

## Overview of responses of survey of companies (March, 2023)

### 1) Which trades (Q1.2) primarily work together with which other trades in practice (reference to question 2 / part 2)?

#### 1.1. Networking and collaboration with other trades

Q2.1. Does your company network and collaborate with other trades on the construction site while providing building services?	Total
Yes	120
No	13
No response	5
<b>Total</b>	<b>138</b>

#### 1.2. Networking and collaboration with other trades by the trade of respondents (distribution of multiple choice responses)

Q2.1. Does your company network and collaborate with other trades on the construction site while providing building services?	Yes	No	No response
Electric installation	50	6	2
Building Automation	31	1	1
Heating Systems	52	6	2
Cooling Systems, Ventilation	44	7	2
Plumbing	45	4	2
Bricklayer, concrete worker	18	1	1
Roof works	21	1	1
Windows and doors	13	1	1
Facade construction	12		
Producers and Suppliers	7		
Other	29	2	1

1.3. Networking and collaboration with other trades by the trade of respondents (Which trades **(Q1.2)** primarily work together with which other trades in practice (reference to question 2 / part 2)?)

Trade	Electric installation	Building Automation	Heating Systems	Cooling Systems, Ventilation	Plumbing	Bricklayer, concrete worker	Roof works	Windows and doors	Facade construction	Producers and Suppliers	Other
Electric installation	26	21	33	26	22	17	19	14	11	25	13
Building Automation	19	16	25	24	17	11	12	11	8	15	5
Heating Systems	36	22	27	25	29	18	16	11	13	25	10
Cooling Systems, Ventilation	30	23	24	25	24	17	16	11	12	22	10
Plumbing	35	18	26	23	27	20	18	11	13	23	11
Bricklayer, concrete worker	16	11	13	13	16	13	10	8	10	7	5
Roof works	18	10	15	13	14	9	12	9	11	15	5
Windows and doors	12	6	10	9	11	6	7	7	6	7	4
Facade construction	10	6	8	9	9	8	7	7	8	7	3
Producers and Suppliers	4	3	3	3	3	4	3	3	3	4	3
Other	19	10	20	16	15	11	11	12	7	14	17

**2) Which trades answered "yes" to question 3 / part 2 and for which trades is interdisciplinary cooperation considered to be particularly important (*in relation to question 4 / part 2*)?**

2.1. Respondents by trades, who answered "yes" to question 3 / part 2.

<b>Q2.3. Modern buildings are complex systems in which a large number of technical installations are interconnected and influence each other. Do you believe that collaboration between employees from different trades offers you advantages and new opportunities?</b>	<b>Yes</b>
Heating Systems	58
Electric installation	55
Cooling Systems, Ventilation	51
Plumbing	50
Building Automation	31
Other	30
Roof works	21
Bricklayer, concrete worker	20
Windows and doors	15
Facade construction	12
Producers and Suppliers	7

## 2.2. Respondents by trades for which is interdisciplinary cooperation considered to be particularly important (*in relation to question 4 / part 2*)?

Q2.4. To what extent is your collaboration with other trades productive? Please assess in the scale from 1 to 10 (where 1 is the lowest score and 10 is the highest score)	Q1.2. Which specific area is your company focused on?	Total
<b>10</b>	Heating Systems	12
	Electric installation	11
	Plumbing	10
	Building Automation	10
	Cooling Systems, Ventilation	9
	Other	6
	Roof works	3
	Producers and Suppliers	2
	Facade construction	1
	Windows and doors	1
	Bricklayer, concrete worker	1
<b>10 Total</b>		<b>66</b>
<b>9</b>	Electric installation	9
	Plumbing	9
	Heating Systems	9
	Cooling Systems, Ventilation	8
	Roof works	6
	Bricklayer, concrete worker	6
	Windows and doors	3
	Building Automation	3
	Other	3
	Facade construction	2
	Producers and Suppliers	1
<b>9 Total</b>		<b>59</b>
<b>8</b>	Heating Systems	23
	Cooling Systems, Ventilation	18
	Electric installation	18
	Plumbing	17
	Other	15
	Building Automation	14
	Bricklayer, concrete worker	10
	Windows and doors	7
	Roof works	7
	Facade construction	6
	Producers and Suppliers	4
<b>8 Total</b>		<b>139</b>
<b>7</b>	Heating Systems	12
	Cooling Systems, Ventilation	12
	Plumbing	11
	Electric installation	11
	Roof works	5
Building Automation	5	

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	Windows and doors	3	
	Other	2	
	Bricklayer, concrete worker	2	
	Facade construction	1	
<b>7 Total</b>			<b>64</b>
<b>6</b>	Plumbing	4	
	Other	4	
	Cooling Systems, Ventilation	4	
	Electric installation	3	
	Heating Systems	3	
	Roof works	2	
	Facade construction	2	
	Windows and doors	1	
	Bricklayer, concrete worker	1	
<b>6 Total</b>			<b>24</b>
<b>5</b>	Electric installation	3	
	Other	1	
	Building Automation	1	
<b>5 Total</b>			<b>5</b>
<b>4</b>	Electric installation	1	
<b>4 Total</b>			<b>1</b>
<b>1</b>	Other	1	
<b>1 Total</b>			<b>1</b>
<b>Grand Total</b>			<b>364</b>

### 2.3. Average assessment of collaboration with other trades to be productive (Q 2.4. To what extent is your collaboration with other trades productive? )

Q1.2. Which specific area is your company focused on?	Count of Resp. No	Average
Producers and Suppliers	7	8,71
Building Automation	33	8,45
Heating Systems	60	8,25
Bricklayer, concrete worker	20	8,2
Plumbing	51	8,2
Roof works	23	8,13
Cooling Systems, Ventilation	53	8,12
Electric installation	58	8,02
Windows and doors	15	8
Facade construction	12	7,91
Other	32	7,84
<b>Grand Total</b>	<b>364</b>	<b>8,15</b>

## 2.4. If possible, please also prepare *question 5 / part 2 "trade-related"*

### 2.4.1. Assessment of statements about importance of interdisciplinary and cross-disciplinary competences for employers (Q2.5. How important are the following interdisciplinary and cross-trade competences for your employees)

Statement	No of respondents				
	Important	Neither important nor unimportant	Unimportant	Don't know	No answer
The ability to recognize and understand relationships between different Trades	107	22	2	3	4
The ability to solve problems systematically in complex systems	124	7	2	1	4
A basic knowledge on different technical systems in a building and their interconnection	113	14	3	2	6
Understanding multiple disciplines including engineering, computer science, electronics and control systems	77	46	7	3	5
Combining expertise in different trades to implement innovation	90	35	5	2	6
The ability to integrate and automate various building systems	80	40	8	4	6
The ability to identify, analyse and resolve complex technical tasks	103	25	4	2	4
The ability to collect, analyze and interpret data from various sensors to optimize building performance	83	36	7	6	6
The ability to communicate and collaborate with employees from other trades	117	13	1	2	5

2.4.2. Assessment of statements about importance of interdisciplinary and cross-disciplinary competences for employers (Q2.5. How important are the following interdisciplinary and cross-trade competences for your employees) by trades

Q1.2. Which specific area is your company focused on?	Statement	Total
	[The ability to recognize and understand relationships between different Trades]	
<b>Bricklayer, concrete worker</b>	Important	17
	Neither important nor unimportant	3
<b>Building Automation</b>	Don't know	1
	Important	27
<b>Cooling Systems, Ventilation</b>	Neither important nor unimportant	5
	Don't know	1
<b>Electric installation</b>	Don't know	2
	Important	43
<b>Facade construction</b>	Neither important nor unimportant	7
	Unimportant	1
<b>Heating Systems</b>	Don't know	1
	Important	45
<b>Other</b>	Neither important nor unimportant	10
	Unimportant	1
<b>Plumbing</b>	Important	10
	Neither important nor unimportant	2
<b>Producers and Suppliers</b>	Unimportant	1
	Don't know	2
<b>Roof works</b>	Important	49
	Neither important nor unimportant	8
<b>Other</b>	Unimportant	1
	Don't know	1
<b>Plumbing</b>	Important	23
	Neither important nor unimportant	6
<b>Producers and Suppliers</b>	Unimportant	1
	Don't know	1
<b>Roof works</b>	Important	42
	Neither important nor unimportant	8
<b>Producers and Suppliers</b>	Important	6
	Neither important nor unimportant	1
<b>Roof works</b>	Don't know	1
	Important	17
<b>Producers and Suppliers</b>	Neither important nor unimportant	5

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<b>Windows and doors</b>	Important	12
	Neither important nor unimportant	3
<b>(blank)</b>	(blank)	
<b>Grand Total</b>		<b>36</b>
		<b>4</b>

Q1.2. Which specific area is your company focused on?	Statement	Total
	[The ability to solve problems systematically in complex systems]	
<b>Bricklayer, concrete worker</b>	Important	18
	Neither important nor unimportant	2
<b>Building Automation</b>	Don't know	1
	Important	31
	Neither important nor unimportant	1
<b>Cooling Systems, Ventilation</b>		1
	Don't know	1
	Important	49
	Neither important nor unimportant	2
<b>Electric installation</b>		1
	Don't know	1
	Important	53
	Neither important nor unimportant	2
	Unimportant	1
<b>Facade construction</b>	Important	11
	Neither important nor unimportant	1
<b>Heating Systems</b>		1
	Don't know	1
	Important	55
	Neither important nor unimportant	3
<b>Other</b>		1
	Don't know	1
	Important	27
	Neither important nor unimportant	2
<b>Plumbing</b>	Unimportant	1
	Don't know	1
	Important	48
<b>Producers and Suppliers</b>	Neither important nor unimportant	2
	Important	6
	Neither important nor unimportant	1



<b>Roof works</b>	Important	22
	Neither important nor unimportant	1
<b>Windows and doors</b>	Important	15
<b>(blank)</b>	<b>(blank)</b>	
<b>Grand Total</b>		<b>364</b>

Q1.2. Which specific area is your company focused on?	Statement	Total
	[A basic knowledge on different technical systems in a building and their interconnection]	
<b>Bricklayer, concrete worker</b>		1
	Important	17
	Neither important nor unimportant	1
	Unimportant	1
<b>Bricklayer, concrete worker Total</b>		<b>20</b>
<b>Building Automation</b>	Don't know	1
	Important	30
	Neither important nor unimportant	2
<b>Building Automation Total</b>		<b>33</b>
<b>Cooling Systems, Ventilation</b>		1
	Don't know	1
	Important	46
	Neither important nor unimportant	4
	Unimportant	1
<b>Cooling Systems, Ventilation Total</b>		<b>53</b>
<b>Electric installation</b>		1
	Don't know	2
	Important	48
	Neither important nor unimportant	6
	Unimportant	1
<b>Electric installation Total</b>		<b>58</b>
<b>Facade construction</b>	Important	10
	Neither important nor unimportant	2
<b>Facade construction Total</b>		<b>12</b>
<b>Heating Systems</b>		1
	Don't know	1
	Important	53
	Neither important nor unimportant	3
	Unimportant	2
<b>Heating Systems Total</b>		<b>60</b>

<b>Other</b>		<b>3</b>
	Don't know	1
	Important	20
	Neither important nor unimportant	7
	Unimportant	1
<b>Other Total</b>		<b>32</b>
<b>Plumbing</b>	Don't know	1
	Important	47
	Neither important nor unimportant	2
	Unimportant	1
<b>Plumbing Total</b>		<b>51</b>
<b>Producers and Suppliers</b>	Important	4
	Neither important nor unimportant	2
	Unimportant	1
<b>Producers and Suppliers Total</b>		<b>7</b>
<b>Roof works</b>		1
	Important	19
	Neither important nor unimportant	3
<b>Roof works Total</b>		<b>23</b>
<b>Windows and doors</b>		1
	Important	14
<b>Windows and doors Total</b>		<b>15</b>
<b>(blank)</b>	(blank)	
<b>(blank) Total</b>		
<b>Grand Total</b>		<b>364</b>

Q1.2. Which specific area is your company focused on?	Statement	Total
	[Understanding multiple disciplines including engineering, computer science, electronics and control systems]	
<b>Bricklayer, concrete worker</b>	Important	<b>10</b>
	Neither important nor unimportant	<b>7</b>
	Unimportant	<b>3</b>
<b>Bricklayer, concrete worker Total</b>		<b>20</b>
<b>Building Automation</b>		<b>1</b>
	Don't know	<b>2</b>
	Important	<b>17</b>
	Neither important nor unimportant	<b>13</b>
<b>Building Automation Total</b>		<b>33</b>

<b>Cooling Systems, Ventilation</b>		<b>1</b>
	Don't know	<b>1</b>
	Important	<b>36</b>
	Neither important nor unimportant	<b>14</b>
	Unimportant	<b>1</b>
<b>Cooling Systems, Ventilation Total</b>		<b>53</b>
<b>Electric installation</b>		<b>2</b>
	Don't know	<b>3</b>
	Important	<b>35</b>
	Neither important nor unimportant	<b>17</b>
	Unimportant	<b>1</b>
<b>Electric installation Total</b>		<b>58</b>
<b>Facade construction</b>	Important	<b>5</b>
	Neither important nor unimportant	<b>6</b>
	Unimportant	<b>1</b>
<b>Facade construction Total</b>		<b>12</b>
<b>Heating Systems</b>		<b>1</b>
	Don't know	<b>1</b>
	Important	<b>36</b>
	Neither important nor unimportant	<b>21</b>
	Unimportant	<b>1</b>
<b>Heating Systems Total</b>		<b>60</b>
<b>Other</b>		<b>1</b>
	Don't know	<b>1</b>
	Important	<b>19</b>
	Neither important nor unimportant	<b>9</b>
	Unimportant	<b>2</b>
<b>Other Total</b>		<b>32</b>
<b>Plumbing</b>	Don't know	<b>1</b>
	Important	<b>29</b>
	Neither important nor unimportant	<b>20</b>
	Unimportant	<b>1</b>
<b>Plumbing Total</b>		<b>51</b>
<b>Producers and Suppliers</b>	Important	<b>4</b>
	Neither important nor unimportant	<b>2</b>
	Unimportant	<b>1</b>
<b>Producers and Suppliers Total</b>		<b>7</b>
<b>Roof works</b>	Important	<b>10</b>
	Neither important nor unimportant	<b>10</b>
	Unimportant	<b>3</b>

<b>Roof works Total</b>		<b>23</b>
<b>Windows and doors</b>	Important	<b>9</b>
	Neither important nor unimportant	<b>6</b>
<b>Windows and doors Total</b>		<b>15</b>
<b>(blank)</b>	(blank)	
<b>(blank) Total</b>		
<b>Grand Total</b>		<b>364</b>

Q1.2. Which specific area is your company focused on?	Statement	Total
	[Combining expertise in different trades to implement innovation]	
<b>Bricklayer, concrete worker</b>		<b>1</b>
	Important	12
	Neither important nor unimportant	6
	Unimportant	1
<b>Bricklayer, concrete worker Total</b>		<b>20</b>
<b>Building Automation</b>		<b>1</b>
	Important	20
	Neither important nor unimportant	12
<b>Building Automation Total</b>		<b>33</b>
<b>Cooling Systems, Ventilation</b>		<b>2</b>
	Important	36
	Neither important nor unimportant	14
	Unimportant	1
<b>Cooling Systems, Ventilation Total</b>		<b>53</b>
<b>Electric installation</b>		<b>2</b>
	Don't know	1
	Important	38
	Neither important nor unimportant	16
	Unimportant	1
<b>Electric installation Total</b>		<b>58</b>
<b>Facade construction</b>	Important	5
	Neither important nor unimportant	6
	Unimportant	1
<b>Facade construction Total</b>		<b>12</b>
<b>Heating Systems</b>		<b>2</b>
	Don't know	1
	Important	42
	Neither important nor unimportant	14

	Unimportant	1
<b>Heating Systems Total</b>		<b>60</b>
<b>Other</b>		3
	Important	18
	Neither important nor unimportant	10
	Unimportant	1
<b>Other Total</b>		<b>32</b>
<b>Plumbing</b>		1
	Important	39
	Neither important nor unimportant	11
<b>Plumbing Total</b>		<b>51</b>
<b>Producers and Suppliers</b>	Don't know	1
	Important	2
	Neither important nor unimportant	3
	Unimportant	1
<b>Producers and Suppliers Total</b>		<b>7</b>
<b>Roof works</b>		1
	Important	14
	Neither important nor unimportant	6
	Unimportant	2
<b>Roof works Total</b>		<b>23</b>
<b>Windows and doors</b>		1
	Important	10
	Neither important nor unimportant	4
<b>Windows and doors Total</b>		<b>15</b>
<b>(blank)</b>	(blank)	
<b>(blank) Total</b>		
<b>Grand Total</b>		<b>364</b>

Q1.2. Which specific area is your company focused on?	Statement	Total
	[The ability to integrate and automate various building systems]	
<b>Bricklayer, concrete worker</b>		1
	Important	10
	Neither important nor unimportant	9
<b>Bricklayer, concrete worker Total</b>		<b>20</b>
<b>Building Automation</b>	Don't know	1
	Important	24
	Neither important nor unimportant	8

<b>Building Automation Total</b>		<b>33</b>
<b>Cooling Systems, Ventilation</b>		1
	Don't know	2
	Important	35
	Neither important nor unimportant	15
<b>Cooling Systems, Ventilation Total</b>		<b>53</b>
<b>Electric installation</b>		1
	Don't know	2
	Important	38
	Neither important nor unimportant	13
	Unimportant	4
<b>Electric installation Total</b>		<b>58</b>
<b>Facade construction</b>	Important	5
	Neither important nor unimportant	7
<b>Facade construction Total</b>		<b>12</b>
<b>Heating Systems</b>		1
	Don't know	2
	Important	36
	Neither important nor unimportant	19
	Unimportant	2
<b>Heating Systems Total</b>		<b>60</b>
<b>Other</b>		3
	Don't know	2
	Important	13
	Neither important nor unimportant	11
	Unimportant	3
<b>Other Total</b>		<b>32</b>
<b>Plumbing</b>	Don't know	1
	Important	32
	Neither important nor unimportant	17
	Unimportant	1
<b>Plumbing Total</b>		<b>51</b>
<b>Producers and Suppliers</b>	Important	4
	Neither important nor unimportant	2
	Unimportant	1
<b>Producers and Suppliers Total</b>		<b>7</b>
<b>Roof works</b>		1
	Important	11
	Neither important nor unimportant	10
	Unimportant	1

<b>Roof works Total</b>		<b>23</b>
<b>Windows and doors</b>		1
	Important	10
	Neither important nor unimportant	4
<b>Windows and doors Total</b>		<b>15</b>
<b>(blank)</b>	(blank)	
<b>(blank) Total</b>		
<b>Grand Total</b>		<b>364</b>

Q1.2. Which specific area is your company focused on?	Statement	Total
	[The ability to identify, analyse and resolve complex technical tasks]	
<b>Bricklayer, concrete worker</b>	Important	16
	Neither important nor unimportant	4
<b>Bricklayer, concrete worker Total</b>		<b>20</b>
<b>Building Automation</b>	Don't know	1
	Important	28
	Neither important nor unimportant	4
<b>Building Automation Total</b>		<b>33</b>
<b>Cooling Systems, Ventilation</b>		1
	Don't know	1
	Important	42
	Neither important nor unimportant	9
<b>Cooling Systems, Ventilation Total</b>		<b>53</b>
<b>Electric installation</b>		1
	Don't know	1
	Important	46
	Neither important nor unimportant	7
	Unimportant	3
<b>Electric installation Total</b>		<b>58</b>
<b>Facade construction</b>	Important	9
	Neither important nor unimportant	3
<b>Facade construction Total</b>		<b>12</b>
<b>Heating Systems</b>		1
	Don't know	1
	Important	47
	Neither important nor unimportant	11
<b>Heating Systems Total</b>		<b>60</b>
<b>Other</b>		1

	Don't know	2
	Important	24
	Neither important nor unimportant	5
<b>Other Total</b>		<b>32</b>
<b>Plumbing</b>	Don't know	1
	Important	43
	Neither important nor unimportant	7
<b>Plumbing Total</b>		<b>51</b>
<b>Producers and Suppliers</b>	Important	5
	Neither important nor unimportant	2
<b>Producers and Suppliers Total</b>		<b>7</b>
<b>Roof works</b>	Important	17
	Neither important nor unimportant	6
<b>Roof works Total</b>		<b>23</b>
<b>Windows and doors</b>	Important	14
	Neither important nor unimportant	1
<b>Windows and doors Total</b>		<b>15</b>
<b>(blank)</b>	<b>(blank)</b>	
<b>(blank) Total</b>		
<b>Grand Total</b>		<b>364</b>

Q1.2. Which specific area is your company focused on?	Statement	Total
	[The ability to collect, analyze and interpret data from various sensors to optimize building performance]	
<b>Bricklayer, concrete worker</b>		1
	Don't know	1
	Important	9
	Neither important nor unimportant	9
<b>Bricklayer, concrete worker Total</b>		<b>20</b>
<b>Building Automation</b>	Don't know	1
	Important	22
	Neither important nor unimportant	9
	Unimportant	1
<b>Building Automation Total</b>		<b>33</b>
<b>Cooling Systems, Ventilation</b>		1
	Don't know	3
	Important	37
	Neither important nor unimportant	12



<b>Cooling Systems, Ventilation Total</b>		<b>53</b>
<b>Electric installation</b>		1
	Don't know	2
	Important	38
	Neither important nor unimportant	13
	Unimportant	4
<b>Electric installation Total</b>		<b>58</b>
<b>Facade construction</b>	Important	6
	Neither important nor unimportant	6
<b>Facade construction Total</b>		<b>12</b>
<b>Heating Systems</b>		1
	Don't know	3
	Important	40
	Neither important nor unimportant	16
<b>Heating Systems Total</b>		<b>60</b>
<b>Other</b>		3
	Don't know	4
	Important	14
	Neither important nor unimportant	9
	Unimportant	2
<b>Other Total</b>		<b>32</b>
<b>Plumbing</b>	Don't know	2
	Important	32
	Neither important nor unimportant	16
	Unimportant	1
<b>Plumbing Total</b>		<b>51</b>
<b>Producers and Suppliers</b>	Important	6
	Neither important nor unimportant	1
<b>Producers and Suppliers Total</b>		<b>7</b>
<b>Roof works</b>		1
	Important	12
	Neither important nor unimportant	9
	Unimportant	1
<b>Roof works Total</b>		<b>23</b>
<b>Windows and doors</b>		1
	Important	8
	Neither important nor unimportant	6
<b>Windows and doors Total</b>		<b>15</b>
<b>(blank)</b>	(blank)	
<b>(blank) Total</b>		

<b>Grand Total</b>		<b>36 4</b>
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Q1.2. Which specific area is your company focused on?	Statement	Total
	[The ability to communicate and collaborate with employees from other trades]	
<b>Bricklayer, concrete worker</b>	Important	19
	Neither important nor unimportant	1
<b>Bricklayer, concrete worker Total</b>		<b>20</b>
<b>Building Automation</b>	Don't know	1
	Important	30
	Neither important nor unimportant	2
<b>Building Automation Total</b>		<b>33</b>
<b>Cooling Systems, Ventilation</b>		1
	Don't know	1
	Important	46
	Neither important nor unimportant	5
<b>Cooling Systems, Ventilation Total</b>		<b>53</b>
<b>Electric installation</b>		1
	Don't know	2
	Important	49
	Neither important nor unimportant	5
	Unimportant	1
<b>Electric installation Total</b>		<b>58</b>
<b>Facade construction</b>	Important	12
<b>Facade construction Total</b>		<b>12</b>
<b>Heating Systems</b>		1
	Don't know	1
	Important	52
	Neither important nor unimportant	6
<b>Heating Systems Total</b>		<b>60</b>
<b>Other</b>		2
	Don't know	1
	Important	27
	Neither important nor unimportant	2
<b>Other Total</b>		<b>32</b>
<b>Plumbing</b>	Don't know	1
	Important	47
	Neither important nor unimportant	3

<b>Plumbing Total</b>		<b>51</b>
<b>Producers and Suppliers</b>	Important	5
	Neither important nor unimportant	2
<b>Producers and Suppliers Total</b>		<b>7</b>
<b>Roof works</b>	Important	22
	Neither important nor unimportant	1
<b>Roof works Total</b>		<b>23</b>
<b>Windows and doors</b>	Important	15
<b>Windows and doors Total</b>		<b>15</b>
<b>(blank)</b>	(blank)	
<b>(blank) Total</b>		
<b>Grand Total</b>		<b>364</b>

### 3) Which core work processes were particularly important or unimportant for the companies for which the work situation was relevant?

#### 3.1. Which core work processes were particularly important or unimportant for the companies for which the action situation was relevant?

No.	Core work process/competence area/	Professional situation				
		1. Installation of a heatpump or a hybrid heating system (heatpump with fossil heat generator)				
		Important	Neither important nor unimportant	Unimportant	Don't know	No response
1.	Assembling and dismantling of building systems or components	55	6	1	3	2
2.	Service and maintenance of building systems or their components	54	6	2	3	2
3.	Taking building systems or their components into operation	59	3	1	2	2
4.	Monitoring and optimizing processes of building systems with the help of auto-mated installations and components	48	10	2	5	2
5.	Creating concepts for (processes of) building systems or their component-/sub-processes	41	18	1	5	2

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6.	Identification, Realization and checking of legal requirements for the operation of building systems (operator responsibility)	50	9	2	4	2
7.	Monitoring costs and controlling	44	18	1	2	2
8.	Marketing	26	22	14	2	3
9.	Personnel management	34	21	6	4	2

No.	Core work process/competence area/	Professional situation				
		2. Installation of solar thermal systems on the roofs of buildings.				
		Important	Neither important nor unimportant	Unimportant	Don't know	No response
1.	Assembling and dismantling of building systems or components	43	7		2	3
2.	Service and maintenance of building systems or their components	40	9	2	2	2
3.	Taking building systems or their components into operation	43	7	1	2	2
4.	Monitoring and optimizing processes of building systems with the help of	39	8	2	3	3

	auto-mated installations and components					
5.	Creating concepts for (processes of) building systems or their component-/sub-processes	34	11	3	4	3
6.	Identification, Realization and checking of legal requirements for the operation of building systems (operator responsibility)	37	9	2	4	3
7.	Monitoring costs and controlling	33	14	4	2	2
8.	Marketing	25	21	3	4	2
9.	Personnel management	30	18	2	3	2

No.	Core work process/competence area/	Professional situation				
		3. Installation of a solar cooling system on the roof of a building				
		Important	Neither important nor unimportant	Unimportant	Don't know	No response
1.	Assembling and dismantling of building systems or components	22	5		4	1
2.	Service and maintenance of building systems or their components	24	2	1	4	1
3.	Taking building systems or their	25	2	1	3	1

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	components into operation					
4.	Monitoring and optimizing processes of building systems with the help of auto-mated installations and components	23	3	1	4	1
5.	Creating concepts for (processes of) building systems or their component-/sub-processes	21	5	1	4	1
6.	Identification, Realization and checking of legal requirements for the operation of building systems (operator responsibility)	22	4	1	3	2
7.	Monitoring costs and controlling	19	8	1	3	1
8.	Marketing	12	11	4	4	1
9.	Personnel management	16	8	3	4	1

No.	Core work process/competence area/	Professional situation				
		4. Installation of a photovoltaic system on the roof of a residential or commercial building				
		Important	Neither important nor unimportant	Unimportant	Don't know	No response
1.	Assembling and dismantling of building systems or components	58	5	1	1	2
2.	Service and maintenance of building systems or their components	52	7	4	2	2
3.	Taking building systems or their components into operation	59	3	2	1	2
4.	Monitoring and optimizing processes of building systems with the help of auto-mated installations and components	51	8	3	3	2
5.	Creating concepts for (processes of) building systems or their component-/sub-processes	49	9	4	3	2
6.	Identification, Realization and checking of legal requirements for the operation of building systems	50	8	4	3	2



	(operator responsibility)					
7.	Monitoring costs and controlling	45	15	3	2	2
8.	Marketing	28	21	12	4	2
9.	Personnel management	40	15	6	3	3

No.	Core work process/competence area/	Professional situation				
		5. Building automation				
		Important	Neither important nor unimportant	Unimportant	Don't know	No response
1.	Assembling and dismantling of building systems or components	60	7		2	3
2.	Service and maintenance of building systems or their components	55	9	1	3	4
3.	Taking building systems or their components into operation	58	7	2	2	3
4.	Monitoring and optimizing processes of building systems with the help of auto-mated installations and components	56	8	2	2	4
5.	Creating concepts for (processes of) building systems or	53	12	1	2	4

	their component- /sub-processes					
6.	Identification, Realization and checking of legal requirements for the operation of building systems (operator responsibility)	50	15	2	2	3
7.	Monitoring costs and controlling	46	21	1	1	3
8.	Marketing	33	24	9	3	3
9.	Personnel management	39	22	4	4	3

No.	Core work process/competence area/	Professional situation				
		6. Troubleshooting in building systems and building installations				
		Important	Neither important nor unimportant	Unimportant	Don't know	No response
1.	Assembling and dismantling of building systems or components	73	8	3	1	3
2.	Service and maintenance of building systems or their components	73	8	3	1	3
3.	Taking building systems or their components into operation	72	8	4	1	3
4.	Monitoring and optimizing processes of	66	12	4	2	4

	building systems with the help of auto-mated installations and components					
5.	Creating concepts for (processes of) building systems or their component-/sub-processes	60	17	5	2	4
6.	Identification, Realization and checking of legal requirements for the operation of building systems (operator responsibility)	62	15	5	3	3
7.	Monitoring costs and controlling	56	22	4	3	3
8.	Marketing	36	30	13	6	3
9.	Personnel management	52	23	6	3	4

### 3.2. Which professional action situation was relevant for which trades from part 1 of the questionnaire

**1<sup>st</sup> professional situation: Installation of a heatpump or a hybrid heating system (heatpump with fossil heat generator)**

Q1.2.1. Which specific area is your company focused on?	Core work process	
	1. [Assembling and dismantling of building systems or components]	Total
<b>Bricklayer, concrete worker</b>	Don't know	20
<b>Building Automation</b>	Don't know	33
<b>Cooling Systems, Ventilation</b>	Don't know	53
<b>Electric installation</b>	Don't know	12
	Important	30

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	Neither important nor unimportant	7
	Unimportant	5
<b>Facade construction</b>	Don't know	12
<b>Heating Systems</b>	Don't know	60
<b>Other</b>	Don't know	29
	Important	1
	Neither important nor unimportant	1
<b>Plumbing</b>	Don't know	51
<b>Producers and Suppliers</b>	Don't know	7
<b>Roof works</b>	Don't know	1
	Important	15
	Neither important nor unimportant	3
	Unimportant	2
<b>Windows and doors</b>	Don't know	1
	Important	11
	Neither important nor unimportant	1
<b>Grand Total</b>		<b>355</b>

**1<sup>st</sup> professional situation: Installation of a heatpump or a hybrid heating system (heatpump with fossil heat generator)**

Q1.2.1. Which specific area is your company focused on?	Core work process	Total
	2. [Service and maintenance of building systems or their components]	
<b>Bricklayer, concrete worker</b>	Don't know	1
	Important	10
	Neither important nor unimportant	7
<b>Building Automation</b>	Don't know	2
	Important	20
	Neither important nor unimportant	8
	Unimportant	2
<b>Cooling Systems, Ventilation</b>	Don't know	1
	Important	42
	Neither important nor unimportant	6
	Unimportant	3
<b>Electric installation</b>	Don't know	8
	Important	33
	Neither important nor unimportant	9
	Unimportant	4
<b>Facade construction</b>	Don't know	1

	Important	4
	Neither important nor unimportant	5
	Unimportant	1
<b>Heating Systems</b>	Don't know	1
	Important	50
	Neither important nor unimportant	5
	Unimportant	3
<b>Other</b>	Don't know	5
	Important	15
	Neither important nor unimportant	5
	Unimportant	4
<b>Plumbing</b>	Don't know	2
	Important	43
	Neither important nor unimportant	4
	Unimportant	2
<b>Producers and Suppliers</b>	Don't know	1
	Important	3
	Neither important nor unimportant	3
<b>Roof works</b>	Don't know	1
	Important	13
	Neither important nor unimportant	5
	Unimportant	2
<b>Windows and doors</b>	Don't know	1
	Important	9
	Neither important nor unimportant	3
<b>Grand Total</b>		<b>347</b>

**1<sup>st</sup> professional situation: Installation of a heatpump or a hybrid heating system (heatpump with fossil heat generator)**

Q1.2.1. Which specific area is your company focused on?	Core work process	Total
	3. [Taking building systems or their components into operation]	
<b>Bricklayer, concrete worker</b>	Don't know	1
	Important	12
	Neither important nor unimportant	5
<b>Building Automation</b>	Don't know	2
	Important	24
	Neither important nor unimportant	4

	Unimportant	2
<b>Cooling Systems, Ventilation</b>	Don't know	1
	Important	47
	Neither important nor unimportant	2
<b>Electric installation</b>	Unimportant	2
	Don't know	7
	Important	36
<b>Facade construction</b>	Neither important nor unimportant	6
	Unimportant	5
	Don't know	1
<b>Heating Systems</b>	Important	6
	Neither important nor unimportant	4
	Don't know	1
<b>Other</b>	Important	54
	Neither important nor unimportant	2
	Unimportant	2
<b>Plumbing</b>	Don't know	3
	Important	16
	Neither important nor unimportant	6
<b>Producers and Suppliers</b>	Unimportant	4
	Don't know	1
	Important	44
<b>Roof works</b>	Neither important nor unimportant	3
	Unimportant	3
	Don't know	1
<b>Windows and doors</b>	Important	5
	Neither important nor unimportant	1
	Don't know	1
<b>Grand Total</b>	Important	15
	Neither important nor unimportant	2
	Unimportant	3
<b>Grand Total</b>	Don't know	11
	Important	1
	Neither important nor unimportant	1
<b>Grand Total</b>		<b>347</b>

**1<sup>st</sup> professional situation: Installation of a heat pump or a hybrid heating system (heat pump with fossil heat generator)**

Q1.2.1. Which specific area is your company focused on?	Core work process	Total
	4. [Monitoring and optimizing processes of building systems with the help of auto-mated installations and components]	
<b>Bricklayer, concrete worker</b>	Don't know	2
	Important	11
	Neither important nor unimportant	5
<b>Building Automation</b>	Don't know	3
	Important	21
	Neither important nor unimportant	6
	Unimportant	2
<b>Cooling Systems, Ventilation</b>	Don't know	4
	Important	36
	Neither important nor unimportant	9
	Unimportant	3
<b>Electric installation</b>	Don't know	8
	Important	32
	Neither important nor unimportant	8
	Unimportant	6
<b>Facade construction</b>	Don't know	1
	Important	6
	Neither important nor unimportant	4
<b>Heating Systems</b>	Don't know	4
	Important	41
	Neither important nor unimportant	11
	Unimportant	3
<b>Other</b>	Don't know	6
	Important	12
	Neither important nor unimportant	6
	Unimportant	5
<b>Plumbing</b>	Don't know	3
	Important	34
	Neither important nor unimportant	11
	Unimportant	3
<b>Producers and Suppliers</b>	Don't know	1
	Important	3
	Neither important nor unimportant	3

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<b>Roof works</b>	Don't know	1
	Important	12
	Neither important nor unimportant	6
	Unimportant	2
<b>Windows and doors</b>	Don't know	1
	Important	10
	Neither important nor unimportant	2
<b>Grand Total</b>		<b>347</b>

**1<sup>st</sup> professional situation: Installation of a heat pump or a hybrid heating system (heat pump with fossil heat generator)**

Q1.2.1. Which specific area is your company focused on?	Core work process	
	5. [Creating concepts for (processes of) building systems or their component-/sub-processes ]	Total
<b>Bricklayer, concrete worker</b>	Don't know	1
	Important	10
	Neither important nor unimportant	7
<b>Building Automation</b>	Don't know	3
	Important	19
	Neither important nor unimportant	7
<b>Cooling Systems, Ventilation</b>	Unimportant	3
	Don't know	3
	Important	34
<b>Electric installation</b>	Neither important nor unimportant	13
	Unimportant	2
	Don't know	8
<b>Facade construction</b>	Important	29
	Neither important nor unimportant	11
	Unimportant	6
<b>Heating Systems</b>	Don't know	1
	Important	6
	Neither important nor unimportant	4
<b>Other</b>	Don't know	3
	Important	40
	Neither important nor unimportant	13
<b>Other</b>	Unimportant	3
	Don't know	5
	Important	12



	Neither important nor unimportant	8
	Unimportant	4
<b>Plumbing</b>	Don't know	2
	Important	33
	Neither important nor unimportant	13
	Unimportant	3
<b>Producers and Suppliers</b>	Don't know	1
	Important	3
	Neither important nor unimportant	3
<b>Roof works</b>	Don't know	1
	Important	13
	Neither important nor unimportant	5
	Unimportant	2
<b>Windows and doors</b>	Don't know	1
	Important	11
	Neither important nor unimportant	1
<b>Grand Total</b>		<b>34</b>
		<b>7</b>

**1<sup>st</sup> professional situation: Installation of a heat pump or a hybrid heating system (heat pump with fossil heat generator)**

Q1.2.1. Which specific area is your company focused on?	Core work process	
	6. [Identification, Realization and checking of legal requirements for the operation of building systems (operator responsibility)]	Total
<b>Bricklayer, concrete worker</b>	Don't know	1
	Important	13
	Neither important nor unimportant	3
	Unimportant	1
<b>Building Automation</b>	Don't know	3
	Important	20
	Neither important nor unimportant	5
	Unimportant	3
<b>Cooling Systems, Ventilation</b>	Don't know	3
	Important	38
	Neither important nor unimportant	8
	Unimportant	3
<b>Electric installation</b>	Don't know	8

	Important	31
	Neither important nor unimportant	8
	Unimportant	6
<b>Facade construction</b>	Don't know	1
	Important	6
	Neither important nor unimportant	3
	Unimportant	1
<b>Heating Systems</b>	Don't know	3
	Important	45
	Neither important nor unimportant	7
	Unimportant	4
<b>Other</b>	Don't know	4
	Important	14
	Neither important nor unimportant	7
	Unimportant	4
<b>Plumbing</b>	Don't know	2
	Important	40
	Neither important nor unimportant	4
	Unimportant	5
<b>Producers and Suppliers</b>	Don't know	1
	Important	5
	Neither important nor unimportant	1
<b>Roof works</b>	Don't know	1
	Important	14
	Neither important nor unimportant	2
	Unimportant	4
<b>Windows and doors</b>	Don't know	1
	Important	10
	Neither important nor unimportant	1
	Unimportant	1
<b>Grand Total</b>		<b>345</b>

**1<sup>st</sup> professional situation: Installation of a heat pump or a hybrid heating system (heat pump with fossil heat generator)**

Q1.2.1. Which specific area is your company focused on?	Core work process	Total
	7. [Monitoring costs and controlling]	
<b>Bricklayer, concrete worker</b>	Don't know	1
	Important	9
	Neither important nor unimportant	8
<b>Building Automation</b>	Don't know	2
	Important	15
	Neither important nor unimportant	13
<b>Cooling Systems, Ventilation</b>	Unimportant	2
	Don't know	1
	Important	35
<b>Electric installation</b>	Neither important nor unimportant	13
	Unimportant	3
	Don't know	7
<b>Facade construction</b>	Important	28
	Neither important nor unimportant	14
	Unimportant	5
<b>Heating Systems</b>	Don't know	1
	Important	5
	Neither important nor unimportant	4
<b>Other</b>	Unimportant	1
	Don't know	1
	Important	40
<b>Plumbing</b>	Neither important nor unimportant	15
	Unimportant	3
	Don't know	3
<b>Producers and Suppliers</b>	Important	16
	Neither important nor unimportant	5
	Unimportant	4
<b>Roof works</b>	Don't know	1
	Important	34
	Neither important nor unimportant	12
<b>Producers and Suppliers</b>	Unimportant	4
	Don't know	1
	Important	1
<b>Roof works</b>	Neither important nor unimportant	5
	Don't know	1
	Important	1

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	Important	14
	Neither important nor unimportant	3
	Unimportant	3
<b>Windows and doors</b>	Don't know	1
	Important	10
	Neither important nor unimportant	2
<b>Grand Total</b>		<b>346</b>

**1<sup>st</sup> professional situation: Installation of a heat pump or a hybrid heating system (heat pump with fossil heat generator)**

Q1.2.1. Which specific area is your company focused on?	Core work process	Total
	8. [Marketing]	
<b>Bricklayer, concrete worker</b>	Important	8
	Neither important nor unimportant	9
	Unimportant	1
<b>Building Automation</b>	Don't know	2
	Important	9
	Neither important nor unimportant	15
<b>Cooling Systems, Ventilation</b>	Unimportant	6
	Don't know	1
	Important	22
<b>Electric installation</b>	Neither important nor unimportant	18
	Unimportant	10
	Don't know	9
<b>Facade construction</b>	Important	16
	Neither important nor unimportant	21
	Unimportant	8
<b>Heating Systems</b>	Important	3
	Neither important nor unimportant	6
	Unimportant	2
<b>Other</b>	Don't know	1
	Important	24
	Neither important nor unimportant	21
	Unimportant	12
	Don't know	5
	Important	9
	Neither important nor unimportant	11

	Unimportant	3
<b>Plumbing</b>	Don't know	2
	Important	21
	Neither important nor unimportant	19
<b>Producers and Suppliers</b>	Unimportant	9
	Don't know	1
	Important	1
<b>Roof works</b>	Neither important nor unimportant	4
	Unimportant	1
	Important	8
<b>Windows and doors</b>	Neither important nor unimportant	8
	Unimportant	5
	Important	7
<b>Grand Total</b>	Neither important nor unimportant	5
	Unimportant	1
		<b>344</b>

**1<sup>st</sup> professional situation: Installation of a heat pump or a hybrid heating system (heat pump with fossil heat generator)**

Count of Resp. No	Core work process	Total
<b>Q1.2.1. Which specific area is your company focused on?</b>	<b>9. [Personnel management]</b>	
<b>Bricklayer, concrete worker</b>	Don't know	1
	Important	10
	Neither important nor unimportant	7
<b>Building Automation</b>	Don't know	3
	Important	10
	Neither important nor unimportant	14
<b>Cooling Systems, Ventilation</b>	Unimportant	5
	Don't know	2
	Important	23
<b>Electric installation</b>	Neither important nor unimportant	21
	Unimportant	6
	Don't know	8
<b>Facade construction</b>	Important	18
	Neither important nor unimportant	20
	Unimportant	8
	Don't know	1

	Important	4
	Neither important nor unimportant	5
	Unimportant	1
<b>Heating Systems</b>	Don't know	2
	Important	27
	Neither important nor unimportant	24
	Unimportant	6
<b>Other</b>	Don't know	4
	Important	15
	Neither important nor unimportant	5
	Unimportant	4
<b>Plumbing</b>	Don't know	2
	Important	24
	Neither important nor unimportant	19
	Unimportant	6
<b>Producers and Suppliers</b>	Don't know	1
	Important	1
	Neither important nor unimportant	5
<b>Roof works</b>	Don't know	1
	Important	9
	Neither important nor unimportant	8
	Unimportant	3
<b>Windows and doors</b>	Don't know	1
	Important	8
	Neither important nor unimportant	4
<b>Grand Total</b>		<b>346</b>

## 2<sup>nd</sup> professional situation. Installation of solar thermal systems on the roofs of buildings

Q1.2.1. Which specific area is your company focused on?	Core work process	Total
	1. [Assembling and dismantling of building systems or components]	
<b>Bricklayer, concrete worker</b>	Important	15
	Neither important nor unimportant	2
<b>Building Automation</b>	Don't know	3
	Important	17
	Neither important nor unimportant	6
<b>Cooling Systems, Ventilation</b>	Unimportant	6
	Don't know	5

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	Important	32
	Neither important nor unimportant	6
	Unimportant	8
<b>Electric installation</b>	Don't know	5
	Important	30
	Neither important nor unimportant	7
	Unimportant	11
<b>Facade construction</b>	Important	8
	Neither important nor unimportant	3
<b>Heating Systems</b>	Don't know	6
	Important	38
	Neither important nor unimportant	5
	Unimportant	9
<b>Other</b>	Don't know	3
	Important	17
	Neither important nor unimportant	4
	Unimportant	4
<b>Plumbing</b>	Don't know	4
	Important	30
	Neither important nor unimportant	6
	Unimportant	10
<b>Producers and Suppliers</b>	Don't know	2
	Important	4
	Neither important nor unimportant	1
<b>Roof works</b>	Don't know	2
	Important	14
	Neither important nor unimportant	4
	Unimportant	1
<b>Windows and doors</b>	Important	11
	Neither important nor unimportant	2
<b>Grand Total</b>		<b>341</b>

**2<sup>nd</sup> professional situation. Installation of solar thermal systems on the roofs of buildings**

Q1.2.1. Which specific area is your company focused on?	Core work process 2. [Service and maintenance of building systems or their components]	Total
<b>Bricklayer, concrete worker</b>	Important	12
	Neither important nor unimportant	4
	Unimportant	1
<b>Building Automation</b>	Don't know	3
	Important	15
	Neither important nor unimportant	7
<b>Cooling Systems, Ventilation</b>	Unimportant	7
	Don't know	5
	Important	30
<b>Electric installation</b>	Neither important nor unimportant	6
	Unimportant	10
	Don't know	5
<b>Facade construction</b>	Important	29
	Neither important nor unimportant	8
	Unimportant	12
<b>Heating Systems</b>	Important	5
	Neither important nor unimportant	4
	Unimportant	2
<b>Other</b>	Don't know	6
	Important	35
	Neither important nor unimportant	7
<b>Plumbing</b>	Unimportant	10
	Don't know	3
	Important	14
<b>Producers and Suppliers</b>	Neither important nor unimportant	5
	Unimportant	6
	Don't know	4
<b>Roof works</b>	Important	29
	Neither important nor unimportant	7
	Unimportant	10
	Don't know	2
	Important	3
	Neither important nor unimportant	2
	Don't know	2
	Important	12



	Neither important nor unimportant	5
	Unimportant	2
<b>Windows and doors</b>	Important	9
	Neither important nor unimportant	3
	Unimportant	1
<b>Grand Total</b>		<b>34</b> <b>2</b>

## 2<sup>nd</sup> professional situation. Installation of solar thermal systems on the roofs of buildings

Q1.2.1. Which specific area is your company focused on?	Core work process	Total
	3. [Taking building systems or their components into operation]	
<b>Bricklayer, concrete worker</b>	Important	14
	Neither important nor unimportant	3
<b>Building Automation</b>	Don't know	3
	Important	18
	Neither important nor unimportant	5
<b>Cooling Systems, Ventilation</b>	Unimportant	6
	Don't know	5
	Important	34
<b>Electric installation</b>	Neither important nor unimportant	4
	Unimportant	8
	Don't know	5
<b>Facade construction</b>	Important	31
	Neither important nor unimportant	7
	Unimportant	11
<b>Heating Systems</b>	Important	8
	Neither important nor unimportant	3
	Don't know	6
<b>Other</b>	Important	40
	Neither important nor unimportant	4
	Unimportant	8
<b>Plumbing</b>	Don't know	3
	Important	16
	Neither important nor unimportant	4
	Unimportant	5
	Don't know	4
	Important	31
	Neither important nor unimportant	7

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	Unimportant	8
<b>Producers and Suppliers</b>	Don't know	2
	Important	5
<b>Roof works</b>	Don't know	2
	Important	14
	Neither important nor unimportant	4
	Unimportant	1
<b>Windows and doors</b>	Important	11
	Neither important nor unimportant	2
<b>Grand Total</b>		<b>342</b>

## 2<sup>nd</sup> professional situation. Installation of solar thermal systems on the roofs of buildings

Q1.2.1. Which specific area is your company focused on?	Core work process	Total
	4. [Monitoring and optimizing processes of building systems with the help of auto-mated installations and components]	
<b>Bricklayer, concrete worker</b>	Important	13
	Neither important nor unimportant	4
<b>Building Automation</b>	Don't know	3
	Important	17
	Neither important nor unimportant	6
	Unimportant	6
<b>Cooling Systems, Ventilation</b>	Don't know	5
	Important	27
	Neither important nor unimportant	10
	Unimportant	9
<b>Electric installation</b>	Don't know	5
	Important	27
	Neither important nor unimportant	11
	Unimportant	11
<b>Facade construction</b>	Important	7
	Neither important nor unimportant	4
<b>Heating Systems</b>	Don't know	6
	Important	32
	Neither important nor unimportant	11
	Unimportant	9
<b>Other</b>	Don't know	4
	Important	16
	Neither important nor unimportant	3

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	Unimportant	5
<b>Plumbing</b>	Don't know	4
	Important	26
	Neither important nor unimportant	11
<b>Producers and Suppliers</b>	Unimportant	9
	Don't know	1
	Important	3
<b>Roof works</b>	Neither important nor unimportant	1
	Don't know	2
	Important	11
<b>Windows and doors</b>	Neither important nor unimportant	7
	Unimportant	1
	Important	11
<b>Grand Total</b>	Neither important nor unimportant	2
		<b>340</b>

## 2<sup>nd</sup> professional situation. Installation of solar thermal systems on the roofs of buildings

Count of Resp. No	Core work process	
<b>Q1.2.1. Which specific area is your company focused on?</b>	<b>5. [Creating concepts for (processes of) building systems or their component-/sub-processes ]</b>	<b>To tal</b>
<b>Bricklayer, concrete worker</b>	Important	13
	Neither important nor unimportant	3
	Unimportant	1
<b>Building Automation</b>	Don't know	3
	Important	16
	Neither important nor unimportant	7
<b>Cooling Systems, Ventilation</b>	Unimportant	6
	Don't know	6
	Important	24
<b>Electric installation</b>	Neither important nor unimportant	11
	Unimportant	10
	Don't know	5
<b>Facade construction</b>	Important	23
	Neither important nor unimportant	14
	Unimportant	11
	Important	7
	Neither important nor unimportant	2
	Unimportant	2

<b>Heating Systems</b>	Don't know	7
	Important	28
	Neither important nor unimportant	13
	Unimportant	10
<b>Other</b>	Don't know	6
	Important	11
	Neither important nor unimportant	6
	Unimportant	5
<b>Plumbing</b>	Don't know	4
	Important	25
	Neither important nor unimportant	10
	Unimportant	11
<b>Producers and Suppliers</b>	Don't know	2
	Important	4
	Neither important nor unimportant	1
<b>Roof works</b>	Don't know	2
	Important	11
	Neither important nor unimportant	4
	Unimportant	4
<b>Windows and doors</b>	Important	11
	Neither important nor unimportant	1
	Unimportant	1
<b>Grand Total</b>		<b>34</b>
		<b>1</b>

## 2<sup>nd</sup> professional situation. Installation of solar thermal systems on the roofs of buildings

Q1.2.1. Which specific area is your company focused on?	Core work process	
	6. [Identification, Realization and checking of legal requirements for the operation of building systems (operator responsibility)]	Total
<b>Bricklayer, concrete worker</b>	Important	12
	Neither important nor unimportant	3
	Unimportant	2
<b>Building Automation</b>	Don't know	3
	Important	14
	Neither important nor unimportant	7
<b>Cooling Systems, Ventilation</b>	Unimportant	8
	Don't know	6

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	Important	24
	Neither important nor unimportant	11
	Unimportant	10
<b>Electric installation</b>	Don't know	5
	Important	25
	Neither important nor unimportant	12
	Unimportant	12
<b>Facade construction</b>	Important	6
	Neither important nor unimportant	2
	Unimportant	3
<b>Heating Systems</b>	Don't know	7
	Important	29
	Neither important nor unimportant	11
	Unimportant	11
<b>Other</b>	Don't know	5
	Important	12
	Neither important nor unimportant	6
	Unimportant	4
<b>Plumbing</b>	Don't know	4
	Important	27
	Neither important nor unimportant	8
	Unimportant	11
<b>Producers and Suppliers</b>	Don't know	2
	Important	3
	Neither important nor unimportant	2
<b>Roof works</b>	Don't know	2
	Important	10
	Neither important nor unimportant	5
	Unimportant	4
<b>Windows and doors</b>	Important	9
	Neither important nor unimportant	2
	Unimportant	2
<b>Grand Total</b>		<b>341</b>

**2<sup>nd</sup> professional situation. Installation of solar thermal systems on the roofs of buildings**

Count of Resp. No	Core work process	Total
<b>Q1.2.1. Which specific area is your company focused on?</b>	<b>7. [Monitoring costs and controlling]</b>	
<b>Bricklayer, concrete worker</b>	Important	12
	Neither important nor unimportant	5
<b>Building Automation</b>	Don't know	3
	Important	11
	Neither important nor unimportant	11
	Unimportant	7
<b>Cooling Systems, Ventilation</b>	Don't know	5
	Important	25
	Neither important nor unimportant	12
	Unimportant	9
<b>Electric installation</b>	Don't know	5
	Important	21
	Neither important nor unimportant	16
	Unimportant	12
<b>Facade construction</b>	Important	6
	Neither important nor unimportant	4
	Unimportant	1
<b>Heating Systems</b>	Don't know	6
	Important	30
	Neither important nor unimportant	12
	Unimportant	10
<b>Other</b>	Don't know	3
	Important	15
	Neither important nor unimportant	4
	Unimportant	6
<b>Plumbing</b>	Don't know	4
	Important	24
	Neither important nor unimportant	12
	Unimportant	10
<b>Producers and Suppliers</b>	Don't know	2
	Important	3
	Neither important nor unimportant	1
	Unimportant	1
<b>Roof works</b>	Don't know	2
	Important	11

	Neither important nor unimportant	6
	Unimportant	2
<b>Windows and doors</b>	Important	10
	Neither important nor unimportant	3
<b>Grand Total</b>		<b>342</b>

## 2<sup>nd</sup> professional situation. Installation of solar thermal systems on the roofs of buildings

Q1.2.1. Which specific area is your company focused on?	Core work process	Total
	8. [Marketing]	
<b>Bricklayer, concrete worker</b>	Important	7
	Neither important nor unimportant	7
	Unimportant	3
<b>Building Automation</b>	Don't know	3
	Important	8
	Neither important nor unimportant	10
<b>Cooling Systems, Ventilation</b>	Unimportant	11
	Don't know	6
	Important	18
<b>Electric installation</b>	Neither important nor unimportant	14
	Unimportant	13
	Don't know	5
<b>Facade construction</b>	Important	17
	Neither important nor unimportant	18
	Unimportant	14
<b>Heating Systems</b>	Important	3
	Neither important nor unimportant	5
	Unimportant	3
<b>Other</b>	Don't know	7
	Important	21
	Neither important nor unimportant	16
<b>Plumbing</b>	Unimportant	14
	Don't know	6
	Important	10
	Neither important nor unimportant	8
	Unimportant	4
	Don't know	4
	Important	17
	Neither important nor unimportant	16

	Unimportant	13
<b>Producers and Suppliers</b>	Don't know	2
	Important	2
	Neither important nor unimportant	1
<b>Roof works</b>	Unimportant	2
	Don't know	2
	Important	7
	Neither important nor unimportant	7
<b>Windows and doors</b>	Unimportant	5
	Important	6
	Neither important nor unimportant	5
	Unimportant	2
<b>Grand Total</b>		<b>342</b>

## 2<sup>nd</sup> professional situation. Installation of solar thermal systems on the roofs of buildings

Q1.2.1. Which specific area is your company focused on?	Core work process	Total
	9. [Personnel management]	
<b>Bricklayer, concrete worker</b>	Don't know	1
	Important	13
	Neither important nor unimportant	3
<b>Building Automation</b>	Don't know	4
	Important	8
	Neither important nor unimportant	12
	Unimportant	8
<b>Cooling Systems, Ventilation</b>	Don't know	6
	Important	19
	Neither important nor unimportant	17
	Unimportant	8
<b>Electric installation</b>	Don't know	6
	Important	18
	Neither important nor unimportant	18
	Unimportant	11
<b>Facade construction</b>	Don't know	1
	Important	7
	Neither important nor unimportant	2
	Unimportant	1
<b>Heating Systems</b>	Don't know	7
	Important	23



	Neither important nor unimportant	19
	Unimportant	8
<b>Other</b>	Don't know	4
	Important	15
	Neither important nor unimportant	4
	Unimportant	5
<b>Plumbing</b>	Don't know	5
	Important	21
	Neither important nor unimportant	15
	Unimportant	8
<b>Producers and Suppliers</b>	Don't know	2
	Important	3
	Neither important nor unimportant	2
<b>Roof works</b>	Don't know	3
	Important	11
	Neither important nor unimportant	5
	Unimportant	2
<b>Windows and doors</b>	Don't know	1
	Important	9
	Neither important nor unimportant	3
<b>Grand Total</b>		<b>338</b>

### 3<sup>rd</sup> professional situation. Installation of a solar cooling system on the roof of a building

Q1.2.1. Which specific area is your company focused on?	Core work process	Total
	1. [Assembling and dismantling of building systems or components]	
<b>Bricklayer, concrete worker</b>	Don't know	2
	Important	12
	Neither important nor unimportant	4
<b>Building Automation</b>	Don't know	6
	Important	16
	Neither important nor unimportant	6
	Unimportant	4
<b>Cooling Systems, Ventilation</b>	Don't know	6
	Important	28
	Neither important nor unimportant	7
	Unimportant	10
<b>Electric installation</b>	Don't know	9
	Important	26

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	Neither important nor unimportant	9
	Unimportant	11
<b>Facade construction</b>	Don't know	1
	Important	5
	Neither important nor unimportant	6
<b>Heating Systems</b>	Don't know	8
	Important	33
	Neither important nor unimportant	6
	Unimportant	11
<b>Other</b>	Don't know	5
	Important	13
	Neither important nor unimportant	6
	Unimportant	5
<b>Plumbing</b>	Don't know	6
	Important	24
	Neither important nor unimportant	8
	Unimportant	11
<b>Producers and Suppliers</b>	Don't know	2
	Important	2
	Neither important nor unimportant	3
<b>Roof works</b>	Don't know	1
	Important	11
	Neither important nor unimportant	8
	Unimportant	2
<b>Windows and doors</b>	Don't know	1
	Important	9
	Neither important nor unimportant	4
<b>Grand Total</b>		<b>347</b>

### 3<sup>rd</sup> professional situation. Installation of a solar cooling system on the roof of a building

Q1.2.1. Which specific area is your company focused on?	Core work process	Total
	2. [Service and maintenance of building systems or their components]	
<b>Bricklayer, concrete worker</b>	Don't know	2
	Important	12
	Neither important nor unimportant	4
<b>Building Automation</b>	Don't know	6
	Important	16
	Neither important nor unimportant	6

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	Unimportant	4
<b>Cooling Systems, Ventilation</b>	Don't know	6
	Important	29
	Neither important nor unimportant	5
<b>Electric installation</b>	Unimportant	11
	Don't know	8
	Important	25
	Neither important nor unimportant	10
<b>Facade construction</b>	Unimportant	12
	Don't know	1
	Important	5
	Neither important nor unimportant	5
<b>Heating Systems</b>	Unimportant	1
	Don't know	8
	Important	33
	Neither important nor unimportant	6
<b>Other</b>	Unimportant	11
	Don't know	5
	Important	11
	Neither important nor unimportant	5
<b>Plumbing</b>	Unimportant	8
	Don't know	6
	Important	27
	Neither important nor unimportant	5
<b>Producers and Suppliers</b>	Unimportant	11
	Don't know	2
	Important	3
	Neither important nor unimportant	2
<b>Roof works</b>	Unimportant	3
	Don't know	1
	Important	12
	Neither important nor unimportant	6
<b>Windows and doors</b>	Unimportant	3
	Don't know	1
	Important	10
	Neither important nor unimportant	3
<b>Grand Total</b>		<b>347</b>

### 3<sup>rd</sup> professional situation. Installation of a solar cooling system on the roof of a building

	Core work process	
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Q1.2.1. Which specific area is your company focused on?	3. [Taking building systems or their components into operation]	Total
<b>Bricklayer, concrete worker</b>	Don't know	2
	Important	12
	Neither important nor unimportant	4
<b>Building Automation</b>	Don't know	6
	Important	16
	Neither important nor unimportant	5
	Unimportant	4
<b>Cooling Systems, Ventilation</b>	Don't know	6
	Important	30
	Neither important nor unimportant	4
	Unimportant	11
<b>Electric installation</b>	Don't know	8
	Important	24
	Neither important nor unimportant	10
	Unimportant	12
<b>Facade construction</b>	Don't know	1
	Important	5
	Neither important nor unimportant	5
	Unimportant	1
<b>Heating Systems</b>	Don't know	8
	Important	35
	Neither important nor unimportant	4
	Unimportant	11
<b>Other</b>	Don't know	4
	Important	12
	Neither important nor unimportant	5
	Unimportant	8
<b>Plumbing</b>	Don't know	6
	Important	27
	Neither important nor unimportant	5
	Unimportant	11
<b>Producers and Suppliers</b>	Don't know	2
	Important	3
	Neither important nor unimportant	2
<b>Roof works</b>	Don't know	1
	Important	12
	Neither important nor unimportant	6
	Unimportant	3

<b>Windows and doors</b>	Don't know	1
	Important	9
	Neither important nor unimportant	4
<b>Grand Total</b>		<b>345</b>

### 3<sup>rd</sup> professional situation. Installation of a solar cooling system on the roof of a building

Q1.2.1. Which specific area is your company focused on?	Core work process	Total
	4. [Monitoring and optimizing processes of building systems with the help of auto-mated installations and components]	
<b>Bricklayer, concrete worker</b>	Don't know	3
	Important	12
	Neither important nor unimportant	2
<b>Building Automation</b>	Don't know	6
	Important	17
	Neither important nor unimportant	5
	Unimportant	4
<b>Cooling Systems, Ventilation</b>	Don't know	7
	Important	24
	Neither important nor unimportant	8
	Unimportant	12
<b>Electric installation</b>	Don't know	8
	Important	23
	Neither important nor unimportant	12
	Unimportant	12
<b>Facade construction</b>	Don't know	1
	Important	6
	Neither important nor unimportant	3
	Unimportant	1
<b>Heating Systems</b>	Don't know	9
	Important	29
	Neither important nor unimportant	8
	Unimportant	12
<b>Other</b>	Don't know	7
	Important	10
	Neither important nor unimportant	4
	Unimportant	8
<b>Plumbing</b>	Don't know	7
	Important	22

	Neither important nor unimportant	7
	Unimportant	13
<b>Producers and Suppliers</b>	Don't know	2
	Important	3
	Neither important nor unimportant	2
<b>Roof works</b>	Don't know	1
	Important	10
	Neither important nor unimportant	7
	Unimportant	3
<b>Windows and doors</b>	Don't know	1
	Important	10
	Neither important nor unimportant	2
<b>Grand Total</b>		<b>343</b>

### 3<sup>rd</sup> professional situation. Installation of a solar cooling system on the roof of a building

Q1.2.1. Which specific area is your company focused on?	Core work process	Total
	5. [Creating concepts for (processes of) building systems or their component-/sub-processes ]	
<b>Bricklayer, concrete worker</b>	Don't know	3
	Important	11
	Neither important nor unimportant	4
<b>Building Automation</b>	Don't know	6
	Important	16
	Neither important nor unimportant	6
<b>Cooling Systems, Ventilation</b>	Unimportant	4
	Don't know	8
	Important	21
<b>Electric installation</b>	Neither important nor unimportant	10
	Unimportant	12
	Don't know	8
<b>Facade construction</b>	Important	21
	Neither important nor unimportant	14
	Unimportant	12
<b>Heating Systems</b>	Don't know	1
	Important	5
	Neither important nor unimportant	5
	Unimportant	1
	Don't know	10

	Important	25
	Neither important nor unimportant	11
	Unimportant	12
<b>Other</b>	Don't know	8
	Important	7
	Neither important nor unimportant	7
	Unimportant	7
<b>Plumbing</b>	Don't know	7
	Important	22
	Neither important nor unimportant	7
	Unimportant	13
<b>Producers and Suppliers</b>	Don't know	2
	Important	2
	Neither important nor unimportant	3
<b>Roof works</b>	Don't know	1
	Important	9
	Neither important nor unimportant	9
	Unimportant	3
<b>Windows and doors</b>	Don't know	1
	Important	9
	Neither important nor unimportant	4
<b>Grand Total</b>		<b>347</b>

### 3<sup>rd</sup> professional situation. Installation of a solar cooling system on the roof of a building

Q1.2.1. Which specific area is your company focused on?	Core work process	Total
	6. [Identification, Realization and checking of legal requirements for the operation of building systems (operator responsibility)]	
<b>Bricklayer, concrete worker</b>	Don't know	2
	Important	12
	Neither important nor unimportant	3
	Unimportant	1
<b>Building Automation</b>	Don't know	5
	Important	16
	Neither important nor unimportant	5
	Unimportant	5
<b>Cooling Systems, Ventilation</b>	Don't know	6
	Important	24

	Neither important nor unimportant	9
	Unimportant	11
<b>Electric installation</b>	Don't know	7
	Important	24
	Neither important nor unimportant	10
	Unimportant	13
<b>Facade construction</b>	Don't know	1
	Important	5
	Neither important nor unimportant	5
	Unimportant	1
<b>Heating Systems</b>	Don't know	8
	Important	28
	Neither important nor unimportant	10
	Unimportant	11
<b>Other</b>	Don't know	4
	Important	10
	Neither important nor unimportant	7
	Unimportant	7
<b>Plumbing</b>	Don't know	5
	Important	24
	Neither important nor unimportant	7
	Unimportant	12
<b>Producers and Suppliers</b>	Don't know	2
	Important	2
	Neither important nor unimportant	3
<b>Roof works</b>	Don't know	1
	Important	10
	Neither important nor unimportant	7
	Unimportant	4
<b>Windows and doors</b>	Don't know	1
	Important	9
	Neither important nor unimportant	3
	Unimportant	1
<b>Grand Total</b>		<b>341</b>

### 3<sup>rd</sup> professional situation. Installation of a solar cooling system on the roof of a building

Q1.2.1. Which specific area is your company focused on?	Core work process	Total
	7. [Monitoring costs and controlling]	
<b>Bricklayer, concrete worker</b>	Don't know	2

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	Important	7
	Neither important nor unimportant	9
<b>Building Automation</b>	Don't know	7
	Important	9
	Neither important nor unimportant	12
	Unimportant	4
<b>Cooling Systems, Ventilation</b>	Don't know	6
	Important	21
	Neither important nor unimportant	13
	Unimportant	11
<b>Electric installation</b>	Don't know	8
	Important	17
	Neither important nor unimportant	17
	Unimportant	12
<b>Facade construction</b>	Don't know	1
	Important	2
	Neither important nor unimportant	8
	Unimportant	1
<b>Heating Systems</b>	Don't know	8
	Important	24
	Neither important nor unimportant	14
	Unimportant	12
<b>Other</b>	Don't know	4
	Important	12
	Neither important nor unimportant	6
	Unimportant	7
<b>Plumbing</b>	Don't know	6
	Important	20
	Neither important nor unimportant	11
	Unimportant	12
<b>Producers and Suppliers</b>	Don't know	2
	Important	1
	Neither important nor unimportant	3
	Unimportant	1
<b>Roof works</b>	Don't know	1
	Important	8
	Neither important nor unimportant	9
	Unimportant	4
<b>Windows and doors</b>	Don't know	1
	Important	7

	Neither important nor unimportant	6
<b>Grand Total</b>		<b>346</b>

### 3<sup>rd</sup> professional situation. Installation of a solar cooling system on the roof of a building

Q1.2.1. Which specific area is your company focused on?	Core work process	Total
	8. [Marketing]	
<b>Bricklayer, concrete worker</b>	Don't know	2
	Important	7
	Neither important nor unimportant	7
	Unimportant	2
<b>Building Automation</b>	Don't know	7
	Important	8
	Neither important nor unimportant	10
	Unimportant	7
<b>Cooling Systems, Ventilation</b>	Don't know	7
	Important	16
	Neither important nor unimportant	14
	Unimportant	14
<b>Electric installation</b>	Don't know	9
	Important	16
	Neither important nor unimportant	17
	Unimportant	13
<b>Facade construction</b>	Don't know	1
	Important	3
	Neither important nor unimportant	6
	Unimportant	2
<b>Heating Systems</b>	Don't know	9
	Important	19
	Neither important nor unimportant	15
	Unimportant	15
<b>Other</b>	Don't know	7
	Important	7
	Neither important nor unimportant	9
	Unimportant	6
<b>Plumbing</b>	Don't know	6
	Important	17
	Neither important nor unimportant	13
	Unimportant	13
<b>Producers and Suppliers</b>	Don't know	2

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	Important	2
	Neither important nor unimportant	2
	Unimportant	1
<b>Roof works</b>	Don't know	1
	Important	6
	Neither important nor unimportant	10
	Unimportant	5
<b>Windows and doors</b>	Don't know	1
	Important	6
	Neither important nor unimportant	6
	Unimportant	1
<b>Grand Total</b>		<b>347</b>

### 3<sup>rd</sup> professional situation. Installation of a solar cooling system on the roof of a building

Q1.2.1. Which specific area is your company focused on?	Work process	
	9. [Personnel management]	Total
<b>Bricklayer, concrete worker</b>	Don't know	3
	Important	9
	Neither important nor unimportant	6
<b>Building Automation</b>	Don't know	8
	Important	7
	Neither important nor unimportant	11
	Unimportant	6
<b>Cooling Systems, Ventilation</b>	Don't know	7
	Important	17
	Neither important nor unimportant	16
	Unimportant	11
<b>Electric installation</b>	Don't know	10
	Important	14
	Neither important nor unimportant	18
	Unimportant	13
<b>Facade construction</b>	Don't know	2
	Important	4
	Neither important nor unimportant	5
	Unimportant	1
<b>Heating Systems</b>	Don't know	9
	Important	22
	Neither important nor unimportant	15
	Unimportant	12

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<b>Other</b>	Don't know	5
	Important	11
	Neither important nor unimportant	6
	Unimportant	7
<b>Plumbing</b>	Don't know	7
	Important	19
	Neither important nor unimportant	12
	Unimportant	11
<b>Producers and Suppliers</b>	Don't know	2
	Important	1
	Neither important nor unimportant	3
	Unimportant	1
<b>Roof works</b>	Don't know	2
	Important	8
	Neither important nor unimportant	8
	Unimportant	4
<b>Windows and doors</b>	Don't know	2
	Important	7
	Neither important nor unimportant	5
<b>Grand Total</b>		<b>347</b>

#### 4<sup>th</sup> professional situation. Installation of a photovoltaic system on the roof of a residential or commercial building

Count of Resp. No	Core work process	
<b>Q1.2.1. Which specific area is your company focused on?</b>	<b>1. [Assembling and dismantling of building systems or components]</b>	<b>Total</b>
<b>Bricklayer, concrete worker</b>	Don't know	2
	Important	14
	Neither important nor unimportant	2
<b>Building Automation</b>	Don't know	5
	Important	23
	Neither important nor unimportant	3
	Unimportant	1
<b>Cooling Systems, Ventilation</b>	Don't know	7
	Important	36
	Neither important nor unimportant	5
	Unimportant	3
<b>Electric installation</b>	Don't know	6
	Important	40

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	Neither important nor unimportant	4
	Unimportant	5
<b>Facade construction</b>	Don't know	1
	Important	9
	Neither important nor unimportant	2
<b>Heating Systems</b>	Don't know	9
	Important	41
	Neither important nor unimportant	4
	Unimportant	4
<b>Other</b>	Don't know	4
	Important	18
	Neither important nor unimportant	4
	Unimportant	3
<b>Plumbing</b>	Don't know	7
	Important	31
	Neither important nor unimportant	7
	Unimportant	4
<b>Producers and Suppliers</b>	Don't know	2
	Important	3
	Neither important nor unimportant	2
<b>Roof works</b>	Don't know	2
	Important	16
	Neither important nor unimportant	4
<b>Windows and doors</b>	Don't know	1
	Important	13
<b>Grand Total</b>		<b>347</b>

#### 4<sup>th</sup> professional situation. Installation of a photovoltaic system on the roof of a residential or commercial building

Count of Resp. No	Core work process	
<b>Q1.2.1. Which specific area is your company focused on?</b>	<b>2. [Service and maintenance of building systems or their components]</b>	<b>Total</b>
<b>Bricklayer, concrete worker</b>	Don't know	2
	Important	11
	Neither important nor unimportant	4
	Unimportant	1
<b>Building Automation</b>	Don't know	5
	Important	19
	Neither important nor unimportant	6

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	Unimportant	2
<b>Cooling Systems, Ventilation</b>	Don't know	7
	Important	34
	Neither important nor unimportant	4
<b>Electric installation</b>	Unimportant	6
	Don't know	5
	Important	36
	Neither important nor unimportant	7
<b>Facade construction</b>	Unimportant	6
	Don't know	1
	Important	6
	Neither important nor unimportant	3
<b>Heating Systems</b>	Unimportant	2
	Don't know	9
	Important	36
	Neither important nor unimportant	6
<b>Other</b>	Unimportant	7
	Don't know	4
	Important	16
	Neither important nor unimportant	3
<b>Plumbing</b>	Unimportant	6
	Don't know	7
	Important	29
	Neither important nor unimportant	7
<b>Producers and Suppliers</b>	Unimportant	6
	Don't know	2
	Important	2
<b>Roof works</b>	Neither important nor unimportant	3
	Don't know	2
	Important	13
	Neither important nor unimportant	6
<b>Windows and doors</b>	Unimportant	1
	Don't know	1
	Important	10
	Neither important nor unimportant	2
<b>Grand Total</b>	Unimportant	1
		<b>346</b>

#### 4<sup>th</sup> professional situation. Installation of a photovoltaic system on the roof of a residential or commercial building

Q1.2.1. Which specific area is your company focused on?	Core work process	Total
	3. [Taking building systems or their components into operation]	
<b>Bricklayer, concrete worker</b>	Don't know	2
	Important	12
	Neither important nor unimportant	3
	Unimportant	1
<b>Building Automation</b>	Don't know	5
	Important	23
	Neither important nor unimportant	2
	Unimportant	2
<b>Cooling Systems, Ventilation</b>	Don't know	7
	Important	36
	Neither important nor unimportant	3
	Unimportant	5
<b>Electric installation</b>	Don't know	6
	Important	39
	Neither important nor unimportant	5
	Unimportant	5
<b>Facade construction</b>	Don't know	1
	Important	7
	Neither important nor unimportant	2
	Unimportant	2
<b>Heating Systems</b>	Don't know	9
	Important	41
	Neither important nor unimportant	2
	Unimportant	6
<b>Other</b>	Don't know	3
	Important	16
	Neither important nor unimportant	5
	Unimportant	5
<b>Plumbing</b>	Don't know	7
	Important	32
	Neither important nor unimportant	4
	Unimportant	6
<b>Producers and Suppliers</b>	Don't know	2
	Important	4
	Neither important nor unimportant	1

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<b>Roof works</b>	Don't know	2
	Important	15
	Neither important nor unimportant	3
	Unimportant	2
<b>Windows and doors</b>	Don't know	1
	Important	12
	Unimportant	1
<b>Grand Total</b>		<b>347</b>

#### 4<sup>th</sup> professional situation. Installation of a photovoltaic system on the roof of a residential or commercial building

Q1.2.1. Which specific area is your company focused on?	Core work process	Total
	4. [Monitoring and optimizing processes of building systems with the help of auto-mated installations and components]	
<b>Bricklayer, concrete worker</b>	Don't know	3
	Important	11
	Neither important nor unimportant	2
	Unimportant	1
<b>Building Automation</b>	Don't know	5
	Important	23
	Neither important nor unimportant	2
	Unimportant	2
<b>Cooling Systems, Ventilation</b>	Don't know	8
	Important	31
	Neither important nor unimportant	5
	Unimportant	7
<b>Electric installation</b>	Don't know	5
	Important	36
	Neither important nor unimportant	7
	Unimportant	7
<b>Facade construction</b>	Don't know	1
	Important	8
	Neither important nor unimportant	1
	Unimportant	2
<b>Heating Systems</b>	Don't know	10
	Important	33



	Neither important nor unimportant	6
	Unimportant	9
<b>Other</b>	Don't know	5
	Important	14
	Neither important nor unimportant	5
	Unimportant	5
<b>Plumbing</b>	Don't know	8
	Important	27
	Neither important nor unimportant	7
	Unimportant	7
<b>Producers and Suppliers</b>	Don't know	2
	Important	3
	Neither important nor unimportant	1
	Unimportant	1
<b>Roof works</b>	Don't know	2
	Important	14
	Neither important nor unimportant	5
	Unimportant	1
<b>Windows and doors</b>	Don't know	1
	Important	12
	Unimportant	1
<b>Grand Total</b>		<b>346</b>

#### 4<sup>th</sup> professional situation. Installation of a photovoltaic system on the roof of a residential or commercial building

Q1.2.1. Which specific area is your company focused on?	Core work process	Total
	5. [Creating concepts for (processes of) building systems or their component-/sub-processes ]	
<b>Bricklayer, concrete worker</b>	Don't know	2
	Important	12
	Neither important nor unimportant	3
	Unimportant	1
<b>Building Automation</b>	Don't know	5
	Important	23
	Neither important nor unimportant	2

	Unimportant	2
<b>Cooling Systems, Ventilation</b>	Don't know	8
	Important	28
	Neither important nor unimportant	8
<b>Electric installation</b>	Unimportant	7
	Don't know	5
	Important	36
	Neither important nor unimportant	8
<b>Facade construction</b>	Unimportant	6
	Don't know	1
	Important	8
	Neither important nor unimportant	1
<b>Heating Systems</b>	Unimportant	2
	Don't know	10
	Important	33
	Neither important nor unimportant	6
<b>Other</b>	Unimportant	9
	Don't know	5
	Important	13
	Neither important nor unimportant	6
<b>Plumbing</b>	Unimportant	5
	Don't know	7
	Important	27
	Neither important nor unimportant	7
<b>Producers and Suppliers</b>	Unimportant	8
	Don't know	2
	Important	3
	Neither important nor unimportant	1
<b>Roof works</b>	Unimportant	1
	Don't know	2
	Important	14
	Neither important nor unimportant	4
<b>Windows and doors</b>	Unimportant	2
	Don't know	1
	Important	12
	Unimportant	1

<b>Grand Total</b>	<b>347</b>
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**4<sup>th</sup> professional situation. Installation of a photovoltaic system on the roof of a residential or commercial building**

Q1.2.1. Which specific area is your company focused on?	Core work process	Total
	6. [Identification, Realization and checking of legal requirements for the operation of building systems (operator responsibility)]	
<b>Bricklayer, concrete worker</b>	Don't know	2
	Important	13
	Neither important nor unimportant	2
	Unimportant	1
<b>Building Automation</b>	Don't know	5
	Important	21
	Neither important nor unimportant	4
	Unimportant	2
<b>Cooling Systems, Ventilation</b>	Don't know	8
	Important	31
	Neither important nor unimportant	6
	Unimportant	6
<b>Electric installation</b>	Don't know	5
	Important	39
	Neither important nor unimportant	5
	Unimportant	6
<b>Facade construction</b>	Don't know	1
	Important	7
	Neither important nor unimportant	2
	Unimportant	2
<b>Heating Systems</b>	Don't know	10
	Important	34
	Neither important nor unimportant	6
	Unimportant	8
<b>Other</b>	Don't know	4
	Important	16
	Neither important nor unimportant	4
	Unimportant	5
<b>Plumbing</b>	Don't know	7

	Important	30
	Neither important nor unimportant	5
	Unimportant	7
<b>Producers and Suppliers</b>	Don't know	2
	Important	3
	Neither important nor unimportant	1
	Unimportant	1
<b>Roof works</b>	Don't know	2
	Important	13
	Neither important nor unimportant	5
	Unimportant	2
<b>Windows and doors</b>	Don't know	1
	Important	11
	Neither important nor unimportant	1
	Unimportant	1
<b>Grand Total</b>		<b>347</b>

#### 4<sup>th</sup> professional situation. Installation of a photovoltaic system on the roof of a residential or commercial building

Q1.2.1. Which specific area is your company focused on?	Core work process	Total
	7. [Monitoring costs and controlling]	
<b>Bricklayer, concrete worker</b>	Don't know	2
	Important	12
	Neither important nor unimportant	4
<b>Building Automation</b>	Don't know	5
	Important	15
	Neither important nor unimportant	11
	Unimportant	1
<b>Cooling Systems, Ventilation</b>	Don't know	7
	Important	28
	Neither important nor unimportant	12
	Unimportant	4
<b>Electric installation</b>	Don't know	5
	Important	31
	Neither important nor unimportant	12
	Unimportant	6
<b>Facade construction</b>	Don't know	1
	Important	7
	Neither important nor unimportant	3

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	Unimportant	1
<b>Heating Systems</b>	Don't know	9
	Important	31
	Neither important nor unimportant	12
<b>Other</b>	Unimportant	6
	Don't know	3
	Important	17
<b>Plumbing</b>	Neither important nor unimportant	4
	Unimportant	5
	Don't know	7
<b>Producers and Suppliers</b>	Important	26
	Neither important nor unimportant	10
	Unimportant	6
<b>Roof works</b>	Don't know	2
	Important	1
	Neither important nor unimportant	3
<b>Windows and doors</b>	Unimportant	1
	Don't know	2
	Important	13
<b>Grand Total</b>	Neither important nor unimportant	6
	Unimportant	1
	Don't know	1
	Important	10
	Neither important nor unimportant	3
<b>Grand Total</b>		<b>346</b>

#### 4<sup>th</sup> professional situation. Installation of a photovoltaic system on the roof of a residential or commercial building

Q1.2.1. Which specific area is your company focused on?	Core work process	Total
	8. [Marketing]	
<b>Bricklayer, concrete worker</b>	Don't know	2
	Important	7
	Neither important nor unimportant	6
	Unimportant	2
<b>Building Automation</b>	Don't know	5
	Important	12
	Neither important nor unimportant	10

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	Unimportant	5
<b>Cooling Systems, Ventilation</b>	Don't know	8
	Important	20
	Neither important nor unimportant	13
	Unimportant	10
<b>Electric installation</b>	Don't know	5
	Important	24
	Neither important nor unimportant	17
	Unimportant	9
<b>Facade construction</b>	Don't know	1
	Important	5
	Neither important nor unimportant	4
	Unimportant	2
<b>Heating Systems</b>	Don't know	10
	Important	22
	Neither important nor unimportant	15
	Unimportant	11
<b>Other</b>	Don't know	6
	Important	12
	Neither important nor unimportant	7
	Unimportant	4
<b>Plumbing</b>	Don't know	7
	Important	19
	Neither important nor unimportant	15
	Unimportant	8
<b>Producers and Suppliers</b>	Don't know	2
	Important	2
	Neither important nor unimportant	1
	Unimportant	2
<b>Roof works</b>	Don't know	2
	Important	10
	Neither important nor unimportant	8
	Unimportant	2
<b>Windows and doors</b>	Don't know	1

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	Important	8
	Neither important nor unimportant	4
	Unimportant	1
<b>Grand Total</b>		<b>346</b>

#### 4<sup>th</sup> professional situation. Installation of a photovoltaic system on the roof of a residential or commercial building

Q1.2.1. Which specific area is your company focused on?	Core work process	Total
	9. [Personnel management]	
<b>Bricklayer, concrete worker</b>	Don't know	3
	Important	12
	Neither important nor unimportant	2
<b>Building Automation</b>	Don't know	6
	Important	13
	Neither important nor unimportant	9
	Unimportant	4
<b>Cooling Systems, Ventilation</b>	Don't know	8
	Important	23
	Neither important nor unimportant	12
	Unimportant	7
<b>Electric installation</b>	Don't know	6
	Important	25
	Neither important nor unimportant	16
	Unimportant	8
<b>Facade construction</b>	Don't know	2
	Important	7
	Neither important nor unimportant	2
	Unimportant	1
<b>Heating Systems</b>	Don't know	10
	Important	27
	Neither important nor unimportant	12
	Unimportant	8

<b>Other</b>	Don't know	4
	Important	16
	Neither important nor unimportant	4
	Unimportant	5
<b>Plumbing</b>	Don't know	8
	Important	24
	Neither important nor unimportant	10
	Unimportant	6
<b>Producers and Suppliers</b>	Don't know	2
	Important	2
	Neither important nor unimportant	2
	Unimportant	1
<b>Roof works</b>	Don't know	3
	Important	14
	Neither important nor unimportant	3
	Unimportant	1
<b>Windows and doors</b>	Don't know	2
	Important	11
<b>Grand Total</b>		<b>341</b>

### 5<sup>th</sup> professional situation: Building automation

Q1.2.1. Which specific area is your company focused on?	Core work process	Total
	Q4.5.1. [Assembling and dismantling of building systems or components]	
<b>Bricklayer, concrete worker</b>	Important	14
	Neither important nor unimportant	4
<b>Building Automation</b>	Don't know	1
	Important	26
	Neither important nor unimportant	5
<b>Cooling Systems, Ventilation</b>	Don't know	1
	Important	38
	Neither important nor unimportant	7
	Unimportant	4
<b>Electric installation</b>	Don't know	6
	Important	39



	Neither important nor unimportant	7
	Unimportant	3
<b>Facade construction</b>	Important	8
	Neither important nor unimportant	4
<b>Heating Systems</b>	Don't know	2
	Important	44
	Neither important nor unimportant	8
	Unimportant	4
<b>Other</b>	Don't know	6
	Important	16
	Neither important nor unimportant	5
	Unimportant	2
<b>Plumbing</b>	Don't know	2
	Important	36
	Neither important nor unimportant	8
	Unimportant	4
<b>Producers and Suppliers</b>	Important	5
	Neither important nor unimportant	1
	Unimportant	1
<b>Roof works</b>	Important	15
	Neither important nor unimportant	6
	Unimportant	1
<b>Windows and doors</b>	Important	11
	Neither important nor unimportant	3
<b>Grand Total</b>		<b>347</b>

### 5<sup>th</sup> professional situation: Building automation

Q1.2.1. Which specific area is your company focused on?	Core work process	Total
	Q4.5.2. [Service and maintenance of building systems or their components]	
<b>Bricklayer, concrete worker</b>	Important	14
	Neither important nor unimportant	4
<b>Building Automation</b>	Don't know	1
	Important	25
	Neither important nor unimportant	6
<b>Cooling Systems, Ventilation</b>	Don't know	1
	Important	39
	Neither important nor unimportant	6
	Unimportant	5

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<b>Electric installation</b>	Don't know	6
	Important	36
	Neither important nor unimportant	9
	Unimportant	4
<b>Facade construction</b>	Important	8
	Neither important nor unimportant	3
	Unimportant	1
<b>Heating Systems</b>	Don't know	2
	Important	44
	Neither important nor unimportant	8
	Unimportant	5
<b>Other</b>	Don't know	7
	Important	13
	Neither important nor unimportant	5
	Unimportant	4
<b>Plumbing</b>	Don't know	2
	Important	37
	Neither important nor unimportant	5
	Unimportant	5
<b>Producers and Suppliers</b>	Important	6
	Neither important nor unimportant	1
<b>Roof works</b>	Important	16
	Neither important nor unimportant	4
	Unimportant	1
<b>Windows and doors</b>	Important	12
	Neither important nor unimportant	2
<b>Grand Total</b>		<b>347</b>

### 5<sup>th</sup> professional situation: Building automation

Q1.2.1. Which specific area is your company focused on?	Core work process	Total
	3. [Taking building systems or their components into operation]	
<b>Bricklayer, concrete worker</b>	Important	15
	Neither important nor unimportant	3
<b>Building Automation</b>	Don't know	1
	Important	27
	Neither important nor unimportant	4

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<b>Cooling Systems, Ventilation</b>	Don't know	1
	Important	39
	Neither important nor unimportant	7
	Unimportant	4
<b>Electric installation</b>	Don't know	5
	Important	38
	Neither important nor unimportant	7
	Unimportant	4
<b>Facade construction</b>	Important	9
	Neither important nor unimportant	3
<b>Heating Systems</b>	Don't know	2
	Important	46
	Neither important nor unimportant	7
	Unimportant	4
<b>Other</b>	Don't know	5
	Important	14
	Neither important nor unimportant	5
	Unimportant	5
<b>Plumbing</b>	Don't know	2
	Important	38
	Neither important nor unimportant	6
	Unimportant	4
<b>Producers and Suppliers</b>	Important	7
<b>Roof works</b>	Important	17
	Neither important nor unimportant	4
	Unimportant	1
<b>Windows and doors</b>	Important	12
	Neither important nor unimportant	2
<b>Grand Total</b>		<b>348</b>

### 5<sup>th</sup> professional situation: Building automation

Q1.2.1. Which specific area is your company focused on?	Core work process	Total
	4. [Monitoring and optimizing processes of building systems with the help of auto-mated installations and components]	
<b>Bricklayer, concrete worker</b>	Important	14
	Neither important nor unimportant	4
<b>Building Automation</b>	Don't know	1
	Important	25

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	Neither important nor unimportant	5
<b>Cooling Systems, Ventilation</b>	Don't know	1
	Important	37
	Neither important nor unimportant	7
<b>Electric installation</b>	Unimportant	6
	Don't know	6
	Important	36
<b>Facade construction</b>	Neither important nor unimportant	8
	Unimportant	4
	Important	8
<b>Heating Systems</b>	Neither important nor unimportant	3
	Unimportant	1
	Don't know	2
<b>Other</b>	Important	41
	Neither important nor unimportant	10
	Unimportant	6
<b>Plumbing</b>	Don't know	5
	Important	14
	Neither important nor unimportant	5
<b>Producers and Suppliers</b>	Unimportant	5
	Don't know	2
	Important	34
<b>Roof works</b>	Neither important nor unimportant	8
	Unimportant	6
	Important	6
<b>Windows and doors</b>	Important	6
	Neither important nor unimportant	1
	Unimportant	14
<b>Grand Total</b>	Important	11
	Neither important nor unimportant	3
		<b>347</b>

### 5<sup>th</sup> professional situation: Building automation

Q1.2.1. Which specific area is your company focused on?	Core work process	Total
	5. [Creating concepts for (processes of) building systems or their component-/sub-processes ]	
<b>Bricklayer, concrete worker</b>	Important	14
	Neither important nor unimportant	4

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<b>Building Automation</b>	Don't know	1
	Important	26
	Neither important nor unimportant	5
<b>Cooling Systems, Ventilation</b>	Don't know	2
	Important	34
	Neither important nor unimportant	9
	Unimportant	6
<b>Electric installation</b>	Don't know	6
	Important	37
	Neither important nor unimportant	6
	Unimportant	5
<b>Facade construction</b>	Important	8
	Neither important nor unimportant	3
	Unimportant	1
<b>Heating Systems</b>	Don't know	2
	Important	39
	Neither important nor unimportant	12
	Unimportant	6
<b>Other</b>	Don't know	4
	Important	12
	Neither important nor unimportant	8
	Unimportant	4
<b>Plumbing</b>	Don't know	2
	Important	32
	Neither important nor unimportant	9
	Unimportant	7
<b>Producers and Suppliers</b>	Important	5
	Neither important nor unimportant	2
<b>Roof works</b>	Important	13
	Neither important nor unimportant	8
	Unimportant	1
<b>Windows and doors</b>	Important	11
	Neither important nor unimportant	3
<b>Grand Total</b>		<b>347</b>

**5<sup>th</sup> professional situation: Building automation**

Q1.2.1. Which specific area is your company focused on?	Core work process	Total
	6. [Identification, Realization and checking of legal requirements for the operation of building systems (operator responsibility)]	
<b>Bricklayer, concrete worker</b>	Important	12
	Neither important nor unimportant	5
	Unimportant	1
<b>Building Automation</b>	Don't know	1
	Important	22
	Neither important nor unimportant	8
<b>Cooling Systems, Ventilation</b>	Unimportant	1
	Don't know	2
	Important	33
<b>Electric installation</b>	Neither important nor unimportant	11
	Unimportant	5
	Don't know	5
<b>Facade construction</b>	Important	33
	Neither important nor unimportant	12
	Unimportant	5
<b>Heating Systems</b>	Important	6
	Neither important nor unimportant	5
	Unimportant	1
<b>Other</b>	Don't know	3
	Important	37
	Neither important nor unimportant	14
<b>Plumbing</b>	Unimportant	5
	Don't know	5
	Important	14
<b>Producers and Suppliers</b>	Neither important nor unimportant	6
	Unimportant	4
	Important	5
<b>Roof works</b>	Don't know	2
	Important	31
	Neither important nor unimportant	11
<b>Unimportant</b>	Unimportant	6
	Neither important nor unimportant	2

	Neither important nor unimportant	7
	Unimportant	3
<b>Windows and doors</b>	Important	10
	Neither important nor unimportant	3
	Unimportant	1
<b>Grand Total</b>		<b>349</b>

### 5<sup>th</sup> professional situation: Building automation

Q1.2.1. Which specific area is your company focused on?	Core work process	Total
	7. [Monitoring costs and controlling]	
<b>Bricklayer, concrete worker</b>	Important	13
	Neither important nor unimportant	5
<b>Building Automation</b>	Don't know	1
	Important	19
<b>Cooling Systems, Ventilation</b>	Neither important nor unimportant	12
	Don't know	2
	Important	32
	Neither important nor unimportant	12
<b>Electric installation</b>	Unimportant	5
	Don't know	5
	Important	31
	Neither important nor unimportant	15
<b>Facade construction</b>	Unimportant	4
	Important	7
	Neither important nor unimportant	4
	Unimportant	1
<b>Heating Systems</b>	Don't know	3
	Important	37
	Neither important nor unimportant	13
	Unimportant	6
<b>Other</b>	Don't know	4
	Important	16

	Neither important nor unimportant	5
	Unimportant	4
<b>Plumbing</b>	Don't know	2
	Important	32
	Neither important nor unimportant	10
	Unimportant	6
<b>Producers and Suppliers</b>	Important	4
	Neither important nor unimportant	2
	Unimportant	1
<b>Roof works</b>	Important	14
	Neither important nor unimportant	6
	Unimportant	2
<b>Windows and doors</b>	Important	10
	Neither important nor unimportant	4
<b>Grand Total</b>		<b>349</b>

### 5<sup>th</sup> professional situation: Building automation

Q1.2.1. Which specific area is your company focused on?	Core work process	Total
	8. [Marketing]	
<b>Bricklayer, concrete worker</b>	Important	7
	Neither important nor unimportant	9
	Unimportant	2
<b>Building Automation</b>	Don't know	1
	Important	15
	Neither important nor unimportant	12
	Unimportant	4
<b>Cooling Systems, Ventilation</b>	Don't know	2
	Important	21
	Neither important nor unimportant	17
	Unimportant	11
<b>Electric installation</b>	Don't know	6
	Important	24

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	Neither important nor unimportant	16
	Unimportant	9
<b>Facade construction</b>	Important	3
	Neither important nor unimportant	6
	Unimportant	3
<b>Heating Systems</b>	Don't know	3
	Important	24
	Neither important nor unimportant	19
	Unimportant	13
<b>Other</b>	Don't know	6
	Important	11
	Neither important nor unimportant	9
	Unimportant	3
<b>Plumbing</b>	Don't know	2
	Important	21
	Neither important nor unimportant	15
	Unimportant	12
<b>Producers and Suppliers</b>	Important	3
	Neither important nor unimportant	1
	Unimportant	3
<b>Roof works</b>	Important	7
	Neither important nor unimportant	9
	Unimportant	6
<b>Windows and doors</b>	Important	6
	Neither important nor unimportant	6
	Unimportant	2
<b>Grand Total</b>		<b>349</b>

### 5<sup>th</sup> professional situation: Building automation

Q1.2.1. Which specific area is your company focused on?	Core work process	Total
	9. [Personnel management]	
<b>Bricklayer, concrete worker</b>	Don't know	1

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	Important	10
	Neither important nor unimportant	7
<b>Building Automation</b>	Don't know	2
	Important	16
	Neither important nor unimportant	12
	Unimportant	2
<b>Cooling Systems, Ventilation</b>	Don't know	2
	Important	24
	Neither important nor unimportant	18
	Unimportant	6
<b>Electric installation</b>	Don't know	8
	Important	25
	Neither important nor unimportant	16
	Unimportant	6
<b>Facade construction</b>	Don't know	1
	Important	5
	Neither important nor unimportant	5
	Unimportant	1
<b>Heating Systems</b>	Don't know	3
	Important	30
	Neither important nor unimportant	18
	Unimportant	7
<b>Other</b>	Don't know	4
	Important	15
	Neither important nor unimportant	5
	Unimportant	5
<b>Plumbing</b>	Don't know	3
	Important	27
	Neither important nor unimportant	14
	Unimportant	6
<b>Producers and Suppliers</b>	Important	4
	Neither important nor unimportant	2
	Unimportant	1

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<b>Roof works</b>	Don't know	1
	Important	10
	Neither important nor unimportant	9
	Unimportant	2
<b>Windows and doors</b>	Don't know	1
	Important	8
	Neither important nor unimportant	5
<b>Grand Total</b>		<b>347</b>

### 6<sup>th</sup> professional situation. Troubleshooting in building systems and building installations

Q1.2.1. Which specific area is your company focused on?	Core work process	Total
	1. [Assembling and dismantling of building systems or components]	
<b>Bricklayer, concrete worker</b>	Don't know	1
	Important	17
	Neither important nor unimportant	1
	Unimportant	
<b>Building Automation</b>	Don't know	2
	Important	26
	Neither important nor unimportant	3
	Unimportant	1
<b>Cooling Systems, Ventilation</b>	Don't know	3
	Important	42
	Neither important nor unimportant	4
	Unimportant	3
<b>Electric installation</b>	Don't know	7
	Important	41
	Neither important nor unimportant	5
	Unimportant	3
<b>Facade construction</b>	Don't know	1
	Important	9
	Neither important nor unimportant	2
<b>Heating Systems</b>	Don't know	3
	Important	52
	Neither important nor unimportant	2
	Unimportant	3
<b>Other</b>	Don't know	5
	Important	18

	Neither important nor unimportant	4
	Unimportant	2
<b>Plumbing</b>	Don't know	2
	Important	42
	Neither important nor unimportant	3
	Unimportant	4
<b>Producers and Suppliers</b>	Important	6
	Neither important nor unimportant	1
<b>Roof works</b>	Don't know	1
	Important	16
	Neither important nor unimportant	4
	Unimportant	1
<b>Windows and doors</b>	Don't know	1
	Important	11
	Neither important nor unimportant	2
<b>Grand Total</b>		<b>354</b>

#### 6<sup>th</sup> professional situation. Troubleshooting in building systems and building installations

Count of Resp. No	Core work process	
<b>Q1.2.1. Which specific area is your company focused on?</b>	<b>2. [Service and maintenance of building systems or their components]</b>	<b>Total</b>
<b>Bricklayer, concrete worker</b>	Don't know	1
	Important	16
	Neither important nor unimportant	2
<b>Building Automation</b>	Don't know	2
	Important	26
	Neither important nor unimportant	4
<b>Cooling Systems, Ventilation</b>	Don't know	3
	Important	43
	Neither important nor unimportant	2
	Unimportant	4
<b>Electric installation</b>	Don't know	6
	Important	38
	Neither important nor unimportant	8
	Unimportant	4
<b>Facade construction</b>	Don't know	1
	Important	8
	Neither important nor unimportant	2
	Unimportant	1

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<b>Heating Systems</b>	Don't know	3
	Important	51
	Neither important nor unimportant	2
	Unimportant	4
<b>Other</b>	Don't know	4
	Important	17
	Neither important nor unimportant	5
	Unimportant	3
<b>Plumbing</b>	Don't know	2
	Important	42
	Neither important nor unimportant	2
	Unimportant	5
<b>Producers and Suppliers</b>	Important	7
<b>Roof works</b>	Don't know	1
	Important	17
	Neither important nor unimportant	3
	Unimportant	1
<b>Windows and doors</b>	Don't know	1
	Important	12
	Neither important nor unimportant	1
<b>Grand Total</b>		<b>35</b> <b>4</b>

### 6<sup>th</sup> professional situation. Troubleshooting in building systems and building installations

Q1.2.1. Which specific area is your company focused on?	Core work process	Total
	3. [Taking building systems or their components into operation]	
<b>Bricklayer, concrete worker</b>	Don't know	1
	Important	16
	Neither important nor unimportant	2
	Unimportant	
<b>Building Automation</b>	Don't know	2
	Important	26
	Neither important nor unimportant	3
	Unimportant	1
<b>Cooling Systems, Ventilation</b>	Don't know	3
	Important	43
	Neither important nor unimportant	3
	Unimportant	3
<b>Electric installation</b>	Don't know	6

	Important	38
	Neither important nor unimportant	7
	Unimportant	5
<b>Facade construction</b>	Don't know	1
	Important	8
	Neither important nor unimportant	3
<b>Heating Systems</b>	Don't know	3
	Important	51
	Neither important nor unimportant	3
	Unimportant	3
<b>Other</b>	Don't know	4
	Important	16
	Neither important nor unimportant	4
	Unimportant	5
<b>Plumbing</b>	Don't know	2
	Important	42
	Neither important nor unimportant	3
	Unimportant	4
<b>Producers and Suppliers</b>	Important	7
<b>Roof works</b>	Don't know	1
	Important	16
	Neither important nor unimportant	4
	Unimportant	1
<b>Windows and doors</b>	Don't know	1
	Important	11
	Neither important nor unimportant	2
<b>Grand Total</b>		<b>354</b>

#### 6<sup>th</sup> professional situation. Troubleshooting in building systems and building installations

Q1.2.1. Which specific area is your company focused on?	Core work process	Total
	4. [Monitoring and optimizing processes of building systems with the help of auto-mated installations and components]	
<b>Bricklayer, concrete worker</b>	Don't know	1
	Important	15
	Neither important nor unimportant	2
	Unimportant	1
<b>Building Automation</b>	Don't know	2
	Important	25

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	Neither important nor unimportant	5
<b>Cooling Systems, Ventilation</b>	Don't know	4
	Important	37
	Neither important nor unimportant	6
	Unimportant	4
<b>Electric installation</b>	Don't know	6
	Important	37
	Neither important nor unimportant	8
	Unimportant	3
<b>Facade construction</b>	Don't know	1
	Important	10
	Neither important nor unimportant	1
<b>Heating Systems</b>	Don't know	4
	Important	46
	Neither important nor unimportant	5
	Unimportant	4
<b>Other</b>	Don't know	4
	Important	16
	Neither important nor unimportant	5
	Unimportant	3
<b>Plumbing</b>	Don't know	2
	Important	38
	Neither important nor unimportant	4
	Unimportant	6
<b>Producers and Suppliers</b>	Important	7
<b>Roof works</b>	Don't know	1
	Important	16
	Neither important nor unimportant	3
	Unimportant	1
<b>Windows and doors</b>	Don't know	1
	Important	13
<b>Grand Total</b>		<b>347</b>

### 6<sup>th</sup> professional situation. Troubleshooting in building systems and building installations

Q1.2.1. Which specific area is your company focused on?	Core work process	Total
	5. [Creating concepts for (processes of) building systems or their component-/sub-processes ]	
<b>Bricklayer, concrete worker</b>	Don't know	1
	Important	11
	Neither important nor unimportant	6
	Unimportant	1
<b>Building Automation</b>	Don't know	2
	Important	24
	Neither important nor unimportant	6
<b>Cooling Systems, Ventilation</b>	Don't know	5
	Important	32
	Neither important nor unimportant	9
	Unimportant	5
<b>Electric installation</b>	Don't know	7
	Important	34
	Neither important nor unimportant	9
	Unimportant	4
<b>Facade construction</b>	Don't know	1
	Important	7
	Neither important nor unimportant	3
	Unimportant	1
<b>Heating Systems</b>	Don't know	4
	Important	40
	Neither important nor unimportant	10
	Unimportant	5
<b>Other</b>	Don't know	4
	Important	12
	Neither important nor unimportant	10
	Unimportant	3
<b>Plumbing</b>	Don't know	2
	Important	34
	Neither important nor unimportant	7
	Unimportant	7
<b>Producers and Suppliers</b>	Important	6
	Neither important nor unimportant	1
<b>Roof works</b>	Don't know	1
	Important	14

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	Neither important nor unimportant	5
	Unimportant	1
<b>Windows and doors</b>	Don't know	1
	Important	11
	Neither important nor unimportant	2
<b>Grand Total</b>		<b>348</b>

### 6<sup>th</sup> professional situation. Troubleshooting in building systems and building installations

Q1.2.1. Which specific area is your company focused on?	Core work process	Total
	6. [Identification, Realization and checking of legal requirements for the operation of building systems (operator responsibility)]	
<b>Bricklayer, concrete worker</b>	Don't know	1
	Important	14
	Neither important nor unimportant	2
	Unimportant	1
<b>Building Automation</b>	Don't know	2
	Important	22
	Neither important nor unimportant	6
	Unimportant	2
<b>Cooling Systems, Ventilation</b>	Don't know	4
	Important	35
	Neither important nor unimportant	9
	Unimportant	4
<b>Electric installation</b>	Don't know	6
	Important	38
	Neither important nor unimportant	6
	Unimportant	5
<b>Facade construction</b>	Don't know	1
	Important	9
	Neither important nor unimportant	1
	Unimportant	1
<b>Heating Systems</b>	Don't know	4
	Important	43
	Neither important nor unimportant	9
	Unimportant	4
<b>Other</b>	Don't know	5
	Important	16

	Neither important nor unimportant	5
	Unimportant	3
<b>Plumbing</b>	Don't know	2
	Important	37
	Neither important nor unimportant	6
	Unimportant	6
<b>Producers and Suppliers</b>	Important	7
<b>Roof works</b>	Don't know	1
	Important	17
	Neither important nor unimportant	2
	Unimportant	2
<b>Windows and doors</b>	Don't know	1
	Important	12
	Unimportant	1
<b>Grand Total</b>		<b>352</b>

#### 6<sup>th</sup> professional situation. Troubleshooting in building systems and building installations

Q1.2.1. Which specific area is your company focused on?	Core work process	Total
	7. [Monitoring costs and controlling]	
<b>Bricklayer, concrete worker</b>	Don't know	1
	Important	12
	Neither important nor unimportant	5
	Unimportant	1
<b>Building Automation</b>	Don't know	3
	Important	16
	Neither important nor unimportant	13
<b>Cooling Systems, Ventilation</b>	Don't know	3
	Important	32
	Neither important nor unimportant	12
	Unimportant	4
<b>Electric installation</b>	Don't know	7
	Important	30
	Neither important nor unimportant	14
	Unimportant	5
<b>Facade construction</b>	Don't know	1
	Important	7
	Neither important nor unimportant	3
	Unimportant	1
<b>Heating Systems</b>	Don't know	3

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	Important	39
	Neither important nor unimportant	13
	Unimportant	4
<b>Other</b>	Don't know	4
	Important	14
	Neither important nor unimportant	8
	Unimportant	3
<b>Plumbing</b>	Don't know	2
	Important	32
	Neither important nor unimportant	11
	Unimportant	6
<b>Producers and Suppliers</b>	Important	4
	Neither important nor unimportant	3
<b>Roof works</b>	Don't know	1
	Important	16
	Neither important nor unimportant	3
	Unimportant	2
<b>Windows and doors</b>	Don't know	1
	Important	11
	Neither important nor unimportant	2
<b>Grand Total</b>		<b>352</b>

### 6<sup>th</sup> professional situation. Troubleshooting in building systems and building installations

Q1.2.1. Which specific area is your company focused on?	Core work process	Total
	8. [Marketing]	
<b>Bricklayer, concrete worker</b>	Don't know	1
	Important	9
	Neither important nor unimportant	7
	Unimportant	2
<b>Building Automation</b>	Don't know	3
	Important	14
	Neither important nor unimportant	10
	Unimportant	5
<b>Cooling Systems, Ventilation</b>	Don't know	4
	Important	24
	Neither important nor unimportant	15
	Unimportant	9
<b>Electric installation</b>	Don't know	7
	Important	27

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	Neither important nor unimportant	12
	Unimportant	9
<b>Facade construction</b>	Don't know	1
	Important	6
	Neither important nor unimportant	3
	Unimportant	2
<b>Heating Systems</b>	Don't know	4
	Important	25
	Neither important nor unimportant	21
	Unimportant	10
<b>Other</b>	Don't know	6
	Important	10
	Neither important nor unimportant	9
	Unimportant	4
<b>Plumbing</b>	Don't know	2
	Important	22
	Neither important nor unimportant	18
	Unimportant	9
<b>Producers and Suppliers</b>	Important	3
	Neither important nor unimportant	2
	Unimportant	2
<b>Windows and doors</b>	Don't know	1
	Important	8
	Neither important nor unimportant	4
	Unimportant	1
<b>Grand Total</b>		<b>331</b>

## 6<sup>th</sup> professional situation. Troubleshooting in building systems and building installations

Q1.2.1. Which specific area is your company focused on?	Core work process	Total
	9. [Personnel management]	
<b>Bricklayer, concrete worker</b>	Don't know	2
	Important	13
	Neither important nor unimportant	4
<b>Building Automation</b>	Don't know	3
	Important	17
	Neither important nor unimportant	9
	Unimportant	3
<b>Cooling Systems, Ventilation</b>	Don't know	4
	Important	26

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	Neither important nor unimportant	15
	Unimportant	6
<b>Electric installation</b>	Don't know	8
	Important	28
	Neither important nor unimportant	13
	Unimportant	6
<b>Facade construction</b>	Don't know	2
	Important	8
	Neither important nor unimportant	1
	Unimportant	1
<b>Heating Systems</b>	Don't know	4
	Important	31
	Neither important nor unimportant	19
	Unimportant	5
<b>Other</b>	Don't know	4
	Important	17
	Neither important nor unimportant	4
	Unimportant	4
<b>Plumbing</b>	Don't know	3
	Important	27
	Neither important nor unimportant	14
	Unimportant	6
<b>Producers and Suppliers</b>	Important	4
	Neither important nor unimportant	3
<b>Grand Total</b>		<b>314</b>

#### 4) Which occupational action situations were selected most frequently?

	Yes
<b>Q3.1.1. Is the installation of a heat pump or a hybrid heating system relevant for your company?</b>	<b>67</b>
Q3.2.1. Is the installation of solar thermal systems relevant for your company?	55
Q3.3.1. Is the installation of solar cooling systems relevant for your company?	32
<b>Q3.4.1. Is the installation of a photovoltaic system relevant for your company?</b>	<b>67</b>
<b>Q3.5.1. Is the installation and commissioning of sensors and actuators for the automation of building processes relevant for your company?</b>	<b>72</b>
<b>Q3.6.1. Is troubleshooting in building systems and building installations relevant for your company?</b>	<b>88</b>

**5) In which three work situations was question 1.2. (2.2.; 3.2. etc.) most frequently answered with "yes"?**

	Yes
<b>Q3.1.2. Do you need people from different professions to install the heat pump or the hybrid heating system?</b>	<b>44</b>
Q3.2.2. Do you need people from different professions to install solar thermal systems?	33
Q3.3.2. Do you need people from different professions to install solar cooling systems?	26
<b>Q3.4.2. Do you need people from different professions to install photovoltaic systems?</b>	<b>43</b>
<b>Q3.5.2. Do you need people from different professions for the installation and commissioning of sensors and actuators for the automation of building processes?</b>	<b>41</b>
<b>Q3.6.2. Do you need people from different professions to for troubleshooting in building systems and building installations?</b>	<b>53</b>

**6) In which three action situations was question 1.3. (2.3.; 3.3. etc.) most frequently answered with "yes"?**

	Yes
<b>Q3.1.3. Can this be performed by one profession with multidisciplinary knowledge?</b>	<b>38</b>
Q3.2.3. Can this be performed by one profession with multidisciplinary knowledge?	28
Q3.3.3. Can this be performed by one profession with multidisciplinary knowledge?	16
<b>Q3.4.3. Can this be performed by one profession with multidisciplinary knowledge?</b>	<b>39</b>
<b>Q3.5.3. Can this be performed by one profession with multidisciplinary knowledge?</b>	<b>46</b>
<b>Q3.6.3. Can this be performed by one profession with multidisciplinary knowledge?</b>	<b>51</b>

**7) Which "obstacles" (questions 1.4; 2.4; 3.4: etc.) were mentioned most frequently overall?**

	Number
<b>Installation of a heat pump or a hybrid heating system:</b>	
Lack of education	6
<b>Lack of people in labour market</b>	<b>17</b>
Legal constraints	6
<b>Installation of solar thermal systems:</b>	
Labour costs	1
Lack of education	7
<b>Lack of people in labour market</b>	<b>9</b>
Legal constraints	2
<b>Installation of solar cooling systems:</b>	

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Lack of education	3
<b>Lack of people in labour market</b>	<b>8</b>
Legal constraints	3
<b>Installation of a photovoltaic system:</b>	
Lack of education	5
<b>Lack of people in labour market</b>	<b>17</b>
Legal constraints	7
<b>Installation and commissioning of sensors and actuators for the automation of building processes:</b>	
High level of specialist knowledge required	1
Labour costs	3
<b>Lack of education</b>	<b>9</b>
<b>Lack of people in labour market</b>	<b>14</b>
<b>Troubleshooting in building systems and building installations</b>	
Flexible schedule	3
Labour costs	6
<b>Lack of education</b>	<b>16</b>
<b>Lack of people in labour market</b>	<b>36</b>
Legal constraints	5
Too big a topic	1

A summary of all the questions

1) Which trades work together in practice, especially with which other trades (reference to question 2 / part 2)?	Results provided
2) Which trades answered "yes" to question 3 / part 2 and for which trades is interdisciplinary cooperation considered to be particularly important (in relation to question 4 / part 2)?  If possible, please also prepare question 5 / part 2 "trade-related"	Results provided  Results provided
3) Which core work processes were particularly important or unimportant for the companies for which the work situation was relevant?	Results provided
4) Which occupational action situations were selected most frequently?	Results provided
5) In which three work situations was question 1.2. (2.2.; 3.2. etc.) most frequently answered with "yes"	Results provided
6) In which three action situations was question 1.3. (2.3.; 3.3. etc.) most frequently answered with "yes"?	Results provided
7) Which "obstacles" (questions 1.4; 2.4; 3.4: etc.) were mentioned most frequently overall?	Results provided
8) In which three action situations was question 1.2. (2.2.; 2.3. etc.) most frequently answered with "yes"?	Question is the same as question 5