

# Entrepreneurship in the EU and beyond

A survey in the EU, EFTA countries, Croatia,  
Turkey, the US, Japan, South Korea and China

## Analytical report

Fieldwork: December 2009

This survey was requested by Directorate-General for Enterprise and Industry, and coordinated by Directorate-General Communication

This document does not represent the point of view of the European Commission. The interpretations and opinions contained in it are solely those of the authors.

Flash EB Series #283

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Survey conducted by The Gallup Organization,  
Hungary upon the request of  
Directorate-General for Enterprise  
and Industry



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**THE GALLUP ORGANIZATION**

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## Introduction

One of the main challenges facing EU Member States is the need to boost entrepreneurship. That was one of the objectives set by the Lisbon European Council, in March 2000, with a view to improving the Union's performance in terms of employment, economic reform and social cohesion. The European Commission opened the public debate by publishing, at the start of 2003, a Green Paper on "Entrepreneurship in Europe", which focused on two questions in particular:

- Why do so few Europeans set up their own business?
- Why are so few European businesses growing?

The development of entrepreneurship has important benefits, both economically and socially. Entrepreneurship is not only a driving force for job creation, competitiveness and growth; it also contributes to personal fulfilment and the achievement of social objectives. Moreover, numerous factors play a role in the decision to start up a business, for example, the existence of a suitable opportunity or market, any prevailing administrative complexities, financial obstacles or the need to acquire new skills. That is why the EU considers that it has a duty to encourage entrepreneurial initiatives and unlock the growth potential of its businesses and citizens.

The European Commission's Directorate-General "Enterprise and Industry" has been studying, for the past 10 years, the development of entrepreneurship in EU Member States, and has compared European opinions with those outside of Europe, especially in the US. In the current survey – Flash Eurobarometer N°283 "Entrepreneurship in the EU and beyond" – the opinions of residents in some Asian countries have been added to this comparison.

The earliest surveys<sup>1</sup> covered the EU15<sup>2</sup>, US, Iceland and Norway. The accession of 10 new Member States to the EU, on 1 May 2004, enlarged the scope of the surveys conducted in 2004 (Flash N°160) and 2007 (N°192) which, while ensuring the continuation of previous surveys, covered 28 countries – the EU25<sup>3</sup>, together with the US, Iceland and Norway. The current survey – Flash Eurobarometer N°283 "Entrepreneurship in the EU and beyond" – covers 36 countries:

- the 27 EU Member States<sup>4</sup>
- two candidate countries: Croatia and Turkey
- three EFTA countries: Iceland, Norway and Switzerland
- the US
- three Asian countries: China, Japan and South Korea.

Flash Eurobarometer N°283 "Entrepreneurship in the EU and beyond" covers topics such as the development of entrepreneurship, how entrepreneurial mindsets are being fuelled and what encourages people to become entrepreneurs. It provides data about public attitudes on issues such as entrepreneurship, entrepreneurial education, risk-taking, start-ups, obstacles to entrepreneurship and business failures.

The survey's fieldwork was conducted in December 2009. Over 26,000 randomly selected respondents, aged 15 and over, were interviewed in the EU's 27 Member States, Croatia, Turkey, Iceland, Norway, Switzerland, the US, China<sup>5</sup>, Japan and South Korea. Interviews were predominantly carried out via fixed-line telephones. To correct for sampling disparities, a post-stratification weighting of results was implemented, based on important socio-demographic variables. More details on the survey methodology are included in the annex of this report.

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<sup>1</sup> Flash N° 83 – 09/2000, Flash N° 107 – 09/2001, Flash N° 134 – 11/2002 and Flash N° 146 – 09/2003.

<sup>2</sup> 15 Member States: Austria, Belgium, Denmark, Finland, France, Germany, Greece, Ireland, Italy, Luxembourg, the Netherlands, Portugal, Spain, Sweden and the UK.

<sup>3</sup> Cyprus, the Czech Republic, Estonia, Hungary, Latvia, Lithuania, Malta, Poland, Slovakia, Slovenia joined the EU on 1 May 2004 – creating the EU of 25 Member States.

<sup>4</sup> Romania and Bulgaria joined the EU on 1 January 2007 – leading to the EU of 27 Member States.

<sup>5</sup> In China, interviews were conducted with randomly selected individuals (aged 15 and over) in urban areas.

## Main findings

### Self-employed or an employee – preferences and reasons

#### *Preferences*

- EU citizens were almost evenly divided in their preference for being self-employed or having employee status: 45% would prefer the former and 49% the latter. These EU-level results, however, tended to hide large variations between individual Member States: the preference for being self-employed varied from 26% in Slovakia to 66% in Cyprus.
- In 18 EU Member States, respondents who preferred employee status outnumbered those who would opt for self-employment.
- Looking at 2000-2009, there have been major changes within individual EU Member States: for example, in Cyprus, preference for self-employment was stable between 2004 and 2007, but increased by 12 percentage points to 66% in 2009; in Portugal, the proportion of respondents with a preference for self-employment has decreased to 51% (-20 points from 2002).
- In the EU, men, younger interviewees, those with higher levels of education or those still in education, and respondents with an entrepreneurial family background were more likely than their counterparts to prefer to be self-employed.

#### *Reasons for opting between self-employment or employee status*

- As for reasons why respondents would prefer to be an employee, four in 10 EU citizens referred to a “regular and fixed income” and 35% mentioned “stability of employment”.
- Across all of the surveyed countries, a regular, fixed income (vs. an irregular, variable income) was mentioned most frequently as a reason for preferring employee status by respondents in Turkey and Hungary (75% and 70%, respectively) and least often by respondents in China, the US and Iceland (11%-14%).
- Respondents in eastern European countries appeared to be more likely than their counterparts in all other countries (except for China) to name some constraints of being self-employed (such as a lack of finances or lack of an appropriate business idea) as the reason for their preference for employee status.
- A large majority of EU citizens who expressed a preference for self-employment made this choice because of the freedom provided, such as personal independence, self-fulfilment and the chance to do something of personal interest (mentioned by 68%) or freedom to choose their own place and time of work (35%).

### Society’s image of entrepreneurs

#### *How entrepreneurs are regarded by society*

- Almost 9 in 10 EU citizens agreed that entrepreneurs were job creators and a large majority also thought that entrepreneurs created new products and services and were therefore of benefit to society in general (78%).
- Respondents across all countries included in the survey were in agreement that entrepreneurs were both job creators and that they created new products and services and were therefore of benefit to everyone; the US stood out with 60% and 56%, respectively, of interviewees who *strongly* agreed with both statements.
- Interviewees across the EU were not so likely to agree that entrepreneurs only thought about their own wallet (54%) and that they exploited other people’s work (49%).

- Comparing the 2007 and 2009 results, however, respondents in almost all countries were now more likely to agree that entrepreneurs only thought about their wallet or that they exploited other people's work; these increases were particularly noticeable in Slovakia and Estonia.

#### *Attitudes towards entrepreneurs compared to other professional classes*

- Entrepreneurs were rated favourably by 49% of EU respondents; only people working in the liberal professions (such as lawyers, architects etc.) received a higher rating (58%).
- While 83% of Danes and 78% of Finns held a *favourable* opinion about entrepreneurs, this proportion dropped to 26% in Hungary.
- Respondents in Iceland and the US (82% and 73%, respectively) shared this favourable attitude towards entrepreneurs.
- There were seven countries where entrepreneurs were ranked above all other professional classes: Denmark, Iceland, Finland, the US, Ireland, Norway and Portugal.
- Across almost all socio-demographic segments in the EU, entrepreneurs received the second highest ratings – behind people working in the liberal professions.

#### **Feasibility (or otherwise) of becoming self-employed**

##### *Feasibility of becoming self-employed*

- Two-thirds of EU citizens who were not (yet) self-employed at the time of the survey felt that becoming self-employed in the next five years was unrealistic.
- Several Nordic countries were among those with the highest proportions of respondents who felt that becoming self-employed was realistic; in China, 49% of respondents thought this was a possibility compared to just 12% of Japanese.
- In almost half of all of the countries surveyed, the proportion of respondents who considered it feasible to become self-employed in the next five years has decreased by at least five percentage points from 2007 to 2009. The most significant decreases were seen in Slovakia, Latvia and Lithuania.
- In the EU, men, younger interviewees, those with an entrepreneurial family background, respondents with higher levels of education and those still in education were more likely than their counterparts to consider it feasible to become self-employed in the next five years.

##### *Reasons for self-employment not being feasible*

- Focusing on EU citizens under the age of 65, 29% said it was not possible for them to become self-employed because they did not have the finances to start-up a business and 15% said that the timing was not right due to the current economic climate.
- Bad timing due to the current economic climate was given as a reason why it would not be feasible to become self-employed by 44% of Hungarian and 33% of Cypriot respondents aged between 15 and 64; this reason was mentioned, however, by just 4%-5% of respondents in Germany, the Netherlands, Sweden, Norway and Switzerland.
- More than half of Croatian (55%), Hungarian (63%), Bulgarian (61%) and Romanian (68%) 15-64 year-olds, who considered it unrealistic to become self-employed in the next five years, said it was a lack of finances that would prevent them from starting up a business.
- Throughout the EU, a lack of finances was most often cited as a reason for not being able to become self-employed by 25-39 year-olds, manual workers and respondents with financial problems (41%, 44% and 42%, respectively, compared to an EU average of 24% for all ages).

### *The preference for being self-employed compared to its feasibility*

- Looking at those who were not self-employed, in most countries, the proportion of respondents who considered it feasible to become self-employed in the next five years was lower than the proportion of those who would like to be self-employed.
- In the Nordic countries, however, an opposite trend was seen – i.e. the preference to be self-employed was lower than the perceived feasibility of gaining such a status; for example, 49% of non-self-employed Swedish respondents said it would be feasible to become self-employed in the next five years, whereas just 28% had an actual preference for changing their status.

### **Likelihood of respondents starting up a business in the event that a significant amount of money was inherited**

- Four in 10 Romanians, Turkish and Chinese respondents (41%-42%) and a third of Bulgarians would start a business if they inherited a significant amount of money; there were more than 10 countries, however, where less than a tenth of respondents would consider doing this - for example, 5% in Denmark and Japan and 6% in both Austria and Iceland.
- In most countries, and in the EU overall, a relative majority of respondents would either save the money or use it to buy a house or to repay their mortgage.

### **Entrepreneurship and business activity**

#### *Current entrepreneurial activity*

- Four percent of EU citizens were currently in the *embryonic phase*, i.e. taking the necessary steps to start up a business, 3% were running a *new business* and 6% were running an *established business*. In total, 12% of EU citizens were currently involved in entrepreneurial activity.
- Within the EU, Finland and Cyprus had the highest rates of entrepreneurial activity (25% and 19%, respectively). Belgium, Denmark, France, Luxembourg, Malta, Slovakia and Slovenia, on the other hand, had entrepreneurship rates below 10%. Outside the EU, the level of entrepreneurial activity was the highest in China (27%), followed by Turkey (23%), the US (21%) and Iceland (20%).
- A comparison between the 2007 and 2009 results showed the largest decreases in entrepreneurial activity in Latvia and Estonia. In 2007, roughly a fifth of respondents in both countries were starting up or running a business (18% and 22%, respectively). In 2009, however, these proportions have been almost halved: to 10% in Latvia and 13% in Estonia.
- Finland and Cyprus have seen an increase in entrepreneurial activity in comparison to previous years: Finland has increased by 14 percentage points: from 11% in 2007 to 25% in 2009, in Cyprus, this increase has been smaller, from 12% in 2004 to 19% in 2009 (+7 percentage points).
- Entrepreneurship rates in the EU were higher for men, 25-54 year-olds, respondents with a higher level of education, respondents without financial difficulties and those with an entrepreneurial family background.

#### *Never considered starting a business*

- In the EU, the proportion of respondents who had never thought about starting up a business ranged from 32% in Greece to 65% in Luxembourg. The latter country was followed by Belgium and Slovakia, where 62%-63% of interviewees had never thought about starting up a business.

- The Japanese were the most likely to have never considered starting up a business, while the Chinese were the least likely to say this (67% and 22%, respectively).

#### *Business failure*

- In most of the surveyed countries, respondents who said they had sold, transferred or closed their business outnumbered those who said that their business had failed. For example, 34% of British respondents having business experience said that they had sold, transferred or closed their business and 9% reported a business failure.

#### **Points to consider during business start-ups**

##### *Key driving factors*

- As in previous years, EU citizens, in almost all countries, who had once started up a business or who were thinking about taking the necessary steps to start one, were most likely to answer that an appropriate business idea (85%) and receiving the necessary financial means (81%) had motivated them to start up a business.
- A slim majority of EU citizens (56%) identified dissatisfaction with their previous situation as an important element in their decision to take steps to start up a business.
- This same factor influenced three-quarters of Slovak and Turkish interviewees. Furthermore, five eastern European countries – Lithuania, the Czech Republic, Hungary, Romania and Latvia – joined these two with between 69% and 72% of respondents who said that dissatisfaction with their previous situation had influenced their decision to start up a business.
- Slovakia and Latvia had the largest increases in the proportion of respondents who said dissatisfaction with their previous situation had influenced their decision to start up a business (Slovakia: from 59% in 2007 to 76% in 2009; Latvia: from 59% to 71%).

##### *Starting a new or taking over an existing business?*

- Across almost all countries surveyed, for respondents with business experience, the proportion who would prefer to set up a new business largely outnumbered those who would prefer to take over an existing venture: in the EU, 61% for the former and 24% for the latter.

##### *Recommended rate of growth*

- About a sixth (17%) of EU citizens would advise a friend who had just started a business to try to expand it as quickly as possible; roughly three-quarters (74%) would give the advice to grow it slowly (if at all).
- There were, however, large variations between individual countries included in the survey: 41% French respondents said that the best approach for a new business would be to expand it as quickly as possible, but just 3% of Icelandic respondents shared this view.
- Throughout the EU, younger respondents, full-time students and those with a high level of education were more likely than their counterparts to feel that the best approach for a new business would be to expand it as quickly as possible.

##### *Opportunity or necessity*

- In the EU, among respondents who had started up a business or were currently taking steps to start one, 55% answered that they had started/were starting this business because they saw an opportunity and 28% did so out of necessity.
- Respondents in Denmark and the Netherlands were the most likely to say they had started/were starting a business because they had seen an opportunity (81% and 78%,

respectively). In Estonia, Bulgaria and Greece, less than 4 in 10 responded in that way (36%-39%).

- The US and Switzerland scored higher than the EU average in terms of the proportion of respondents identifying opportunity-driven entrepreneurship (62% and 65%, respectively, vs. 55%).
- The highest proportion of necessity-driven entrepreneurship was measured in South Korea (64% – compared to 18% “opportunity-driven”). In China and Japan, 50% of respondents answered that they had starting/were starting a business out of necessity.

### **Perceptions about the risks involved and barriers to starting up a business**

#### *Greatest fears*

- When EU citizens were asked what they would fear most if they were starting up a business in today’s economic climate, about half (49%) said it was the possibility of going bankrupt. The uncertainty of not having a regular income was mentioned by 40% of respondents and a somewhat lower proportion (37%) selected the risk of losing their property.
- Respondents in Lithuania, Croatia and Turkey were the most likely to answer that they would fear the possibility of going bankrupt if they were setting up a business (57%-59%). Six in 10 Hungarians and about half of Greeks, Poles and Swedes (51%-52%) were most afraid of the uncertainty of not having a regular income when starting up a business.
- In 24 of the countries surveyed, the possibility of going bankrupt, the uncertainty of not having a regular income and the risk of losing their property were the three most mentioned fears associated with a business start-up.

#### *Perceived barriers*

- Roughly 8 in 10 EU citizens agreed that it was difficult to start up a business due to a lack of available financial support. A large majority of respondents (71%) also agreed that business start-ups were difficult due to complex administrative procedures.
- Furthermore, across all EU Member States, a majority of interviewees agreed that it was difficult to start one’s own business due to a lack of available financial support and that it was difficult to start up one’s own business due to complex administrative procedures.
- Across the EU, on average, more respondents now said it was difficult to start up a business due to a lack of available financial support compared to the number in 2007: 81% in 2009 compared to 75% in 2007. The proportion saying sufficient information needed to start up a business was not available has also increased: from 46% in 2007 to 51% in 2009.
- In the EU, older respondents, those with a lower level of education, manual workers and respondents who found it hard to manage on their current household income tended to be somewhat more likely to agree that business start-ups were difficult due to a lack of financial support, complex administrative procedures and problems in obtaining sufficient information.

### **The part played by attitudes and personality characteristics in business start-ups**

- In the EU, the proportion of respondents who agreed that they were generally willing to take risks ranged from less than half of respondents in Hungary and Lithuania (43% and 46%, respectively) to 73% in Cyprus, Ireland and Romania.
- A similar variation in the total level of agreement was also seen across the other countries included in this study: respondents in Japan were the least likely to say they were risk-takers (39%) and respondents in the US were the most likely to fit that profile (82%).

- Respondents in the US most frequently agreed that they liked situations in which they competed with others (77%). The US was followed by Ireland, Luxembourg, Malta and China, where roughly 7 in 10 interviewees agreed that they liked to compete with others.
- In all countries surveyed, except Japan, a majority of interviewees agreed with the statement that they were inventive people; the level of agreement ranged from 59% in Korea to 93% in Cyprus.
- EU citizens having business experience were more likely than their counterparts to be willing to take risks, enjoy competition and to have a feeling they were inventive. For example, while 62% of respondents who did not have any business experience agreed that they were generally willing to take risks, this proportion rose to 76% for respondents who had started up a business or who were currently taking steps to start up such a venture.

### The impact of school education

- Equal proportions of EU citizens *agreed*, or rather *disagreed*, that their school education had helped them to develop a sort of entrepreneurial attitude (49%-49%).
- Roughly 4 in 10 EU citizens agreed that their school education gave them the skills and know-how to enable them to become an entrepreneur (39%); just a quarter agreed, however, that their education had also made them interested in becoming an entrepreneur.
- In the EU, the proportion of interviewees who agreed that their school education had helped them to develop an entrepreneurial attitude ranged from roughly a quarter (26%) in Latvia to more than double that proportion in Cyprus and Portugal (63%-64%).
- None of the EU countries reached the levels measured in Turkey, the US and China where more than two-thirds of respondents agreed that their school education had helped them to develop an entrepreneurial attitude (68%-73%).
- Furthermore, respondents in Turkey, the US and China most frequently agreed that their school education had helped them to better understand the role of entrepreneurs in society; more than 7 in 10 respondents in these countries agreed with the statement.
- For both of the above two statements, the US had the most respondents strongly agreeing (36% and 35%, respectively).
- A comparison, between 2007 and 2009 results, concerning the extent to which respondents agreed that their school education prepared them to become entrepreneurs showed that, in 2007, a number of European countries scored better than the US in stimulating entrepreneurship (e.g. Norway 74%, Portugal 71% vs. US 63%); in 2009, however, the US outscored all European countries (US 73%, Cyprus 64%, Portugal 63%).

### The EU in comparison to the US and China<sup>6</sup>

- Chinese respondents were much more likely to say they would prefer to be self-employed rather than an employee (71% vs. 55% of Americans and 45% of EU citizens).
- Entrepreneurs have a better image in the US than in the EU and China: 85% of American respondents saw entrepreneurs as job creators, vs. 87%-88% of Chinese and EU citizens; similar numbers were seen for opinions about entrepreneurs being beneficial for all.
- In the event of receiving a significant inheritance, a relative majority of Chinese would start a business (41%); in comparison, 48% of Americans would save the money and EU citizens would either save the money (30%) or buy a house (31%).

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<sup>6</sup> In China, interviews were conducted with randomly selected individuals (aged 15 and over) in 50 cities; this sample covered 115,000,000 of the 615,000,000 urban inhabitants – and accurately represented the total urban population.

- Over a third (37%) of Chinese respondents would expand a new business as quickly as possible; the figures for the EU and the US were, respectively, 17% and 14%.
- Half of Chinese respondents who had started a business said this had been necessity-driven; in comparison, 62% of Americans and 55% of EU citizens said they had seen an opportunity.
- American respondents were more likely than EU citizens and Chinese respondents to say they were risk-takers and liked competition (77%-82%); in comparison, the proportions for EU citizens were 55%-65% and for Chinese respondents, 65%-69%.
- When the impact of school education on entrepreneurship was measured, the US and China were seen to be ahead of the EU in all aspects: when asked to agree that a sense of initiative had been engendered, an understanding of entrepreneurship gained, and the necessary skills and interest developed, the proportions of Americans and Chinese respondents agreeing were, respectively, 51%-73% and 53%-75%; the proportions for the EU were 25%-49%. Furthermore, since 2007, the US proportions have been increasing whilst the EU proportions have been decreasing.

## 1. Self-employment vs. employee status

This first chapter examines EU citizens' preferences for being self-employed or employed<sup>7</sup> in today's economic climate; these choices are compared with the results recorded in the period 2000-2007. In addition, EU citizens' preferences are compared with those of citizens in other European countries, the US and in a number of countries in Asia.

### ***1.1 Preference for being self-employed rather than being an employee***

EU citizens appeared to be almost evenly divided in their preference for being self-employed or for having employee status: 45% would prefer the former and 49% the latter. These EU-level results, however, tended to hide large variations between individual Member States; the chart on the next page shows that the preference for being self-employed varied from 26% in Slovakia to 66% in Cyprus. Similarly, while just 29% of Cypriots would prefer to be an employee, this proportion increased to 65% for Slovaks and Danes.

Respondents in Cyprus and Greece were the most likely to answer that they would prefer to be self-employed rather than an employee (66% and 60%, respectively, selected "self-employment"). In a further eight countries – Ireland, Lithuania, Poland, Bulgaria, France, Italy, Portugal and Romania – about half of respondents expressed such a preference (49%-52%).

In almost all other EU Member States, however, respondents who preferred employee status outnumbered those who would opt for self-employment. For example, 55% of Dutch residents would prefer to be an employee, while 42% would choose self-employment. The proportions of respondents who selected "employee status" were the highest in Belgium (61%), the Czech Republic (62%), Sweden (63%), Denmark and Slovakia (both 65%). In these five countries, less than a third of respondents said they would prefer to be self-employed (26%-32%).

In the US, a majority of respondents would opt for self-employment, while just over a third would prefer to be an employee (55% vs. 36%). Similar results were seen in Iceland (52% "self-employment" vs. 38% "employee status"), Turkey (51% vs. 46%) and South Korea (51% vs. 37%). Respondents in China<sup>8</sup>, however, were the most likely to say they would prefer to be self-employed rather than an employee (71% vs. 28%).

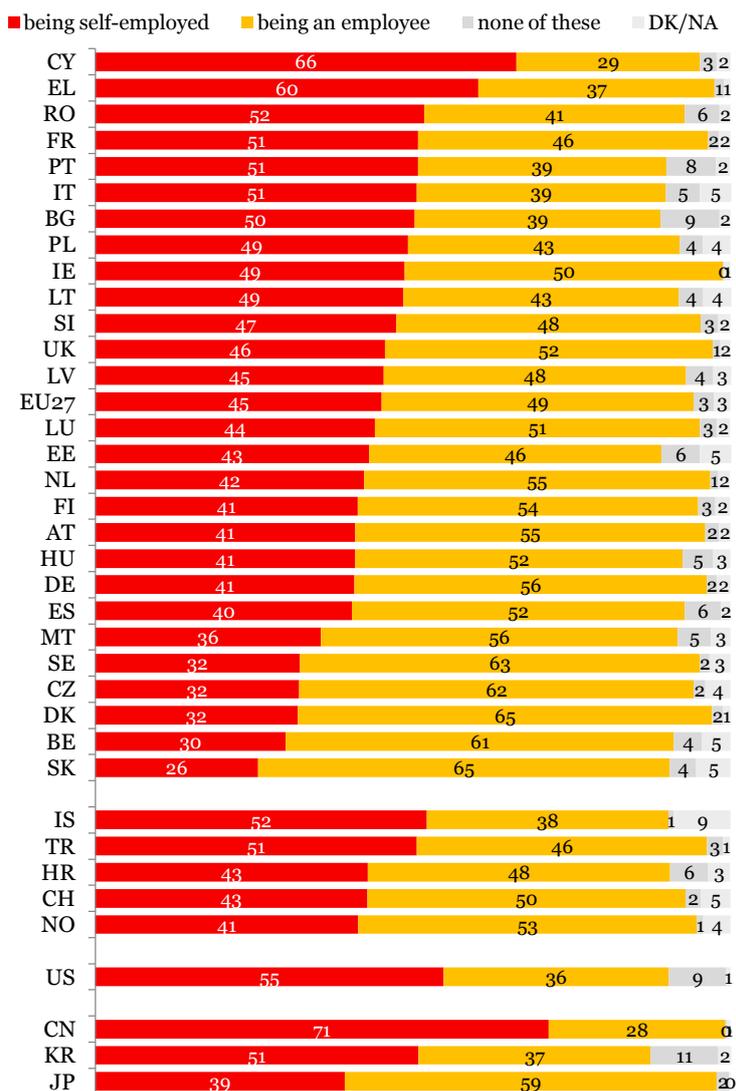
The results in Croatia, Norway and Switzerland, on the other hand, were similar to those in the majority of EU Member States: more respondents preferred "employee status" than "self-employment". For example, 53% of Norwegians expressed a preference for employee status and 41% would prefer to be self-employed.

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<sup>7</sup> Employees are individuals who work for a company in return for financial or other compensation and benefits; self-employed individuals earn their livelihood directly from their own trade or business rather than as an employee.

<sup>8</sup> Note that interviews in China were concentrated in urban areas. Interviews were conducted with randomly selected individuals (aged 15 and over) in 50 cities; this sample covered 115,000,000 of the 615,000,000 urban inhabitants – and accurately represented the total urban population.

### The choice of status: self-employed or employee



Q1. Suppose you could choose between different kinds of jobs, which one would you prefer?

Base: all respondents, by country

#### *A comparison with preferences for self-employment and employee status in earlier years*

Although the EU aggregated results showed almost no variation in EU citizens' preferences for self-employment in the period 2000-2009, a more detailed look at the trends again showed large differences between individual Member States. In the following paragraphs, these differences are illustrated by discussing the results of several countries.

It was noted above that Cypriots and Greeks were the most likely to say they would prefer to be self-employed. In fact, both countries have seen an increase in the preference for self-employment in comparison to previous years. In Greece, this increase occurred gradually from 48% in 2002 to 60% in 2009 (+12 percentage points); nevertheless, this country has not yet reached the degree of preference for self-employment observed in 2000 (70%). In Cyprus, on the other hand, preference for self-employment was stable from 2004 to 2007, but increased by 12 percentage points from 54% in 2007 to 66% in 2009.

As in Greece, a gradually-increasing trend in the preference for self-employment was seen in Finland: it increased from 26% in 2003 to 41% in 2009 (+15 percentage points). Slovenia followed Cyprus' path with a large increase in such a preference between the last two waves: in 2007, about a third

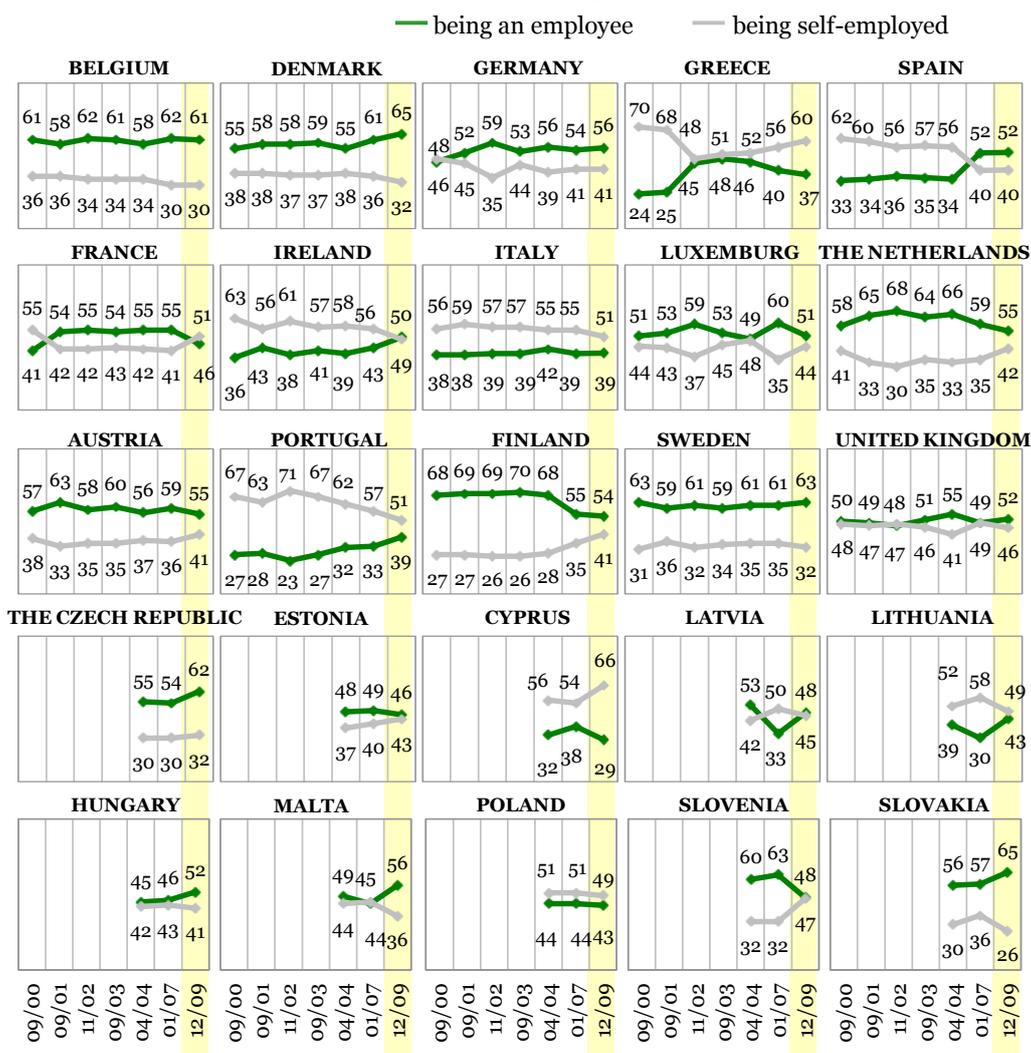
(32%) of Slovenes said they would prefer to be self-employed; in 2009, this view was expressed by almost one in two Slovenes (47%; +15 percentage points).

The results for Portugal showed a different picture: in 2002, 71% of Portuguese respondents said they would prefer to be self-employed, vs. 23% who preferred employee status; in 2009, the proportion of Portuguese with a preference for self-employment has decreased to 51% (-20 percentage points), while the proportion who would choose employee status has increased to 39% (+16 percentage points).

Latvia and Lithuania also showed an increase in their residents’ preference for employee status, but this was only seen when the results of the last two waves were compared. In fact, both countries had seen a decrease in the preference for employee status from 2004 to 2007, which was counteracted by an increase from 2007 to 2009. For example, in 2004, 53% of Latvians said they would prefer to be an employee; this proportion had decreased to 33% in 2007, but increased again to 48% in 2009. The corresponding proportions for Lithuania were 39% in 2004, 30% in 2007 and 43% in 2009.

Finally, not all countries were characterised by increasing or decreasing trends in their preferences; some countries have been stable in the timeframe under review. In Sweden, for example, about a third of respondents consistently preferred self-employed status (31%-36%), while around 6 in 10 Swedes said they would prefer to be an employee (59%-63%).

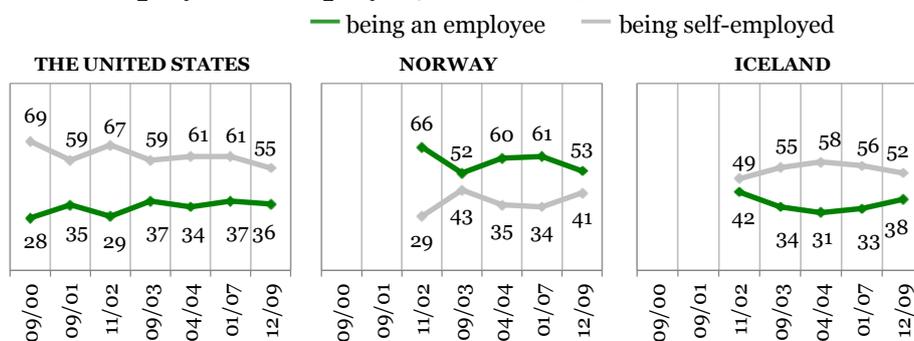
**The choice of status in EU25: self-employed or employee, 2000-2009**



Q1. Suppose you could choose between different kinds of jobs, which one would you prefer?  
Base: all respondents, by country (EU25)

In the US, residents' preference for employee status has remained the same since 2003 (34%-37%); a small decrease, however, was measured in US residents' preference for self-employment – from 61% in 2007 to 55% in 2009. A similar trend was seen in Iceland, where respondents' preference for being self-employed decreased from 58% in 2004 to 52% in 2009. In Norway, on the other hand, the figures showed an increasing preference for self-employment: from 34% in 2007 to 41% in 2009.

### The choice of status in the US, Norway and Iceland: self-employed or employee, 2000-2009



Q1. Suppose you could choose between different kinds of jobs, which one would you prefer?  
Base: all respondents, the US, Norway and Iceland

### Socio-demographic considerations

Summarising the results by socio-demographic characteristics for EU respondents, it could be concluded that men, younger interviewees, those with higher levels of education and those still in education were more likely than their counterparts to prefer to be self-employed. For example, about one in two men and a similar number of 15-24 year-olds expressed a preference for being self-employed (51% and 52%, respectively), compared to about 4 in 10 women and those aged 55 and over (39% and 41%, respectively).

Perhaps not surprisingly, EU citizens who were already self-employed were the most likely to express a preference for that status – 80% said that their actual employment situation would also be their preferred one. Among employees, 58% said they preferred that status, while 39% expressed a preference to be self-employed. The 2009 data also confirmed the importance of respondents' family background: while 56% of respondents whose parents were (or had been) self-employed expressed a preference for being self-employed, this proportion decreased to 42% of respondents where this was not the case.

For more details, see annex table 1b.

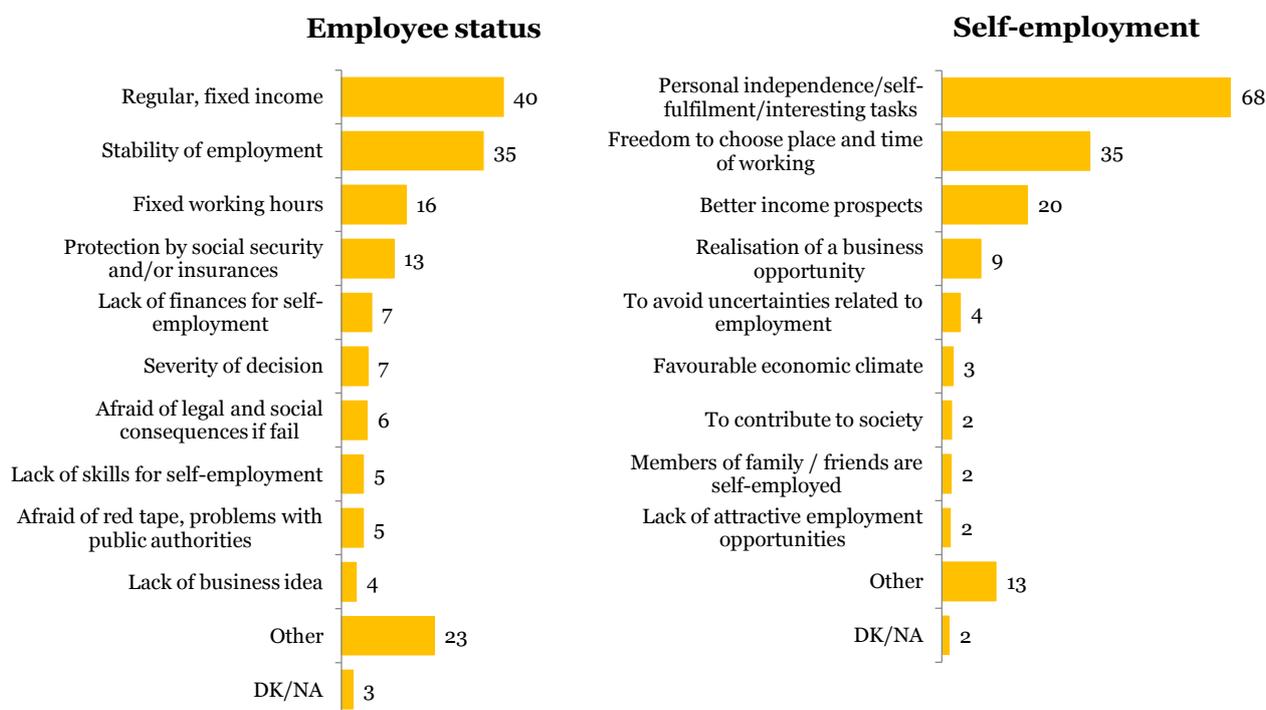
## 1.2 Explaining the choice for self-employment or employee status<sup>9</sup>

EU citizens who **preferred to be an employee** were most likely to give reasons related to the **security of employee status** to explain their choice for this type of employment. Four in 10 respondents referred to a “regular and fixed income” and 35% mentioned “stability of employment”. Other factors mentioned were “fixed working hours” (16% of EU citizens mentioned this) and “protection by social security and insurances” (13%).

Other EU citizens mentioned certain **constraints of self-employment** as a reason for preferring employee status – nonetheless, each one of these reasons was mentioned by less than 10% of respondents: lack of finances for self-employment (7%), the “severity” of the decision to become self-employed (7%), fear of the legal and social consequences if the venture failed (6%), lack of the necessary skills to be self-employed (5%), fear of having problems with authorities/bureaucracy (5%) and lack of an appropriate business idea (4%).

About a quarter (23%) of EU citizens who preferred to be an employee gave a reason other than the ones listed<sup>10</sup>; some of these respondents, for example, said they preferred to be an employee because that would lead to less responsibilities, risks, worries or stress.

### Preference for (EU27):



#### Q2. Why would you prefer to be an employee rather than self-employed?

Base: those who would prefer being an employee, EU27

#### Q3. Why would you prefer to be self-employed rather than an employee?

Base: those who would prefer being self-employed, EU27

A large majority of EU citizens who expressed a **preference for self-employment** made this choice because of the **freedom** provided, such as personal independence, self-fulfilment and the chance to do something of personal interest (mentioned by 68%) or freedom to choose their own place and time of

<sup>9</sup> In the previous surveys, a somewhat different set of pre-coded answers was used to code respondents' answers to Question 2 (employee status) and Question 3 (self-employment). For example, in 2009, it was decided to use separate codes for answers related to regular or fixed income (vs. irregular or variable income) and those related to stability of employment.

<sup>10</sup> Respondents' answers were coded in 10 categories – respondents who did not fit in any of these categories were coded as “other”.

work (35%). A fifth of EU citizens would prefer to be self-employed because this would offer better income prospects.

Some EU citizens had **more opportunistic reasons** for preferring to be self-employed: 9% said it would enable them to realise a business opportunity, 3% said it was due to the favourable economic climate and 2% wanted to contribute to society.

Just 2% of EU citizens expressed a preference for being self-employed because their family members or friends were also in that category. Furthermore, relatively few EU citizens preferred to be self-employed to avoid the uncertainties of being an employee (4%) or because of the lack of attractive employment opportunities (2%).

Somewhat more than 1 in 10 (13%) EU citizens who expressed a preference for self-employment listed a reason other than the ones listed so far<sup>11</sup>. Some of these respondents talked about the attractiveness of being their own boss and having to face new challenges on a regular basis.

### *Country variations – reasons for preferring employee status*

#### Security of employee status

A **regular, fixed income** (vs. an irregular, variable income) was mentioned most frequently as a reason for preferring employee status by respondents in Turkey and Hungary (75% and 70%, respectively) and least often by respondents in China (11%), Iceland and the US (both 14%). Respondents in the latter countries, and in the UK, were also the least likely to list “fixed **working hours**” as a reason for their choice (4%-7%), while respondents in Hungary – once again – were the most likely to name this advantage of being an employee (39%).

Respondents in Turkey were also the most prone to say they would prefer to be an employee because this brought the **protection of social security and other insurances** (47%). In Greece, Malta, Sweden, Iceland and the US, however, not more than 5% of respondents gave this reason.

The proportion of respondents who mentioned “**stability of employment**” as an advantage of being an employee ranged from about 1 in 10 respondents in Turkey (10%), Austria (11%) and Germany (12%) to two-thirds in Luxembourg (67%). In South Korea, 61% of respondents mentioned this reason – in China, however, the figure was just 15%.

#### Constraints of self-employment

Respondents in eastern European countries appeared to be more likely than their counterparts in other countries (except for China) to name some constraints of being self-employed as the reason for their preference for employee status.

For example, about a third Romanians (32%) and Hungarians (33%) would choose to be an employee because they did not have **adequate finances** to become self-employed; in Belgium, Denmark, Finland, France, Greece, the Netherlands, Iceland and Norway, however, just 1% or 2% of respondents gave this reason. Similarly, about a fifth Latvians (18%) and Hungarians (20%) mentioned their **lack of the requisite skills** to become self-employed, compared to just 1% of respondents in Italy, Turkey and the US.

Chinese respondents, however, were the most likely to explain their preference for employee status because it would be (too) difficult to become self-employed: 36% mentioned a lack of finances for self-employment, 33% a lack of entrepreneurial skills, 22% were afraid of the legal and social consequences if the venture failed and 15% felt they did not have an appropriate business idea.

<sup>11</sup> Respondents’ answers were coded in 9 categories – respondents who did not fit in any of these categories were coded as “other”.

## Reasons for respondents' preference for employee status – by country

	Regular, fixed income	Stability of employment	Fixed working hours	Protection by social security and/or insurances	Lack of business idea	Lack of finances for self-employment	Lack of skills for self-employment	Severity of decision /being tied to business	Afraid of red tape, problems with public authorities	Afraid of legal and social consequences if I fail	Other
Austria	38	11	11	15	0	6	3	16	4	8	28
Belgium	59	38	19	18	2	2	3	3	2	2	6
Bulgaria	52	46	21	25	2	23	7	7	9	10	8
Cyprus	60	33	26	16	3	4	3	7	3	6	13
Czech Rep.	45	41	21	10	10	9	8	4	5	5	6
Denmark	35	22	17	9	3	2	5	3	4	2	38
Estonia	64	22	27	19	9	15	13	10	5	10	10
Finland	33	24	16	8	2	2	4	7	1	8	33
France	28	47	13	8	2	2	6	6	9	8	27
Germany	39	12	17	16	2	8	5	12	6	8	22
Greece	61	36	13	4	0	2	2	1	1	2	16
Hungary	70	41	39	29	7	33	20	11	14	16	9
Ireland	28	32	9	8	3	3	6	12	2	5	45
Italy	58	49	19	11	3	4	1	1	4	6	11
Latvia	39	30	24	16	3	17	18	2	9	17	17
Lithuania	43	37	25	24	8	20	11	7	12	8	19
Luxembourg	61	67	26	34	6	11	7	10	2	11	6
Malta	44	50	18	3	3	4	4	3	2	2	8
Netherlands	31	29	11	9	3	2	4	3	2	2	33
Poland	44	41	21	17	10	12	7	4	8	9	15
Portugal	41	51	18	22	2	8	3	4	5	5	13
Romania	45	29	20	13	1	32	3	2	9	6	15
Slovakia	63	48	30	16	6	14	11	2	11	4	3
Slovenia	20	27	12	8	5	3	7	7	4	9	26
Spain	38	52	19	21	2	7	3	5	3	6	9
Sweden	30	24	13	4	3	3	5	3	6	5	41
UK	28	37	4	7	6	5	10	8	3	2	52
Croatia	59	47	31	13	7	6	3	2	7	2	10
Iceland	14	29	5	5	0	1	3	7	3	2	51
Norway	24	22	15	8	3	2	6	8	2	1	33
Switzerland	34	15	20	12	2	6	3	6	3	6	28
Turkey	75	10	28	47	2	6	1	1	1	4	6
US	14	21	7	5	2	4	1	5	2	3	63
China	11	15	6	9	15	36	33	6	6	22	22
Japan	24	46	11	7	8	8	12	17	2	6	13
South Korea	57	61	24	21	8	17	18	11	11	19	3

## Q2. Why would you prefer to be an employee rather than self-employed?

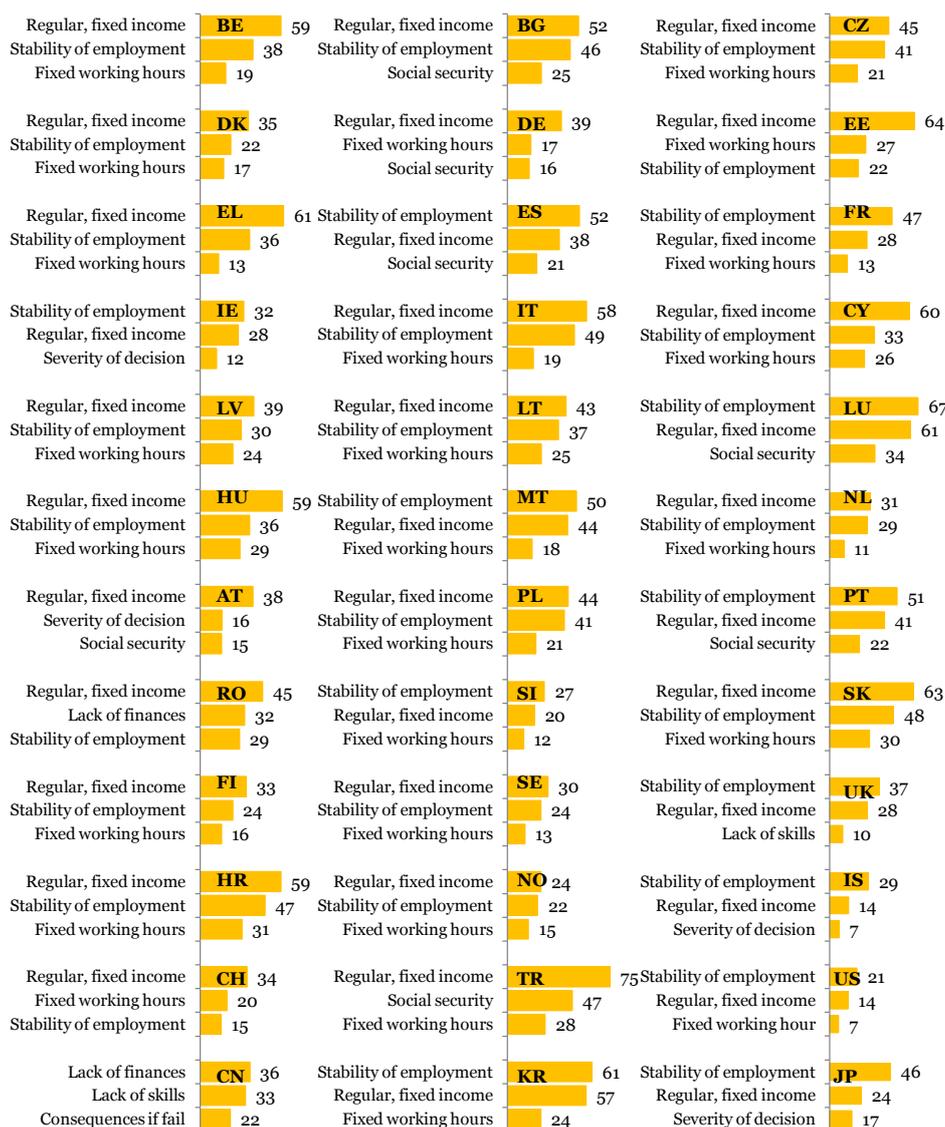
Note: % “don't know” responses not shown

Base: those who would prefer being an employee, by country

The chart below lists, for each country, the three most frequently selected reasons why respondents said they would prefer employee status. Across almost all countries, respondents were more likely to say they would prefer employee status by listing its advantages rather than by explaining the difficulties linked to self-employment.

As noted above, China was the notable exception: the three reasons that were most frequently listed by Chinese respondents to explain their choice of employee status were “a lack of finances to become self-employed” (mentioned by 36%), “a lack of the requisite skills” (33%) and “a fear of legal and social consequences if their venture failed” (22%).

### Preference for employee status (three most mentioned reasons - by country)



#### Q2. Why would you prefer to be an employee rather than self-employed?

Note: “Other reasons” excluded from the analysis

Base: those who would prefer being an employee, by country

### *Country variations – reasons for preferring self-employment*

Across all EU Member States, more than half of respondents who expressed a preference for self-employment made this choice because they associated it with **personal independence, self-fulfilment and the chance to do something of personal interest**. The proportion selecting this reason ranged from less than half in Iceland and Japan (43%-45%) to more than 8 in 10 respondents in Hungary (83%).

The “**freedom to choose their own place and time of work**” was most frequently mentioned by respondents in Luxembourg (68%). In Ireland, South Korea, Hungary and the UK, between 47% and 54% of respondents gave this reason. Respondents in Germany and Greece, on the other hand, were the least likely to name this particular advantage of being self-employed (21% and 18%, respectively).

The proportion of respondents who would prefer to be self-employed because it would offer **better income prospects** ranged from less than 4% in Finland to 60% in Hungary. Other countries where less than a tenth of interviewees listed this reason were Iceland, Norway, Switzerland, France, Japan and the Netherlands (6%-9%). Croatia, Slovakia and Lithuania, on the other hand, were closer to Hungary; between 44% and 48% of respondents thought they would have better income prospects.

Respondents in Hungary and Slovakia were not only among the most likely to prefer to be self-employed because this would offer better income prospects, but also because it would avoid the **uncertainties of being an employee** (20% and 16%, respectively). This reason was also important for 21% of respondents in South Korea. However, in half of the countries, less than 5% of respondents said they would prefer self-employment to avoid the uncertainties of being an employee.

In 20 of the 36 countries surveyed, 10% or more respondents said they would like to be self-employed as it would enable them to **realise a particular business opportunity**. Respondents in Hungary (26%), the Czech Republic (24%) and Portugal (20%) were the most likely to give this reason. The proportions of respondents, however, who said they would prefer self-employment due to a **favourable economic climate** or because they wanted to **contribute to society** was below 10% in almost all countries.

In just a few countries, more than 1 in 20 respondents said they would prefer to be self-employed because of the **lack of attractive employment opportunities** (for example, 7% in Bulgaria and 8% in Turkey). Similarly, in almost all countries surveyed, choosing to be self-employed because **family members or friends were in that category** was not a determining factor. The only exceptions were Japan and Hungary where, respectively, 15% and 10% of respondents mentioned that their preference to be self-employed was influenced by a similar background of family members or friends.

**Reasons for respondents' preference for self-employment – by country**

	Personal independence/self-fulfilment etc.	Freedom to choose place and time of working	Better income prospects	Realisation of a business opportunity	Favourable economic climate	To contribute to society	To avoid uncertainties related to employment	Lack of attractive employment opportunities	Family/friends are self-employed	Other
Austria	69	24	14	8	1	1	1	2	3	14
Belgium	57	24	15	16	4	4	3	2	3	3
Bulgaria	68	34	29	10	10	4	5	7	3	3
Cyprus	81	31	24	10	9	3	5	2	2	5
Czech Rep.	69	28	29	24	4	1	6	5	3	1
Denmark	54	39	10	8	3	2	0	1	3	28
Estonia	79	43	34	17	5	7	13	6	2	3
Finland	80	25	4	4	3	2	2	2	2	16
France	74	44	8	4	1	2	3	1	1	12
Germany	73	21	12	9	3	2	4	1	2	15
Greece	68	18	22	3	6	1	1	1	1	13
Hungary	83	48	60	26	11	6	20	14	15	8
Ireland	56	47	12	2	0	0	1	0	1	29
Italy	59	36	22	13	2	1	4	2	2	4
Latvia	72	28	26	12	2	9	12	1	2	14
Lithuania	67	31	48	14	3	7	5	4	2	11
Luxembourg	74	68	21	18	6	6	9	2	2	4
Malta	61	24	25	7	7	1	2	2	1	3
Netherlands	55	29	9	5	3	1	1	1	1	19
Poland	71	31	32	11	3	2	11	2	2	7
Portugal	75	23	23	20	6	6	3	3	2	4
Romania	55	30	39	14	1	8	10	2	5	15
Slovakia	73	39	46	17	6	0	16	1	5	1
Slovenia	54	32	14	13	1	2	5	0	0	18
Spain	76	36	14	6	5	2	2	3	3	6
Sweden	54	37	12	13	4	5	5	2	5	22
UK	65	54	26	6	0	1	1	2	1	32
Croatia	62	37	44	17	2	2	9	2	2	2
Iceland	43	42	6	2	2	2	2	3	2	31
Norway	54	37	7	8	2	2	0	1	2	18
Switzerland	68	31	7	6	2	1	2	3	2	16
Turkey	70	30	25	11	8	11	6	8	5	5
US	51	23	7	2	1	1	1	0	0	42
China	69	37	30	1	3	3	6	2	1	6
Japan	45	38	8	12	5	3	6	3	10	10
South Korea	57	47	34	18	6	10	21	8	5	4

**Q3. Why would you prefer to be self-employed rather than an employee?**

Note: % “don't know” responses not shown

Base: those who would prefer being self-employed, by country

Across all countries, “personal independence, interesting tasks and self-fulfilment” appeared as the number one reason why respondents would opt to be self-employed. Furthermore, in most countries, the proportion of respondents who selected this reason was considerably higher than the proportions selecting any of the other reasons listed in the survey.

For example, three-quarters of Spanish respondents would prefer to be self-employed because they associated this with personal independence, interesting tasks and self-fulfilment (76% – first position); roughly half as many referred to the freedom to choose their own place and time of work (36% – second position) and one in seven would prefer to be self-employed because this would provide better income prospects (14% – third position).

### Preference for self-employment (three most mentioned reasons - by country)



#### Q3. Why would you prefer to be self-employed rather than an employee?

Note: “Other reasons” excluded from the analysis

Base: those who would prefer being self-employed, by country

## *Socio-demographic considerations*

### Reasons for preferring employee status

Throughout the EU, across all socio-demographic segments, respondents who preferred to be an employee were most likely to mention a “regular and fixed income” and “stability of employment” as reasons for this choice.

A “regular and fixed income” was most frequently mentioned by 40-54 year-olds (45% vs. 33% of 15-24 year-olds), respondents with the lowest level of education (46% vs. 36% of the most educated respondents), respondents who found it hard to manage on their current household income (47%-51% vs. 33% of those who could live comfortably on their current income) and by currently self-employed respondents (52% vs. 36% of employees). No group stood out as being particularly more likely to select “stability of employment” as a reason to prefer employee status.

The 15-24 year-olds and full-time students were the least likely to not only mention a “regular and fixed income” as a reason to opt for employee status, but also to list other factors related to security, such as “stability of employment” (mentioned by 29%-32%) and “protection of social security and other insurances” (mentioned by 9%-10%). On the other hand, they were somewhat more likely to list certain constraints of self-employment. For example, 7% of 15-24 year-olds and full-time students mentioned the lack of an appropriate business idea that would allow them to be self-employed, compared to 3%-4% of older respondents and those who had completed their education.

The proportion of respondents who would choose to be an employee because they did not have adequate finances was highest among manual workers (14% vs. 5% of employees) and those who found it very hard to manage on their current household income (16% vs. 3% of those who could live comfortably on their current income).

### Reasons for preferring self-employment

Throughout the EU, across all socio-demographic segments, about two-thirds, or more, of respondents who expressed a preference for self-employment associated this type of employment with personal independence, self-fulfilment and the chance to do something of personal interest (64%-72%).

Other reasons for choosing self-employment, across all socio-demographic segments, were “freedom to choose a place and time of work” and “better income prospects”. The results for these two reasons, however, showed a larger variation across groups than the results discussed in the previous paragraph. For example, while about a quarter of 15-39 year-olds would prefer to be self-employed because of better income prospects, this reason was selected by just 16% of over 54 year-olds. Similarly, 37% of respondents with the highest level of education would prefer to be self-employed because of the freedom to choose their own place and time of work, compared to 29% of respondents with the lowest level of education.

For more details, see annex table 2b and 3b.

## 2. The image of entrepreneurs in society

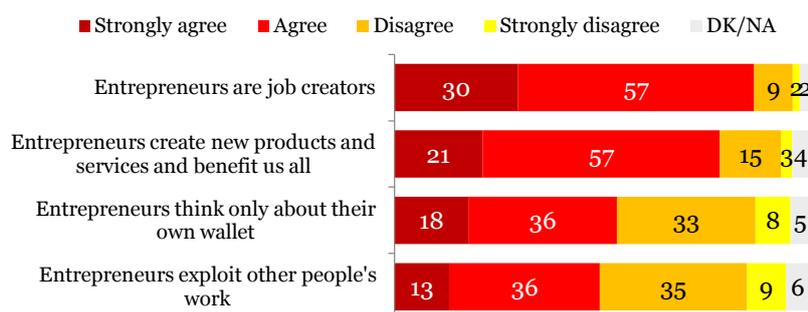
The second chapter presents a picture of people’s opinions about entrepreneurs. The first section looks at the image of entrepreneurs (both positive or negative) in the countries included in this study, while the second section presents results for entrepreneurs’ favourability ratings compared to those of other professional groups, such as civil servants or senior managers.

### 2.1 How entrepreneurs are regarded

Almost 9 in 10 EU citizens agreed that entrepreneurs were job creators: 30% *strongly* agreed with this statement and 57% *somewhat* agreed. A large majority also thought that entrepreneurs created new products and services and were therefore of benefit to society in general<sup>12</sup>: 21% *strongly* agreed and 57% *somewhat* agreed. Just about a tenth (11%) of interviewees had doubts about the former statement and about a sixth (18%) disagreed with the latter one.

Interviewees were considerably less likely to agree with the negatively-formulated statements about entrepreneurs. Nonetheless, 54% of EU citizens agreed that entrepreneurs only thought about their own wallet (18% *strongly* agreed and 36% *somewhat* agreed) and half (49%) thought that entrepreneurs exploited other people’s work (13% *strongly* agreed and 36% *somewhat* agreed). About 4 in 10 (41%) interviewees disagreed that entrepreneurs focused on making money for themselves and a similar proportion (44%) did not agree that entrepreneurs exploited other people’s work.

#### Entrepreneurs’ image – EU27



Q7. I am going to read you another list of statements. Please tell me, do you agree or disagree with them?  
Base: all respondents, EU27

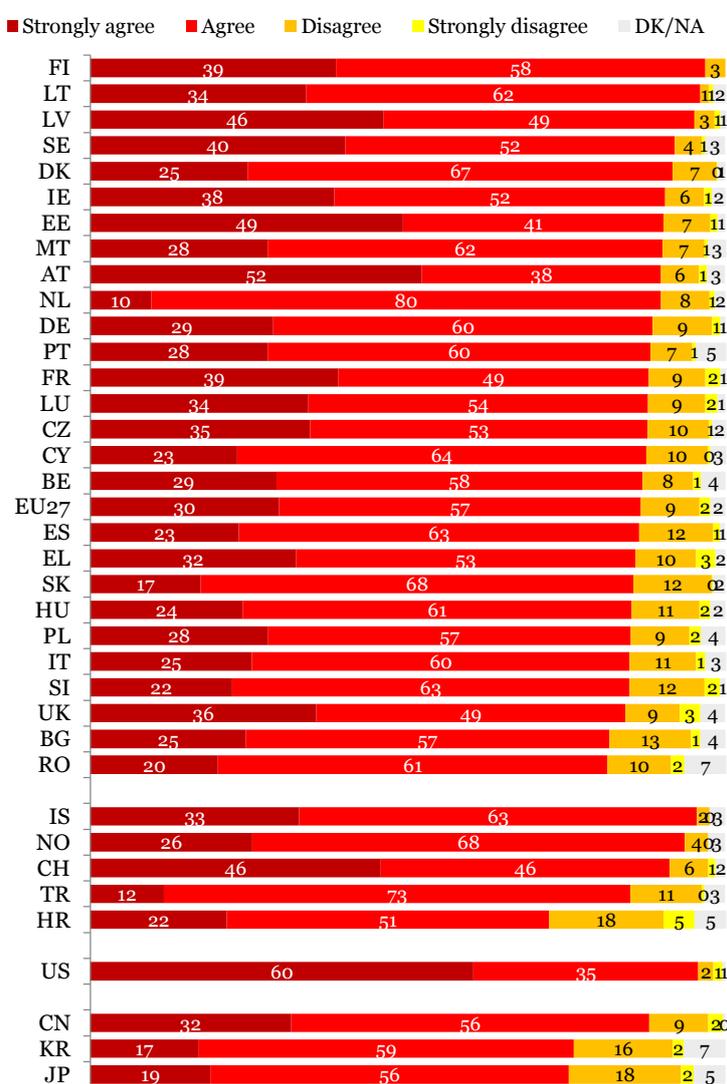
<sup>12</sup> In 2007, this statement was somewhat different: “Entrepreneurship is the basis of wealth creation, benefiting us all”.

### Country variations

Interviewees across all countries included in the survey were in agreement that **entrepreneurs were job creators**. In the EU, the total level of agreement (i.e. the sum of “strongly agree” and “agree” responses) ranged from 81% in Romania to 97% in Finland. More than 9 in 10 respondents also agreed with this statement in Switzerland, Norway, the US and Iceland (92%-96%). In Turkey and China, respectively, 85% and 88% of respondents agreed that entrepreneurs were job creators. Croatia, Japan and South Korea were the only countries where the level of agreement dropped below 80% (73%-76%).

Focusing on those respondents who expressed *strong agreement* that entrepreneurs were job creators, the US stood out with 60% of interviewees who felt that way. In Austria and Estonia, about half of respondents *strongly agreed* with this statement (52% and 49%, respectively); in the Netherlands, however, just 10% of interviewees held that opinion.

#### “Entrepreneurs are job creators”



Q7. I am going to read you another list of statements. Please tell me, do you agree or disagree with them?

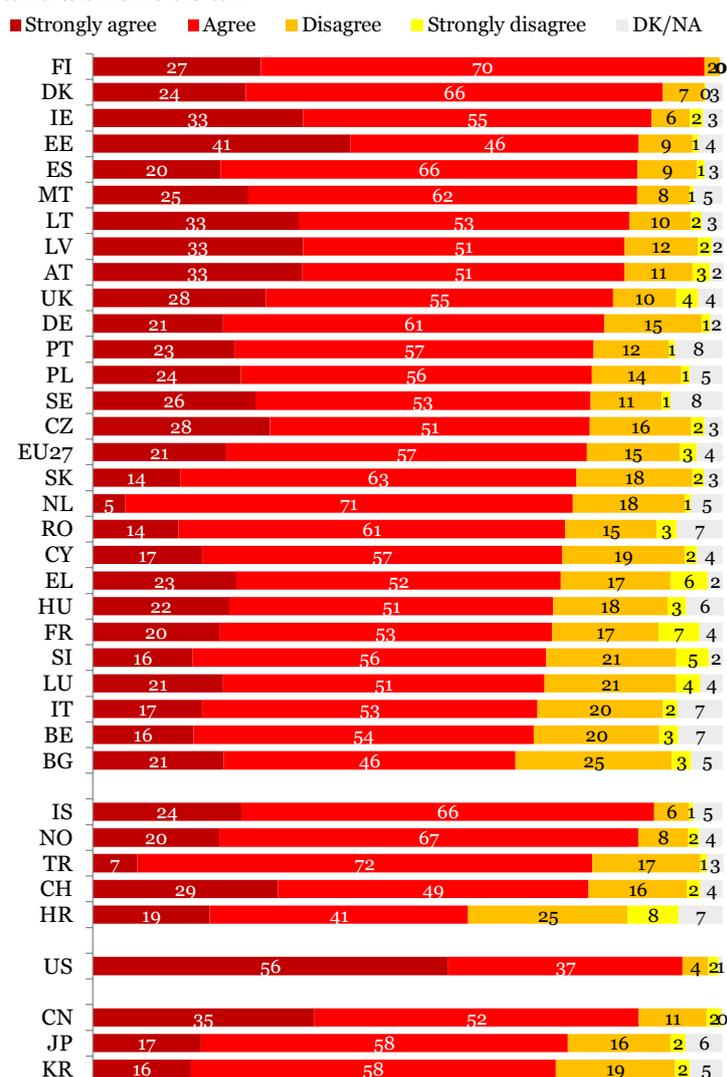
Base: all respondents, by country

Looking at individual country results for the previous statement and the one that **entrepreneurs created new products and services and were therefore of benefit to everyone**, similarities could be seen; for example:

- Respondents in Finland, the US and Iceland were not only among the most likely to agree that entrepreneurs were job creators, but they also most frequently thought that entrepreneurs created new products and services and benefited society in general (97%, 93% and 90%, respectively). Additionally, US residents were once more the most likely to *strongly agree* with the latter statement (56%).
- Respondents in Croatia, on the other hand, were the least liable to agree with both statements: 73% agreed that entrepreneurs were job creators and 60% agreed that they created new products and services and were of benefit to everyone. Dutch respondents, however, were – once again – the least likely to express *strong agreement* (5%).

The individual country results for the two statements differed in the extent of variation in the total levels of (dis-)agreement. For example, while less than a quarter of respondents across all of the surveyed countries disagreed that entrepreneurs were job creators, the level of disagreement for the statement that entrepreneurs created new products and services, and were therefore beneficial to society in general, ranged from virtually no Finnish respondents to a third of Croats.

### “Entrepreneurs create new products and services and benefit us all”



Q7. I am going to read you another list of statements. Please tell me, do you agree or disagree with them?

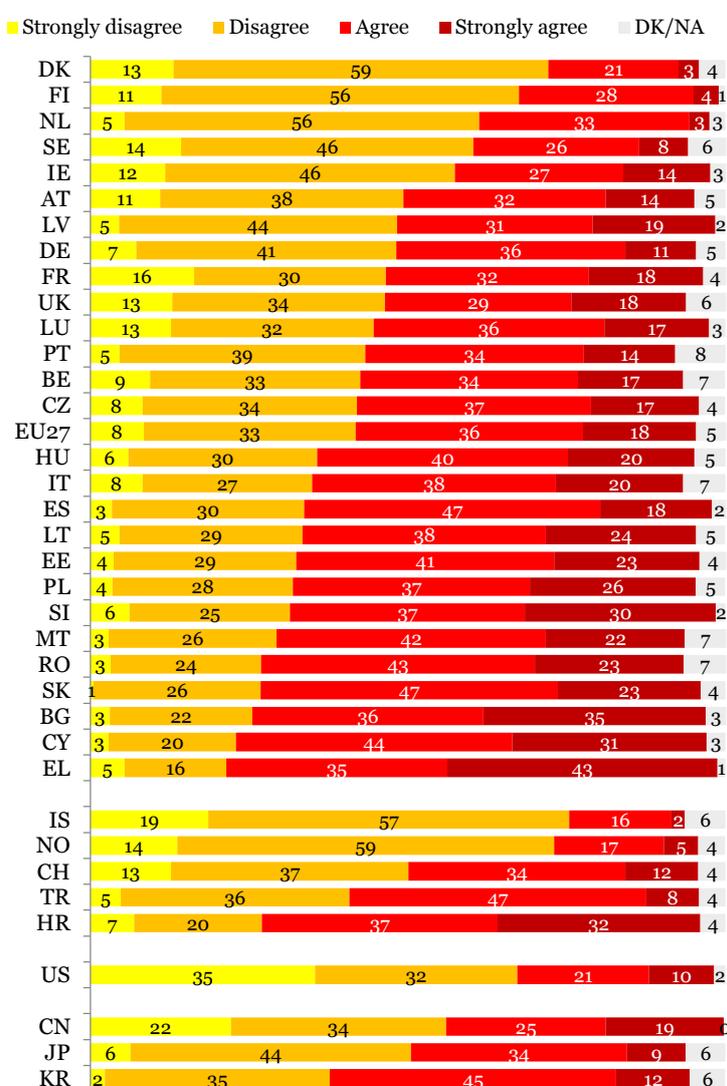
Base: all respondents, by country

In the EU, the proportion of respondents who *disagreed* that **entrepreneurs only thought about their wallet** ranged from 21% in Greece to 72% in Denmark. Countries where a majority of respondents disagreed with the statement were Denmark (see above), Finland (67%), the Netherlands (61%), Sweden (60%) and Ireland (58%). In Cyprus and Bulgaria, as in Greece, a quarter of respondents or less disagreed (23% and 25%, respectively) – in these three countries, at least 7 in 10 *agreed* that entrepreneurs focused on their own profits (78% in Greece, 75% in Cyprus and 71% in Bulgaria).

A large variation in the total level of disagreement was also seen across the other countries included in this study. For example, while just over a quarter of respondents in Croatia disagreed that entrepreneurs only thought about their wallet, this proportion increased to more than two-thirds in the US (67%), Norway (73%) and Iceland (76%). It is also worth noting that the US again stood out from the pack with 35% of respondents who *strongly disagreed* with this statement.

Focusing on those choosing the more extreme (negative) response – i.e. those who *strongly agreed* that entrepreneurs focused on their own profits – it was noted that the proportion of interviewees selecting this response ranged from less than 5% in Denmark, Finland, the Netherlands and Iceland to 3 in 10 or more respondents in Cyprus (31%), Croatia (32%), Bulgaria (35%) and Greece (43%).

### “Entrepreneurs think only about their own wallet”



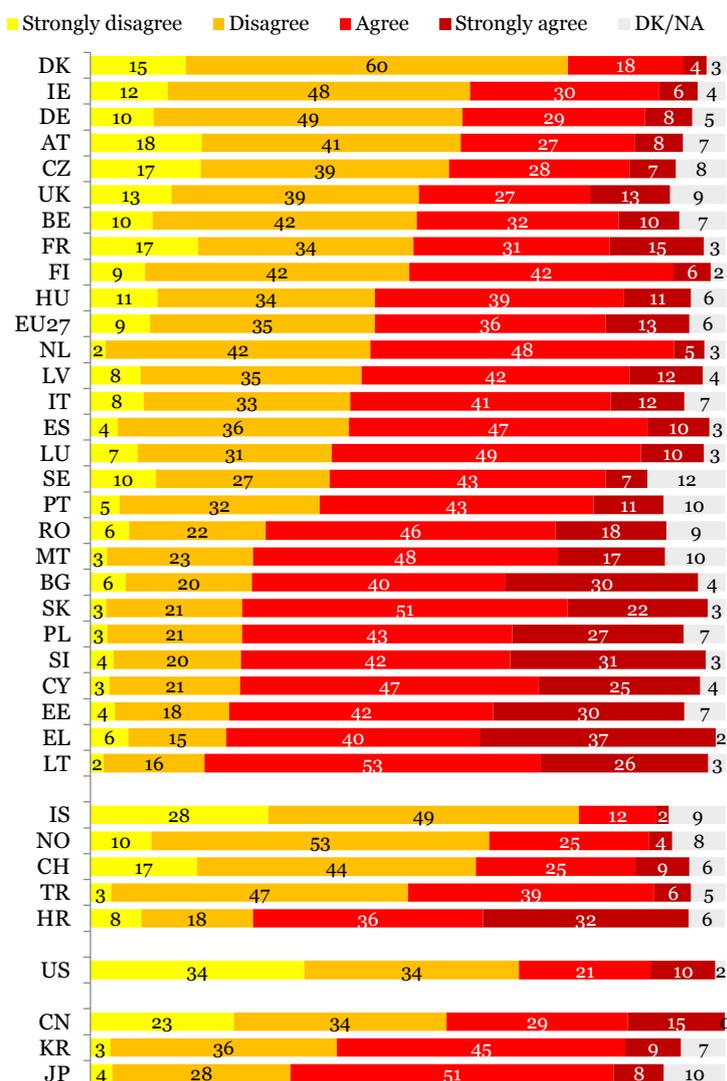
Q7. I am going to read you another list of statements. Please tell me, do you agree or disagree with them?

Base: all respondents, by country

Respondents in Iceland and Denmark were also the most likely to *disagree* that **entrepreneurs exploited other people’s work** (77% and 75%, respectively). However, while just 15% of Danes *strongly* disagreed with this statement, almost twice as many Icelanders did so (28%). Respondents in the US were once more the most likely to *strongly* disagree that entrepreneurs exploited other people’s work (34%).

As for the previous statement, in a majority of countries in this study, more than half of respondents agreed that entrepreneurs exploited other people’s work. In Lithuania and Greece, more than three-quarters of respondents accepted this proposition (79% and 77%, respectively). Other countries, where the total level of agreement was above 70%, included Cyprus, Estonia, Slovenia and Slovakia (72%-73%). The Greeks, however, were the most likely to have no doubt at all that entrepreneurs exploited other people’s work – 37% *strongly agreed* with the statement.

**“Entrepreneurs exploit other people’s work”**



**Q7. I am going to read you another list of statements. Please tell me, do you agree or disagree with them?**  
Base: all respondents, by country

**Society's view of entrepreneurs – a comparison between 2007 and 2009**

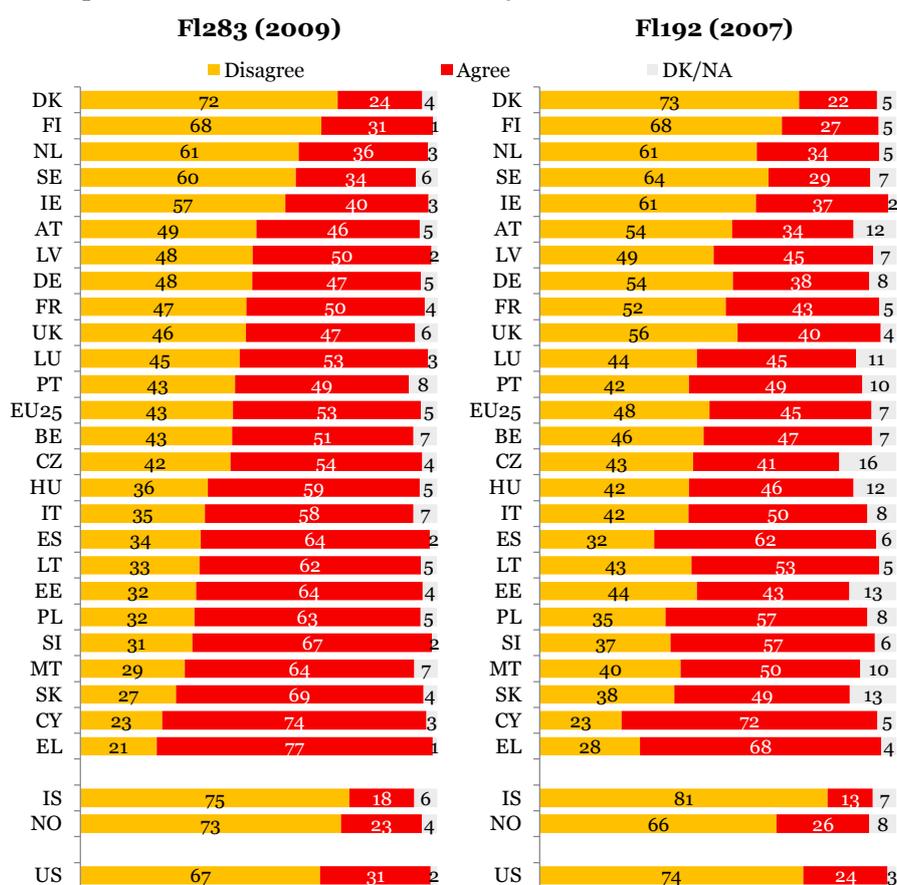
A comparison, between 2007 and 2009 results, concerning the extent to which respondents agreed that *entrepreneurs were job creators*, did not show any significant change (2007: 83%-97% and 2009: 85%-97%).

For the two negative statements, on the other hand, a less positive trend was observed – in many countries, respondents were now more likely to agree that entrepreneurs only thought about their wallet or that they exploited other people's work.

The chart below compares the levels of agreement and disagreement in 2007 and 2009 for the statement that **entrepreneurs only thought about their own wallet**; this shows that the level of agreement has increased most significantly in Estonia and Slovakia. In 2007, 43% of Estonians and 49% of Slovaks thought that entrepreneurs only thought about their wallet; however, in 2009, these proportions increased to 64% and 69%, respectively. Other countries with a large increase in the level of agreement included Malta (+14 percentage points), Hungary and the Czech Republic (both +13) and Austria (+12).

Norway was the only country where the proportion of respondents who disagreed with this negative image of entrepreneurs increased by more than five percentage points (from 66% in 2007 to 73% in 2009; +7 percentage points).

**“Entrepreneurs think only about their own wallet”**  
Comparison 2007-2009 (EU25, Norway, Iceland and the US)



Q7(2009)/Q10(2007). I am going to read you another list of statements. Please tell me, do you agree or disagree with them?

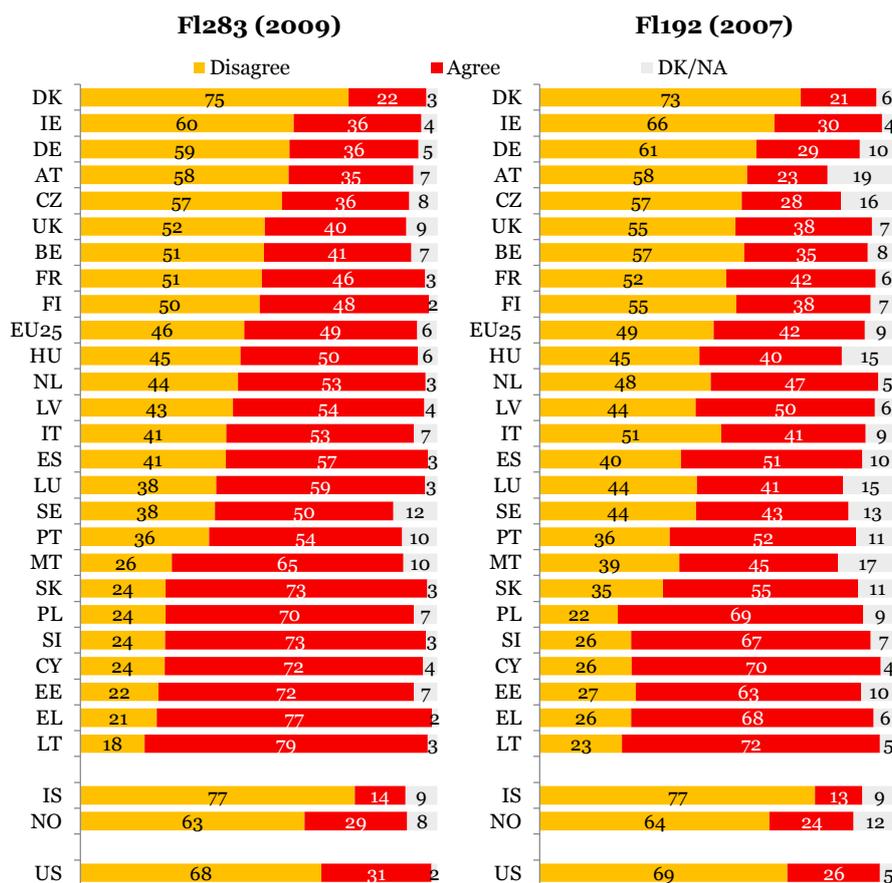
FL283 (2009): sum of “(dis-)agree” and “strongly (dis-)agree”

Base: all respondents, EU25, Norway, Iceland and the US

Estonia and Slovakia were also characterised by some of the largest increases in negative perceptions when looking at the second negative statement “**entrepreneurs exploited other people’s work**”. In 2007, 55% of Slovaks and 63% of Estonians agreed that entrepreneurs exploited other people’s work; in the current wave, however, almost three-quarters agreed that this was the case (73% and 72%, respectively). Other countries where respondents were now considerably more likely to agree with this negative image of entrepreneurs included Luxembourg (+18 percentage points), Austria and Italy (both +12). No countries were characterised by a significant positive trend (i.e. an increase in the proportion of respondents who disagreed with the statement).

### “Entrepreneurs exploit other people’s work”

Comparison 2007-2009 (EU25, Norway, Iceland and the US)



Q7(2009)/Q10(2007). I am going to read you another list of statements. Please tell me, do you agree or disagree with them?

FL283 (2009): sum of “(dis-)agree” and “strongly (dis-)agree”

Base: all respondents, EU25, Norway, Iceland and the US

### Socio-demographic considerations

For the EU countries, at least 8 in 10 respondents in each of the socio-demographic segments agreed that entrepreneurs were job creators. Similarly, at least 7 in 10 respondents across all segments in the EU agreed that entrepreneurs created new products and services and were therefore of benefit to society in general. The results for the negatively-formulated statements, however, showed more variation across socio-demographic segments.

Young EU citizens and those with a higher level of education were more likely than their counterparts to *disagree* with both negative statements about entrepreneurs. For example, about half of full-time students and respondents with the highest level of education *disagreed* that entrepreneurs only thought about their own wallet (48% and 51%, respectively); this proportion decreased to 32% for the least educated respondents. Similarly, half of 15-24 year-olds *disagreed* that entrepreneurs exploited other people’s work, but this proportion decreased to 39% for the over 54 year-olds.

The results by occupational status showed that manual workers were the least likely to reject the negative statements about entrepreneurs. For example, 31% of manual workers *disagreed* that entrepreneurs only thought about their own wallet, compared to 38% of non-working respondents and 47% of employees. Not unexpectedly, self-employed respondents had the most positive image of entrepreneurs: 60% *disagreed* that entrepreneurs only thought about their own wallet and a similar proportion (61%) *disagreed* that entrepreneurs exploited other people's work.

As for self-employed respondents, those with an entrepreneurial family background were somewhat more likely to *disagree* with the negatively formulated statements. For example, 48% of respondents where both parents were self-employed and 45% of those with one self-employed parent *disagreed* that entrepreneurs only thought about their own wallet; the corresponding proportion for respondents from an “employee” background was 41%.

Finally, respondents' household income also had an impact on their opinions about entrepreneurs; those without financial difficulties were the most likely to accept the positive image and to reject the negative image of entrepreneurs presented in the four statements. For example, a slim majority (52%) of respondents who said they could live comfortably on their current household income *disagreed* that entrepreneurs only thought about their wallet; this was about twice as many as those who found it very hard to manage on their current income (25%).

For more details, see annex tables 10b through 13b.

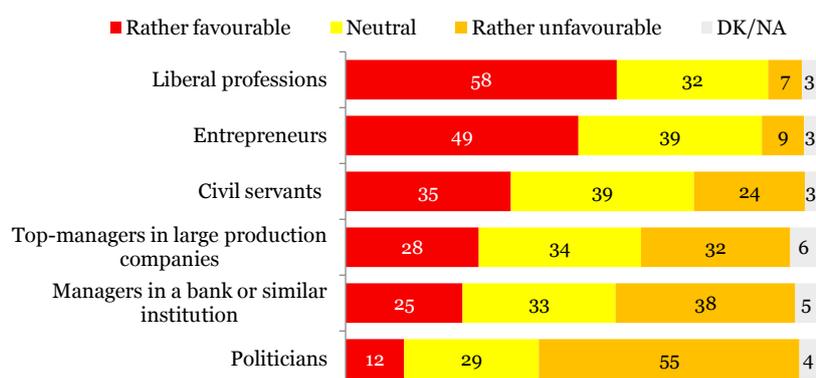
## 2.2 Attitudes towards entrepreneurs vs. other professional classes

When asked to give approval ratings of different professional classes, 58% of EU citizens said they had a *rather favourable* opinion about people working in the **liberal professions** (such as lawyers, architects etc.); this group of professionals received the highest rating. **Entrepreneurs** followed in second position with 49% of respondents who gave a “rather favourable” response. For both groups, less than 10% of EU citizens had a *rather unfavourable* opinion (7% and 9%, respectively).

Slightly more than a third of EU citizens had a *rather favourable* opinion of **civil servants** (35%) and about a quarter had such an attitude about **senior managers in large production companies** (25%) or **managers in banks or similar institutions** (25%). For both groups of managers, however, respondents with an unfavourable opinion outnumbered those with a favourable view: 32% of EU citizens had a *rather unfavourable* opinion about senior managers in large production companies and 38% held such a negative attitude about managers in banks or similar institutions.

Finally, **politicians** received the lowest favourability ratings: a majority (55%) of EU citizens said that they had a *rather unfavourable* opinion about politicians and just 12% had a *rather favourable* opinion about this group.

### Image of entrepreneurs compared to other groups – EU27



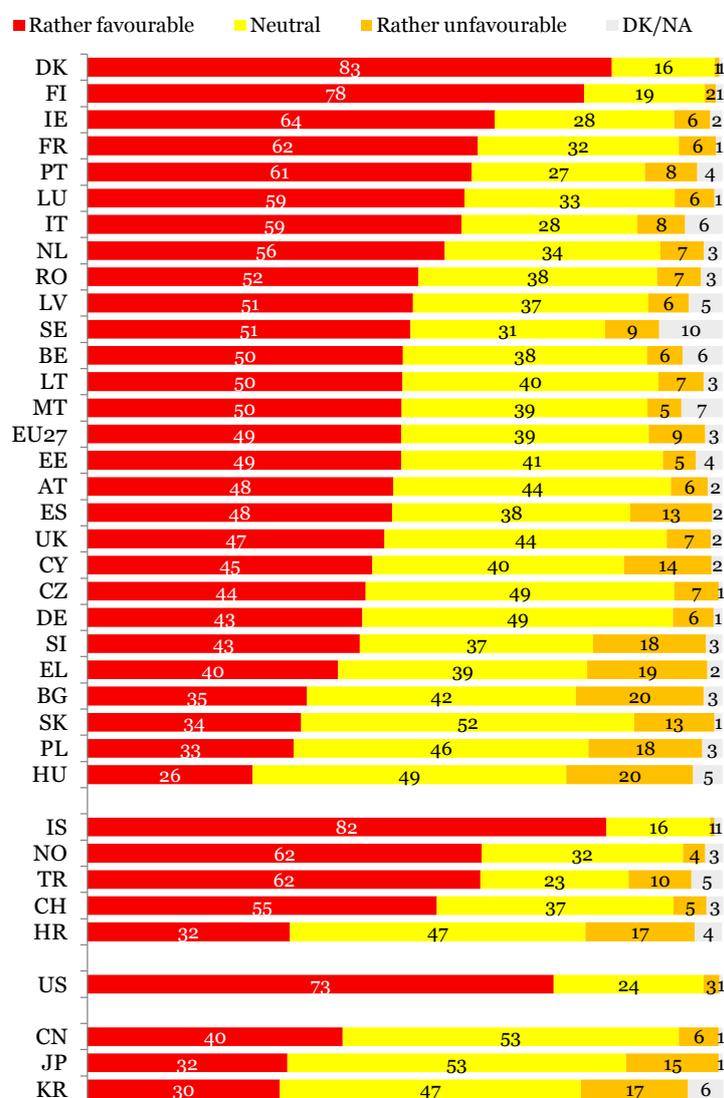
Q15. What is your opinion about the following groups of persons? Is it ...  
Base: all respondents, EU27

### Country variations

The proportion of EU citizens who had a favourable opinion about **entrepreneurs** showed a large variation across the 27 EU Member States. While 83% of Danes and 78% of Finns held a *rather favourable* opinion about entrepreneurs, this proportion dropped to 26% of Hungarians. In Hungary, a fifth of respondents said they had a *rather unfavourable* opinion about entrepreneurs – a figure similar to the situation in Poland, Slovenia, Greece and Bulgaria (between 18% and 20% of “rather unfavourable” responses).

Respondents in Iceland and the US (82% and 73%, respectively) shared the favourable attitude of the Danes and Finns. In China, 40% of respondents had a *rather favourable* opinion about entrepreneurs, while 6% had an unfavourable attitude. Respondents in South Korea, Croatia and Japan, however, were less positive: less than a third (30%-32%) of respondents in these countries had a *rather favourable* opinion about entrepreneurs and roughly a sixth gave a “rather unfavourable” response (15%-17%).

### Image of entrepreneurs



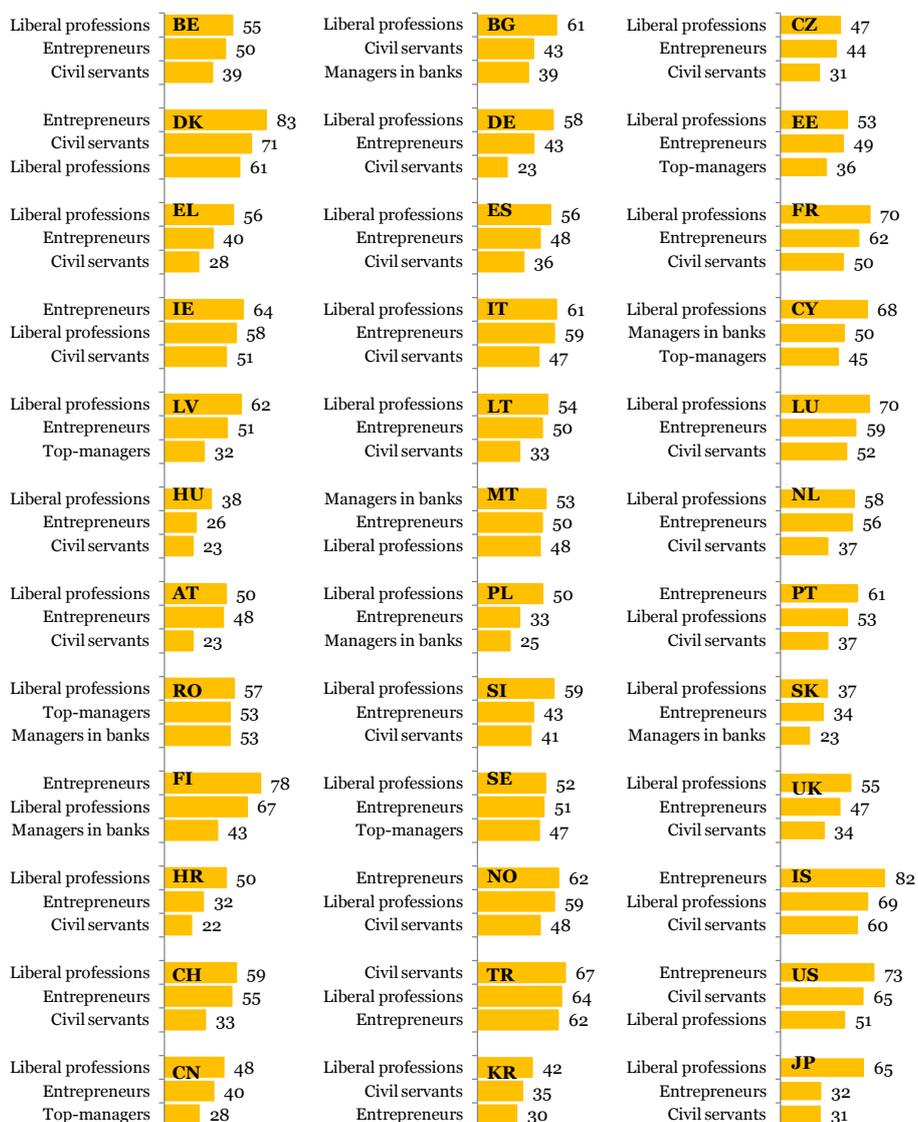
Q15. What is your opinion about the following groups of persons? Is it ...  
Base: all respondents, by country

Comparing favourability ratings of entrepreneurs to other professional classes, such as civil servants or senior managers, it was noted that there were seven countries where entrepreneurs were ranked above everyone else: Denmark (83% “rather favourable” responses), Iceland (82%), Finland (78%), the US (73%), Ireland (64%), Norway (62%) and Portugal (61%). In other words, respondents in these countries were more likely to have a *rather favourable* opinion about entrepreneurs than they were to express such an opinion about any other professional groups.

In most other countries, however, respondents were most likely to have a *rather favourable* opinion about individuals working in the liberal professions, most frequently followed by entrepreneurs; for example, 70% of French respondents had a favourable opinion about those working in the liberal professions (first position) and 62% had such an opinion about entrepreneurs (second position).

The chart below, however, also illustrates the overall high favourability ratings received by entrepreneurs in countries such as Denmark and Iceland and the overall low ratings in countries such as Hungary and Slovakia. For example, more than 6 in 10 Danes held a *rather favourable* opinion about entrepreneurs (83%), civil servants (71%) and individuals working in the liberal professions (61%). In Hungary and Slovakia, on the other hand, the favourability ratings for all three of those professional groups remained below 40%.

#### Favourability ratings of professional classes (three “most favoured” groups)



Q15. What is your opinion about the following groups of persons? Is it ...  
% “Rather favourable” responses; Base: all respondents, by country

### *Socio-demographic considerations*

In the EU, across all socio-demographic segments, individuals working in the liberal professions received the highest rating; in other words, respondents across all groups were most likely to answer that they had a *rather favourable* opinion about this group. Respondents with the highest level of education, full-time students, 15-24 year-olds and those living comfortably on their current income most frequently gave such a positive rating (64%-67%), while the least educated respondents, manual workers and those finding it very hard to manage on their current household income were the least likely to do so (48%-51%).

Across all socio-demographic segments in the EU, politicians received the lowest support – less than a sixth of respondents held a *rather favourable* opinion about politicians. For example, 11% of 25-39 year-olds, 14% of respondents living in metropolitan areas and 16% of full-time students regarded politicians in a favourable light.

Focusing on favourability ratings for entrepreneurs, it should be noted that they received the second highest ratings – behind people working in the liberal professions – across almost all socio-demographic segments. As could be expected, this was not the case among self-employed respondents: 65% had a *rather favourable* opinion about entrepreneurs, compared to 60% who said the same about people working in the liberal professions.

Other socio-demographic groups that appeared to have a more positive image about entrepreneurs were the most educated respondents (55% “rather favourable” responses vs. 48% for respondents with the lowest level of education), men (53% vs. 46% for women), employees (51% vs. 42% for manual workers), respondents whose parents were both self-employed (57% vs. 48% for respondents whose parents were employees) and those living comfortably on their current income (59% vs. 42%-44% among respondents with financial difficulties).

The above results are to a large extent in accordance with those discussed in the previous section; the results by age groups, however, present a different picture. The youngest respondents (under the age of 25) were more likely than their older counterparts to have a *rather favourable* opinion about each of the professional groups listed in the survey – with the exception of their opinions about entrepreneurs. For example, 41% of 15-24 year-olds held a *rather favourable* opinion about civil servants, compared to about a third of older respondents. The 40-54 year-olds, however, were the most likely to hold a positive opinion about entrepreneurs, while 15-24 year-olds were the least likely to hold that view (52% vs. 46%).

For more details, see annex tables 27b through 32b.

### 3. Feasibility of becoming self-employed

Chapter 3 focuses on respondents who were not self-employed at the time of the survey and their perceptions as to how feasible it would be for them to become self-employed in the next five years – regardless of whether they preferred that status or not; those who considered that it was feasible were asked to explain why they gave this response.

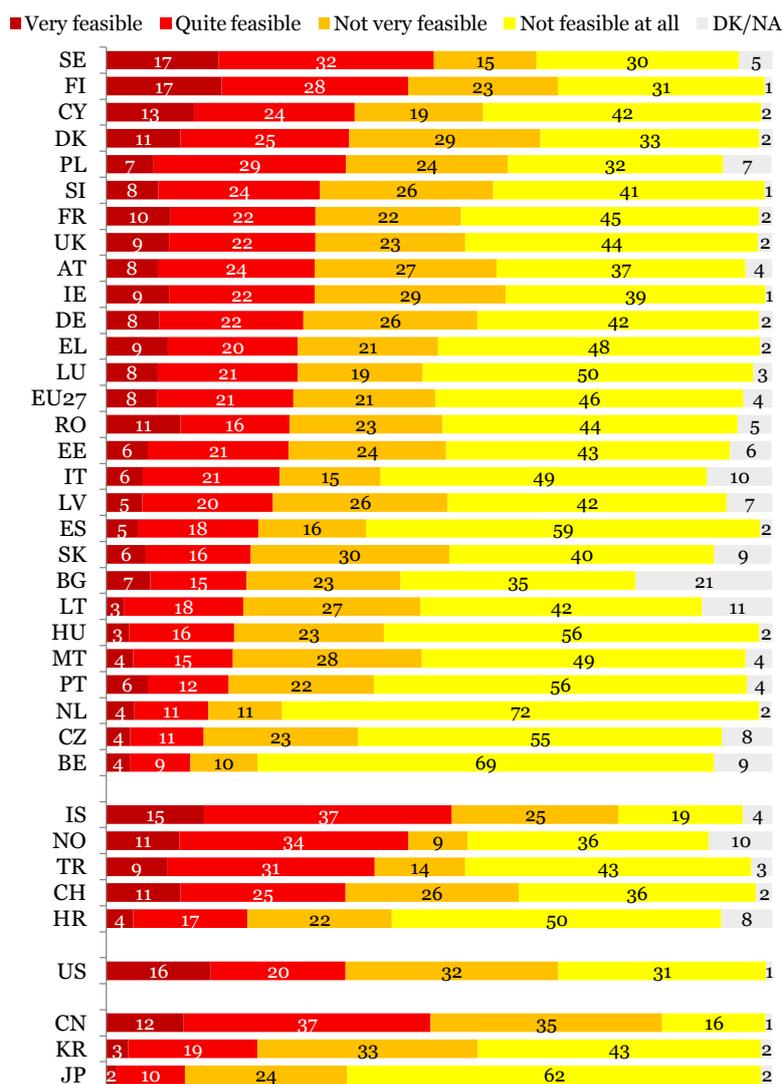
#### **3.1 Feasibility of becoming self-employed in the next five years**

The goal of becoming self-employed in the next five years was perceived as being unrealistic by two-thirds of EU citizens who were not (yet) self-employed at the time of the survey: 46% said that it was *not feasible at all* for them to become self-employed within that timeframe and 21% said it was *rather unfeasible*. Just 3 in 10 non-self-employed EU citizens thought that it was feasible for them to become self-employed in the next 5 years (8% “very feasible” and 21% “quite feasible”).

Throughout the EU, the proportion of respondents who considered it *very* or *quite* feasible to become self-employed in the next five years ranged from less than one in six in Belgium, the Czech Republic and the Netherlands (13%-15%) to about half of Swedish respondents (49%). Other EU countries where at least a third of respondents saw self-employment as a possibility were Finland (45%), Cyprus (37%), Poland and Denmark (both 36%). In surveyed European countries outside of the EU and in the US, between 36% and 52% of respondents considered it *very* or *quite* feasible to become self-employed in the next five years. In Croatia, however, just 21% of respondents saw self-employment as a possibility.

In China, 12% of respondents said that it was *very feasible* for them to become self-employed within the next five years and 37% thought this was *rather feasible*. North Korea and Japan, on the other hand, showed similar results to EU countries: respondents were less likely to consider that it was *very* or *quite* feasible to become self-employed in the near future. Just 12% of Japanese and 22% of South Korean respondents saw self-employment as a possibility.

### Feasibility of becoming self-employed in the next five years



Q4. Regardless of whether or not you would like to become self-employed, would it be feasible for you to be self-employed within the next 5 years?

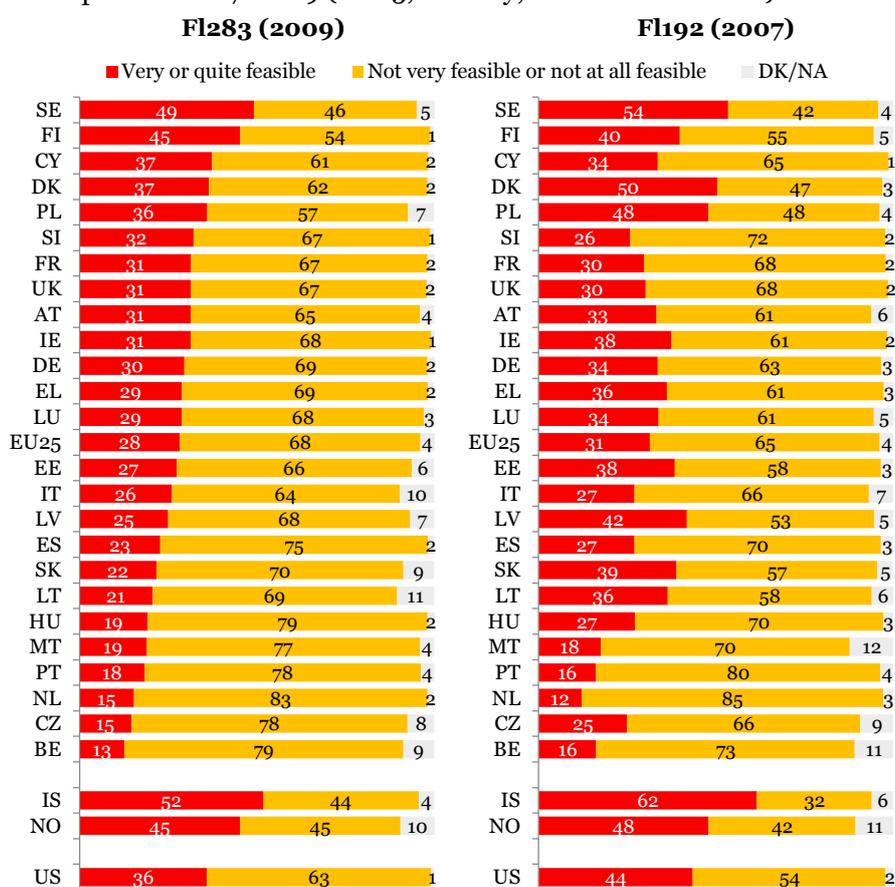
Base: those who were not "self-employed", by country

### Opinions about the feasibility of becoming self-employed – a comparison between 2007 and 2009

Although the 2007 results showed an increase (compared to 2004) in the proportion of respondents who considered it *very* or *quite* feasible to become self-employed in the next five years in more than half of the surveyed countries, such a trend was not seen when comparing the current results with those of 2007.

In fact, an opposite trend was observed: in about half of the countries (surveyed in 2007 and 2009), the proportion of respondents who considered it *very* or *quite* feasible to become self-employed in the next five years has decreased by at least five percentage points from 2007 to 2009. The most significant decreases in perceptions about the possibility of becoming self-employed (among citizens not yet self-employed) were observed in Slovakia (from 39% in 2007 to 22% in 2009; -17 percentage points), Latvia (42% vs. 25%; -17) and Lithuania (36% vs. 21%; -15).

#### The feasibility of becoming self-employed Comparison 2007-2009 (EU25, Norway, Iceland and the US)



Q4(2009)/Q6(2007). Regardless of whether or not you would like to become self-employed, would it be feasible for you to be self-employed within the next 5 years?  
Base: those who were not "self-employed", EU25, Norway, Iceland and the US

#### Socio-demographic considerations

The differences in perceptions about the feasibility of self-employment across socio-demographic segments in the EU were similar to those observed for the attractiveness of self-employment (see section 1.1). Men, younger interviewees, those with higher levels of education and those still in education were more likely than their counterparts to consider it *very* or *quite* feasible to become self-employed in the next five years. For example, almost 4 in 10 (38%-39%) full-time students and highly-educated respondents saw self-employment as a possibility, compared to 13% of respondents with the lowest level of education.

Furthermore, while 37% of employees said it would be feasible for them to become self-employed in the next five years, this proportion decreased to 31% for manual workers and 22% for non-working

respondents. Respondents with one self-employed parent were also more likely to see self-employment as a possibility than those with a different family background (35% vs. 28%-30%).

While 34% of respondents who could live comfortably on their current household income considered it possible to become self-employed in the next five years, this proportion decreased to 23% for respondents who found it difficult to manage on their current income. Finally, respondents living in metropolitan areas were more likely than those in rural areas to consider that it was feasible to become self-employed in the next five years: 33% vs. 26%; the corresponding proportion for those living in urban areas was 28%.

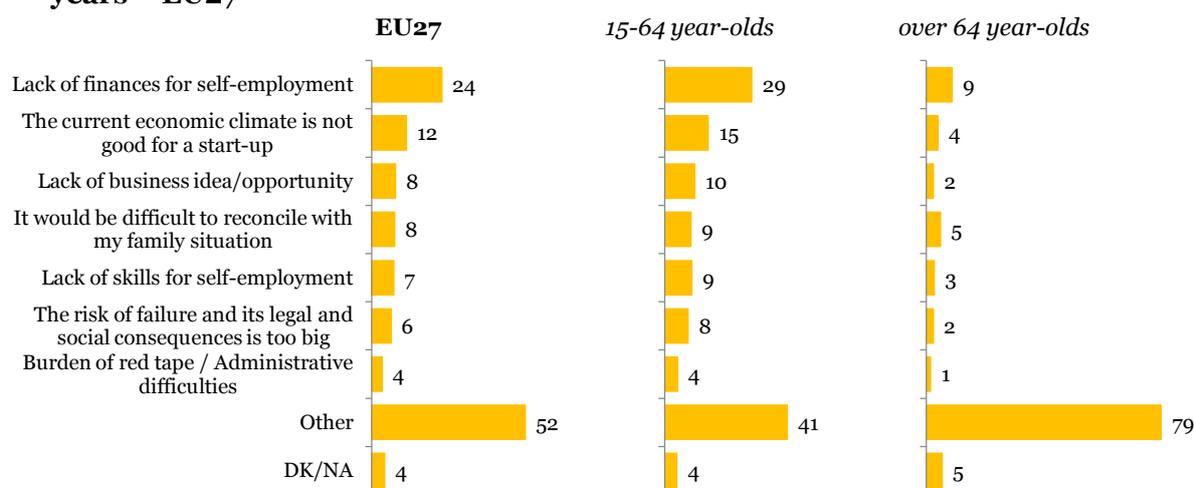
For more details, see annex table 4b.

### 3.2 Reasons for self-employment not being feasible

When respondents were asked why they considered it unrealistic to become self-employed in the next five years, half of their answers did not fit into the seven pre-coded categories, such as a lack of finances or a lack of the requisite skills to become self-employed<sup>13</sup>. A majority of these “other” reasons were listed by respondents who were over 64 years-of-age and/or who had already retired; most of these respondents listed their retirement or their age as the reason why they considered it not viable to become self-employed in the near future. Given that age constraints were mostly mentioned by those already retired or close to retirement, the results for respondents younger than 65 and those aged 65 and older were analysed separately.

Among respondents younger than 65, 29% said it was not possible for them to become self-employed because they did not have the finances to start-up a business and 15% said that the current economic climate meant that it was not a good time to do this. A tenth of 15-64 year-olds considered self-employment to be unrealistic because of the lack of an appropriate business idea or opportunity, 9% thought they did not have the necessary skills to become self-employed, 8% feared the risk of failure (and the legal and social consequences that this would bring) and 4% referred to the burden of red tape and administrative difficulties that they would face if they became self-employed. Finally, 9% of respondents said it was impractical to become self-employed because it would be difficult to reconcile with their family situation.

#### Reasons why it would not be feasible to become self-employed in the next five years – EU27



Q5. Why would it not be feasible for you to be self-employed within the next 5 years?

Base: those who thought it would be “not very feasible” or “not feasible at all” to become self-employed within the next five years

#### Country variations

<sup>13</sup> Respondents’ answers were coded in seven categories – respondents that did not fit in any of these categories were coded as “other”. In 2007, respondents’ answers were coded in four categories.

More than half of Croatian (55%), Bulgarian (61%), Hungarian (63%) and Romanian (68%) 15-64 year-olds, who considered it unrealistic to become self-employed in the next five years, said it was a **lack of finances** that would prevent them from starting up a business (55%-68%)<sup>14</sup>. In Finland, the Netherlands, Iceland, Norway, Sweden and Belgium, however, not more than 10% of 15-64 year-olds worried about access to finance (6%-10%).

The fact the **current economic climate** was not good for a start-up was named as a reason why it would not be feasible to become self-employed by 44% of Hungarian and 33% of Cypriot respondents aged between 15 and 64; however, this reason was mentioned by just 4%-5% of respondents in Germany, the Netherlands, Sweden, Norway and Switzerland.

While more than a fifth of Luxembourgish (22%), Czech (23%), Estonian (25%) and Slovak (27%) respondents aged between 15 and 64 said they saw **no business opportunity** or did not have an appropriate idea for starting up a business (22%-27%), almost none of their counterparts in Greece, Iceland and the US shared that concern (1%-3%).

Roughly 3 in 10 (29%) Latvian respondents, who thought that it would not be viable to become self-employed, said they did not have the necessary **skills for self-employment**. In Bulgaria, Luxembourg Estonia, Hungary and Slovakia, roughly a fifth of 15-64 year-olds had the same concerns (19%-22%). A lack of skills was also a cause for concern for 15-64 year-olds in the Asian countries, especially in South Korea (28%).

The proportion of 15-64 year-olds who named the **risk of failure** and its legal and social consequences as the reason why they considered it impractical to become self-employed ranged from less than 5% in, for example, France, Ireland and Norway to a sixth, or more, in Hungary (24%), Estonia and Slovakia (both 18%).

In most countries, **administrative difficulties** and the burden of red tape were not seen as a reason why a business start-up would not be feasible. The most notable exceptions were Lithuania and Hungary where, respectively, 17% and 22% of 15-64 year-olds said it was unrealistic for them to become self-employed because of the administrative difficulties that they would face.

The proportion of respondents who said that becoming self-employed was unachievable because it would be difficult to reconcile with their **family situation** ranged between 5% and 10% in a majority of the countries surveyed. In China, however, 30% of respondents were of this opinion.

Even among 15-64 year-olds, a considerable proportion of respondents in each of the countries in the survey gave a reason other than the ones discussed above to explain why self-employment was not an option. Respondents in Finland, the Netherlands, the UK and the US were the most likely to list another reason (70%-71%). A closer look at the “other” answers provided by the respondents in these four countries showed that, even among 15-64 year-olds, a large number of respondents gave an age-related reason – they considered themselves either too young (e.g. still at college) or too old (e.g. looking forward to retirement in a few years). Other respondents said their state of health would stop them from starting up a business. Finally, a considerable number said that starting up a business was unrealistic as they had no interest in doing this (e.g. they enjoyed being an employee).

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<sup>14</sup> Note that respondents in Bulgaria, Hungary and Romania were also among the most likely to name a lack of finances with which to start up a business as their reason for opting for employee status (see section 1.2).

## Reasons why it would not be feasible to become self-employed – 15-64 year-olds, by country

	Lack of finances for self-employment	The current economic climate is not good for a start-up	Lack of business idea/opportunity	Lack of skills for self-employment	Burden of red tape / Administrative difficulties	The risk of failure, and its legal and social consequences, is too big	It would be difficult to reconcile with my family situation	Other	"Don't know"
Austria	25	7	12	5	4	5	9	44	5
Belgium	10	23	5	4	2	11	8	28	21
Bulgaria	61	18	11	19	5	14	7	18	5
Cyprus	22	33	7	4	0	13	8	36	1
Czech Rep.	31	17	23	15	9	16	7	19	7
Denmark	16	6	14	9	0	1	6	59	2
Estonia	50	22	25	21	8	18	6	16	2
Finland	6	9	7	14	0	5	3	71	1
France	20	10	8	9	5	4	8	49	5
Germany	28	5	11	10	3	8	8	51	1
Greece	20	22	1	2	1	6	6	50	3
Hungary	63	44	12	21	22	24	10	19	1
Ireland	18	15	4	12	0	2	12	58	2
Italy	29	17	8	6	3	7	12	27	9
Latvia	45	24	10	29	10	10	4	32	1
Lithuania	45	31	11	17	17	10	3	27	4
Luxembourg	34	15	22	19	4	12	17	19	5
Malta	28	7	7	5	6	12	9	37	6
Netherlands	7	5	5	5	1	4	6	70	6
Poland	34	8	19	7	5	8	11	30	2
Portugal	39	31	12	6	3	7	6	20	5
Romania	68	20	10	8	8	14	5	16	4
Slovakia	38	27	27	22	11	18	12	15	3
Slovenia	19	8	11	9	3	2	4	63	4
Spain	34	28	8	5	6	9	9	24	1
Sweden	10	5	12	6	3	3	7	61	6
UK	23	9	9	12	0	4	10	70	3
Croatia	55	15	16	9	6	7	1	17	3
Iceland	7	15	2	4	3	1	0	63	9
Norway	7	5	9	6	1	1	6	58	15
Switzerland	19	4	11	12	2	9	9	44	5
Turkey	21	20	19	9	8	10	15	27	5
US	14	10	3	4	2	5	3	70	3
China	24	10	18	17	2	7	30	40	2
Japan	23	9	13	18	4	9	6	32	0
South Korea	39	15	9	28	7	15	15	22	6

**Q4. Regardless of whether or not you would like to become self-employed, would it be feasible for you to be self-employed within the next 5 years?**

Base: those who thought it would be “not very feasible” or “not feasible at all” to become self-employed within the next five years, by country

### ***Socio-demographic considerations***

Throughout the EU, a lack of finances was most often cited as a reason for not being able to become self-employed by 25-39 year-olds, manual workers and respondents who found it very hard to manage on their current household income (41%, 44% and 42%, respectively, compared to an EU average of 24%). These three groups were also more likely to refer to the fact that the current economic climate was not good for a business start-up (between 16% and 19%, compared to 12% in the EU on average).

The youngest respondents, and those still in education, were more likely than their counterparts to say that they did not have the requisite skills for self-employment (16% and 12%, respectively, compared to an EU average of 7%) and they were the least likely to mention their family situation as an obstacle (3%-4% vs. 8% on average).

Respondents aged 40-54 were somewhat more likely than others to say that the risk of failure and its social and legal consequences would stop them from becoming self-employed (11% vs. an EU average of 6%), while manual workers were somewhat more likely to worry about the lack of a business opportunity (13% vs. an EU average of 8%).

Finally, the over 54 year-olds and non-working respondents were most likely to list another reason than the ones discussed so far (73% and 61%, respectively) – this is in accordance with the finding discussed at the beginning of section 3.2 that many older and retired respondents gave age-related reasons for considering it unrealistic to become self-employed in the near future.

For more details, see annex table 5b.

### ***3.3 Preference for being self-employed vs. its feasibility***

In most countries, the proportion of respondents – not (yet) self-employed – who considered it *very* or *quite* feasible to become self-employed in the next five years was lower than the proportion of non-self employed respondents who would like to be self-employed. For example, 44% of Latvians who were not self-employed would prefer to be self-employed; however, just 25% considered it feasible to achieve this in the next five years.

The opposite trend – i.e. that the preference to be self-employed was lower than the perceived feasibility of gaining such a status – was seen in the Nordic countries. For example, about half (49%) of non-self-employed Swedish respondents said it would be feasible to become self-employed in the next five years; just 28%, however, had an actual preference for changing their status.

A similar comparison across socio-demographic segments showed that the differences between the preference for self-employment and the feasibility of becoming self-employed were the highest for respondents with the lowest level of education, those aged over 54, non-working respondents and respondents with some financial difficulties. For example, 36% of respondents with the lowest level of education said they would prefer to be self-employed although this was currently not the case; just 13%, however, considered it possible to become self-employed in the next five years. No difference, or only a small difference, however, was seen in the “preference” and “feasibility” proportions for 25-39 year-olds and respondents with the highest level of education.

**Preference vs. feasibility – by country**

	% who would prefer to be self-employed	% who considered it feasible to become self-employed	Difference (feasibility vs. preference)
<b>EU27</b>	42	28	-14
<b>COUNTRY</b>			
Belgium	26	13	-13
Bulgaria	48	21	-27
Czech Rep.	28	15	-13
Denmark	27	37	+10
Germany	36	30	-6
Estonia	40	27	-13
Greece	58	29	-29
Spain	38	23	-15
France	49	31	-18
Ireland	44	31	-13
Italy	48	26	-22
Cyprus	64	37	-27
Latvia	44	25	-19
Lithuania	44	21	-23
Luxembourg	43	29	-14
Hungary	36	19	-17
Malta	34	19	-15
Netherlands	38	15	-23
Austria	36	31	-5
Poland	46	36	-10
Portugal	48	18	-30
Romania	49	28	-21
Slovenia	44	32	-12
Slovakia	23	22	-1
Finland	34	45	+11
Sweden	28	49	+21
<b>UK</b>	41	31	-109
Croatia	42	21	-21
Norway	39	45	+6
Iceland	49	52	+33
Switzerland	38	36	-2
Turkey	44	40	-4
<b>US</b>	50	36	-14
China	66	49	-17
Japan	32	12	-20
South Korea	47	23	-24

**Preference vs. feasibility – by segments**

	% who would prefer to be self-employed	% who considered it feasible to become self-employed	Difference (feasibility vs. preference)
<b>EU27</b>	42	28	-14
<b>SEX</b>			
Male	47	34	-13
Female	37	24	-13
<b>AGE</b>			
15 - 24	52	40	-12
25 - 39	42	42	0
40 - 54	39	29	-10
55 +	38	13	-25
<b>EDUCATION (end of)</b>			
Until 15 years of age	36	13	-23
16 - 20	41	27	-14
20 +	41	38	-3
Still in education	54	39	-15
<b>URBANISATION</b>			
Metropolitan	42	33	-9
Urban	41	28	-13
Rural	42	26	-16
<b>OCCUPATION</b>			
Employee	39	37	-2
Manual worker	43	31	-12
Not working	43	22	-21
<b>PARENTS' OCCUPATION</b>			
Both self-employed	51	30	-21
Self-employed/employee	46	35	-11
Both employees	39	28	-11
<b>PRESENT INCOME</b>			
Living comfortably	41	34	-7
Get by with income	42	29	-13
Difficult to manage	42	23	-19
Very hard to manage	40	23	-17

**Q1. Suppose you could choose between different kinds of jobs, which one would you prefer:**  
**Q4. Regardless of whether or not you would like to become self-employed, would it be feasible for you to be self-employed within the next 5 years?**

Base: those who were not "self-employed"

## 4. What would you do if you inherited a significant amount of money?

Respondents were also asked what they would do if they inherited a significant amount of money<sup>15</sup>; the aim of this question was to see how many respondents would choose to invest the money in starting up a business instead of, for example, saving the money, using it to buy a house or to repay their mortgage.

While about 4 in 10 Romanians (42%), Turkish and Chinese (both 41%) respondents and a third of Bulgarians would start a business if they inherited a significant amount of money, there were more than 10 countries where less than a tenth of respondents considered this option – for example, 5% in Denmark and Japan and 6% in both Austria and Iceland.

In most countries, a relative majority of respondents would either save the money or use it to buy a house or to repay their mortgage. Respondents in the UK, Estonia, Ireland and Norway most frequently said they would use their inheritance to buy a house or to repay their mortgage (38%-41%). The US (48%), South Korea (44%) and Japan (43%) were the countries where respondents were the most likely to want to save any money that they inherited.

Finally, spending the money on things that one always wanted to buy (e.g. a holiday or a car) was the preferred option for 26% of Japanese, 27% of Latvians and 28% of Maltese respondents. The proportion of respondents who said they would work less or even stop working if they inherited a considerable amount of money remained below 10% in all countries except for Sweden, where 10% selected this response.

When the results for respondents' preferences for being self-employed, rather than employed – see section 1.1, were compared with the results of the current chapter, some similarities could be seen. For example:

- Romania and Greece were countries with a very high proportion of respondents who would prefer to be self-employed (52% and 60%, respectively). Furthermore, Romanians were the most likely in the EU to answer that they would start a business if they inherited a significant amount of money (42%), while the corresponding proportion for Greece was almost twice as high as the EU average (21% vs. 14%).
- Respondents in Belgium and Denmark, on the contrary, were among the least likely to prefer self-employment (30%-32%) and less than a tenth of Danes and Bulgarians thought they would start a business with the money that they inherited (5%-7%).<sup>16</sup>

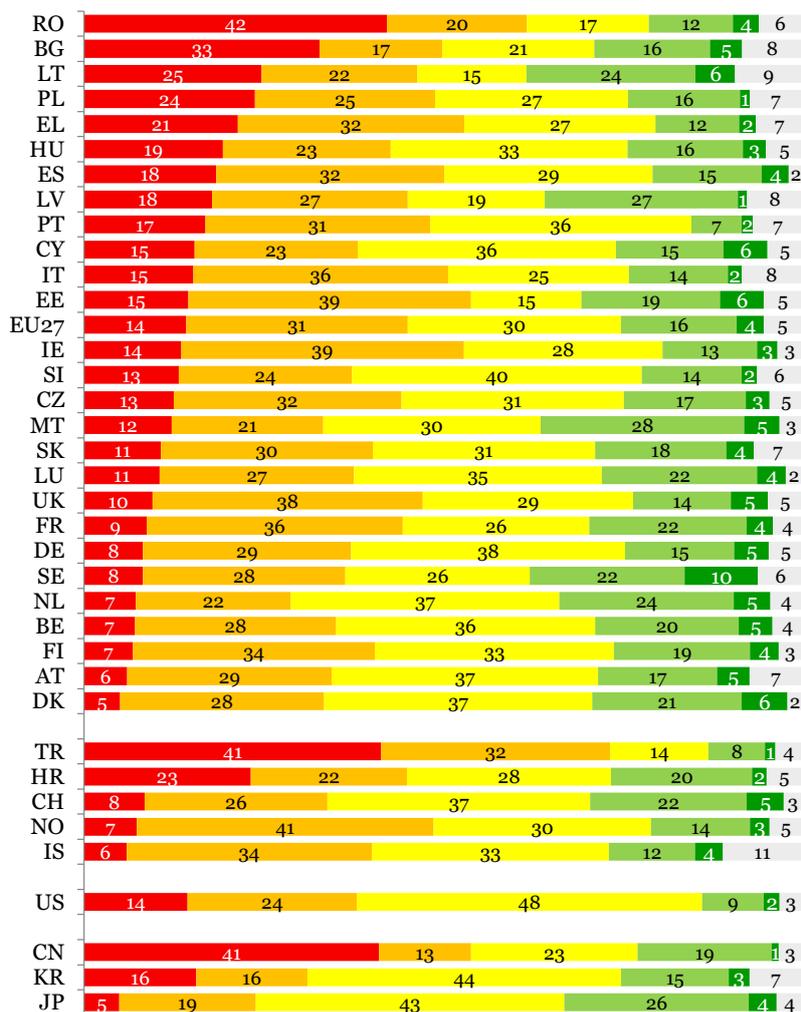
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<sup>15</sup> The size of this hypothetical inheritance varied between individual countries. For example, respondents in Belgium were asked what they would do if they inherited €100,000, while the amounts in Malta and Poland were €70,000 and 300,000zł, respectively. The exact amount used in each country is specified in the annex (see questionnaire).

<sup>16</sup> The correlation coefficient for the relationship between the proportion of respondents who would prefer to be self-employed and the proportion who would start a business if they inherited a significant amount of money, in each EU country, was equal to .48 – this number signifies a moderately strong correlation between the two variables at a country level.

## What would you do if you inherited a significant amount of money?

- Start a business
- Buy a house or repay mortgage
- Save the money
- Spend it on things you always wanted to buy
- Work less/stop working
- DK/NA



Q16. Please imagine, that you suddenly inherited X Euro. What would you do with the money?

Base: all respondents, by country

### Socio-demographic differences

The results by socio-demographic characteristics for EU respondents showed that men, younger interviewees, those with higher levels of education or still in education, the self-employed and respondents with an entrepreneurial family background were more likely than their counterparts to say that they would start a business when they inherited a significant amount of money. For example, 9% of respondents with the lowest level of education gave this response, compared to 16% of respondents with the highest level of education and 20% of full-time students.

Interestingly, EU citizens who found it very hard to manage on their current household income were more likely than the ones without financial stress to consider starting up a business with the money they might inherit (19% vs. 12% of respondents who were “living comfortably”). Respondents who answered that they lived comfortably on their current income were the most likely to save the inheritance (35% vs. 25% of respondents who found it “very hard to manage”).

For more details, see annex table 33b.

## 5. Entrepreneurship and business activity

It has long been known that the level of entrepreneurship, expressed as the proportion of entrepreneurs among the total population, differs between countries. Furthermore, the dynamics of entrepreneurship, expressed as the rate of embryonic entrepreneurship or the business discontinuity rate, shows a wide-ranging diversity across countries.

Chapter 5 presents an overview of current (2009) and past (2004 and 2007) levels of entrepreneurial activity and dynamics across the EU. The results for EU Member States are once more compared to those observed in the US, together with the other European and Asian countries in the survey.

### **5.1 Experience of starting up a business**

The next chart distinguishes between three groups of respondents, i.e. those who:

- (1) had never thought about starting up a business, or
- (2) were currently thinking about starting up a business, and those who had thought about it or who had already taken steps to do so, but had given up, or
- (3) were currently taking steps to start up a business and those who had once started up a business (which was still active or which was no longer active).

The EU-level results show that 50% of respondents belonged to the first group, i.e. they had never thought about starting up a business. About a quarter of EU citizens answered that they were either currently thinking about starting up a business or they had once tried to start one, but had given up. Finally, roughly a fifth (21%) of EU citizens were currently taking steps to start up a business, were currently running one or used to run a business which has now been sold or transferred.

In the EU, the proportion of respondents who had never thought about starting up a business ranged from 32% in Greece to 65% in Luxembourg. The latter country was followed by Slovakia and Belgium, where 62%-63% of interviewees had never thought about starting up a business. The Japanese were the most likely to have never considered starting up a business, while the Chinese were the least likely to say this (67% and 22%, respectively).

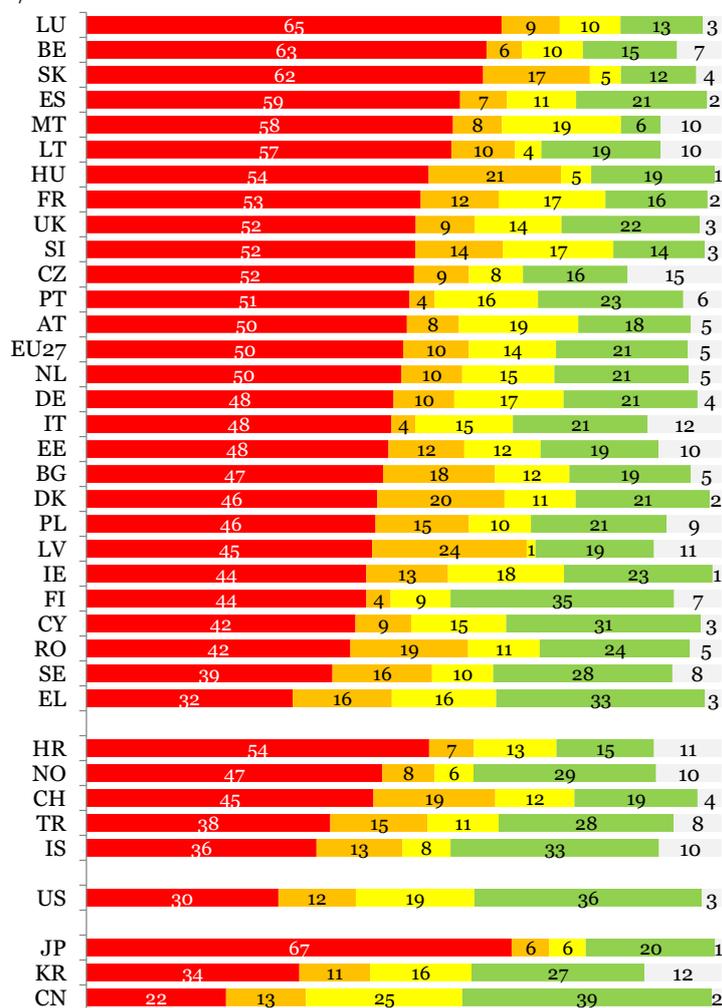
A minority of respondents in Finland, Italy and Portugal (all 4%) said they were considering starting up a business; in Latvia, however, 24% of interviewees were attracted by this idea. In Romania, Switzerland, Denmark and Hungary, about a fifth of respondents were thinking about starting up a business (19%-21%).

Almost a fifth of respondents in Ireland, Austria and Malta said they had tried to start up a business but had given up (18%-19%). In China, 25% of respondents had had the same experience; however, in Japan, the corresponding proportion was 6%. In Europe, this proportion was the lowest in Latvia (1%), Lithuania (4%), Hungary and Slovakia (both 5%).

Finally, at least a third of respondents in China (39%), the US (36%), Finland (35%), Greece and Iceland (both 33%) were currently taking the necessary steps to start up, or had once started up, a business. In Malta, however, just 6% of respondents were in this situation. Other countries with a low proportion of respondents who were currently taking the necessary steps to start up, or who had once started up, a business were Slovakia (12%), Luxembourg (13%), Slovenia (14%), Belgium and Croatia (both 15%).

### Experience of starting up a business: the current situation

- Never thought about starting up a business
- Thinking about starting up a business
- Thought about starting up a business but gave up
- Taking steps to start up a business or started one up (still active/no longer active)
- DK/NA



Q8. Have you ever started a business or are you taking steps to start one?  
Q9-Q10. How would you describe your situation:  
Base: all respondents

### Socio-demographic considerations

Summarising the socio-demographic breakdown of the results for EU respondents, it could be concluded that women, older interviewees, those with lower levels of education and respondents with a non-entrepreneurial family background were more likely than their counterparts to answer that they had never thought about starting up a business. For example, 60% of the least educated respondents belonged to this category, compared to 43% of respondents with the highest level of education.

Men, 40-54 year-olds, respondents with high levels of education, those with an entrepreneurial family background and respondents without financial difficulties were more likely to say that they were currently taking the necessary steps to start up, or had once started up, a business. For example, 27% of respondents with the highest level of education belonged to this category, compared to 18% of respondents with the lowest level of education.

The above-mentioned results are in accordance with those discussed about the preferences for being self-employed (section 1.1). In that section, it was noted that full-time students and 15-24 year-olds were more likely than their counterparts to prefer to be self-employed; not unexpectedly, a minority of these respondents were currently taking steps to start up, or had already started up, a business;

however, they more frequently answered that they were considering starting up a business (24% and 26%, respectively, vs. an EU average of 10%).

For more details, see annex table 14c.

## 5.2 Entrepreneurial activity

The table below summarises the activities of those respondents who have been involved in any phase of the process of setting-up a business – from first steps through to those respondents having an established entrepreneurship. The three groups were defined as:

- *Embryonic*: respondents who were taking the necessary steps to start up a business at the time of the survey
- *New business*: those who had started (or had taken over) a business in the last three years and which was still active at the time of the survey
- *Established business*: those who had started (or had taken over) a business more than three years ago, and which was still active at the time of the survey.

Four percent of EU citizens were currently in the *embryonic phase*, i.e. taking the necessary steps to start up a business, 3% were running a *new business* and 6% were running an *established business*. In total, 12% of EU citizens were involved in entrepreneurial activity.

Within the EU, Finland and Cyprus had the highest rates of entrepreneurial activity (25% and 19%, respectively). Belgium, Denmark, France, Luxembourg, Malta, Slovakia and Slovenia, on the other hand, had entrepreneurship rates below 10%. Outside the EU, the level of entrepreneurial activity was the highest in China (27%), followed by Turkey (23%), the US (21%) and Iceland (20%).

Respondents in China were the most likely to answer that they were currently starting up a business (17%) – this was the only country where “embryonic entrepreneurship” was higher than the more established types of entrepreneurship (5% “new business” and 5% “established business”). In Turkey and the US, about a tenth of respondents were “nascent entrepreneurs” (9%-10%); in all other countries included in this study, however, not more than 6% of respondents were in this embryonic stage (ranging from 1% in Bulgaria and Denmark to 6% in Finland, Ireland, Poland, Romania and Sweden).

The proportion of respondents who had recently started (or had taken over) a business was somewhat higher in Cyprus, Iceland, Turkey, Romania and Finland (6%-8%, compared to an EU average of 3%). Finnish respondents were also more likely than their counterparts in other EU Member States to run a business that had been active for at least three years (11% compared to an EU average of 6%). In Japan and Iceland, about a tenth (9%-10%) of respondents were running such an established business.

**Entrepreneurial activity – by country**

	Embryonic entrepreneurship	“New business” (<3 years)	“Established business”	Total entrepreneurial activity	
				All respondents	15-64 year-olds
EU27	4	3	6	12	14
Austria	4	2	6	12	14
Belgium	2	3	2	7	9
Bulgaria	1	2	6	10	11
Cyprus	5	6	7	19	21
Czech Rep.	3	1	8	12	14
Denmark	1	3	5	9	9
Estonia	5	2	6	13	13
Finland	6	8	11	25	29
France	3	3	3	9	11
Germany	5	2	7	14	18
Greece	3	3	8	14	16
Hungary	2	3	6	11	12
Ireland	6	4	6	15	17
Italy	3	2	6	11	12
Latvia	2	3	5	10	11
Lithuania	5	2	5	12	13
Luxembourg	3	2	3	8	9
Malta	2	2	2	6	7
Netherlands	5	3	6	14	16
Poland	6	3	6	14	17
Portugal	2	3	7	12	14
Romania	6	7	3	16	19
Slovakia	3	5	2	9	10
Slovenia	5	0	4	9	10
Spain	2	3	6	11	13
Sweden	6	4	5	15	17
UK	3	3	6	12	14
Croatia	5	1	3	10	12
Iceland	5	6	10	20	22
Norway	5	3	6	15	17
Switzerland	3	3	8	13	14
Turkey	9	6	8	23	24
US	10	4	7	21	23
China	17	5	5	27	30
Japan	2	3	9	15	14
South Korea	4	2	7	12	13

Note: due to rounding, the figures shown in column 4 “total activity” do not always exactly add up to numbers shown in the first columns

**Q8. Have you ever started a business or are you taking steps to start one?  
Q9-Q10. How would you describe your situation:**

Base: all respondent, by country

***A comparison with entrepreneurial activity in 2004 and 2007***

It was noted above that Finland and Cyprus had the highest rates of entrepreneurial activity in the EU (25% and 19%, respectively). In fact, both countries have seen an increase in this activity in comparison to previous years. The entrepreneurship rate in Finland has increased by 14 percentage points: from 11% in 2007 to 25% in 2009. In Cyprus, this increase was smaller and occurred gradually from 12% in 2004 to 19% in 2009 (+7 percentage points).

A comparison between the 2007 and 2009 results showed the largest decreases in entrepreneurial activity in Latvia and Estonia. In 2007, roughly a fifth of respondents in both countries were starting up or running a business (18% and 22%, respectively). In 2009, however, these proportions have been almost halved: to 10% in Latvia and 13% in Estonia. Estonia's current entrepreneurship rate was similar to that observed in 2004; Latvia's current level of activity, however, was still twice as high as the 2004 entrepreneurship rate of 5%.

**Entrepreneurship rate (embryonic, new business and established business) – by country**

	2004	2007	2009
Finland	14	11	25
Cyprus	12	17	19
Ireland	11	14	15
Sweden	14	14	15
Germany	9	13	14
Greece	16	18	14
Netherlands	11	11	14
Poland	9	17	14
Estonia	13	22	13
Austria	13	9	12
Czech Rep.	14	17	12
Lithuania	6	12	12
Portugal	9	15	12
UK	12	13	12
Hungary	13	17	11
Italy	11	11	11
Spain	11	11	11
Latvia	5	18	10
Denmark	10	10	9
France	6	10	9
Slovakia	6	13	9
Slovenia	9	6	9
Luxembourg	10	8	8
Belgium	7	12	7
Malta	8	4	6
Iceland	15	20	20
Norway	15	12	15
US	15	18	21

**Q8(2009)/Q11(2007). Have you ever started a business or are you taking steps to start one?  
Q10(2009)/Q11b(2007). How would you describe your situation:**

Base: all respondent, by country

### ***Socio-demographic considerations***

In accordance with the results discussed earlier, entrepreneurship rates in the EU were higher for men, 25-54 year-olds, respondents with a higher level of education, respondents without financial difficulties and those with an entrepreneurial family background. For example, men were twice as likely as women to be involved in entrepreneurial activity (17% vs. 8%). Similarly, while 18% of respondents whose parents were (or had been) self-employed were themselves also starting up or running a business, this proportion decreased to 10% of respondents where this was not the case.

As expected, 15-24 year-olds were more likely to be starting up a business (6% “embryonic” entrepreneurship vs. 2% “new business”), while 40-54 year-olds were more likely to be running an established business (10% vs. 4% “embryonic” and 4% “new business”). For 25-39 year-olds, involvement in entrepreneurial activity was more equally distributed over the different phases of the entrepreneurial process: 7% “embryonic”, 5% “new business” and 5% “established business”.

For more details, see annex table 14c.

### **5.3 Business discontinuity and failure**

In this final section of the chapter, the focus is changed from all respondents to those with at least some business experience; the chart below distinguishes between respondents who were:

- (1) “*embryonic*”, “*new*” or “*established*”: taking steps to start up a business or currently running one, and
- (2) “*no longer an entrepreneur*”: their business had been sold, transferred, closed or had failed.

The proportions of respondents who answered that they were no longer an active entrepreneur were the highest in Denmark and Greece: 58% and 54%, respectively (compared to 42% of “active” entrepreneurs). In both countries, the largest group of no longer active entrepreneurs had transferred, sold or closed their business (44% and 37%, respectively). Nonetheless, respondents in Greece were somewhat more likely than Danes to say their business had failed (17% vs. 14%).

In fact, in most countries, respondents who said they had sold, transferred or closed their business outnumbered those who said that their business had failed. For example, 34% of British respondents having business experience said that they had sold, transferred or closed their business and 9% reported a business failure.

In five EU Member States, however, the proportion of “failed businesses” was higher than the corresponding proportion of “discontinued businesses (sold, transferred or closed)”: Slovakia (17% “failed” vs. 9% “discontinued”), Romania (19% vs. 9%), Lithuania (18% vs. 12%), the Czech Republic (13% vs. 11%) and Bulgaria (26% vs. 20%). A similar trend was seen in South Korea (27% vs. 23%) and China (20% vs. 10%).

The proportion of no longer active entrepreneurs who answered that their business had failed was the highest in two of the above-mentioned countries: Bulgaria (26%) and South Korea (27%). In Hungary, Romania and China, about a fifth of interviewees belonged to this category (19%-20%). Malta, France, Italy, Iceland and Turkey, on the other hand, had the lowest proportions of “failed businesses” (0%-4%)<sup>17</sup>.

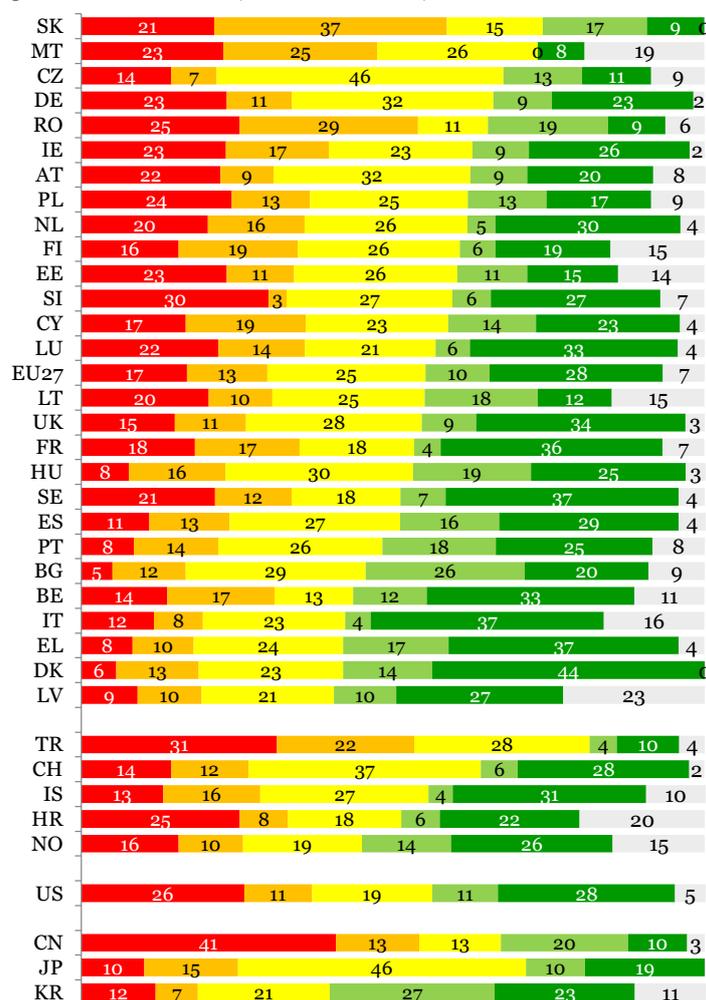
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<sup>17</sup> Note: in some countries, less than 100 respondents had some business experience (e.g. Malta and Slovakia). Some caution should therefore be exercised when interpreting the results discussed in this section.

## Experience in setting up a business: the current situation

Base: respondents with business experience

- currently starting a new business
- still active - started in the past 3 years
- still active - started over 3 years ago
- no longer active - business failed
- no longer active - business sold/transferred
- DK/NA



Q10. How would you describe your situation:

Base: those who had once started a business or were taking steps to start one

### Socio-demographic considerations

The proportion of respondents who had once started up a business, but who were no longer an entrepreneur because their business had failed, showed mostly small differences across the socio-demographic segments in the EU. This proportion was, nevertheless, considerably higher among manual workers and respondents who said they found it very hard to manage on their current household income (24% and 19%, respectively, compared to an EU average of 10%).

As expected, older respondents (over 54 years-of-age) were more likely than their younger counterparts to answer that they were no longer an entrepreneur because they had sold, transferred or closed their business (50%, compared to an EU average of 28%). This proportion was also high among the least-educated respondents and non-working respondents (41% and 50%, respectively).

For more details, see annex table 16b.

## 6. Starting up a business – necessary factors

Chapter 6 looks at the results of a number of questions about starting up a business. Respondents with at least some experience of starting up such a venture were asked to:

- rate a number of factors – such as having an appropriate business idea or the existence of a role model – in terms of how important such factors had been in their decision to take steps to start up a business,
- specify their preference for starting up a new business or taking over an existing one,
- choose whether the best approach for a new business would be to grow it slowly (if at all) or expand it as quickly as possible, and
- state whether they had started their business out of necessity or because they saw an opportunity (necessity-driven vs. opportunity-driven entrepreneurship).

This chapter looks specifically at those respondents with some business experience.

Depending on the topic, this group consists of:

- (1) only those respondents who had started up a business or were currently taking steps to start one,
- (2) this first sub-group together with respondents who were currently thinking about starting up a business and those who had thought about it, or who had already taken steps to do so, but had given up.

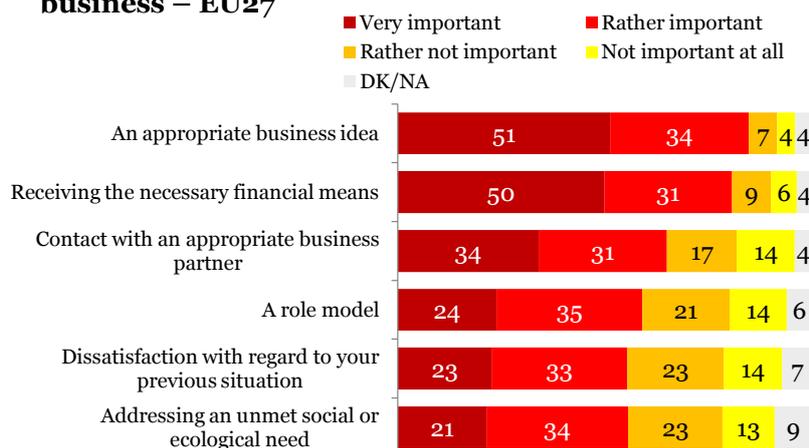
## 6.1 Important factors when starting up a business<sup>18</sup>

EU citizens, who had once started up a business or who were thinking about taking the necessary steps to start a business<sup>19</sup>, were most likely to answer that an **appropriate business idea** and **receiving the necessary financial means** had been *very* or *rather* important factors in their decision to start up a business. An appropriate business idea was rated as *very important* by 51% of respondents and as *rather important* by 34%; the corresponding proportions for “receiving the necessary financial means” were 50% and 31%, respectively.

About two-thirds of these respondents also said that contact with an **appropriate business partner** had been important in their decision to try to start up a business (34% “very important” and 31% “rather important”) and roughly 6 in 10 respondents said the same about having a **role model** (24% “very important” and 35% “rather important”).

A slim majority (56%) identified **dissatisfaction with regard to their previous situation** as an important element in their decision to take steps to start up a business; somewhat more than a fifth (23%) identified this factor as *very important*. The same was true for “**addressing an unmet social or ecological need**”: in total, 55% said this factor had been important and 21% considered this as *very important*.

### Important elements when considering to start up a business – EU27



**Q11. For each of the following elements, please tell me if it was very important, rather important, rather not important or not important at all for making you take steps to start a new business or take over one.**

Base: those who had started a business or were taking steps to start one and those who were thinking about it or had thought about it, but had given up; EU27

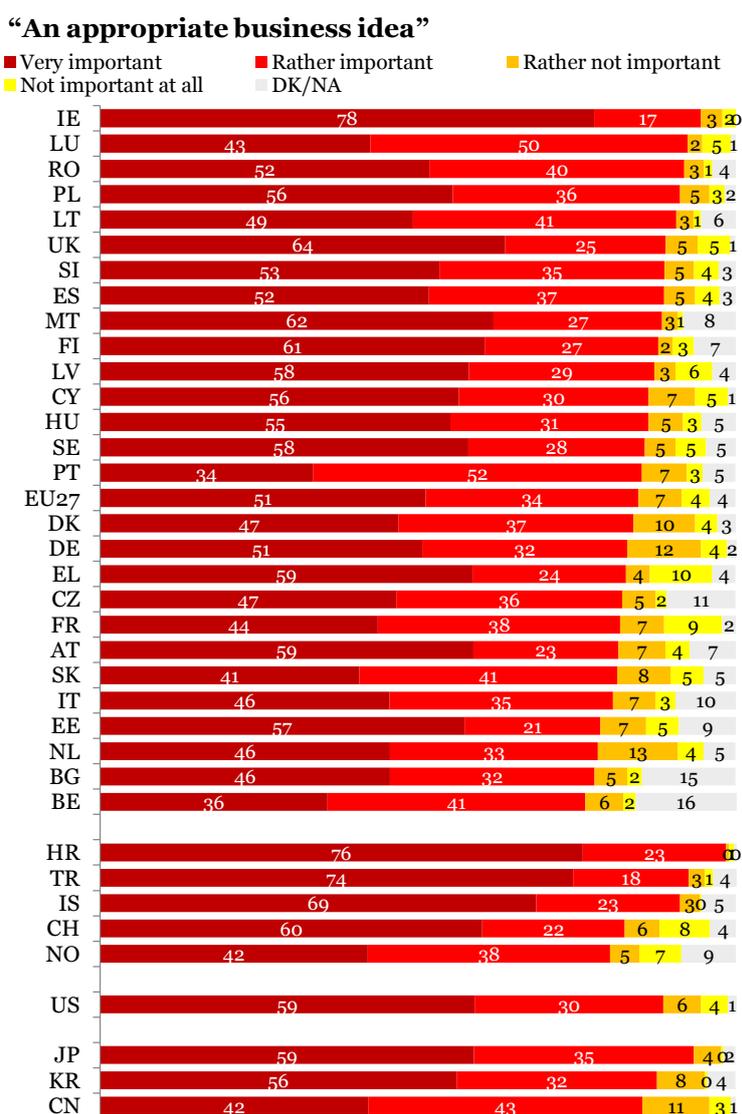
<sup>18</sup> The importance of “a role model” and “addressing an unmet social or ecological need” when considering to start up a business were new items in the 2009 survey.

<sup>19</sup> Respondents who had started up a business or were currently taking steps to start one, respondents who were currently thinking about starting up a business and those who had thought about it or had already taken steps to do so, but had given up.

Country variations

Across all countries included in this study, interviewees – who had once started up a business or who were thinking about taking steps to start a business – were in agreement that **an appropriate business idea** had been an important factor in their decision to take steps to start up this business: in each country, at least three-quarters of these respondents identified this factor as *very* or *rather important* (77%-99%), while less than a sixth said that an appropriate business idea had been *rather not* or *not at all important* (0%-17%).

Furthermore, in 23 of the 36 countries, more than half of respondents answered that an appropriate business idea had been a *very important* element in their decision to take steps to start up a business. Respondents in Ireland (78%), Croatia (76%), Turkey (74%) and Iceland (69%) were the most likely to select this response. In Portugal and Belgium, on the other hand, just over a third rated this factor as very important (34% and 36%, respectively).



Q11. For each of the following elements, please tell me if it was very important, rather important, rather not important or not important at all for making you take steps to start a new business or take over one.

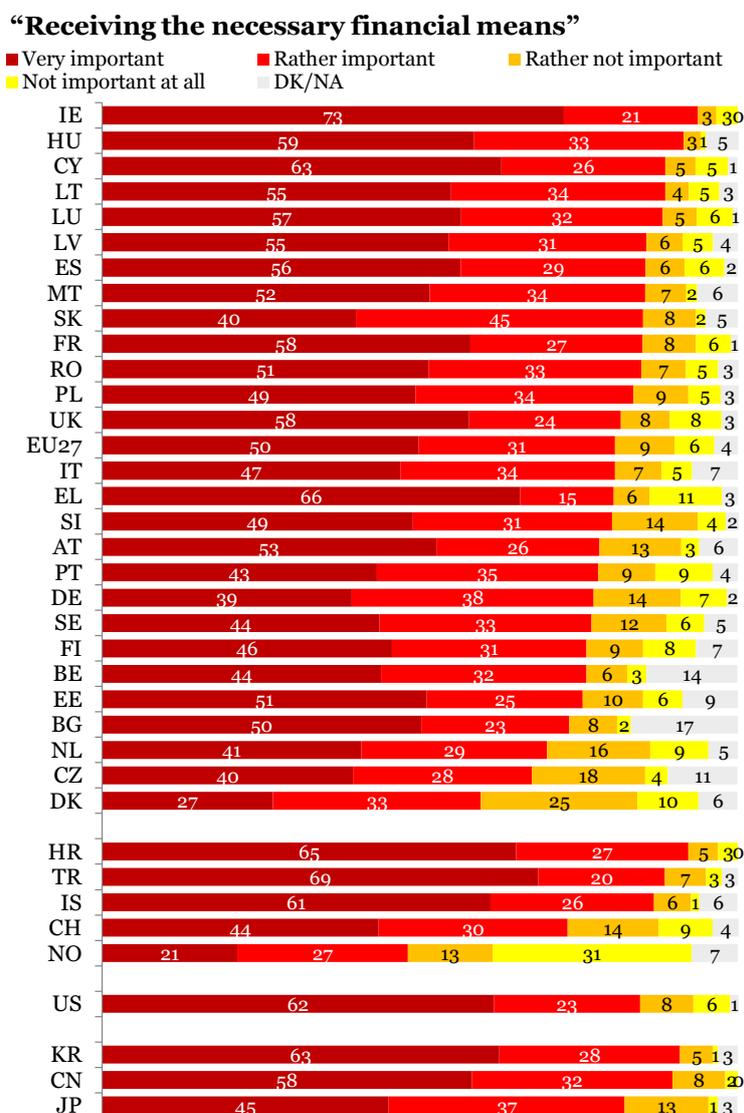
Base: those who had started a business or were taking steps to start one and those who were thinking about it or had thought about it, but had given up; by country

As with the previous factor, in almost all countries surveyed, at least three-quarters of interviewees having some business experience confirmed that **receiving the necessary financial means** had been *very* or *rather important* in their decision to start up a business.

In Croatia, Hungary, Ireland and South Korea, more than 9 in 10 respondents, in total, said that receiving the necessary financial means had been important, and roughly 6 in 10, or more, respondents said this factor had been *very important* (59% in Hungary, 63% in South Korea, 65% in Croatia and 73% in Ireland). Respondents in Iceland (61%), the US (62%), Cyprus (63%), Greece (66%) and Turkey (69%) were, however, as likely – or even more likely – to select the “very important” response.

In Denmark, the Czech Republic and the Netherlands, on the other hand, between 6 and 7 out of 10 respondents felt that receiving the necessary financial means had been *very* or *rather important* in their decision to take steps to start up a business (60%, 68% and 70%, respectively). Four in 10 (40%-41%) Czech and Dutch respondents said this factor had been *very important*, compared to just 27% of Danes.

Nonetheless, respondents in Norway really stood out from the pack: 48% of Norwegians said that receiving the necessary financial means had been important in their decision, while almost an equal proportion – 44% – took an opposite view. Furthermore, 31% of Norwegians said that this factor had been *not at all important*; in other countries, not more than a tenth of respondents shared this view.



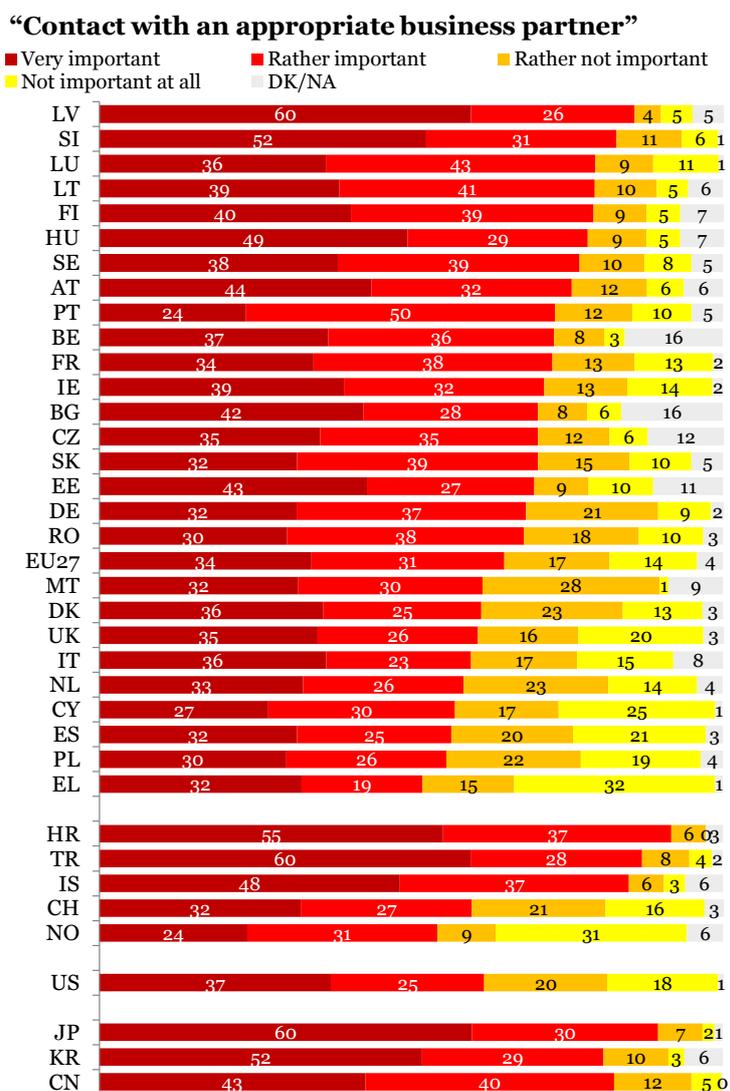
**Q11. For each of the following elements, please tell me if it was very important, rather important, rather not important or not important at all for making you take steps to start a new business or take over one.**  
Base: those who had started a business or were taking steps to start one and those who were thinking about it or had thought about it, but had given up; by country

While respondents across all countries appeared to be in agreement about the importance of a) having an appropriate business idea and b) receiving the necessary financial means, when starting up a business, the individual country results for all other factors listed in the survey showed a greater amount of variation.

In the EU, the proportion of respondents – who had once started up a business or who were thinking about taking steps to start a business – who answered that **contact with an appropriate partner** had been an important factor in encouraging them to take steps to start up their business ranged from 51% in Greece to 86% in Latvia. Respondents in Turkey (88%), Japan (90%) and Croatia (92%), however, were the most likely to describe contact with an appropriate business partner as being *very* or *rather important*.

Respondents in the above-mentioned countries were also the most likely to answer that such contact with a business partner had been *very important* in their decision: 55% in Croatia and 60% in Latvia, Turkey and Japan. In a further two countries – Slovenia and South Korea (both 52%) – more than half of respondents selected this response.

Almost half of respondents in Greece answered that contact with an appropriate business partner had not been important in their decision to take steps to start up a business: 15% selected the “rather not important” response and 32% said such contact had been *not at all important*. Other countries where respondents were less likely to rate contact with an appropriate business partner as important were Norway, Poland, Spain and Cyprus (40%-42% “rather not important” and “not important at all” responses).



**Q11. For each of the following elements, please tell me if it was very important, rather important, rather not important or not important at all for making you take steps to start a new business or take over one.**

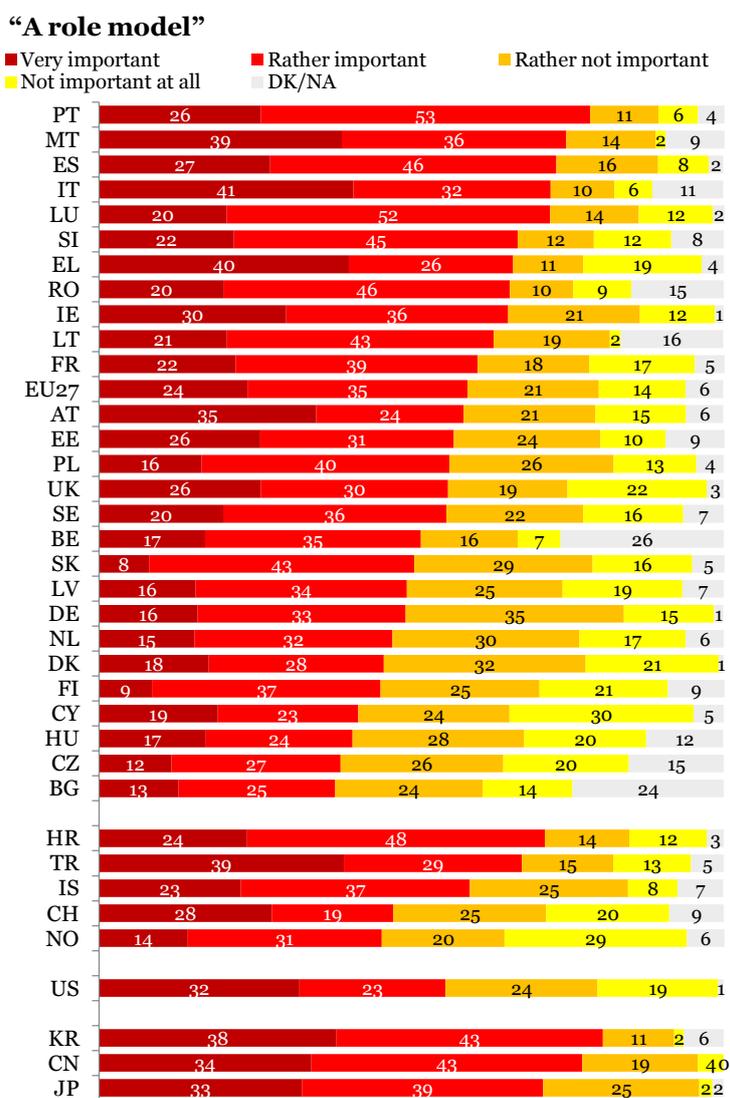
Base: those who had started a business or were taking steps to start one and those who were thinking about it or had thought about it, but had given up; by country

Although across all countries, a majority of respondents with some business experience rated contact with an appropriate business partner as an important element in their decision to take steps to start up a business, the individual country results for the importance of having a **role model** showed a different picture.

In some southern EU countries – such as Italy (73%), Malta (75%) and Portugal (79%) – more than 7 in 10 respondents answered that having a role model had been *very* or *rather important* in their decision to take steps to start up a business. Similarly, 68% of Turkish respondents and 72% of Croats stressed the importance of having had a role model when they decided to take steps to start up a business, as did a large majority of respondents in the Asian countries (72% in Japan, 77% in China and 81% in South Korea). In none of these countries, however, did more than half of interviewees rate this factor as being “very important”.

In eight EU countries, less than half of respondents said that a role model had been important in their decision to start up a business (from 38% in Bulgaria to 49% in Germany). The proportion of “very important” and “rather important” responses was also less than 50% in Norway and Switzerland (45% and 47%, respectively).

The proportion of respondents who did not think that a role model had been important in their decision to start up a business was the highest in Denmark and Cyprus (53%-54%); in Hungary, Norway and Germany about half of respondents shared this view (48%-50%).



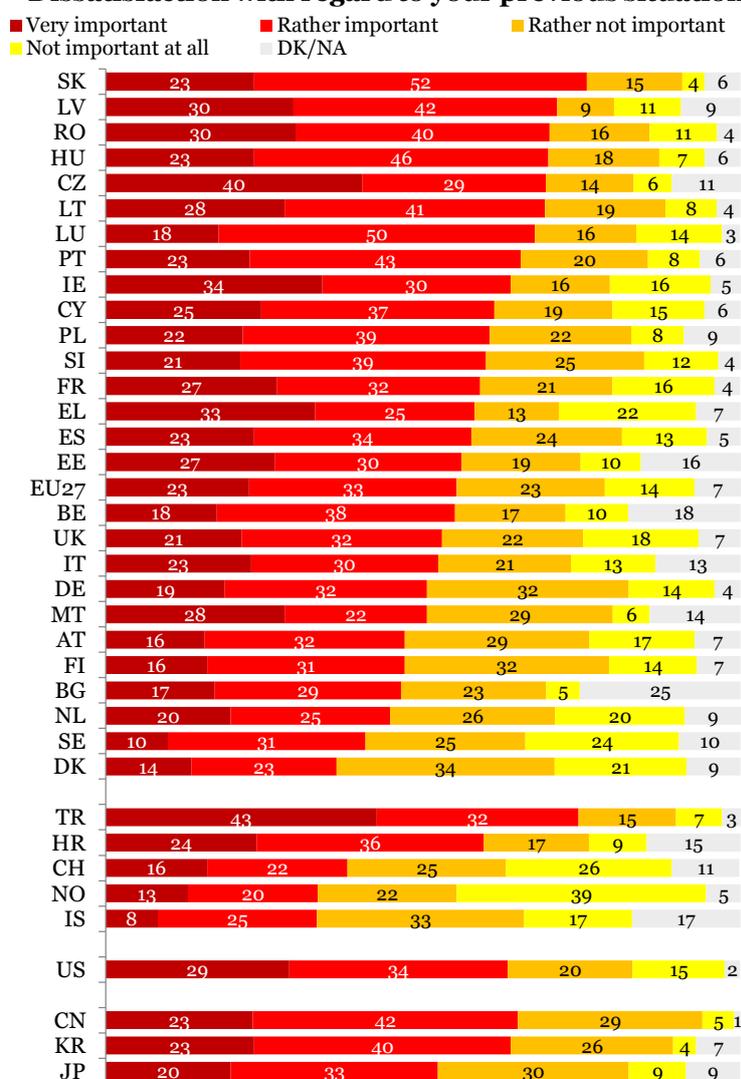
**Q11. For each of the following elements, please tell me if it was very important, rather important, rather not important or not important at all for making you take steps to start a new business or take over one.**

Base: those who had started a business or were taking steps to start one and those who were thinking about it or had thought about it, but had given up; by country

The individual country results for “**dissatisfaction with regard to one’s previous situation**” showed that this factor had been influential in the decision to take steps to start up a business for three-quarters of Slovak interviewees (23% “very important” and 52% “rather important” responses). Five other eastern European countries – Lithuania, the Czech Republic, Hungary, Romania and Latvia – joined Slovakia with between 69% and 72% of respondents who said that dissatisfaction with their previous situation had been a *very* or *rather important* factor in their decision to start up a business. The corresponding proportion was 75% among Turkish respondents who had taken steps to start up a business; Turks, however, were the most likely to describe this factor as having been *very important* (43%).

In the Nordic countries, on the other hand, less than half of respondents said that being dissatisfied with their previous situation had been important in making them decide to start up a business (from 37% in Denmark to 47% in Finland). Such figures (below 50%) were also seen in Switzerland (38%), the Netherlands (45%), Bulgaria (46%) and Austria (48%). Respondents in Norway were the most likely to answer that this factor had been *rather unimportant* or *not at all important* (61%). In the other countries listed above – except for Bulgaria – between 46% and 55% shared this view. In Bulgaria, on the other hand, just 28% of respondents described dissatisfaction with their previous situation as having been an unimportant factor in their decision, while a similar proportion (25%) gave a “don’t know” response.

### “Dissatisfaction with regard to your previous situation”



**Q11. For each of the following elements, please tell me if it was very important, rather important, rather not important or not important at all for making you take steps to start a new business or take over one.**

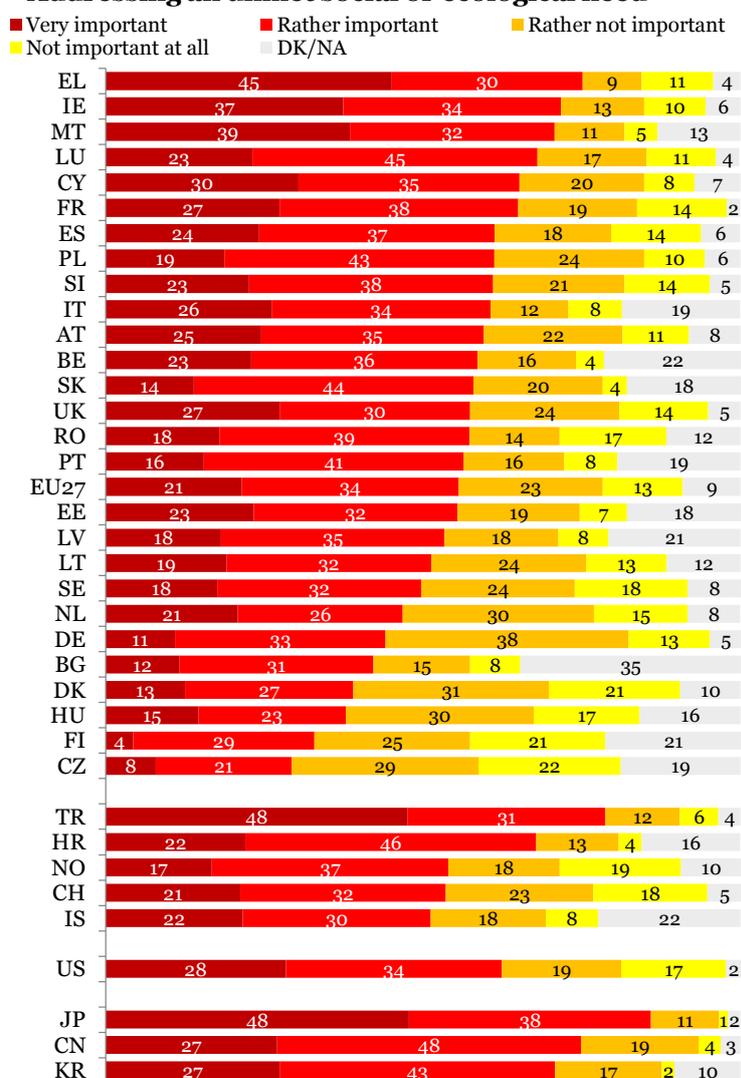
Base: those who had started a business or were taking steps to start one and those who were thinking about it or had thought about it, but had given up; by country

Within the EU, the proportion of interviewees who had taken steps to start up a business and who had wanted to **address an unmet social or ecological need** by doing so was the highest in Greece (75% of “rather important” and “very important” responses). A similar view was shared by 79% of Turkish respondents and 86% of respondents in Japan. Furthermore, in these three countries, more than 4 in 10 interviewees described addressing an unmet social or ecological need as having been *very important* in their decision to start up a business (between 45% and 48%).

In the Czech Republic, on the other hand, respondents were the least likely to answer that the possibility to address an unmet social or ecological need had been important in their decision to take steps to start up a business (29%). Other countries where this factor did not figure highly were Finland (33% of “rather important” and “very important” responses), Hungary (38%) and Denmark (40%). Furthermore, Denmark, together with Germany, were the only two countries where a slim majority (51%-52%) of respondents selected the “rather not important” and “not at all important” responses.

Finally, in many countries surveyed, a considerable proportion of interviewees gave a “don’t know” response – this was the case for about a fifth of interviewees in, the Czech Republic, Italy, Portugal, Finland, Latvia, Belgium and Iceland (19%-22%) and more than a third of respondents in Bulgaria (35%).

### “Addressing an unmet social or ecological need”



**Q11. For each of the following elements, please tell me if it was very important, rather important, rather not important or not important at all for making you take steps to start a new business or take over one.**  
Base: those who had started a business or were taking steps to start one and those who were thinking about it or had thought about it, but had given up; by country



### A comparison with the 2004 and 2007 results<sup>20</sup>

A comparison, between the 2004, 2007 and 2009 results, concerning the importance of various factors in respondents' decisions to take steps to start up a business, did not show many changes in the proportions of respondents who rated an **appropriate business idea** or receiving the **necessary financial means** as having been *very* or *rather important*. For example, across all of these surveys:

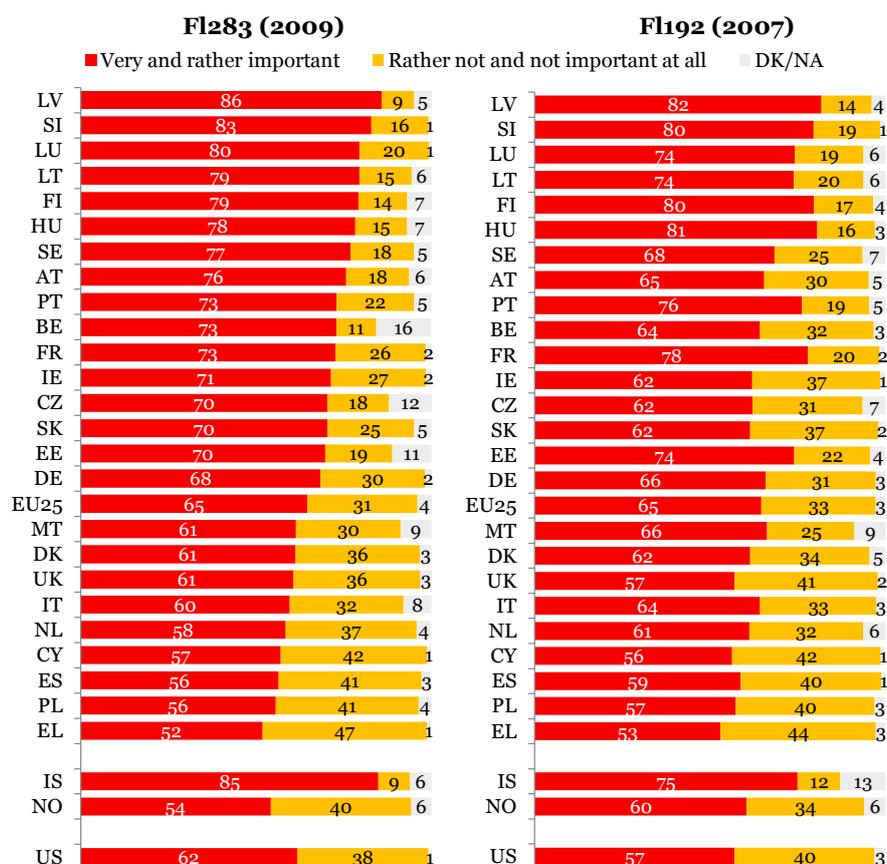
- at least three-quarters of respondents in each country said that an appropriate business idea had been an important factor in their decision to up a business,
- Norwegian and Danish respondents were less likely than their counterparts in other countries to answer that receiving the necessary financial means had been a deciding factor.

For the two other factors – “having an appropriate business partner” and “dissatisfaction with one’s previous situation” – more changes were seen across the three surveys in the proportions of respondents in each country who said these factors had influenced their decision-making.

A comparison, between the 2007 and 2009 results, showed that in many countries, respondents were now more likely to answer that having an appropriate business partner had been an important factor; the largest increase in this proportion was observed in Iceland. In 2007, 75% of respondents in Iceland answered that **contact with an appropriate business partner** had been an important factor in encouraging them to take steps to start up their business; in 2009 this proportion has increased to 85%.

#### “Contact with an appropriate business partner”

Comparison 2007-2009 (EU25, Norway, Iceland and the US)



Q11(2009)/Q12(2007). For each of the following elements, please tell me if it was important for making you take steps to start a new business or take over one.

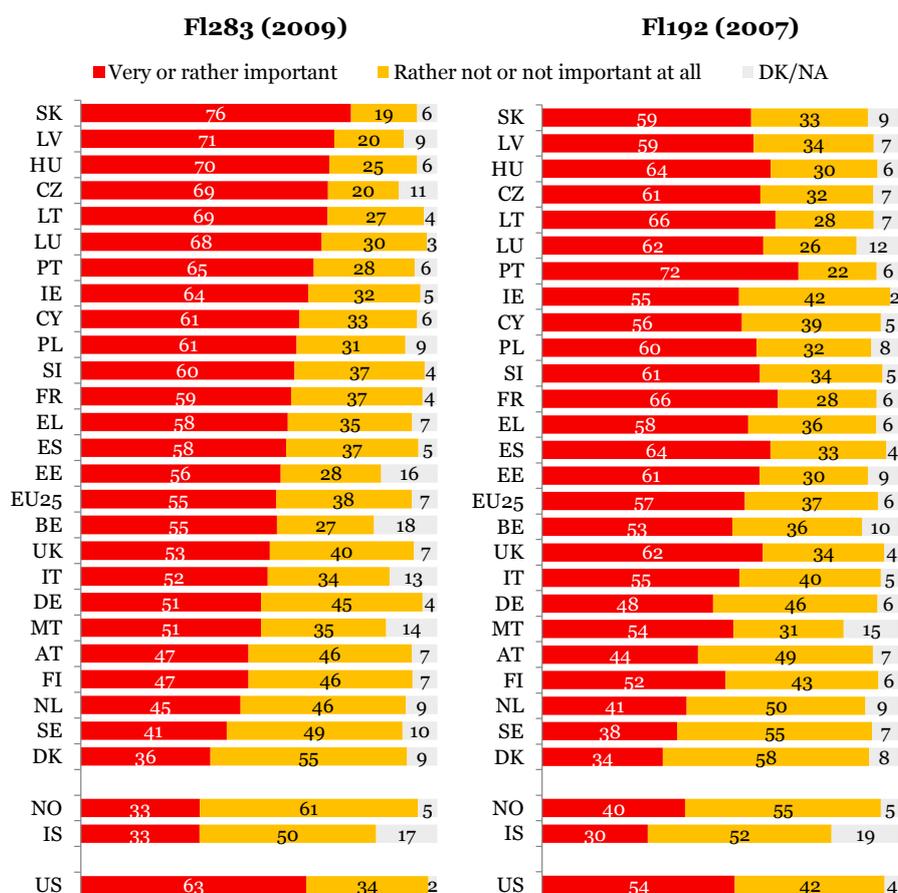
Base: those who had started a business or were taking steps to start one and those who had thought of it or had already taken steps to start a business, but gave up; EU25, Norway, Iceland and the US

<sup>20</sup> Note: sample sizes for a few countries were between 100 and 150 respondents (e.g. Malta and Luxembourg). Some caution should be exercised when interpreting the results discussed in this section.

The chart below shows that Slovakia and Latvia were characterised by the largest increases in the proportion of respondents who answered that **dissatisfaction with their previous situation** had been a *very or rather important* factor in their decision to start up a business (Slovakia: from 59% in 2007 to 76% in 2009; Latvia: from 59% to 71%). Other countries where respondents were now considerably more likely to rate this factor as having been important included Ireland and the US (+ 9 percentage points), the Czech Republic (+8), Hungary and Luxembourg (both +6).

In Estonia, Finland, France, Norway, Portugal, Spain and the UK, the proportion of respondents who identified dissatisfaction with their previous situation as being influential in their decision to take steps to start up a business has decreased by at least five percentage points. The most significant decrease was observed in the UK (from 62% in 2007 to 53% in 2009; - 9 percentage points).

**“Dissatisfaction with regard to your previous situation”**  
Comparison 2007-2009 (EU25, Norway, Iceland and the US)



**Q11(2009)/Q12(2007). For each of the following elements, please tell me if it was very important, rather important, rather not important or not important at all for making you take steps to start a new business or take over one.**

Base: those who had started a business or were taking steps to start one and those who were thinking about it or had thought about it, but had given up; EU25, Norway, Iceland and the US

### *Socio-demographic considerations*

For the EU countries, a large majority of respondents in each of the socio-demographic groups answered that having an **appropriate business idea** had been an important factor in their decision to take steps to start up a business (79%-90%). Similarly, a large majority of respondents across all segments also said that receiving the **necessary financial means** had been important; the latter factor, however, showed a larger variation across segments than the first one. For example, while three-quarters of over 54 year-olds answered that receiving the necessary financial means had been *very or rather important* in their decision to take steps to start up a business, this proportion increased to 92% for 15-24 year-olds.

In fact, younger respondents were more likely than their older counterparts to rate almost all factors listed in the survey as having been important in their decision to start up a business. This was, however, not the case when looking at the proportion of respondents who answered that **dissatisfaction with their previous situation** had been an important factor in their decision to start up a business: 15-24 year-olds and 25-54 year-olds were just as likely to rate this factor as having been *very or rather important* (57%-60%), while the over 54 year-olds were the least likely to share this view (50%).

Some other interesting differences observed across different socio-demographic segments in the EU were, for example, that:

- women were more likely to say that the possibility to address an unmet social or ecological need had been important in their decision to take steps to start up a business (60% vs. 52% of men)
- respondents with the lowest level of education were more likely to say that having a role model had been important in their decision to take steps to start up a business than they were to say that about the need to have an appropriate business partner (64% vs. 55%); the opposite was true for respondents with a higher level of education
- respondents who found it very hard to manage on their current household income were more likely than those not having financial problems to say that being dissatisfied with their previous situation had been important to make them decide to start up a business (66% vs. 51% of respondents who were “living comfortably”).

For more details, see annex tables 17b through 22b.

## **6.2 Preference to set up a new business or to take over an existing one**

All respondents – whether they had any experience of starting up a business or not – were asked to specify their preference for starting up a new business or taking over an existing one. Across most countries, a considerable proportion answered that they were not interested in starting up a business. Placing the focus solely on respondents who had once started up a business or who were thinking about taking the necessary steps to start a business<sup>21</sup> (the right-hand column on the chart below) showed a decrease in the proportion of respondents who said they were not interested in starting up a business; this proportion now ranged from 3% in Austria and Ireland to 21% in Estonia.

A more detailed look at the right-hand column in this chart – for respondents who had some business experience – showed that, across almost all countries surveyed, respondents who would prefer to set up a new business largely outnumbered those who would prefer to take over an existing venture: the results for the EU on average were 61% for the former and 24% for the latter.

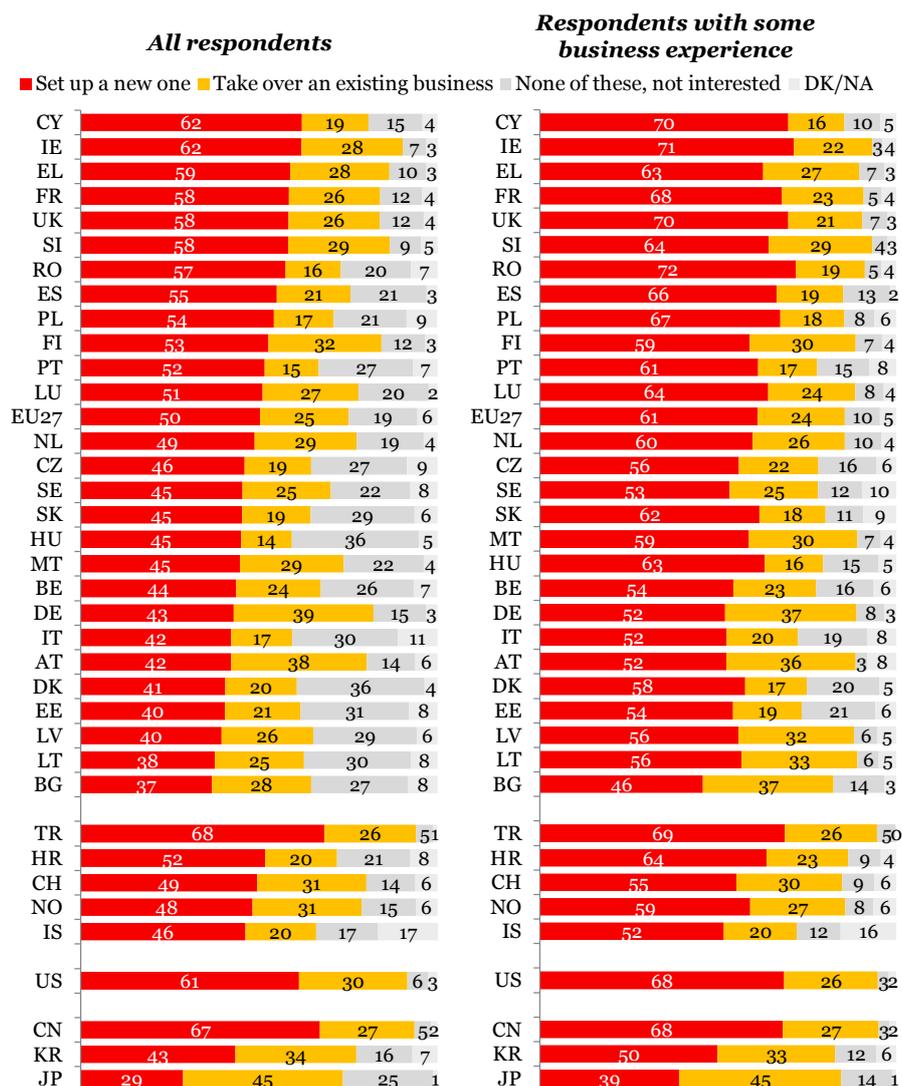
In Cyprus, the UK, Ireland and Romania, at least 7 in 10 respondents would prefer to start up a new business (70%-72%) – respondents in these countries were the most likely to state this preference. Other countries where more than two-thirds of respondents shared this preference to start up a new business were China, the US, France and Turkey (68%-69%).

In two countries, Bulgaria (46%) and Japan (39%), less than half of respondents would prefer to start up a new business. In Bulgaria, this proportion was still larger than the proportion who would prefer to take over an existing business (37%); in Japan, however, respondents who would prefer to take over an existing business outnumbered those who would prefer to start up a new one (45% vs. 39%).

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<sup>21</sup> Respondents who had started up a business or were currently taking steps to start one, respondents who were currently thinking about starting up a business and those who had thought about it or had already taken steps to do so, but had given up.

## Setting up a new business or taking over an existing one



**Q13. If you currently had the means to start your own business, including sufficient funding, would you rather set up a new one or take over an existing one?**

Base: all respondents (right); those who had started a business or were taking steps to start one and those who were thinking about it or had thought about it, but had given up (left); by country

### Starting up a new business or taking over an existing one – a comparison between 2007 and 2009<sup>22</sup>

The next chart compares respondents' preferences, in 2007 and 2009, for starting up a new business or taking over an existing one; the focus remains on respondents who had once started up a business or who were thinking about taking the necessary steps to start such a venture.

A preference for starting up a new company has slightly increased in France, Latvia, Luxembourg and Iceland. For example, in 2007, 51% of respondents in Latvia said they would prefer to start up a new business; in 2009, however, this proportion has increased to 56% (+5 percentage points).

The opposite trend was seen in Belgium, Estonia and Slovakia. For example, in 2007, 73% of respondents in Slovakia said they would prefer to start up a new business, while 15% preferred to take over an existing company; in 2009, the corresponding proportions were 62% and 19%. It should, however, also be noted that the proportion of "not interested" Slovak respondents has also increased from 4% in 2007 to 11% in 2009.

<sup>22</sup> Note: sample sizes for a few countries were between 100 and 150 (e.g. Malta and Luxembourg). Some caution should be exercised when interpreting the results discussed in this section.



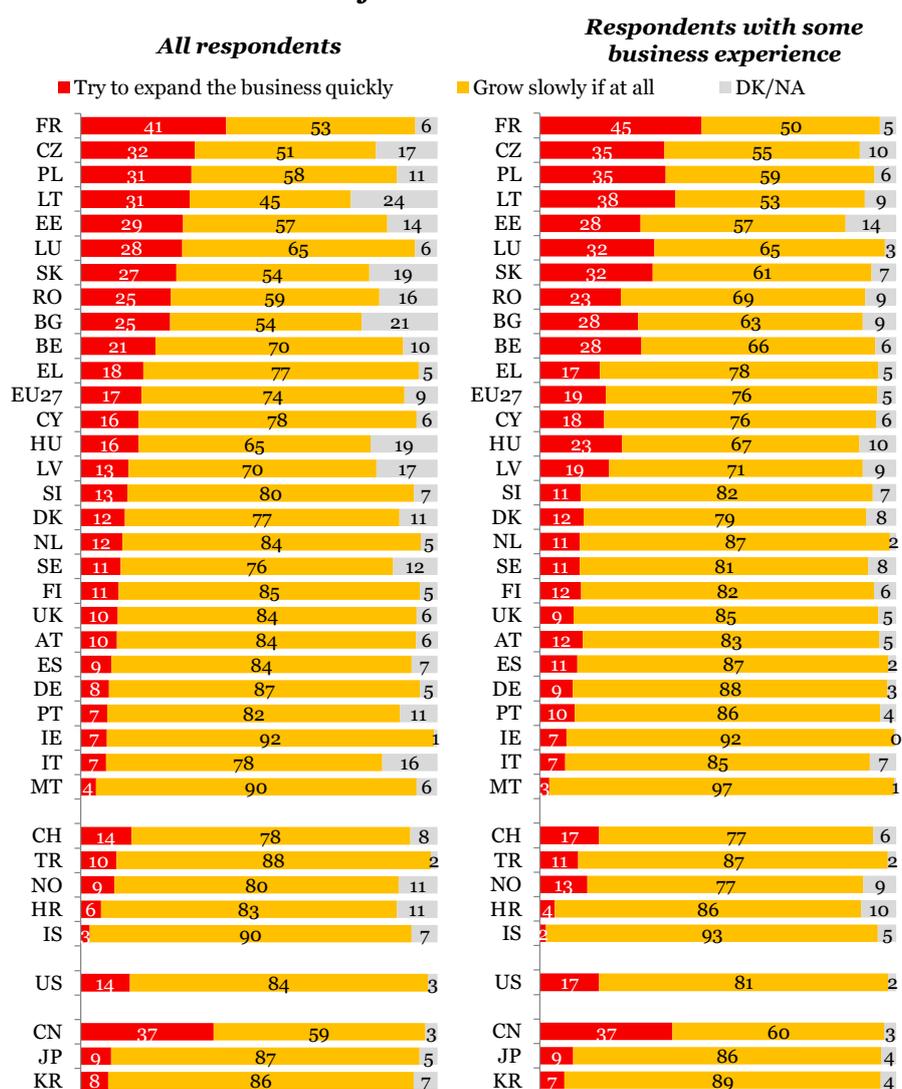
### 6.3 Choosing to grow a new business quickly or progressively

About a sixth (17%) of EU citizens would advise a friend who had just started a business to try to expand it as quickly as possible and roughly three-quarters (74%) would give the advice to grow it slowly (if at all). These EU-level results, however, tended to hide large variations between individual Member States: 41% French respondents said that the best approach for a new business would be to expand it as quickly as possible, but just 4% of Maltese respondents shared this view; 9 in 10 Maltese respondents would recommend that a new business should be developed slowly (if at all).

Respondents in China were almost as likely as the French to tell a friend that the best approach for a new business would be to expand it as quickly as possible (37%). The proportion of respondents who selected this response in the other non-EU countries included in this study, however, remained below the EU average of 17%.

The right-hand column in the chart below shows respondents who had once started up a business or who were thinking about taking the necessary steps to start one (as defined earlier in this chapter). Although these respondents found it somewhat easier to answer this question (i.e. they were less likely to give a “don’t know” response), they did not differ much as to whether they would recommend that the best approach for a new business would be to grow it slowly (if at all) or expand it as quickly as possible.

#### Advice for a friend who just started a business



Q17. Imagine that a friend of yours just started a business. Which advice would you rather give him or her?

Base: all respondents (right); those who had started a business or were taking steps to start one and those who were thinking about it or had thought about it, but had given up (left); by country

### *Socio-demographic differences*

Throughout the EU, younger respondents, full-time students and those with a high level of education were more likely than their counterparts to feel that the best approach for a new business would be to expand it as quickly as possible. For example, 15-24 year-olds were twice as likely as the over 54 year-olds to select this response (27% vs. 14%).

Among the self-employed, 15% would advise a friend who had just started a business to try to expand it as quickly as possible and 77% would advise them to grow it slowly (if at all). Employees and manual workers, on the other hand, appeared to be somewhat more attracted by the idea of trying to expand a new business as quickly as possible (18%-19%).

For more details, see annex table 34b.

## **6.4 Opportunity-driven vs. necessity-driven entrepreneurship**

The question as to whether respondents had started their business out of necessity or because they saw an opportunity was only presented to respondents who had started up a business or were currently taking steps to start one<sup>23</sup>; as a result, the sample size per country was relatively small in many countries and caution should be exercised when interpreting the results at an individual country level.

In the EU, among respondents who had started up a business or were currently taking steps to start one, 55% answered that they had started/were starting this business because they saw an opportunity and 28% did so out of necessity. Eleven percent answered that both factors had played a part: i.e. they came across an opportunity, but it had also been a necessity to start up a business.

Respondents in Denmark and the Netherlands were the most likely to answer that they had started/were starting a business because they saw an opportunity (81% and 78%, respectively). Other EU countries with high proportions of opportunity-driven entrepreneurship were Belgium (72%), Finland (71%) and Sweden (69%). In Estonia, Bulgaria and Greece, on the other hand, less than 4 in 10 respondents had come across an opportunity to set up a business (36%-39%). Half of Greek respondents answered that they had started/were starting a business out of necessity. The corresponding proportions for Bulgaria and Estonia were lower (38%-41%); more than a tenth of Bulgarians and Estonians considered that their decision to start a business had been both a necessity and an opportunity (12% and 18%, respectively).

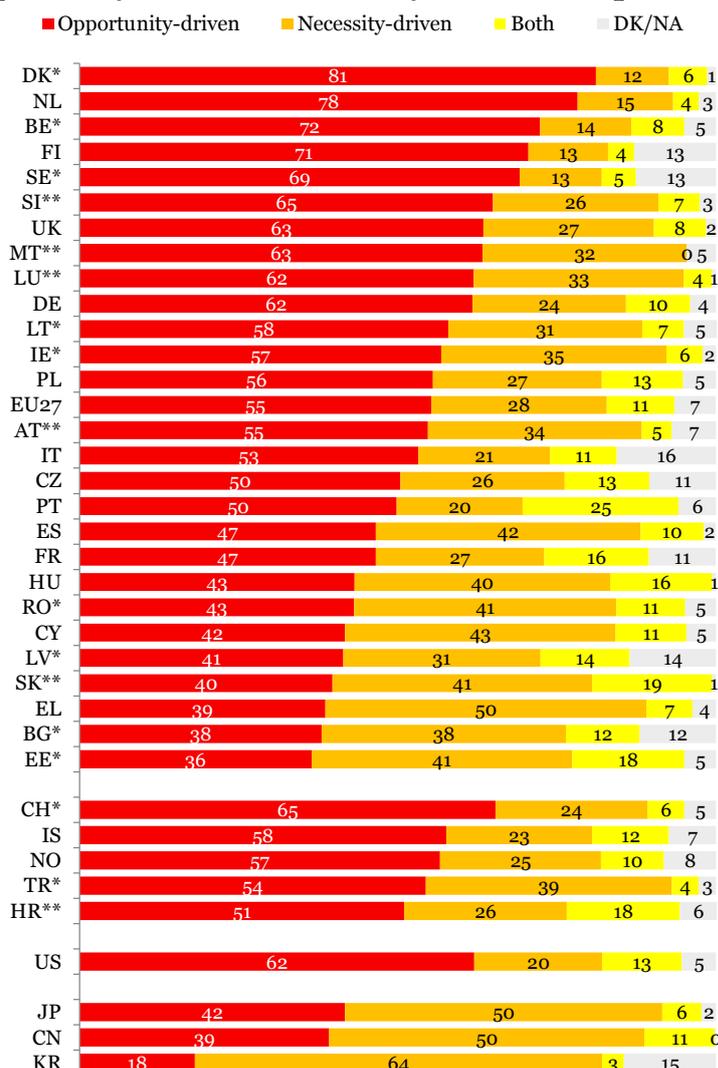
The US and Switzerland scored higher than the EU average in terms of the proportion of opportunity-driven entrepreneurship (62% and 65%, respectively). In Croatia, Turkey, Norway and Iceland, between 51% and 58% of respondents had come across an opportunity to set up a business.

The highest proportion of necessity-driven entrepreneurship was measured in South Korea (64% – compared to 18% “opportunity-driven”). In China and Japan, 50% of respondents answered that they had starting/were starting a business out of necessity.

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<sup>23</sup> Respondents who were currently starting up a business and those who were currently running a business or who had had previously run a business. This group does not include respondents who were only thinking about starting up a business and those who had thought about it, but had given up.

## Opportunity-driven vs. necessity-driven entrepreneurship



Q12. All in all, would you say you started, or are starting, your business because you saw an opportunity or you started it out of necessity?

Note: \* sample size between 100 and 150

\*\* sample size <100 (MT=31, LU=67, SK=74, SI=75, AT=95, HR=95)

Base: those who had started a business or were taking steps to start one, by country

### Opportunity- and necessity-driven entrepreneurship – a comparison between 2007 and 2009<sup>24</sup>

As noted above, the question about opportunity- and necessity-driven entrepreneurship was only presented to respondents who had started up a business or were currently taking steps to start one, resulting in relatively small sample sizes in many countries.

Focusing solely on countries with a large enough sample size, nevertheless, showed that not much has changed in some countries between 2007 and 2009 (e.g. in the UK and Hungary), while others have seen an increase in opportunity-driven entrepreneurship (e.g. in Finland and the Netherlands) or a decrease in such entrepreneurship (e.g. in France and the US).

### Socio-demographic considerations

Younger respondents and those still in education were the most likely to answer that they had started up a business, or were currently taking steps to start up such a venture, because they came across an opportunity to do so (66% and 69%, respectively). Older respondents and those with a lower level of

<sup>24</sup> Note: sample sizes for a few countries were between 100 and 150 respondents (e.g. Malta and Luxembourg). Some caution should be exercised when interpreting the results discussed in this section.

education, however, were considerably less likely to say the same (49% and 45%, respectively); more than a third of the latter group of respondents said they had started a business out of necessity (35% and 38%, respectively).

While 62% of employees said they had started/were starting a business because they saw an opportunity, this proportion was lower among other occupational groups (52%-55%). It is, however, also worth noting that 16% of the self-employed would consider that their business start-up had been both a necessity and an opportunity (compared to 7%-8% across other occupational groups).

Finally, respondents' household income also had an impact on their likelihood of having started up a business because they came across an opportunity or out of necessity. More than 6 in 10 who said they could live comfortably on their current household income answered that they had come across an opportunity, compared to 44% of those who found it very hard to manage on their current income. The corresponding proportions relating to necessity-driven entrepreneurship were 21% and 36%, respectively.

For more details, see annex table 23b.

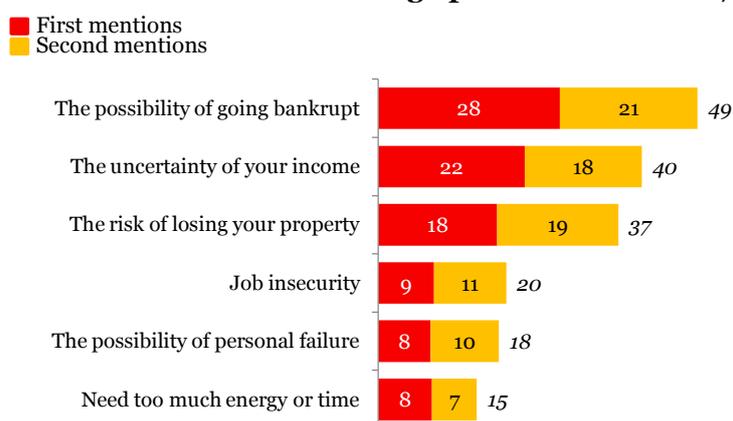
## 7. Business start-ups: perceptions about risks and barriers

The current chapter deals in more depth with perceptions about business start-ups. The first section looks at the results of a question that asked respondents to list the risks that they would fear most when setting up a business in today's economic climate. The second section presents the results of a number of questions about the perceived barriers to entrepreneurship; for example, respondents were asked whether they thought that business start-ups were difficult due to a lack of financial support or due to complex administrative procedures.

### 7.1 Greatest fears when starting up a business

When EU citizens were asked what they would fear most if they were setting up a business in today's economic climate, about half (49%) chose the **possibility of going bankrupt**. The **uncertainty of not having a regular income** was mentioned by 40% of respondents and a somewhat lower proportion (37%) selected the **risk of losing their property**. Only half as many EU citizens (20%) were most afraid of **job insecurity** when starting up a business. Similarly, 18% named the possibility of **personal failure** as one of their greatest fears and 14% felt that that they would have to devote **too much time and effort** to such a project.

#### Greatest fears when starting up a business – EU27



**Q14. If you were to set up a business today, which are the two risks you would be most afraid of? Is it:**

Base: all respondents, EU27

### *Country variations*

Respondents in Croatia, Turkey and Lithuania were the most likely to answer that they would fear **the possibility of going bankrupt** if they were setting up a business (57%-59%). In six additional countries, more than half of respondents selected this response: Denmark (51%), Luxembourg (52%), Portugal (53%), France (54%), Romania (55%) and China (56%). Respondents in South Korea, on the other hand, were the least likely to be afraid of the possibility of going bankrupt (19%).

Six in 10 Hungarians and about half of Greek, Swedish and Polish respondents (51%-52%) were most afraid of **the uncertainty of not having a regular income** when starting up a business. In Lithuania, Switzerland and China, however, only half as many respondents selected this response (25%-26%).

While Polish respondents were among the most likely to fear the uncertainty of not having a regular income, they were the least liable to be afraid of **job insecurity** when starting up a business (10%). Low proportions selecting this response were also recorded in Austria, Bulgaria and South Korea (12%-13%); respondents in Slovakia and Turkey most frequently mentioned this fear of job insecurity (35%-37%).

The proportion selecting the **risk of losing their property** when starting up a business ranged from less than a fifth in Malta (11%), Norway (14%), Italy (18%) and Cyprus (19%) to about half of respondents in Germany, Ireland and Spain (50%-51%).

Almost 4 in 10 (38%) Maltese respondents named the possibility of **personal failure** as one of their greatest fears if they were to start up a business. The fear of personal failure was also mentioned by more than 3 in 10 respondents in South Korea and China (31%-33%), compared to only half as many Japanese (17%). Interviewees in Sweden and Iceland were the least likely to fear the possibility of personal failure (8%-9%).

Less than a tenth of interviewees in Portugal (5%), Croatia and Turkey (both 7%), and Lithuania (8%), felt that that they would have to devote **too much time and effort** if they were to set up a business. In sharp contrast, in Finland and Sweden, slightly more than 3 in 10 (31%-32%) of respondents selected this response.

### Greatest fears when starting up a business – by country (sum of *first* and *second* selections)

	The possibility of going bankrupt	The uncertainty of your income	The risk of losing your property	Job insecurity	The possibility of suffering a personal failure	The need to devote too much energy or time to it
Austria	41	38	40	12	24	17
Belgium	47	36	33	21	17	10
Bulgaria	44	37	35	13	29	15
Cyprus	45	44	19	29	28	14
Czech Rep.	46	43	30	28	20	20
Denmark	51	43	30	16	16	27
Estonia	35	42	37	26	20	16
Finland	28	41	32	22	23	31
France	54	36	32	25	22	18
Germany	50	32	50	17	18	16
Greece	47	51	20	30	21	11
Hungary	46	60	38	15	13	14
Ireland	50	40	50	24	16	13
Italy	48	46	18	19	16	11
Latvia	50	44	43	15	18	13
Lithuania	59	25	42	18	28	8
Luxembourg	52	31	38	26	23	17
Malta	46	41	11	28	38	17
Netherlands	40	41	27	26	14	20
Poland	48	52	33	10	21	14
Portugal	53	47	33	21	15	5
Romania	55	43	31	14	17	11
Slovakia	42	35	31	35	22	22
Slovenia	46	31	38	14	26	17
Spain	49	33	51	22	18	12
Sweden	35	51	24	18	8	32
UK	48	42	45	20	18	16
Croatia	57	34	37	20	12	7
Iceland	40	47	30	24	9	13
Norway	37	45	14	17	12	25
Switzerland	48	26	32	21	17	26
Turkey	58	31	31	37	22	7
US	40	46	28	20	19	23
China	56	26	38	20	33	21
Japan	33	37	30	28	17	26
South Korea	19	44	41	13	31	21

**Q14. If you were to set up a business today, which are the two risks you would be most afraid of? Is it:**

Note: “Don’t know” responses not shown

Base: all respondents, by country

In 24 countries, the **possibility of going bankrupt**, the **uncertainty of not having a regular income** and the **risk of losing their property** were the three most mentioned fears associated with a business start-up. For example, 55% of Romanians were concerned about the possibility of going bankrupt (first position), 43% listed the uncertainty of not having a regular income (second position) and 31% selected the risk of losing their property (third position).

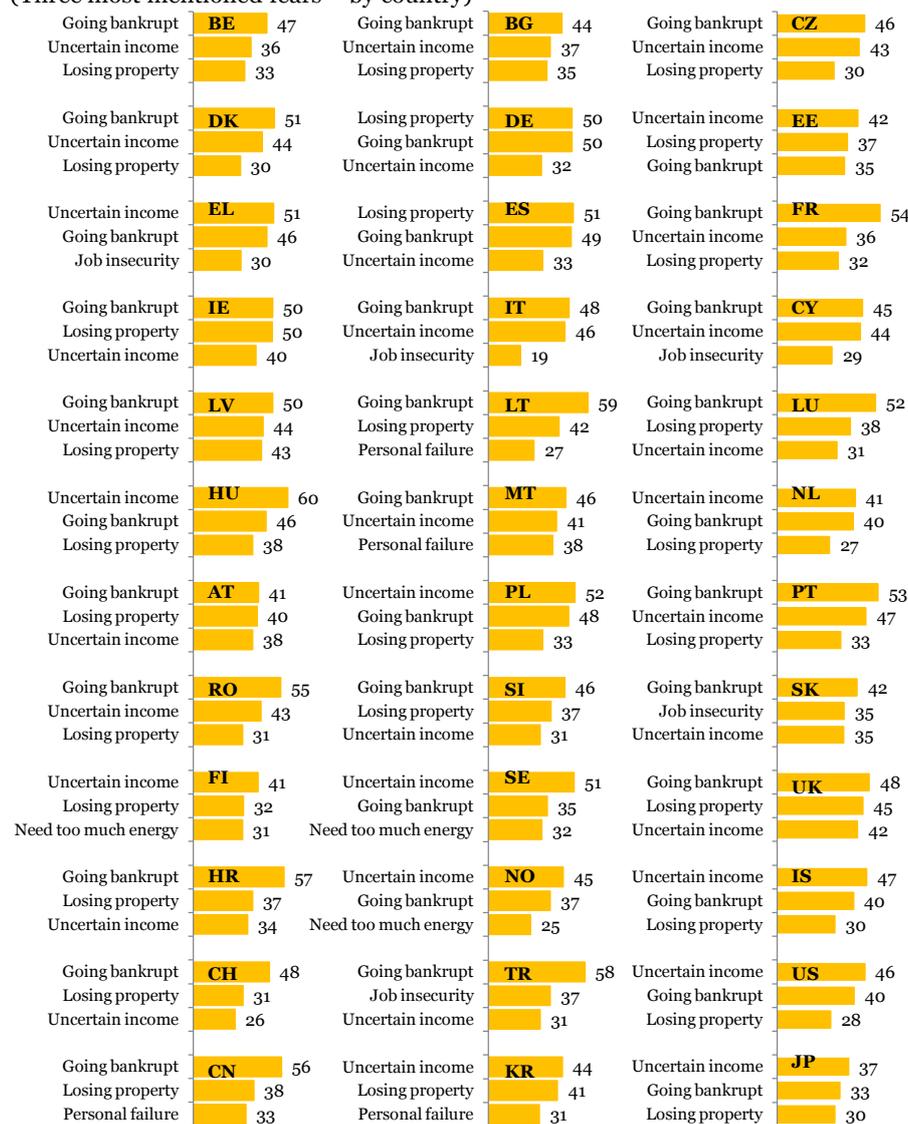
In five countries – Greece, Italy, Cyprus, Slovakia and Turkey – respondents were more likely to be concerned about **job security** than about losing their property. For example, 30% of Greek respondents were most afraid of job insecurity (third position), while just 20% selected the risk of losing their property.

As noted above, respondents in Malta, China and South Korea were the most likely to name the **possibility of personal failure** as one of their greatest fears. In these countries, and in Lithuania, this concern appeared among the top three most mentioned fears associated with a business start-up.

Similarly, Sweden and Finland were the countries where respondents were the most likely to fear that a business start-up would require **too much time and effort** – this appeared among the three most mentioned fears in those countries. A similar result was seen in Norway where 25% of respondents felt that that they would have to devote too much time and effort to such a project (third position).

### Greatest fears when starting up a business

(Three most mentioned fears – by country)



Q14. If you were to set up a business today, which are the two risks you would be most afraid of? Is it: (sum of first and second selections)

Base: all respondents, by country

### ***Greatest fears when starting up a business – a comparison with the 2007 results***

A comparison, between the 2007 and 2009 results, concerning respondents' greatest fears when setting up a business in the existing economic climate, did not show many changes in each country's three most mentioned fears (see chart above). For example, in the current survey, 48% of British respondents mentioned the possibility of going bankrupt (first position), 45% listed the risk of losing their property (second position) and 42% selected the uncertainty of not having a regular income (third position). In 2007, the corresponding proportions were 50%, 43% and 41%, respectively.

Although the uncertainty of one's income appeared in the top three of the most mentioned fears associated with a business start-up in almost all countries – both in 2007 and 2009, a more detailed look at the results showed that the actual proportion of respondents who selected this fear has increased in a majority of the countries surveyed. Latvia, Hungary, Malta and Estonia have seen the largest increases in this proportion (for example, Latvia: from 28% in 2007 to 44% in 2009; +16 percentage points).

### ***Socio-demographic considerations***<sup>25</sup>

The youngest respondents (under 25) were more likely than their older counterparts to mention the possibility of going bankrupt (64% vs. 44% of over 54 year-olds) or the possibility of personal failure (23% vs. 16%-17% of over 39 year-olds) as one of their greatest fears; they were, however; less likely to select the risk of losing their property (31% vs. 36%-41%). The over 54 year-olds, however, were the least likely to mention the uncertainty of not having a regular income (35% vs. 43%-45% of 25-54 year-olds).

Respondents with the highest level of education were less likely to name the possibility of going bankrupt as their greatest fear (42% vs. 49%-50% of respondents with a lower level of education and 61% of full-time students); however, they more frequently thought that they would have to devote too much time and effort to such a project (21% vs. 9% of respondents with the lowest level of education). A similar pattern of differences was seen when looking at respondents' perceptions about their household income: respondents without financial difficulties worried more about the time and effort they would need to devote to a business start-up, while those with financial difficulties were more afraid of the possibility of going bankrupt.

Non-working respondents and manual workers were more likely than self-employed respondents and employees to name the possibility of going bankrupt as their greatest fear when starting up a business (50%-53%, compared to 45%-47%). The latter, on the other hand, were more likely to fear that they would have to devote too much time and effort to such a project (18%-19% vs. 13%). Self-employed respondents and employees, however, differed in their fear of job insecurity; while 21% of employees said they were most afraid of job insecurity, this view was shared by 16% of self-employed respondents.

Finally, an analysis by the respondent's place or residence showed the largest differences in terms of the risk of losing one's property: this fear was mentioned by 39% of respondents living in rural zones, compared to 33% of respondents in metropolitan areas.

For more details, see annex table 25b and 26b.

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<sup>25</sup> Note: sum of *first* and *second* selections.

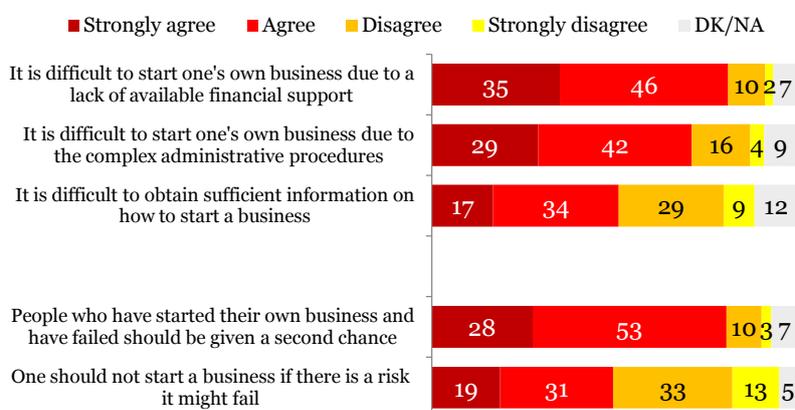
## 7.2 Perceived barriers to entrepreneurship

Roughly 8 in 10 EU citizens agreed that it was difficult to start up a business due to a lack of available financial support; 35% *strongly agreed* that this was the case. A large majority of respondents also agreed that business start-ups were difficult due to complex administrative procedures: 71%, in total, agreed and 29% *strongly agreed*. EU citizens were, however, less likely to agree that it was difficult to obtain sufficient information about how to start up a business: 51% agreed with this statement, while 38% disagreed.

A minority (13%) of EU citizens doubted whether people who had started a business and had failed should be given a second chance. In fact, 28% *strongly agreed* and 53% *agreed* that entrepreneurs who had failed should be given a second chance.

EU citizens were split in their opinions as to whether a business start-up should be avoided if there was a risk that this venture might fail: 50% agreed and 46% disagreed (19% *strongly agreed* and 13% *strongly disagreed*).

### Barriers to entrepreneurship – EU27



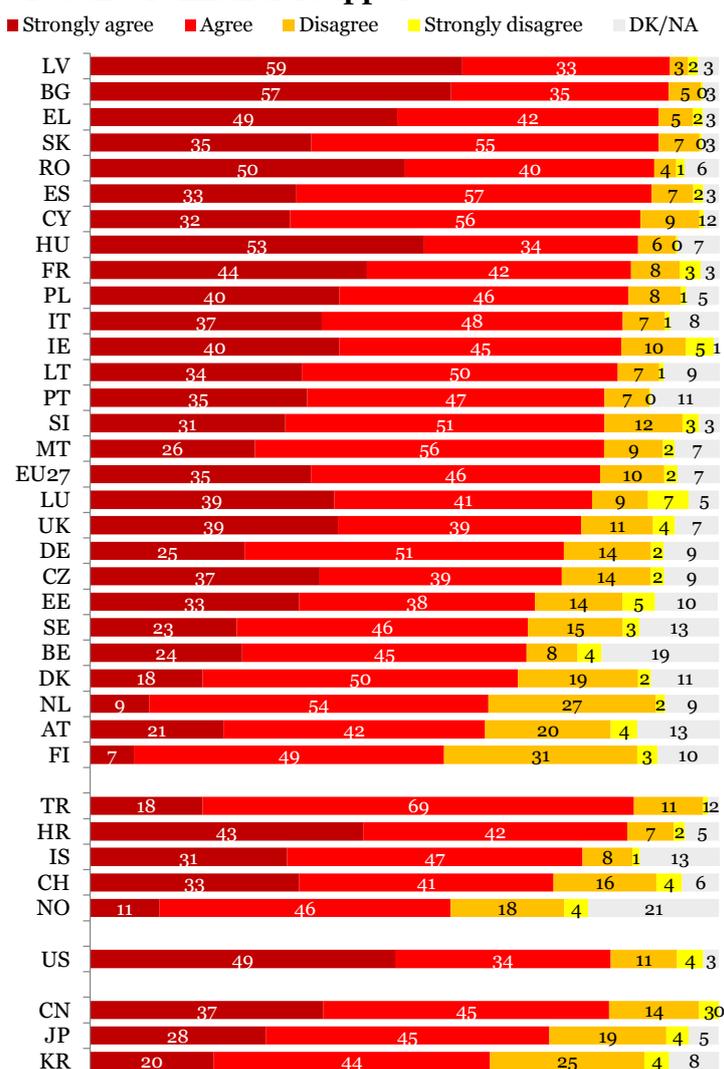
**Q18. Do you strongly agree, agree, disagree or strongly disagree with the following opinion?**  
Base: all respondents, EU27

Country variations

Across all EU Member States, a majority of interviewees agreed that it was **difficult to start one’s own business due to a lack of available financial support**. In Greece, Bulgaria and Latvia, at least 9 in 10 respondents, in total, agreed with this statement (91%-92%) and half, or more, respondents *strongly agreed* (49%, 57% and 59%, respectively). In Finland, Austria and the Netherlands, less than two-thirds of respondents agreed that business start-ups were difficult due to a lack of financial support (56%-63%). Finnish and Dutch respondents were also the least likely to *strongly agree* with this statement (7%-9%); in Austria, however, 21% expressed such strong agreement. Nonetheless, even in these countries at the bottom of the ranking, not more than a third of respondents *disagreed* that a lack of financial support was a barrier when starting up a business (24% in Austria, 29% in the Netherlands and 34% in Finland).

Among respondents in the non-EU countries included in this study, Turkish interviewees were the most prone to agree that it was difficult to start one’s own business due to a lack of available financial support and Norwegians were the least likely to share this opinion (77% and 57%, respectively). In Norway, 22% of respondents disagreed with this statement and a similar proportion gave a “don’t know” response. This meant that respondents in South Korea were more likely than Norwegians (and respondents in other non-EU countries) to disagree that that the lack of financial support was a barrier when starting up a business (29%).

**“It is difficult to start one’s own business due to a lack of available financial support”**

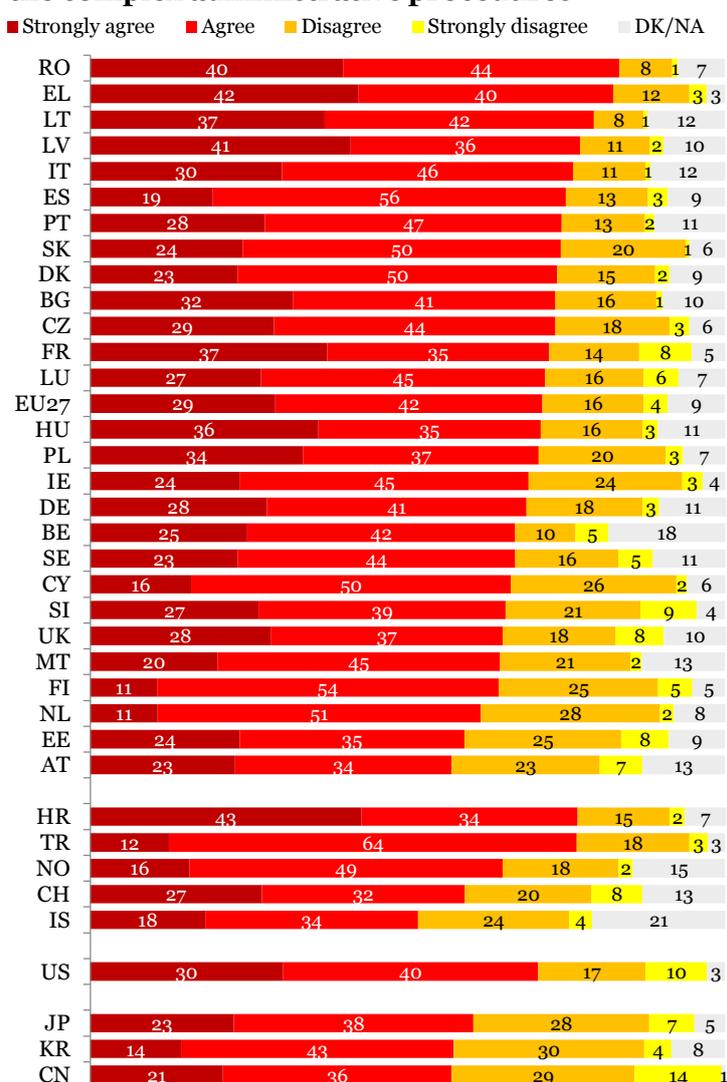


Q18. Do you strongly agree, agree, disagree or strongly disagree with the following opinion?  
Base: all respondents

A majority of respondents across all countries also agreed that **it was difficult to start up one's own business due to complex administrative procedures**; the total level of agreement ranged from 52% in Iceland to 84% in Romania. Respondents in Romania were joined by Italian, Latvian, Lithuanian, Greek, Turkish and Croatian interviewees with at least three-quarters who agreed that complex administrative procedures made start-ups difficult (76%-82%). In Austria, Estonia, Switzerland, China and South Korea, on the other hand, the proportions of respondents who expressed agreement were more in line with Iceland (57%-59%).

A closer look at the proportions of respondents who expressed strong agreement or disagreement showed that at least 4 in 10 interviewees in Greece, Romania Latvia and Croatia *strongly agreed* that business start-ups were difficult due to complex administrative procedures (40%-43%). However, as for the previous statement, the proportion of respondents who *strongly disagreed* remained below 10% in almost all countries (except for China and the US, 14% and 10%, respectively).

### “It is difficult to start one's own business due to the complex administrative procedures”



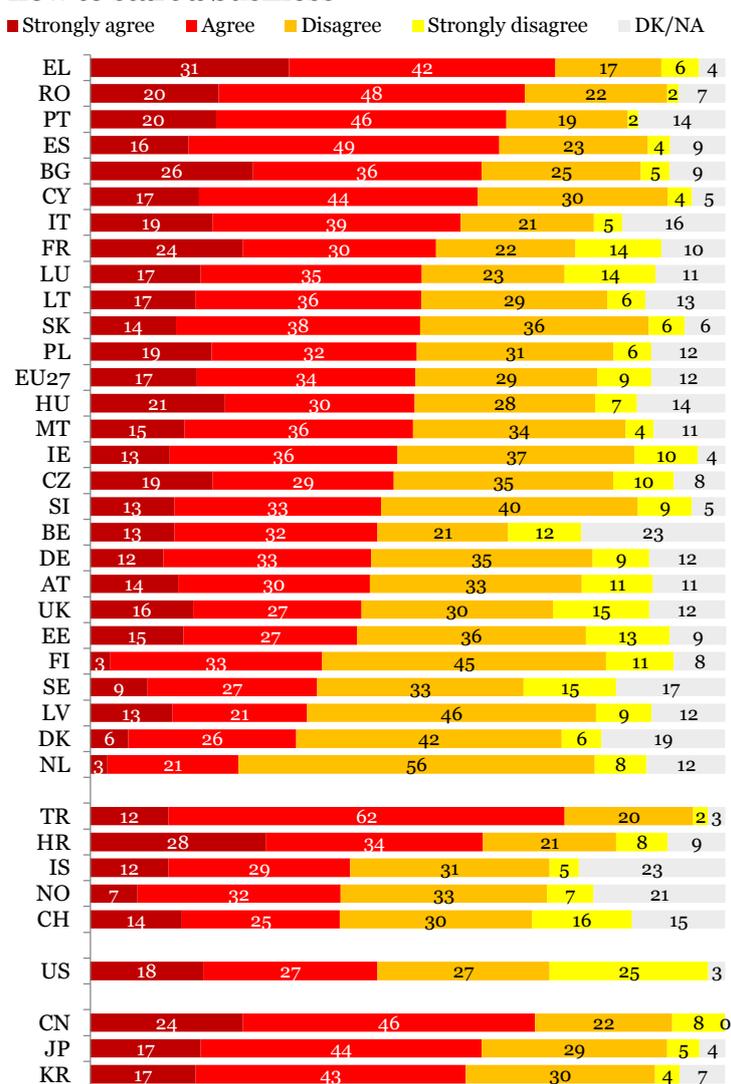
Q18. Do you strongly agree, agree, disagree or strongly disagree with the following opinion?

Base: all respondents

Greek and Romanian respondents were not only the most likely to agree that it was difficult to start up a business due to complex administrative procedures, but also that **it was difficult to obtain sufficient information on how to start up a business** (73% and 68%, respectively). Respondents in Turkey and China shared this concern about the difficulties in obtaining information about how to start up a business (74% and 70%, respectively, agreed with the statement).

In the Netherlands, on the other hand, 64% of respondents *disagreed* that it was difficult to obtain sufficient information about how to start up a business. In a further three countries, a majority of respondents disagreed with this statement: Finland (56%), Latvia (55%) and the US (52%). Respondents in the US were also the most likely to *strongly disagree* (25%). Note that Latvians were among the most likely to agree that business start-ups were difficult due to complex administrative procedures (see chart above); as shown here, however, they were a lot more positive about the availability of the relevant information.

**“It is difficult to obtain sufficient information on how to start a business”**

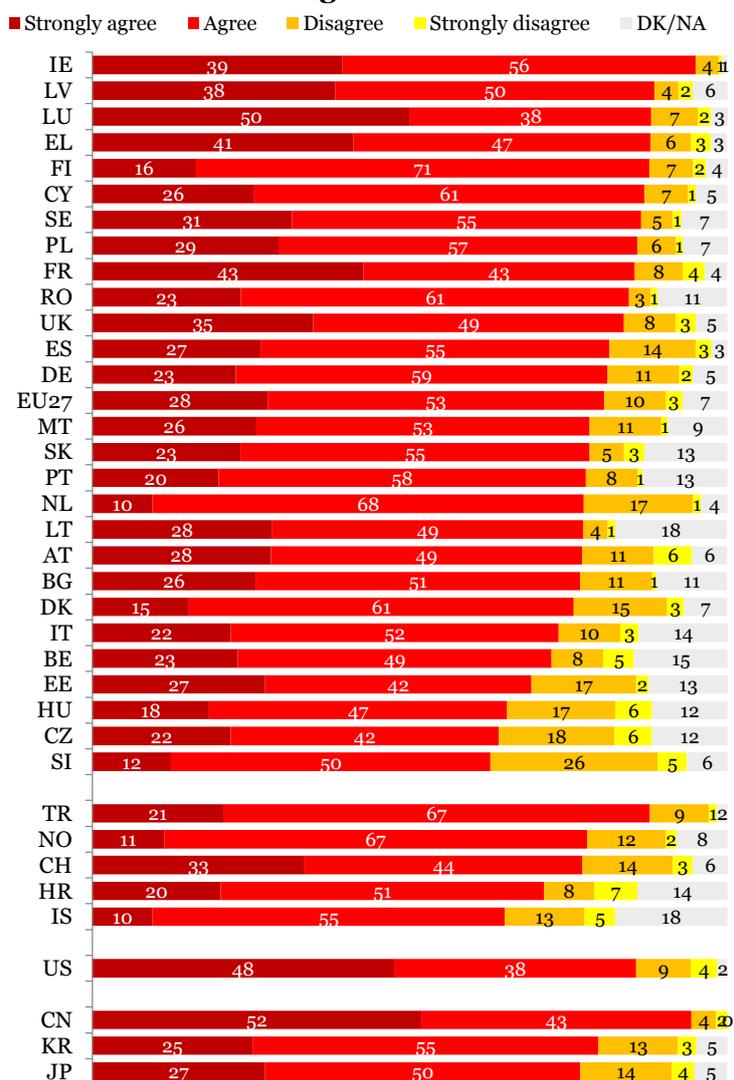


Q18. Do you strongly agree, agree, disagree or strongly disagree with the following opinion?  
Base: all respondents

High levels of agreement were also observed for the statement that “**people who have started a business and have failed should be given a second chance**”. In Ireland and China, almost all respondents (95%) agreed that entrepreneurs who had failed should be given a second chance (39% and 52%, respectively, *strongly agreed*). Furthermore, in another 13 countries, the total level of agreement was between 80% and 90%: for example, 86% of French, 87% of Cypriot and 88% of Turkish respondents agreed that people who had started a business and had failed should be given a second chance.

Slovenia (62%), the Czech Republic (64%), Hungary and Iceland (both 65%) had the lowest proportion of respondents who agreed that entrepreneurs who had failed should be given a second chance. Slovenes most frequently *disagreed* with this statement (31%); in all other countries, however, less than a quarter of respondents expressed disagreement.

### “People who have started their own business and have failed should be given a second chance”

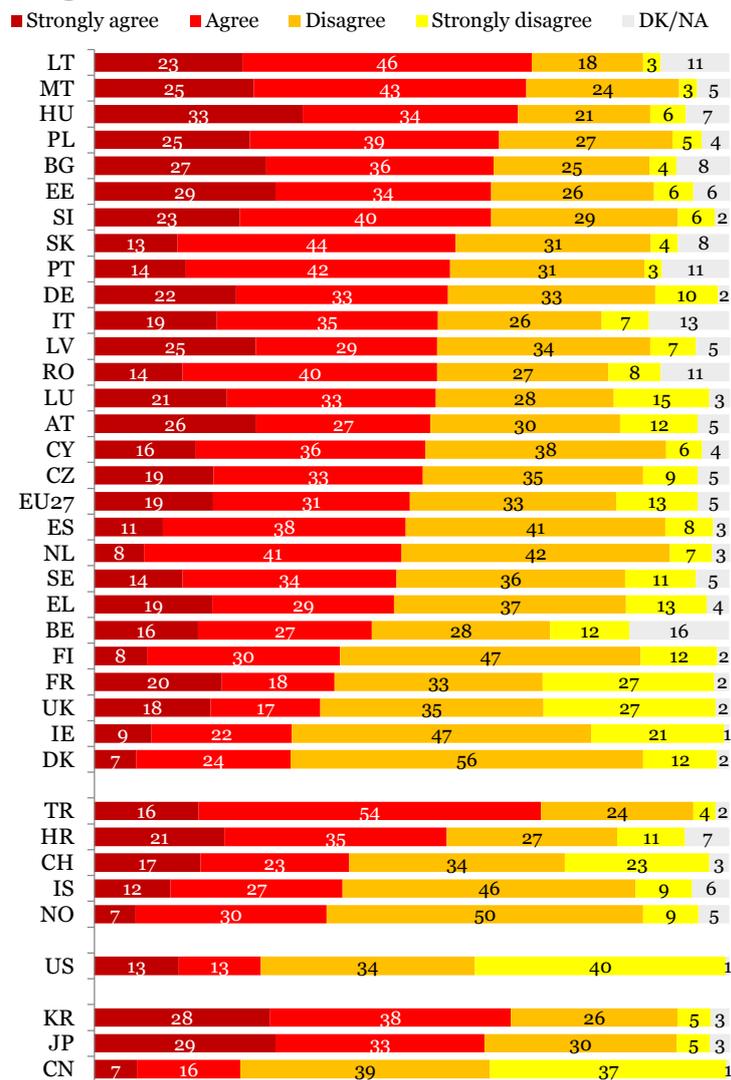


Q18. Do you strongly agree, agree, disagree or strongly disagree with the following opinion?  
Base: all respondents

In the EU, the proportion of respondents who agreed that **one should not start up a business if there was a risk that it might fail** ranged from 31% in Denmark and Ireland to 67%-69% in Hungary, Lithuania and Malta. Similarly, the proportion of respondents who disagreed ranged from 21% in Lithuania and 27% in Malta and Hungary to 68% in Ireland and Denmark.

A large variation in the total levels of agreement and disagreement were also seen across the other countries included in this study. For example, while 37% of respondents in Norway agreed that a business start-up should be avoided if there was a risk of failure, this proportion increased to 70% in Turkey. The US and China were seen somewhat as outliers with about a quarter (23%-26%) of respondents who agreed and three-quarters (74%-76%) who disagreed with this statement. Additionally, 37% of Chinese and 40% of American respondents *strongly disagreed* that one should not start up a business if there was a risk that it might fail.

**“One should not start a business if there is a risk it might fail”**



**Q18. Do you strongly agree, agree, disagree or strongly disagree with the following opinion?**  
Base: all respondents

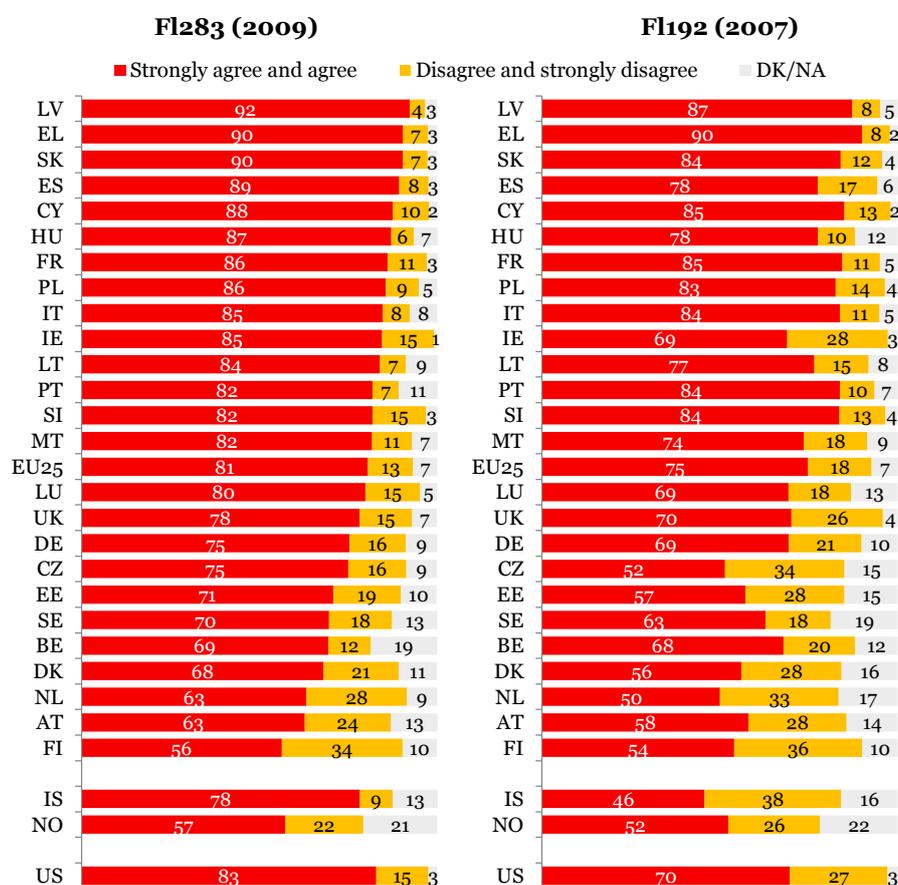
**Perceptions about business start-ups – a comparison with the 2007 results**

A comparison, between the 2007 and 2009 results, showed that in a majority of countries included in both surveys, respondents were now more likely to agree that **it was difficult to start up a business due to a lack of financial support**; Iceland had the largest increase in this proportion. In 2007, 46% of respondents in Iceland agreed that business start-ups were difficult due to a lack of financial support; in 2009 this proportion has increased to 78% (+32 percentage points).

In a further eight countries, the proportion of interviewees who agreed that a lack of financial support was a barrier when starting up a business has increased by more than 10 percentage points; this was the case, for example, in the Czech Republic (from 52% in 2007 to 75% in 2010; +23 percentage points), Ireland (from 69% to 85%; +16) and the US (from 70% to 83%; +13).

**“It is difficult to start one’s own business due to a lack of available financial support”**

Comparison 2007-2009 (EU25, Norway, Iceland and the US)



**Q18(2009)/Q16(2007). Do you strongly agree, agree, disagree or strongly disagree with the following opinion?**

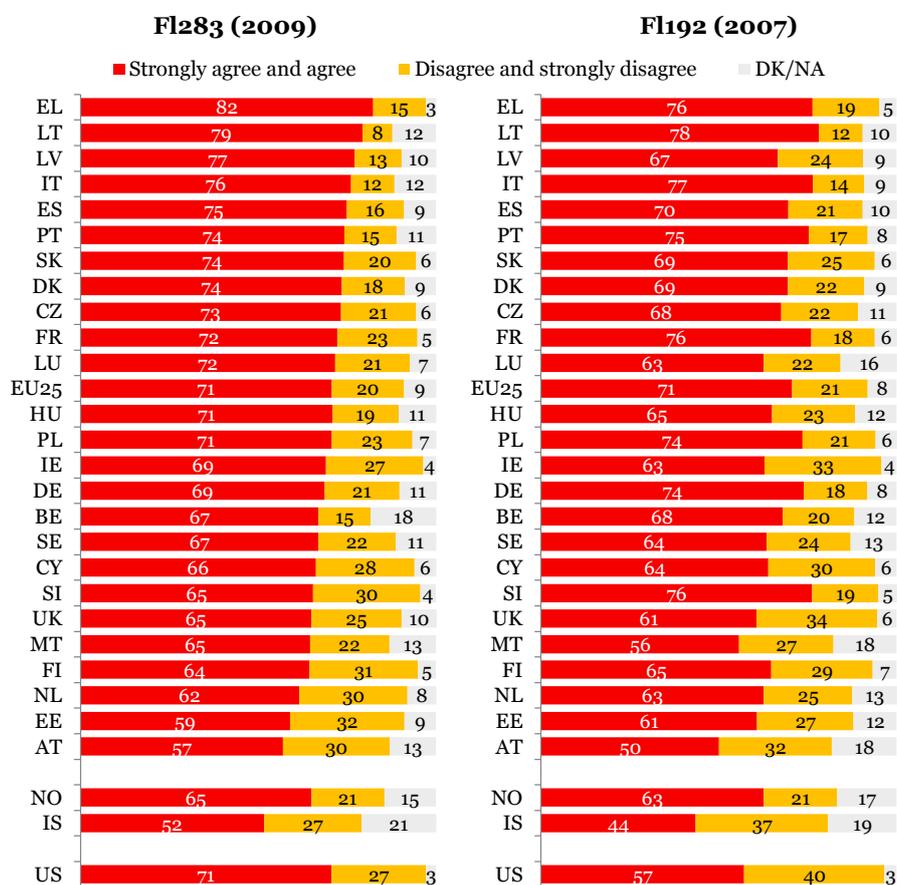
Base: all respondents, EU25, Norway, Iceland and the US

The agreement that **it was difficult to start up a business due to complex administrative procedures** has increased by at least five percentage points, from 2007 to 2009, in about half of the counties surveyed. The US has seen the largest increase in the proportion of respondents agreeing that complex administrative procedures made start-ups difficult. In 2007, 57% of American respondents agreed with this statement; in the current survey, however, these proportions have increased to 71% (+14 percentage points). In Luxembourg and Malta, the proportion of respondents who agreed that business start-ups were difficult due to complex administrative procedures increased by nine percentage points (Luxembourg: from 63% in 2007 to 72% in 2010; Malta: from 56% in 2007 to 65% in 2010).

An opposite trend, however, was observed in Germany and Slovenia. In 2007, roughly three-quarters (74%-76%) of German and Slovene respondents agreed that complex administrative procedures made start-ups difficult; however, in the current survey these proportions have decreased to 69% and 65%, respectively (-5 and -11 percentage point decreases).

### “It is difficult to start one’s own business due to the complex administrative procedures”

Comparison 2007-2009 (EU25, Norway, Iceland and the US)



Q18(2009)/Q16(2007). Do you strongly agree, agree, disagree or strongly disagree with the following opinion?

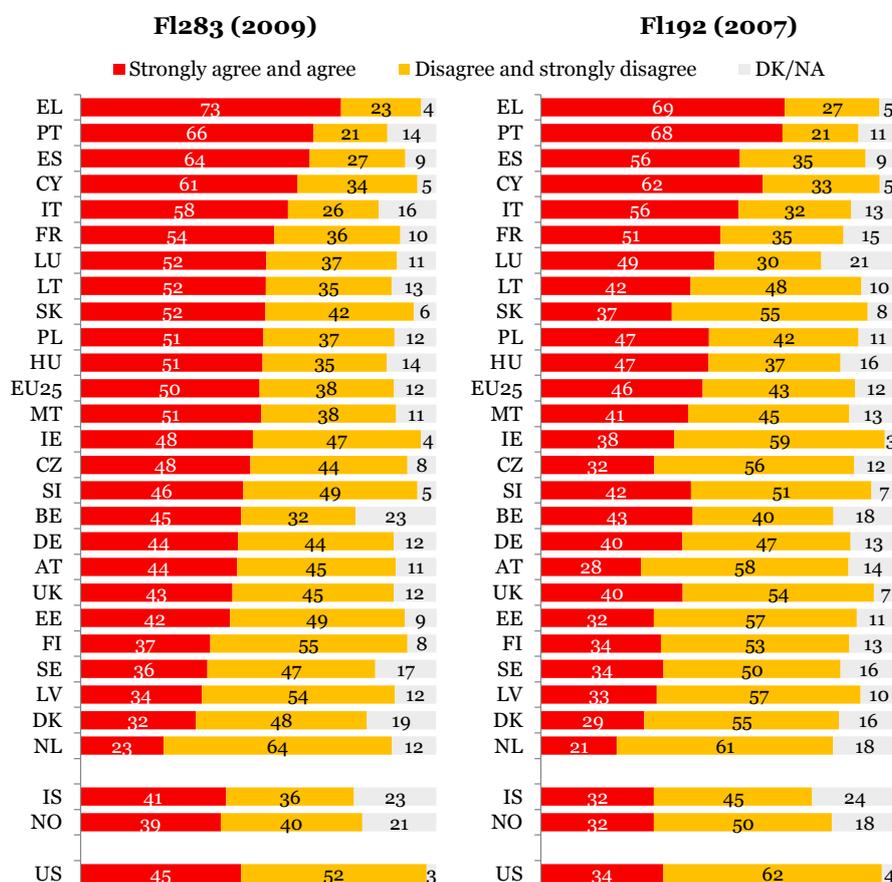
Base: all respondents, EU25, Norway, Iceland and the US

The US was also characterised by one of the largest increases in negative perceptions when looking at the statement about the **difficulties in obtaining sufficient information about how to start up a business**. In 2007, 34% of Americans agreed that it was difficult to obtain sufficient information when starting up a business; in the current wave, however, 45% agreed that this was the case (+11 percentage points).

Austria, the Czech Republic and Slovakia, however, have seen the largest increases in the proportion of respondents who agreed that it was difficult to obtain sufficient information about how to start up a business (+15 or +16 percentage point increases). For example, in 2007, one in three interviewees in the Czech Republic agreed that it was difficult to obtain sufficient information about how to start up a business; in 2009, almost one in two Czech respondents agreed that this was the case (from 32% in 2007 to 48% in 2009; +16 percentage points). No countries were characterised by a significant positive trend (i.e. a decrease in the proportion of respondents who agreed with the statement).

### “It is difficult to obtain sufficient information on how to start a business”

Comparison 2007-2009 (EU25, Norway, Iceland and the US)



Q18(2009)/Q16(2007). Do you strongly agree, agree, disagree or strongly disagree with the following opinion?

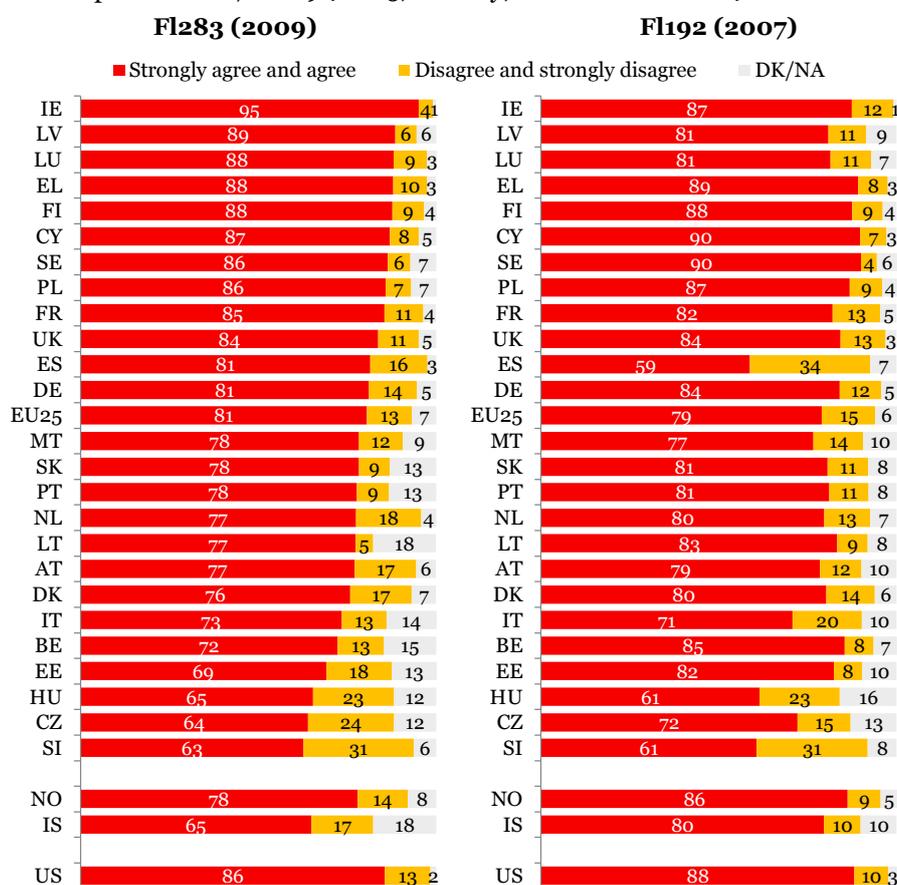
Base: all respondents, EU25, Norway, Iceland and the US

In comparison with the previous statements about financial support, complex administrative procedures and obtaining sufficient information about business start-ups, the results for the statements that “**people who have started a business and have failed should be given a second chance**” showed less change; in a majority of countries, the proportion of respondents who agreed with this statement has remained the same since 2007. For example, in 2007, 61% of Slovenes and Hungarians agreed that entrepreneurs who had failed should be given a second chance; in 2009, 63% of Slovenes and 65% of Hungarians agreed that this should be the case.

The largest increase in the proportion of respondents who agreed that entrepreneurs who had failed should be given a second chance was seen in Spain (from 59% in 2007 to 81% in 2009; +22 percentage points), while Belgium, Estonia and Iceland were characterised by the largest decreases in the level of agreement (for example, Iceland: from 80% in 2007 to 65% in 2009; -15 percentage points).

### “People who have started their own business and have failed should be given a second chance”

Comparison 2007-2009 (EU25, Norway, Iceland and the US)



Q18(2009)/Q16(2007). Do you strongly agree, agree, disagree or strongly disagree with the following opinion?

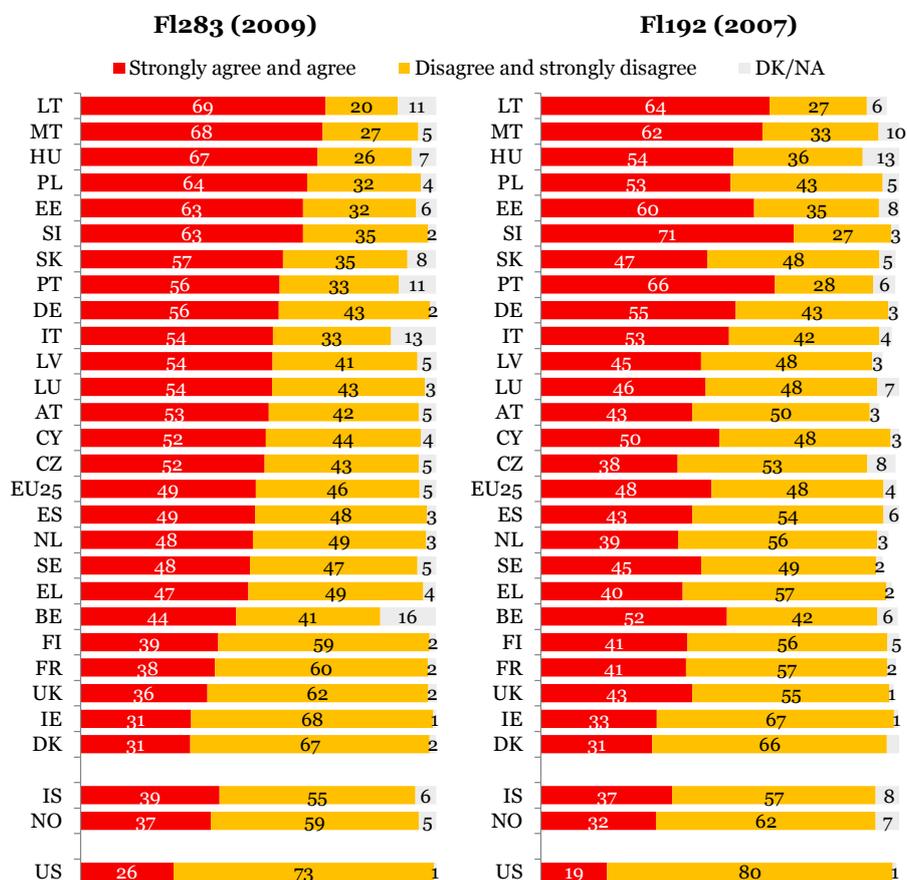
Base: all respondents, EU25, Norway, Iceland and the US

Finally, a comparison, between the 2007 and 2009 results, for the statement that **one should not start up a business if there was a risk that it might fail** again showed more variation in the levels of agreement. In about half of the countries surveyed, the levels of agreement have increased by at least five percentage points. However, there were also a few countries that have seen a decrease in the proportion of respondents who expressed agreement.

The Czech Republic, Hungary and Poland were characterised by the largest increases in the proportion of respondents who agreed that a business start-up should be avoided if there was a risk of failure (more than +10 percentage point increases). For example, in 2007, a slim majority (54%) of Hungarians agreed that one should not start up a business if there was a risk that it might fail; in 2009, two-thirds (67%) of Hungarians supported this view (+13 percentage points)

An opposite trend was observed in Portugal (56% in 2009, compared to 66% in 2007; -10 percentage points), Slovenia (63% vs. 71% in 2007; -8), Belgium (44% vs. 52% in 2007; -8) and the UK (36% vs. 43% in 2007; -7).

**“One should not start a business if there is a risk it might fail”**  
Comparison 2007-2009 (EU25, Norway, Iceland and the US)



Q18(2009)/Q16(2007). Do you strongly agree, agree, disagree or strongly disagree with the following opinion?

Base: all respondents, EU25, Norway, Iceland and the US

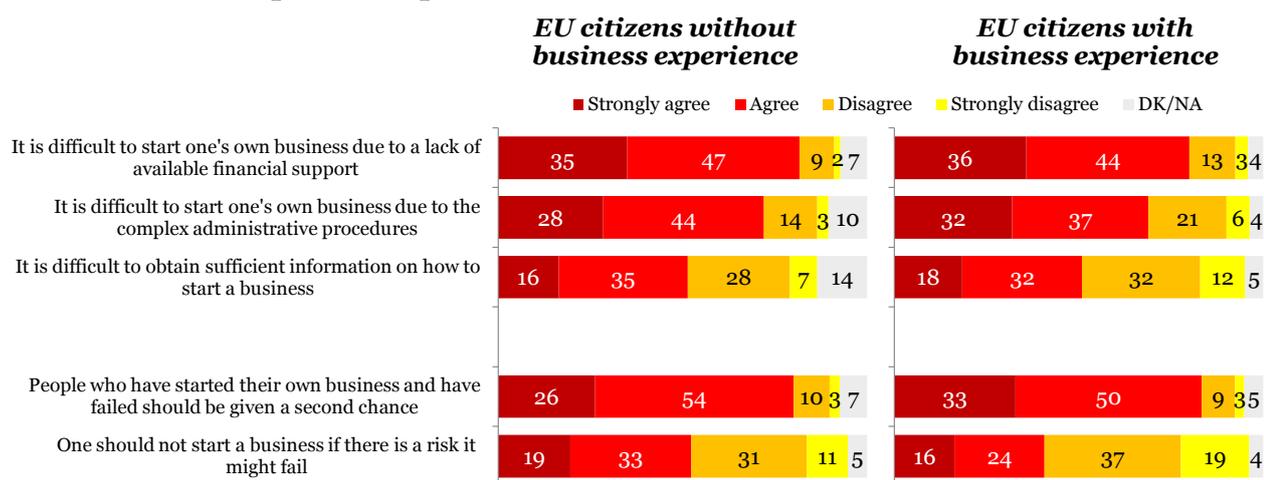
### Socio-demographic considerations

Older respondents, those with a lower level of education, manual workers and respondents who found it hard to manage on their current household income tended to be somewhat more likely to agree (or *strongly agree*) that business start-ups were difficult due to a lack of financial support, complex administrative procedures and problems in obtaining sufficient information. For example, 74% of EU citizens with the lowest level of education agreed that it was difficult to start up a business due to complex administrative procedures, compared to 70% of those with the highest level of education and 68% of those still in education.

Interestingly, the results by occupational groups showed that the self-employed were not the least likely to agree that business start-ups were difficult: for example, 51% of self-employed respondents thought that it was difficult to obtain sufficient information about how to start up a business, compared to 47% of employees and 57% of manual workers.

The chart below confirms that respondents having business experience were not necessarily more likely to disagree that start-ups were difficult. For example, the proportions of respondents who had once started up a business or who were thinking about taking the necessary steps to start up such a venture, and those who had no business experience were in agreement that it was difficult to start up a business due to a lack of available financial support (80% and 82%, respectively).

### Barriers to entrepreneurship – EU27



**Q18. Do you strongly agree, agree, disagree or strongly disagree with the following opinion?**  
Base: respondents who had never started a business and who were not taking steps to start up a business (left); respondents who had once started up a business or who were currently taking steps to startup a business (right); EU27

Respondents having business experience, however, differed from those without such experience in their opinions about taking risks when setting up a new venture: 52% of the latter group agreed that one should not start up a business if there was a risk that it might fail, compared to 40% of the former group. Other socio-demographic segments that were less likely to agree with this statement were men (46% vs. 53% of women), 15-39 year-olds (44%-45% vs. 56% of the over 54s), respondents living in metropolitan areas (43% vs. 52% in rural areas), employees (42% vs. 57% of manual workers), respondents without financial difficulties (41% of those who were “living comfortably” vs. 56-57% of respondents who found it hard to manage on their current income).

For more details, see annex tables 35b through 39b.

## 8. Entrepreneurship: attitudes and personality characteristics

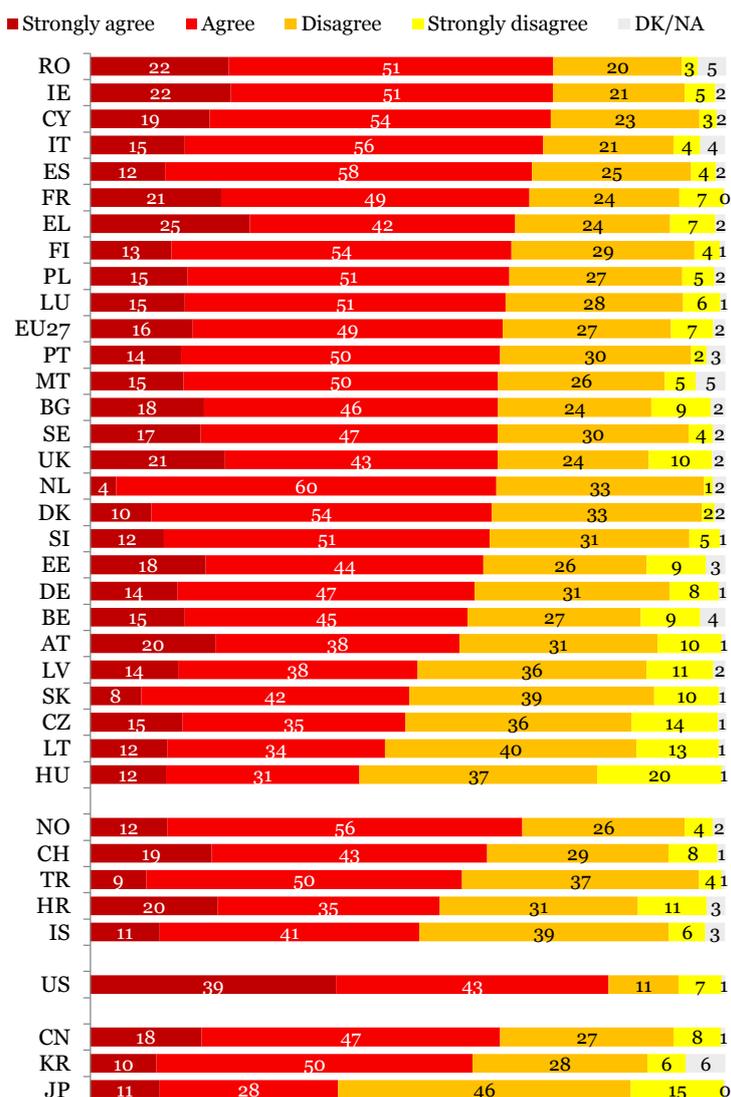
In the previous chapters, different components of entrepreneurship were discussed: for example, chapter 3 looked at *attitudes towards entrepreneurship* in terms of entrepreneurs' status in society and chapter 5 discussed *entrepreneurial activity* by looking at entrepreneurial intentions, together with the various phases of establishing a business. The current chapter deals again with entrepreneurial attitudes, such as the level of risk that individuals are willing to take and their willingness to compete with others.

### 8.1 Agreement with statements about personality characteristics

In the EU, the proportion of respondents who agreed that they were generally **willing to take risks** ranged from less than half of respondents in Hungary and Lithuania (43% and 46%, respectively) to 73% in Cyprus, Ireland and Romania. A similar variation in the total level of agreement was also seen across the other countries included in this study: respondents in Japan were the least likely to agree (39%) and respondents in the US were the most likely to do so (82%).

The proportion of respondents who *strongly agreed* that they were generally willing to take risks was highest in the US (39%); however, in most countries, only half as many, or less, respondents expressed such strong agreement.

#### “In general, I am willing to take risks”



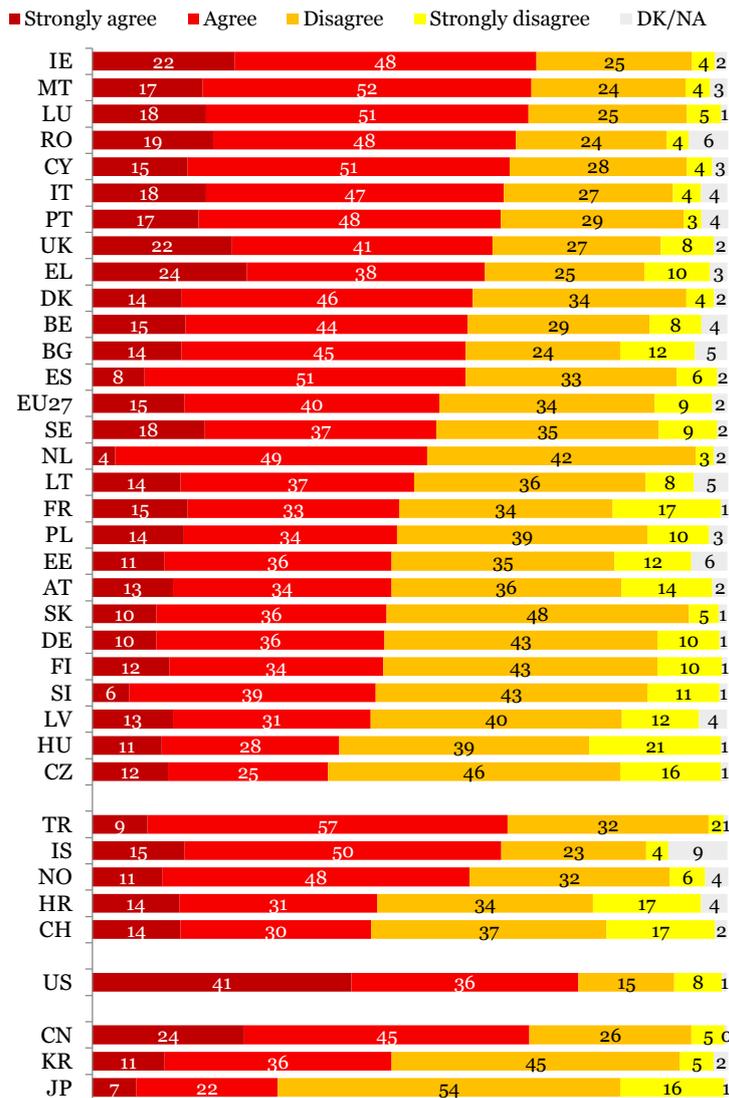
D10. Do you strongly agree, agree, disagree or strongly disagree with the following statements?

Base: all respondents

Respondents in the US most frequently agreed that **they liked situations in which they competed with others** (77%, in total, agreed and 41% “strongly agreed”). The US was followed by Ireland, Malta, Luxembourg and China, where roughly 7 in 10 interviewees agreed that they liked to compete with others (69%-70%).

Czech and Hungarian respondents, on the other hand, were – once more – found at the bottom of the country ranking: less than 4 in 10 Czechs (37%) and Hungarians (39%) agreed that they liked competitive situations. The Japanese were, nevertheless, the least likely to agree with this statement: just 7% of respondents “strongly agreed” and 22% “agreed”.

**“I like situations in which I compete with others”**

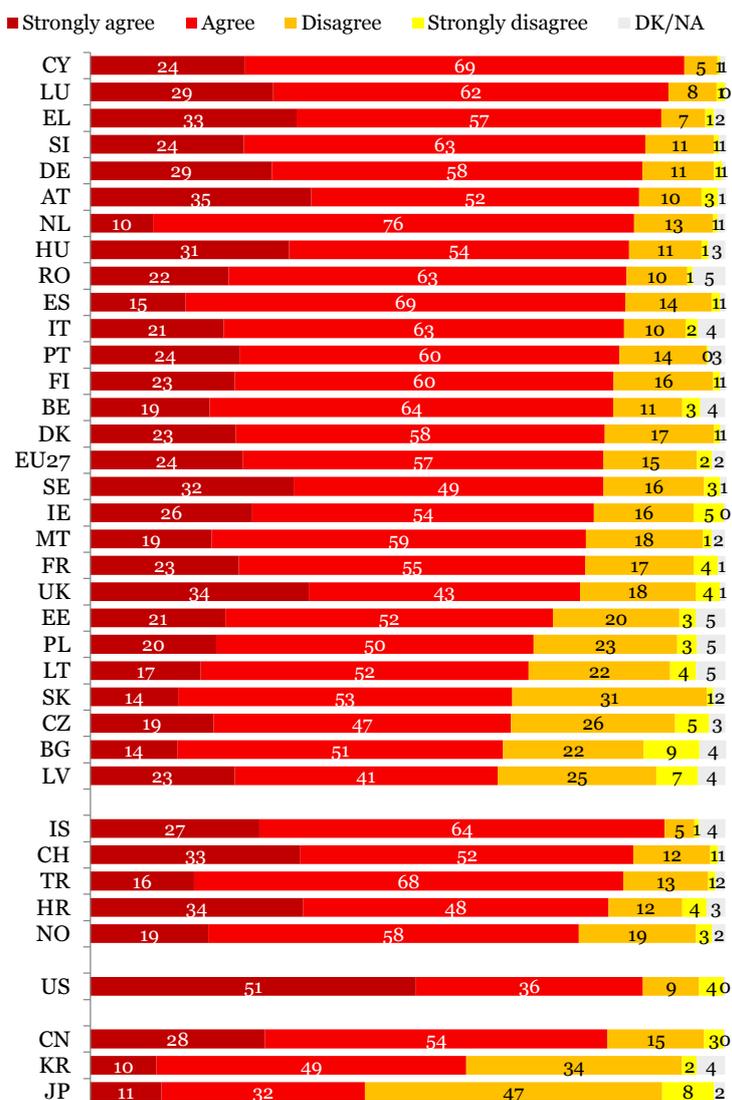


**D10. Do you strongly agree, agree, disagree or strongly disagree with the following statements?**  
Base: all respondents

Respondents in Japan were also the least liable to consider themselves as being **inventive**: 11% “strongly agreed” and 32% “rather agreed”. In all other countries surveyed, a majority of interviewees agreed with the statement that they had inventive ideas; the level of agreement ranged from 59% in Korea to 93% in Cyprus.

Greece, Luxembourg and Iceland joined Cyprus with at least 90% of respondents who saw themselves as being inventive (90%-92%). Latvia, Bulgaria, the Czech Republic and Slovakia were more in line with Korea – roughly two-thirds of respondents expressed agreement with the statement (64%-67%).

### “I am an inventive person who has ideas”

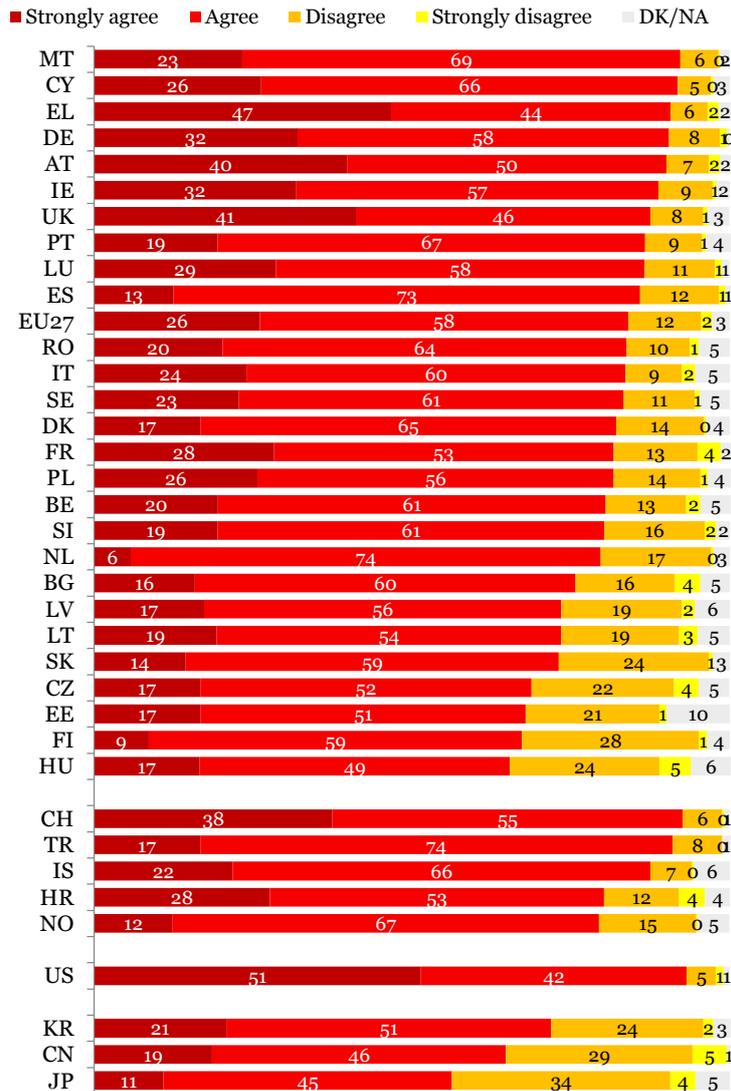


D10. Do you strongly agree, agree, disagree or strongly disagree with the following statements?  
Base: all respondents

At least 90% of respondents in Austria, Germany, Greece, Cyprus, Turkey, Malta, Switzerland and the US agreed that **if they saw something they did not like, they changed it** (90%-93%). Respondents in Greece and the US were also the most prone to strongly agree with this statement (47% and 51%, respectively).

In Japan, China, Hungary, Finland, Estonia and the Czech Republic, on the other hand, the levels of agreement were below 70%; ranging from 56% in Japan to 69% in the Czech Republic. In Finland and Japan, roughly a tenth of interviewees *strongly agreed* that they would change things they disliked (9%-11%), while in the other countries just listed about a sixth of respondents selected this response (17%-19%).

**“If I see something I do not like, I change it”**

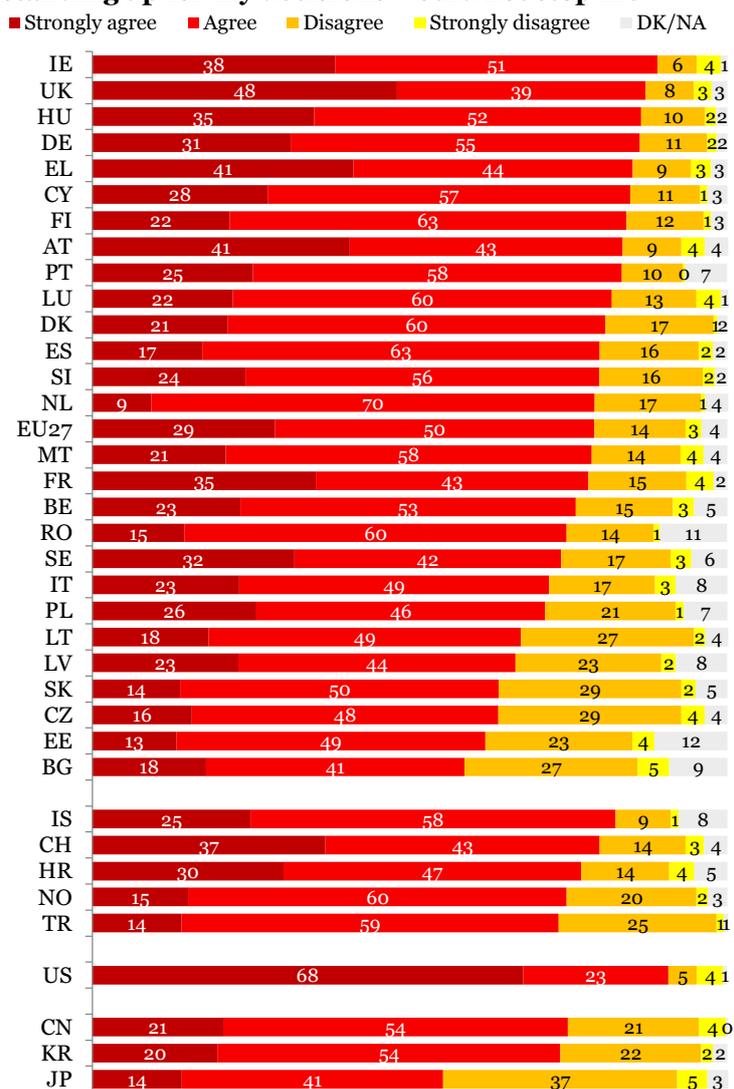


**D10. Do you strongly agree, agree, disagree or strongly disagree with the following statements?**  
Base: all respondents

In the EU, the proportion of respondents who agreed that **the possibility of being rejected by others would not stop them from standing up for their decisions** ranged from 59% in Bulgaria to 89% in Ireland. Similarly, the total level of agreement in the other countries included in this study ranged from 55% in Japan to 91% in the US.

The proportion of respondents who *strongly agreed* with this statement again remained below 50% in all but one country: 68% of respondents in the US strongly agreed that the possibility of being rejected by others would not stop them for standing up for their decisions. In the other countries surveyed, the proportion of interviewees who *strongly agreed* ranged from 9% in the Netherlands to 48% in the UK.

**“The possibility of being rejected by others for standing up for my decisions would not stop me”**

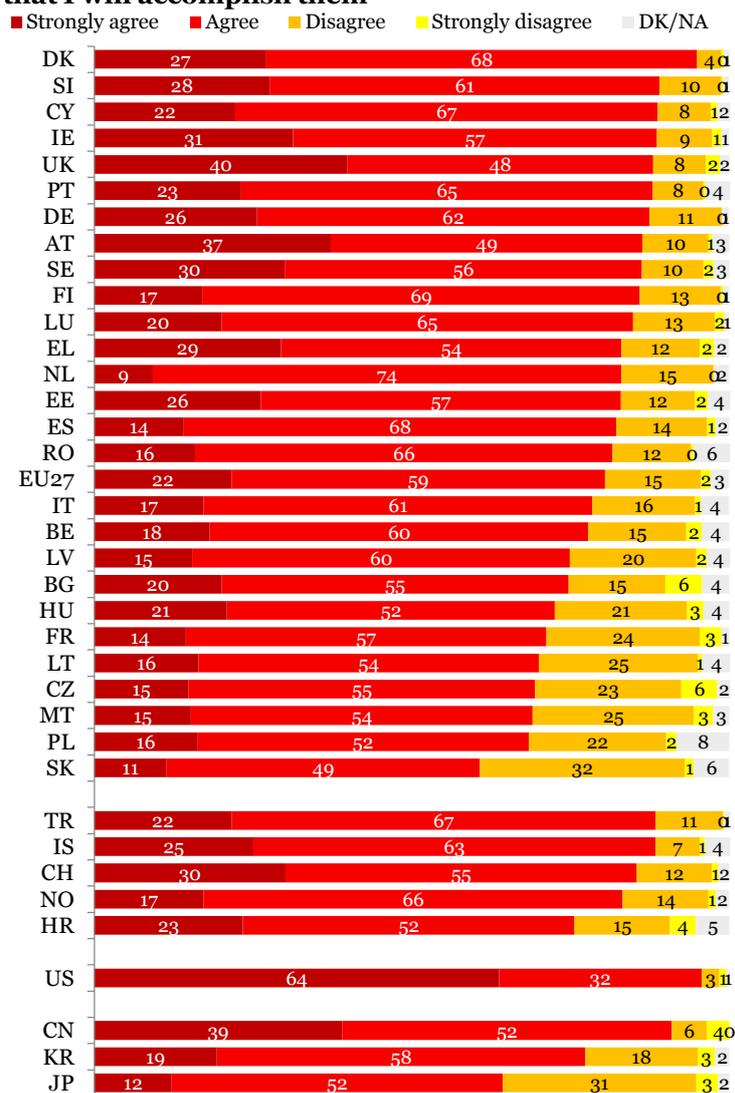


**D10. Do you strongly agree, agree, disagree or strongly disagree with the following statements?**  
Base: all respondents

Across all countries surveyed, a majority of respondents also agreed that **when faced with difficult tasks, they generally felt certain that they would accomplish them**. Respondents in Denmark and the US were the most likely to agree with this statement (95%-96%), while those in Slovakia were the least likely to do so (60%). Furthermore, in Slovakia, a third of respondents did not feel confident that they would always be able to accomplish difficult tasks – a figure similar to that recorded in Japan (34%).

Almost two-thirds (64%) of respondents in the US *strongly agreed* that when faced with difficult tasks, they generally felt certain that they would complete them. Next in line were Austria, China and the UK, with between 37% and 40% of respondents selecting the “strongly agree” response.

**“Generally, when facing difficult tasks, I am certain that I will accomplish them”**

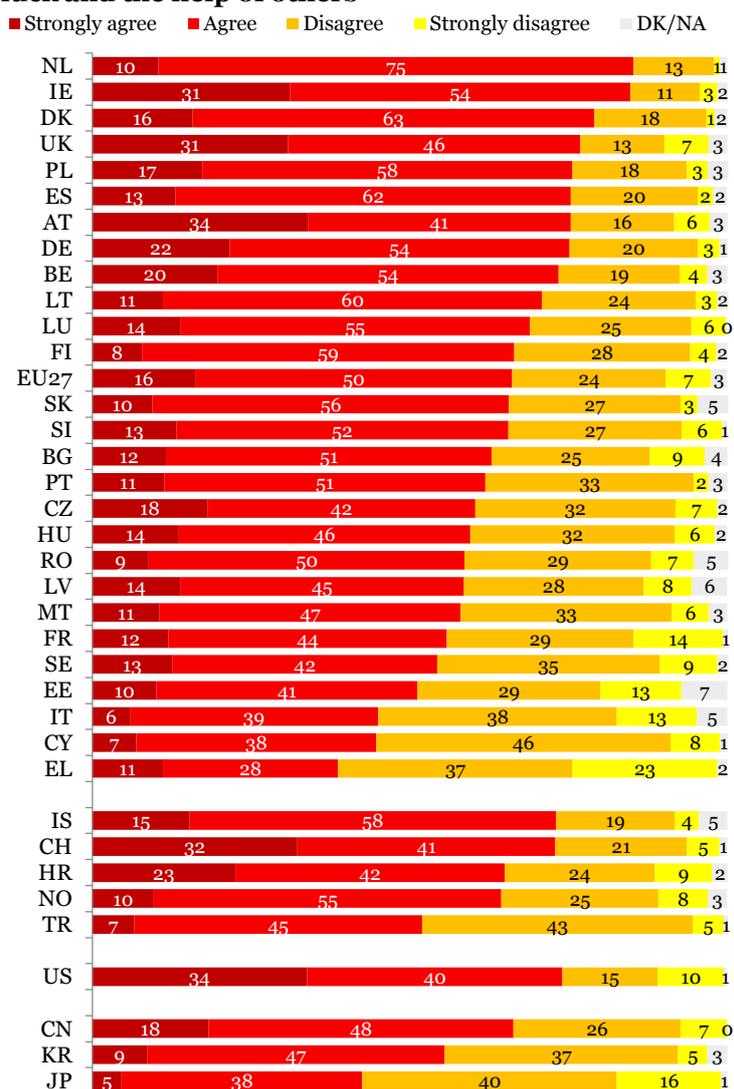


**D10. Do you strongly agree, agree, disagree or strongly disagree with the following statements?**  
Base: all respondents

Less than half of respondents in Greece (42%), Japan (43%), Cyprus and Italy (both 45%) agreed that **when confronted with difficult tasks, they could count on the help of others or would count on luck**. The level of agreement measured in these countries was considerably lower than for the previous statement: for example, 89% of Cypriots agreed that, when confronted with difficult tasks, they felt confident to be able to accomplish these tasks, while only half as many Cypriots (45%) agreed that when confronted with such tasks, they could count on the help of others or on luck.

Respondents in Ireland and the Netherlands, on the other hand, were the most prone to agree they could count on the help of others or would count on luck when confronted with such tasks (both 85%). However, while Irish respondents were also among the most likely to *strongly agree* (31%), Dutch interviewees were considerably less likely to select the “strongly agree” response (10%).<sup>26</sup>

### “When confronted with difficult tasks I can count on luck and the help of others”



D10. Do you strongly agree, agree, disagree or strongly disagree with the following statements?

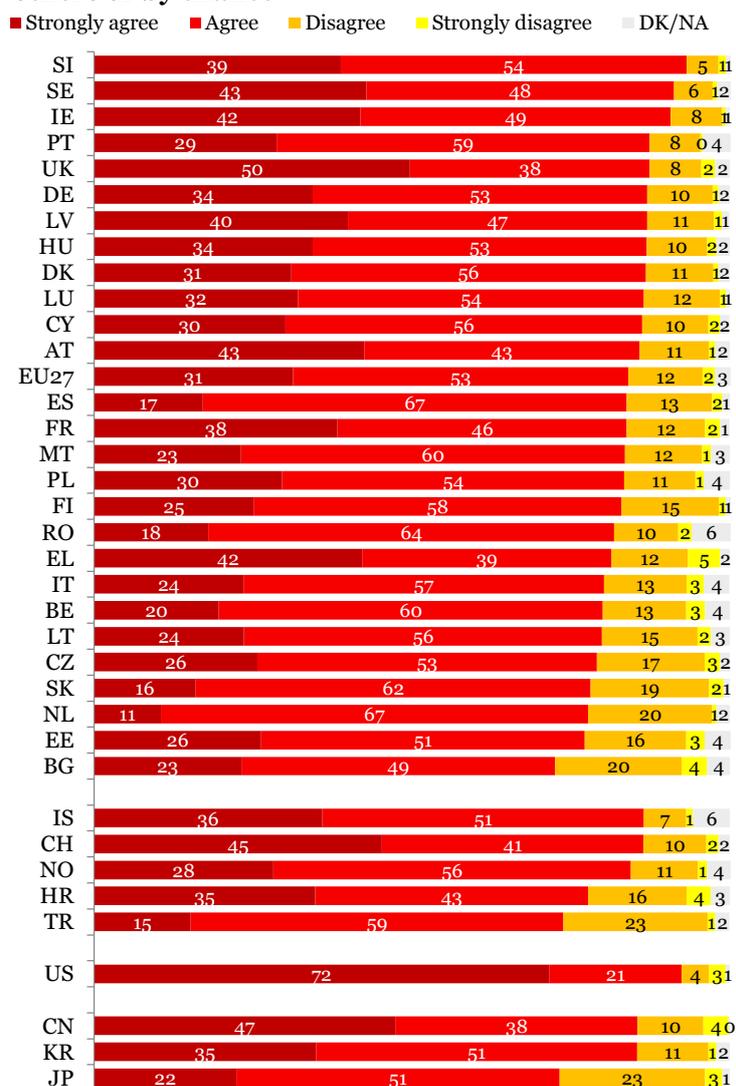
Base: all respondents

<sup>26</sup> The results of this statement were somewhat more difficult to interpret as “counting on luck” and “counting on the help of others” seemed to be too different concepts.

Not much variation was seen in the proportions of respondents who agreed that **their life was determined by their own actions and not by others or by chance**: across two-thirds of the countries included in this study, between 80% and 90% of respondents agreed with this statement.

Respondents in Ireland, Sweden, Slovenia and the US were somewhat more likely to agree that their life was determined by their own actions (91%-93%), while respondents in Bulgaria (72%), Japan (73%), Turkey (74%), Estonia (77%), the Netherlands, Slovakia and Croatia (all 78%),the Czech Republic (79%) were somewhat less likely to express agreement (72%-79%).

**“My life is determined by my own actions, not by others or by chance”**



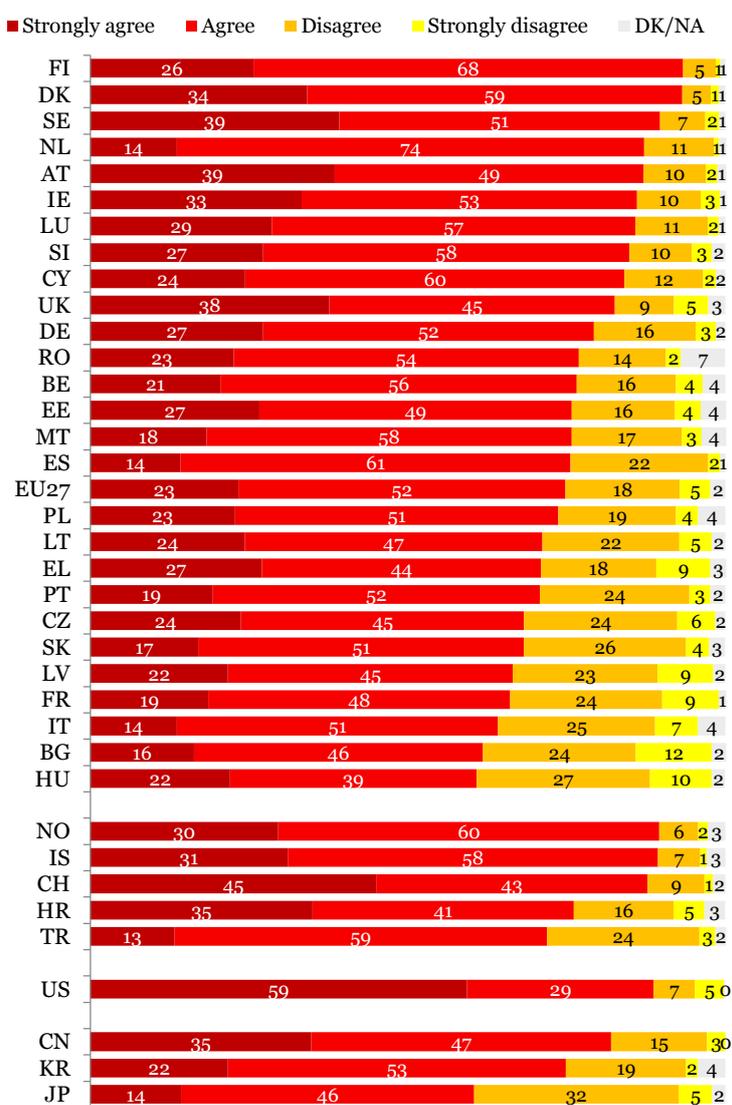
**D10. Do you strongly agree, agree, disagree or strongly disagree with the following statements?**

Base: all respondents

Respondents in the Nordic countries – Iceland (89%), Norway and Sweden (both 90%), Denmark (93%) and Finland (94%) – most frequently agreed that **they were optimistic about their future**. They were followed by respondents in Austria, the Netherlands, Switzerland and the US, where 88% of respondents were optimistic about their future.

In many eastern and southern European countries, however, less than three-quarters of respondents confirmed that they were optimistic about their future. Respondents in Hungary (61%) and Bulgaria (62%) – together with respondents in Japan (60%) – were the least likely to feel such optimism.

### “I am optimistic about my future”



D10. Do you strongly agree, agree, disagree or strongly disagree with the following statements?

Base: all respondents

## 8.2 Personality characteristics associated with entrepreneurship

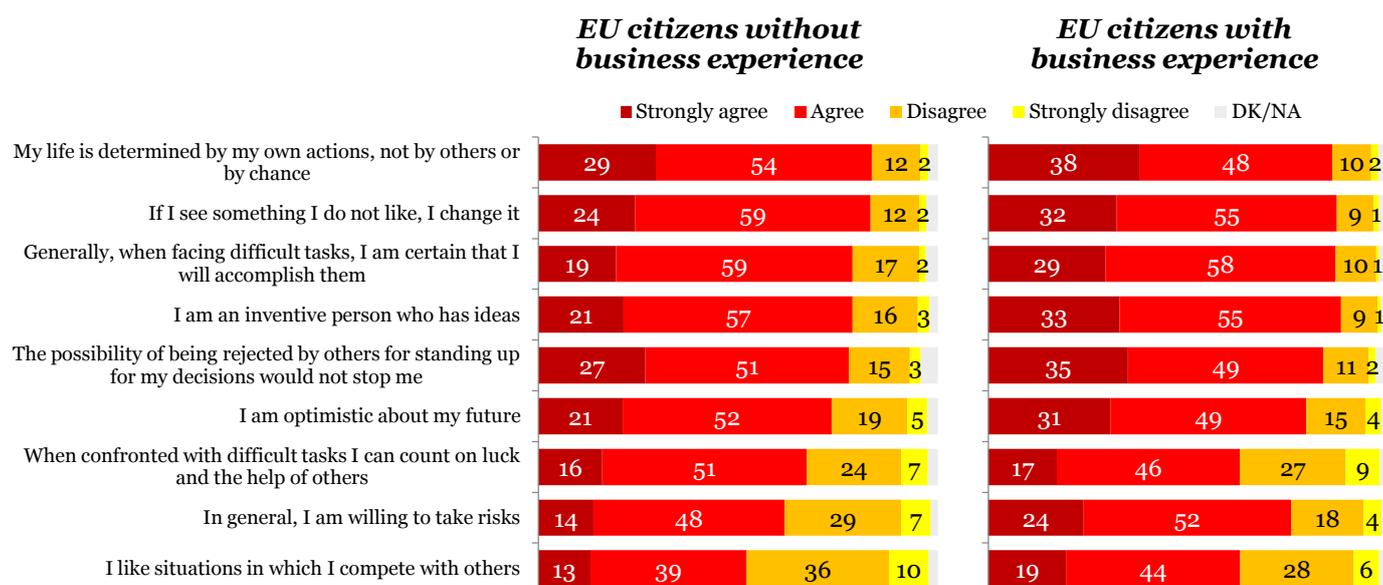
The following chart compares the level of agreement for the various statements discussed in the previous section for: a) respondents who did not have any business experience and b) for respondents who did have such experience<sup>27</sup>.

Respondents having business experience were more likely than their counterparts to agree with each of the statements. The only exception was the statement about counting on luck when confronted with difficult tasks; for this statement respondents who did not have any business experience were somewhat more likely to agree (67% vs. 63% with business experience).

The difference between the two groups of respondents was the largest for the statements about the willingness to take risks, the enjoyment of competition and the feeling of being an inventive person. For example, while 62% of respondents who did not have any business experience agreed that they were generally willing to take risks, this proportion rose to 76% for respondents who had started up a business or who were currently taking steps to start up such a venture.

Although the total level of agreement did not differ much for some of the other statements – such as “my life is determined by my own actions” or “if I see something that I do not like, I change it” – respondents having business experience were more likely than their counterparts to express strong agreement (38% vs. 29% for the former statement and 32% vs. 24% for the latter statement).

### Characteristics associated with entrepreneurship – EU27



#### D10. Do you strongly agree, agree, disagree or strongly disagree with the following statements?

Base: respondents who had never started a business and who were not taking steps to start up a business (left); respondents who had once started up a business or who were currently taking steps to startup a business (right); EU27

<sup>27</sup> Respondents with business experience are those who had started up a business or were currently taking steps to start one.

## 9. The impact of school education on entrepreneurship

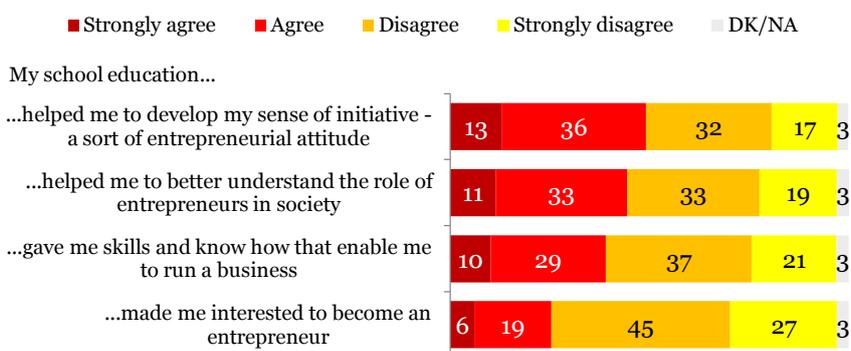
This last chapter looks at respondents' perceptions about the role of their school education in raising an interest in entrepreneurship (e.g. by stimulating the development of an entrepreneurial attitude) and in preparing them to become entrepreneurs (e.g. by the provision of courses that help develop the requisite skills to run a business).

Equal proportions of EU citizens *agreed*, or rather *disagreed*, that their school education had helped them to develop a sense of initiative, or in other words, a sort of entrepreneurial attitude (49% “strongly agree” and “agree” responses and 49% of “disagree” and “strongly disagree” responses).

Roughly 4 in 10 agreed that their school education gave them the skills and know-how to enable them to become an entrepreneur (10% “strongly agreed” and 29% “agreed”)<sup>28</sup>; just a quarter agreed, however, that their education had also made them interested in becoming an entrepreneur (6% “strongly agreed” and 19% “agreed”).

Finally, 11% of EU citizens *strongly agreed* and 33% *agreed* that their school education had helped them to better understand the role of entrepreneurs in society.

### Entrepreneurship and the educational system – EU27



**Q6. I will read you a list of statements. Please tell me, do you strongly agree, agree, disagree or strongly disagree with the following statements?**

Base: all respondents, EU27

<sup>28</sup> This statement was not yet included in the 2007 survey.

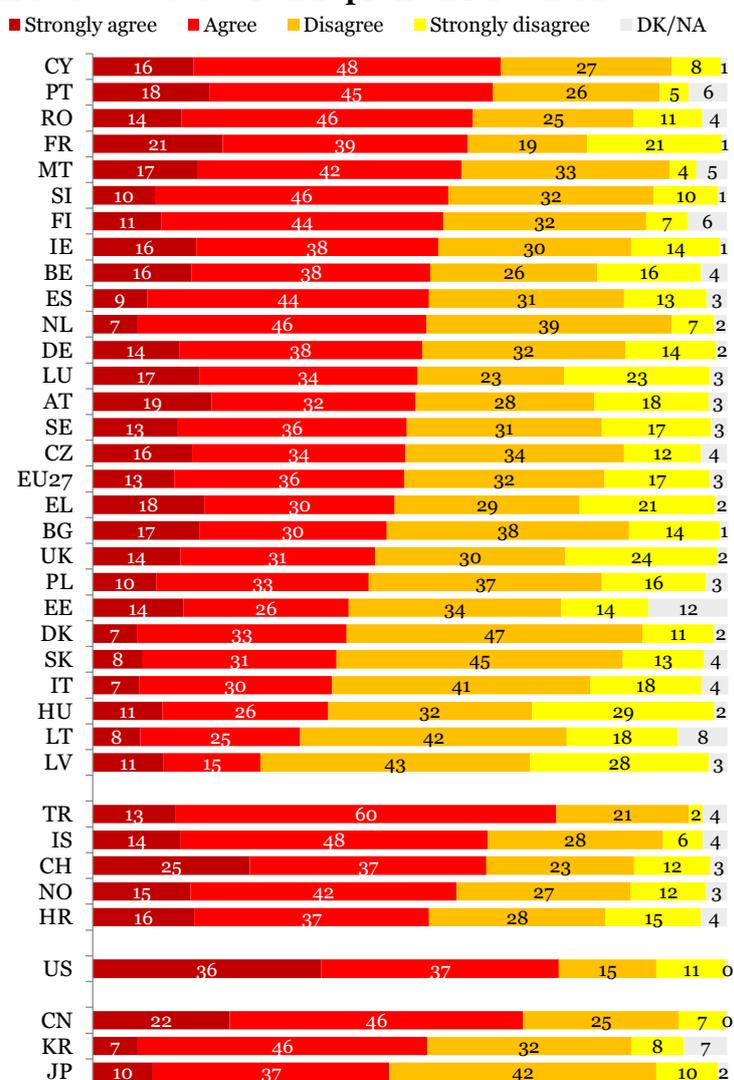
Country variations

In the EU, the proportion of interviewees who agreed that their school education had helped them to **develop a sense of initiative or entrepreneurial attitude** ranged from roughly a quarter (26%) in Latvia to more than double that proportion in Portugal and Cyprus (63%-64%).

Nevertheless, none of the EU countries reached the levels measured in China, Turkey and the US where more than two-thirds of respondents agreed that that their school education had helped them to develop an entrepreneurial attitude (68%-73%). It should, however, also be noted that while 36% of respondents in the US *strongly agreed* with this statement, this proportion was only 13% for Turkey – a figure similar to the situation in many EU countries. In China, 22% of respondents expressed their strong agreement.

Focusing on respondents who *disagreed* with the statement showed that this proportion was higher than 50% in nine EU countries and in Japan; respondents in Latvia were the most likely to disagree that their school education had helped them to develop an entrepreneurial attitude (71%). Latvians, together with Hungarians, were also the most prone to *strongly disagree* (28%-29%).

**“My school education helped me to develop a sense of initiative – a sort of entrepreneurial attitude”**

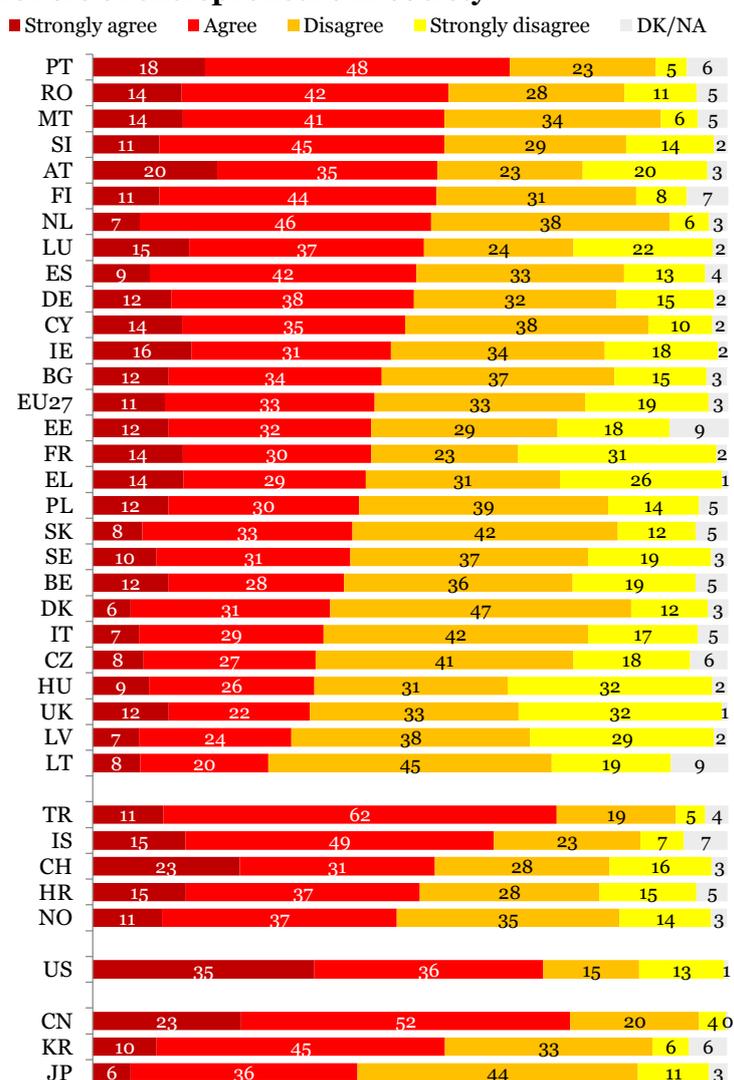


Q6. I will read you a list of statements. Please tell me, do you strongly agree, agree, disagree or strongly disagree with the following statements?  
Base: all respondents

Furthermore, respondents in the US, Turkey and China most frequently agreed that their school education had helped them to **better understand the role of entrepreneurs in society**; more than 7 in 10 respondents in these countries agreed with the statement (71%, 73% and 75%, respectively). Respondents in the US once more stood out from the pack with 35% who *strongly agreed*.

Similarities were also seen when looking at the results in EU Member States: respondents in Portugal were the most likely to agree that their school education had helped them to better understand the role of entrepreneurs in society (66%) and those in Lithuania and Latvia were the least liable to do so (28% and 31%, respectively). Latvians and Hungarians – this time joined by French and British interviewees – were the most prone to express *strong disagreement* (29%-32%).

### “My school education helped me to better understand the role of entrepreneurs in society”



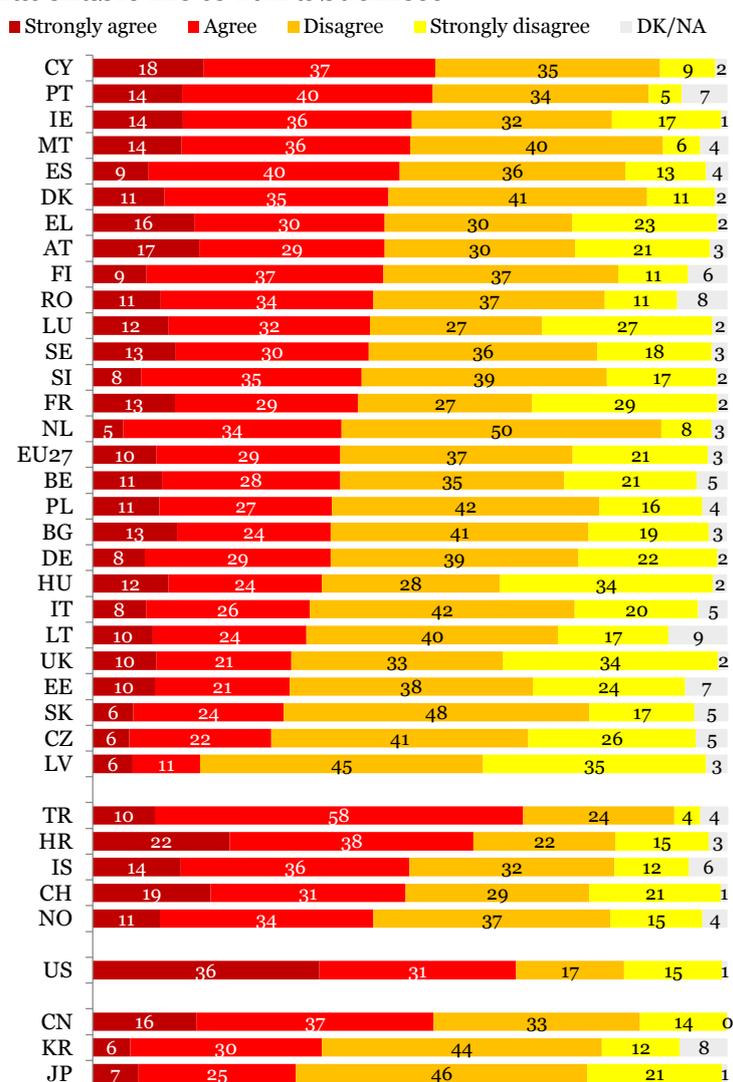
Q6. I will read you a list of statements. Please tell me, do you strongly agree, agree, disagree or strongly disagree with the following statements?

Base: all respondents

While in a majority of countries more than half of respondents agreed with the previous statements, only six countries had that level of agreement with the statement that their school education gave/had given them **the skills and know-how that enabled them to run a business**. Turkey (68%) and the US (67%) again led the way. They were followed by China, Portugal, Cyprus and Croatia, where between 53% and 60% of interviewees agreed that their school education gave them the requisite skills to run a business.

In Latvia, on the other hand, about one in six (17%) respondents agreed that their school education helped them develop the skills needed to be able to run a business. Other countries with a low level of agreement were the Czech Republic (28%), Slovakia (30%), Estonia and the UK (both 31%). More than a third of respondents in the UK and Latvia *strongly disagreed* with this statement (34%-35%); the corresponding proportions were lower in Slovakia (17%), Estonia (24%) and the Czech Republic (26%). Hungarians were – once more – as likely at Latvian and British respondents to express their strong disagreement (34%).

**“My school education gave me skills and know-how that enable me to run a business”**



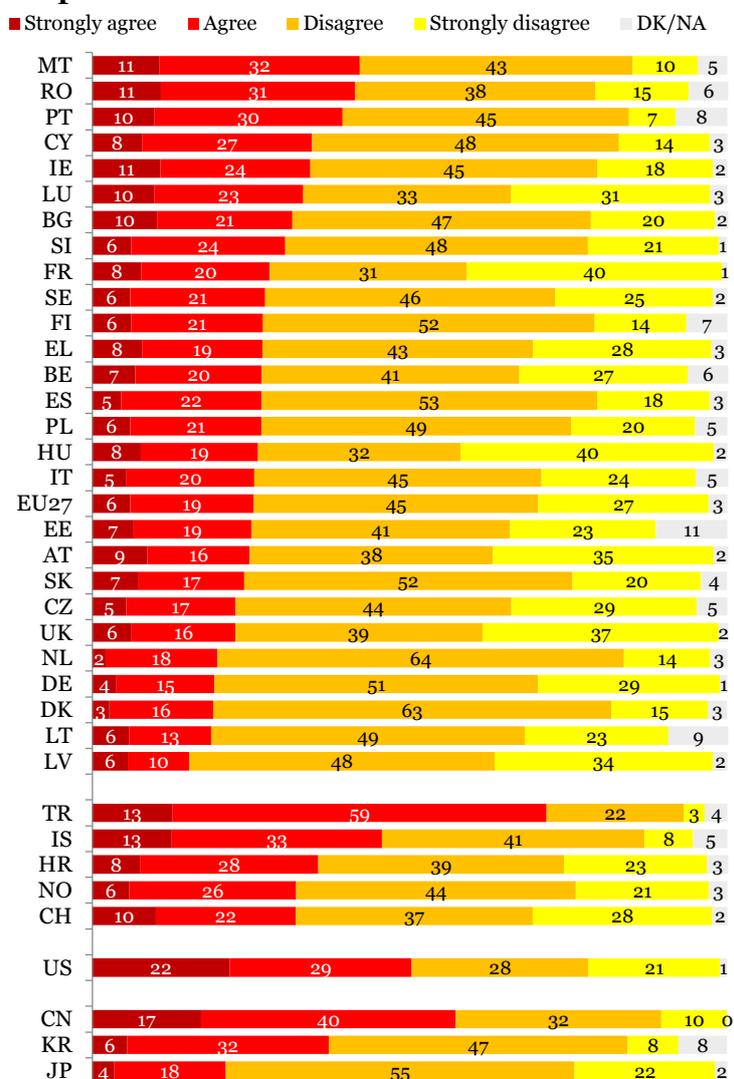
Q6. I will read you a list of statements. Please tell me, do you strongly agree, agree, disagree or strongly disagree with the following statements?  
Base: all respondents

In the EU, the proportion of respondents who agreed that their school education had **made them interested in becoming an entrepreneur** ranged from less than a fifth in Latvia (16%), Lithuania and Denmark and Germany (all 19%) to at least 4 in 10 respondents in Portugal (40%), Romania (41%) and Malta (43%).

The proportion of respondents also remained below 40% in most other countries included in this study. For example, 32% of respondents in Switzerland and 36% in Croatia agreed that their school education had made them interested in becoming an entrepreneur. In the US, China and Turkey, however, a majority of respondents agreed with this statement: 51% in the US, 57% in China and 72% in Turkey.

The proportion of interviewees who *strongly agreed* that their school education had made them interested in becoming an entrepreneur was less than 10% in almost all countries; the most notable exceptions were China and the US (17% and 22%, respectively, “strongly agreed”). Furthermore, in most countries, respondents who *strongly disagreed* outnumbered those who *strongly agreed*; respondents in France and Hungary were the most likely to express strong disagreement (both 40%).

### “My school education made me interested to become an entrepreneur”



Q6. I will read you a list of statements. Please tell me, do you strongly agree, agree, disagree or strongly disagree with the following statements?

Base: all respondents

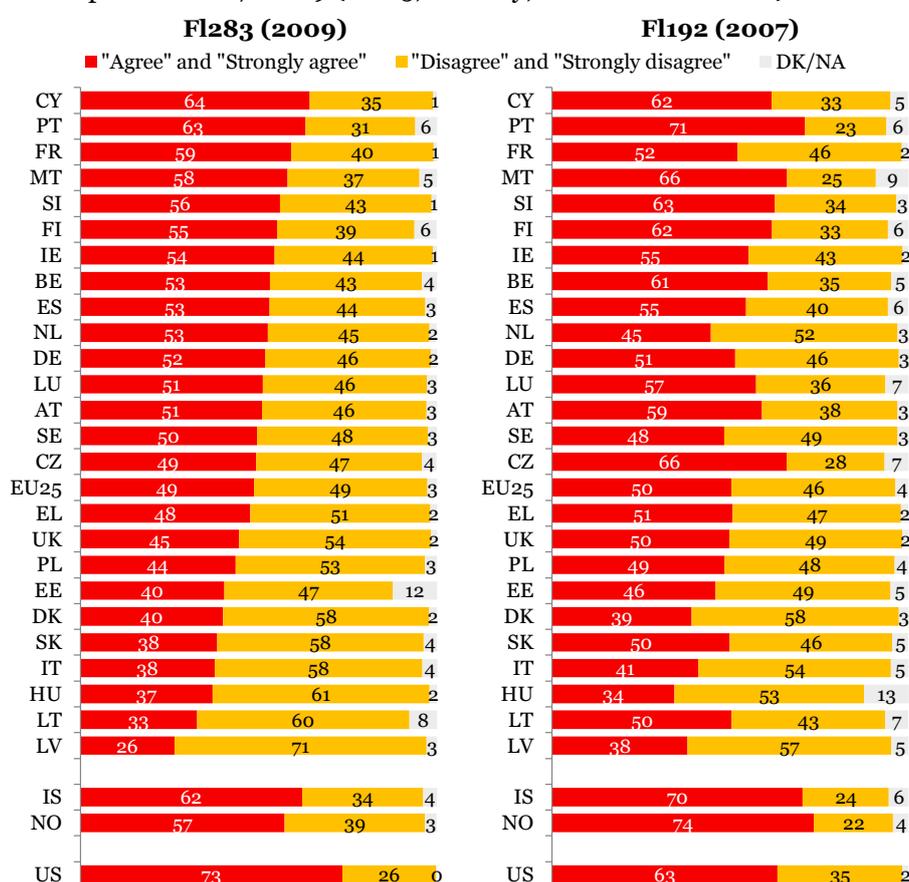
### A comparison with the 2007 results showing perceptions about the role of school education

A comparison, between 2007 and 2009 results, concerning the extent to which respondents agreed that their school education prepared them to become entrepreneurs showed that, in 2007, a number of European countries scored better than the US in stimulating entrepreneurship; in 2009, however, the levels of agreement were the highest in the US<sup>29</sup>.

For example, the chart below compares the levels of agreement in 2007 and 2009 about the role that a respondent's school education helped them to **develop a sense of initiative and an entrepreneurial attitude**. The 2007 results showed that respondents in the Czech Republic, Malta, Iceland, Portugal and Norway were more likely than those in the US to agree that their school education had helped them to develop an entrepreneurial attitude (66%-74% vs. 63% in the US). In 2009, however, respondents in the US were the most likely to agree with this statement (73%; +10 percentage points compared to 2007). The levels of agreement in the Czech Republic, Iceland, Malta, Norway and Portugal decreased by at least seven percentage points from 2007 to 2009.

#### “My school education helped me to develop my sense of initiative – a sort of entrepreneurial attitude”

Comparison 2007-2009 (EU25, Norway, Iceland and the US)



Q6(2009)/Q9(2007). I will read you a list of statements. Please tell me, do you strongly agree, agree, disagree or strongly disagree with the following statements?

Base: all respondents, EU25, Norway, Iceland and the US

<sup>29</sup> Turkey and China were not included in the 2007 survey.

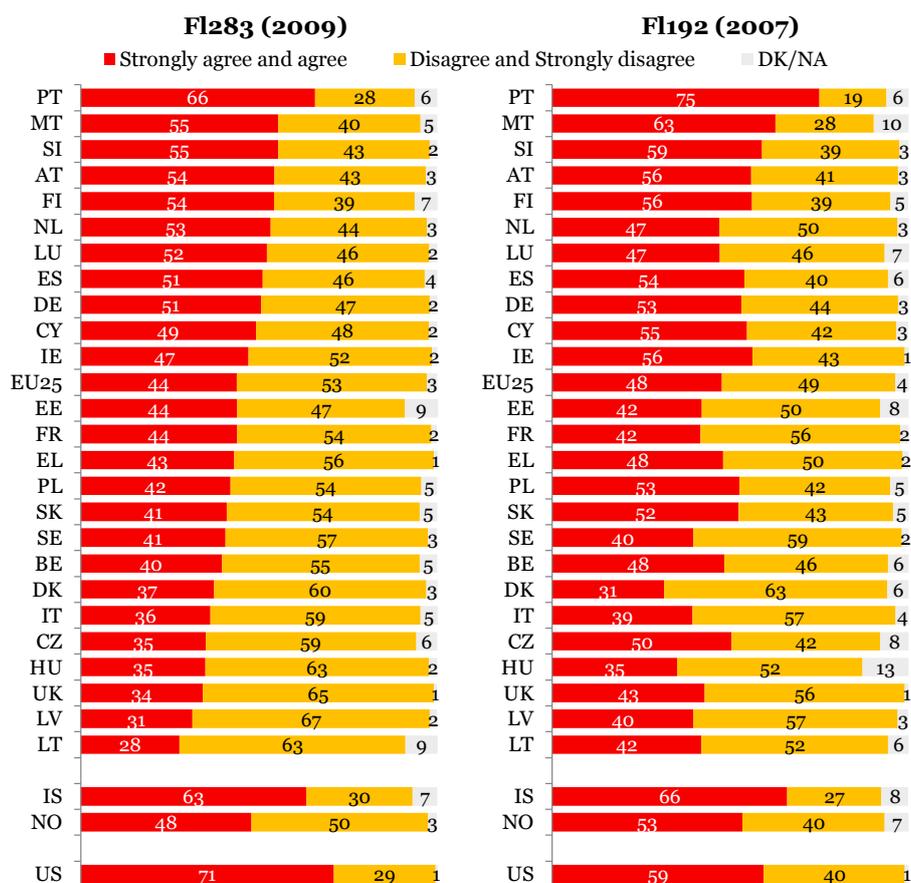
The proportion of respondents in the US expressing agreement also increased by at least 10 percentage points for the other statements (included in the surveys of 2007<sup>30</sup>). A similar trend was not seen in any of the European countries. Denmark, France, Luxembourg and the Netherlands were the only European countries where the levels of agreement have increased by roughly five percentage points for one or two statements; all other countries have either seen no change, or a decrease, in the extent to which respondents agreed with the different statements.

The chart below compares the levels of agreement in 2007 and 2009 for the role of a respondent's school education in developing a **better understanding of entrepreneurs' role in society**. This chart shows that the proportion of interviewees who agreed with this statement increased by 12 percentage points in the US (from 59% in 2007 to 71% in 2009) and by five or six percentage points in Denmark, Luxembourg and the Netherlands (from 31% to 37% in Denmark and from 47% to 52%-53% in Luxembourg and the Netherlands).

The proportions of respondents who agreed that their school education had helped them to better understand the role of entrepreneurs in society have decreased most significantly in Lithuania and the Czech Republic. In 2007, 42% of Lithuanians and 50% of Czech respondents agreed with this statement; in 2009, however, these proportions decreased to 28% and 35%, respectively (-14 and -15 percentage point decreases). It should be noted that these two countries were also the ones that had seen the largest decrease in the level of agreement concerning the statement about developing an entrepreneurial attitude (see previous chart).

### “My school education helped me to better understand the role of entrepreneurs in society”

Comparison 2007-2009 (EU25, Norway, Iceland and the US)



Q6(2009)/Q9(2007). I will read you a list of statements. Please tell me, do you strongly agree, agree, disagree or strongly disagree with the following statements?

Base: all respondents, EU25, Norway, Iceland and the US

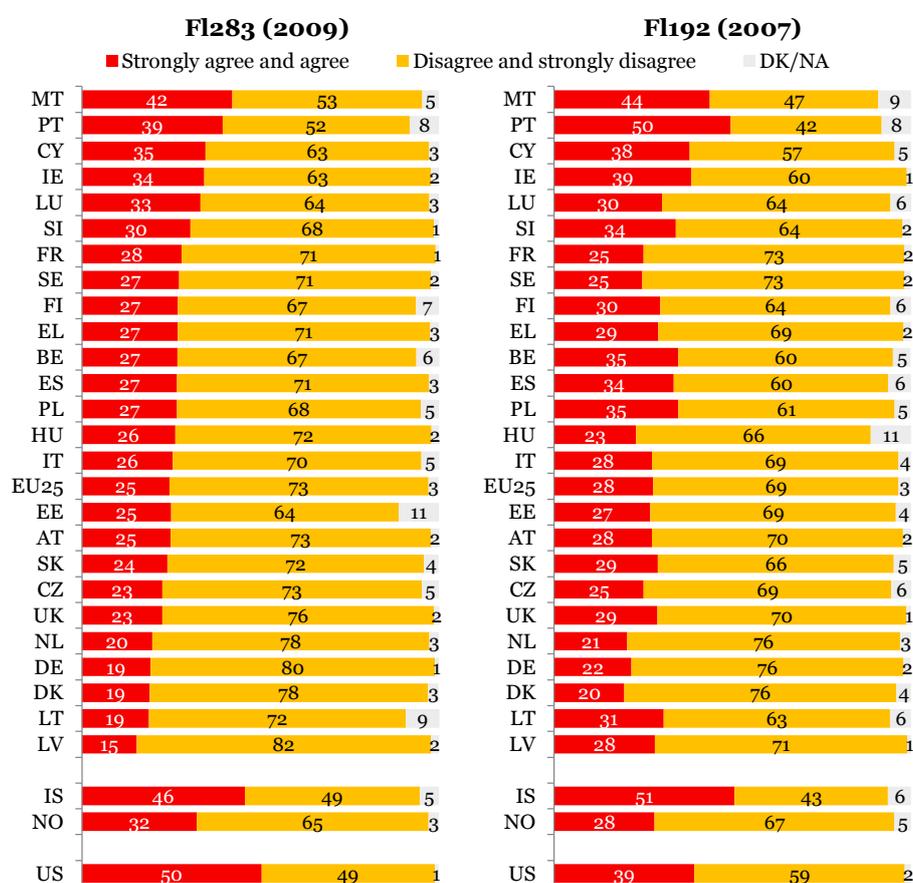
<sup>30</sup> The statement “my school education gave me the skills and know-how that enable me to run a business” was not included in the 2007 survey.

The final chart, comparing the levels of agreement in 2007 and 2009 for the role of a respondents' school education in **developing an interest in becoming an entrepreneur**, shows once more the increase in level of agreement in the US (from 39% in 2007 to 50% in 2009; +11 percentage points).

Latvia and Lithuania were characterised by the largest decreases in the level of agreement. In 2007, roughly 3 in 10 Latvians and Lithuanians agreed that their school education had made them interested in becoming an entrepreneur (28%-31%); in the current survey, however, about a sixth agreed that this had been the case (15%-19%; -12 and -13 percentage point decreases). The proportion of interviewees who agreed that their school education had made them interested in starting up a business also decreased by more than 10 percentage points in Portugal (39% in 2009 vs. 50% in 2007). However, while Latvia and Lithuania now rank lowest in the EU in terms of raising interest in entrepreneurship during one's educational career, Portugal remains at the top.

### “My school education made me interested to become an entrepreneur”

Comparison 2007-2009 (EU25, Norway, Iceland and the US)



Q6(2009)/Q9(2007). I will read you a list of statements. Please tell me, do you strongly agree, agree, disagree or strongly disagree with the following statements?

Base: all respondents, EU25, Norway, Iceland and the US

### Socio-demographic considerations

Across all socio-demographic segments in the EU, the youngest respondents and those still in education were the most likely to agree that their school education played (or had played) a role in preparing them to become an entrepreneur. For example, more than 6 in 10 full-time students (63%) and 15-24 year-olds (61%) agreed that their school education had helped them to better understand the role of entrepreneurs in society. Across all other socio-demographic segments, however, less than half of respondents agreed that this had been the case (34%-49%).

Respondents with a lower socio-demographic profile, those with a low level of education and respondents who found it difficult to manage on their current household income, were the least likely to agree with each of the statements about the role of education in stimulating entrepreneurship. For example, while 26% of respondents with the lowest level of education agreed that their school education had given them the skills and know-how to run a business, the level of agreement was almost twice as high among respondents with the highest level of education (49%). Similarly, while 43% of interviewees who found it very hard to manage on their current household income agreed that their school education had helped them to develop a sense of initiative and an entrepreneurial attitude, this proportion was 55% for respondents who could live comfortably on their current income.

Employees and self-employed respondents were as likely to agree that their school education had helped them to develop an entrepreneurial attitude (both 51%) or had taught them to understand the role of entrepreneurs in society (both 43%). The latter were, nevertheless, more likely to agree that their school education had encouraged them to become interested in being an entrepreneur (36% vs. 22% for employees) and had helped them to develop the requisite skills to run a business (47% vs. 41%).

For more details, see annex tables 6b through 9b.

Flash EB Series #283

Entrepreneurship in  
the EU and beyond

Annex  
tables and  
survey  
details

THE GALLUP ORGANIZATION

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Table 1a. The choice of status: self-employed or employee – *by country*

QUESTION: Q1. Suppose you could choose between different kinds of jobs, which one would you prefer:

	Total N	% Being an employee	% Being self-employed	% None of these	% DK/NA
 <b>EU27</b>	19635	49.1	45.1	3.2	2.6
<b>COUNTRY</b>					
 Belgium	1007	61.1	30	4.4	4.5
 Bulgaria	502	38.7	50.3	9.3	1.7
 Czech Rep.	1001	62.1	32.1	1.8	4
 Denmark	500	65.2	31.9	1.7	1.2
 Germany	1005	55.5	40.8	1.5	2.2
 Estonia	520	46	43.1	6.1	4.9
 Greece	1006	37.2	60.3	1.4	1.1
 Spain	1009	52.4	40.4	5.7	1.5
 France	1005	45.7	50.8	1.7	1.8
 Ireland	500	50.1	48.7	0.2	1
 Italy	1017	39.2	50.6	5.4	4.9
 Cyprus	506	28.9	66.3	2.6	2.2
 Latvia	504	47.6	45.4	4.3	2.8
 Lithuania	504	43.4	48.5	3.8	4.4
 Luxembourg	505	51.2	44	2.6	2.1
 Hungary	1002	51.7	38.9	7.1	2.3
 Malta	507	56.2	35.5	5.2	3.1
 Netherlands	1003	54.5	42.3	1.3	1.8
 Austria	501	55.1	40.9	2.2	1.8
 Poland	1005	42.8	49.2	3.6	4.4
 Portugal	1006	39.1	50.8	7.8	2.2
 Romania	504	41	51.8	5.5	1.7
 Slovenia	503	47.9	47.4	2.8	1.9
 Slovakia	512	64.8	25.6	4.2	5.4
 Finland	500	53.6	41.3	2.7	2.3
 Sweden	501	63	32.2	1.5	3.3
 United Kingdom	1000	51.6	45.6	1.2	1.6
 Croatia	500	47.6	42.9	6	3.4
 Norway	503	53.3	41.4	1	4.3
 Iceland	504	38	52.2	0.9	8.9
 Switzerland	510	50.1	42.8	2.4	4.7
 Turkey	504	45.7	50.6	2.5	1.1
 United States	1010	35.5	54.8	9	0.7
 China	1002	27.8	71.4	0.2	0.6
 Japan	1000	58.5	39.3	2	0.2
 South Korea	1000	36.5	50.9	10.7	2

Table 1b. The choice of status: self-employed or employee – *by segment*

QUESTION: Q1. Suppose you could choose between different kinds of jobs, which one would you prefer:

	Total N	% Being an employee	% Being self-employed	% None of these	% DK/NA
<b>EU27</b>	19635	49.1	45.1	3.2	2.6
 <b>SEX</b>					
Male	9493	43.4	51.3	2.9	2.5
Female	10142	54.4	39.3	3.5	2.7
 <b>AGE</b>					
15 - 24	2834	43.7	52.4	0.6	3.3
25 - 39	4662	50.3	46.6	1.3	1.8
40 - 54	5332	50.4	45.5	2.1	2
55 +	6709	49.5	40.8	6.6	3.2
 <b>EDUCATION (end of)</b>					
Until 15 years of age	3371	50.9	38.7	7.4	3.1
16 - 20	8751	50.4	44.9	2.4	2.3
20 +	5266	48.8	46.5	2.6	2.1
Still in education	1839	41.3	53.9	0.6	4.2
 <b>URBANISATION</b>					
Metropolitan	3420	47.7	45.7	3.6	3.1
Urban	8376	50.4	43.9	3.1	2.6
Rural	7775	48.5	46.1	3.1	2.3
 <b>OCCUPATION</b>					
Self-employed	1790	16.7	80	1.6	1.7
Employee	5829	58	38.5	1.5	2
Manual worker	2149	54.5	42.6	1.4	1.5
Not working	9846	48.6	43.2	4.9	3.3
 <b>OCCUPATION PARENTS</b>					
Both self-employed	3004	39	55.8	3	2.2
Self-employed and employed	1886	45.6	50.1	2.1	2.1
Both employees	10490	53.6	41.8	2.4	2.3
 <b>PRESENT INCOME</b>					
Live comfortably	4419	49	46.7	2	2.3
Get by	9052	50.2	45.5	2.6	1.8
Difficult to manage	3947	47.8	44.6	4.1	3.4
Very hard to manage	2043	48.5	41.4	6.2	4

Table 2a. Preference for employee status – *by country*

QUESTION: Q2\_1-99. Why would you prefer to be an employee rather than self-employed?

Base: those who would prefer employee status

% of “Mentioned” shown

	Total N	Regular, fixed income (versus irregular, variable income)	Stability of employment	Fixed working hours	Protection by social security and/or insurances	Lack of business idea	Lack of finances for self-employment	Lack of skills for self- employment	Severity of decision - difficult to reverse decision/being tied to business	Afraid of red tape, problems with public authorities	Afraid of legal and social consequences if I fail	Other	DK/NA
 <b>EU27</b>	9638	40.2	35.1	16.1	13.2	3.6	7.7	5.5	6.5	5.3	6.3	22.8	2.7
<b>COUNTRY</b>													
 Belgium	615	58.6	38.2	18.6	17.5	2.1	1.5	3.1	2.6	1.7	2.4	5.7	3.2
 Bulgaria	194	51.6	45.8	21.4	24.7	1.7	22.5	6.5	6.5	9.3	9.9	7.6	3.9
 Czech Rep.	621	44.6	41.4	20.8	10.4	9.8	9	7.8	4	4.6	5.4	6	6.9
 Denmark	326	34.9	22.2	17.2	8.9	3.1	2.2	5.4	3	3.7	2.1	38.1	3.3
 Germany	558	39.2	12	17	15.7	2.1	8.1	5.1	12.4	5.5	7.9	22.4	2.9
 Estonia	239	63.8	21.5	27.2	18.7	9.4	15.3	12.6	10	5.2	10.1	9.8	2.3
 Greece	374	60.5	36	13.3	3.5	0.4	2	1.5	1.1	0.8	1.5	16.4	2.3
 Spain	529	37.7	52.3	19	21.4	2.2	7.1	2.5	5.1	2.9	6.3	8.7	1.3
 France	459	27.9	47	13.3	7.6	2.1	1.8	5.7	6.4	8.8	7.8	26.7	3.6
 Ireland	250	27.6	31.7	9.4	8.2	3.2	2.8	5.9	11.8	2.2	4.8	44.6	0.8
 Italy	398	57.6	48.7	18.8	10.5	3.3	4.4	0.5	0.9	3.9	6.1	10.9	2
 Cyprus	146	60	33.4	26.1	15.7	3	3.5	2.9	7.4	2.8	6.2	12.5	3.6
 Latvia	240	38.9	29.7	23.6	16	3.2	16.8	18.4	1.7	8.5	16.5	16.9	3.1
 Lithuania	218	42.5	37.1	24.6	24.3	7.5	20	11.2	6.6	11.5	7.6	18.7	1.2
 Luxembourg	259	60.8	66.5	26.1	34.1	5.7	11.3	7.1	10	2.3	10.6	5.5	0.6
 Hungary	518	70	40.9	39	29	7.1	32.6	20.4	10.9	14.2	16.4	9.2	1.4
 Malta	285	43.9	50.1	18	2.5	3.4	3.9	4.2	3.1	1.7	2.4	8.3	2
 Netherlands	547	30.7	28.5	10.6	9.4	3.1	1.5	3.5	2.7	2.3	1.5	32.8	1.4
 Austria	276	38.3	10.9	10.9	15.4	0.3	6.1	2.7	15.9	3.9	8.2	27.7	4
 Poland	430	44.2	41.3	20.6	16.6	9.7	11.8	7.1	4.2	7.7	9.4	14.5	2.4
 Portugal	394	41.2	50.9	18.1	22.3	2	8.3	3.1	3.5	5.2	5.4	13.2	2.6
 Romania	207	45.4	28.6	20.4	13	1.1	32.2	3.1	1.6	9.3	5.8	15.4	1.4
 Slovenia	241	19.7	26.9	11.7	8	5	3.3	6.8	6.8	3.7	9.1	26.2	11.2
 Slovakia	332	63	48.1	30	16.1	5.9	14.1	10.6	1.9	11.1	4.3	3.1	0.1
 Finland	268	33.4	23.7	15.5	8.1	1.5	1.6	3.9	6.9	1.4	7.6	32.7	3.4
 Sweden	316	29.6	24.3	12.6	3.9	3.2	3.4	4.6	3.2	5.9	5.3	40.9	2.5
 United Kingdom	516	28.3	37.2	4.4	7	5.8	4.6	9.6	8.3	2.9	2.3	51.9	3.5
 Croatia	238	58.5	47.1	30.5	13.4	6.5	6.2	3	2.4	7.1	1.6	9.5	0.7
 Norway	268	24.4	22	15.3	8.2	2.5	2	5.5	7.6	2.4	1.4	33.4	5.3
 Iceland	192	14.2	29	5.4	5.3	0.3	1.1	2.7	6.8	2.6	2.4	51.4	6.8
 Switzerland	256	34.1	15.3	19.6	11.6	2.2	6.1	3.1	6.3	3	5.5	27.7	3.1
 Turkey	230	74.7	10	27.5	47.1	2.1	5.5	1.1	1	1.3	3.9	5.5	1.8
 United States	358	13.8	20.6	6.6	4.8	2.2	3.6	1.4	4.8	2.2	2.7	63.4	5.5
 China	278	11.2	14.6	6.2	8.8	14.8	36.1	32.9	6.4	5.5	21.8	22	0
 Japan	585	23.6	45.8	11.1	6.6	8	7.6	12	16.6	2.2	6.1	12.7	1.1
 South Korea	365	57.2	61.4	24.3	20.9	8.2	16.8	18	10.7	10.7	19	2.5	2.2

Table 2b. Preference for employee status – *by segment***QUESTION: Q2\_1-99. Why would you prefer to be an employee rather than self-employed?**

Base: those who would prefer employee status

% of "Mentioned" shown

	Total N	Regular, fixed income (versus irregular, variable income)	Stability of employment	Fixed working hours	Protection by social security and/or insurances	Lack of business idea	Lack of finances for self- employment	Lack of skills for self- employment	Severity of decision - difficult to reverse decision/being tied to business	Afraid of red tape, problems with public authorities	Afraid of legal and social consequences if I fail	Other	DK/NA
<b>EU27</b>	9638	40.2	35.1	16.1	13.2	3.6	7.7	5.5	6.5	5.3	6.3	22.8	2.7
 <b>SEX</b>													
Male	4117	41	35.7	15.7	13.7	3.5	8.5	4.7	7	5.5	5.4	22.2	2.5
Female	5521	39.6	34.7	16.5	12.8	3.7	7.1	6.1	6.1	5.2	7	23.3	2.9
 <b>AGE</b>													
15 - 24	1237	33	31.9	16.1	10.1	6.6	7.5	7.8	7.1	4.5	5.1	22.9	4.1
25 - 39	2347	41.1	36.2	20.6	13.7	3.4	8.2	5.8	6.1	5.4	7.6	19.1	2.4
40 - 54	2688	45	35.8	16.4	15.5	2.9	8.3	4.4	5.9	6.2	6.7	22.8	2
55 +	3320	38.2	35.3	12.8	12.1	3.1	6.9	5.2	7.1	5	5.6	25.3	3.1
 <b>EDUCATION (end of)</b>													
Until 15 years of age	1715	45.5	36.5	15.5	13	3.3	8.3	4.9	4.7	4	6	21	3
16 - 20	4413	42.1	33.7	17.3	14	3.6	8.6	6.5	7.3	6.7	6.3	22	2.5
20 +	2570	35.8	38.8	14.2	13.2	2.9	5.9	3.7	5.8	4.4	7.1	24.6	2.5
Still in education	760	32.8	29.3	17.6	9.1	7.1	7.8	7	8.4	4	4.7	25.6	3.7
 <b>URBANISATION</b>													
Metropolitan	1632	38.8	37.3	17.5	12.9	5.4	6.5	6.2	4.3	5	6.5	21.8	2.6
Urban	4222	40	38	14.1	13.3	2.8	7.2	5.2	5.9	5.3	6.3	22.7	3.1
Rural	3771	41	31	17.7	13.2	3.7	8.7	5.4	8.1	5.6	6.3	23.3	2.4
 <b>OCCUPATION</b>													
Self-employed	299	51.7	31.8	31.2	16	1.3	4.3	1	3.3	6	3.9	21	0.8
Employee	3383	36.2	36	13.6	13.1	3.2	5.1	4.6	6.5	4.7	6.8	25.1	2.1
Manual worker	1170	45.9	34.8	18.5	14.6	4.4	14.4	6.8	6.9	8.8	7.7	21.1	2.1
Not working	4781	40.9	34.8	16.4	12.7	3.9	8.1	6.1	6.6	4.9	5.8	21.8	3.4
 <b>OCCUPATION PARENTS</b>													
Both self-employed	1171	41.5	37.4	15.2	12.6	1.6	6.3	3.1	8	4.6	6.4	25.9	1.4
Self-employed and employed	861	37.6	29.4	11.1	13.6	3.5	4.2	5.6	5.5	4.5	7.5	26.3	5
Both employees	5618	38.4	34.4	17.1	13	4	7.3	5.9	7.3	5.7	6.3	22.8	2.8
 <b>PRESENT INCOME</b>													
Live comfortably	2164	32.7	33.5	14.8	11.8	4.7	3	4.8	7.4	3	5.1	28.3	2.6
Get by	4541	38.9	35.3	15.4	12.8	3.1	6.7	5.4	6.5	6.1	6.8	23.7	2.7
Difficult to manage	1887	46.7	37.6	17.3	14.2	4.1	10.9	6.3	6	6.1	5.6	18.9	2.5
Very hard to manage	991	50.8	34.2	20.1	16.3	2.9	16.2	6.2	5.7	5.1	8.5	14.6	2.4

Table 3a. Preference for self-employment– *by country*

QUESTION: Q3\_1-99. Why would you prefer to be self-employed rather than an employee?

Base: those who would prefer self-employment

% of “Mentioned” shown

	Total N	Personal independence/self-fulfilment/interesting tasks	Realisation of a business opportunity	Better income prospects	Freedom to choose place and time of working	Lack of attractive employment opportunities	Members of family / friends are self-employed	Favourable economic climate	To avoid uncertainties related to employment	To contribute to society	Other	DK/NA
 EU27	8856	68	9.2	20.2	34.9	2	2.2	2.7	4.4	2.3	12.8	1.7
<b>COUNTRY</b>												
 Belgium	302	56.8	16	15.1	23.7	1.7	2.8	3.5	3.3	3.6	3	3.1
 Bulgaria	252	68	10.2	29.2	34.4	6.6	3	9.6	5.2	4.3	2.9	7.4
 Czech Rep.	321	68.6	23.8	29.2	28.2	5.1	3.3	3.8	6.2	1	0.8	5.6
 Denmark	159	53.6	7.5	10.2	38.8	0.8	2.7	3.1	0	1.9	27.7	1.3
 Germany	410	72.8	8.6	11.6	21.2	0.9	2	2.8	4.2	2.1	14.5	0.9
 Estonia	224	79.1	17.1	33.7	42.8	6.2	1.7	5.1	12.8	6.6	3.1	0.6
 Greece	606	67.5	3.4	21.7	17.6	0.5	0.6	5.6	1.3	1.3	12.5	0.9
 Spain	408	75.5	5.9	13.5	35.7	2.8	2.7	5.4	1.5	2.2	5.6	0.7
 France	510	74.4	3.8	8.2	43.8	1.1	1	1.3	3.2	1.5	12.2	1.8
 Ireland	243	55.7	2.3	12.1	47.3	0.3	0.8	0	0.9	0.4	28.8	1.7
 Italy	514	59	13.2	22.2	36.3	1.6	1.9	1.8	3.6	1	3.8	2.4
 Cyprus	336	81.4	10	23.7	30.8	1.8	1.5	8.5	4.5	3	5.1	1.2
 Latvia	229	72.4	12.2	26.1	27.5	1.3	1.5	2.3	12.3	9.4	14.2	1.7
 Lithuania	244	67.2	13.5	47.9	31.1	3.7	1.9	2.9	5.4	6.5	11.3	4.5
 Luxembourg	222	74.1	18.2	21.2	67.9	2.3	2.3	6.2	9.4	6.3	4	0
 Hungary	390	82.9	26.1	59.6	47.5	14.4	14.6	11.3	20	5.9	8.2	0.7
 Malta	180	61	7.3	24.9	23.7	2.1	0.7	6.9	1.8	0.6	2.8	2.6
 Netherlands	424	55.2	4.5	8.5	28.9	1.3	1.4	2.6	0.7	0.9	19.4	0.1
 Austria	205	69.2	8.2	14.1	24.4	2.2	2.9	0.5	1.3	0.6	13.8	5.7
 Poland	494	71.4	11.4	32.1	30.7	2.3	2	2.7	10.7	1.9	7.2	1.7
 Portugal	511	74.9	20	23.2	22.8	2.5	2	6.2	3	5.7	3.9	0.2
 Romania	261	55.1	13.7	38.5	30.1	2	5.1	0.8	9.9	7.5	14.9	3.3
 Slovenia	238	53.5	12.7	14.3	31.5	0.4	0.2	0.5	4.8	2.1	17.9	5.1
 Slovakia	131	72.9	17.2	46.1	38.7	1.4	4.9	6.2	15.8	0.3	0.7	1.6
 Finland	207	79.8	3.8	4.2	25	1.5	1.9	3.2	2.3	2.2	15.8	1.6
 Sweden	161	54.4	13	12.1	37.4	1.7	4.5	4	4.9	4.8	22.3	0.6
 United Kingdom	456	65.2	5.6	26	54.3	1.6	0.9	0.2	1.2	1.4	31.9	1
 Croatia	215	61.9	17.2	44.3	36.7	1.7	1.7	2.4	8.9	2.1	2	1.1
 Norway	208	53.7	8.1	7.4	37.1	0.9	1.9	1.8	0	1.6	18.2	4.6
 Iceland	263	43	1.9	6.4	42.2	2.8	1.7	2	2	2.4	31.1	1.8
 Switzerland	218	67.7	5.8	6.9	31.3	3.1	1.7	1.8	2.1	1.1	15.9	4
 Turkey	255	70	11	24.6	30.4	8.3	4.9	8.4	5.5	11.2	5	0.8
 United States	553	51.1	1.8	6.5	23.4	0.4	0.1	1.2	1.1	0.8	41.9	0.5
 China	715	69	1.3	29.6	37	1.8	0.7	2.7	5.7	2.7	6	2.3
 Japan	393	45	12.1	7.5	38	2.9	9.6	5.1	5.8	2.9	10.2	1.5
 South Korea	509	56.5	18	34.2	46.6	8.2	4.7	6	20.8	10.2	3.9	2.3

Table 3b. Preference for self-employment – *by segment*

QUESTION: Q3\_1-99. Why would you prefer to be self-employed rather than an employee?

Base: those who would prefer self-employment  
% of "Mentioned" shown

	Total N	Personal independence/self-fulfilment/interesting tasks	Realisation of a business opportunity	Better income prospects	Freedom to choose place and time of working	Lack of attractive employment opportunities	Members of family / friends are self-employed	Favourable economic climate	To avoid uncertainties related to employment	To contribute to society	Other	DK/NA
<b>EU27</b>	8856	68	9.2	20.2	34.9	2	2.2	2.7	4.4	2.3	12.8	1.7
 <b>SEX</b>												
Male	4866	67.3	9.7	22.6	35.2	1.6	2.2	2.6	4.3	2.4	12.6	1.6
Female	3989	68.8	8.7	17.2	34.6	2.4	2.1	2.9	4.4	2	13	1.9
 <b>AGE</b>												
15 - 24	1484	66.1	9	22.8	34.4	1.9	2.1	2.8	4.1	1.4	9	4.2
25 - 39	2171	70.9	9.3	25	38.5	2.1	2	3.2	5	2.5	13.1	1.5
40 - 54	2424	68.3	9.6	19.3	36.5	2.5	1.8	2.2	5.3	2.6	15.1	1
55 +	2737	66.4	9.1	15.6	30.8	1.4	2.8	2.7	3.2	2.2	12.7	1.3
 <b>EDUCATION (end of)</b>												
Until 15 years of age	1305	63.6	8.2	19.7	28.7	1.9	1.5	2.9	3.5	1.1	12.6	3
16 - 20	3930	67	8.3	21.5	36.8	2.2	2.2	2.7	4.9	2.2	13	1.2
20 +	2449	71.3	10.6	18.4	36.3	1.7	2.3	2.6	4.2	3.2	14.4	1.1
Still in education	990	68.9	11.6	21.5	33.5	1.9	2.3	2.7	4.2	1.4	9.5	3.5
 <b>URBANISATION</b>												
Metropolitan	1562	70.4	10.4	23.3	35.1	1.6	1.9	1.4	5	1.4	10.9	0.5
Urban	3676	69.4	9.2	20.3	35.1	2.4	1.7	2.8	3.6	1.9	11.3	1.8
Rural	3587	65.6	8.9	18.5	34.7	1.7	2.8	3.2	4.9	3	14.8	2.2
 <b>OCCUPATION</b>												
Self-employed	1432	67.6	10.5	20.3	40.7	1.7	3.3	2.2	4	1.6	15.9	0.7
Employee	2246	71.6	9.2	20.2	37.3	1.7	1.9	2.7	3.9	2.9	15.2	1.1
Manual worker	916	66.2	10.7	29.8	35.3	3.3	1.1	3.1	5.3	2.3	10	2.3
Not working	4254	66.6	8.5	18	31.6	1.9	2.2	2.8	4.5	2.1	11.2	2.3
 <b>OCCUPATION PARENTS</b>												
Both self-employed	1675	68.9	6.3	17.1	34.5	1.1	4.2	3.1	1.7	1.6	10.1	0.6
Self-employed and employed	946	71.9	8.4	21.3	36.5	1	2	1	5.4	1.6	15.5	1.8
Both employees	4384	69.2	9.4	19.7	35.1	2.3	0.9	3.1	4	1.9	13.2	1.8
 <b>PRESENT INCOME</b>												
Live comfortably	2065	66.4	9.1	16.9	37	1.9	2.8	2	4.6	2.3	15.8	2.6
Get by	4115	68.9	9.6	20.1	36.7	1.6	2.2	3.2	4.2	2	13.5	1.2
Difficult to manage	1761	67.9	8.6	23.9	29.6	2.9	2.3	2.7	4.1	2.6	9.4	1.8
Very hard to manage	845	68.3	8.9	20.4	32.5	2	0.6	2.1	4.5	2.8	9.8	1.9

Table 4a. The feasibility of becoming self-employed – *by country*

**QUESTION: Q4. Regardless of whether or not you would like to become self-employed, would it be feasible for you to be self-employed within the next 5 years?**

*Base: those who were not “self-employed”*

	Total N	% Very feasible	% Quite feasible	% Not very feasible	% Not feasible at all	% DK/NA
 <b>EU27</b>	17845	7.6	20.5	21.3	46.3	4.3
<b>COUNTRY</b>						
 Belgium	935	3.5	9.1	10.1	68.6	8.7
 Bulgaria	475	6.6	14.5	23.1	35.3	20.5
 Czech Rep.	905	3.6	11	23.2	54.7	7.5
 Denmark	465	11.1	25.4	28.7	32.9	2
 Germany	909	7.9	21.7	26.1	42.4	2
 Estonia	474	6.2	21.2	23.6	42.7	6.2
 Greece	856	9.2	19.6	21	48.4	1.8
 Spain	906	4.7	18.1	16.2	59.2	1.8
 France	945	9.7	21.7	21.9	44.8	2
 Ireland	443	9.4	21.9	28.7	39	1.1
 Italy	906	5.5	20.5	15.2	49	9.8
 Cyprus	433	13.2	24.1	19.3	41.8	1.5
 Latvia	476	5.4	19.6	26.3	41.9	6.8
 Lithuania	464	2.7	17.9	26.6	42.3	10.5
 Luxembourg	470	7.7	21.1	18.7	49.7	2.8
 Hungary	932	3.4	15.8	22.5	56.4	2
 Malta	480	4	15	28.4	48.6	4
 Netherlands	911	4.2	11.1	11.1	71.7	1.8
 Austria	449	7.7	23.6	27.3	37.4	4
 Poland	904	7.1	28.9	24.3	32.3	7.3
 Portugal	919	6.2	12.2	21.8	56	3.8
 Romania	466	11.1	16.4	23	44.3	5.1
 Slovenia	467	7.8	24.3	26	40.8	1.1
 Slovakia	472	5.9	15.8	29.8	39.8	8.6
 Finland	428	17.3	28	22.5	31.1	1.1
 Sweden	469	16.9	32.3	15.4	30.4	5.1
 United Kingdom	906	9.4	22	22.5	44	2.1
 Croatia	462	4	17.2	21.7	49.5	7.6
 Norway	465	11	34.3	9	36.2	9.6
 Iceland	447	14.7	37.2	25	18.7	4.4
 Switzerland	453	11.1	24.8	26	35.7	2.4
 Turkey	392	9.1	31.2	13.6	43	3.1
 United States	841	15.7	20.2	32	31.2	0.9
 China	783	11.6	37.1	34.8	15.5	1
 Japan	844	1.5	10.3	24.4	62.2	1.6
 South Korea	867	3.3	19.4	33.1	42.5	1.7

Table 4b. The feasibility of becoming self-employed – *by segment*

**QUESTION: Q4. Regardless of whether or not you would like to become self-employed, would it be feasible for you to be self-employed within the next 5 years?**

*Base: those who were not “self-employed”*

	Total N	% Very feasible	% Quite feasible	% Not very feasible	% Not feasible at all	% DK/NA
<b>EU27</b>	17845	7.6	20.5	21.3	46.3	4.3
 <b>SEX</b>						
Male	8230	9.9	23.6	22.3	39.6	4.5
Female	9615	5.6	17.9	20.4	52	4.1
 <b>AGE</b>						
15 - 24	2759	9.6	30.4	34.8	21.1	4.1
25 - 39	4140	12	30.4	24.5	29.3	3.8
40 - 54	4503	7.4	22	23.8	42.9	3.9
55 +	6358	4.1	8.8	11.6	70.6	4.9
 <b>EDUCATION (end of)</b>						
Until 15 years of age	3167	3.1	10.1	11.1	70.2	5.6
16 - 20	7859	7.3	19.3	22.4	46.6	4.3
20 +	4596	11	26.8	21.7	37.1	3.4
Still in education	1831	9.4	29.7	34.9	22.5	3.5
 <b>URBANISATION</b>						
Metropolitan	3075	10.3	22.2	21.8	41	4.7
Urban	7713	7.2	21.1	21.4	45.9	4.3
Rural	7003	6.7	19.1	21	49.3	3.9
 <b>OCCUPATION</b>						
Self-employed	0	0	0	0	0	0
Employee	5829	10.8	25.7	25.9	34.6	2.9
Manual worker	2149	7.7	23	24.1	40.2	5
Not working	9846	5.6	16.8	18	54.6	5
 <b>OCCUPATION PARENTS</b>						
Both self-employed	2519	9.4	20.5	17.4	50.4	2.4
Self-employed and employed	1691	9	26.4	23.3	36.7	4.6
Both employees	9736	6.8	21.2	23.4	45	3.6
 <b>PRESENT INCOME</b>						
Live comfortably	3878	11	22.6	21.6	42.2	2.6
Get by	8236	7.5	21.4	21.6	45.3	4.1
Difficult to manage	3647	4.4	18.4	22.5	48.5	6.2
Very hard to manage	1915	6.6	16	17.3	56.3	3.8

Table 5a. Reasons why it is not feasible to become self-employed within the next five years – *by country***QUESTION: Q5\_1-9. Why would it not be feasible for you to be self-employed within the next 5 years?**Base: those who think it would be “not very feasible” or “not feasible at all” to become self-employed within the next five years  
% of “Mentioned” shown

	Total N	Lack of business idea/opportunity	Lack of finances for self-employment	Lack of skills for self-employment	Burden of red tape / Administrative difficulties	The risk of failure and its legal and social consequences is too big	It would be difficult to reconcile with my family situation	The current economic climate is not good for a start-up	Other	DK/NA
 <b>EU27</b>	12064	8	23.6	7.4	3.5	6.4	7.7	11.6	51.7	4.4
<b>COUNTRY</b>										
 Belgium	736	4.4	10.1	4.1	2	9.5	7.1	20.1	34.3	20.8
 Bulgaria	277	9.4	49.7	16	3.7	11	7.7	15.1	29.1	6
 Czech Rep.	705	19.8	26.3	15.7	7.9	13.6	7.3	14.5	27.1	6.2
 Denmark	287	11.5	12.6	6.5	0.2	1	4.6	4.5	68.1	1.5
 Germany	623	7.8	20.8	7.4	2.4	6.3	6.3	4	63.3	1.7
 Estonia	315	21.8	42.5	15.8	7.3	14.9	5	18.2	28.4	3.5
 Greece	594	1.2	15.6	1.5	0.8	5.9	6.5	17.2	56.6	3.7
 Spain	683	6.3	28.6	5.1	5.7	8.3	8.9	22.8	36.1	1.3
 France	630	6.3	15	7.1	3.3	3.2	6.1	8.5	59.4	5
 Ireland	299	3.8	14.7	9.5	0.4	1.5	9.9	11.6	65.6	2.2
 Italy	582	6.2	23.1	5	2.7	5.7	12.1	13.3	38.4	10.6
 Cyprus	265	5.7	18.6	6.6	0.2	10.6	8.6	27.9	44.1	0.7
 Latvia	325	8.5	36.5	24.8	8	7.5	5.1	19.1	41	2.2
 Lithuania	320	10.5	39.2	13.7	12.5	7.5	5.4	24.7	36.8	3.2
 Luxembourg	322	18.7	31.4	16.5	4.1	12.6	16.5	13.5	24.3	6.1
 Hungary	735	11.3	53.1	17.8	18.3	20	9.1	37.9	29.9	1.5
 Malta	370	6.5	23.6	4.5	4.7	10	8.5	6	42.7	8
 Netherlands	755	4.1	5.7	3.9	1	3.6	4.7	4.2	74	6.4
 Austria	290	9.9	20.2	3.5	2.8	3.8	6.7	5.8	55.1	5.2
 Poland	512	14.2	27.1	6.1	4	6.7	11.1	5.9	42	2.4
 Portugal	715	11.3	31.6	4.9	2.3	6.7	4.7	24.3	31	6.9
 Romania	314	9.3	61.7	7.2	6.1	11.8	3.9	15.1	26.5	3.7
 Slovenia	312	9.3	16.8	9.6	2.3	1.9	2.9	6.8	68.7	3.5
 Slovakia	329	25.1	34.7	20.1	9.1	14.4	11.6	25.9	17.8	4.5
 Finland	229	5.1	4.3	9.2	0	3.5	3.4	6.4	78.3	1.4
 Sweden	215	9.3	7.5	4.5	2.8	3.1	5.6	3.4	70.7	5.3
 United Kingdom	602	6.5	17.8	9.3	0.3	2.9	7.8	7	77.7	2
 Croatia	329	14.2	46.4	7.7	4.7	6.5	1.5	13.3	27.1	5.1
 Norway	210	6.1	5.3	5.2	0.8	0.4	4	3.5	69.4	11.9
 Iceland	195	1.5	6.6	2.8	2.1	1.4	0.3	12.5	67.5	8.3
 Switzerland	280	8.6	15.3	9	1.8	6.8	6.8	2.9	53.7	5.7
 Turkey	222	17.8	19.8	8.4	7.1	9.7	14.3	19.5	28.5	6.5
 United States	531	3	12.2	3.5	1.7	3.7	2.5	8.5	75.8	2.2
 China	394	16.7	23.6	18.2	1.6	5.7	30.9	9.2	42.8	1.8
 Japan	731	11.8	19.9	14.5	3.3	7.5	5.9	9.1	42	0
 South Korea	656	8.5	35.8	28	6.3	13.3	15.2	14.2	24.4	6.6

Table 5b. Reasons why it is not feasible to become self-employed within the next five years – *by segment***QUESTION: Q5\_1-9. Why would it not be feasible for you to be self-employed within the next 5 years?***Base: those who think it would be “not very feasible” or “not feasible at all” to become self-employed within the next five years  
% of “Mentioned” shown*

	Total N	Lack of business idea/opportunity	Lack of finances for self-employment	Lack of skills for self-employment	Burden of red tape / Administrative difficulties	The risk of failure and its legal and social consequences is too big	It would be difficult to reconcile with my family situation	The current economic climate is not good for a start-up	Other	DK/NA
<b>EU27</b>	12064	8	23.6	7.4	3.5	6.4	7.7	11.6	51.7	4.4
 <b>SEX</b>										
Male	5098	8.4	23.2	7.7	3.9	6.9	5.8	12.7	51.7	4.3
Female	6965	7.7	23.9	7.1	3.2	6	9	10.8	51.7	4.5
 <b>AGE</b>										
15 - 24	1543	10.6	26.5	16.2	2	4.1	4.1	11.2	43.5	5.7
25 - 39	2226	12.4	41.3	9.2	6.2	8.5	11.3	18.3	25.9	3.7
40 - 54	3003	11.1	30.4	8.3	4.8	10.6	9.9	16.8	37.9	3.4
55 +	5225	3.5	11.4	3.3	2	3.7	5.8	6	72.9	4.9
 <b>EDUCATION (end of)</b>										
Until 15 years of age	2575	5.3	21	5.3	2.1	5.8	7.3	10.3	59.2	5.4
16 - 20	5426	9.5	26.8	7.6	4.2	7.2	8.7	12.9	47.9	3.3
20 +	2703	7.8	20.2	7.2	4.1	6.7	8.3	11.8	50.6	4.5
Still in education	1051	8.7	24.2	12	2.3	3.7	2.9	9.4	51.8	6.6
 <b>URBANISATION</b>										
Metropolitan	1931	9.8	22.7	6.5	3.1	5.7	8	12.7	49.3	5.3
Urban	5194	6.7	23.9	8	3.7	7.1	7.8	12.2	51.7	3.9
Rural	4919	8.7	23.7	7	3.4	5.9	7.4	10.6	52.5	4.7
 <b>OCCUPATION</b>										
Self-employed	0	0	0	0	0	0	0	0	0	0
Employee	3526	11.3	25.5	9.5	4	9.1	9.9	14.7	42.5	3.4
Manual worker	1381	12.6	44.3	9.8	7.7	11.4	6.5	19.2	26.5	2.7
Not working	7151	5.5	18.6	5.9	2.4	4.1	6.8	8.6	61.1	5.3
 <b>OCCUPATION PARENTS</b>										
Both self-employed	1707	4.6	14.7	5.4	2.4	3.1	8.9	12.6	60.3	4.6
Self-employed and employed	1014	8.7	25.1	5.9	2.2	5.3	5.2	11.8	55.4	4.7
Both employees	6658	8.6	23.9	8.3	3.6	6.8	8	11	51.1	3.8
 <b>PRESENT INCOME</b>										
Live comfortably	2477	7.5	11.7	8.8	2.5	4.9	7.4	8	60	6.4
Get by	5516	8.1	20.2	6.5	3.6	5.9	7.2	10.8	55.2	4.2
Difficult to manage	2589	7.6	32.8	7.9	3.7	8.6	8.8	14.7	43.7	2.8
Very hard to manage	1409	9.8	41.8	7.9	4.8	7.1	8.1	15.9	37.2	4.2

Table 6a. My school education helped me to develop a sense of initiative – a sort of entrepreneurial attitude – *by country*

QUESTION: Q6\_A. I will read you a list of statements. Please tell me, do you strongly agree, agree, disagree or strongly disagree with the following statements? - My school education helped me to develop my sense of initiative – a sort of entrepreneurial attitude

	Total N	% Strongly agree	% Agree	% Disagree	% Strongly disagree	% DK/NA
 <b>EU27</b>	19635	12.9	36.2	31.5	16.6	2.7
<b>COUNTRY</b>						
 Belgium	1007	15.6	37.6	26.3	16.3	4.2
 Bulgaria	502	16.8	29.5	38.2	14.3	1.3
 Czech Rep.	1001	15.7	33.6	34.4	12.1	4.1
 Denmark	500	7	33	46.6	11.2	2.2
 Germany	1005	13.6	38.3	32	14.3	1.8
 Estonia	520	14.3	26	33.5	13.8	12.4
 Greece	1006	17.6	30	29.1	21.4	1.9
 Spain	1009	8.6	44.4	30.7	13	3.2
 France	1005	20.5	38.6	18.8	21.2	0.9
 Ireland	500	16.3	38.1	30.4	14	1.2
 Italy	1017	7.3	30.4	40.7	17.5	4.2
 Cyprus	506	15.9	48.4	26.9	7.7	1.1
 Latvia	504	11.2	15.2	42.5	28.2	2.9
 Lithuania	504	7.5	25.2	42	17.5	7.8
 Luxembourg	505	16.8	34.4	23.1	22.9	2.8
 Hungary	1002	11	26.1	32.1	28.7	2.1
 Malta	507	16.6	41.5	32.8	4.2	4.9
 Netherlands	1003	7.1	45.5	38.6	6.7	2
 Austria	501	18.8	32.1	28.1	18	3
 Poland	1005	10.1	33.4	36.7	16.4	3.4
 Portugal	1006	18.4	44.7	26.2	4.6	6.1
 Romania	504	14	45.9	25.3	10.8	3.9
 Slovenia	503	9.8	46.2	32.4	10.1	1.4
 Slovakia	512	7.9	30.5	45.1	12.7	3.8
 Finland	500	10.8	44.4	32	6.5	6.2
 Sweden	501	13.4	36.1	30.7	17.2	2.6
 United Kingdom	1000	13.8	30.7	30	23.9	1.6
 Croatia	500	16	37	27.8	15	4.1
 Norway	503	15.4	41.9	27.4	11.9	3.3
 Iceland	504	13.9	48.3	27.6	6.3	3.9
 Switzerland	510	24.8	37.2	23.3	12	2.7
 Turkey	504	13.1	59.9	20.9	2.2	3.8
 United States	1010	36	37.4	15.4	11	0.3
 China	1002	21.6	46.2	24.5	7.4	0.4
 Japan	1000	9.5	37.2	42.1	9.7	1.6
 South Korea	1000	7.1	45.6	32.1	8.3	6.8

Table 6b. My school education helped me to develop a sense of initiative – a sort of entrepreneurial attitude – *by segment*

QUESTION: Q6\_A. I will read you a list of statements. Please tell me, do you strongly agree, agree, disagree or strongly disagree with the following statements? - My school education helped me to develop my sense of initiative – a sort of entrepreneurial attitude

	Total N	% Strongly agree	% Agree	% Disagree	% Strongly disagree	% DK/NA
<b>EU27</b>	19635	12.9	36.2	31.5	16.6	2.7
 <b>SEX</b>						
Male	9493	13.4	37.9	30.9	15.8	1.9
Female	10142	12.5	34.7	32	17.4	3.4
 <b>AGE</b>						
15 - 24	2834	14.5	46.7	26.7	9.9	2.1
25 - 39	4662	13.2	36.5	33.6	15.4	1.2
40 - 54	5332	9.9	34.4	36.1	17.6	1.9
55 +	6709	14.4	33.1	28.4	19.5	4.5
 <b>EDUCATION (end of)</b>						
Until 15 years of age	3371	9.1	26.9	33.6	25.5	4.9
16 - 20	8751	11.3	34.9	34.4	17.4	2
20 +	5266	17.1	41.1	28.3	11.8	1.7
Still in education	1839	17.2	48.4	22	9.4	3
 <b>URBANISATION</b>						
Metropolitan	3420	13.1	36.6	31.4	16	2.9
Urban	8376	12.5	35.3	33.4	16.5	2.3
Rural	7775	13.4	37.2	29.6	17	2.8
 <b>OCCUPATION</b>						
Self-employed	1790	14.2	36.9	32.5	14.4	2
Employee	5829	13.2	38.1	32.1	15.4	1.2
Manual worker	2149	10.1	33.4	36.4	18.6	1.5
Not working	9846	13.2	35.7	29.9	17.3	3.9
 <b>OCCUPATION</b>						
 <b>PARENTS</b>						
Both self-employed	3004	17.1	36.2	30.6	13.8	2.4
Self-employed and employed	1886	13.2	37.4	32.3	15.2	2
Both employees	10490	12.4	36.5	31.7	17.3	2.2
 <b>PRESENT INCOME</b>						
Live comfortably	4419	16	38.9	28.9	14.4	1.8
Get by	9052	12.9	36.9	33.1	15	2.1
Difficult to manage	3947	10.7	33.9	33.5	18.3	3.6
Very hard to manage	2043	10.9	32.2	26.8	26	4.2

Table 7a. My school education helped me to better understand the role of entrepreneurs in society – *by country*

QUESTION: Q6\_B. I will read you a list of statements. Please tell me, do you strongly agree, agree, disagree or strongly disagree with the following statements? - My school education helped me to better understand the role of entrepreneurs in society

	Total N	% Strongly agree	% Agree	% Disagree	% Strongly disagree	% DK/NA
 <b>EU27</b>	19635	11.4	33	33.2	19.4	3.1
<b>COUNTRY</b>						
 Belgium	1007	12	27.6	36	19.4	5
 Bulgaria	502	12	33.5	36.7	14.5	3.2
 Czech Rep.	1001	8	27.1	40.6	18.4	5.9
 Denmark	500	6	31.4	47.4	12.1	3.2
 Germany	1005	12.4	38.2	31.9	15.4	2.1
 Estonia	520	12	31.9	29.3	17.7	9.3
 Greece	1006	14.3	28.7	30.6	25.5	1
 Spain	1009	9	42	32.7	12.8	3.5
 France	1005	14.2	29.7	23.1	31.3	1.6
 Ireland	500	15.6	31.4	33.7	17.8	1.5
 Italy	1017	7.3	29.1	41.6	17.3	4.8
 Cyprus	506	14.1	35.1	38.3	10.1	2.4
 Latvia	504	7.3	24	37.6	29	2
 Lithuania	504	7.5	20.2	44.6	18.8	9
 Luxembourg	505	15.2	37	23.5	22	2.3
 Hungary	1002	8.9	26	30.5	32.2	2.4
 Malta	507	14.2	41.2	34.1	5.8	4.7
 Netherlands	1003	7.4	45.9	37.6	6.2	2.9
 Austria	501	19.6	34.7	22.9	19.6	3.1
 Poland	1005	11.9	30.1	39.2	14.3	4.5
 Portugal	1006	17.7	48	23	4.9	6.4
 Romania	504	14	42.1	27.7	11.4	4.8
 Slovenia	503	10.5	44.9	28.6	13.9	2.1
 Slovakia	512	7.8	33.1	41.8	12.3	5
 Finland	500	10.5	43.7	31.4	8	6.5
 Sweden	501	10.1	30.5	37.4	19.4	2.6
 United Kingdom	1000	12	22.2	32.9	32	0.9
 Croatia	500	14.7	36.8	28.3	15.3	4.9
 Norway	503	10.9	37	35.1	14.4	2.5
 Iceland	504	14.6	48.6	23.1	6.8	6.9
 Switzerland	510	23.2	30.7	27.5	16.1	2.5
 Turkey	504	11.1	62	18.8	4.6	3.6
 United States	1010	34.9	36.1	15.1	13.4	0.6
 China	1002	23.4	51.8	20.3	4.3	0.3
 Japan	1000	6	35.7	44.2	11.2	2.9
 South Korea	1000	10.1	45.4	32.7	5.7	6

Table 7b. My school education helped me to better understand the role of entrepreneurs in society – *by segment*

QUESTION: Q6\_B. I will read you a list of statements. Please tell me, do you strongly agree, agree, disagree or strongly disagree with the following statements? - My school education helped me to better understand the role of entrepreneurs in society

	Total N	% Strongly agree	% Agree	% Disagree	% Strongly disagree	% DK/NA
<b>EU27</b>	19635	11.4	33	33.2	19.4	3.1
 <b>SEX</b>						
Male	9493	12.5	34.1	33.4	17.5	2.5
Female	10142	10.4	31.9	33	21.1	3.6
 <b>AGE</b>						
15 - 24	2834	13.9	46.6	27.3	9.7	2.6
25 - 39	4662	11.1	30.4	37.4	19.6	1.4
40 - 54	5332	8.9	30.3	37.7	20.9	2.1
55 +	6709	12.6	31.1	29.1	21.9	5.2
 <b>EDUCATION (end of)</b>						
Until 15 years of age	3371	8.3	25.3	34.2	26.6	5.6
16 - 20	8751	9.7	32.9	35.1	19.6	2.7
20 +	5266	15.1	33.6	32.3	17.5	1.5
Still in education	1839	16.3	46.3	24.7	9.3	3.4
 <b>URBANISATION</b>						
Metropolitan	3420	10.7	32.6	33.7	20.3	2.6
Urban	8376	11	33.7	33.9	18.4	2.9
Rural	7775	12.2	32.3	32.3	20	3.2
 <b>OCCUPATION</b>						
Self-employed	1790	12.4	30.7	36.6	17.8	2.5
Employee	5829	11.4	31.8	34.9	20.4	1.6
Manual worker	2149	8.6	30.4	38.2	20.5	2.3
Not working	9846	11.9	34.6	30.4	18.9	4.2
 <b>OCCUPATION</b>						
 <b>PARENTS</b>						
Both self-employed	3004	15.2	33.3	31.7	17	2.8
Self-employed and employed	1886	10	30.9	35.3	21.2	2.7
Both employees	10490	11	33.5	33	19.9	2.6
 <b>PRESENT INCOME</b>						
Live comfortably	4419	14.4	34.8	31.4	17.3	2.1
Get by	9052	10.8	33.9	33.9	18.6	2.7
Difficult to manage	3947	10.2	30.9	34.8	20.7	3.5
Very hard to manage	2043	10	28.7	30.6	26.1	4.6

Table 8a. My school education made me interested to become an entrepreneur – *by country*

QUESTION: Q6\_C. I will read you a list of statements. Please tell me, do you strongly agree, agree, disagree or strongly disagree with the following statements? - My school education made me interested to become an entrepreneur

	Total N	% Strongly agree	% Agree	% Disagree	% Strongly disagree	% DK/NA
 <b>EU27</b>	19635	6	19.4	44.8	26.8	3
<b>COUNTRY</b>						
 Belgium	1007	6.8	19.9	40.5	26.5	6.4
 Bulgaria	502	10.2	21.3	47	19.6	2
 Czech Rep.	1001	5.3	17.2	43.5	29.2	4.8
 Denmark	500	2.7	16.3	62.7	15.2	3
 Germany	1005	3.8	15.4	51	28.6	1.2
 Estonia	520	6.5	18.5	40.8	22.9	11.3
 Greece	1006	7.8	19	42.6	28.1	2.5
 Spain	1009	4.5	22.1	52.9	17.7	2.8
 France	1005	7.7	20.2	31.1	40.1	0.9
 Ireland	500	10.7	23.6	45.2	18.2	2.3
 Italy	1017	5.4	20.1	45.2	24.3	5.1
 Cyprus	506	7.8	26.8	48.3	14.3	2.8
 Latvia	504	5.6	9.7	48	34.4	2.3
 Lithuania	504	5.8	12.9	49.4	22.6	9.4
 Luxembourg	505	9.8	23.4	32.7	31.4	2.7
 Hungary	1002	7.6	18.5	31.9	39.9	2.1
 Malta	507	10.6	31.5	43	10.2	4.7
 Netherlands	1003	2.1	17.6	64	13.6	2.7
 Austria	501	8.7	16.1	38.3	34.7	2.3
 Poland	1005	6	20.6	48.8	19.5	5.1
 Portugal	1006	9.8	29.6	45.1	7.3	8.2
 Romania	504	10.8	30.6	37.8	14.7	6.2
 Slovenia	503	6.1	24.3	47.6	20.6	1.3
 Slovakia	512	7.3	16.6	51.7	20.2	4.1
 Finland	500	6.1	20.8	52.2	14.4	6.5
 Sweden	501	6	21.2	45.7	24.8	2.3
 United Kingdom	1000	6.2	16.3	38.9	37.2	1.5
 Croatia	500	7.5	28.1	38.7	22.5	3.3
 Norway	503	5.8	26.3	44	21	2.9
 Iceland	504	12.5	33.1	41.3	7.7	5.4
 Switzerland	510	10	22	37.3	28.3	2.4
 Turkey	504	12.6	58.9	21.6	3.3	3.6
 United States	1010	21.6	28.7	27.8	20.7	1.1
 China	1002	17.1	40.1	32.4	10.3	0.1
 Japan	1000	3.5	17.5	54.9	22.2	1.9
 South Korea	1000	5.5	31.7	47.1	8	7.6

Table 8b. My school education made me interested to become an entrepreneur – *by segment*

QUESTION: Q6\_C. I will read you a list of statements. Please tell me, do you strongly agree, agree, disagree or strongly disagree with the following statements? - My school education made me interested to become an entrepreneur

	Total N	% Strongly agree	% Agree	% Disagree	% Strongly disagree	% DK/NA
<b>EU27</b>	19635	6	19.4	44.8	26.8	3
 <b>SEX</b>						
Male	9493	7	21.2	44.5	24.5	2.8
Female	10142	5.1	17.7	45	28.9	3.3
 <b>AGE</b>						
15 - 24	2834	9.8	29.4	41.4	16.8	2.7
25 - 39	4662	5.5	20.7	48.1	24.2	1.6
40 - 54	5332	4.6	16.2	48.5	28.3	2.4
55 +	6709	5.9	16.9	40.9	31.7	4.7
 <b>EDUCATION (end of)</b>						
Until 15 years of age	3371	4.9	13.7	40.5	36	5
16 - 20	8751	4.9	18	46.3	28.2	2.6
20 +	5266	7.2	21.8	46.9	22.3	1.9
Still in education	1839	11.1	31.2	38.7	15.4	3.6
 <b>URBANISATION</b>						
Metropolitan	3420	6.4	19.7	45.7	25.5	2.8
Urban	8376	5.7	19.1	46.6	25.5	3.1
Rural	7775	6.2	19.6	42.5	28.9	2.8
 <b>OCCUPATION</b>						
Self-employed	1790	10.2	25.7	41.5	19.9	2.7
Employee	5829	4.6	16.9	49.7	27.1	1.7
Manual worker	2149	3.8	18.3	46.2	29.9	1.9
Not working	9846	6.6	20	42.1	27.2	4.1
 <b>OCCUPATION</b>						
 <b>PARENTS</b>						
Both self-employed	3004	8.2	20.9	45.3	23	2.6
Self-employed and employed	1886	5.9	20.4	45.9	25.3	2.5
Both employees	10490	5.5	18	45.6	28.6	2.4
 <b>PRESENT INCOME</b>						
Live comfortably	4419	6.8	21.3	45.6	24.5	1.8
Get by	9052	5.7	19.3	46.7	25.9	2.5
Difficult to manage	3947	5.6	17.9	45.5	27.2	3.9
Very hard to manage	2043	6.5	18.3	34.3	36.1	4.9

Table 9a. My school education gave me skills and know-how that enable me to run a business – *by country*

QUESTION: Q6\_D. I will read you a list of statements. Please tell me, do you strongly agree, agree, disagree or strongly disagree with the following statements? - My school education gave me skills and know-how that enable me to run a business

	Total N	% Strongly agree	% Agree	% Disagree	% Strongly disagree	% DK/NA
 <b>EU27</b>	19635	10.1	28.9	36.6	21.3	3.1
<b>COUNTRY</b>						
 Belgium	1007	10.9	28.1	35.3	20.9	4.8
 Bulgaria	502	13.3	24.2	40.6	18.9	2.9
 Czech Rep.	1001	5.8	22.3	40.5	26.4	5
 Denmark	500	11.3	35.3	40.7	10.7	2
 Germany	1005	8.2	29.3	39	21.9	1.6
 Estonia	520	9.8	21.2	38.3	24	6.7
 Greece	1006	16	30	29.5	22.9	1.6
 Spain	1009	8.8	39.6	35.5	12.7	3.5
 France	1005	13	28.8	27.4	29.2	1.7
 Ireland	500	14.2	36.1	31.5	17.2	1
 Italy	1017	8.4	25.8	41.7	19.5	4.6
 Cyprus	506	17.5	36.5	35.4	8.7	1.8
 Latvia	504	6.3	10.6	44.6	35.1	3.4
 Lithuania	504	9.5	24.2	39.6	17.4	9.3
 Luxembourg	505	12	31.7	27.1	26.8	2.4
 Hungary	1002	11.9	24.2	28	33.6	2.2
 Malta	507	14	36	39.8	5.9	4.4
 Netherlands	1003	4.8	34.4	50.4	7.9	2.5
 Austria	501	16.8	29.2	30	21.2	2.8
 Poland	1005	10.5	27.2	42.1	16.2	3.9
 Portugal	1006	14.1	39.5	34	5.2	7.2
 Romania	504	10.7	33.5	36.5	11.4	7.9
 Slovenia	503	7.6	34.8	38.6	17.3	1.7
 Slovakia	512	6.4	23.7	48.1	16.6	5.3
 Finland	500	8.5	37.3	37	11	6.2
 Sweden	501	13.1	30.4	36	18	2.5
 United Kingdom	1000	10.1	21.2	33.3	33.9	1.6
 Croatia	500	21.6	38.4	22.3	14.7	3
 Norway	503	10.6	33.6	37.3	14.5	4
 Iceland	504	13.9	36	32.3	11.7	6.1
 Switzerland	510	18.6	30.7	28.9	20.7	1.1
 Turkey	504	9.8	58	23.8	4.1	4.4
 United States	1010	35.7	31	17	15.4	0.9
 China	1002	16.3	37.4	32.5	13.7	0.1
 Japan	1000	7.2	24.8	45.9	21.2	0.9
 South Korea	1000	5.9	30.2	44.1	12.3	7.5

Table 9b. My school education gave me skills and know-how that enable me to run a business – *by segment*

QUESTION: Q6\_D. I will read you a list of statements. Please tell me, do you strongly agree, agree, disagree or strongly disagree with the following statements? - My school education gave me skills and know-how that enable me to run a business

	Total N	% Strongly agree	% Agree	% Disagree	% Strongly disagree	% DK/NA
<b>EU27</b>	19635	10.1	28.9	36.6	21.3	3.1
 <b>SEX</b>						
Male	9493	11.1	30.7	36.7	18.7	2.7
Female	10142	9.1	27.2	36.6	23.6	3.5
 <b>AGE</b>						
15 - 24	2834	10.5	35.6	38	12.9	2.9
25 - 39	4662	10.8	29.8	37.7	19.6	2
40 - 54	5332	8.8	27.5	39.4	22.2	2.2
55 +	6709	10.4	26.6	33.2	25.1	4.7
 <b>EDUCATION (end of)</b>						
Until 15 years of age	3371	7.6	18.7	36.7	32	5.1
16 - 20	8751	7.9	28.9	38.6	21.9	2.7
20 +	5266	15	33.6	33	16.7	1.7
Still in education	1839	12.2	36.5	36	11.2	4.2
 <b>URBANISATION</b>						
Metropolitan	3420	10.8	29.8	36.3	19.7	3.3
Urban	8376	9.4	29.6	37.5	20.4	3.1
Rural	7775	10.5	27.8	36	22.8	2.9
 <b>OCCUPATION</b>						
Self-employed	1790	15.9	30.7	35.2	16.3	1.9
Employee	5829	10.4	30.1	38.5	19.7	1.3
Manual worker	2149	7.2	25.4	40	25	2.4
Not working	9846	9.5	28.7	35	22.3	4.5
 <b>OCCUPATION</b>						
 <b>PARENTS</b>						
Both self-employed	3004	13.6	33.7	33.6	16.5	2.7
Self-employed and employed	1886	10	28.2	39.5	20	2.3
Both employees	10490	9.3	28.3	37.4	22.5	2.5
 <b>PRESENT INCOME</b>						
Live comfortably	4419	13.8	31	33.2	19.8	2.2
Get by	9052	9.3	29.9	38.6	19.8	2.3
Difficult to manage	3947	8.7	26.3	39.5	22.2	3.3
Very hard to manage	2043	8.1	24.8	30.6	29.9	6.6

Table 10a. Entrepreneurs create new products and services and benefit us all – *by country*

QUESTION: Q7\_A. I am going to read you another list of statements. Please tell me, do you agree or disagree with them? - Entrepreneurs create new products and services and benefit us all

	Total N	% Strongly agree	% Agree	% Disagree	% Strongly disagree	% DK/NA
 <b>EU27</b>	19635	21.2	57.2	14.7	2.7	4.2
<b>COUNTRY</b>						
 Belgium	1007	16	54	19.9	3	7.1
 Bulgaria	502	20.8	46.3	24.8	3.1	5
 Czech Rep.	1001	28.1	50.8	16.1	2.1	2.9
 Denmark	500	24.3	66.2	6.6	0.2	2.7
 Germany	1005	20.7	60.5	15.4	1.4	1.9
 Estonia	520	40.9	45.8	8.5	0.9	3.9
 Greece	1006	22.8	51.5	17.4	5.9	2.4
 Spain	1009	20.3	66.2	9.4	1.2	2.9
 France	1005	20.1	52.8	16.9	6.5	3.7
 Ireland	500	33.4	55.3	6.1	2	3.2
 Italy	1017	17.4	53.2	19.9	2.3	7.1
 Cyprus	506	17.4	57.1	19.4	2	4.1
 Latvia	504	33.4	51	11.6	2.2	1.9
 Lithuania	504	32.7	52.5	9.7	1.7	3.4
 Luxembourg	505	20.7	51	20.9	3.8	3.6
 Hungary	1002	21.7	51.4	18.1	3	5.9
 Malta	507	24.7	61.7	8.3	0.6	4.6
 Netherlands	1003	5.2	71	17.7	1	5.1
 Austria	501	33.3	51.1	10.8	2.8	2.1
 Poland	1005	23.5	55.7	14.2	1.3	5.2
 Portugal	1006	22.6	56.9	11.9	1	7.5
 Romania	504	13.6	61.4	14.5	3.2	7.3
 Slovenia	503	15.9	56.1	20.6	5.2	2.2
 Slovakia	512	13.9	62.9	18.4	1.8	3
 Finland	500	26.7	70.4	2.4	0.1	0.3
 Sweden	501	25.8	53.2	11.3	1.4	8.3
 United Kingdom	1000	27.5	55.1	10	3.5	3.9
 Croatia	500	18.6	41	25.3	8.1	7
 Norway	503	20.1	66.5	7.9	1.7	3.7
 Iceland	504	23.6	65.5	5.5	0.7	4.6
 Switzerland	510	29.4	49.3	15.6	2.1	3.6
 Turkey	504	7.1	72.2	17.1	1.1	2.6
 United States	1010	56.4	37.2	4.1	1.6	0.7
 China	1002	35.2	51.5	10.7	2.4	0.2
 Japan	1000	17.2	58.2	16.3	2.4	5.8
 South Korea	1000	15.6	57.9	18.9	2.4	5.1

Table 10b. Entrepreneurs create new products and services and benefit us all – *by segment*

QUESTION: Q7\_A. I am going to read you another list of statements. Please tell me, do you agree or disagree with them? - Entrepreneurs create new products and services and benefit us all

	Total N	% Strongly agree	% Agree	% Disagree	% Strongly disagree	% DK/NA
<b>EU27</b>	19635	21.2	57.2	14.7	2.7	4.2
 <b>SEX</b>						
Male	9493	23.7	56.2	14.4	2.8	2.9
Female	10142	18.9	58.1	15	2.6	5.5
 <b>AGE</b>						
15 - 24	2834	21	61.1	12.4	2.5	3
25 - 39	4662	20	58.6	16.1	2.3	2.9
40 - 54	5332	19.9	58.3	15.1	2.8	3.9
55 +	6709	23.2	53.8	14.3	2.8	5.9
 <b>EDUCATION (end of)</b>						
Until 15 years of age	3371	20	53.3	16.3	2.9	7.6
16 - 20	8751	20.9	57.1	15.3	2.9	3.8
20 +	5266	22.9	59.2	12.7	2.3	2.9
Still in education	1839	20	61.4	13.5	2.5	2.5
 <b>URBANISATION</b>						
Metropolitan	3420	23.5	57.8	12.7	2.4	3.6
Urban	8376	19.8	58	14.9	2.8	4.5
Rural	7775	21.7	56.2	15.5	2.6	4.1
 <b>OCCUPATION</b>						
Self-employed	1790	31.9	54.6	9.4	1.7	2.5
Employee	5829	20	60	13.6	2.9	3.5
Manual worker	2149	17.2	59.4	18.3	2.1	2.9
Not working	9846	20.8	55.6	15.5	2.8	5.3
 <b>OCCUPATION PARENTS</b>						
Both self-employed	3004	27.2	54.9	11.2	2.1	4.7
Self-employed and employed	1886	21.3	56.7	14.7	2.4	4.9
Both employees	10490	20.2	58.5	15.4	2.6	3.3
 <b>PRESENT INCOME</b>						
Live comfortably	4419	26.5	58.9	9.4	1.5	3.7
Get by	9052	20.6	58.6	14.5	2.6	3.7
Difficult to manage	3947	17.3	55.3	19.4	3	5
Very hard to manage	2043	19.8	51.6	18.2	4.7	5.7

Table 11a. Entrepreneurs think only about their own wallet – *by country*

QUESTION: Q7\_B. I am going to read you another list of statements. Please tell me, do you agree or disagree with them? - Entrepreneurs think only about their own wallet

	Total N	% Strongly agree	% Agree	% Disagree	% Strongly disagree	% DK/NA
 <b>EU27</b>	19635	17.8	35.8	33.4	8.4	4.7
<b>COUNTRY</b>						
 Belgium	1007	16.5	34.3	33.1	9.4	6.6
 Bulgaria	502	35	36.4	22.4	3.1	3.2
 Czech Rep.	1001	17	36.8	33.8	8.2	4.1
 Denmark	500	3.2	20.5	59	13.1	4.2
 Germany	1005	11.2	36	41	7.2	4.6
 Estonia	520	22.9	40.6	28.7	3.7	4.2
 Greece	1006	42.5	34.8	16	5.4	1.3
 Spain	1009	17.6	46.6	30.3	3.4	2.2
 France	1005	18	32	30.2	16.3	3.6
 Ireland	500	13.7	26.5	45.6	11.8	2.5
 Italy	1017	20	38.4	26.7	8.2	6.7
 Cyprus	506	30.6	43.5	20	2.9	3
 Latvia	504	19.3	30.8	43.8	4.5	1.6
 Lithuania	504	23.7	38.3	28.8	4.6	4.5
 Luxembourg	505	16.5	36.3	31.9	12.7	2.6
 Hungary	1002	19.9	39.5	29.7	6	4.9
 Malta	507	21.9	42.4	26.4	2.9	6.5
 Netherlands	1003	3.2	33.1	55.8	5.4	2.5
 Austria	501	14	31.8	38.3	11	4.9
 Poland	1005	26.1	37.3	28.4	3.5	4.6
 Portugal	1006	14.4	34.4	38.7	4.6	7.9
 Romania	504	23.4	43.1	23.7	3.2	6.7
 Slovenia	503	30.1	37	25.2	6.2	1.5
 Slovakia	512	22.5	46.8	26.3	0.5	3.9
 Finland	500	3.9	27.5	56.3	11.2	1.1
 Sweden	501	7.7	26.1	46	14.3	6
 United Kingdom	1000	18.1	29.3	33.5	12.9	6.3
 Croatia	500	31.9	37.1	20.1	6.9	4
 Norway	503	5.4	17.3	59.3	13.7	4.2
 Iceland	504	2.1	16.1	56.8	18.6	6.4
 Switzerland	510	11.5	34.1	37.4	12.7	4.3
 Turkey	504	8.3	46.7	36	4.8	4.2
 United States	1010	10.3	20.7	31.8	35.4	1.8
 China	1002	18.6	25.1	33.9	22.1	0.3
 Japan	1000	9.2	34	44.2	6.3	6.3
 South Korea	1000	11.6	45.1	35.4	2.3	5.5

Table 11b. Entrepreneurs think only about their own wallet – *by segment*

QUESTION: Q7\_B. I am going to read you another list of statements. Please tell me, do you agree or disagree with them? - Entrepreneurs think only about their own wallet

	Total N	% Strongly agree	% Agree	% Disagree	% Strongly disagree	% DK/NA
<b>EU27</b>	19635	17.8	35.8	33.4	8.4	4.7
 <b>SEX</b>						
Male	9493	17.1	36.2	33.8	8.9	4
Female	10142	18.4	35.4	32.9	7.9	5.3
 <b>AGE</b>						
15 - 24	2834	14.4	35.3	36.7	9.6	4
25 - 39	4662	16.9	39.8	32.7	7	3.7
40 - 54	5332	17.7	34.4	34.8	8.9	4.2
55 +	6709	19.8	34.6	31.2	8.5	6
 <b>EDUCATION (end of)</b>						
Until 15 years of age	3371	24.9	36.1	26	6.2	6.8
16 - 20	8751	19.3	37.2	31	8	4.5
20 +	5266	12.1	33.1	40.5	10.5	3.9
Still in education	1839	13	35	38.9	9.3	3.7
 <b>URBANISATION</b>						
Metropolitan	3420	17.3	35	33.9	9.3	4.6
Urban	8376	17.9	37.2	32.7	7.8	4.5
Rural	7775	18	34.7	33.8	8.7	4.8
 <b>OCCUPATION</b>						
Self-employed	1790	10.9	26.9	41.3	18.4	2.5
Employee	5829	14.1	35.5	37.6	8.9	3.9
Manual worker	2149	23	41.2	28.1	3.1	4.6
Not working	9846	20.1	36.4	30.7	7.4	5.5
 <b>OCCUPATION PARENTS</b>						
Both self-employed	3004	15.3	32.9	36.6	11.4	3.8
Self-employed and employed	1886	15.6	34.9	35.1	9.8	4.6
Both employees	10490	17.9	36.9	33.2	8.1	3.9
 <b>PRESENT INCOME</b>						
Live comfortably	4419	9.8	34.1	40.4	11.5	4.2
Get by	9052	16.2	34.5	36	8.6	4.7
Difficult to manage	3947	22.9	40	27.3	5.5	4.3
Very hard to manage	2043	32.2	37	18.8	6.2	5.8

Table 12a. Entrepreneurs are job creators – *by country*

QUESTION: Q7\_C. I am going to read you another list of statements. Please tell me, do you agree or disagree with them? - Entrepreneurs are job creators

	Total N	% Strongly agree	% Agree	% Disagree	% Strongly disagree	% DK/NA
 <b>EU27</b>	19635	29.7	57	9.2	1.7	2.4
<b>COUNTRY</b>						
 Belgium	1007	29.3	57.6	8	1.2	3.9
 Bulgaria	502	24.5	57.2	12.9	1.4	4
 Czech Rep.	1001	34.6	53.1	9.7	0.5	2.2
 Denmark	500	24.8	66.9	6.9	0.1	1.3
 Germany	1005	28.8	59.7	9.4	1.3	0.8
 Estonia	520	49.2	41	7.4	1.1	1.3
 Greece	1006	32.4	53.4	9.6	3	1.6
 Spain	1009	23.4	63	11.7	1	0.8
 France	1005	39	48.9	8.9	2.4	0.9
 Ireland	500	38.4	52.1	6.1	1.2	2.2
 Italy	1017	25.4	59.5	10.5	1.4	3.3
 Cyprus	506	23.1	64.4	9.7	0.4	2.5
 Latvia	504	46.2	48.9	3.2	0.9	0.9
 Lithuania	504	34	62	1.4	0.7	2
 Luxembourg	505	34.3	53.5	9	1.9	1.3
 Hungary	1002	24	61.2	10.7	1.7	2.4
 Malta	507	27.9	62.2	6.6	0.5	2.9
 Netherlands	1003	9.6	80.2	7.7	0.8	1.7
 Austria	501	52.2	37.6	6	1.3	2.8
 Poland	1005	28	57.1	9.2	1.8	3.9
 Portugal	1006	27.9	60.3	6.6	0.5	4.8
 Romania	504	20.1	61.3	10	2.1	6.6
 Slovenia	503	22.3	62.6	11.8	2.4	0.9
 Slovakia	512	17.4	68.1	12.3	0.2	2
 Finland	500	38.7	58.1	3.2	0	0
 Sweden	501	40.1	51.9	4.3	0.5	3.1
 United Kingdom	1000	35.6	48.6	8.6	3.2	3.9
 Croatia	500	21.5	50.7	18	4.9	5
 Norway	503	25.5	68.1	3.7	0	2.6
 Iceland	504	32.9	62.6	2	0	2.5
 Switzerland	510	45.7	45.5	6.1	1.1	1.6
 Turkey	504	11.6	73.4	11.3	0.4	3.2
 United States	1010	60.3	35.4	2.4	1.4	0.5
 China	1002	31.6	56.4	9.3	2.3	0.4
 Japan	1000	18.9	56.4	17.7	2	5
 South Korea	1000	17	59.1	15.6	1.7	6.6

Table 12b. Entrepreneurs are job creators – *by segment*

QUESTION: Q7\_C. I am going to read you another list of statements. Please tell me, do you agree or disagree with them? - Entrepreneurs are job creators

	Total N	% Strongly agree	% Agree	% Disagree	% Strongly disagree	% DK/NA
<b>EU27</b>	19635	29.7	57	9.2	1.7	2.4
 <b>SEX</b>						
Male	9493	30.8	56.9	8.5	1.8	2
Female	10142	28.6	57.1	9.9	1.5	2.8
 <b>AGE</b>						
15 - 24	2834	28.5	60.8	8.1	1.2	1.5
25 - 39	4662	29.5	56.7	10.3	1.5	2
40 - 54	5332	27	59.3	9.8	1.9	2
55 +	6709	32.5	53.9	8.5	1.8	3.3
 <b>EDUCATION (end of)</b>						
Until 15 years of age	3371	26.9	56.9	9.8	1.9	4.6
16 - 20	8751	29.3	56.3	10	2.1	2.3
20 +	5266	33.3	56.7	7.6	0.8	1.6
Still in education	1839	28.5	60.9	8.2	1.4	1.1
 <b>URBANISATION</b>						
Metropolitan	3420	32.8	55.3	8.7	1.3	1.9
Urban	8376	27.7	58.8	9.1	1.8	2.6
Rural	7775	30.5	56.1	9.6	1.6	2.2
 <b>OCCUPATION</b>						
Self-employed	1790	39.9	52.1	6.4	0.8	0.8
Employee	5829	30.3	57.7	9.2	1.2	1.6
Manual worker	2149	24.1	60.6	10.5	2.7	2.2
Not working	9846	28.7	56.8	9.4	1.8	3.2
 <b>OCCUPATION PARENTS</b>						
Both self-employed	3004	38.6	52.1	7.1	1	1.2
Self-employed and employed	1886	29.2	58.1	9.2	1.7	1.7
Both employees	10490	29.1	57.8	9.1	1.8	2.2
 <b>PRESENT INCOME</b>						
Live comfortably	4419	37.7	54.1	6	0.7	1.4
Get by	9052	28.8	58.9	8.6	1.5	2.1
Difficult to manage	3947	25.5	56.3	13.3	2.7	2.2
Very hard to manage	2043	25	56	11.4	2.4	5.2

Table 13a. Entrepreneurs exploit other people's work – *by country*

QUESTION: Q7\_D. I am going to read you another list of statements. Please tell me, do you agree or disagree with them? - Entrepreneurs exploit other people's work

	Total N	% Strongly agree	% Agree	% Disagree	% Strongly disagree	% DK/NA
 <b>EU27</b>	19635	13.2	36.3	35.4	9.4	5.7
<b>COUNTRY</b>						
 Belgium	1007	9.5	31.8	41.6	9.8	7.4
 Bulgaria	502	30.3	40	19.8	5.6	4.3
 Czech Rep.	1001	7.3	28.4	39.1	17.4	7.9
 Denmark	500	3.6	18.2	60.2	15	3.1
 Germany	1005	7.5	28.7	48.6	10	5.2
 Estonia	520	30.1	41.5	18	3.9	6.5
 Greece	1006	37.2	39.9	15.4	6	1.6
 Spain	1009	9.8	47	36.4	4.3	2.5
 France	1005	14.8	30.9	33.9	17	3.4
 Ireland	500	6	29.8	47.6	12.2	4.4
 Italy	1017	11.6	41	32.5	8.4	6.5
 Cyprus	506	25.4	47	20.6	3	4
 Latvia	504	11.5	42.2	34.8	7.9	3.6
 Lithuania	504	26.4	52.9	15.9	2.1	2.8
 Luxembourg	505	9.9	48.7	30.6	7.4	3.4
 Hungary	1002	10.6	39.2	34.2	10.6	5.5
 Malta	507	16.9	48	23	2.6	9.5
 Netherlands	1003	4.8	47.8	41.7	2.4	3.3
 Austria	501	7.6	27.4	40.8	17.5	6.6
 Poland	1005	27	42.5	21.2	2.7	6.5
 Portugal	1006	11	43.1	31.5	4.6	9.7
 Romania	504	17.5	45.6	21.5	6.1	9.3
 Slovenia	503	30.8	42.4	20	3.7	3.1
 Slovakia	512	22.1	51.2	21.4	2.5	2.8
 Finland	500	5.9	41.6	41.6	8.6	2.4
 Sweden	501	6.6	43.4	27.4	10.3	12.3
 United Kingdom	1000	12.6	27	38.9	12.8	8.8
 Croatia	500	32.4	36.2	17.6	8	5.7
 Norway	503	3.6	25.2	53.2	9.6	8.4
 Iceland	504	2	12.2	48.9	28	8.9
 Switzerland	510	8.5	25.1	43.9	16.8	5.6
 Turkey	504	5.8	38.8	46.7	3.3	5.4
 United States	1010	10.2	20.7	33.8	33.7	1.6
 China	1002	15.3	28.5	33.5	22.6	0.1
 Japan	1000	7.9	50.9	28	3.5	9.6
 South Korea	1000	8.8	45.4	35.6	3.2	7

Table 13b. Entrepreneurs exploit other people's work – *by segment*

QUESTION: Q7\_D. I am going to read you another list of statements. Please tell me, do you agree or disagree with them? - Entrepreneurs exploit other people's work

	Total N	% Strongly agree	% Agree	% Disagree	% Strongly disagree	% DK/NA
<b>EU27</b>	19635	13.2	36.3	35.4	9.4	5.7
 <b>SEX</b>						
Male	9493	13.6	36.4	35.3	10.4	4.3
Female	10142	12.8	36.1	35.6	8.4	7
 <b>AGE</b>						
15 - 24	2834	9.7	36.4	42.2	8.1	3.6
25 - 39	4662	11.5	35.3	37.5	10.9	4.8
40 - 54	5332	13.4	35.5	36.2	9.7	5.2
55 +	6709	15.7	37.5	30.6	8.7	7.5
 <b>EDUCATION (end of)</b>						
Until 15 years of age	3371	17.6	38.7	28.4	6.8	8.5
16 - 20	8751	14.5	37.4	33.8	9.1	5.4
20 +	5266	9.4	33.9	40.2	12.1	4.4
Still in education	1839	9.5	32.5	43.9	9	5.1
 <b>URBANISATION</b>						
Metropolitan	3420	12.2	37.3	33.9	10.7	5.9
Urban	8376	13.8	37.1	34.7	8.5	5.8
Rural	7775	13	35.2	37	9.7	5.1
 <b>OCCUPATION</b>						
Self-employed	1790	9.1	25.9	40.6	20.4	4
Employee	5829	9.8	34.6	40.6	10.1	5
Manual worker	2149	18.1	40.1	31.3	6.4	4.1
Not working	9846	14.9	38.3	32.4	7.6	6.7
 <b>OCCUPATION PARENTS</b>						
Both self-employed	3004	12.6	34.5	34.7	13.3	5
Self-employed and employed	1886	11.2	33.1	40.2	10.8	4.7
Both employees	10490	13.1	36.1	36.6	8.9	5.3
 <b>PRESENT INCOME</b>						
Live comfortably	4419	7	30.5	42.9	14.4	5.2
Get by	9052	11.8	36.4	37.4	8.8	5.6
Difficult to manage	3947	18	40.6	29.9	6.4	5.2
Very hard to manage	2043	24	40.3	21.3	7.2	7.2

Table 14a. Experience of starting up a business – *by country*

QUESTION: Q8. Have you ever started a business or are you taking steps to start one?

	Total N	% Yes	% No	% DK/NA
 <b>EU27</b>	19635	22.2	76.9	0.8
<b>COUNTRY</b>				
 Belgium	1007	16.7	80.7	2.5
 Bulgaria	502	21	78.9	0.1
 Czech Rep.	1001	18	79.3	2.7
 Denmark	500	21.1	78.9	0
 Germany	1005	21.5	77.6	0.9
 Estonia	520	21.6	77.5	0.9
 Greece	1006	34.3	65.6	0.1
 Spain	1009	21.6	78.4	0
 France	1005	17.2	82.5	0.3
 Ireland	500	24	76	0
 Italy	1017	25.3	72.8	1.8
 Cyprus	506	31.9	67.1	1
 Latvia	504	24.1	73.4	2.5
 Lithuania	504	22	75.8	2.2
 Luxembourg	505	13.6	85.9	0.6
 Hungary	1002	20.1	79.9	0
 Malta	507	7.7	91.6	0.7
 Netherlands	1003	22	77.4	0.6
 Austria	501	19.3	80.6	0.1
 Poland	1005	23.3	75.5	1.2
 Portugal	1006	25	72.8	2.2
 Romania	504	25.3	73.7	1
 Slovenia	503	15.4	84.6	0
 Slovakia	512	11.8	88.2	0
 Finland	500	41.4	58.1	0.5
 Sweden	501	29.5	69.6	0.9
 United Kingdom	1000	22.5	77.2	0.4
 Croatia	500	19.1	77.5	3.3
 Norway	503	33.7	64.9	1.3
 Iceland	504	36.2	62.5	1.3
 Switzerland	510	19.9	79.3	0.8
 Turkey	504	28.8	70.4	0.9
 United States	1010	37.6	62.4	0
 China	1002	40.4	59.5	0.1
 Japan	1000	20.4	79.3	0.3
 South Korea	1000	30.7	65.5	3.8

Table 14b. Experience of starting up a business – *by segment*

QUESTION: Q8. Have you ever started a business or are you taking steps to start one?

	Total N	% Yes	% No	% DK/NA
<b>EU27</b>	19635	22.2	76.9	0.8
 <b>SEX</b>				
Male	9493	28.8	70	1.1
Female	10142	16.1	83.4	0.6
 <b>AGE</b>				
15 - 24	2834	11.3	85.6	3.1
25 - 39	4662	23.5	75.7	0.8
40 - 54	5332	28.2	71.6	0.1
55 +	6709	21.2	78.4	0.4
 <b>EDUCATION (end of)</b>				
Until 15 years of age	3371	20	79.6	0.3
16 - 20	8751	22.3	77	0.7
20 +	5266	28.7	70.9	0.4
Still in education	1839	8.6	88.2	3.3
 <b>URBANISATION</b>				
Metropolitan	3420	23.7	75.6	0.7
Urban	8376	21.4	77.8	0.8
Rural	7775	22.5	76.7	0.7
 <b>OCCUPATION</b>				
Self-employed	1790	81.5	18.2	0.3
Employee	5829	17.6	82	0.3
Manual worker	2149	15.5	83.8	0.6
Not working	9846	15.7	83.1	1.2
 <b>OCCUPATION PARENTS</b>				
Both self-employed	3004	33.3	66.2	0.5
Self-employed and employed	1886	25.1	73.4	1.5
Both employees	10490	18.7	80.8	0.5
 <b>PRESENT INCOME</b>				
Live comfortably	4419	26.4	72.8	0.8
Get by	9052	20.4	78.9	0.7
Difficult to manage	3947	22	77.3	0.6
Very hard to manage	2043	23.3	76.2	0.5

Table 14c. Experience in setting up a business (all respondents) – *by segment*

QUESTION: Q8. Have you ever started a business or are you taking steps to start one?

	Total N	% It never came to your mind to start up a business	% You are thinking about starting up a business	% You thought of it or you had already taken steps to start a business but gave up	% You are currently taking steps to start a new business	% You have started or taken over a business in the last three years which is still active today	% You started or took over a business more than three years ago and it's still active	% Once started a business, but currently you are no longer an entrepreneur since business has failed	% Once started a business, but currently you are no longer an entrepreneur since business was sold, transferred or closed	% DK/NA
<b>EU27</b>	19635	49.9	10.4	13.7	3.8	2.9	5.6	2.3	6.2	5.3
 <b>SEX</b>										
Male	9493	41.3	11.7	14.1	4.8	3.9	8.1	3.0	7.3	5.8
Female	10142	58.0	9.1	13.3	2.8	1.9	3.4	1.7	5.2	4.8
 <b>AGE</b>										
15 - 24	2834	49.8	23.7	7.6	6.2	2.3	0.3	0.7	0.7	8.7
25 - 39	4662	41.3	17.2	15.1	6.7	4.6	5.3	2.4	3.0	4.4
40 - 54	5332	46.1	6.9	16.6	3.5	3.7	10.2	3.1	6.4	3.5
55 +	6709	58.9	2.8	13.0	0.9	1.2	4.6	2.2	10.5	5.8
 <b>EDUCATION (end of)</b>										
Until 15 years of age	3371	60.0	3.1	13.6	1.2	1.5	4.6	2.3	8.2	5.6
16 - 20	8751	50.0	9.7	14.7	3.4	2.7	6.1	2.5	6.4	4.6
20 +	5266	42.7	11.1	15.0	5.2	4.9	7.7	2.6	6.7	4.2
Still in education	1839	49.6	25.9	5.8	6.3	0.4	0.1	0.5	0.3	11.0
 <b>URBANISATION</b>										
Metropolitan	3420	47.4	12.7	11.9	4.2	3.9	5.7	1.7	6.7	5.7
Urban	8376	50.2	11.3	13.6	3.5	2.5	4.7	2.5	6.4	5.3
Rural	7775	50.7	8.4	14.7	3.9	2.8	6.5	2.3	5.7	5.0
 <b>OCCUPATION</b>										
Self-employed	1790	11.4	2.2	2.8	6.3	20.8	46.4	2.0	2.8	5.3
Employee	5829	49.1	13.2	17.9	4.6	1.8	2.4	2.4	5.2	3.5
Manual worker	2149	51.3	14.3	15.8	3.5	1.5	1.0	3.6	4.1	4.8
Not working	9846	57.1	9.3	12.7	2.8	0.6	1.2	2.0	7.9	6.4
 <b>OCCUPATION PARENTS</b>										
Both self-employed	3004	41.1	8.2	13.9	4.1	4.3	10.0	2.3	10.7	5.5
Self-employed and employed	1886	43.8	14.2	13.2	5.5	3.7	5.7	2.9	5.8	5.1
Both employees	10490	53.1	10.9	14.3	3.6	2.2	4.6	2.0	5.0	4.2
 <b>PRESENT INCOME</b>										
Live comfortably	4419	49.2	9.8	10.8	5.3	3.4	7.9	1.5	6.7	5.4
Get by	9052	51.7	10.6	14.0	3.5	3.3	5.2	1.6	5.5	4.7
Difficult to manage	3947	48.4	10.9	15.0	3.0	2.1	4.7	3.6	7.3	5.0
Very hard to manage	2043	47.1	9.3	16.5	3.1	1.8	5.0	4.4	6.3	6.5

Table 15a. Experience of starting up a business: the current situation (part a) – *by country***QUESTION: Q9. How would you describe your situation:***Base: those who had never started up a business and were not taking steps to start one*

	Total N	% It never came to your mind to start up a business	% You are thinking about starting up a business	% You thought of it or you had already taken steps to start a business but gave up	% DK/NA
 <b>EU27</b>	15103	64.9	13.5	17.8	3.8
<b>COUNTRY</b>					
 Belgium	813	78.1	6.9	11.8	3.2
 Bulgaria	396	59.3	22.3	14.9	3.6
 Czech Rep.	794	65	10.9	10.7	13.3
 Denmark	394	58	25.4	14.2	2.4
 Germany	780	62.3	12.3	22.1	3.3
 Estonia	403	61.4	15.3	15.5	7.8
 Greece	660	49.5	23.8	25	1.6
 Spain	792	75	9.5	13.8	1.7
 France	829	63.8	14.9	20.4	0.9
 Ireland	380	58	16.9	24	1.1
 Italy	741	66	5.1	21.1	7.8
 Cyprus	340	63.1	13.1	22.3	1.5
 Latvia	370	61.3	33.1	1.9	3.7
 Lithuania	382	75.8	13.2	5.5	5.5
 Luxembourg	434	76.1	10.7	11.1	2.1
 Hungary	800	67.5	26.1	5.9	0.5
 Malta	464	63	8.4	20.5	8.1
 Netherlands	776	64.1	12.4	18.7	4.8
 Austria	404	62.7	10.2	23.3	3.9
 Poland	759	60.3	19.5	13	7.3
 Portugal	732	69.9	5.5	22.4	2.2
 Romania	371	56.5	25.1	15.2	3.1
 Slovenia	425	61.3	16.3	20.6	1.9
 Slovakia	451	70.8	19.1	5.5	4.5
 Finland	290	75.9	6.6	16.3	1.2
 Sweden	349	55.6	22.6	13.8	8
 United Kingdom	772	67.3	12	17.7	3
 Croatia	388	69.6	9.1	16.8	4.5
 Norway	327	71.8	12.7	9.4	6.2
 Iceland	315	58	21.6	12.1	8.2
 Switzerland	405	57	24.2	15.7	3.1
 Turkey	355	54.6	21.7	15.9	7.8
 United States	630	48.5	19.5	30	2
 China	596	37	21.2	41.3	0.5
 Japan	793	84.4	7.4	7.3	0.9
 South Korea	655	51.2	17	24.4	7.5

Table 15b. Experience of starting up a business: the current situation (part a) – *by segment***QUESTION: Q9. How would you describe your situation:***Base: those who had never started up a business and were not taking steps to start one*

	Total N	% It never came to your mind to start up a business	% You are thinking about starting up a business	% You thought of it or you had already taken steps to start a business but gave up	% DK/NA
<b>EU27</b>	15103	64.9	13.5	17.8	3.8
 <b>SEX</b>					
Male	6649	58.9	16.8	20.2	4.1
Female	8455	69.5	10.9	15.9	3.6
 <b>AGE</b>					
15 - 24	2424	58.2	27.7	8.8	5.3
25 - 39	3530	54.5	22.8	20	2.8
40 - 54	3818	64.4	9.6	23.2	2.8
55 +	5258	75.2	3.6	16.5	4.7
 <b>EDUCATION (end of)</b>					
Until 15 years of age	2685	75.3	4	17	3.7
16 - 20	6736	65	12.6	19	3.4
20 +	3734	60.2	15.6	21.1	3.1
Still in education	1621	56.3	29.4	6.6	7.7
 <b>URBANISATION</b>					
Metropolitan	2585	62.7	16.9	15.8	4.7
Urban	6518	64.5	14.5	17.5	3.6
Rural	5967	66.1	11	19.2	3.8
 <b>OCCUPATION</b>					
Self-employed	326	62.6	12.1	15.7	9.6
Employee	4781	59.8	16.1	21.8	2.3
Manual worker	1801	61.2	17	18.9	2.9
Not working	8187	68.7	11.2	15.3	4.7
 <b>OCCUPATION PARENTS</b>					
Both self-employed	1988	62.1	12.4	21	4.5
Self-employed and employed	1385	59.7	19.3	18	3
Both employees	8479	65.6	13.5	17.7	3.2
 <b>PRESENT INCOME</b>					
Live comfortably	3217	67.6	13.4	14.9	4.1
Get by	7142	65.5	13.4	17.7	3.4
Difficult to manage	3053	62.6	14.1	19.4	3.9
Very hard to manage	1556	61.8	12.2	21.6	4.3

Table 16a. Experience of starting up a business: the current situation (part b) – *by country***QUESTION: Q10. How would you describe your situation:***Base: those who had once started up a business or were taking steps to start one*

	Total N	% You are currently taking steps to start a new business	% You have started or taken over a business in the last three years which is still active today	% You started or took over a business more than three years ago and it's still active	% Once started a business, but currently you are no longer an entrepreneur since business has failed	% Once started a business, but currently you are no longer an entrepreneur since business was sold, transferred or closed	% DK/NA
 <b>EU27</b>	4368	16.9	12.9	25.4	10.3	27.8	6.7
<b>COUNTRY</b>							
 Belgium	169	13.8	17.2	12.6	11.8	33.3	11.2
 Bulgaria	106	5	11.7	28.9	25.5	19.9	9
 Czech Rep.	180	14.4	7.3	46	12.6	11.1	8.6
 Denmark	106	5.6	13.2	23.2	14.3	43.7	0
 Germany	216	23.3	10.5	32.3	9.4	22.7	1.7
 Estonia	113	23.3	10.8	26.2	11.2	14.6	13.8
 Greece	345	8.2	9.8	24	16.9	36.9	4.1
 Spain	217	10.9	12.9	27.3	15.9	28.8	4.3
 France	173	18.2	16.8	18.4	4.2	35.6	6.7
 Ireland	120	23.2	16.5	23	9.1	25.8	2.4
 Italy	258	11.6	7.9	22.8	4.1	37.4	16.1
 Cyprus	161	16.7	19.3	22.8	14.1	23.1	4
 Latvia	121	9	10.3	21.2	10	26.8	22.7
 Lithuania	111	20.4	10.2	24.5	18.1	11.9	14.8
 Luxembourg	68	22	13.9	20.9	5.5	33.4	4.3
 Hungary	201	7.6	15.5	30.1	18.9	24.9	3.1
 Malta	39	22.8	24.7	25.7	0	7.5	19.2
 Netherlands	221	20.3	15.5	26.1	4.5	29.7	3.9
 Austria	97	22.3	8.5	31.6	9.1	20.2	8.4
 Poland	234	24.1	12.6	25.3	12.6	16.8	8.5
 Portugal	251	8.4	13.6	26.3	18.2	25.1	8.4
 Romania	128	25.4	28.6	11.2	19.3	9.2	6.3
 Slovenia	78	30	2.9	26.6	6.2	27.2	7
 Slovakia	61	21.3	37.3	15.4	16.7	9.2	0
 Finland	207	15.6	19.1	26	5.7	18.5	15
 Sweden	148	21.4	12.3	17.5	7.2	37.4	4.2
 United Kingdom	225	15	11.4	28.2	8.7	33.6	3.1
 Croatia	96	25.4	7.7	18.2	6.2	22.4	20.1
 Norway	170	15.6	10.3	19.1	14.3	25.9	14.8
 Iceland	183	13.1	15.6	27	3.9	31	9.5
 Switzerland	101	14.4	12.4	37.3	5.9	27.5	2.4
 Turkey	145	31.4	22	28.1	4.4	10	4.1
 United States	380	26.1	10.9	19.3	10.5	28.4	4.9
 China	405	40.8	13.4	13.1	20.4	9.5	2.8
 Japan	204	10.1	15	46.2	9.5	19.2	0
 South Korea	307	11.9	6.8	21.1	26.5	22.5	11.4

Table 16b. Experience in setting up a business: the current situation (part b) – *by segment***QUESTION: Q10. How would you describe your situation:***Base: those who had once started up a business or were taking steps to start one*

	Total N	% You are currently taking steps to start a new business	% You have started or taken over a business in the last three years which is still active today	% You started or took over a business more than three years ago and it's still active	% Once started a business, but currently you are no longer an entrepreneur since business has failed	% Once started a business, but currently you are no longer an entrepreneur since business was sold, transferred or closed	% DK/NA
<b>EU27</b>	4368	16.9	12.9	25.4	10.3	27.8	6.7
 <b>SEX</b>							
Male	2739	16.7	13.5	28	10.3	25.2	6.3
Female	1630	17.2	12	20.9	10.3	32.1	7.5
 <b>AGE</b>							
15 - 24	321	55	20.5	2.7	6.2	6.7	8.9
25 - 39	1095	28.5	19.6	22.4	10.2	13	6.3
40 - 54	1506	12.4	13	36.1	11	22.6	4.9
55 +	1423	4.4	5.8	21.6	10.4	49.5	8.4
 <b>EDUCATION (end of)</b>							
Until 15 years of age	675	5.7	7.5	23	11.2	40.9	11.7
16 - 20	1954	15.1	12.2	27.4	11.1	28.5	5.7
20 +	1513	18.1	17.2	26.8	9	23.4	5.5
Still in education	158	73.2	5.4	1	6.1	3.1	11.2
 <b>URBANISATION</b>							
Metropolitan	810	17.8	16.5	24.1	7.2	28.4	6
Urban	1792	16.4	11.9	22.1	11.7	30	8
Rural	1751	17.2	12.4	28.9	10.2	25.5	5.8
 <b>OCCUPATION</b>							
Self-employed	1459	7.8	25.5	56.9	2.5	3.4	3.9
Employee	1028	26.4	10.1	13.3	13.6	29.3	7.3
Manual worker	334	22.5	9.6	6.6	23.5	26.6	11.2
Not working	1545	18.1	3.7	7.5	12.6	50.1	8.1
 <b>OCCUPATION PARENTS</b>							
Both self-employed	1000	12.3	12.8	29.9	6.8	32.1	6.2
Self-employed and employed	474	22	14.7	22.8	11.6	23	5.8
Both employees	1958	19.4	12	24.9	10.9	26.9	6
 <b>PRESENT INCOME</b>							
Live comfortably	1165	20.2	12.8	29.8	5.8	25.6	5.9
Get by	1842	17.3	16.2	25.6	7.9	26.8	6.3
Difficult to manage	869	13.8	9.3	21.3	16.6	33.1	5.9
Very hard to manage	477	13.4	7.6	21.4	18.9	27.1	11.7

Table 17a. Dissatisfaction with regard to your previous situation – *by country*

QUESTION: Q11\_A. For each of the following elements, please tell me if it was very important, rather important, rather not important or not important at all for making you take steps to start a new business or take over one. -

**Dissatisfaction with regard to your previous situation**

Base: who had started up a business or were currently taking steps to start one, respondents who were currently thinking about starting up a business and those who had thought about it or had already taken steps to do so, but had given up

	Total N	% Very important	% Rather important	% Rather not important	% Not important at all	% DK/NA
 <b>EU27</b>	7059	22.6	32.7	23.3	14.1	7.4
<b>COUNTRY</b>						
 Belgium	265	17.5	37.5	17.4	9.9	17.7
 Bulgaria	164	17.2	29.3	22.9	5.3	25.3
 Czech Rep.	265	40.4	28.9	13.9	6	10.9
 Denmark	162	13.5	22.9	34.3	20.8	8.5
 Germany	389	18.8	31.8	31.8	13.5	4.1
 Estonia	175	26.6	29.5	18.7	9.5	15.8
 Greece	510	33	25.1	13.3	21.6	7
 Spain	327	23.4	34.2	23.7	13.4	5.3
 France	342	27	32	20.8	16.1	4
 Ireland	211	34.1	29.7	15.6	15.9	4.8
 Italy	414	22.9	29.5	20.9	13.3	13.4
 Cyprus	237	24.5	36.7	18.6	14.5	5.7
 Latvia	129	29.6	41.5	9	10.5	9.4
 Lithuania	132	28.2	41	19	8	3.8
 Luxembourg	117	17.8	49.8	16	13.5	2.8
 Hungary	248	23.4	46.3	17.5	7.2	5.6
 Malta	134	28.2	22.4	29.3	5.8	14.3
 Netherlands	366	19.7	25.1	26	20.4	8.9
 Austria	191	15.6	31.5	29.1	16.6	7.2
 Poland	333	21.6	38.9	22.3	8.3	8.9
 Portugal	415	22.7	42.7	20	8.2	6.4
 Romania	184	29.9	40	15.8	10.6	3.7
 Slovenia	165	21.2	38.7	24.9	11.7	3.5
 Slovakia	85	23.4	52.4	15	3.5	5.7
 Finland	254	16	31.1	32.2	13.8	6.9
 Sweden	196	9.8	31.1	25.2	24.2	9.7
 United Kingdom	361	21.4	31.6	22.2	18.2	6.6
 Croatia	161	23.8	35.8	16.5	9.1	14.8
 Norway	200	13	20.4	21.9	39.3	5.4
 Iceland	221	8.2	25.1	32.6	17	17.1
 Switzerland	165	16	22.1	25	26.1	10.6
 Turkey	201	42.7	31.8	15.3	7.3	3
 United States	569	28.9	34.4	19.7	14.5	2.4
 China	651	23.2	41.7	29.1	5	1
 Japan	261	19.7	32.6	30.1	9	8.5
 South Korea	467	23.4	40.4	25.6	3.6	7

Table 17b. Dissatisfaction with regard to your previous situation – *by segment*

**QUESTION: Q11\_A. For each of the following elements, please tell me if it was very important, rather important, rather not important or not important at all for making you take steps to start a new business or take over one. - Dissatisfaction with regard to your previous situation**

*Base: who had started up a business or were currently taking steps to start one, respondents who were currently thinking about starting up a business and those who had thought about it or had already taken steps to do so, but had given up*

	Total N	% Very important	% Rather important	% Rather not important	% Not important at all	% DK/NA
<b>EU27</b>	7059	22.6	32.7	23.3	14.1	7.4
 <b>SEX</b>						
Male	4082	22.1	32.6	25	13.8	6.5
Female	2978	23.4	32.8	20.9	14.4	8.5
 <b>AGE</b>						
15 - 24	535	22.3	35.9	22.1	9.6	10.2
25 - 39	1800	23.3	36.4	22.1	12.8	5.4
40 - 54	2393	23.8	33.2	24.1	12.8	6.1
55 +	2292	21.2	28.9	23.3	17.2	9.4
 <b>EDUCATION (end of)</b>						
Until 15 years of age	1132	24.9	29.7	19.2	15	11.3
16 - 20	3236	23.1	34	23.6	13.4	6
20 +	2302	21.5	32	26	14.6	5.9
Still in education	265	17	39.9	15.6	10.1	17.4
 <b>URBANISATION</b>						
Metropolitan	1218	24.3	31.3	23.6	13.5	7.3
Urban	2932	21.7	32.8	24.2	13.4	7.9
Rural	2894	22.9	33.1	22.3	14.9	6.8
 <b>OCCUPATION</b>						
Self-employed	1510	26.1	27	26.2	15.2	5.5
Employee	2070	22.1	35.2	25	12.4	5.4
Manual worker	673	19.4	39.6	23.5	12.4	5.1
Not working	2800	22	32.2	20.3	15.1	10.4
 <b>OCCUPATION PARENTS</b>						
Both self-employed	1417	22.1	29.9	24.3	17.4	6.2
Self-employed and employed	723	21.9	33.1	24.8	13.9	6.3
Both employees	3455	22.4	33.3	23.3	13.4	7.6
 <b>PRESENT INCOME</b>						
Live comfortably	1644	21.6	29.6	25.6	17.4	5.9
Get by	3108	21	33.3	24.4	13.9	7.4
Difficult to manage	1461	21.2	35.1	23	12.2	8.5
Very hard to manage	813	32.9	33.3	14.4	11.4	8

Table 18a. An appropriate business idea – *by country*

**QUESTION: Q11\_B. For each of the following elements, please tell me if it was very important, rather important, rather not important or not important at all for making you take steps to start a new business or take over one. - An appropriate business idea**

*Base: who had started up a business or were currently taking steps to start one, respondents who were currently thinking about starting up a business and those who had thought about it or had already taken steps to do so, but had given up*

	Total N	% Very important	% Rather important	% Rather not important	% Not important at all	% DK/NA
 <b>EU27</b>	7059	51.2	33.5	6.8	4.4	4
<b>COUNTRY</b>						
 Belgium	265	35.8	40.5	6	1.9	15.9
 Bulgaria	164	45.6	32.2	5.1	2.3	14.7
 Czech Rep.	265	46.6	35.5	5.3	1.7	10.8
 Denmark	162	46.9	37	9.7	3.5	2.9
 Germany	389	50.7	32.2	11.6	4.1	1.5
 Estonia	175	57.3	21.4	7.2	5.1	9
 Greece	510	58.6	24.1	3.8	9.8	3.6
 Spain	327	51.7	37	4.9	3.8	2.6
 France	342	43.7	38.1	6.9	9.1	2.2
 Ireland	211	77.7	16.8	3.4	2.1	0
 Italy	414	45.5	35.2	6.6	3.2	9.5
 Cyprus	237	56.4	29.9	7.3	5.1	1.3
 Latvia	129	58	29.2	3.3	5.8	3.7
 Lithuania	132	49.2	41.4	2.7	1.2	5.5
 Luxembourg	117	42.5	49.9	2.3	4.5	0.8
 Hungary	248	55.1	31.2	5.4	2.9	5.4
 Malta	134	61.9	26.5	2.5	0.8	8.3
 Netherlands	366	45.6	32.7	12.6	4	5
 Austria	191	58.7	22.8	7.4	3.8	7.3
 Poland	333	55.5	35.7	4.6	2.5	1.7
 Portugal	415	33.5	51.7	7.1	2.5	5.1
 Romania	184	51.8	40.1	3.1	1.3	3.7
 Slovenia	165	53.4	35.4	4.6	3.9	2.7
 Slovakia	85	40.8	40.5	8.4	5.2	5.1
 Finland	254	60.5	27.3	2.2	3.4	6.6
 Sweden	196	57.9	27.8	4.8	4.8	4.7
 United Kingdom	361	63.7	25.3	5	5.1	0.8
 Croatia	161	75.9	22.6	0.4	0.8	0.4
 Norway	200	42.1	38.1	4.6	6.6	8.6
 Iceland	221	68.6	22.6	3.1	0.3	5.4
 Switzerland	165	60.1	22.4	5.5	7.9	4.1
 Turkey	201	74.4	18.2	2.5	1.3	3.7
 United States	569	58.9	29.7	5.9	4.2	1.4
 China	651	42.2	43.1	10.5	3.4	0.8
 Japan	261	58.8	34.6	4.3	0.3	1.9
 South Korea	467	56.1	31.5	7.5	0.4	4.4

Table 18b. An appropriate business idea – *by segment*

**QUESTION: Q11\_B. For each of the following elements, please tell me if it was very important, rather important, rather not important or not important at all for making you take steps to start a new business or take over one. - An appropriate business idea**

*Base: who had started up a business or were currently taking steps to start one, respondents who were currently thinking about starting up a business and those who had thought about it or had already taken steps to do so, but had given up*

	Total N	% Very important	% Rather important	% Rather not important	% Not important at all	% DK/NA
<b>EU27</b>	7059	51.2	33.5	6.8	4.4	4
 <b>SEX</b>						
Male	4082	50.1	35.2	6.8	4.6	3.3
Female	2978	52.8	31.2	6.9	4.1	4.9
 <b>AGE</b>						
15 - 24	535	61.2	28	5.5	1.6	3.8
25 - 39	1800	58.1	31.4	5.2	2.6	2.7
40 - 54	2393	50.8	34.5	6.8	4.3	3.5
55 +	2292	43.9	35.7	8.4	6.6	5.5
 <b>EDUCATION (end of)</b>						
Until 15 years of age	1132	42.9	36.5	6.4	7.3	6.8
16 - 20	3236	51.1	33.5	7.4	4.4	3.6
20 +	2302	54.8	32.5	6.3	3.3	3.1
Still in education	265	62.5	27.8	5.7	0.7	3.2
 <b>URBANISATION</b>						
Metropolitan	1218	54.5	31.9	6.8	3	3.9
Urban	2932	52.1	33.1	6.5	4.4	3.9
Rural	2894	48.9	34.8	7.3	4.9	4.1
 <b>OCCUPATION</b>						
Self-employed	1510	54.2	29.1	9.7	5	2
Employee	2070	56.1	33	5.1	3.2	2.6
Manual worker	673	47.5	38.2	3.9	4.1	6.3
Not working	2800	46.9	35.1	7.3	5.1	5.5
 <b>OCCUPATION PARENTS</b>						
Both self-employed	1417	51.3	31.3	8.4	5	3.9
Self-employed and employed	723	59	30.5	5.2	3.3	2
Both employees	3455	50.1	34.1	6.8	4.7	4.3
 <b>PRESENT INCOME</b>						
Live comfortably	1644	53.3	31.4	7.5	4.6	3.3
Get by	3108	51.4	34.5	6.5	4.2	3.5
Difficult to manage	1461	47	34.9	7.4	4.4	6.3
Very hard to manage	813	54	31.6	6.1	5.2	3

Table 19a. Contact with an appropriate business partner – *by country*

QUESTION: Q11\_C. For each of the following elements, please tell me if it was very important, rather important, rather not important or not important at all for making you take steps to start a new business or take over one. -

**Contact with an appropriate business partner**

Base: who had started up a business or were currently taking steps to start one, respondents who were currently thinking about starting up a business and those who had thought about it or had already taken steps to do so, but had given up

	Total N	% Very important	% Rather important	% Rather not important	% Not important at all	% DK/NA
 <b>EU27</b>	7059	34	30.9	16.9	14	4.2
<b>COUNTRY</b>						
 Belgium	265	36.7	36.2	8.1	3.2	15.7
 Bulgaria	164	42.3	28	7.9	5.5	16.2
 Czech Rep.	265	35.4	34.9	11.5	6.1	12.2
 Denmark	162	35.9	25.3	22.7	12.8	3.3
 Germany	389	31.6	36.8	21.2	8.5	2
 Estonia	175	42.9	26.8	8.7	10.4	11.2
 Greece	510	32.4	19.4	14.7	32.2	1.2
 Spain	327	31.7	24.7	19.5	21.3	2.8
 France	342	34.3	38.3	13.2	12.6	1.6
 Ireland	211	39.2	32.1	13.3	13.7	1.7
 Italy	414	36.4	23.2	17	15.4	8
 Cyprus	237	27.1	29.9	16.6	25.1	1.2
 Latvia	129	59.6	26.2	4.2	5.1	5
 Lithuania	132	38.5	40.9	10	5	5.6
 Luxembourg	117	36.3	43.2	9.3	10.5	0.8
 Hungary	248	49.4	28.9	9.4	5.4	7
 Malta	134	31.9	29.5	28.4	1.4	8.8
 Netherlands	366	32.7	25.7	23.2	14.2	4.1
 Austria	191	43.6	32.1	12.1	5.9	6.3
 Poland	333	30	25.6	21.6	19.2	3.6
 Portugal	415	23.5	49.5	12.4	9.6	5
 Romania	184	30.1	38	18.4	10.3	3.2
 Slovenia	165	52.4	30.5	10.5	5.8	0.8
 Slovakia	85	31.7	38.6	14.7	9.9	5.1
 Finland	254	40.3	38.9	8.5	5.4	7
 Sweden	196	38.2	38.8	10.4	7.5	5.1
 United Kingdom	361	35	25.7	16.1	20	3.3
 Croatia	161	55.1	36.6	5.5	0	2.8
 Norway	200	23.7	30.5	9.3	30.7	5.8
 Iceland	221	48.2	36.7	5.6	3.4	6.1
 Switzerland	165	32.3	27.4	21.4	15.9	3.1
 Turkey	201	59.5	27.5	7.6	3.6	1.7
 United States	569	37.1	24.6	19.7	17.8	0.9
 China	651	42.6	39.9	12.4	4.8	0.3
 Japan	261	59.7	29.9	7.1	1.9	1.3
 South Korea	467	51.7	29.1	10.4	2.6	6.2

Table 19b. Contact with an appropriate business partner – *by segment*

**QUESTION: Q11\_C. For each of the following elements, please tell me if it was very important, rather important, rather not important or not important at all for making you take steps to start a new business or take over one. - Contact with an appropriate business partner**

*Base: who had started up a business or were currently taking steps to start one, respondents who were currently thinking about starting up a business and those who had thought about it or had already taken steps to do so, but had given up*

	Total N	% Very important	% Rather important	% Rather not important	% Not important at all	% DK/NA
<b>EU27</b>	7059	34	30.9	16.9	14	4.2
 <b>SEX</b>						
Male	4082	31.6	31.6	18.2	14.9	3.7
Female	2978	37.4	29.9	15.2	12.6	4.9
 <b>AGE</b>						
15 - 24	535	49	27.4	10.5	5.6	7.4
25 - 39	1800	36.6	33.1	16.9	10.8	2.6
40 - 54	2393	32.3	31.7	18	14.1	3.8
55 +	2292	30.4	29.4	17.4	18	4.9
 <b>EDUCATION (end of)</b>						
Until 15 years of age	1132	29	25.8	13.9	24.3	7
16 - 20	3236	34.3	31.7	17.8	12.6	3.6
20 +	2302	35.9	32.8	16.9	11.1	3.2
Still in education	265	42.8	30	13.3	7.3	6.6
 <b>URBANISATION</b>						
Metropolitan	1218	36	31.1	12.9	15.3	4.8
Urban	2932	35.1	28.2	18.5	14.6	3.6
Rural	2894	32.2	33.5	16.9	12.8	4.6
 <b>OCCUPATION</b>						
Self-employed	1510	31.3	27.5	18.1	20.7	2.5
Employee	2070	38.6	34.3	14.8	8.9	3.4
Manual worker	673	30.8	33.6	18.6	10.7	6.3
Not working	2800	32.9	29.5	17.4	14.9	5.3
 <b>OCCUPATION PARENTS</b>						
Both self-employed	1417	32.9	28	17.9	17.5	3.6
Self-employed and employed	723	35.8	32.7	14.4	11.6	5.5
Both employees	3455	33.1	32.7	17.2	13.3	3.7
 <b>PRESENT INCOME</b>						
Live comfortably	1644	33.4	30.7	19.3	13.4	3.2
Get by	3108	35.2	33.6	14.3	12.7	4.2
Difficult to manage	1461	30.7	28.5	20.5	14.9	5.4
Very hard to manage	813	36.3	26.7	15.4	18.1	3.6

Table 20a. Receiving the necessary financial means – *by country*

QUESTION: Q11\_D. For each of the following elements, please tell me if it was very important, rather important, rather not important or not important at all for making you take steps to start a new business or take over one. -

**Receiving the necessary financial means**

Base: who had started up a business or were currently taking steps to start one, respondents who were currently thinking about starting up a business and those who had thought about it or had already taken steps to do so, but had given up

	Total N	% Very important	% Rather important	% Rather not important	% Not important at all	% DK/NA
 <b>EU27</b>	7059	49.8	30.9	9.3	6.3	3.7
<b>COUNTRY</b>						
 Belgium	265	43.9	32.3	6.4	3	14.3
 Bulgaria	164	50.2	23.3	7.5	2.2	16.8
 Czech Rep.	265	39.5	28.1	17.8	3.6	10.9
 Denmark	162	26.9	32.7	24.6	9.6	6.1
 Germany	389	39.3	38	13.7	7.3	1.7
 Estonia	175	51.1	24.5	9.5	6.2	8.7
 Greece	510	65.8	14.7	5.6	11.4	2.5
 Spain	327	56.4	29.1	6.1	6.3	2.1
 France	342	57.9	27.1	8.4	5.5	1.1
 Ireland	211	72.6	21.1	2.9	3.4	0
 Italy	414	46.9	33.8	7.3	4.8	7.2
 Cyprus	237	62.8	25.8	4.7	5.2	1.4
 Latvia	129	54.5	31.1	5.7	4.8	3.9
 Lithuania	132	54.9	33.7	3.7	4.8	2.9
 Luxembourg	117	56.5	31.7	5.3	5.7	0.8
 Hungary	248	58.5	33	2.6	0.9	5.1
 Malta	134	51.5	33.9	6.5	1.7	6.4
 Netherlands	366	40.8	29.2	16.2	9.2	4.6
 Austria	191	52.6	25.6	12.9	2.8	6.1
 Poland	333	49.3	34.3	8.6	5.1	2.8
 Portugal	415	43.2	34.8	9	9	4
 Romania	184	51.4	33.4	7	5.1	3.2
 Slovenia	165	48.9	31.3	13.5	4.4	2
 Slovakia	85	39.9	45.2	8.3	1.5	5.1
 Finland	254	45.6	30.6	8.9	8.3	6.6
 Sweden	196	43.6	33.4	11.8	5.9	5.2
 United Kingdom	361	57.7	23.9	7.7	8.1	2.6
 Croatia	161	65.1	27.1	4.7	3.1	0
 Norway	200	21.3	26.8	13.3	31.3	7.3
 Iceland	221	61.1	25.7	5.8	1.3	6
 Switzerland	165	43.5	29.7	14.3	8.5	4.1
 Turkey	201	68.6	19.9	6.5	2.5	2.5
 United States	569	61.6	23	8.4	5.8	1.3
 China	651	58.2	31.5	8.3	2	0
 Japan	261	45.1	37.1	13.2	1.4	3.1
 South Korea	467	62.5	28.4	5.2	0.7	3.2

Table 20b. Receiving the necessary financial means – *by segment*

**QUESTION: Q11\_D. For each of the following elements, please tell me if it was very important, rather important, rather not important or not important at all for making you take steps to start a new business or take over one. - Receiving the necessary financial means**

*Base: who had started up a business or were currently taking steps to start one, respondents who were currently thinking about starting up a business and those who had thought about it or had already taken steps to do so, but had given up*

	Total N	% Very important	% Rather important	% Rather not important	% Not important at all	% DK/NA
<b>EU27</b>	7059	49.8	30.9	9.3	6.3	3.7
 <b>SEX</b>						
Male	4082	47.7	31.8	10.4	6.4	3.8
Female	2978	52.6	29.6	7.8	6.1	3.7
 <b>AGE</b>						
15 - 24	535	61.6	30.4	2.8	1.5	3.7
25 - 39	1800	55.6	30.5	7.5	4.1	2.3
40 - 54	2393	48.3	31.4	9.8	7.5	3.1
55 +	2292	44	30.7	12	7.7	5.6
 <b>EDUCATION (end of)</b>						
Until 15 years of age	1132	49.6	27.3	8.7	7.7	6.8
16 - 20	3236	51.6	30.8	8.9	5.9	2.8
20 +	2302	47.6	31.9	10.8	6.3	3.4
Still in education	265	55.2	35	3.4	1.9	4.5
 <b>URBANISATION</b>						
Metropolitan	1218	50.2	30.8	9.7	5.2	4.2
Urban	2932	51.8	28.6	9.6	6.2	3.8
Rural	2894	47.5	33.2	9	6.9	3.5
 <b>OCCUPATION</b>						
Self-employed	1510	45	32.4	11.9	8	2.6
Employee	2070	56.4	27.3	7.6	5.9	2.8
Manual worker	673	51.3	33.4	5.9	4.4	5
Not working	2800	47.2	31.9	10.1	6.1	4.8
 <b>OCCUPATION PARENTS</b>						
Both self-employed	1417	50.1	31.9	8	6.7	3.2
Self-employed and employed	723	51.9	29.1	10.6	5.4	3
Both employees	3455	48.5	30.8	10.2	6.9	3.6
 <b>PRESENT INCOME</b>						
Live comfortably	1644	46.3	30.5	11.1	9.4	2.7
Get by	3108	49.2	33	9.3	4.9	3.6
Difficult to manage	1461	50	29.5	9.6	5.2	5.6
Very hard to manage	813	58.2	26.5	5.5	6.8	2.9

Table 21a. A role model – *by country*

**QUESTION: Q11\_E. For each of the following elements, please tell me if it was very important, rather important, rather not important or not important at all for making you take steps to start a new business or take over one. - A role model**

*Base: who had started up a business or were currently taking steps to start one, respondents who were currently thinking about starting up a business and those who had thought about it or had already taken steps to do so, but had given up*

	Total N	% Very important	% Rather important	% Rather not important	% Not important at all	% DK/NA
 <b>EU27</b>	7059	23.8	35.2	21	13.9	6
<b>COUNTRY</b>						
 Belgium	265	17	34.5	15.5	6.9	26.1
 Bulgaria	164	12.7	25.1	23.6	14.4	24.2
 Czech Rep.	265	11.6	27.1	26	20.1	15.2
 Denmark	162	17.6	28	32.3	21.3	0.8
 Germany	389	15.8	33.3	34.9	14.5	1.4
 Estonia	175	25.8	31	23.5	10.4	9.4
 Greece	510	40	26.3	11.2	19	3.5
 Spain	327	27.4	45.8	16.3	8.1	2.3
 France	342	21.9	38.7	17.9	16.9	4.7
 Ireland	211	30	35.5	21.1	12	1.4
 Italy	414	40.7	31.6	10.2	6.1	11.3
 Cyprus	237	19	22.5	24.2	29.5	4.8
 Latvia	129	15.5	33.8	24.9	19.2	6.6
 Lithuania	132	20.5	42.7	18.6	1.7	16.4
 Luxembourg	117	20.4	51.8	14.2	11.9	1.8
 Hungary	248	17.1	23.5	27.5	19.5	12.3
 Malta	134	38.9	35.9	14.3	1.6	9.4
 Netherlands	366	15.3	31.7	29.9	17	6.1
 Austria	191	34.8	23.6	21.1	14.5	5.9
 Poland	333	16.4	39.7	26.3	13.2	4.4
 Portugal	415	25.9	52.7	11	6.3	4.2
 Romania	184	20	45.8	10.1	9.3	14.8
 Slovenia	165	21.6	45.4	12.2	12.4	8.4
 Slovakia	85	8	42.5	28.5	16	5.1
 Finland	254	8.5	36.6	25.4	20.6	9
 Sweden	196	19.9	35.7	21.9	16	6.5
 United Kingdom	361	25.9	30	19.1	22.3	2.7
 Croatia	161	23.7	47.7	13.5	12.4	2.7
 Norway	200	14.2	31.1	19.6	29.2	6
 Iceland	221	22.7	36.7	25.3	7.9	7.3
 Switzerland	165	27.7	19.4	24.5	19.7	8.7
 Turkey	201	39.2	28.5	14.6	12.5	5.2
 United States	569	32.1	23.4	24.3	19.3	0.9
 China	651	34	43.4	18.5	4.1	0
 Japan	261	32.5	38.6	25	2.1	1.8
 South Korea	467	38	42.7	11.4	1.5	6.4

Table 21b. A role model – *by segment*

**QUESTION: Q11\_E. For each of the following elements, please tell me if it was very important, rather important, rather not important or not important at all for making you take steps to start a new business or take over one. - A role model**

*Base: who had started up a business or were currently taking steps to start one, respondents who were currently thinking about starting up a business and those who had thought about it or had already taken steps to do so, but had given up*

	Total N	% Very important	% Rather important	% Rather not important	% Not important at all	% DK/NA
<b>EU27</b>	7059	23.8	35.2	21	13.9	6
 <b>SEX</b>						
Male	4082	21.8	35.9	21.9	14.9	5.5
Female	2978	26.5	34.4	19.8	12.6	6.7
 <b>AGE</b>						
15 - 24	535	33.4	37	13.7	7	8.9
25 - 39	1800	25	39.5	19.6	11.7	4.2
40 - 54	2393	21.3	32.9	24.3	15.7	5.7
55 +	2292	23	34	20.7	15.2	7.1
 <b>EDUCATION (end of)</b>						
Until 15 years of age	1132	30.8	32.9	14.1	13.8	8.4
16 - 20	3236	21.8	36.3	21.6	13.7	6.7
20 +	2302	22.3	34.6	24.1	14.9	4.1
Still in education	265	32.5	41.6	16	5.6	4.3
 <b>URBANISATION</b>						
Metropolitan	1218	25.2	33.1	22.9	11.9	7
Urban	2932	24.2	36.3	19.3	14.3	6
Rural	2894	22.7	35.2	21.9	14.5	5.7
 <b>OCCUPATION</b>						
Self-employed	1510	22.5	34.3	22.4	17.6	3.3
Employee	2070	22.9	36.3	22.3	13	5.6
Manual worker	673	21.8	35.5	20.8	14.8	7
Not working	2800	25.7	35	19.4	12.4	7.6
 <b>OCCUPATION PARENTS</b>						
Both self-employed	1417	24.6	40.5	18.2	11.9	4.8
Self-employed and employed	723	27.9	34.1	20.7	14.1	3.3
Both employees	3455	22.2	34	23.3	15	5.6
 <b>PRESENT INCOME</b>						
Live comfortably	1644	23.7	31.2	24.4	16.6	4.1
Get by	3108	22.7	38.7	20.8	12.4	5.3
Difficult to manage	1461	24.4	32.4	21.7	13.1	8.4
Very hard to manage	813	25.6	36.3	14.7	15.2	8.2

Table 22a. Addressing an unmet social or ecological need – *by country*

QUESTION: Q11\_F. For each of the following elements, please tell me if it was very important, rather important, rather not important or not important at all for making you take steps to start a new business or take over one. -

**Addressing an unmet social or ecological need**

Base: who had started up a business or were currently taking steps to start one, respondents who were currently thinking about starting up a business and those who had thought about it or had already taken steps to do so, but had given up

	Total N	% Very important	% Rather important	% Rather not important	% Not important at all	% DK/NA
 <b>EU27</b>	7059	21.4	34.2	22.7	12.6	9.1
<b>COUNTRY</b>						
 Belgium	265	22.9	35.7	15.5	4.4	21.6
 Bulgaria	164	11.6	30.6	15.2	7.9	34.8
 Czech Rep.	265	7.9	21.4	29.4	22.4	18.9
 Denmark	162	12.5	26.5	30.8	20.7	9.5
 Germany	389	10.9	33.2	38.3	12.8	4.9
 Estonia	175	23.3	32.1	19.3	7.4	18
 Greece	510	45.1	30	9.3	11.3	4.3
 Spain	327	24.2	37.1	18.3	14.2	6.1
 France	342	27.4	37.6	18.7	14.1	2.1
 Ireland	211	37.4	34.3	13.1	9.7	5.5
 Italy	414	26.2	34.4	12.3	8.4	18.6
 Cyprus	237	30.4	34.8	19.6	7.9	7.3
 Latvia	129	18.2	35.2	17.9	7.9	20.8
 Lithuania	132	19	32.3	24.4	12.7	11.6
 Luxembourg	117	23.1	44.9	17.2	10.9	3.7
 Hungary	248	14.6	23.2	29.6	16.7	15.9
 Malta	134	38.5	32.2	11	5.2	13.1
 Netherlands	366	20.8	26	30.1	14.8	8.2
 Austria	191	24.5	35.1	21.8	10.5	8.1
 Poland	333	18.7	42.5	23.6	9.6	5.6
 Portugal	415	15.5	40.9	15.8	8.4	19.4
 Romania	184	17.9	39.4	14.2	16.8	11.7
 Slovenia	165	22.6	38.4	20.7	13.5	4.8
 Slovakia	85	13.9	44	20.4	3.8	18
 Finland	254	4.3	28.6	24.5	21.3	21.4
 Sweden	196	17.6	32.1	24.2	17.8	8.4
 United Kingdom	361	27.4	30	23.5	14	5.1
 Croatia	161	22	45.8	13	3.6	15.5
 Norway	200	16.7	37.3	17.5	19.1	9.5
 Iceland	221	21.6	29.6	18.1	8.3	22.4
 Switzerland	165	21.2	32.4	23.2	18	5.3
 Turkey	201	47.6	31.1	11.7	6.1	3.5
 United States	569	28.4	34	18.8	16.5	2.4
 China	651	27	47.9	18.5	3.5	3.1
 Japan	261	47.8	38.1	10.7	1.4	2
 South Korea	467	27.4	43.4	16.8	2	10.4

Table 22b. Addressing an unmet social or ecological need – *by segment*

**QUESTION: Q11\_F. For each of the following elements, please tell me if it was very important, rather important, rather not important or not important at all for making you take steps to start a new business or take over one. - Addressing an unmet social or ecological need**

*Base: who had started up a business or were currently taking steps to start one, respondents who were currently thinking about starting up a business and those who had thought about it or had already taken steps to do so, but had given up*

	Total N	% Very important	% Rather important	% Rather not important	% Not important at all	% DK/NA
<b>EU27</b>	7059	21.4	34.2	22.7	12.6	9.1
 <b>SEX</b>						
Male	4082	18.9	33.4	25.1	13.4	9.2
Female	2978	24.8	35.4	19.3	11.6	8.9
 <b>AGE</b>						
15 - 24	535	25.5	45	17.8	5.2	6.5
25 - 39	1800	23.6	36.6	21.9	12.4	5.5
40 - 54	2393	19.6	33.9	24.6	13	8.9
55 +	2292	20.5	30.4	22.5	14.1	12.5
 <b>EDUCATION (end of)</b>						
Until 15 years of age	1132	21.7	33.4	16.1	14.4	14.4
16 - 20	3236	20.2	35.9	22.7	11.9	9.3
20 +	2302	22.4	31.5	26	13.6	6.6
Still in education	265	25.8	46.4	19.9	2.6	5.2
 <b>URBANISATION</b>						
Metropolitan	1218	19.6	32.6	24.6	14.3	8.9
Urban	2932	23.8	33.7	21.5	11.6	9.3
Rural	2894	19.7	35.3	23.1	13	8.9
 <b>OCCUPATION</b>						
Self-employed	1510	19.1	31.2	26.1	16.2	7.4
Employee	2070	23.2	35.1	23	12.5	6.2
Manual worker	673	19.1	37.2	22.2	10.3	11.2
Not working	2800	21.9	34.4	20.7	11.3	11.6
 <b>OCCUPATION PARENTS</b>						
Both self-employed	1417	19.7	33.5	24.6	13.7	8.5
Self-employed and employed	723	19.3	36.5	24.1	14.3	5.7
Both employees	3455	21.6	34.4	23.5	12.2	8.2
 <b>PRESENT INCOME</b>						
Live comfortably	1644	21.6	30.2	25.2	16.4	6.7
Get by	3108	19.3	37.3	23	11.3	9.2
Difficult to manage	1461	22.7	32.6	22.8	11.6	10.4
Very hard to manage	813	26	35	16.5	12	10.5

Table 23a. Opportunity or necessity – *by country*

QUESTION: Q12. All in all, would you say you started, or are starting, your business because you saw an opportunity or you started it out of necessity?

Base: those who had once started up a business or were taking steps to start one

	Total N	% You started it because you came across an opportunity	% You started it because it was a necessity	% Both	% DK/NA
 <b>EU27</b>	4368	55.2	27.6	10.6	6.5
<b>COUNTRY</b>					
 Belgium	169	72.3	14.4	8.3	5
 Bulgaria	106	38	38.4	11.6	12
 Czech Rep.	180	50.4	25.8	13.3	10.5
 Denmark	106	81.1	11.5	6	1.4
 Germany	216	61.7	24.1	10.1	4.1
 Estonia	113	36.4	41	17.6	5
 Greece	345	38.6	50.4	7.3	3.7
 Spain	217	46.5	41.6	9.9	1.9
 France	173	46.5	26.5	16.4	10.5
 Ireland	120	56.8	35.4	5.7	2.1
 Italy	258	53.2	20.7	10.5	15.6
 Cyprus	161	41.7	42.5	11.1	4.7
 Latvia	121	41.4	31	14	13.6
 Lithuania	111	57.9	30.5	6.5	5.2
 Luxembourg	68	61.9	33	4.4	0.7
 Hungary	201	43.2	40.1	16.1	0.6
 Malta	39	63.3	32.1	0	4.6
 Netherlands	221	78.2	15	4.1	2.7
 Austria	97	54.7	33.6	4.7	7
 Poland	234	55.5	26.5	12.8	5.2
 Portugal	251	49.8	19.8	24.5	5.9
 Romania	128	43.1	41.2	10.8	4.9
 Slovenia	78	64.9	26	6.5	2.6
 Slovakia	61	39.7	40.8	18.9	0.5
 Finland	207	70.5	12.5	4.1	12.9
 Sweden	148	69.1	12.9	5.4	12.6
 United Kingdom	225	63.4	26.8	8.2	1.6
 Croatia	96	51	25.5	17.8	5.8
 Norway	170	56.6	25.3	9.9	8.2
 Iceland	183	57.6	22.9	12.1	7.4
 Switzerland	101	65.3	23.9	5.8	5
 Turkey	145	54.4	38.6	4.2	2.8
 United States	380	62	20.1	12.5	0.4
 China	405	39.2	49.5	11.1	0.2
 Japan	204	41.7	49.8	6.2	2.3
 South Korea	307	18.1	64	3.4	14.5

Table 23b. Opportunity or necessity – *by segment*

QUESTION: Q12. All in all, would you say you started, or are starting, your business because you saw an opportunity or you started it out of necessity?

Base: those who had once started up a business or were taking steps to start one

	Total N	% You started it because you came across an opportunity	% You started it because it was a necessity	% Both	% DK/NA
<b>EU27</b>	4368	55.2	27.6	10.6	6.5
 <b>SEX</b>					
Male	2739	55.5	27.6	10.6	6.3
Female	1630	54.8	27.6	10.7	6.9
 <b>AGE</b>					
15 - 24	321	66.2	18	8.6	7.1
25 - 39	1095	57.1	21.2	12.4	9.3
40 - 54	1506	57.4	27.4	11.1	4.1
55 +	1423	48.9	34.9	9.4	6.8
 <b>EDUCATION (end of)</b>					
Until 15 years of age	675	45.1	37.7	8.9	8.4
16 - 20	1954	56.8	26.9	11.2	5.1
20 +	1513	56.1	25.5	11.4	7
Still in education	158	68.6	15.2	5.2	11
 <b>URBANISATION</b>					
Metropolitan	810	54.1	26	11.4	8.5
Urban	1792	58	26	8.1	7.9
Rural	1751	52.7	30.1	13	4.2
 <b>OCCUPATION</b>					
Self-employed	1459	51.8	28.5	15.6	4
Employee	1028	62	22.1	8.3	7.6
Manual worker	334	55.2	26.1	7.4	11.3
Not working	1545	53.9	30.8	8.3	7.1
 <b>OCCUPATION PARENTS</b>					
Both self-employed	1000	56.4	26.6	10.8	6.2
Self-employed and employed	474	57	26.4	11.5	5.2
Both employees	1958	56.9	26.2	10.9	6
 <b>PRESENT INCOME</b>					
Live comfortably	1165	61.9	21.3	9.5	7.2
Get by	1842	56.3	26.9	10.7	6.1
Difficult to manage	869	49.7	32.9	11.6	5.8
Very hard to manage	477	44.1	36.4	11.8	7.7

Table 24a. Setting up a new business or taking over an existing one – *by country*

QUESTION: Q13. If you currently had the means to start your own business, including sufficient funding, would you rather set up a new one or take over an existing one?

	Total N	% Set up a new one	% Take over an existing business	% None of these, not interested	% DK/NA
 <b>EU27</b>	10635	50.2	25	19.2	5.6
<b>COUNTRY</b>					
 Belgium	1007	43.6	23.7	26	6.6
 Bulgaria	502	36.7	27.9	27.2	8.2
 Czech Rep.	1001	45.9	18.7	26.9	8.5
 Denmark	500	40.5	20.1	35.8	3.6
 Germany	1005	42.9	39.2	14.6	3.3
 Estonia	520	40.4	21.2	30.5	7.9
 Greece	1006	58.7	27.8	10.4	3.1
 Spain	1009	55	20.6	21.4	3
 France	1005	58.3	25.6	11.8	4.3
 Ireland	500	61.9	28.4	6.5	3.3
 Italy	1017	42.2	17.1	29.6	11.1
 Cyprus	506	62	18.7	15.1	4.2
 Latvia	504	39.5	25.7	29.1	5.7
 Lithuania	504	37.6	25	29.9	7.5
 Luxembourg	505	51	26.8	19.8	2.4
 Hungary	1002	45	14.2	35.6	5.2
 Malta	507	44.6	29.1	22.4	3.9
 Netherlands	1003	48.7	28.7	18.7	3.9
 Austria	501	42.2	38	13.6	6.2
 Poland	1005	54.1	16.8	20.5	8.5
 Portugal	1006	51.5	15.2	26.5	6.8
 Romania	504	57.4	15.5	19.7	7.4
 Slovenia	503	58.1	28.5	8.8	4.6
 Slovakia	512	45.2	19.3	29.1	6.4
 Finland	500	52.6	31.7	12.3	3.4
 Sweden	501	45.3	24.8	22.3	7.6
 United Kingdom	1000	58.2	25.6	12.3	3.9
 Croatia	500	51.7	20.2	20.5	7.6
 Norway	503	48.2	30.6	15.1	6.1
 Iceland	504	46.1	19.9	17.4	16.7
 Switzerland	510	49.4	30.7	13.7	6.2
 Turkey	504	68.3	25.8	4.8	1
 United States	1010	61.2	30.4	5.8	2.6
 China	1002	67.1	26.5	4.6	1.8
 Japan	1000	28.7	44.8	25.4	1.1
 South Korea	1000	43.3	34	15.7	7

Table 24b. Setting up a new business or taking over an existing one – *by segment*

QUESTION: Q13. If you currently had the means to start your own business, including sufficient funding, would you rather set up a new one or take over an existing one?

	Total N	% Set up a new one	% Take over an existing business	% None of these, not interested	% DK/NA
<b>EU27</b>	19635	50.2	25	19.2	5.6
 <b>SEX</b>					
Male	9493	52.5	25.6	16.1	5.8
Female	10142	48.1	24.4	22	5.5
 <b>AGE</b>					
15 - 24	2834	60.4	28	7.2	4.4
25 - 39	4662	60.4	24.6	10	4.9
40 - 54	5332	52.3	26.6	15.6	5.5
55 +	6709	37.3	22.7	33.3	6.7
 <b>EDUCATION (end of)</b>					
Until 15 years of age	3371	39	21	33.2	6.8
16 - 20	8751	50	26.2	18.5	5.2
20 +	5266	55.6	24.6	14.4	5.4
Still in education	1839	58.6	29.7	6.9	4.8
 <b>URBANISATION</b>					
Metropolitan	3420	51.3	22.7	19.3	6.7
Urban	8376	50.4	24.3	19.7	5.6
Rural	7775	49.7	26.7	18.6	5
 <b>OCCUPATION</b>					
Self-employed	1790	56	22.1	14.8	7
Employee	5829	57.4	25.3	12.8	4.5
Manual worker	2149	54.8	26.1	14.1	5
Not working	9846	44	25.1	24.9	6.1
 <b>OCCUPATION PARENTS</b>					
Both self-employed	3004	49.3	26.6	18.9	5.2
Self-employed and employed	1886	52.6	25.1	16.9	5.3
Both employees	10490	51.4	26.3	17.2	5
 <b>PRESENT INCOME</b>					
Live comfortably	4419	49.6	28.4	17.1	4.8
Get by	9052	51.7	25.3	17.9	5.2
Difficult to manage	3947	49.5	22.2	22	6.3
Very hard to manage	2043	46.9	22.3	24	6.8

Table 25a. Greatest fears when starting up a business – first selection – *by country*

QUESTION: Q14a. If you were to set up a business today, which are the two risks you would be most afraid of? Is it: -  
First mention

	Total N	% The uncertainty of your income	% Job insecurity	% The risk of losing your property	% The need to devote too much energy or time to it	% The possibility of suffering a personal failure	% The possibility of going bankrupt	% DK/NA
 <b>EU27</b>	19635	22.3	8.5	18.1	8.2	8.1	27.7	7
<b>COUNTRY</b>								
 Belgium	1007	15.8	12.1	14.9	5.5	7.6	29.3	14.7
 Bulgaria	502	24	3.8	16.5	9.1	12.9	24	9.7
 Czech Rep.	1001	28.5	12	14.5	9.6	6.6	24.4	4.3
 Denmark	500	20.5	7.3	13.5	18	6.8	29.5	4.3
 Germany	1005	15.5	5.8	25.9	9.8	9.1	29.7	4.2
 Estonia	520	28.7	13.6	18.1	9.6	7.4	13.5	9.1
 Greece	1006	28	16.1	9.9	5.2	9.6	25.2	6
 Spain	1009	17.7	9.9	26.7	6.2	8.3	26.1	5.2
 France	1005	17.3	11.4	16.6	9.5	8.9	32.8	3.6
 Ireland	500	24.3	8.7	27	6.2	6.7	25.1	1.9
 Italy	1017	28.4	7.6	7.3	5.3	7.4	28.9	15
 Cyprus	506	23.5	13.6	7.1	6.9	14	26.3	8.6
 Latvia	504	27.4	5.6	16.8	7.5	7.4	28.5	6.9
 Lithuania	504	14.1	7.9	22.8	5.6	13.2	28.7	7.6
 Luxembourg	505	14.7	12	14.5	8.2	13.3	31.2	6.2
 Hungary	1002	43.8	4.5	17.4	7.6	3	17.9	5.8
 Malta	507	19.1	16.2	3.5	8	20.1	26.6	6.4
 Netherlands	1003	21.4	14	13.4	13	6.8	22.7	8.8
 Austria	501	17.1	5.2	23.8	10.5	10.3	22.9	10.2
 Poland	1005	34.1	4.3	15	8.1	7.2	24.5	6.8
 Portugal	1006	21.8	7.6	16.1	2	7.4	33.4	11.6
 Romania	504	26.1	7	11.2	5.8	5.7	32.8	11.4
 Slovenia	503	15.6	7.6	20.8	9.1	13.1	26.9	6.8
 Slovakia	512	19.7	21.1	14.2	12.1	10.5	18.2	4.1
 Finland	500	21.9	12.2	14.3	17.4	10.7	15.8	7.6
 Sweden	501	29.5	6.8	10.4	18	3.6	20.3	11.4
 United Kingdom	1000	21.4	9.2	23.1	7.3	8.1	27.1	3.8
 Croatia	500	19.7	6.6	20.3	4.4	5.4	33.9	9.8
 Norway	503	27.8	8.8	6.1	16.4	6.6	21.2	13.3
 Iceland	504	31.3	11.7	12.4	6.3	3.5	22.9	11.9
 Switzerland	510	16.7	9.6	15.1	15.8	7.2	26.7	8.9
 Turkey	504	18	15.8	13.3	1.8	11.2	36.1	3.9
 United States	1010	25.7	10.6	11.3	13.6	9.7	24	5.2
 China	1002	12.8	9.7	18.2	10	15.3	32.5	1.6
 Japan	1000	24.1	15.4	15.7	14.5	7.1	17.2	6
 South Korea	1000	32.7	7.1	22.8	9.7	11.9	7.3	8.6

Table 25b. Greatest fears when starting up a business – first selection – *by segment*

QUESTION: Q14a. If you were to set up a business today, which are the two risks you would be most afraid of? Is it: -  
First mention

	Total N	% The uncertainty of your income	% Job insecurity	% The risk of losing your property	% The need to devote too much energy or time to it	% The possibility of suffering a personal failure	% The possibility of going bankrupt	% DK/NA
<b>EU27</b>	19635	22.3	8.5	18.1	8.2	8.1	27.7	7
 <b>SEX</b>								
Male	9493	21.9	8.7	18.5	8.3	8.3	27.5	6.9
Female	10142	22.7	8.4	17.8	8.1	7.9	27.9	7.1
 <b>AGE</b>								
15 - 24	2834	18.8	10.4	12.6	6.8	11.3	36.9	3.2
25 - 39	4662	26.6	7.3	18.1	8.9	8.1	28	2.9
40 - 54	5332	23.8	8.8	20	9.6	7.1	26.4	4.4
55 +	6709	19.7	8.4	18.8	7.4	7.5	24.6	13.5
 <b>EDUCATION (end of)</b>								
Until 15 years of age	3371	21.5	7.6	19.8	4	6.5	26.7	13.9
16 - 20	8751	23.2	9.2	18.4	7.9	7.9	28.2	5.2
20 +	5266	23.7	7.7	17.6	11.9	8.7	24.5	5.9
Still in education	1839	17.6	9.5	15.1	8	10.2	36.5	3.1
 <b>URBANISATION</b>								
Metropolitan	3420	23	9.6	16.3	9.7	7.4	26.6	7.4
Urban	8376	24.1	8.4	16.7	7.8	8.3	27.8	6.9
Rural	7775	20.2	8.3	20.4	8	8.1	28.2	6.8
 <b>OCCUPATION</b>								
Self-employed	1790	24.9	6.8	18.7	10.6	7.4	25.5	6.2
Employee	5829	24.8	8.5	18.7	9.5	8.2	27	3.3
Manual worker	2149	24.5	9.9	20.7	6.6	7.3	27.8	3.1
Not working	9846	19.9	8.6	17.1	7.4	8.3	28.5	10.1
 <b>OCCUPATION PARENTS</b>								
Both self-employed	3004	21	7.9	17.8	8.9	8.3	27.4	8.6
Self-employed and employed	1886	23.7	6.6	17.5	8.6	8.6	29.3	5.7
Both employees	10490	22.1	9.3	19.2	8.5	7.9	28.1	4.8
 <b>PRESENT INCOME</b>								
Live comfortably	4419	20.3	8	18.8	11.9	8.8	24.9	7.2
Get by	9052	22.3	9	17.9	8.2	8.7	28.1	5.8
Difficult to manage	3947	23.3	8.8	18.2	6	7.2	30.1	6.3
Very hard to manage	2043	24.8	7.1	18.2	4.8	6.3	27.2	11.6

Table 26a. Greatest fears when starting up a business – second selection – *by country*

QUESTION: Q14b. If you were to set up a business today, which are the two risks you would be most afraid of? Is it: -  
**Second mention**

Base: those who mentioned a risk in Q14a

	Total N	% The uncertainty of your income	% Job insecurity	% The risk of losing your property	% The need to devote too much energy or time to it	% The possibility of suffering a personal failure	% The possibility of going bankrupt	% DK/NA
 <b>EU27</b>	18258	19.2	11.9	19.8	7.3	11.2	22.6	7.9
<b>COUNTRY</b>								
 Belgium	859	24.1	10.6	20.8	4.6	10.4	20.3	9.1
 Bulgaria	453	14.5	9.9	20.5	6.6	17.6	22.1	8.8
 Czech Rep.	958	15.2	17	15.9	10.8	13.6	22.3	5.2
 Denmark	478	24.1	9.4	17.1	9	9.1	22.7	8.6
 Germany	963	17	11.4	25.2	6.4	9.3	21.2	9.4
 Estonia	473	15.1	13.5	20.6	6.5	13.6	24.1	6.7
 Greece	946	24.1	14.9	11.2	6	12.2	22.6	9.1
 Spain	956	15.7	12.2	25.3	5.9	10.6	24.6	5.6
 France	969	19.2	14.1	16.1	8.7	13.2	22.1	6.6
 Ireland	490	15.7	15.5	23.4	7.2	9.4	25.7	3.1
 Italy	864	20.4	13.6	12.1	6.9	10.4	22.8	13.7
 Cyprus	462	22.1	16.6	13.2	7.7	14.8	20.2	5.4
 Latvia	469	18.1	10.6	28.2	5.4	11.2	23.4	3.1
 Lithuania	465	11.6	10.7	21	2.7	15.4	33.2	5.3
 Luxembourg	474	17.7	15	25.4	9	10.2	21.6	1.1
 Hungary	944	16.9	11.4	21.4	6.9	10.7	29.8	2.8
 Malta	475	23.1	12.4	8.3	9.4	19.6	21	6.2
 Netherlands	915	21.5	12.9	15.5	7.6	8.3	18.8	15.3
 Austria	450	22.8	8.1	18.6	6.7	15.4	20.3	8.1
 Poland	937	19	6.5	18.9	6	14.6	25.2	9.8
 Portugal	890	28	15.5	19.4	3.8	8.1	22	3.2
 Romania	446	18.9	8.4	22.5	5.5	12.5	25.4	6.7
 Slovenia	469	16.7	7	17.8	8.8	13.5	20.1	16.1
 Slovakia	491	15.9	14.6	17.5	10	12.2	24.8	5.1
 Finland	462	20.7	10.4	18.7	14.8	13.1	13.1	9.2
 Sweden	444	24.4	12.7	14.8	15.9	5.2	16.9	10.2
 United Kingdom	962	21.5	11.5	22.7	8.7	10.4	22.1	3.1
 Croatia	451	16.4	15	19	3.4	7.9	26.1	12.1
 Norway	436	19.6	9.9	9.2	10.2	6.1	18.2	26.8
 Iceland	444	17.7	14.3	20.3	7.6	6.3	19.5	14.3
 Switzerland	465	10.6	12.6	18	11.4	10.9	23.5	13.1
 Turkey	484	13.6	22.1	17.9	5.1	10.7	22.4	8.2
 United States	958	21.3	10.1	17.6	10.3	9.7	17.3	13.8
 China	986	13	10.3	20.3	11.1	18.2	23.6	3.4
 Japan	940	14.2	13.8	15.6	12.4	10.3	16.8	17
 South Korea	914	12.5	6.7	20.4	12	20.6	13	15

Table 26b. Greatest fears when starting up a business – second selection – *by segment*

**QUESTION: Q14b. If you were to set up a business today, which are the two risks you would be most afraid of? Is it: - Second mention**

*Base: those who mentioned a risk in Q14a*

	Total N	% The uncertainty of your income	% Job insecurity	% The risk of losing your property	% The need to devote too much energy or time to it	% The possibility of suffering a personal failure	% The possibility of going bankrupt	% DK/NA
<b>EU27</b>	18258	19.2	11.9	19.8	7.3	11.2	22.6	7.9
 <b>SEX</b>								
Male	8837	19.1	11.8	20.8	7.2	11.3	21.5	8.3
Female	9421	19.3	11.9	18.9	7.4	11.1	23.6	7.6
 <b>AGE</b>								
15 - 24	2744	21.1	11.3	18.9	6.1	12	25.5	5
25 - 39	4526	19.1	14.2	18.7	8.1	12.2	20.9	6.8
40 - 54	5099	20.4	10.8	21.6	8.1	9.8	22.8	6.6
55 +	5801	17.6	11.2	19.6	6.6	11.4	22.3	11.3
 <b>EDUCATION (end of)</b>								
Until 15 years of age	2902	18.5	10.7	18.5	6.1	10.7	25.6	10
16 - 20	8292	18.8	11.8	21.5	6.5	10.5	23.2	7.7
20 +	4957	20.9	11.9	19.2	10	11.6	18.8	7.7
Still in education	1781	18.7	13.3	17.8	6	13.4	25.3	5.5
 <b>URBANISATION</b>								
Metropolitan	3165	21.9	10.7	18	6.6	12	23	7.7
Urban	7799	18.4	12.5	20.6	7.6	10.9	21.7	8.4
Rural	7247	19.1	11.7	19.9	7.1	11.3	23.4	7.5
 <b>OCCUPATION</b>								
Self-employed	1680	19.1	10	19.1	8.9	12.1	21	9.8
Employee	5639	21.3	12.7	20.2	8.6	11.1	20.3	5.8
Manual worker	2082	18.6	12	22.1	6.5	9.5	26.1	5.2
Not working	8848	18.1	11.7	19.2	6.4	11.5	23.5	9.6
 <b>OCCUPATION PARENTS</b>								
Both self-employed	2746	18.2	11.4	20.1	8	11.1	21.7	9.6
Self-employed and employed	1778	20.4	13.3	19.7	5.9	11.5	20.8	8.5
Both employees	9982	19.1	11.9	20.4	7.8	11.3	22.8	6.7
 <b>PRESENT INCOME</b>								
Live comfortably	4099	17.6	11.9	20.9	8.4	11.9	21.1	8.2
Get by	8526	19.8	12.2	19.6	8.1	11.4	22.3	6.7
Difficult to manage	3698	20.0	10.9	19.1	5.9	11.2	23.2	9.7
Very hard to manage	1807	18.9	12.7	19.9	4.3	9.1	26.3	8.8

Table 27a. Image of entrepreneurs – *by country*

QUESTION: Q15\_A. What is your opinion about the following groups of persons? Is it ... - Entrepreneurs (self-employed, business owners)

	Total N	% Rather favourable	% Neutral	% Rather unfavourable	% DK/NA
 <b>EU27</b>	19635	49.4	39	8.9	2.7
<b>COUNTRY</b>					
 Belgium	1007	49.7	38.4	5.6	6.3
 Bulgaria	502	34.6	42.3	20.1	3
 Czech Rep.	1001	43.8	48.6	7	0.6
 Denmark	500	82.6	16.2	0.7	0.5
 Germany	1005	43.3	48.9	6.4	1.4
 Estonia	520	49.4	41.2	5.2	4.2
 Greece	1006	39.5	39.2	18.9	2.4
 Spain	1009	48	37.5	12.9	1.6
 France	1005	61.5	31.6	5.9	0.9
 Ireland	500	64.1	28.3	5.7	1.9
 Italy	1017	58.9	27.7	7.5	5.9
 Cyprus	506	44.9	39.6	13.8	1.7
 Latvia	504	51.3	37	6.4	5.3
 Lithuania	504	49.6	40.3	7.1	3
 Luxembourg	505	59.4	33.1	6.2	1.3
 Hungary	1002	26	49.4	20	4.6
 Malta	507	49.5	38.7	5.3	6.5
 Netherlands	1003	56.3	33.9	6.9	2.8
 Austria	501	48.2	43.7	5.8	2.3
 Poland	1005	32.5	46.4	17.9	3.2
 Portugal	1006	60.5	27.3	8.2	4
 Romania	504	52.1	37.6	6.9	3.3
 Slovenia	503	42.9	36.7	17.8	2.6
 Slovakia	512	33.7	52.4	12.6	1.3
 Finland	500	78.2	19	1.8	1.1
 Sweden	501	50.9	30.6	8.5	10
 United Kingdom	1000	46.8	44.4	7	1.8
 Croatia	500	31.9	46.5	17.2	4.3
 Norway	503	62.1	31.7	3.5	2.8
 Iceland	504	81.7	16.4	0.6	1.3
 Switzerland	510	55	37.3	5.2	2.6
 Turkey	504	61.9	23.3	9.9	4.9
 United States	1010	73.4	23.6	2.5	0.5
 China	1002	40.2	52.9	6.3	0.6
 Japan	1000	31.5	53.3	14.6	0.6
 South Korea	1000	30.3	47.4	16.9	5.5

Table 27b. Image of entrepreneurs – *by segment*

QUESTION: Q15\_A. What is your opinion about the following groups of persons? Is it ... - Entrepreneurs (self-employed, business owners)

	Total N	% Rather favourable	% Neutral	% Rather unfavourable	% DK/NA
<b>EU27</b>	19635	49.4	39	8.9	2.7
 <b>SEX</b>					
Male	9493	52.8	35.7	9.6	1.9
Female	10142	46.2	42	8.3	3.4
 <b>AGE</b>					
15 - 24	2834	46.3	45	6.2	2.4
25 - 39	4662	49.3	41.8	7.5	1.3
40 - 54	5332	52.1	36.9	8.8	2.2
55 +	6709	48.8	36	11.2	4
 <b>EDUCATION (end of)</b>					
Until 15 years of age	3371	48.1	35.6	11.2	5.1
16 - 20	8751	47.3	41	9.8	1.9
20 +	5266	55.2	36.3	6.9	1.6
Still in education	1839	46.3	44.6	6.2	2.9
 <b>URBANISATION</b>					
Metropolitan	3420	50.6	40.3	6.5	2.6
Urban	8376	48.8	38.2	10.1	2.9
Rural	7775	49.8	39.3	8.6	2.4
 <b>OCCUPATION</b>					
Self-employed	1790	64.8	28	6.1	1.1
Employee	5829	50.5	41.7	6.3	1.4
Manual worker	2149	42	44.8	11.2	2
Not working	9846	47.6	38.1	10.4	3.9
 <b>OCCUPATION PARENTS</b>					
Both self-employed	3004	56.6	33.5	7.3	2.7
Self-employed and employed	1886	51.3	38.7	8.4	1.6
Both employees	10490	48.2	41.3	8.6	1.9
 <b>PRESENT INCOME</b>					
Live comfortably	4419	58.8	34.1	5.7	1.4
Get by	9052	49.4	40.8	7.5	2.3
Difficult to manage	3947	42	42.5	12.3	3.2
Very hard to manage	2043	43.7	35.2	15.6	5.5

Table 28a. Image of civil servants – *by country*

QUESTION: Q15\_B. What is your opinion about the following groups of persons? Is it ... - Civil servants

	Total N	% Rather favourable	% Neutral	% Rather unfavourable	% DK/NA
 <b>EU27</b>	19635	35.1	38.9	23.5	2.5
<b>COUNTRY</b>					
 Belgium	1007	39.1	36.5	17.6	6.8
 Bulgaria	502	42.8	29.6	24.7	2.9
 Czech Rep.	1001	30.6	47.1	21.3	1
 Denmark	500	70.9	23.1	5.8	0.2
 Germany	1005	22.8	47.8	27.6	1.8
 Estonia	520	26.2	47.7	23	3.2
 Greece	1006	28	27.1	44	1
 Spain	1009	35.5	36	26.3	2.3
 France	1005	49.5	32.9	17.2	0.4
 Ireland	500	50.6	28.6	19.1	1.7
 Italy	1017	47.1	28.2	19.9	4.8
 Cyprus	506	35.9	30.7	32.3	1
 Latvia	504	13.1	41.4	42.4	3.1
 Lithuania	504	32.5	38.3	26.7	2.5
 Luxembourg	505	51.9	32.5	14.6	0.9
 Hungary	1002	23.1	44.4	27.2	5.3
 Malta	507	39.5	39.9	14.9	5.7
 Netherlands	1003	37.3	36.5	23.5	2.7
 Austria	501	23.2	50.3	24.5	1.9
 Poland	1005	18.1	43	36.7	2.2
 Portugal	1006	37.2	43.5	15.2	4.1
 Romania	504	41	33.5	22.6	2.9
 Slovenia	503	40.9	32.6	23.9	2.6
 Slovakia	512	18.2	52.4	27.6	1.9
 Finland	500	38.2	40	20.8	0.9
 Sweden	501	42.1	38.1	9.4	10.5
 United Kingdom	1000	34.2	45.2	18.3	2.3
 Croatia	500	22.2	42	31.2	4.7
 Norway	503	48	39.3	11.3	1.4
 Iceland	504	60.2	25.9	10.9	3.1
 Switzerland	510	33.4	46.4	16.3	3.9
 Turkey	504	67.1	18.4	11.8	2.7
 United States	1010	64.7	24.5	10.1	0.7
 China	1002	22	54.6	22.7	0.8
 Japan	1000	31.3	41.1	26.1	1.6
 South Korea	1000	34.5	37.9	25.5	2

Table 28b. Image of civil servants – *by segment*

QUESTION: Q15\_B. What is your opinion about the following groups of persons? Is it ... - Civil servants

	Total N	% Rather favourable	% Neutral	% Rather unfavourable	% DK/NA
<b>EU27</b>	19635	35.1	38.9	23.5	2.5
 <b>SEX</b>					
Male	9493	32.9	38.2	26.7	2.2
Female	10142	37.2	39.5	20.4	2.9
 <b>AGE</b>					
15 - 24	2834	40.6	39.9	16.7	2.8
25 - 39	4662	34.1	40.3	24	1.5
40 - 54	5332	32.1	40.4	25.9	1.5
55 +	6709	35.9	36.2	24	4
 <b>EDUCATION (end of)</b>					
Until 15 years of age	3371	36.8	33.6	24.9	4.7
16 - 20	8751	33.7	39.9	24.8	1.6
20 +	5266	34.5	40.9	22.7	1.9
Still in education	1839	40.5	39.5	16.6	3.3
 <b>URBANISATION</b>					
Metropolitan	3420	34	39.4	24.5	2.1
Urban	8376	36.6	38.2	22.7	2.4
Rural	7775	34.2	39.4	23.7	2.7
 <b>OCCUPATION</b>					
Self-employed	1790	25.7	39.6	32.8	1.9
Employee	5829	37.1	40.9	20.5	1.4
Manual worker	2149	29.4	41.4	27.5	1.7
Not working	9846	37	37	22.5	3.5
 <b>OCCUPATION PARENTS</b>					
Both self-employed	3004	32.8	36.8	27.2	3.2
Self-employed and employed	1886	36	37.2	24.5	2.3
Both employees	10490	35.6	40.6	21.9	1.9
 <b>PRESENT INCOME</b>					
Live comfortably	4419	37.5	39.7	21.1	1.7
Get by	9052	35.7	40	21.8	2.4
Difficult to manage	3947	30.6	39.1	27.7	2.6
Very hard to manage	2043	36.3	31.5	28.2	4

Table 29a. Image of top-managers in large production companies – *by country*

QUESTION: Q15\_C. What is your opinion about the following groups of persons? Is it ... - Top-Managers in large production companies

	Total N	% Rather favourable	% Neutral	% Rather unfavourable	% DK/NA
 <b>EU27</b>	19635	28.3	34.4	31.7	5.6
<b>COUNTRY</b>					
 Belgium	1007	30	32	27.6	10.3
 Bulgaria	502	38.6	35.2	18.6	7.7
 Czech Rep.	1001	23.3	47.6	25.6	3.5
 Denmark	500	51.5	35.6	12	0.9
 Germany	1005	11.8	31.4	54.9	2
 Estonia	520	36	40.1	14.5	9.5
 Greece	1006	23.4	29.2	43.5	3.9
 Spain	1009	26.4	32.4	35.3	6
 France	1005	36.6	31	29.9	2.5
 Ireland	500	41.4	33.9	21.8	2.8
 Italy	1017	37.5	30.2	19.8	12.5
 Cyprus	506	45.4	33.1	17.5	3.9
 Latvia	504	32.4	38.5	18.3	10.7
 Lithuania	504	27.7	38.9	27.1	6.3
 Luxembourg	505	46.8	34.7	16.9	1.5
 Hungary	1002	13.6	33.5	45.2	7.7
 Malta	507	45.6	36.7	10.1	7.6
 Netherlands	1003	29.5	32	34.1	4.4
 Austria	501	14.4	33.3	48.7	3.6
 Poland	1005	24.4	40.5	25.6	9.5
 Portugal	1006	23.1	39.8	29.4	7.7
 Romania	504	53.4	25.9	14	6.7
 Slovenia	503	24	33.4	39.6	3
 Slovakia	512	21	56.5	18.6	3.9
 Finland	500	25.6	41.1	31.4	1.9
 Sweden	501	47.3	28.5	11.9	12.2
 United Kingdom	1000	28.3	43.8	25.1	2.8
 Croatia	500	16.6	34.3	42.2	6.8
 Norway	503	35.4	47.2	11.4	6
 Iceland	504	43.1	33.9	19.1	3.9
 Switzerland	510	20.7	29.5	45.2	4.5
 Turkey	504	55.3	18.4	18.5	7.8
 United States	1010	37.5	38	24	0.5
 China	1002	28.4	58.9	12.1	0.5
 Japan	1000	19.4	47.3	30.9	2.5
 South Korea	1000	30.2	37.9	25.4	6.5

Table 29b. Image of top-managers in large production companies – *by segment*

QUESTION: Q15\_C. What is your opinion about the following groups of persons? Is it ... - Top-Managers in large production companies

	Total N	% Rather favourable	% Neutral	% Rather unfavourable	% DK/NA
<b>EU27</b>	19635	28.3	34.4	31.7	5.6
 <b>SEX</b>					
Male	9493	30.2	32.3	33.6	3.9
Female	10142	26.6	36.4	30	7.1
 <b>AGE</b>					
15 - 24	2834	34.3	38	24.7	3
25 - 39	4662	28.8	36.4	31.2	3.6
40 - 54	5332	27	35.3	33.3	4.4
55 +	6709	26.6	30.5	34	8.9
 <b>EDUCATION (end of)</b>					
Until 15 years of age	3371	26.3	29.5	33.5	10.7
16 - 20	8751	25.9	35.2	34.1	4.8
20 +	5266	32	34.8	29.5	3.6
Still in education	1839	33.9	38.5	24.1	3.6
 <b>URBANISATION</b>					
Metropolitan	3420	28.2	36.9	29.7	5.2
Urban	8376	29	34.9	30.2	5.9
Rural	7775	27.7	32.7	34.3	5.3
 <b>OCCUPATION</b>					
Self-employed	1790	31.2	34	30.4	4.4
Employee	5829	29.1	36.7	31.5	2.8
Manual worker	2149	24.8	35.1	36.1	4.1
Not working	9846	28.2	33	31.1	7.8
 <b>OCCUPATION PARENTS</b>					
Both self-employed	3004	29.1	31	33.5	6.4
Self-employed and employed	1886	26	38.8	31.6	3.6
Both employees	10490	27.5	34.6	33.7	4.2
 <b>PRESENT INCOME</b>					
Live comfortably	4419	34.1	34.9	27.7	3.2
Get by	9052	27.5	35.7	31.4	5.4
Difficult to manage	3947	23.9	33.3	36	6.8
Very hard to manage	2043	28.2	29.5	33.8	8.5

Table 30a. Image of managers in a bank or a similar institution – *by country*

QUESTION: Q15\_D. What is your opinion about the following groups of persons? Is it ... - Managers in a bank or a similar institutions

	Total N	% Rather favourable	% Neutral	% Rather unfavourable	% DK/NA
 <b>EU27</b>	19635	24.8	32.5	38.2	4.5
<b>COUNTRY</b>					
 Belgium	1007	27.3	32.9	31.8	7.9
 Bulgaria	502	39.2	35	17.7	8.1
 Czech Rep.	1001	24.7	46.2	25.7	3.4
 Denmark	500	37.2	36.3	25.8	0.7
 Germany	1005	9.9	30.6	57.4	2
 Estonia	520	27.3	39	24.6	9.2
 Greece	1006	24.6	29.9	41.6	3.9
 Spain	1009	24.6	28.1	42.9	4.4
 France	1005	26.7	31	41.1	1.1
 Ireland	500	20	22.9	55.7	1.5
 Italy	1017	35.2	29.7	25	10.1
 Cyprus	506	50	29	17.7	3.3
 Latvia	504	23	42.5	25.5	8.9
 Lithuania	504	21.2	41.2	31.5	6.1
 Luxembourg	505	43.2	32.5	23.2	1.1
 Hungary	1002	7.8	30.7	54.4	7.1
 Malta	507	52.5	34.4	6	7.2
 Netherlands	1003	27.1	31.5	37.5	3.9
 Austria	501	14.7	33.8	48.6	2.9
 Poland	1005	25	41.5	25.3	8.2
 Portugal	1006	19.4	34.5	39.2	6.9
 Romania	504	53.4	24.6	17.1	4.9
 Slovenia	503	18.2	30.1	48	3.7
 Slovakia	512	22.7	54.7	18.2	4.4
 Finland	500	43.4	40.9	14.6	1.1
 Sweden	501	45.7	25.7	16.8	11.8
 United Kingdom	1000	19.6	35.6	43.4	1.4
 Croatia	500	19.4	32.8	39.9	7.9
 Norway	503	36.1	45	13.5	5.4
 Iceland	504	17.2	20.5	60	2.4
 Switzerland	510	19.1	26.7	51.1	3.1
 Turkey	504	53.1	19.8	19.1	8
 United States	1010	41	38.4	20	0.6
 China	1002	21.4	63.3	14.1	1.2
 Japan	1000	18.6	46.7	31.8	2.8
 South Korea	1000	30.2	41.8	22.1	5.9

Table 30b. Image of managers in a bank or a similar institution – *by segment*

QUESTION: Q15\_D. What is your opinion about the following groups of persons? Is it ... - Managers in a bank or a similar institutions

	Total N	% Rather favourable	% Neutral	% Rather unfavourable	% DK/NA
<b>EU27</b>	19635	24.8	32.5	38.2	4.5
 <b>SEX</b>					
Male	9493	24	31.1	41.6	3.4
Female	10142	25.5	33.9	35	5.6
 <b>AGE</b>					
15 - 24	2834	34.2	36.5	26.8	2.4
25 - 39	4662	25.7	35.7	36.4	2.2
40 - 54	5332	21.9	32.4	42.2	3.5
55 +	6709	22.6	28.7	40.9	7.7
 <b>EDUCATION (end of)</b>					
Until 15 years of age	3371	26.1	27.1	37.7	9.1
16 - 20	8751	23.2	32.8	40.5	3.5
20 +	5266	23.8	34.2	38.8	3.2
Still in education	1839	33.3	37.5	27.2	2
 <b>URBANISATION</b>					
Metropolitan	3420	24.7	33.9	36.9	4.5
Urban	8376	26.3	33.1	36	4.6
Rural	7775	23.3	31.4	41.1	4.3
 <b>OCCUPATION</b>					
Self-employed	1790	23.7	31.2	41.3	3.9
Employee	5829	24	34.6	39.2	2.3
Manual worker	2149	22.9	32.5	41.8	2.8
Not working	9846	25.9	31.6	36.2	6.3
 <b>OCCUPATION PARENTS</b>					
Both self-employed	3004	24.9	30	39.4	5.7
Self-employed and employed	1886	23.8	35.2	38.6	2.3
Both employees	10490	23.5	32.6	40.5	3.5
 <b>PRESENT INCOME</b>					
Live comfortably	4419	28.3	31.6	37	3
Get by	9052	23.6	34.8	37.3	4.3
Difficult to manage	3947	21.8	30.9	41.6	5.6
Very hard to manage	2043	28.2	27.7	38.3	5.8

Table 31a. Image of politicians – *by country*

QUESTION: Q15\_E. What is your opinion about the following groups of persons? Is it ... - Politicians

	Total N	% Rather favourable	% Neutral	% Rather unfavourable	% DK/NA
 <b>EU27</b>	19635	12.4	28.6	55.4	3.6
<b>COUNTRY</b>					
 Belgium	1007	20.3	29.8	42.7	7.2
 Bulgaria	502	11	24	59.5	5.5
 Czech Rep.	1001	5.7	22.9	69.7	1.6
 Denmark	500	29.4	47.6	22.2	0.8
 Germany	1005	9.4	42	46	2.7
 Estonia	520	8.7	21.9	65.3	4.1
 Greece	1006	10.8	19.8	66.4	2.9
 Spain	1009	8.9	21.9	65.3	3.8
 France	1005	14.4	31	53	1.6
 Ireland	500	11.6	18.8	67.7	1.8
 Italy	1017	13.5	21.1	57.7	7.7
 Cyprus	506	19.5	25.6	51.7	3.2
 Latvia	504	1.7	14.1	80.5	3.7
 Lithuania	504	2.9	20.8	73.5	2.9
 Luxembourg	505	27.6	43.6	27.1	1.7
 Hungary	1002	4.8	14.4	76.1	4.7
 Malta	507	20	42.1	31.5	6.4
 Netherlands	1003	31.5	32.4	33	3
 Austria	501	6.5	38.1	52.2	3.1
 Poland	1005	7.3	20.4	68.5	3.9
 Portugal	1006	7.9	24.8	63	4.2
 Romania	504	15.8	24.2	54.3	5.7
 Slovenia	503	10.3	30.5	56.9	2.3
 Slovakia	512	7.5	37.3	52.5	2.7
 Finland	500	12.4	32.5	53.8	1.4
 Sweden	501	43.8	27.4	18.4	10.5
 United Kingdom	1000	11.2	29.9	57.7	1.2
 Croatia	500	3.1	22	68.5	6.4
 Norway	503	24.8	45.5	26.9	2.7
 Iceland	504	11.9	22.9	62.4	2.8
 Switzerland	510	17.6	44.2	33.7	4.5
 Turkey	504	19.3	21.1	54.1	5.5
 United States	1010	14.2	29.1	55.8	0.9
 China	1002	25.7	52.2	20.9	1.1
 Japan	1000	8.5	34.1	55.8	1.6
 South Korea	1000	6.6	21.1	69.4	2.9

Table 31b. Image of politicians – *by segment*

QUESTION: Q15\_E. What is your opinion about the following groups of persons? Is it ... - Politicians

	Total N	% Rather favourable	% Neutral	% Rather unfavourable	% DK/NA
<b>EU27</b>	19635	12.4	28.6	55.4	3.6
 <b>SEX</b>					
Male	9493	12.1	28	57.1	2.8
Female	10142	12.7	29.2	53.7	4.4
 <b>AGE</b>					
15 - 24	2834	16.4	34.9	46.1	2.6
25 - 39	4662	11.3	29.5	57.1	2.1
40 - 54	5332	11.2	27.5	58.1	3.2
55 +	6709	12.3	26.3	55.9	5.5
 <b>EDUCATION (end of)</b>					
Until 15 years of age	3371	11.8	23.1	58.9	6.2
16 - 20	8751	11.6	27	58.2	3.3
20 +	5266	12.6	32.4	52.7	2.3
Still in education	1839	16	35.5	46.4	2.2
 <b>URBANISATION</b>					
Metropolitan	3420	13.6	27.3	56.1	2.9
Urban	8376	12	28.4	55.9	3.7
Rural	7775	12.3	29.5	54.5	3.7
 <b>OCCUPATION</b>					
Self-employed	1790	12.5	28.2	55.9	3.5
Employee	5829	12.4	31.5	54.3	1.8
Manual worker	2149	9.6	24.2	63.2	3
Not working	9846	12.9	28.1	54.1	4.9
 <b>OCCUPATION PARENTS</b>					
Both self-employed	3004	13.2	30	52.2	4.6
Self-employed and employed	1886	12.4	29.7	56	1.9
Both employees	10490	11.7	28.8	56.9	2.7
 <b>PRESENT INCOME</b>					
Live comfortably	4419	16.8	34	46.8	2.4
Get by	9052	11.7	30.3	54.8	3.2
Difficult to manage	3947	10	22.6	63	4.5
Very hard to manage	2043	9.9	21.7	62.3	6.1

Table 32a. Image of liberal professions (architects, lawyers, artists etc.) – *by country*

QUESTION: Q15\_F. What is your opinion about the following groups of persons? Is it ... - Liberal professions  
(Architects, Lawyers, Artist, etc.)

	Total N	% Rather favourable	% Neutral	% Rather unfavourable	% DK/NA
 <b>EU27</b>	19635	57.6	32.1	7.2	3.1
<b>COUNTRY</b>					
 Belgium	1007	55.4	31.7	6.4	6.4
 Bulgaria	502	60.6	23.7	8.3	7.4
 Czech Rep.	1001	47	43.1	8.3	1.7
 Denmark	500	61.4	33.4	4.7	0.5
 Germany	1005	58.1	36.5	3.7	1.7
 Estonia	520	52.6	38	5.8	3.6
 Greece	1006	56.2	27.6	13.8	2.4
 Spain	1009	56.1	32.5	8.6	2.8
 France	1005	70.3	23.4	5.6	0.7
 Ireland	500	58.3	27	13.2	1.5
 Italy	1017	60.6	24.8	7.9	6.6
 Cyprus	506	68	22.2	8.6	1.3
 Latvia	504	62.2	29.1	3.4	5.2
 Lithuania	504	53.9	37.3	4.7	4.2
 Luxembourg	505	69.8	26	3.1	1
 Hungary	1002	38.3	46.4	10.5	4.8
 Malta	507	47.9	35.3	10.8	6
 Netherlands	1003	57.9	31.1	8.5	2.6
 Austria	501	50	39.1	9.2	1.7
 Poland	1005	50	38.4	7.6	4
 Portugal	1006	52.6	34	8.8	4.6
 Romania	504	56.8	28.1	9.5	5.6
 Slovenia	503	58.5	27.3	10.6	3.6
 Slovakia	512	37	53.2	7.3	2.5
 Finland	500	67.3	26.2	5	1.5
 Sweden	501	52.3	28.5	9.2	10
 United Kingdom	1000	55.3	35.2	8	1.4
 Croatia	500	50.2	38.6	7.3	3.9
 Norway	503	58.8	32.2	5.3	3.7
 Iceland	504	68.6	23.3	6.7	1.3
 Switzerland	510	58.6	33.1	4.7	3.5
 Turkey	504	64.2	19.7	10.6	5.4
 United States	1010	50.5	30	18.4	1
 China	1002	48.3	45.8	5.2	0.6
 Japan	1000	65.1	26.4	6.6	1.8
 South Korea	1000	42	34.9	17.2	5.9

Table 32b. Image of liberal professions (architects, lawyers, artists etc.) – *by segment*

QUESTION: Q15\_F. What is your opinion about the following groups of persons? Is it ... - Liberal professions  
(Architects, Lawyers, Artist, etc.)

	Total N	% Rather favourable	% Neutral	% Rather unfavourable	% DK/NA
<b>EU27</b>	19635	57.6	32.1	7.2	3.1
 <b>SEX</b>					
Male	9493	58	31.2	8.4	2.5
Female	10142	57.2	32.9	6.1	3.7
 <b>AGE</b>					
15 - 24	2834	63.9	30.6	3.7	1.7
25 - 39	4662	58.9	32.7	6.7	1.6
40 - 54	5332	56.7	34	6.8	2.5
55 +	6709	54.6	30.7	9.4	5.3
 <b>EDUCATION (end of)</b>					
Until 15 years of age	3371	48.2	33.6	12.1	6
16 - 20	8751	55.1	34.4	7.8	2.7
20 +	5266	65	28.8	4.3	2
Still in education	1839	66.6	28.5	2.9	2
 <b>URBANISATION</b>					
Metropolitan	3420	59.2	32.7	5.7	2.4
Urban	8376	58.7	30.8	7	3.5
Rural	7775	55.6	33.3	8.1	3
 <b>OCCUPATION</b>					
Self-employed	1790	59.8	30.4	7.1	2.7
Employee	5829	61.1	32	5.4	1.5
Manual worker	2149	50.6	37.3	9.9	2.3
Not working	9846	56.6	31.3	7.6	4.4
 <b>OCCUPATION PARENTS</b>					
Both self-employed	3004	57.3	30.7	7.9	4
Self-employed and employed	1886	61.6	30.9	5.6	1.8
Both employees	10490	59	32.4	6.7	2
 <b>PRESENT INCOME</b>					
Live comfortably	4419	64.1	29.1	4.9	1.9
Get by	9052	58.5	32.5	6.4	2.6
Difficult to manage	3947	53.3	34	8.7	4.1
Very hard to manage	2043	48.9	32.6	12.9	5.6

Table 33a. What would people do if they inherited a significant amount of money? – by country

QUESTION: Q16. Please imagine, that you suddenly inherited X Euro. What would you do with the money?

	Total N	% Start a business (alone or with a partner)	% Buy a house (or repay my mortgage)	% Save the money (saving account, shares etc.)	% Spend it on things I always wanted to buy (voyages, car, luxury items)	% Work less / stop working	% DK/NA
 <b>EU27</b>	19635	14.2	30.9	29.7	16.1	3.8	5.2
<b>COUNTRY</b>							
 Belgium	1007	7.1	28	36.1	20	4.7	4.2
 Bulgaria	502	32.8	17.1	21.2	16.1	4.5	8.3
 Czech Rep.	1001	12.5	31.7	31	17	3.3	4.6
 Denmark	500	5	28.4	37.4	20.8	6.4	2
 Germany	1005	8.2	29	38.2	15.2	4.8	4.7
 Estonia	520	14.5	39.4	15.4	19.3	6.1	5.3
 Greece	1006	21.4	31.6	26.6	11.7	2.3	6.5
 Spain	1009	18.4	31.8	29	15.2	3.8	1.9
 France	1005	8.7	35.7	26	21.9	3.7	4
 Ireland	500	13.5	39.4	27.7	13.2	2.8	3.4
 Italy	1017	15.2	35.5	25.2	13.8	1.9	8.3
 Cyprus	506	15.4	22.7	36	15	6.1	4.8
 Latvia	504	17.8	27.3	19.1	26.9	1.3	7.7
 Lithuania	504	24.7	21.7	15.2	23.6	5.5	9.3
 Luxembourg	505	10.5	27.1	34.5	21.7	4	2.2
 Hungary	1002	19.3	23.4	33	16.1	3.2	5.1
 Malta	507	12.2	21.1	30.3	28.4	4.9	3.2
 Netherlands	1003	7.2	21.6	37.4	24.3	5.1	4.4
 Austria	501	6	28.5	37.1	16.6	4.5	7.3
 Poland	1005	23.8	25.1	26.9	15.6	1.4	7.1
 Portugal	1006	16.9	31.3	36.4	7	1.6	6.8
 Romania	504	42.2	19.5	17	11.7	3.6	5.9
 Slovenia	503	13.2	24.1	40.4	13.9	2.2	6.1
 Slovakia	512	10.7	29.5	31	18.3	3.8	6.7
 Finland	500	6.8	33.7	33.3	19	4	3.1
 Sweden	501	8.2	28.2	25.7	21.6	10.2	6.2
 United Kingdom	1000	9.5	37.7	29.3	13.6	5.2	4.7
 Croatia	500	23.2	21.8	28.4	19.7	2	4.8
 Norway	503	7.3	41.4	30.3	13.8	2.7	4.5
 Iceland	504	5.9	34.2	33	12	3.9	11
 Switzerland	510	8.4	25.5	36.6	21.8	5.2	2.5
 Turkey	504	41.4	31.9	13.7	7.9	1.4	3.7
 United States	1010	14.4	23.6	48.1	8.6	2.2	3.1
 China	1002	41.1	12.8	23.2	18.7	1	3.1
 Japan	1000	4.9	19	43	25.7	3.9	3.5
 South Korea	1000	15.6	15.5	43.7	15	2.9	7.3

Table 33b. What would people do if they inherited a significant amount of money? – by segment

QUESTION: Q16. Please imagine, that you suddenly inherited X Euro. What would you do with the money?

	Total N	% Start a business (alone or with a partner)	% Buy a house (or repay my mortgage)	% Save the money (saving account, shares etc.)	% Spend it on things I always wanted to buy (voyages, car, luxury items)	% Work less / stop working	% DK/NA
<b>EU27</b>	19635	14.2	30.9	29.7	16.1	3.8	5.2
 <b>SEX</b>							
Male	9493	17.6	28.3	30.9	14.3	3.9	4.8
Female	10142	11	33.2	28.6	17.8	3.7	5.6
 <b>AGE</b>							
15 - 24	2834	21.6	26.2	37.2	11.4	1	2.6
25 - 39	4662	20.4	43.1	23	8.2	2.6	2.7
40 - 54	5332	15	35.3	26.8	13.4	6.6	3
55 +	6709	6.4	21.1	33.6	25.8	3.6	9.6
 <b>EDUCATION (end of)</b>							
Until 15 years of age	3371	9.3	27.5	31.4	20	3.3	8.6
16 - 20	8751	14	32.9	28.5	16	3.9	4.6
20 +	5266	15.9	33.3	26.5	14.6	5	4.8
Still in education	1839	20.3	22.7	40.3	13.1	0.7	2.9
 <b>URBANISATION</b>							
Metropolitan	3420	15.3	30	30	15.1	3.7	5.8
Urban	8376	14.4	31.1	29.6	16.3	3.8	4.9
Rural	7775	13.5	31.2	29.8	16.4	3.9	5.2
 <b>OCCUPATION</b>							
Self-employed	1790	23.2	28.1	27.7	10.3	6.8	4
Employee	5829	13.5	39.6	26.5	11.4	6	3.1
Manual worker	2149	18	35.9	26	10.5	6.6	3
Not working	9846	12.2	25.1	32.9	21.3	1.4	7.2
 <b>OCCUPATION PARENTS</b>							
Both self-employed	3004	16	28.8	29	17	3.4	5.8
Self-employed and employed	1886	18.4	31.8	31.1	12	3.2	3.5
Both employees	10490	12.4	32.9	29.9	16.6	4.1	4.2
 <b>PRESENT INCOME</b>							
Live comfortably	4419	11.8	27.5	34.6	16.9	4.9	4.4
Get by	9052	13.3	31.4	29.8	16.5	3.9	5.1
Difficult to manage	3947	16.4	33.3	26.8	15.1	3.1	5.3
Very hard to manage	2043	19.2	32.1	24.7	14.7	3	6.2

Table 34a. Advice for a friend who just started a business – *by country*

QUESTION: Q17. Imagine that a friend of yours just started a business. Which advice would you rather give him or her?

	Total N	% Try to expand the business quickly	% Grow slowly if at all	% DK/NA
 <b>EU27</b>	19635	17	73.8	9.3
<b>COUNTRY</b>				
 Belgium	1007	20.9	69.5	9.6
 Bulgaria	502	25	53.8	21.3
 Czech Rep.	1001	32	50.8	17.2
 Denmark	500	12.3	77.1	10.6
 Germany	1005	7.9	87.2	4.9
 Estonia	520	28.7	57.3	14
 Greece	1006	17.5	77.2	5.3
 Spain	1009	8.6	84.1	7.3
 France	1005	40.8	53	6.2
 Ireland	500	7.3	91.8	0.9
 Italy	1017	7	77.5	15.5
 Cyprus	506	16.2	78	5.8
 Latvia	504	13.4	69.5	17.1
 Lithuania	504	30.5	45.2	24.3
 Luxembourg	505	28.4	65.3	6.2
 Hungary	1002	16.2	65.1	18.7
 Malta	507	4.2	90	5.7
 Netherlands	1003	11.6	83.7	4.7
 Austria	501	10.1	83.9	6.1
 Poland	1005	31	57.6	11.4
 Portugal	1006	7.4	82.1	10.5
 Romania	504	25.2	58.5	16.3
 Slovenia	503	13	80.4	6.6
 Slovakia	512	26.8	54.1	19.1
 Finland	500	10.6	84.5	4.9
 Sweden	501	11.2	76.4	12.4
 United Kingdom	1000	10.3	83.9	5.7
 Croatia	500	5.6	83	11.4
 Norway	503	9.4	79.7	10.9
 Iceland	504	2.5	90.3	7.2
 Switzerland	510	14.2	78.2	7.6
 Turkey	504	10	88.1	1.9
 United States	1010	13.7	83.6	2.7
 China	1002	37.2	59.4	3.4
 Japan	1000	8.5	86.5	5
 South Korea	1000	7.6	85.7	6.7

Table 34b. Advice for a friend who just started a business – *by segment*

QUESTION: Q17. Imagine that a friend of yours just started a business. Which advice would you rather give him or her?

	Total N	% Try to expand the business quickly	% Grow slowly if at all	% DK/NA
<b>EU27</b>	19635	17	73.8	9.3
 <b>SEX</b>				
Male	9493	18.4	73.2	8.4
Female	10142	15.7	74.3	10.1
 <b>AGE</b>				
15 - 24	2834	27.2	66.5	6.3
25 - 39	4662	18.3	74.5	7.2
40 - 54	5332	14.8	77.9	7.3
55 +	6709	13.6	73	13.4
 <b>EDUCATION (end of)</b>				
Until 15 years of age	3371	12	73.3	14.8
16 - 20	8751	17.5	73.9	8.6
20 +	5266	17.4	75.5	7.1
Still in education	1839	24.1	69.2	6.7
 <b>URBANISATION</b>				
Metropolitan	3420	18.4	70.8	10.8
Urban	8376	15.2	75.3	9.4
Rural	7775	18.3	73.4	8.3
 <b>OCCUPATION</b>				
Self-employed	1790	15.4	76.9	7.7
Employee	5829	18.1	75.4	6.5
Manual worker	2149	18.7	72.5	8.8
Not working	9846	16.2	72.5	11.3
 <b>OCCUPATION PARENTS</b>				
Both self-employed	3004	15.1	77.7	7.1
Self-employed and employed	1886	19.8	73.2	7
Both employees	10490	17.3	74.4	8.3
 <b>PRESENT INCOME</b>				
Live comfortably	4419	15.5	78.1	6.4
Get by	9052	17.8	74.3	7.9
Difficult to manage	3947	17.0	70.6	12.4
Very hard to manage	2043	15.5	70.3	14.2

Table 35a. It is difficult to start one's own business due to a lack of available financial support – *by country*

QUESTION: Q18\_A. Do you strongly agree, agree, disagree or strongly disagree with the following opinion? - It is difficult to start one's own business due to a lack of available financial support

	Total N	% Strongly agree	% Agree	% Disagree	% Strongly disagree	% DK/NA
 <b>EU27</b>	19635	35.1	46	10.2	2.1	6.7
<b>COUNTRY</b>						
 Belgium	1007	24.2	45.2	8.1	3.8	18.7
 Bulgaria	502	57.4	34.6	5.1	0.3	2.6
 Czech Rep.	1001	36.5	38.5	14.1	2.2	8.6
 Denmark	500	17.9	50.1	19.1	2.1	10.7
 Germany	1005	24.6	50.7	13.9	2	8.8
 Estonia	520	33.2	37.5	13.9	5.2	10
 Greece	1006	48.8	41.6	5.4	1.6	2.6
 Spain	1009	32.8	56.5	6.6	1.6	2.5
 France	1005	44	42	7.7	3.4	3
 Ireland	500	39.6	44.9	10.2	4.5	0.8
 Italy	1017	36.8	47.9	6.7	0.8	7.8
 Cyprus	506	31.8	55.7	9.4	0.7	2.4
 Latvia	504	59.2	33	2.9	1.5	3.4
 Lithuania	504	33.7	50.2	6.6	0.7	8.9
 Luxembourg	505	38.8	41	8.9	6.5	4.8
 Hungary	1002	53.1	34	6	0.3	6.7
 Malta	507	26.2	55.5	9.4	1.8	7.2
 Netherlands	1003	9.4	53.9	26.6	1.5	8.6
 Austria	501	21.2	41.6	20	4.2	13.1
 Poland	1005	39.6	46	8.3	0.9	5.2
 Portugal	1006	34.5	47.3	7.1	0.3	10.9
 Romania	504	50.1	39.6	3.5	1.3	5.5
 Slovenia	503	31	50.8	12.4	2.6	3.3
 Slovakia	512	35.2	55.2	6.5	0.4	2.7
 Finland	500	7	49.3	30.7	3.2	9.7
 Sweden	501	23.3	46.3	15.1	2.6	12.7
 United Kingdom	1000	39.4	38.7	11.4	3.5	6.9
 Croatia	500	43.4	42	7.4	1.8	5.4
 Norway	503	11	46.3	18.1	3.8	20.8
 Iceland	504	31.3	47	7.9	1.2	12.7
 Switzerland	510	33.2	40.5	16.3	4.1	5.9
 Turkey	504	17.9	68.6	11	0.8	1.7
 United States	1010	48.5	34.3	10.5	4.2	2.5
 China	1002	37.1	45.4	14.3	3.2	0
 Japan	1000	27.9	45.1	18.6	3.6	4.7
 South Korea	1000	19.6	44	24.5	4	7.9

Table 35b. It is difficult to start one's own business due to a lack of available financial support – *by segment*

QUESTION: Q18\_A. Do you strongly agree, agree, disagree or strongly disagree with the following opinion? - It is difficult to start one's own business due to a lack of available financial support

	Total N	% Strongly agree	% Agree	% Disagree	% Strongly disagree	% DK/NA
<b>EU27</b>	19635	35.1	46	10.2	2.1	6.7
 <b>SEX</b>						
Male	9493	32.9	46.7	11.7	2.7	6
Female	10142	37.2	45.4	8.7	1.5	7.3
 <b>AGE</b>						
15 - 24	2834	30.7	51.1	10	2.5	5.7
25 - 39	4662	35.2	47	11.5	1.7	4.7
40 - 54	5332	36.2	44.3	10.9	2.2	6.3
55 +	6709	36	44.5	8.7	2.1	8.8
 <b>EDUCATION (end of)</b>						
Until 15 years of age	3371	40.2	42.7	6.9	1.9	8.3
16 - 20	8751	37.7	44.4	9.9	2	6
20 +	5266	30	49.1	12.3	2.3	6.3
Still in education	1839	29.4	50.3	11.8	1.9	6.6
 <b>URBANISATION</b>						
Metropolitan	3420	34.6	48.4	9.8	1.7	5.6
Urban	8376	34.9	46.4	10	1.9	6.7
Rural	7775	35.5	44.8	10.4	2.3	7
 <b>OCCUPATION</b>						
Self-employed	1790	33.2	47.3	12.4	3.2	3.8
Employee	5829	32.2	47.4	12.3	2.4	5.8
Manual worker	2149	37.8	45	9.7	2	5.5
Not working	9846	36.6	45.2	8.5	1.7	8
 <b>OCCUPATION PARENTS</b>						
Both self-employed	3004	35	44.7	12.2	2.3	5.8
Self-employed and employed	1886	32.1	48.1	11	1.6	7.2
Both employees	10490	34.3	47.4	9.8	2.1	6.3
 <b>PRESENT INCOME</b>						
Live comfortably	4419	24.8	49.4	15.6	3.0	7.3
Get by	9052	32.3	49.6	9.9	1.9	6.2
Difficult to manage	3947	43.2	41.3	7.6	1.9	6.0
Very hard to manage	2043	55.0	32.5	4.0	1.1	7.3

Table 36a. It is difficult to start one's own business due to the complex administrative procedures – *by country*

QUESTION: Q18\_B. Do you strongly agree, agree, disagree or strongly disagree with the following opinion? - It is difficult to start one's own business due to the complex administrative procedures

	Total N	% Strongly agree	% Agree	% Disagree	% Strongly disagree	% DK/NA
 <b>EU27</b>	19635	29.1	42.1	15.9	3.8	9
<b>COUNTRY</b>						
 Belgium	1007	24.7	42.2	9.5	5.2	18.4
 Bulgaria	502	31.9	41.3	15.9	1	9.8
 Czech Rep.	1001	28.9	44.3	18	3.1	5.6
 Denmark	500	23.2	50.3	15.4	2.3	8.7
 Germany	1005	27.8	40.9	18.2	2.7	10.5
 Estonia	520	23.5	35.4	24.7	7.5	8.8
 Greece	1006	42.2	40.1	12	2.7	3
 Spain	1009	19.3	55.6	12.9	3.1	9
 France	1005	37.3	34.9	14.2	8.3	5.3
 Ireland	500	23.6	45.4	24.2	3.2	3.6
 Italy	1017	30.2	45.8	11.4	0.8	11.8
 Cyprus	506	15.9	50.3	26.1	1.6	6.1
 Latvia	504	41	36.1	11	2.1	9.8
 Lithuania	504	36.9	42.4	7.8	0.6	12.2
 Luxembourg	505	26.9	44.7	15.5	5.5	7.4
 Hungary	1002	35.9	35	16	2.5	10.6
 Malta	507	20	44.5	20.5	1.8	13.1
 Netherlands	1003	10.6	50.9	28.2	2.2	8.1
 Austria	501	22.8	34.1	23.3	6.7	13
 Poland	1005	33.5	37.1	20	2.7	6.7
 Portugal	1006	27.5	46.7	13.1	1.5	11.2
 Romania	504	39.8	43.5	8.3	0.9	7.4
 Slovenia	503	26.5	38.9	21.2	8.9	4.4
 Slovakia	512	24	50.1	19.6	0.6	5.7
 Finland	500	10.5	53.8	25.1	5.4	5.1
 Sweden	501	23.2	43.7	16.3	5.4	11.4
 United Kingdom	1000	28.4	36.5	17.8	7.6	9.8
 Croatia	500	42.7	34	14.5	2.4	6.5
 Norway	503	15.6	49.3	18.3	2.2	14.5
 Iceland	504	18.1	33.5	23.8	3.6	21
 Switzerland	510	27	32	19.9	8	13.1
 Turkey	504	12.4	64.2	17.7	2.9	2.7
 United States	1010	30.3	40.2	16.9	9.7	2.8
 China	1002	20.9	36	28.8	13.7	0.6
 Japan	1000	22.6	37.7	27.7	7.1	4.9
 South Korea	1000	14.3	42.9	30	4.3	8.4

Table 36b. It is difficult to start one's own business due to the complex administrative procedures – *by segment*

QUESTION: Q18\_B. Do you strongly agree, agree, disagree or strongly disagree with the following opinion? - It is difficult to start one's own business due to the complex administrative procedures

	Total N	% Strongly agree	% Agree	% Disagree	% Strongly disagree	% DK/NA
<b>EU27</b>	19635	29.1	42.1	15.9	3.8	9
 <b>SEX</b>						
Male	9493	28.6	42	17.6	4.6	7.2
Female	10142	29.6	42.2	14.4	3.1	10.7
 <b>AGE</b>						
15 - 24	2834	22.6	47.8	17	3.5	9.1
25 - 39	4662	27.8	42.4	18.2	4.4	7.2
40 - 54	5332	30.7	40.7	16.9	4.3	7.4
55 +	6709	31.6	40.6	13.1	3.2	11.5
 <b>EDUCATION (end of)</b>						
Until 15 years of age	3371	31.8	42.3	11.3	2.3	12.3
16 - 20	8751	31.6	40.3	15.7	4.3	8.1
20 +	5266	26.4	43.3	18	4.7	7.6
Still in education	1839	21.8	46.1	19.5	2.4	10.3
 <b>URBANISATION</b>						
Metropolitan	3420	28.4	40.2	17.6	5.6	8.1
Urban	8376	28.1	43.9	15.5	3.3	9.2
Rural	7775	30.4	41.3	15.6	3.6	9.1
 <b>OCCUPATION</b>						
Self-employed	1790	29.9	36.9	22.5	7	3.7
Employee	5829	26.4	42.9	18.4	5.1	7.3
Manual worker	2149	30.3	45	14.2	3.4	7.1
Not working	9846	30.3	42	13.6	2.6	11.5
 <b>OCCUPATION PARENTS</b>						
Both self-employed	3004	30.7	41.7	16.9	3.7	7
Self-employed and employed	1886	27.5	41.1	17.9	4.4	9.1
Both employees	10490	29	42.2	16	4	8.8
 <b>PRESENT INCOME</b>						
Live comfortably	4419	24	42.7	19.1	5.7	8.5
Get by	9052	27.6	42.8	17.2	3.4	9.1
Difficult to manage	3947	33.1	43.7	12.3	3.6	7.3
Very hard to manage	2043	40	35.1	10.4	2.2	12.2

Table 37a. It is difficult to obtain sufficient information on how to start a business – by country

QUESTION: Q18\_C. Do you strongly agree, agree, disagree or strongly disagree with the following opinion? - It is difficult to obtain sufficient information on how to start a business

	Total N	% Strongly agree	% Agree	% Disagree	% Strongly disagree	% DK/NA
 <b>EU27</b>	19635	16.8	34.4	28.6	8.5	11.7
<b>COUNTRY</b>						
 Belgium	1007	13.2	32	20.6	11.5	22.6
 Bulgaria	502	25.6	36	25.1	4.5	8.8
 Czech Rep.	1001	19.2	28.6	34.5	9.6	8
 Denmark	500	6	26.4	41.8	6.3	19.4
 Germany	1005	11.5	32.7	34.9	8.9	12
 Estonia	520	14.7	27.3	36	13.2	8.9
 Greece	1006	31.3	41.9	16.7	5.9	4.2
 Spain	1009	15.5	48.9	23.4	3.5	8.7
 France	1005	24	30.4	22	13.5	10.1
 Ireland	500	12.5	35.9	37.3	9.9	4.4
 Italy	1017	19.2	39.1	21	4.5	16.2
 Cyprus	506	17.1	43.9	29.9	3.8	5.3
 Latvia	504	12.9	21.2	45.5	8.8	11.6
 Lithuania	504	16.5	35.6	29.3	6	12.6
 Luxembourg	505	17.4	34.8	22.5	14.3	10.9
 Hungary	1002	21.2	29.9	28.4	6.6	13.9
 Malta	507	14.8	36	33.5	4.4	11.3
 Netherlands	1003	2.7	20.6	56.1	8.2	12.4
 Austria	501	13.8	30.2	33.4	11.2	11.4
 Poland	1005	19.1	32.3	31	5.9	11.7
 Portugal	1006	19.8	45.7	19.1	1.7	13.7
 Romania	504	20.2	48.2	22.4	1.8	7.4
 Slovenia	503	13.2	32.6	40.4	8.5	5.3
 Slovakia	512	13.5	38.4	36	5.7	6.4
 Finland	500	3.1	33.4	44.7	10.7	8.1
 Sweden	501	9	26.7	32.5	14.6	17.2
 United Kingdom	1000	16.2	26.5	30.1	15.2	11.9
 Croatia	500	27.6	34.2	21	8.1	9.1
 Norway	503	7.4	32	32.5	7.3	20.8
 Iceland	504	12.3	28.6	31.4	4.6	23.1
 Switzerland	510	14.4	24.9	30.2	15.8	14.6
 Turkey	504	12.3	62.4	20.2	2.3	2.8
 United States	1010	17.8	27.4	27.1	25	2.7
 China	1002	24	46	21.6	8.3	0.1
 Japan	1000	17.4	44.2	29.2	5.1	4.1
 South Korea	1000	16.6	42.5	29.8	3.9	7.1

Table 37b. It is difficult to obtain sufficient information on how to start a business – *by segment*

QUESTION: Q18\_C. Do you strongly agree, agree, disagree or strongly disagree with the following opinion? - It is difficult to obtain sufficient information on how to start a business

	Total N	% Strongly agree	% Agree	% Disagree	% Strongly disagree	% DK/NA
<b>EU27</b>	19635	16.8	34.4	28.6	8.5	11.7
 <b>SEX</b>						
Male	9493	15.8	34.3	31.5	9.5	9
Female	10142	17.8	34.6	26	7.5	14.2
 <b>AGE</b>						
15 - 24	2834	12.8	39.1	32.6	7.8	7.7
25 - 39	4662	17.1	33.9	31.7	9.2	8.1
40 - 54	5332	17.4	33.9	29.6	9.8	9.3
55 +	6709	17.8	33.3	23.9	7.2	17.8
 <b>EDUCATION (end of)</b>						
Until 15 years of age	3371	21.3	35.1	19.2	6	18.5
16 - 20	8751	17.4	36.1	27.4	8.8	10.3
20 +	5266	14.6	30.8	35.1	9.4	10.1
Still in education	1839	12.3	35.9	34.6	8.8	8.4
 <b>URBANISATION</b>						
Metropolitan	3420	16.8	33.6	31.3	8.7	9.7
Urban	8376	16.7	35	27.8	8.3	12.2
Rural	7775	16.9	34.2	28.4	8.4	12
 <b>OCCUPATION</b>						
Self-employed	1790	18.9	32.1	32.4	11.8	4.9
Employee	5829	14.8	32.3	33.7	10.3	8.8
Manual worker	2149	17.6	39.3	26	7.7	9.4
Not working	9846	17.4	35	25.5	6.9	15.1
 <b>OCCUPATION PARENTS</b>						
Both self-employed	3004	17.5	36.1	27.4	8.1	10.8
Self-employed and employed	1886	11.8	35.9	32.3	9.3	10.6
Both employees	10490	16.4	33.2	30.3	9	11.2
 <b>PRESENT INCOME</b>						
Live comfortably	4419	12.4	31.2	33.5	12	11
Get by	9052	14.9	35	30.4	7.8	11.9
Difficult to manage	3947	21.3	36.8	24.1	7.4	10.4
Very hard to manage	2043	26.5	34.6	19.7	5.8	13.3

Table 38a. One should not start a business if there is a risk it might fail – *by country*

QUESTION: Q18\_D. Do you strongly agree, agree, disagree or strongly disagree with the following opinion? - One should not start a business if there is a risk it might fail

	Total N	% Strongly agree	% Agree	% Disagree	% Strongly disagree	% DK/NA
 <b>EU27</b>	19635	18.7	31	32.5	12.8	5
<b>COUNTRY</b>						
 Belgium	1007	16.3	27.4	28.1	12.4	15.7
 Bulgaria	502	27.1	35.8	24.5	4.3	8.4
 Czech Rep.	1001	18.8	32.9	34.7	8.6	5
 Denmark	500	6.6	24.3	55.5	11.7	1.9
 Germany	1005	22.3	33.4	32.6	9.9	1.8
 Estonia	520	28.5	34	25.6	6.2	5.8
 Greece	1006	18.6	28.6	36.5	12.7	3.5
 Spain	1009	10.8	38.2	40.9	7.5	2.6
 France	1005	20.1	17.7	32.8	27	2.4
 Ireland	500	9	22.1	47.1	21	0.8
 Italy	1017	19.3	34.8	25.8	7.4	12.6
 Cyprus	506	16	36.1	37.9	5.7	4.2
 Latvia	504	25.4	28.6	33.5	7.2	5.4
 Lithuania	504	23.3	45.6	17.5	2.8	10.8
 Luxembourg	505	20.9	32.9	28	15	3.3
 Hungary	1002	32.8	33.9	20.8	5.6	6.9
 Malta	507	25.1	42.9	24.1	2.8	5.2
 Netherlands	1003	7.8	40.6	42.2	6.6	2.9
 Austria	501	25.5	27.4	29.9	12.2	5
 Poland	1005	24.5	39.2	27.3	4.6	4.4
 Portugal	1006	14.4	41.6	30.6	2.8	10.5
 Romania	504	13.9	40.1	26.9	8.3	10.8
 Slovenia	503	22.9	39.6	29.4	5.8	2.3
 Slovakia	512	13.1	43.8	30.7	4.3	8
 Finland	500	8.3	30.4	47.3	12.1	1.9
 Sweden	501	13.9	33.7	36	11.1	5.3
 United Kingdom	1000	18.3	17.3	35.1	27.1	2.3
 Croatia	500	20.5	35	26.8	10.7	7
 Norway	503	6.5	30.1	49.8	8.7	4.9
 Iceland	504	12	27.1	46.1	8.9	5.9
 Switzerland	510	16.7	23.4	34	22.7	3.1
 Turkey	504	16.4	53.9	24	3.5	2.2
 United States	1010	13.3	12.9	33.7	39.5	0.6
 China	1002	6.7	16.3	39.3	37.2	0.5
 Japan	1000	28.5	32.9	30.3	5.2	3.2
 South Korea	1000	27.6	38	26.2	5.2	3

Table 39b. People who have started their own business and have failed should be given a second chance – *by segment*

QUESTION: Q18\_E. Do you strongly agree, agree, disagree or strongly disagree with the following opinion? - People who have started their own business and have failed should be given a second chance

	Total N	% Strongly agree	% Agree	% Disagree	% Strongly disagree	% DK/NA
<b>EU27</b>	19635	27.6	53	9.6	2.7	7.1
 <b>SEX</b>						
Male	9493	27	53.7	10.1	2.7	6.5
Female	10142	28.2	52.4	9.2	2.6	7.7
 <b>AGE</b>						
15 - 24	2834	24.6	55.4	11.6	2.6	5.7
25 - 39	4662	28.4	54.6	9.3	2.4	5.2
40 - 54	5332	28.2	53.2	9.2	2.7	6.7
55 +	6709	27.9	50.8	9.2	2.9	9.2
 <b>EDUCATION (end of)</b>						
Until 15 years of age	3371	28.8	50.7	7.8	3	9.6
16 - 20	8751	28.5	52.8	9.4	2.8	6.5
20 +	5266	27.6	54.3	10	2.3	5.8
Still in education	1839	23	55.9	11.9	2.3	6.8
 <b>URBANISATION</b>						
Metropolitan	3420	29.1	52.7	8.8	2.2	7.2
Urban	8376	27	53.8	9.8	2.2	7.1
Rural	7775	27.7	52.4	9.8	3.3	6.9
 <b>OCCUPATION</b>						
Self-employed	1790	33.2	49.6	9	2.8	5.5
Employee	5829	27.5	55.2	9.5	2.8	5
Manual worker	2149	26	54.2	11.8	2.3	5.7
Not working	9846	27.1	52.2	9.3	2.7	8.8
 <b>OCCUPATION PARENTS</b>						
Both self-employed	3004	28.7	52.9	9.6	2.7	6.2
Self-employed and employed	1886	28.3	54.6	9	1.9	6.2
Both employees	10490	27.6	53.9	9.9	2.7	5.9
 <b>PRESENT INCOME</b>						
Live comfortably	4419	25	55.1	11.9	3.5	4.5
Get by	9052	27	54.2	9.9	2.5	6.4
Difficult to manage	3947	29.6	52	7.7	2.3	8.5
Very hard to manage	2043	33.8	46.5	6.3	2.5	10.9

## II. Survey details

This general population survey “*Entrepreneurship survey among the general population in the 27 Member States, the US, EFTA countries, Croatia, Turkey, Japan, South Korea and China*” (No 283) was conducted for the European Commission, DG Enterprise and Industry E/1: Entrepreneurship.

Telephone interviews were conducted in each country, with the exception of Bulgaria, the Czech Republic, Estonia, Latvia, Lithuania, Hungary, Poland, Romania and Slovakia where both telephone and face-to-face interviews were conducted (70% webCATI and 30% F2F interviews).

Telephone interviews were conducted in each country between the 10/12/2009 and the 16/01/2010 by the following institutes:

Belgium	BE	Gallup Europe	(Interviews: 11/12/2009 - 15/12/2009)
Czech Republic	CZ	Focus Agency	(Interviews: 11/12/2009 - 15/12/2009)
Denmark	DK	Hermelin	(Interviews: 11/12/2009 - 15/12/2009)
Germany	DE	IFAK	(Interviews: 11/12/2009 - 15/12/2009)
Estonia	EE	Saar Poll	(Interviews: 11/12/2009 - 15/12/2009)
Greece	EL	Metroanalysis	(Interviews: 11/12/2009 - 15/12/2009)
Spain	ES	Gallup Spain	(Interviews: 11/12/2009 - 15/12/2009)
France	FR	Efficiencie3	(Interviews: 11/12/2009 - 15/12/2009)
Ireland	IE	Gallup UK	(Interviews: 11/12/2009 - 15/12/2009)
Italy	IT	Demoskopoea	(Interviews: 11/12/2009 - 15/12/2009)
Cyprus	CY	CYMAR	(Interviews: 11/12/2009 - 15/12/2009)
Latvia	LV	Latvian Facts	(Interviews: 11/12/2009 - 15/12/2009)
Lithuania	LT	Baltic Survey	(Interviews: 11/12/2009 - 15/12/2009)
Luxembourg	LU	Gallup Europe	(Interviews: 11/12/2009 - 15/12/2009)
Hungary	HU	Gallup Hungary	(Interviews: 11/12/2009 - 15/12/2009)
Malta	MT	MISCO	(Interviews: 11/12/2009 - 15/12/2009)
Netherlands	NL	MSR	(Interviews: 11/12/2009 - 15/12/2009)
Austria	AT	Spectra	(Interviews: 11/12/2009 - 15/12/2009)
Poland	PL	Gallup Poland	(Interviews: 11/12/2009 - 15/12/2009)
Portugal	PT	Consulmark	(Interviews: 11/12/2009 - 15/12/2009)
Slovenia	SI	Cati d.o.o	(Interviews: 11/12/2009 - 15/12/2009)
Slovakia	SK	Focus Agency	(Interviews: 11/12/2009 - 15/12/2009)
Finland	FI	Norstat Finland Oy	(Interviews: 11/12/2009 - 15/12/2009)
Sweden	SE	Hermelin	(Interviews: 11/12/2009 - 15/12/2009)
United Kingdom	UK	Gallup UK	(Interviews: 11/12/2009 - 15/12/2009)
Bulgaria	BG	Vitoshia	(Interviews: 11/12/2009 - 15/12/2009)
Romania	RO	Gallup Romania	(Interviews: 11/12/2009 - 15/12/2009)
Croatia	HR	Gallup Croatia	(Interviews: 11/12/2009 - 15/12/2009)
Iceland	IS	Capacent Gallup	(Interviews: 11/12/2009 - 15/12/2009)
Norway	NO	Fieldwork Scandinavia	(Interviews: 11/12/2009 - 15/12/2009)
Switzerland	CH	M.I.S.	(Interviews: 11/12/2009 - 15/12/2009)
Turkey	TR	Konsensus	(Interviews: 11/12/2009 - 15/12/2009)
United States	US	Gallup US	(Interviews: 11/12/2009 - 23/12/2009)
China	CN	Gallup China	(Interviews: 22/12/2009 - 16/01/2010)
Japan	JP	Adams Communications Co.	(Interviews: 14/12/2009 - 06/01/2010)
South Korea	KR	Research & Research Inc	(Interviews: 10/12/2009 - 20/12/2009)

*Samples sizes per country*

The table below shows the target sample size by country:

Country	Sample size	Country	Sample size
Belgium	1000	Poland	1000
Czech Republic	1000	Portugal	1000
Denmark	500	Slovenia	500
Germany	1000	Slovakia	500
Estonia	500	Finland	500
Greece	1000	Sweden	500
Spain	1000	United Kingdom	1000
France	1000	Bulgaria	500
Ireland	500	Croatia	500
Italy	1000	Romania	500
Republic of Cyprus	500	Turkey	500
Latvia	500	Norway	500
Lithuania	500	Switzerland	500
Luxembourg	500	Iceland	500
Hungary	1000	USA	1000
Malta	500	Japan	1000
Netherlands	1000	South Korea	1000
Austria	500	China	1000
		<b>Total:</b>	<b>26 000</b>

**Representativeness of the results**

Each national sample (except for China) is representative of the population aged 15 years and above.

In China, interviews were conducted with randomly selected individuals (aged 15 and over) in 50 cities; this sample covered 115,000,000 of the 615,000,000 urban inhabitants – and accurately represented the total urban population.

The table below list the 50 Chinese cities:

<i>Area</i>	<i>Province</i>	<i>City</i>	<i>Population (10,000 persons)</i>	<i>per capita GRP (Yuan)</i>
East	Shanghai	Shanghai	1309.2	68201.0
Southwest	Yunnan	Luxi	35.5	7829.0
North	Inner Mongolia	Baotou	139.1	77000.0
North	Beijing	Beijing	1142.5	60045.0
Northeast	Jilin	Huadian	45.6	18341.5
Northeast	Jilin	Dehui	81.8	18151.7
Southwest	Sichuan	Nanchong	191.3	9607.0
Southwest	Sichuan	Chengdu	502.7	32722.0
Southwest	Sichuan	Yibin	79.1	28910.0
North	Tianjin	Tianjin	786.4	51231.0
East	Anhui	Haozhou	151.5	7813.0
East	Anhui	Wuhu	105.3	40250.0
East	Shandong	Zhangqiu	100.4	32054.1
East	Shandong	Jinan	352.7	55430.0
East	Shandong	Zibo	277.5	56378.0
East	Shandong	Qixia	62.7	19986.7
North	Shanxi	Hejin	38.1	50229.0
South Central	Guangdong	Yangchun	109.3	10173.0
South Central	Guangdong	Guangzhou	636.8	76286.0
South Central	Guangdong	Puning	221.5	7703.1
South Central	Guangdong	Qingyuan	55.5	33760.0
South Central	Guangxi	Laibin	102.3	12067.0
Northwest	Sinkiang	Wulumuqi	222.3	31806.0
East	Jiangsu	Nantong	87.3	63485.0
East	Jiangsu	Huaiian	276.5	17234.0
East	Jiangsu	Zhangjiagang	89.3	117583.5
East	Jiangsu	Jintan	54.4	40992.6
East	Jiangxi	Jian	53.5	24443.0
North	Hebei	Qinhuangdao	80.6	50098.0
North	Hebei	Shahe	48.1	20794.9
South Central	Henan	Ruzhou	94.7	17267.0
South Central	Henan	Lingbao	74.3	25325.7
South Central	Henan	Sanmenxia	28.8	28588.0
East	Zhejiang	Ningbo	218.2	88779.0
East	Zhejiang	Ningbo	218.2	88779.0
East	Zhejiang	Wenzhou	142.4	64774.0
South Central	Hubei	Enshi	79.3	6666.2
South Central	Hubei	Xiantao	148.1	12856.4
South Central	Hubei	Guangshui	92.9	9273.4
South Central	Hunan	Changning	86.2	9667.9
South Central	Hunan	Changsha	218.8	52896.0
Northwest	Gansu	Zhangye	51.3	13349.0
East	Fujian	Putian	207.0	21500.0
Southwest	Guizhou	Guiyang	214.1	27117.0
Northeast	Liaoning	Kaiyuan	59.1	18633.7
Northeast	Liaoning	Dalian	293.4	68554.0
Southwest	Chongqing	Chongqing	1526.0	20041.0
Northwest	Shaanxi	Hancheng	39.0	19276.9
Northeast	Heilongjiang	Fujin	38.3	9926.1
Northeast	Heilongjiang	Qiqihaer	142.7	17421.0

**Weighting – EU results**

A weighting factor was applied to the national results in order to compute a marginal total where each country contributes to the European Union result in proportion to its population.

The table below presents, for each of the countries:

- (1) the number of interviews actually carried out
- (2) the population-weighted total number of interviews

	<b>Total Interviews</b>			
	<i>Conducted</i>	<i>% of Total</i>	<i>EU27 weighted</i>	<i>% of total (weighted)</i>
<b>Total</b>	<b>26168</b>	<b>100</b>	<b>19635</b>	<b>100</b>
BE	1007	3.8	414	2.1
BG	502	1.9	313	1.6
CZ	1001	3.8	415	2.1
DK	500	1.9	209	1.1
DE	1005	3.8	3338	17.0
EE	520	2.0	54	0.3
EL	1006	3.8	451	2.3
ES	1009	3.9	1790	9.1
FR	1005	3.8	2431	12.4
IE	500	1.9	162	0.8
IT	1017	3.9	2393	12.2
CY	506	1.9	30	0.2
LV	504	1.9	92	0.5
LT	504	1.9	134	0.7
LU	505	1.9	18	0.1
HU	1002	3.8	402	2.0
MT	507	1.9	16	0.1
NL	1003	3.8	631	3.2
AT	501	1.9	330	1.7
PL	1005	3.8	1512	7.7
PT	1006	3.8	422	2.1
RO	504	1.9	859	4.4
SI	503	1.9	81	0.4
SK	512	2.0	213	1.1
FI	500	1.9	206	1
SE	501	1.9	356	1.8
UK	1000	3.8	2362	12
HR	500	1.9		
IS	504	1.9		
NO	503	1.9		
CH	510	1.9		
TR	504	1.9		
US	1010	3.9		
CN	1002	3.8		
JP	1000	3.8		
KR	1000	3.8		

### ***Questionnaires***

1. The questionnaire prepared for this survey is reproduced at the end of this results volume, in English.
2. The institutes listed above translated the questionnaire in their respective national language(s).
3. One copy of each national questionnaire is annexed to the results (volume tables).

### ***Tables of results***

#### **VOLUME A: COUNTRY BY COUNTRY**

The VOLUME A tables present the European Union, USA, EFTA countries, Croatia, Turkey, Japan, South Korea and China results country by country.

#### **VOLUME B: RESPONDENTS' DEMOGRAPHICS**

The VOLUME B tables present the European Union results with the following socio-demographic characteristics of respondents as breakdowns:

##### **Volume B:**

Sex (*Male, Female*)

Age (*15-24, 25-39, 40-54, 55 +*)

Subjective urbanisation (*Metropolitan zone, Other town/urban centre, Rural zone*)

Occupation (*Self-employed, Employee, Manual worker, Not working*)

Education (*-15, 16-20, 21+, Still in full time education*)

Occupation parents (*Both self-employed, Self-employed and employed, Both employees*)

Income (*Live comfortably on present income, Get by on present income, Find it difficult to manage on present income, Find it very hard to manage on present income*)

### ***Sampling error***

Surveys are designed and conducted to provide an estimate of a true value of characteristics of a population at a given time. An estimate of a survey is unlikely to exactly equal the true population quantity of interest for a variety of reasons. One of these reasons is that data in a survey are collected from only some – a sample of – members of the population, this to make data collection cheaper and faster. The “margin of error” is a common summary of sampling error, which quantifies uncertainty about (or confidence in) a survey result.

Usually, one calculates a 95 percent confidence interval of the format: survey estimate +/- margin of error. This interval of values will contain the true population value at least 95% of time.

For example, if it was estimated that 45% of EU citizens are in favour of a single European currency and this estimate is based on a sample of 100 EU citizens, the associated margin of error is about 10 percentage points. The 95 percent confidence interval for support for a European single currency would be (45%-10%) to (45%+10%), suggesting that in the EU the support for a European single currency could range from 35% to 55%. Because of the small sample size of 100 EU citizens, there is considerable uncertainty about whether or not the citizens of the EU support a single currency.

As a general rule, the more interviews conducted (sample size), the smaller the margin of error. Larger samples are more likely to give results closer to the true population quantity and thus have smaller margins of error. For example, a sample of 500 will produce a margin of error of no more than about 4.5 percentage points, and a sample of 1,000 will produce a margin of error of no more than about 3 percentage points.

*Margin of error (95% confidence interval)*

Survey estimate	Sample size (n)									
	10	50	100	150	200	400	800	1000	2000	4000
5%	13.5%	6.0%	4.3%	3.5%	3.0%	2.1%	1.5%	1.4%	1.0%	0.7%
10%	18.6%	8.3%	5.9%	4.8%	4.2%	2.9%	2.1%	1.9%	1.3%	0.9%
25%	26.8%	12.0%	8.5%	6.9%	6.0%	4.2%	3.0%	2.7%	1.9%	1.3%
50%	31.0%	13.9%	9.8%	8.0%	6.9%	4.9%	3.5%	3.1%	2.2%	1.5%
75%	26.8%	12.0%	8.5%	6.9%	6.0%	4.2%	3.0%	2.7%	1.9%	1.3%
90%	18.6%	8.3%	5.9%	4.8%	4.2%	2.9%	2.1%	1.9%	1.3%	0.9%
95%	13.5%	6.0%	4.3%	3.5%	3.0%	2.1%	1.5%	1.4%	1.0%	0.7%

(The values in the table are the margin of error – at 95% confidence level – for a given survey estimate and sample size)

The examples show that the size of a sample is a crucial factor affecting the margin of error. Nevertheless, once past a certain point – a sample size of 800 or 1,000 – the improvement is small. For example, to reduce the margin of error to 1.5% would require a sample size of 4,000.

### III. Questionnaire

- D1. Sex**
- male ..... 1
  - female ..... 2
- D2. Exact Age:**
- exact age ..... [ ][ ]
  - refusal/no answer ..... 00
- D3. Age when finished full time education: [EXACT AGE IN 2 DIGITS]**
- exact age ..... [ ][ ]
  - refusal/no answer ..... 00
  - never been in full time education ..... 01
  - still in fulltime education ..... 99
- D4. As far as your current occupation is concerned, would you say you are self-employed, in paid employment or would you say that you are without a professional activity?**  
 [READ OUT LEFT ITEMS - THEN ASK TO SPECIFY (“that is to say”)  
 - ONLY ONE ANSWER]
- Self-employed, i.e.:**
- farmer, forester, fisherman ..... 11
  - owner of a shop, craftsman..... 12
  - professional (lawyer, medical practitioner, accountant, architect etc. .... 13
  - owner-manager of a company ..... 14
  - other..... 15
- In paid employment, i.e.:**
- White-collar:*
- professional (employed doctor, lawyer, accountant, architect etc.) ..... 21
  - general management, director, top management ..... 22
  - management ..... 23
  - middle management, ..... 24
  - civil servant ..... 25
  - office clerk..... 26
  - other ..... 27
- Blue-collar:*
- supervisor / foreman (team manager, etc ) ..... 31
  - skilled manual worker ..... 32
  - unskilled manual worker ..... 33
  - other ..... 34
- Without a professional activity, i.e.:**
- looking after the home..... 41
  - student (full time) ..... 42
  - retired ..... 43
  - seeking a job..... 44
  - other..... 45
  - [refusal/no answer] ..... 99
- D5. Region = "European Administrative Regional Unit" (N.U.T.S. 1) [2 DIGITS]**

**D6. Type of Locality?**

- metropolitan zone..... 1
- other town/urban centre ..... 2
- rural zone..... 3

**D7. Could you tell me the occupation of your father? Is he or was he self-employed, white-collar employee in private sector, blue-collar employee in private sector, civil servant or without a professional activity?**

[READ OUT – ONLY ONE ANSWER]

- self-employed..... 1
- white-collar employee in private sector ..... 2
- blue-collar employee in private sector ..... 3
- civil servant ..... 4
- without a professional activity ..... 5
- other..... 6
- [DK/NA] ..... 9

**D8. Could you tell me the occupation of your mother? Is she or was she self-employed, white-collar employee in private sector, blue-collar employee in private sector, civil servant or without a professional activity?**

[READ OUT – ONLY ONE ANSWER]

- self-employed..... 1
- white-collar employee in private sector ..... 2
- blue-collar employee in private sector ..... 3
- civil servant ..... 4
- without a professional activity ..... 5
- other ..... 6
- [DK/NA]..... 9

**D9. Which of the following phrases describe best your feelings about your household's income these days:**

[READ 1 - 4 – ONLY ONE ANSWER]

- Live comfortably on the present income 1
- Get by on the present income ..... 2
- Find it difficult to manage on the present income ..... 3
- Find it very hard to manage on the present income ..... 4
- DK ..... 5
- [Refusal to answer]..... 9

**D10. Do you strongly agree, agree, disagree or strongly disagree with the following statements?**

[READ OUT – ROTATE – ONE ANSWER ONLY FOR EACH ITEM]

- |                           |   |
|---------------------------|---|
| - strongly agree .....    | 1 |
| - agree .....             | 2 |
| - disagree.....           | 3 |
| - strongly disagree ..... | 4 |
| - [DK/NA] .....           | 9 |
- 
- |  |           |
|--|-----------|
| a) In general, I am willing to take risks .....  | 1 2 3 4 9 |
| b) Generally, when facing difficult tasks, I am certain that I will<br>accomplish them .....               | 1 2 3 4 9 |
| c) My life is determined by my own actions, not by others or by chance .....                               | 1 2 3 4 9 |
| d) If I see something I do not like, I change it .....   | 1 2 3 4 9 |
| e) The possibility of being rejected by others for standing up for my<br>decisions would not stop me ..... | 1 2 3 4 9 |
| f) I am an inventive person who has ideas .....  | 1 2 3 4 9 |
| g) I am optimistic about my future .....   | 1 2 3 4 9 |
| h) I like situations in which I compete with others .....  | 1 2 3 4 9 |
| i) When confronted with difficult tasks I can count on luck and the<br>help of others .....                | 1 2 3 4 9 |

**We are conducting a survey in the 27 countries of the European Union and in some other countries concerning entrepreneurial activity.**

**Q1. Suppose you could choose between different kinds of jobs, which one would you prefer:**

[READ OUT – ONE ANSWER ONLY]

- |                             |   |
|-----------------------------|---|
| - being an employee.....    | 1 |
| - being self-employed ..... | 2 |
| - [none of these].....      | 3 |
| - [DK/NA] .....             | 9 |

[TO THOSE WHO ANSWERED “EMPLOYEE” IN Q1 (Q1=1)]<sup>31</sup>

**Q2. Why would you prefer to be an employee rather than self-employed?**

**And what else? And what else ?**

[DO NOT READ OUT – SPONTANEOUS – CODE THE ANSWERS BELOW– MULTIPLE ANSWERS POSSIBLE – PLEASE PROBE FOR MORE ]

- |   |    |
|---|----|
| a) Regular, fixed income (versus irregular, variable income)...                         | 1  |
| b) Stability of employment .....  | 2  |
| c) Fixed working hours.....   | 3  |
| d) Protection by social security and/or insurances.....                                 | 4  |
| e) Lack of business idea.....   | 5  |
| f) Lack of finances for self-employment .....   | 6  |
| g) Lack of skills for self-employment .....   | 7  |
| h) Severity of decision – difficult to reverse decision/<br>being tied to business..... | 8  |
| i) Afraid of red tape, problems with public authorities .....                           | 9  |
| j) Afraid of legal and social consequences if I fail .....                              | 10 |
| k) Other.....   | 11 |
| please specify .....  |    |
| l) DK/NA .....  | 99 |

<sup>31</sup>) If nothing is specified questions are asked to all.

[TO THOSE WHO ANSWERED “SELF-EMPLOYED” IN Q1 (Q1=2)]

**Q3. Why would you prefer to be self-employed rather than an employee?**

**And what else? And what else ?**

[DO NOT READ OUT – SPONTANEOUS – CODE THE ANSWERS BELOW – MULTIPLE ANSWERS POSSIBLE– PLEASE PROBE FOR MORE]

- a) Personal independence/self-fulfilment/interesting tasks .....1
- b) Realisation of a business opportunity.....2
- c) Better income prospects.....3
- d) Freedom to choose place and time of working .....4
- e) Lack of attractive employment opportunities .....5
- f) Members of family / friends are self-employed.....6
- g) Favourable economic climate.....7
- h) To avoid uncertainties related to employment .....8
- i) To contribute to society.....9
- j) Other,.....10  
please specify .....
- k) DK/NA .....99

[TO THOSE WHO DID NOT ANSWER “SELF-EMPLOYED” IN D4, i.e. are currently not self-employed]

**Q4. Regardless of whether or not you would like to become self-employed, would it be feasible for you to be self-employed within the next 5 years?**

[READ OUT – ONE ANSWER ONLY]

- Very feasible .....1
- Quite feasible.....2
- Not very feasible .....3
- Not feasible at all.....4
- [DK/NA].....9

[TO THOSE WHO ANSWERED “NOT VERY FEASIBLE” OR “NOT FEASIBLE AT ALL” IN Q4]

**Q5. Why would it not be feasible for you to be self-employed within the next 5 years?**

**And what else? And what else ?**

[DO NOT READ OUT – SPONTANEOUS – CODE THE ANSWERS BELOW – MULTIPLE ANSWERS POSSIBLE– PLEASE PROBE FOR MORE]

- a) Lack of business idea/opportunity .....1
- b) Lack of finances for self-employment.....2
- c) Lack of skills for self-employment.....3
- d) Burden of red tape / Administrative difficulties.....4
- e) The risk of failure and its legal and social consequences is too big .....5
- f) It would be difficult to reconcile with my family situation .....6
- g) The current economic climate is not good for a start-up.....7
- h) Other.....  
please specify .....
- i) Don't know/No answer .....9

**Q6. I will read you a list of statements. Please tell me, do you strongly agree, agree, disagree or strongly disagree with the following statements?**

[READ OUT – ROTATE – ONE ANSWER ONLY FOR EACH ITEM]

- strongly agree ..... 1
- agree ..... 2
- disagree..... 3
- strongly disagree ..... 4
- [DK/NA] ..... 9

- a) My school education helped me to develop my sense of initiative – a sort of entrepreneurial attitude ..... 1 2 3 4 9
- b) My school education helped me to better understand the role of entrepreneurs in society ..... 1 2 3 4 9
- c) My school education made me interested to become an entrepreneur..... 1 2 3 4 9
- d) My school education gave me skills and know-how that enable me to run a business ..... 1 2 3 4 9

**Q7. I am going to read you another list of statements. Please tell me, do you agree or disagree with them?**

[READ OUT – ROTATE – ONE ANSWER ONLY FOR EACH ITEM]

- strongly agree ..... 1
- agree ..... 2
- disagree..... 3
- strongly disagree ..... 4
- [DK/NA] ..... 9

- a) Entrepreneurs create new products and services and benefit us all ..... 1 2 3 4 9
- b) Entrepreneurs think only about their own wallet..... 1 2 3 4 9
- c) Entrepreneurs are job creators..... 1 2 3 4 9
- d) Entrepreneurs exploit other people's work ..... 1 2 3 4 9

**Q8. Have you ever started a business or are you taking steps to start one?**

[READ OUT – ONE ANSWER ONLY]

- yes ..... 1
- no ..... 2
- [DK/NA]..... 9

[IF Q8 = 2, i.e. for people who never started a business]

**Q9. How would you describe your situation:**

- It never came to your mind to start up a business ..... 1
- You are thinking about starting up a business ..... 2
- You thought of it or you had already taken steps to start a business but gave up ..... 3
- [DK/NA]..... 9

[IF Q8 = 1, i.e. people who have started a business or are doing it now]

**Q10. How would you describe your situation:**

- You are currently taking steps to start a new business ..... 1
- You have started or taken over a business in the last three years which is still active today ..... 2
- You started or took over a business more than three years ago and it's still active ..... 3
- Once started a business, but currently you are no longer an entrepreneur since business has failed ..... 4
- Once started a business, but currently you are no longer an entrepreneur since business was sold, transferred or closed ..... 5
- [DK/NA] ..... 9

[TO THOSE WHO ANSWERED Q8 = 1 OR Q9 = 3, i.e. people who are taking steps to start, are running a business, had one in the past or had taken steps to start but gave up]

**Q11. For each of the following elements, please tell me if it was very important, rather important, rather not important or not important at all for making you take steps to start a new business or take over one.**

[READ OUT – ROTATE – ONE ANSWER PER LINE]

- Very important ..... 1
  - Rather important ..... 2
  - Rather not important ..... 3
  - Not important at all ..... 4
  - [DK/NA] ..... 9
- a) Dissatisfaction with regard to your previous situation ..... 1 2 3 4 9
- b) An appropriate business idea ..... 1 2 3 4 9
- c) Contact with an appropriate business partner ..... 1 2 3 4 9
- d) Receiving the necessary financial means ..... 1 2 3 4 9
- e) A role model ..... 1 2 3 4 9
- f) Addressing an unmet social or ecological need ..... 1 2 3 4 9

[TO THOSE WHO ANSWERED Q8 = 1, i.e. people who at some time started a business or are taking steps to do so]

**Q12. All in all, would you say you started, or are starting, your business because you saw an opportunity or you started it out of necessity?**

[READ OUT – ONE ANSWER ONLY]

- You started it because you came across an opportunity ..... 1
- You started it because it was a necessity ..... 2
- [Both – SPONTANEOUS] ..... 3
- [DK/NA] ..... 9

**Q13. If you currently had the means to start your own business, including sufficient funding, would you rather set up a new one or take over an existing one?**

[READ OUT – ONE ANSWER ONLY]

- Set up a new one ..... 1
- Take over an existing business ..... 2
- [None of these, not interested] ..... 3
- [DK/NA] ..... 9

**Q14. If you were to set up a business today, which are the two risks you would be most afraid of? Is it:**

[READ OUT – ROTATE – MAXIMUM TWO ANSWERS]

- The uncertainty of your income .....1
  - Job insecurity.....2
  - The risk of losing your property.....3
  - The need to devote too much energy or time to it.....4
  - The possibility of suffering a personal failure.....5
  - The possibility of going bankrupt .....6
  - [DK/NA].....9
- a) First mention..... 1 2 3 4 5 6 9
- b) Second mention ..... 1 2 3 4 5 6 9

**Q15. What is your opinion about the following groups of persons? Is it ...**

[READ OUT – ONE ANSWER ONLY]

- rather favourable .....1
  - neutral .....2
  - rather unfavourable .....3
  - [DK/NA].....9
- a) Entrepreneurs (Self-employed, business owners)..... 1 2 3 9
- b) Civil servants ..... 1 2 3 9
- c) Top-Managers in large production companies..... 1 2 3 9
- d) Managers in a bank or a similar institutions ..... 1 2 3 9
- e) Politicians..... 1 2 3 9
- f) Liberal professions (Architects, Lawyers, Artist etc.)..... 1 2 3 9

**Q16. Please imagine, that you suddenly inherited X Euro. What would you do with the money?**

[READ OUT – ROTATE – ONE ANSWER ONLY]

- Start a business (alone or with a partner).....1
- Buy a house (or repay my mortgage)... .....2
- Save the money (saving account, shares etc.) .....3
- Spend it on things I always wanted to buy (voyages, car, luxury items) .....4
- Work less / stop working .....5
- [DK/NA].....9

X Euro =

	X			Reference (Euro)
<b>EU 27</b>				
Belgium	100,000	Euro		
Bulgaria	130,000	BGN	Bulgarian Leva	70,000
Czech Republic	1,800,000	CZK	Czech Koruny	70,000
Denmark	750,000	DKK	Danish Kroner	100,000
Germany	100,000	Euro		
Estonia	1,000,000	EEK	Estonian Krooni	70,000
Greece	100,000	Euro		
Spain	100,000	Euro		
France	100,000	Euro		
Ireland	100,000	Euro		
Italy	100,000	Euro		
Cyprus	100,000	Euro		
Latvia	50,000	LVL	Latvian Lat	70,000
Lithuania	250,000	LTL	Lithuanian Litai	70,000
Luxembourg	100,000	Euro		
Hungary	20,000,000	HUF	Hungarin Forint	70,000
Malta	70,000	Euro		
Netherlands	100,000	Euro		
Austria	100,000	Euro		
Poland	300,000	PLN	Polish Zlotych	70,000
Portugal	70,000	Euro		
Romania	300,000	RON	Romanian New Lei	70,000
Slovenia	100,000	Euro		
Slovakia	70,000	Euro		
Finland	100,000	Euro		
Sweden	1,000,000	SEK	Swedish Kronor	100,000
UK	100,000	GBP	British Pound	100,000
<b>Other European Countries</b>				
Croatia	500,000	HRK	Kroatian Kuna	70,000
Turkey	150,000	TRY	Turkish Lira	70,000
Norway	800,000	NOK	Norwegian Kroner	100,000
Iceland	20,000,000	ISK	Island Kronur	100,000
Switzerland	150,000	CHF	Swiss Franc	100,000
<b>Non-European Countries</b>				
US	150,000	USD	US Dollar	100,000
South Korea	150,000	KRW	South Korean Won	
Japan	15,000,000	JPY	Yen	100,000
China	100,000	CNY	Chinese Renminbi	10,000

**Q17. Imagine that a friend of yours just started a business. Which advice would you rather give him or her?**

[READ OUT – ROTATE – ONE ANSWER ONLY]

- Try to expand the business quickly OR..... 1
- Grow slowly if at all..... 2
- [DK/NA]..... 9

**Q18. Do you strongly agree, agree, disagree or strongly disagree with the following opinion?**  
 [READ OUT – ROTATE – ONE ANSWER ONLY FOR EACH ITEM]

- strongly agree ..... 1
- agree ..... 2
- disagree..... 3
- strongly disagree ..... 4
- [DK/NA] ..... 9

- a) It is difficult to start one's own business due to a lack of available financial support..... 1 2 3 4 9
- b) It is difficult to start one's own business due to the complex administrative procedures ..... 1 2 3 4 9
- c) It is difficult to obtain sufficient information on how to start a business ..... 1 2 3 4 9
- d) One should not start a business if there is a risk it might fail ..... 1 2 3 4 9
- e) People who have started their own business and have failed should be given a second chance ..... 1 2 3 4 9