 9L	
/	User-friendliness of eSTAT	TAGASI S_9		rahulolu_nu mbriline_5_ kuni_1_9L	

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Row code/ column code	Name of variable * - mandatory	Code of variable	<b>\</b>	You neet not fill in the value: period, economic activity
/	Overall assessment on the ease of completing the questionnaire	TAGASI SY_1	rahulolu_va ga_lihtne_v aga_keeruli ne_5L	

### Table Y3. Suggestions and comments (200 characters max)

Row code/ column code	Name of variable * - mandatory	Code of variable	Type of data (number of decimals) or list/ classification name	You neet not fill in the value: period, economic activity
/	Suggestions and comments	TAGASI S_TESS T	Text	