



EUROPEAN COMMISSION

Directorate-General for Internal Market, Industry, Entrepreneurship and SMEs

COSME Programme

COSME Programme, SME Envoys and Relations with EASME

Questions for consideration and discussion

1. In relation to the European Commission report [Business-to-business transactions: a comparative analysis of legal measures vs. soft-law instruments for improving payment behaviour](#) can national experts please give their views on the report and its recommendations (please see attached summary infographic with a link to the report and list of its recommendations).
2. It appears that voluntary measures (e.g., Corporate Social Responsibility, prompt payment codes, praising or shaming) where well publicised and audited, may be effective in changing the behaviour of firms sensitive to public opinion. Do National Experts believe there are sectors, or types of firms, not sensitive to public opinion where this approach is unlikely to be successful?
3. The Late Payment Directive 2011/7/EU, and national transpositions of it, contains requirements in relation to payment periods, interest and fees etc. The report makes clear that in some market sectors where there are a (limited) number of larger firms in a powerful position trading with a large number of less powerful SME's poor payment practices are common. Do National Experts believe that it would be more effective to introduce measures focused on poorly performing market sectors rather than more generally applied measures?
4. In market sectors where poor payment practices are normal should sector specific legislation require payment within a stated maximum time and require automatic payment of interest and fees for late payment even if not requested?