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APPENDICES 1





SURVEY FRAMEWORK

	SURVEY: A Self-Administered Questionnaire	EFFECTS ON QUESTIONS
PURPOSE	To research consumer buyer behavior of cross-border consumption within Russia and Finland	Questions are about consumption patterns
RESPONDENTS	Kostomuksha city citizens, more than 18 years old, shopping in Finland	Questions posed are for customers only
SURVEYOR	Self-administered questionnaire	Questions must be easily read and understood without outside assistance
RESPONSES	Closed multiply choice questions	_____
TIMING	No concrete time	Respondents may not return questionnaires
RESOURCES	Need translation into Russian Survey must be printed	Back translation is not needed
PRIVACY	All responses will be anonymous	Questions about spent money and income level are more likely to be answered More reliable answers

ОПРОС ПОТРЕБИТЕЛЕЙ

ОПРОС ПРОВОДИТСЯ ДЛЯ ЖИТЕЛЕЙ Г.КОСТОМУКША, КОТОРЫЕ ЕЗДЯТ В Г.КАЯНИ И ДРУГИЕ ГОРОДА ФИНЛЯНДИИ ЗА ПОКУПКАМИ

Анкета состоит из 10 вопросов с возможными вариантами ответов.

1. Ваш пол (нужное обведите): М Ж

2. Ваш возраст:

- 18 – 25
- 25 – 35
- 35 – 45
- 45 - 55
- 55 и старше

3. Укажите Ваш месячный доход (в рублях):

- менее 10 000
- 10 000 – 25 000
- 25 000 – 35 000
- 35 000 – 45 000
- 45 000 – 55 000
- 55 000 и более

4. Как часто вы ездили в г.Каяни за покупками, за последние 6 месяцев?

- Чаще чем раз в неделю
- Раз в неделю
- Раз в 2-3 недели
- Раз в месяц
- Раз в 3 месяца
- Реже чем раз в 3 месяца

5. Как правило, вы принимаете решение поехать за покупками в г.Каяни, потому что (если необходимо, отметьте несколько вариантов):
- Я езжу в г.Каяни, при любой случайной возможности
 - Когда мне необходимо купить определенные товары
 - Когда в г.Каяни период уценок
 - Другое (уточните)_____
6. Какие товары вы чаще всего покупаете в Финляндии (если необходимо, отметьте несколько вариантов)?
- Продовольственные товары
 - Одежду
 - Хозяйственные товары
 - Подарки
 - Косметические товары
 - Товары для детей
 - Электронику
 - Техническое оборудование
 - Строительные материалы и/или материалы для ремонта
 - Другое (уточните)_____
7. Склонны ли вы совершать спонтанные, незапланированные покупки в г. Каяни, если на определенные товары установлена скидка?
- Да, чаще всего я совершаю незапланированные покупки
 - Нет, чаще всего я ограничиваюсь, только списком запланированных товаров

8. По какой причине, вы ездите за покупками в г.Каяни, а не покупаете все необходимое в г.Костомукша? Вы считаете, что в г.Каяни (если необходимо, отметьте несколько вариантов):

- Лучше сервис и обслуживание клиентов
- Лучше качество товаров
- Более низкие цены
- Существует ряд товаров, которые можно купить только в г.Каяни
- Другое (уточните) _____

9. Сколько, в среднем, за одну поездку вы тратите денег в г.Каяни?

- 50 € или менее
- 51 € – 150 €
- 151 € - 250 €
- 251 € - 350 €
- 351 € или более

10. Пользуетесь ли вы какими либо услугами в г.Каяни и его окрестностях?

- Да
- Нет (переходите к вопросу №8)

10.1 Если да, то какого рода услугами вы пользуетесь (если необходимо, отметьте несколько вариантов)?

- Посещаю рестораны и/или кафетерии в г.Каяни
- Отдыхаю в ближайших кемпингах
- Занимаюсь спортом в Вуокатти
- Посещаю бассейн в Катинкулта
- Другое (уточните) _____

11. Ездите ли вы в какие-нибудь другие города в Финляндии за покупками, помимо г.Каяни?

- Да
- Нет (Переходите к вопросу № 9)

11.1 Если да, то в какие города (если необходимо, отметьте несколько вариантов)?

- Кухмо
- Оулу
- Хельсинки
- Куопио
- Другое (уточните) _____

12. Повлиял ли финансовый кризис на ваши поездки за покупками в г.Каяни, по сравнению с периодом, когда была более устойчивая экономическая ситуация?

- Да
- Нет (переходите к вопросу №10)

12.1 Если да, то как именно (при необходимости, отметьте несколько вариантов)?

- Я трачу меньше денег
- Я стал(а) ездить реже в г.Каяни
- Другое (уточните) _____

13. Существуют ли какие-либо трудности или препятствия относительно ваших поездок в г.Каяни?

- Да
- Нет

13.1 Если да, то какие (при необходимости, отметьте несколько вариантов)?

- У меня нет возможности и/или существуют трудности самостоятельно добираться в г.Каяни
- Некоторые таможенные правила и ограничения
- Я плохо осведомлен(а) о графике работы магазинов, о выходных/праздничных днях и сезонных распродажах в г.Каяни
- Языковые трудности
- Другое (уточните) _____

Ваши пожелания и предложения (по желанию)

СПАСИБО ЗА ВАШЕ ВРЕМЯ!

SURVEY

CROSS-BORDER CONSUMPTION WITHIN RUSSIA-FINLAND (KOSTOMUKSHA-KAJAANI)

This survey is designed for Kostomuksha citizens who are shopping in Finland, Kajaani

14. Gender:

- Male
- Female

15. Age Group:

- 18 – 25
- 25 – 35
- 35 – 45
- 45 - 55
- 55 and older

16. Monthly Income Level (in rubles):

- less than 10 000
- 10 000 – 25 000
- 25 000 – 35 000
- 35 000 – 45 000
- 45 000 – 55 000
- 55 000 and more

17. In the past 6 months, how frequently did you come to Kajaani for shopping?

- More than once a week
- Once a week
- Once in 2-3 weeks
- Once a month
- Once in 3 months
- Less frequently than once in 3 months

18. What drives You to take decision to go to Kajaani for shopping (please choose one):

- I use every possibility to go to Kajaani (have free time or transportation possibility, etc)
- I need particular products to buy
- It is a discount period in Kajaani
- Other (specify) _____

19. What are the products that you usually buy in Kajaani? (choose several if needed)

- Groceries
- Clothes
- Household Goods
- Presents
- Beauty aids
- Baby products
- Electronics
- Technical equipment
- Construction materials
- Other (specify) _____

20. Do you tend to make impulsive/spontaneous purchases in Kajaani, when discount or special offer is given to some particular products?

- Yes, I usually buy unplanned products
- No, I usually follow my purchasing list

21. What is the reason of your shopping in Kajaani but not in Kosotmus? (choose several if needed)

- Better Service
- Better Quality of products
- Cheaper price
- There are some range of products that I could buy only in Kajaani
- Other (specify) _____

22. How much money do you usually spend per one visit to Kajaani?

- 50 € or less
- 51 € – 150 €
- 151 € - 250 €
- 251 € - 350 €
- 351 € or more

23. Do you spend free-time activities and buy service in Kajaani and/or within its region?

- Yes
- No

23.1 If yes, what kind of activities? (mark several if needed)

- Visiting restaurants and/or cafeterias in Kajaani
- Spending time at the nearest camping areas
- Sports activities in Vuokatti
- Visiting swimming-pool "Katinkulta"
- Other (specify) _____

24. Do you go shopping to any other city in Finland except Kajaani ?

- Yes
- No

24.1 If yes, where?

- Kuhmo
- Oulu
- Helsinki
- Kuopio
- Other (specify) _____

25. Has financial crisis affected your shopping patterns in Kajaani comparing to your usual visits during the stable economical situation?

- Yes
- No

12. 1 If yes, what has changed? (mark several if needed)

- I spend less money now
- I go shopping to Finland less frequently
- Other (specify) _____

26. Are there any difficulties or barriers which you experience concerning your shopping in Kajaani?

- Yes
- No

13.1 If yes, what are they? (mark several if needed)

- I have difficulties with transportation to Kajaani
- Some custom restrictions
- I am not aware enough about shops' working hours, the days offs during Finnish holidays and about discounts periods
- Language difficulties
- Other (specify) _____

Comments (optional)

THANK YOU FOR YOUR TIME!

APPENDICES 3

Question 1**Gender**

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Male	104	42.6	42.6	42.6
	Female	140	57.4	57.4	100.0
	Total	244	100.0	100.0	

Question 2**Age Group**

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	18-25	19	7.8	7.8	7.8
	25-35	57	23.4	23.4	31.1
	35-45	80	32.8	32.8	63.9
	45-55	56	23.0	23.0	86.9
	55-older	32	13.1	13.1	100.0
	Total	244	100.0	100.0	

Question 3**Income Level**

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	10 000 - 25 000 (223 E - 556 E)	27	11.1	11.1	11.1
	25 000 - 35 000 (556 E - 778E)	90	36.9	36.9	48.0
	35 000 - 45 000 (778 E - 1000 E)	71	29.1	29.1	77.0
	45 000 - 55 000 (1000 E - 1223 E)	47	19.3	19.3	96.3
	55 000 and more (1223 E and more)	9	3.7	3.7	100.0
	Total	244	100.0	100.0	

Question 4**Trips Frequencies**

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	More often than once in a week	3	1.2	1.2	1.2
	Once in a week	20	8.2	8.2	9.4
	Once in 2-3 weeks	59	24.2	24.2	33.6
	Once in a months	79	32.4	32.4	66.0
	Once in 3 months	49	20.1	20.1	86.1
	Less frequently than once in 3 months	34	13.9	13.9	100.0
	Total	244	100.0	100.0	

Question 5

I use every possibility to go to Kajaani (in terms of free time and/or transportation opportunity)

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	answer is not marked	200	82.0	82.0	82.0
	answer is marked	44	18.0	18.0	100.0
	Total	244	100.0	100.0	

When I need to buy particular products

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Answer is not marked	54	22.1	22.1	22.1
	Answer is marked	190	77.9	77.9	100.0
	Total	244	100.0	100.0	

When it is discount period in Kajaani

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Answer is not marked	111	45.5	45.5	45.5
	Answer is marked	133	54.5	54.5	100.0
	Total	244	100.0	100.0	

Other (specify)

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Answer is not marked	226	92.6	92.6	92.6
	Answer is marked	18	7.4	7.4	100.0
	Total	244	100.0	100.0	

Question 6**Groceries**

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Answer is not marked	12	4.9	4.9	4.9
	Answer is marked	232	95.1	95.1	100.0
	Total	244	100.0	100.0	

Clothes

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Answer is not marked	34	13.9	13.9	13.9
	Answer is marked	210	86.1	86.1	100.0
	Total	244	100.0	100.0	

Household goods

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Answer is not answered	149	61.1	61.1	61.1
	Answer is answered	95	38.9	38.9	100.0
	Total	244	100.0	100.0	

Presents

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	unmarked	172	70.5	70.5	70.5
	marked	72	29.5	29.5	100.0
	Total	244	100.0	100.0	

Beauty Aids

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	unmarked	148	60.7	60.7	60.7
	marked	96	39.3	39.3	100.0
	Total	244	100.0	100.0	

Baby Goods

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	unmarked	108	44.3	44.3	44.3
	marked	136	55.7	55.7	100.0
	Total	244	100.0	100.0	

Electronic Goods

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	unmarked	188	77.0	77.0	77.0
	marked	55	22.5	22.5	99.6
	5	1	.4	.4	100.0
	Total	244	100.0	100.0	

Technical Equipment

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	unmarked	194	79.5	79.5	79.5
	marked	50	20.5	20.5	100.0
	Total	244	100.0	100.0	

Construction Goods

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	unmarked	135	55.3	55.3	55.3
	marked	109	44.7	44.7	100.0
	Total	244	100.0	100.0	

Other (specify)

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	unmarked	202	82.8	82.8	82.8
	marked	42	17.2	17.2	100.0
	Total	244	100.0	100.0	

Question 7**Impulsive Purchases**

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Yes, usually I make unplanned purchases	98	40.2	40.2	40.2
	No, usually I buy only what I have planned	146	59.8	59.8	100.0
	Total	244	100.0	100.0	

Question 8**Better Service**

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	unmarked	203	83.2	83.2	83.2
	marked	41	16.8	16.8	100.0
	Total	244	100.0	100.0	

Better Quality

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	unmarked	56	23.0	23.0	23.0
	marked	188	77.0	77.0	100.0
	Total	244	100.0	100.0	

Cheaper Price

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	unmarked	80	32.8	32.8	32.8
	marked	164	67.2	67.2	100.0
	Total	244	100.0	100.0	

Specific Products only in Kajaani

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	unmarked	57	23.4	23.4	23.4
	marked	187	76.6	76.6	100.0
	Total	244	100.0	100.0	

Other (specify)

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	unmarked	232	95.1	95.1	95.1
	marked	12	4.9	4.9	100.0
	Total	244	100.0	100.0	

Question 9**Money Spent in Kajaani**

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	50 E or less	8	3.3	3.3	3.3
	51 E – 150 E	91	37.3	37.3	40.6
	151 E – 250 E	86	35.2	35.2	75.8
	251 E – 350 E	48	19.7	19.7	95.5
	351 E or more	11	4.5	4.5	100.0
	Total	244	100.0	100.0	

Question 10**Free time activities**

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Yes	143	58.6	58.6	58.6
	No	101	41.4	41.4	100.0
	Total	244	100.0	100.0	

Question 10.1**Visiting Restaurants**

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	unmarked	167	68.4	68.4	68.4
	marked	77	31.6	31.6	100.0
	Total	244	100.0	100.0	

Camping Rest

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	unmarked	225	92.2	92.2	92.2
	marked	19	7.8	7.8	100.0
	Total	244	100.0	100.0	

Sport in Vuokatti

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	unmarked	217	88.9	88.9	88.9
	marked	27	11.1	11.1	100.0
	Total	244	100.0	100.0	

Swiming-Pool in Katinkulta

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	unmarked	137	56.1	56.1	56.1
	marked	107	43.9	43.9	100.0
	Total	244	100.0	100.0	

Other (specify)

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	unmarked	223	91.4	91.4	91.4
	marked	21	8.6	8.6	100.0
	Total	244	100.0	100.0	

Question 11**Other Cities in Finland**

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Yes	183	75.0	75.0	75.0
	No	61	25.0	25.0	100.0
	Total	244	100.0	100.0	

Question 11.1**Kuhmo**

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	unmarked	96	39.3	39.3	39.3
	marked	148	60.7	60.7	100.0
	Total	244	100.0	100.0	

Oulu

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	unmarked	130	53.3	53.3	53.3
	marked	114	46.7	46.7	100.0
	Total	244	100.0	100.0	

Helsinki

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	unmarked	204	83.6	83.6	83.6
	marked	40	16.4	16.4	100.0
	Total	244	100.0	100.0	

Kuopio

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	unmarked	236	96.7	96.7	96.7
	marked	8	3.3	3.3	100.0
	Total	244	100.0	100.0	

Other (specify)

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	unmarked	229	93.9	93.9	93.9
	marked	15	6.1	6.1	100.0
	Total	244	100.0	100.0	

Question 12**Influence of the crisis**

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Yes	215	88.1	88.1	88.1
	No	29	11.9	11.9	100.0
	Total	244	100.0	100.0	

Question 12.1**I spend less money**

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	unmarked	75	30.7	30.7	30.7
	marked	169	69.3	69.3	100.0
	Total	244	100.0	100.0	

Less Trips

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	unmarked	92	37.7	37.7	37.7
	marked	152	62.3	62.3	100.0
	Total	244	100.0	100.0	

Other (specify)

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	unmarked	239	98.0	98.0	98.0
	marked	5	2.0	2.0	100.0
	Total	244	100.0	100.0	

Question 13**If there are barriers for trips**

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Yes	204	83.6	83.6	83.6
	No	40	16.4	16.4	100.0
	Total	244	100.0	100.0	

Question 13.1**Difficulties to get to Kajaani(Transportation)**

	Frequency	Percent	Valid Percent	Cumulative Percent
Valid no	189	77.5	77.5	77.5
yes	55	22.5	22.5	100.0
Total	244	100.0	100.0	

Customs regulations

	Frequency	Percent	Valid Percent	Cumulative Percent
Valid unmarked	88	36.1	36.1	36.1
marked	156	63.9	63.9	100.0
Total	244	100.0	100.0	

Bad awareness about working hours

	Frequency	Percent	Valid Percent	Cumulative Percent
Valid unmarked	171	70.1	70.1	70.1
marked	73	29.9	29.9	100.0
Total	244	100.0	100.0	

Language Difficulties

	Frequency	Percent	Valid Percent	Cumulative Percent
Valid unmarked	125	51.2	51.2	51.2
marked	119	48.8	48.8	100.0
Total	244	100.0	100.0	

Other (specify)

	Frequency	Percent	Valid Percent	Cumulative Percent
Valid unmarked	209	85.7	85.7	85.7
marked	35	14.3	14.3	100.0
Total	244	100.0	100.0	

Comments**Comments**

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	no comments	163	66.8	66.8	66.8
	comments left	81	33.2	33.2	100.0
	Total	244	100.0	100.0	

APPENDICES 4

Gender * Trips Frequencies Crosstabulation

			Trips Frequencies					Total	
			More often than once in a week	Once in a week	Once in 2-3 weeks	Once in a months	Once in 3 months	Less frequently than once in 3 months	
Gender	Male	Count	3	9	22	39	16	15	104
		% of Total	1.2%	3.7%	9.0%	16.0%	6.6%	6.1%	42.6%
	Female	Count	0	11	37	40	33	19	140
		% of Total	.0%	4.5%	15.2%	16.4%	13.5%	7.8%	57.4%
Total		Count	3	20	59	79	49	34	244
		% of Total	1.2%	8.2%	24.2%	32.4%	20.1%	13.9%	100.0%

Chi-Square Tests

	Value	df	Asymp. Sig. (2-sided)
Pearson Chi-Square	8.263(a)	5	.142
Likelihood Ratio	9.391	5	.094
Linear-by-Linear Association	.543	1	.461
N of Valid Cases	244		

a 2 cells (16.7%) have expected count less than 5
The minimum expected count is 1.28.

Trips Frequencies * Difficulties to get to Kajaani(Transportation) Crosstabulation

			Difficulties to get to Kajaani(Transportation)		Total
			no	yes	
Trips Frequencies	More often than once in a week	Count	3	0	3
		% of Total	1.2%	.0%	1.2%
	Once in a week	Count	16	4	20
		% of Total	6.6%	1.6%	8.2%
	Once in 2-3 weeks	Count	48	11	59
		% of Total	19.7%	4.5%	24.2%
	Once in a months	Count	63	16	79
		% of Total	25.8%	6.6%	32.4%
	Once in 3 months	Count	36	13	49
		% of Total	14.8%	5.3%	20.1%
	Less frequently than once in 3 months	Count	23	11	34
		% of Total	9.4%	4.5%	13.9%
Total		Count	189	55	244
		% of Total	77.5%	22.5%	100.0%

Chi-Square Tests

	Value	df	Asymp. Sig. (2-sided)
Pearson Chi-Square	4.018(a)	5	.547
Likelihood Ratio	4.537	5	.475
Linear-by-Linear Association	3.175	1	.075
N of Valid Cases	244		

a 3 cells (25.0%) have expected count less than 5. The minimum expected count is .68.

Trips Frequencies * Income Level Crosstabulation

Count

		Income Level					Total
		10 000 - 25 000 (223 E - 556 E)	25 000 - 35 000 (556 E - 778E)	35 000 - 45 000 (778 E - 1000 E)	45 000 - 55 000 (1000 E - 1223 E)	55 000 and more (1223 E and more)	
Trips Frequencies	More often than once in a week	0	2	0	1	0	3
	Once in a week	0	3	6	7	4	20
	Once in 2-3 weeks	2	18	22	14	3	59
	Once in a months	8	28	22	19	2	79
	Once in 3 months	8	24	13	4	0	49
	Less frequently than once in 3 months	9	15	8	2	0	34
Total		27	90	71	47	9	244

Chi-Square Tests

	Value	df	Asymp. Sig. (2-sided)
Pearson Chi-Square	52.382(a)	20	.000
Likelihood Ratio	52.268	20	.000
Linear-by-Linear Association	35.312	1	.000
N of Valid Cases	244		

a 13 cells (43.3%) have expected count less than 5. The minimum expected count is .11.

Gender * Impulsive Purchases Crosstabulation

Count

		Impulsive Purchases		Total
		Yes, usually I make unplanned purchases	No, usually I buy only what I have planned	
Gender	Male	32	72	104
	Female	66	74	140
Total		98	146	244

Chi-Square Tests

	Value	df	Asymp. Sig. (2-sided)	Exact Sig. (2-sided)	Exact Sig. (1-sided)
Pearson Chi-Square	6.657(b)	1	.010		
Continuity Correction(a)	5.993	1	.014		
Likelihood Ratio	6.741	1	.009		
Fisher's Exact Test				.012	.007
Linear-by-Linear Association	6.629	1	.010		
N of Valid Cases	244				

a Computed only for a 2x2 table

b 0 cells (.0%) have expected count less than 5. The minimum expected count is 41.77.

Income Level * Impulsive Purchases Crosstabulation

Count

		Impulsive Purchases		Total
		Yes, usually I make unplanned purchases	No, usually I buy only what I have planned	
Income Level	10 000 - 25 000 (223 E - 556 E)	14	13	27
	25 000 - 35 000 (556 E - 778E)	31	59	90
	35 000 - 45 000 (778 E - 1000 E)	34	37	71
	45 000 - 55 000 (1000 E - 1223 E)	17	30	47
	55 000 and more (1223 E and more)	2	7	9
Total		98	146	244

Chi-Square Tests

	Value	df	Asymp. Sig. (2-sided)
Pearson Chi-Square	6.040(a)	4	.196
Likelihood Ratio	6.102	4	.192
Linear-by-Linear Association	.638	1	.424
N of Valid Cases	244		

a. 1 cells (10.0%) have expected count less than 5.
The minimum expected count is 3.61.

Gender * Money Spent in Kajaani Crosstabulation

Count

		Money Spent in Kajaani					Total
		50 E or less	51 E - 150 E	151 E - 250 E	251 E - 350 E	351 E or more	
Gender	Male	3	20	39	31	11	104
	Female	5	71	47	17	0	140
Total		8	91	86	48	11	244

Income Level * Free time activities Crosstabulation

			Free time activities		Total
			Yes	No	
Income Level	10 000 - 25 000 (223 E - 556 E)	Count	12	15	27
		% of Total	4.9%	6.1%	11.1%
	25 000 - 35 000 (556 E - 778E)	Count	40	50	90
		% of Total	16.4%	20.5%	36.9%
	35 000 - 45 000 (778 E - 1000 E)	Count	48	23	71
		% of Total	19.7%	9.4%	29.1%
	45 000 - 55 000 (1000 E - 1223 E)	Count	35	12	47
		% of Total	14.3%	4.9%	19.3%
	55 000 and more (1223 E and more)	Count	8	1	9
		% of Total	3.3%	.4%	3.7%
Total		Count	143	101	244
		% of Total	58.6%	41.4%	100.0%

Age Group * Influence of the crisis Crosstabulation

Count

		Influence of the crisis		Total
		Yes	No	
Age Group	18-25	17	2	19
	25-35	53	4	57
	35-45	68	12	80
	45-55	47	9	56
	55-older	30	2	32
Total		215	29	244

Chi-Square Tests

	Value	df	Asymp. Sig. (2-sided)
Pearson Chi-Square	3.972(a)	4	.410
Likelihood Ratio	4.216	4	.378
Linear-by-Linear Association	.124	1	.724
N of Valid Cases	244		

a. 2 cells (20.0%) have expected count less than 5. The minimum expected count is 2.26.

APPENDICES 5

Question 5**Table 1. Trips frequencies**

№ of Respondents	Trips Frequencies Decisions - other
4	On holidays
4	When want to visit my friends in Kajaani
2	To find presents
2	When my friend ask me to drive them to Kajaani
2	When my wife asks me
2	When I want to relax
1	When I travel transit through Finland, I always drive through Kajaani
1	When I drive my children to the swimming-pool

Question 6**Table 2. Goods Purchased**

№ of Respondents	Goods Purchased - Other
14	Gardening goods and equipment
10	Footwear
3	Blankets, pillows, bedclothes
3	Goods for fishing
3	Spare parts for cars
3	Vitamins and medicines
3	Kitchen utensil
2	Alcohol drinks
2	Second hand commodities, and discount goods
1	Furniture
1	Needlework goods
1	Décor goods

Question 8**Table 3. Motivations of cross-border purchasing**

No	Motivation
4	Scant choice in Kostomuksha
3	Tax Free refund
2	The sizes of cloths better meet the requirements in Kajaani, than in Kostomus
1	Products are look much more esthetic and neatly in Kajaani
1	Discount periods in Kajaani
1	Change of impressions and relaxing

Question 10.1**Table 4. Services and free-time activities**

No of Respondents	Free-time activities and Services
6	Fishing
5	Visit concerts, exhibitions
4	Car service center (2 Ford)
1	Service of Finnish travel agencies
1	Sport in Paljakka, Ukkohalla
1	Meet new people
1	Swimming - Pool in Kajaani

Question 11.1**Table 5. Other cities**

Nº of Respondents	Other cities
5	Sotkamo
5	Suomussalmi
3	Lahti
2	Iisalmi
2	Jyväskylä
2	Kuusamo
2	Kemijärvi
2	Lappeenranta
1	Äänekoski
1	Paltamo
1	Joensuu
1	Pieksämäki
1	Turku
1	Tampere
1	Rovaniemi

Question 12.1**Table 6. Crisis influences**

Nº of Respondents	What has changed after crisis
2	Less frequently visit swimming-pools

Question 13.1**Table 7. The cross-border barriers**

Nº of Respondents	Barriers
34	Expensive "Green Card"
8	Customs working hours (very early closing)
5	Queues on the border

COMMENTS

Table 8. Comments

№ of Respondents	Comments
15	Extending customs working hours, or at least in summer time
11	Bus or train Kostomuksha - Kajaani
11	Sops working on Sundays
8	More advertisements in Kostomuksha about discounts periods and about range of products In Kajaani shops
7	Simplifying restrictions and trade barriers
6	Russian speaking salespersons
6	Simplifying of visa process issues
6	Swimming-Pool in Kajaani
6	Price articles and explanations to products in Russian, or at least in English
5	More advertisements about camping, resorts in Kainuu region, sport and leisure-time activities.
5	Simplifying customs procedures
3	Allow to bring goods more than 35kg per month
2	Information in Russian how to get loyalty cards (bonus cards), and applications in Russian to get those
2	Entertainments for children (special cafeterias, swimming-pool etc
1	Cheaper hotels in Kajaani (hostels or B&B)
1	More restaurants with national cuisine
1	Finnish-Russian vocabularies in shops, sine in Kostomuksha it is very bad choice