



Entrepreneurship

Fieldwork 10th – 23rd of September 2003

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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.

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TECHNICAL NOTE

QUESTIONNAIRE

PRESENTATION

The European Union is committed to creating an environment that is conducive to the prosperity of companies and industry. In order to build a strong economy the European Union must develop entrepreneurship among its citizens and implement terms and conditions that allow citizens to set up their own business.

In view of this, the European Commission, more particularly the «*Directorate General Enterprise*», wanted to find out whether or not there actually was an entrepreneurial spirit among citizens of the European Union.

Like the survey carried out in 2002, this research is not restricted to the European Union but also covers the United States, Norway, Liechtenstein and Iceland.

For this survey, 10,024 European Union citizens, 1,011 Americans, 503 Norwegians, 501 Icelandic citizens and 500 citizens from Liechtenstein were polled by telephone between September 10 and 23, 2003.

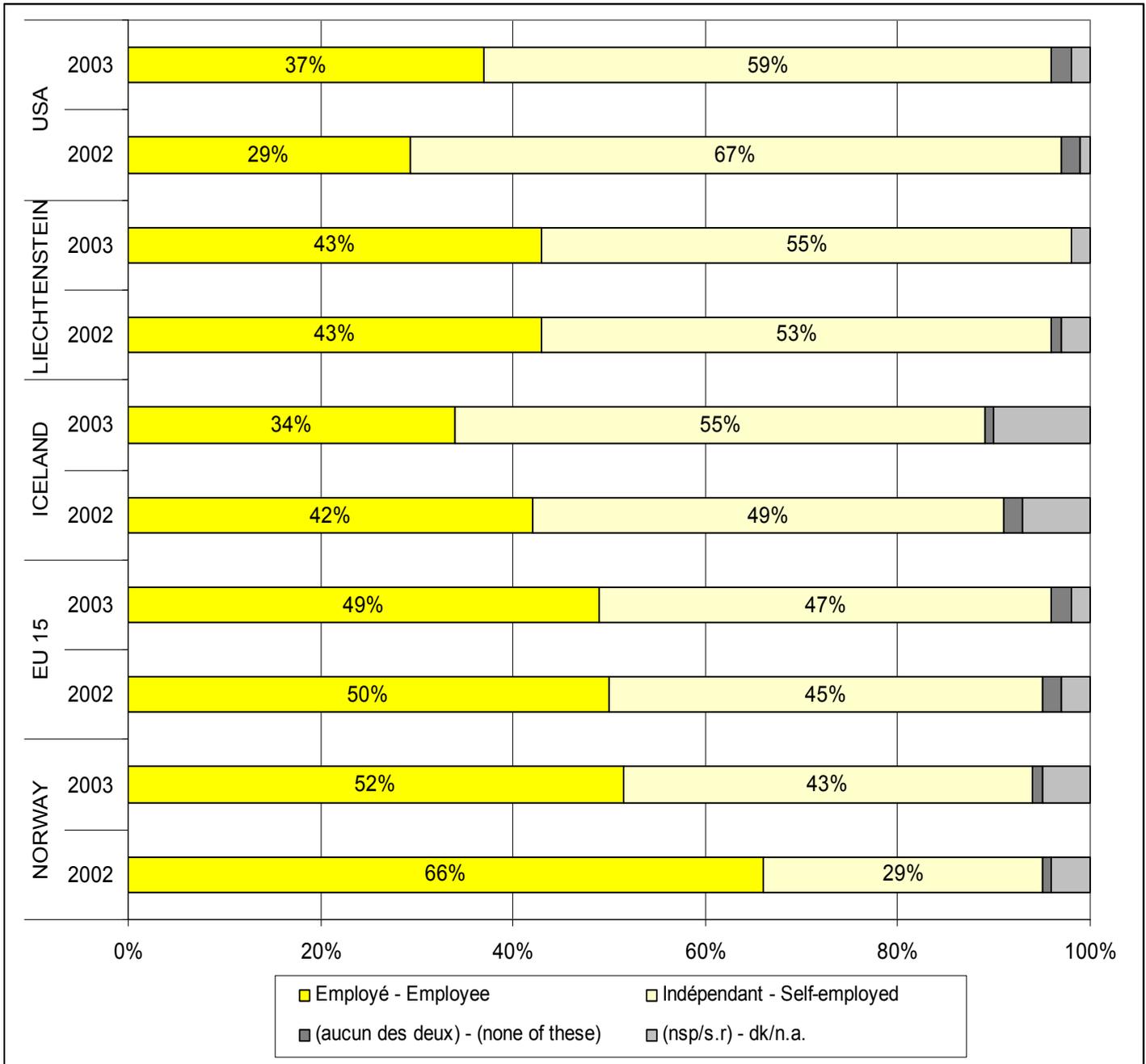
The Methodology used is the FLASH EUROBAROMETER of the *Directorate General Press and Communication* («*Opinion Polls, Press Reviews, Europe Direct*» unit), who took part in developing the questionnaire and managed the survey. Full results were published according to the usual Flash Eurobarometer rules. A technical note pertaining to the way interviews were conducted by the 19 EOS Gallup Europe institutes is attached to this document and to each set of results published for the Flash Eurobarometer. This technical note provides further details on interviewing methods as well as confidence intervals (also called statistical margins of error).

The following pages are aimed at showing the main results obtained. In addition to the results extrapolated for the entire **European Union**, we will be making some short comments on result discrepancies observed for:

- ** the European Union, the United States, Norway, Iceland and Liechtenstein
- ** the fifteen Member States of the European Union
- ** some social and demographic features of European Union citizens, namely gender, age, duration of education (this feature will be known throughout this report as « education »), occupation (an indication of the social-professional milieu) and social background.

1. Supposons que vous puissiez choisir entre divers types de métiers, que préféreriez-vous : - être un employé - ou être indépendant ?
[LIRE - UNE SEULE REPONSE]

1. Suppose you could choose between different kinds of jobs, which one would you prefer : - Being an employee - or being self-employed ?
[READ OUT - ONE ANSWER ONLY]



1. Choosing a status: Self-employed or employee?

The entrepreneurial spirit is once again more widespread in the United States than in the European Union

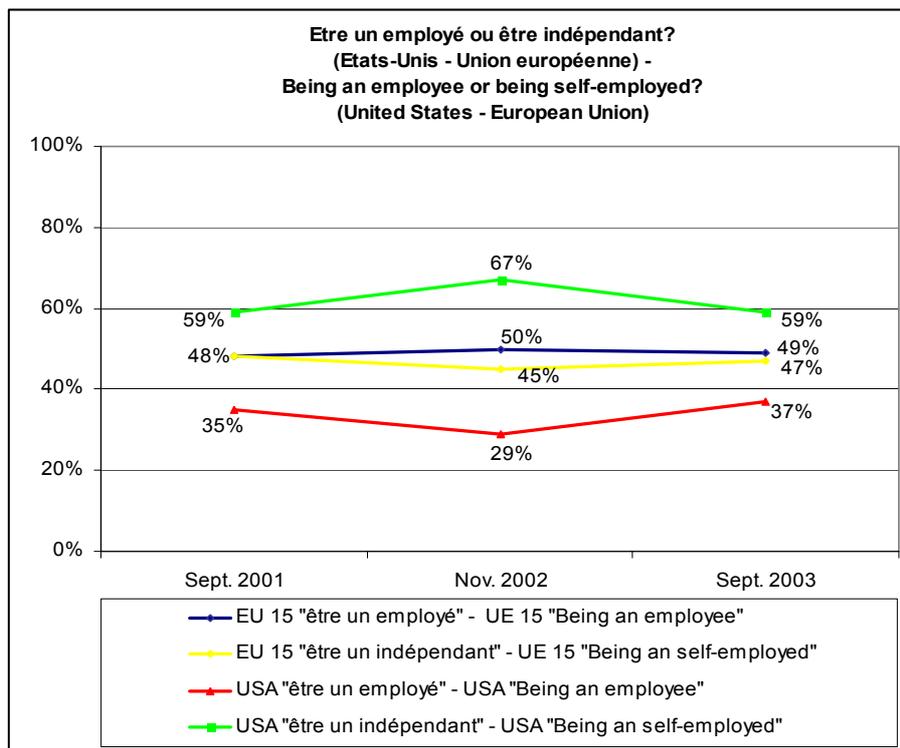
Becoming self-employed still seems to be noticeably preferred in the **United States** than anywhere else, as a majority of 59% of respondents would rather choose this status, against 37% in favour of that of an employee. However, respondents appeared much less in favour of the self-employed status than one year ago, when 67% of respondents opted for this. As a matter of fact, the current rate matches that observed in 2001.

As for the last two years, respondents in the **European Union** are more divided on the issue. However, a relative majority said they would rather be an employee than self-employed, as 49% (-1 point) of respondents seem to prefer the employee status against 47% (+2 points) for the self-employed status. As shown in the summary table below, the overall results observed throughout the three surveys for the European Union turn out to be quite stable.

	European Union			United States		
	2001	2002	2003	2001	2002	2003
Would rather be an employee	48%	50%	49%	35%	29%	37%
Would rather be self-employed	48%	45%	47%	59%	67%	59%

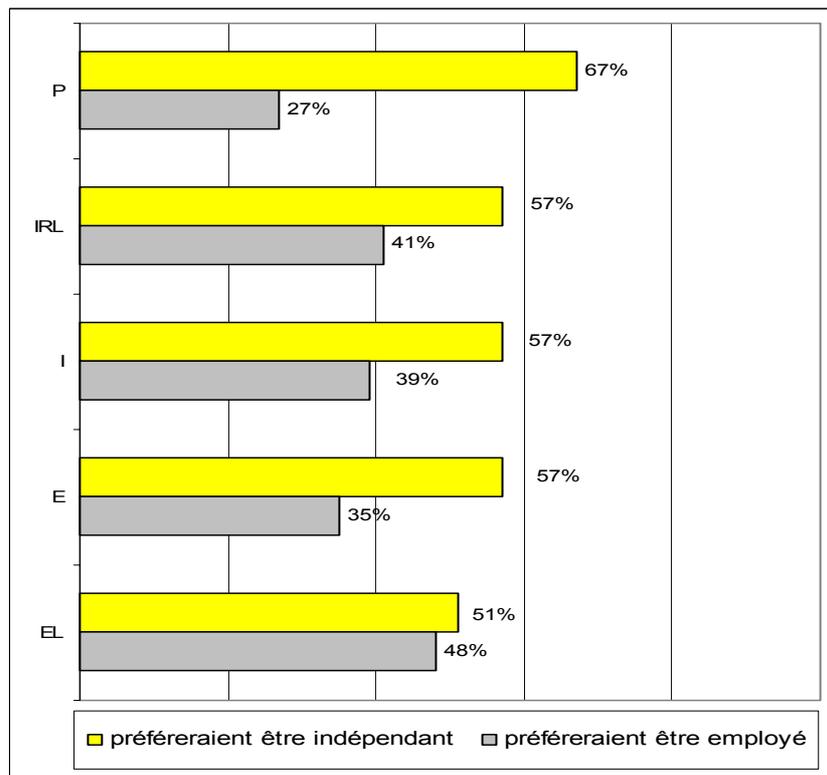
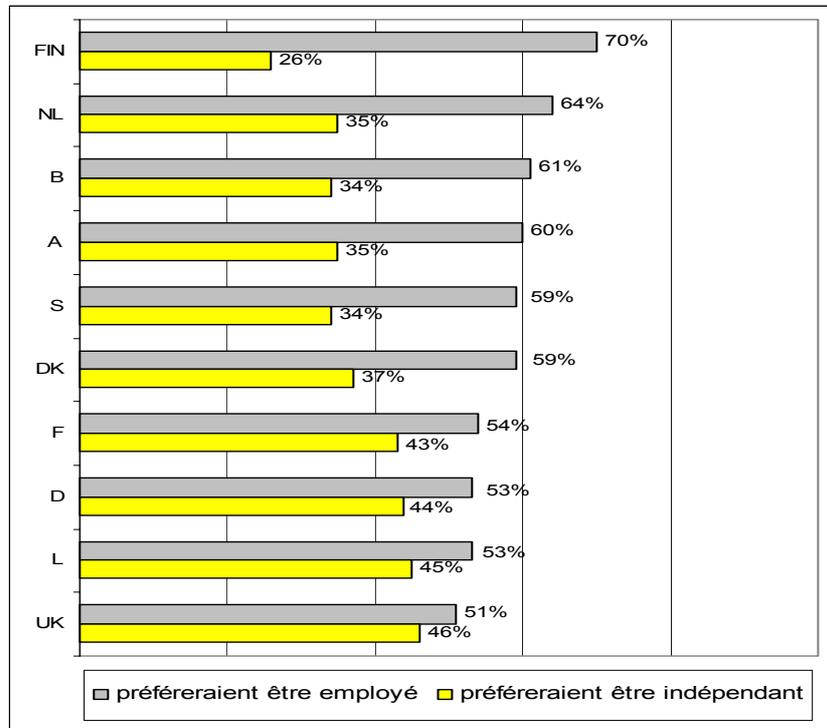
In **Liechtenstein** (55%, +2 points) and **Iceland** (55%, +6 points) a majority of respondents also mainly chose the self-employed status. This was already the case in the last survey but this time opinions are stronger.

Respondents in **Norway** (52%, -14 points) appear much less in favour of the self-employed status than one year ago.



1. Supposons que vous puissiez choisir entre divers types de métiers, que préféreriez-vous : - être un employé - ou être indépendant ?
[LIRE - UNE SEULE REPONSE] – Résultats 2003

1. Suppose you could choose between different kinds of jobs, which one would you prefer : - Being an employee - or being self-employed ?
[READ OUT - ONE ANSWER ONLY] - Results2003



With regard to European Union Member States, discrepancies on this issue appear to be relatively pronounced, as it was the case over the last two years: once again, two major groups of countries emerge, those in favour of the employee status and those in favour of the self-employed status.

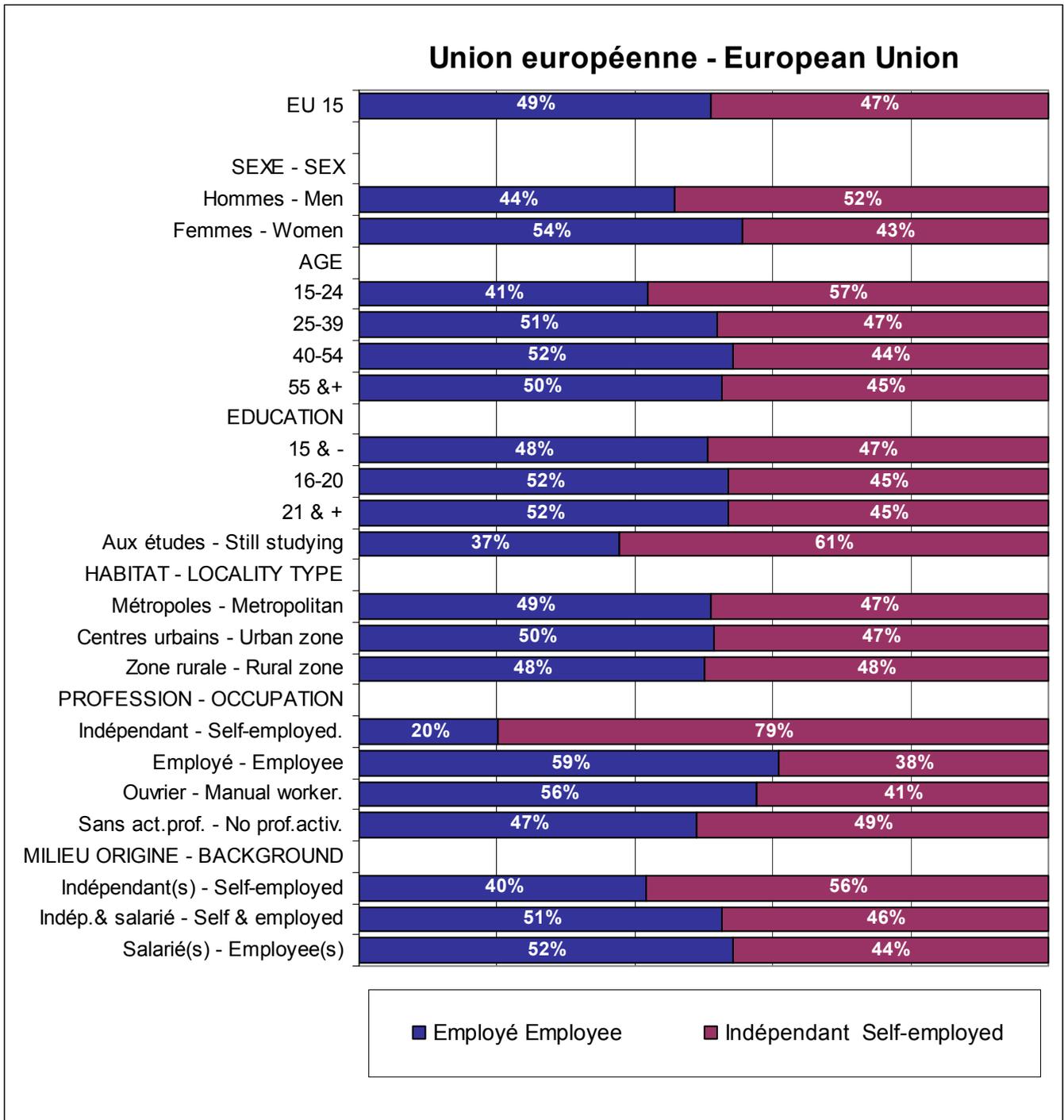
Those who voted in favour of the employee status can be found in the same countries as last year. For the first time a majority of British respondents (51%), who up until now were divided on the issue, are (51%) in favour of the employee status over that of self-employed.

In **Finland**, 70% (+1 point), **Belgium**, 61% (-1 point), **Austria**, 60% (+2 points), **Denmark**, 59% (+1 point), **Sweden**, 59% (-2 points) and **France**, 54% (-1 point), respondents confirmed their preference for being an employee.

On the other hand, as we observed last year, a majority of the general public seem to be in favour of the self-employed status in **Portugal**, 67% (-4 points), **Ireland**, 57% (-4 points), **Spain**, 57% (+1 point) and **Italy**, 57%. This group of countries is joined by **Greece**, 51% (+3 points), although previously, the Greek respondents were divided on the issue of choosing a preferred status.

	Would rather be employees			Would rather be self-employed		
	2001	2002	2003	2001	2002	2003
EU 15	48%	50%	49%	48%	45%	47%
Belgique	58%	62%	61%	36%	34%	34%
Danmark	58%	58%	59%	38%	37%	37%
Deutschland	52%	59%	53%	45%	35%	44%
Ellas	25%	45%	48%	68%	48%	51%
Espana	34%	36%	35%	60%	56%	57%
France	54%	55%	54%	42%	42%	43%
Ireland	43%	38%	41%	56%	61%	57%
Italia	38%	39%	39%	59%	57%	57%
Luxembourg	53%	59%	53%	43%	37%	45%
Nederland	65%	68%	64%	33%	30%	35%
Osterreich	63%	58%	60%	33%	35%	35%
Portugal	28%	23%	27%	63%	71%	67%
Finland	69%	69%	70%	27%	26%	26%
Sweden	59%	61%	59%	36%	32%	34%
United Kingdom	49%	47%	51%	47%	48%	46%

1. Supposons que vous puissiez choisir entre divers types de métiers, que préféreriez-vous : - être un employé - ou être indépendant ?
 [LIRE - UNE SEULE REponse] – Résultats 2003
1. Suppose you could choose between different kinds of jobs, which one would you prefer : - Being an employee - or being self-employed ?
 [READ OUT - ONE ANSWER ONLY] - Results2003

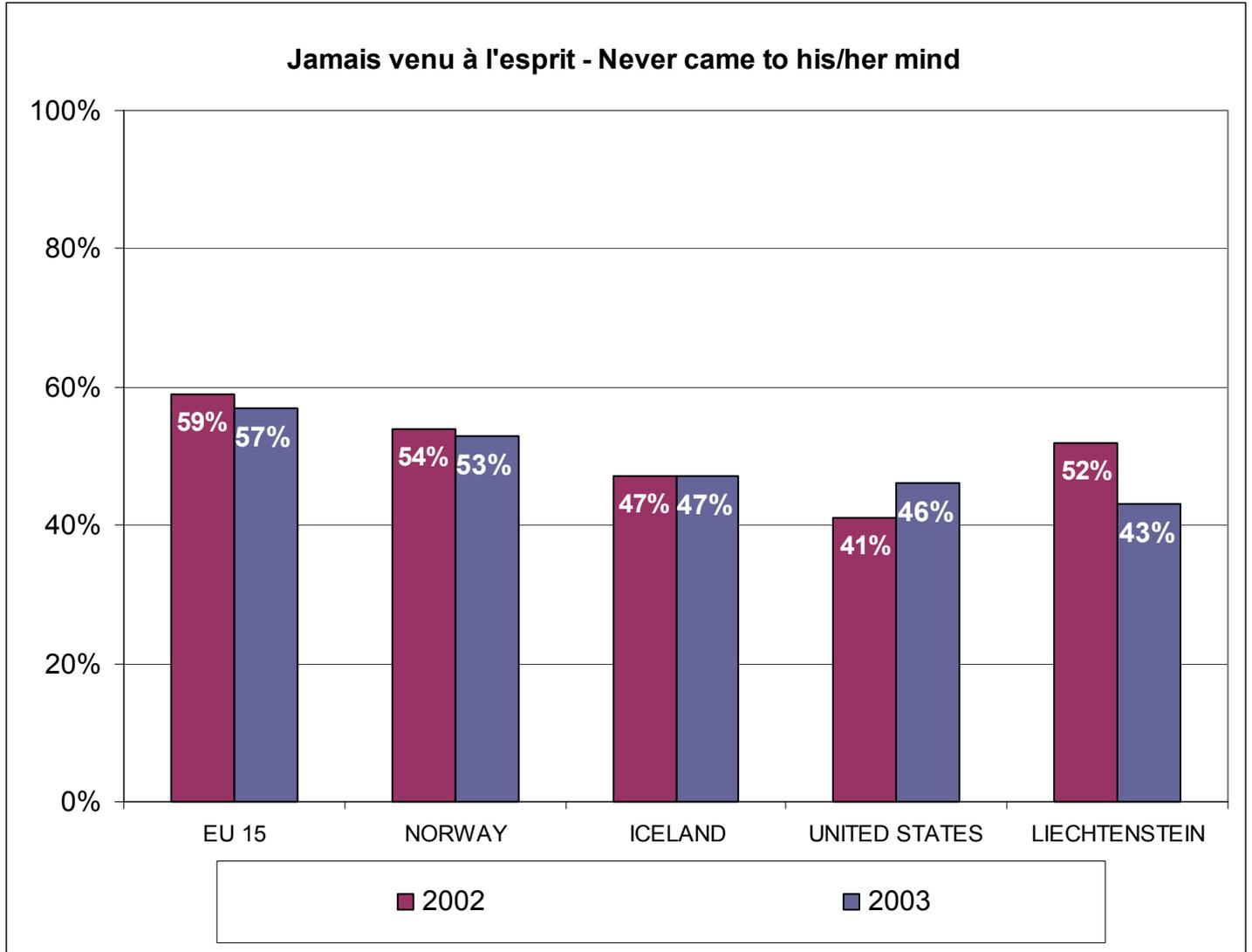


Regarding occupational groups the statements below only confirm what had already been observed during the last two years:

- Men are noticeably more entrepreneurial-minded than women
- The very young are also « pro-self-employed » but after 25 the age factor no longer bears an influence
- The social background also affects the « pro-self-employed » opinion: respondents who have at least one parent who is/was self-employed prove to be more “self-employed-oriented” than respondents whose parents are/were employees.

We reiterate the general comment we made last year: what stands out from these results is that preference for a specific status is probably not solely dependent on respondents' attitudes: the social and legal background in which people live and grew up in cannot be ignored.

2. Avez-vous créé une entreprise récemment ou avez-vous entrepris des démarches dans ce sens ? [LIRE - UNE SEULE REPONSE]
2. Have you started a business recently or are you taking steps to start one ? [READ OUT - ONE ANSWER ONLY] -



2. Experiencing setting up a business

In order to compare results between the various surveys, we will be analysing respondents' answers according to the three types of behaviour identified last year with regard to business development. As a reminder, first we can identify respondents who show a certain disregard towards this, in that they never considered setting up a business. Then we have a group of respondents who show some interest in this: they have thought about setting up a business or have taken steps to do so. The last group includes respondents who have materialised their plans, actually setting up their company. To ensure clarity, results will be presented in succession according to the three types of behaviour.

2.1. Lack in the will to set up a business

More than one in two citizens in the European Union never thought about setting up a business

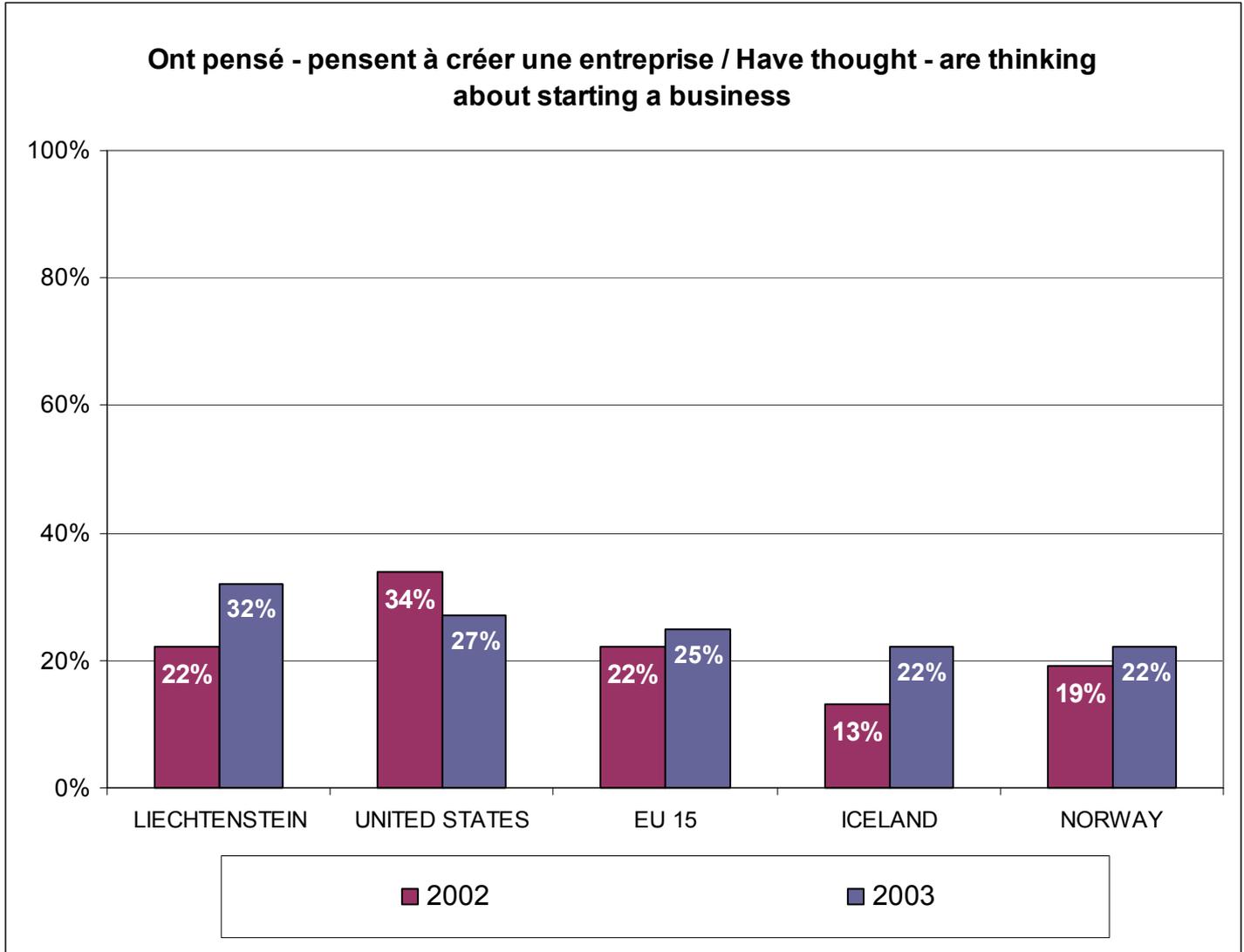
Results are quite stable compared to those observed in the last survey, except for the fact that the number of respondents who never considered setting up a business has dramatically dropped in **Liechtenstein** (-9 points).

The highest proportion of people who never made any plans to set up a business are once again found within the **European Union** (57%, -2 points) and **Norway** (53%, -1 point). As it was the case last year, this observation corroborates previous results: as a reminder, **Norway** and the **European Union** are the countries where people seem the least inclined to adopt the self-employed status.

On the other end of the scale, **Liechtenstein** (43%, -9 points), the **United States** (46%, +5 points) and **Iceland** (47%) are where results for this item are the lowest. This is in line with the rationale according to which a majority of respondents in these countries would rather be self-employed than employees.

A majority of respondents in the **United States** still have plans to set up a business. However, the result has dropped 5 points compared to the previous survey, thereby in line with the trend according to which respondents in that country are less inclined than one year ago to take on the self-employed status (-8 points).

2. Avez-vous créé une entreprise récemment ou avez-vous entrepris des démarches dans ce sens ? [LIRE - UNE SEULE REPONSE]
2. Have you started a business recently or are you taking steps to start one ? [READ OUT - ONE ANSWER ONLY]



2.2 The idea of setting up a business

Less strong disposition to set up a business in the United States than previously

The proclivity to set up a business is less strong in the **United States** than it was a year ago. In addition, it's the only overall result on the decline, considering that results recorded in **Liechtenstein** (+10 points), **Iceland** (+9 points), within the **European Union** (+3 points) and **Norway** (+2 points) all show a greater trend among respondents in those areas to consider or having already considered setting up a business.

Liechtenstein, 32% (+10 points) is where we find the strongest increase and the largest number of people who have plans or who have made plans to do so.

At least one out of four respondents in the **United States**, 27% (-7 points) and within the **European Union**, with 22% (+3 points) have expressed the same, against one out of five in **Iceland**, 22% (+9 points) and **Norway**, 22% (+3 points).

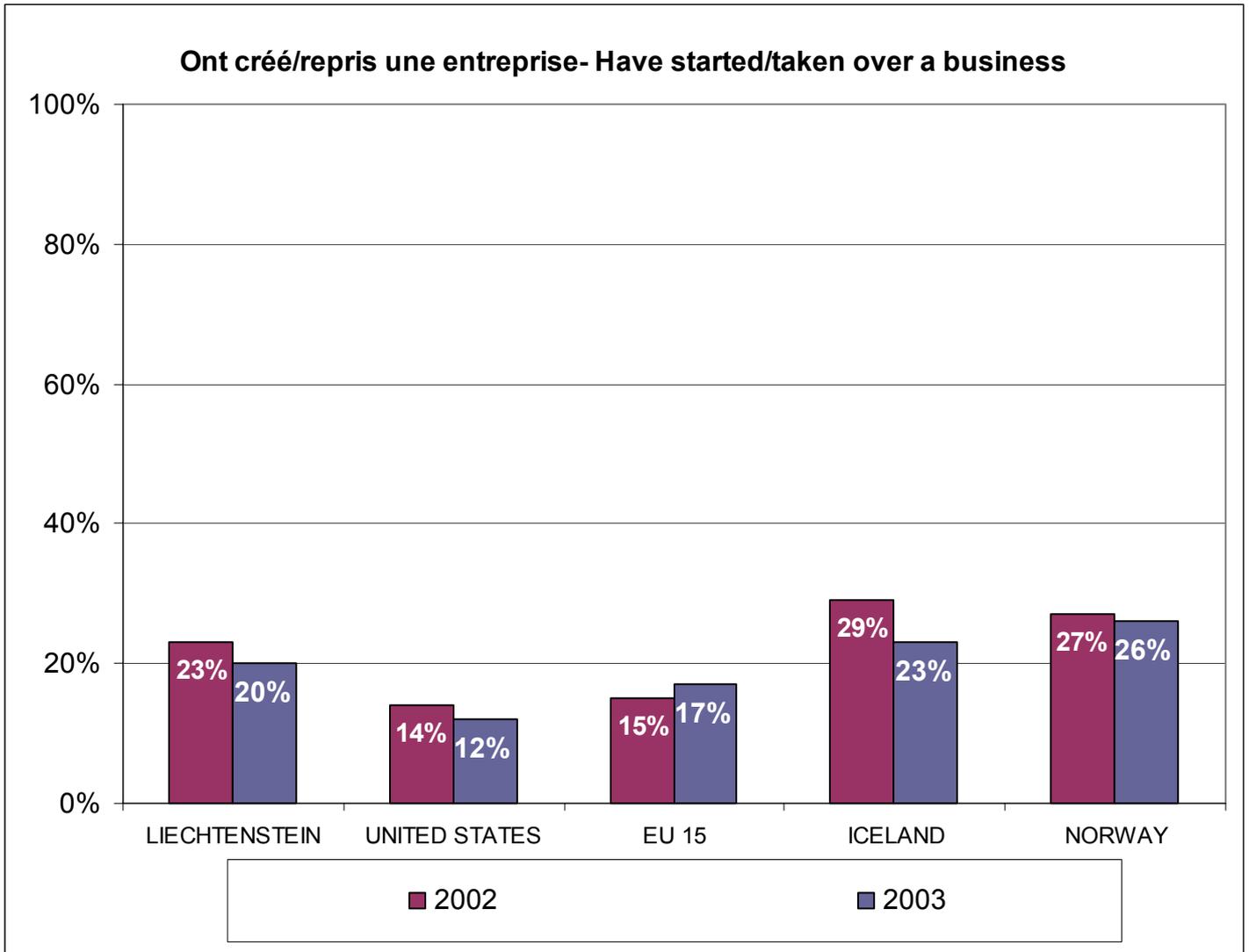
From these overall results we can distinguish those whose behaviour seems to reflect genuine entrepreneurship (they have thought about it or have taken steps to do so) from those who have given up on it.

Details show that (see table below):

- The **United States** (20%) is once again where we find the largest number of respondents currently planning on setting up a company, which of course does not mean they will actually take steps to do so. We can also point out the strong increase (+8 points) of people who claim to be considering setting up a business in **Iceland**.
- Again, the **United States** (5%) is still the country where we find the highest ratio of people who say they are currently taking steps to set up a company. Yet that result has dropped by 5 points compared to last year. Results observed for the other countries seem relatively stable.
- The proportion of people who have given up on this is highest in **Liechtenstein** (16%) where there has been quite a strong increase (+8 points). More than one out of ten people said they had given up on setting up a business. On the other hand, the rate has remained relatively stable in the **United States** (2%), **Iceland** (4%) and **Norway** (11%).

	Think about setting up a company		Are currently taking steps to set up a company		Have taken steps to set up a company but have since given up	
	2002	2003	2002	2003	2002	2003
United States	20%	20%	10%	5%	4%	2%
Liechtenstein	11%	13%	3%	3%	8%	16%
European Union	11%	13%	2%	2%	9%	10%
Iceland	8%	16%	2%	2%	3%	4%
Norway	7%	9%	2%	2%	10%	11%

2. Avez-vous créé une entreprise récemment ou avez-vous entrepris des démarches dans ce sens ? [LIRE - UNE SEULE REPONSE]
2. Have you started a business recently or are you taking steps to start one ? [READ OUT - ONE ANSWER ONLY]



2.3. The actual setting-up process

Higher implementation rates in Iceland, Norway and Liechtenstein

The proportion of people who claimed to have set up a business is slightly down in all categories except in the **European Union**, where the mean result observed has increased by a mere 2 points.

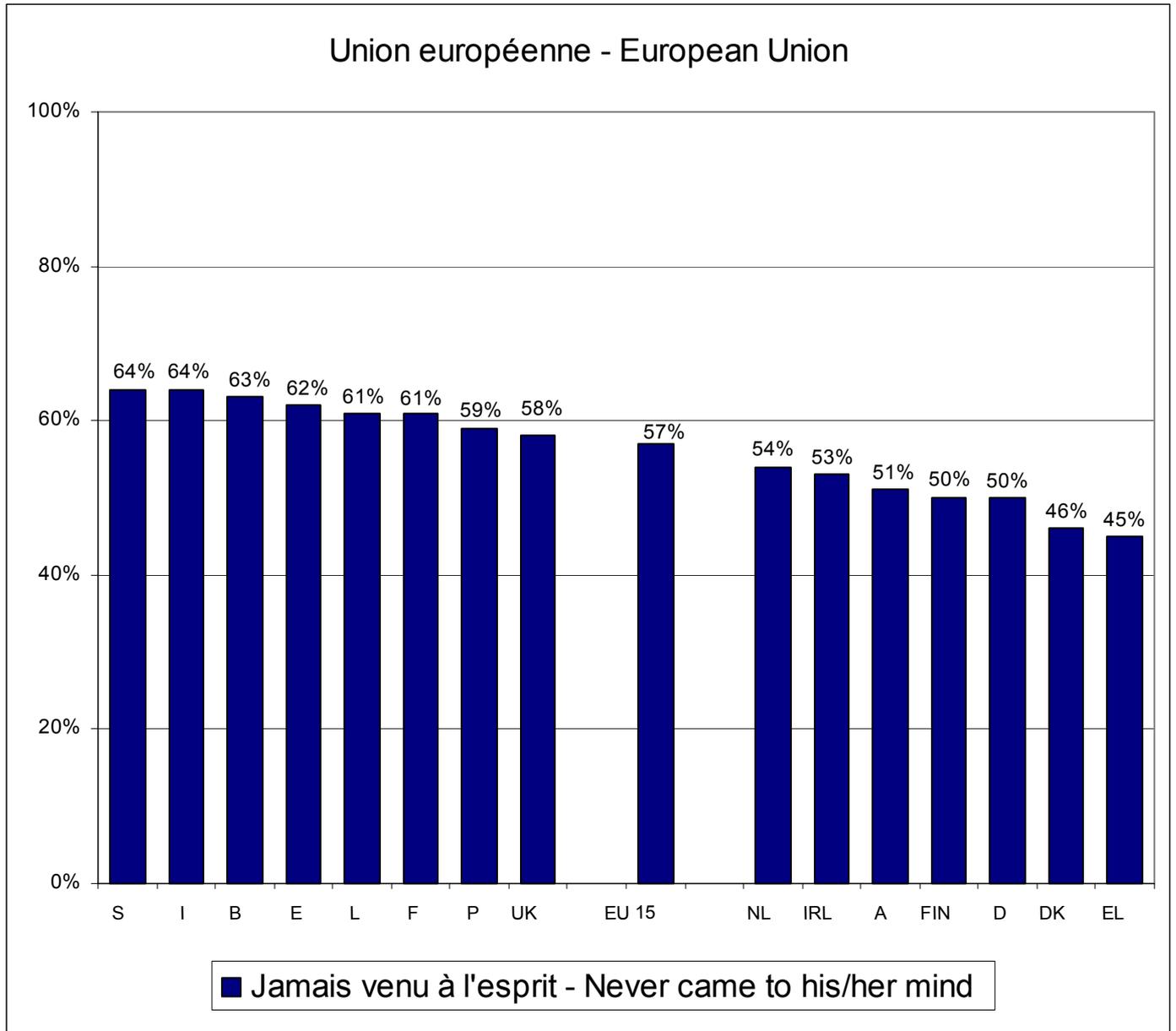
The number of people who claimed to have set up or taken over a business once again appears to be the highest in the three partner countries of the European Union belonging to EFTA: 26% of respondents in **Norway** (-1 point), 23% in **Iceland** (-6 points) and 20% in **Liechtenstein** (-3 points) claim they have materialised their wish to start a business. The rate was only 12% (-2 points) in the **United States** and 17% (+2 points) within the **European Union**.

If we look at results in detail (see table below) we can see that most of the entrepreneurial activity were set up in **Iceland, Norway** and in **Liechtenstein** more than three years ago.

	Have set up or taken over a company, was still running during the past three years		Have set up or taken over a company, has been running for more than three years		Have set up a company but are no longer in business	
	2002	2003	2002	2003	2002	2003
United States	3%	6%	5%	3%	6%	3%
Liechtenstein	6%	3%	12%	11%	5%	6%
European Union	3%	2%	5%	6%	7%	9%
Iceland	5%	2%	13%	11%	11%	10%
Norway	5%	4%	11%	11%	11%	11%

2. Avez-vous créé une entreprise récemment ou avez-vous entrepris des démarches dans ce sens ? [LIRE - UNE SEULE REPONSE] – Résultats 2003

2. Have you started a business recently or are you taking steps to start one ? [READ OUT - ONE ANSWER ONLY] – Results 2003



We will now be showing the results observed in the various Member States of the European Union. To ensure consistency, we grouped answers of respondents according to the three types of behaviour mentioned earlier.

At the European Union level, we can see that in a majority of Member States the proportion of respondents who never thought about setting up a business is on a downward trend. The decline is most visible in the **Netherlands** (-11 points), **Sweden** (-9 points) and **Finland** (-8 points).

We can see that **Sweden** (64%), **Italy** (64%), **Belgium** (63%) and **Spain** (62%) are where we find the largest number of respondents who claim it never occurred to them to set up a business. On the other hand, the wish to set up a company or actually having set one up seems more developed in **Greece** and **Denmark**.

	Jamais venu à l'esprit- Never came to his/her mind	
	2002	2003
EU 15	59%	57%
Belgique	68%	63%
Danmark	49%	46%
Deutschland	55%	50%
Ellas	51%	45%
Espana	62%	62%
France	61%	61%
Ireland	51%	53%
Italia	65%	64%
Luxembourg	64%	61%
Nederland	65%	54%
Osterreich	58%	51%
Portugal	62%	59%
Finland	58%	50%
Sweden	73%	64%
United Kingdom	52%	58%

European Union								
	Currently thinking about setting up a company		Have taken steps to set up a company but have since given up		Are currently taking steps to set up a company		Total : have thought / are thinking about setting up a business	
	2002	2003	2002	2003	2002	2003	2002	2003
EU 15	11%	13%	9%	10%	2%	2%	22%	25%
Belgique	9%	8%	7%	10%	2%	2%	18%	20%
Danmark	16%	18%	13%	12%	2%	4%	31%	34%
Deutschland	13%	14%	11%	15%	2%	2%	26%	31%
Ellas	10%	22%	11%	8%	2%	3%	23%	33%
Espana	14%	14%	7%	6%	1%	2%	22%	22%
France	10%	10%	13%	13%	2%	2%	25%	25%
Ireland	18%	22%	11%	4%	1%	6%	30%	32%
Italia	7%	9%	7%	5%	3%	4%	17%	18%
Luxembourg	8%	8%	12%	16%	1%	2%	21%	26%
Nederland	9%	10%	8%	13%	1%	1%	18%	24%
Osterreich	19%	20%	4%	9%	2%	2%	25%	31%
Portugal	12%	12%	9%	9%	1%	3%	22%	24%
Finland	9%	13%	10%	13%	3%	1%	22%	27%
Sweden	9%	11%	3%	5%	2%	4%	14%	20%
United Kingdom	13%	14%	10%	6%	2%	3%	25%	23%

The proportion of people who have thought about or who are thinking about setting up a business is higher in twelve Member States than one year ago. **Greece** is where the increase is the strongest (+10 points). On the other hand, overall results in **Spain** and **France** are identical to those recorded one year ago. Respondents in the **United Kingdom** (-2 points) form the only group where the idea of setting up a business is less widespread than in the previous survey.

In **Denmark** (34%), **Greece** (33%), **Ireland** (32%), **Austria** (31%) and **Germany** (31%), nearly one in three respondents have already thought about or are planning to set up a company. **Italy** (18%) is where the result is the lowest.

The wish to set up a company is diversely distributed. If we examine the three items in the table on the opposite page we can observe the following:

- **Belgium**, with 8% (-1 point), is the only country where the number of respondents claiming to be thinking about setting up a business has dropped. In **Spain** (14%), **Portugal** (12%) and **France** (10%) the results are identical to those observed during the first survey. **Greece** (22%), **Ireland** (22%) and **Austria** (20%) are where we find the largest number of people currently considering setting up a business. Furthermore, **Greece** (up 12 points) is where we find the strongest increase for this aspect.
- The number of people who claim to have taken steps to set up a business but who eventually gave up on it has increased in seven countries and decreased in six others. The sharpest increases were noted in the **Netherlands** and **Austria** (+ 5 points), while the strongest drops were found in **Ireland** (-7 points). In **France** (13%) and **Portugal** (9%) results are similar to those of last year. **Luxembourg**, with 16% (+4 points), is where the result for this behaviour is the highest, and **Ireland** (4%) where it is the least sizeable.
- In all Member States, without exception, we can notice the small number of people actually taking steps to set up a business. Although results recorded for this aspect are low, we can still see a very slight increase in nine Member States. The only genuinely significant increase was noted in **Ireland** (+5 points). In other words the entrepreneurial spirit seems to be developing in the mind of European citizens Union but does not always seem to materialise. Although these figures seem encouraging, it appears this is more about declaring an intent rather than actually materialising the idea.

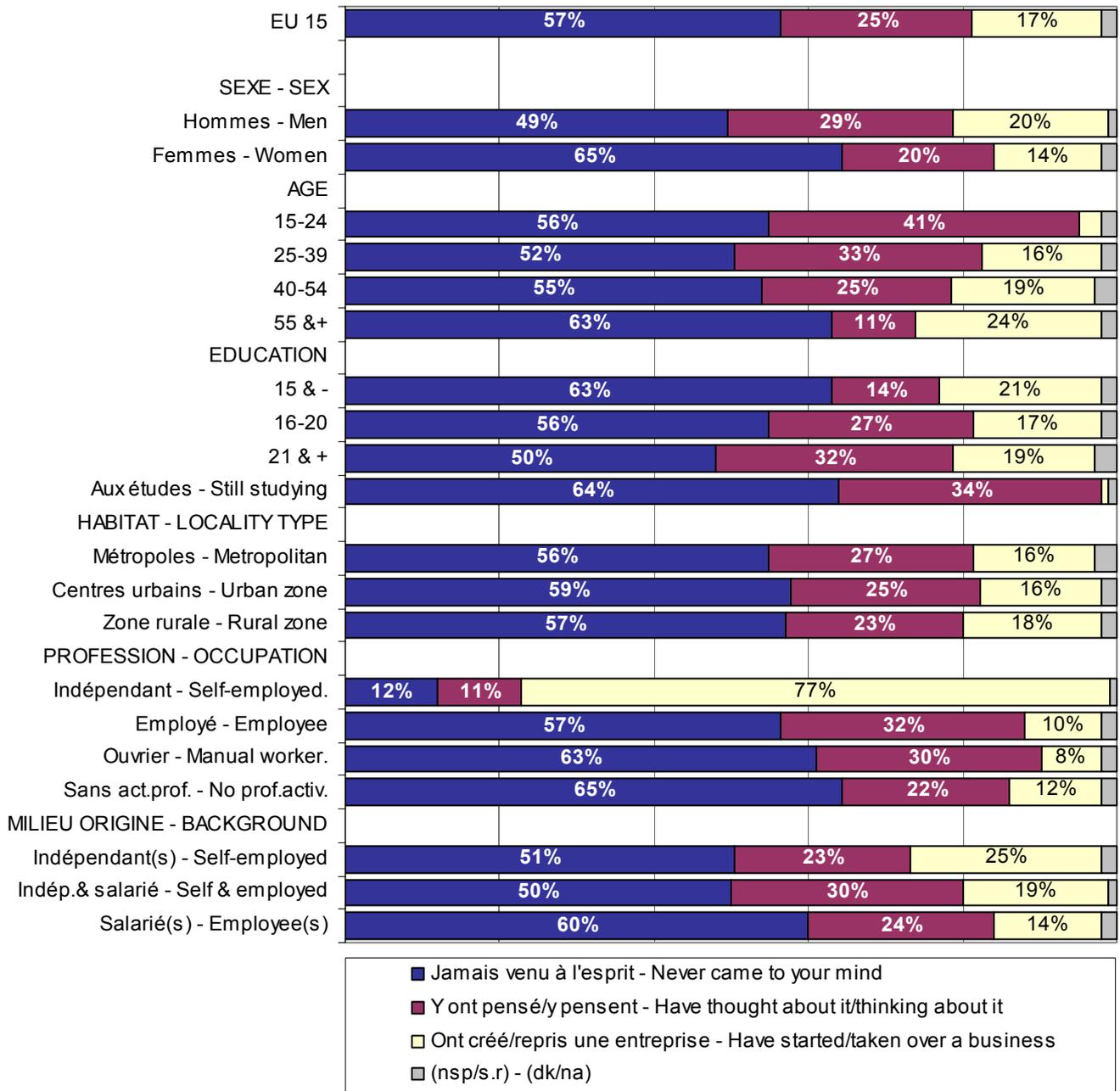
European Union								
	Have set up or taken over a company, was still running during the past three years		Have set up or taken over a company, has been running for more than three years		Have set up a company but are no longer in business		Total : have set up or taken over a business	
	2002	2003	2002	2003	2002	2003	2002	2003
EU 15	3%	2%	5%	6%	7%	9%	15%	17%
Belgique	3%	2%	3%	5%	3%	7%	9%	14%
Danmark	2%	2%	7%	9%	11%	9%	20%	20%
Deutschland	4%	2%	5%	6%	4%	9%	13%	17%
Ellas	3%	6%	10%	6%	12%	11%	25%	23%
Espana	2%	2%	4%	6%	8%	7%	14%	15%
France	1%	2%	4%	4%	6%	7%	11%	13%
Ireland	4%	4%	8%	6%	4%	5%	16%	15%
Italia	4%	1%	7%	8%	10%	9%	21%	18%
Luxembourg	2%	1%	4%	6%	7%	6%	13%	13%
Nederland	3%	3%	6%	8%	7%	13%	16%	24%
Osterreich	4%	4%	6%	7%	4%	5%	14%	16%
Portugal	2%	4%	6%	6%	6%	8%	14%	18%
Finland	2%	2%	8%	11%	9%	9%	19%	23%
Sweden	3%	3%	5%	5%	4%	6%	12%	14%
United Kingdom	5%	3%	5%	6%	7%	10%	17%	19%

Nevertheless, a greater number of citizens in the European Union claim to have set up or taken over a business compared to the results of the 2002 survey; an increase noted in ten countries: the strongest was observed in the **Netherlands** (24%, +8 points). On the other hand, results in **Italy**, with 18% (-3 points), in **Greece**, with 23% (-2 points) and in **Ireland**, with 15% (-1 point), are on a downswing. Results have remained unchanged in **Luxembourg** (13%) and **Denmark** (20%).

It should be said that the result for “set up or taken over a business” also take account of people who are no longer in business, which somewhat qualifies the upward trend.

2. Avez-vous créé une entreprise récemment ou avez-vous entrepris des démarches dans ce sens ? [LIRE - UNE SEULE REPONSE] – Résultats 2003
 2. Have you started a business recently or are you taking steps to start one ? READ OUT - ONE ANSWER ONLY] – Results 2003

Union européenne - European Union



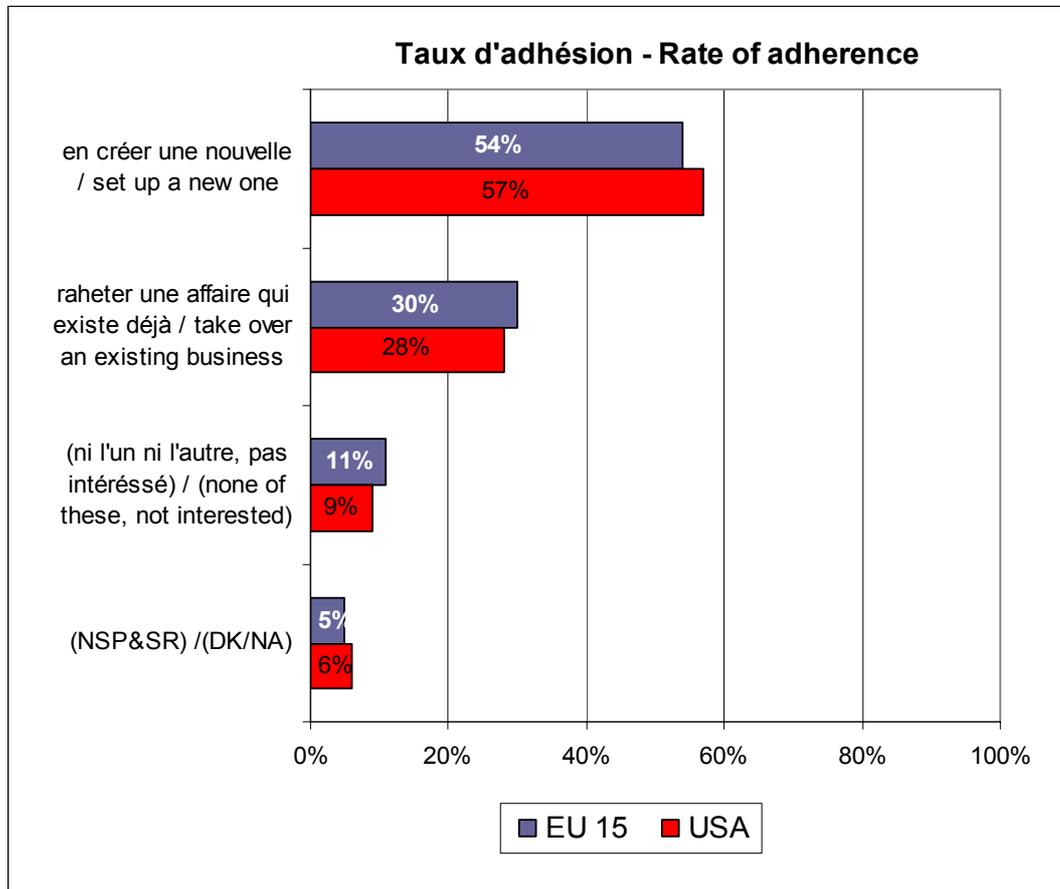
With regard to socio-professional groups we can see that men are once again more inclined to set up a business than women: 65% (- 3 points) of women claim it never crossed their mind to set one up, against 49% for men (corresponding to a difference of 16 points).

The idea of setting up a business is still the strongest in the younger age categories. That frame of mind has apparently become even stronger over the course of time as one out of four respondents aged 15 to 24 (+9 points) against one out of three one year ago claim to be thinking of or have already thought of setting up a business. Having said this, it seems that some time is necessary before the project materialises, as the realisation of a start-up business emerges from the 25-39 age category, which seems logical enough.

In terms of education, the higher the level of education, the more a person seems to think of starting a business plan but this does not have any effect on the actual rate of business start-ups. In addition, compared to the previous survey, we can see a higher proportion of people with higher education (+ 6 points) are considering or have considered starting a business. 34% (+ 4 points) of people still studying claim to be thinking about or have already thought about setting up a business.

Lastly, with regard to the social background, current results corroborate observations made last year. Namely, that people who have at least one parent who is/was in business are more inclined to plan starting up a business than those whose parents are/were employees. This trend is confirmed this time round if we look at the implementation rate of businesses. In other words, the entrepreneurship spirit seems to be passed on from one generation to the next.

3. Si aujourd'hui vous aviez les moyens de lancer votre propre affaire, préféreriez vous en créer une nouvelle ou racheter une qui existe déjà :...? [LIRE - UNE SEULE REPONSE] – Résultats 2003
3. If you had currently the means to start your own business, would you rather set up a new one or take over an existing one? [READ OUT - ONE ANSWER ONLY] – Results 2003



3. Starting a new business or taking one over: what is the preferred choice?

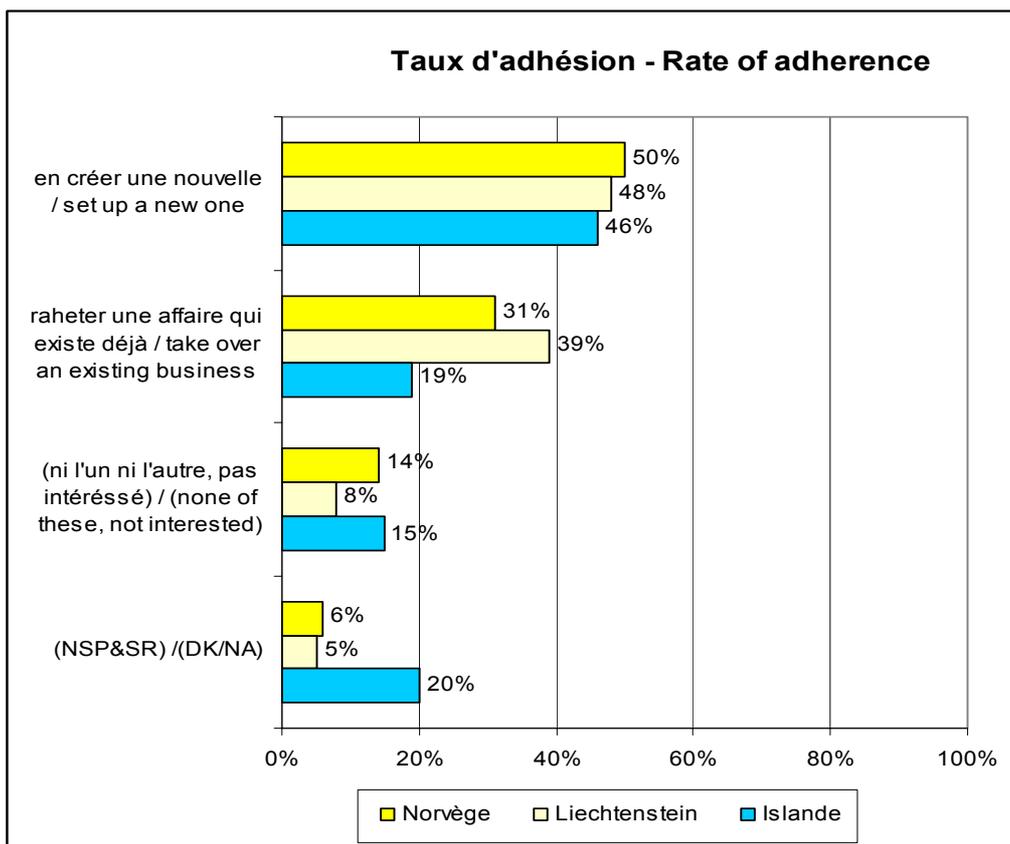
Setting up a business: the most popular option according to respondents

As was the case two years ago respondents in both the **United States** and in the **European Union** would rather set up their own business than take over an existing one. However, this preference is a little less noticeable on both sides of the Atlantic.

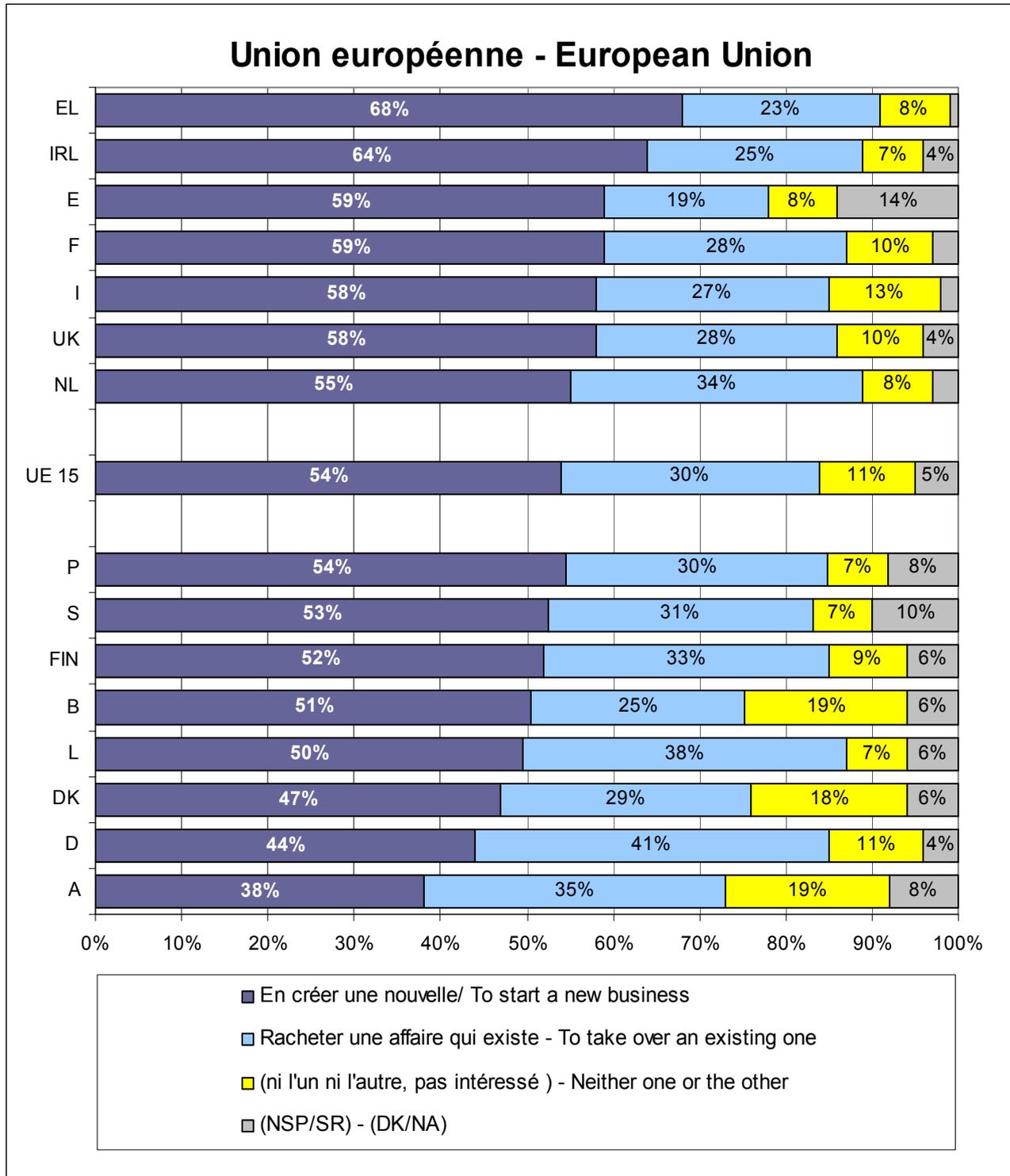
Once again, the wish's to set up one's own business appears stronger in the **United States**. On the other hand, the number of people who would rather take over an existing business is highest in the **European Union**.

	EU 15		USA	
	2001	2003	2001	2003
Setting up a new business	58%	54%	62%	57%
Taking over an existing business	31%	30%	27%	28%
(neither, not interested)	6%	11%	6%	9%
DK / NA	5%	5%	5%	6%

In **Norway** (50%), **Liechtenstein** (48%) and **Iceland** (46%) a majority of respondents would also prefer to set up their own business than take over an existing one. However, we can see that a strong ratio of people in **Liechtenstein** (39%) claim to be ready to take over an existing business, while one out of five respondents in **Iceland** are divided on the issue.



3. Si aujourd'hui vous aviez les moyens de lancer votre propre affaire, préféreriez vous en créer une nouvelle ou racheter une qui existe déjà :...? [LIRE - UNE SEULE REponse] – Résultats 2003
 3. If you had currently the means to start your own business, would you rather set up a new one or take over an existing one? [READ OUT - ONE ANSWER ONLY] – Results 2003



At the European Union level, a majority of respondents would rather set up a business than take one over; this is true for all Member States, without exception. However, compared to the situation two years ago, this trend is less noticeable in thirteen countries: with the exception of both **Greece**, with 68% (+11 points) where there seems to be a greater number of respondents willing to start a new business than two years ago and **Ireland**, with 68%, where the result is identical. Respondents in all the other countries seem less inclined to opt for this.

However, being less inclined to set up a business does not seem to translate into an increase in the number of people who would rather take over an existing one. Actually, in a majority of Member States, there is an increasing number of people who would rather not give their views on the subject.

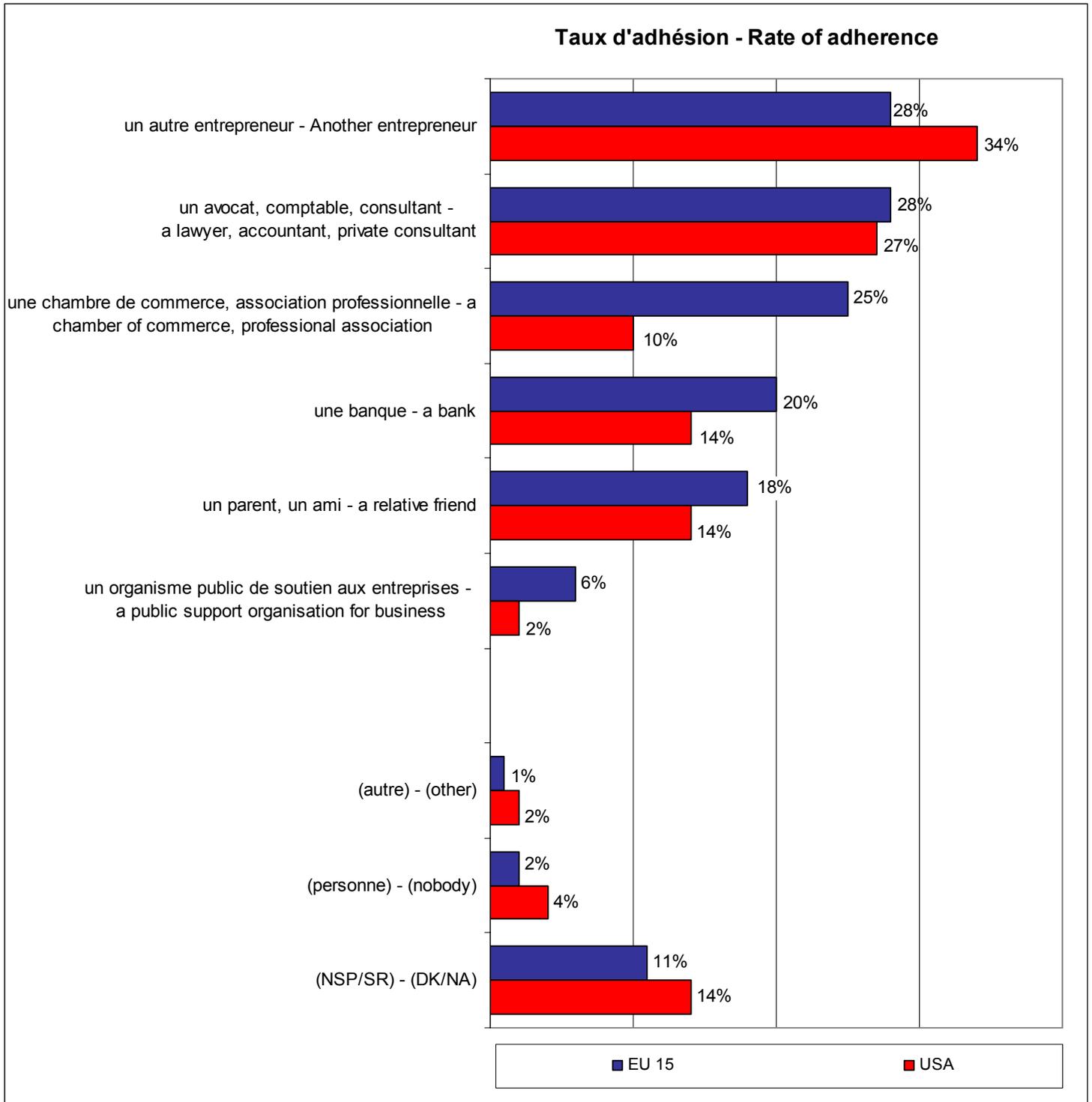
Preference for setting up a business appears most clear-cut in **Greece, Ireland and Spain**. On the other hand, **Austria and Germany** are where the distinction between preferring to set up a business and taking one over is least clear. Lastly, a majority of respondents in **Belgium, Austria and Denmark** claim they are not interested in either setting up a business or taking one over.

	Setting up a new business		Taking over an existing business		(neither) not interested	
	2001	2003	2001	2003	2001	2003
UE 15	58%	54%	31%	30%	6%	11%
Belgique	52%	51%	32%	25%	13%	19%
Danmark	51%	47%	31%	29%	13%	18%
Deutschland	47%	44%	44%	41%	5%	11%
Ellas	57%	68%	26%	23%	10%	8%
Espana	61%	59%	24%	19%	5%	8%
France	61%	59%	30%	28%	5%	10%
Ireland	64%	64%	30%	25%	2%	7%
Italy	70%	58%	26%	27%	4%	13%
Luxembourg	53%	50%	39%	38%	4%	7%
Nederlands	61%	55%	29%	34%	4%	8%
Österreich	48%	38%	36%	35%	10%	19%
Portugal	61%	54%	17%	30%	7%	7%
Finland	59%	52%	26%	33%	10%	9%
Sweden	56%	53%	31%	31%	7%	7%
United Kingdom	60%	58%	27%	28%	8%	10%

4. Actuellement, qui vous semble le mieux en mesure de conseiller quelqu'un pour créer sa propre affaire ? Est-ce :...

[DEUX REPONSES AU MAXIMUM] – Résultats 2003

4. At present, who in your opinion seems qualified best to advise people on setting up their own business ? Is it : [MAXIMUM TWO ANSWERS] - Results 2003



4. The best advisor when setting up one's own business

The best advisors are expertise from other entrepreneurs and external consultants

Overall, the observations made two years ago can also be made this time, namely that respondents in the **European Union** seem to have identified three main sources of help, while the **US** opinion would apparently seek help from only two sources. Both **Europeans** and **Americans** would first call upon company managers, lawyers, accountants and consultants to set up their own business. While Europeans indicated they would also seek advice from chambers of commerce and trade associations (25%), this option is hardly considered at all by Americans.

If we look at each of the items we can see that US respondents (34%) would rather talk to business people as a potential source of help compared to their European counterparts (28%). In addition, we can see that one out of five respondents in the European Union (20%) would rather seek help from a bank, gathering only 14% of support among respondents in the US.

Seeking advice from a relative or a friend is a trend that is more widespread in the European Union (18%) than in the United States (14%).

As for the other proposals, no significant differences were noted. Nevertheless, we can still see that respondents on either side of the Atlantic would seem to resort less often than before to public support organisations for businesses as a potential source of advice.

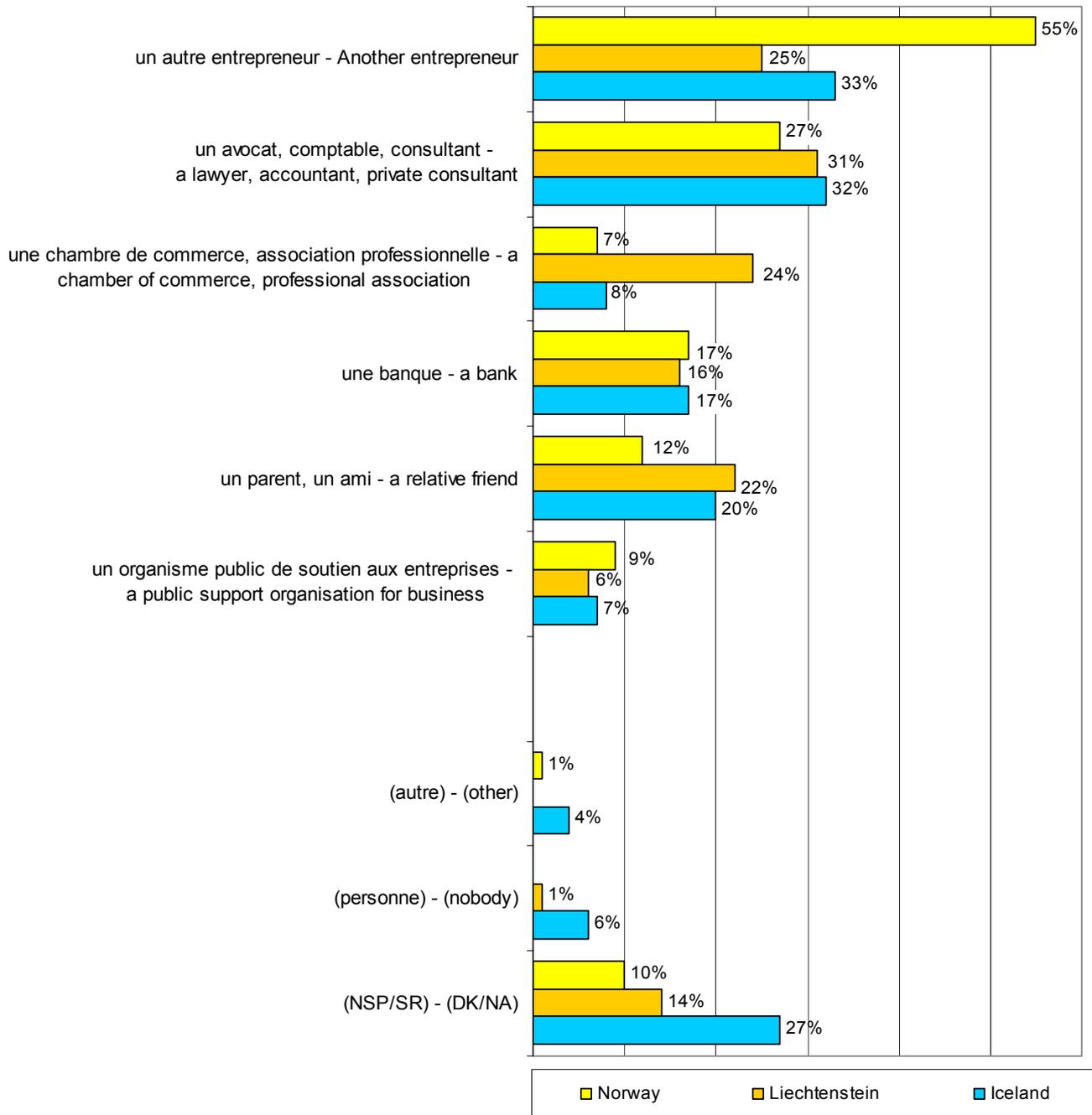
	EU 15		USA	
	2001	2003	2001	2003
another entrepreneur	28%	28%	29%	34%
A lawyer / accountant / consultant	31%	28%	23%	27%
Chamber of Commerce / Trade Association	24%	25%	11%	10%
A bank	18%	20%	15%	14%
A relative / a friend	18%	18%	15%	14%
A public support organisation for businesses	14%	6%	10%	2%
(other)	1%	1%	1%	2%
(nobody)	2%	2%	1%	4%
(DK / NA)	5%	11%	12%	14%

4. Actuellement, qui vous semble le mieux en mesure de conseiller quelqu'un pour créer sa propre affaire ? Est-ce :...

[DEUX REPONSES AU MAXIMUM] – Résultats 2003

4. At present, who in your opinion seems qualified best to advise people on setting up their own business ? Is it :
[MAXIMUM TWO ANSWERS] - Results 2003

Taux d'adhésion - Rate of adherence



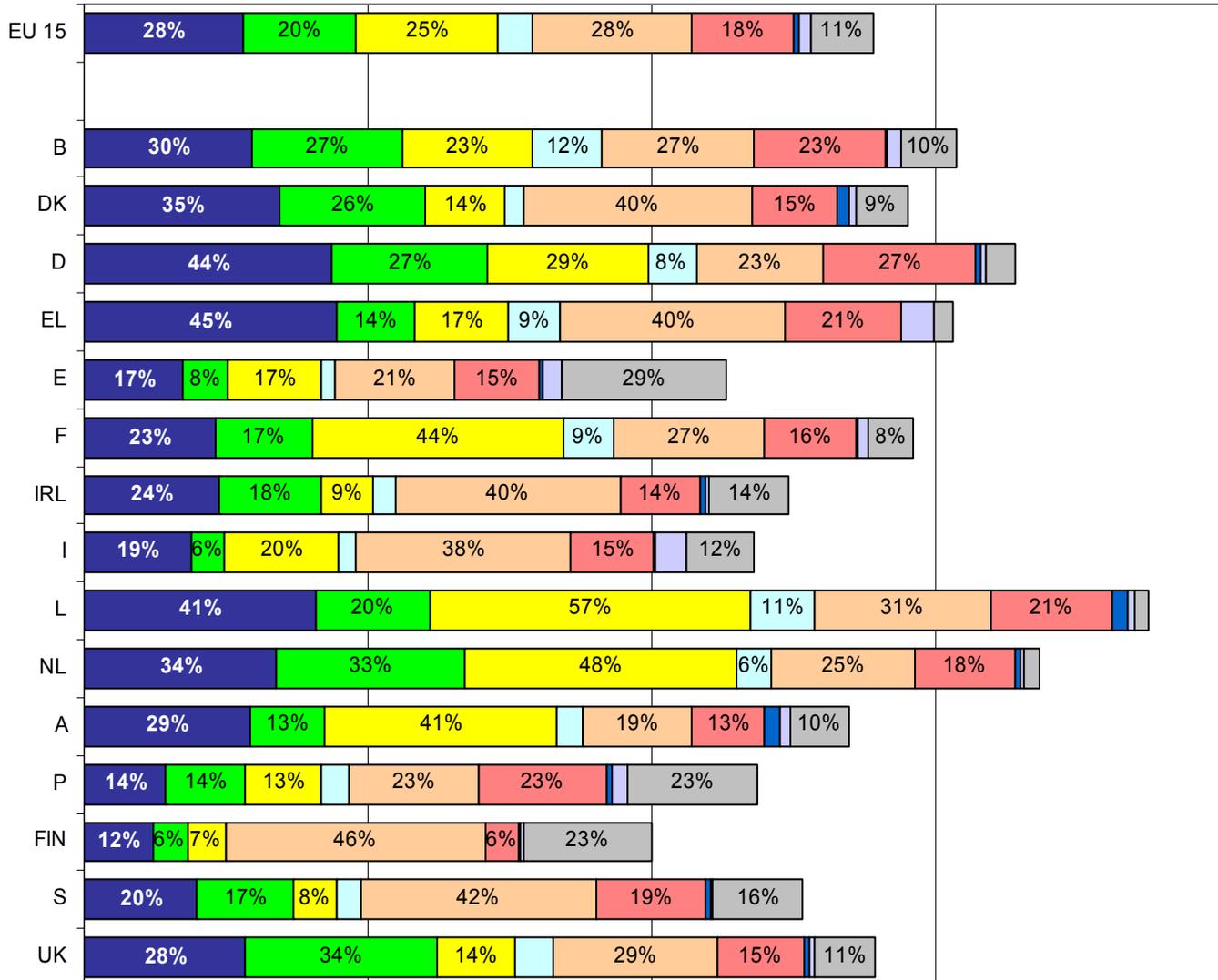
We can see that in **Norway**, respondents mainly identified entrepreneurs (55%) as those most able to advise someone on setting up his/her own business. To a lesser extent they would also seek advice from lawyers, accountants and private consultants (27%).

In **Liechtenstein** on the other hand, respondents seem to place greater trust in lawyers, accountants and private consultants (31%) before going to an entrepreneur (25%), a chamber of commerce, a trade association (24%) or relatives and friends (22%).

Respondents in **Iceland** mostly seem to turn to two categories: entrepreneurs (33%) and lawyers, accountants and private consultants (32%). To a lesser extent they also consider their relatives and friends (20%) as a potential source of help. Lastly, we can see that a large number of Icelandic respondents (27%) had no idea or provided no answer to the issue at stake.

4. Actuellement, qui vous semble le mieux en mesure de conseiller quelqu'un pour créer sa propre affaire ? Est-ce :...
 [DEUX REPONSES AU MAXIMUM] – Résultats 2003
 4. At present, who in your opinion seems qualified best to advise people on setting up their own business ? Is it :
 [MAXIMUM TWO ANSWERS] - Results 2003

Union européenne - European Union



- un avocat,comptable,consultant privé / A lawyer,accountant,private consultant
- une banque / A bank
- une chambre de commerce/association professionnelle / A chamber of commerce/professional association
- un organisme public de soutien aux entreprises / A public support organisation for businesses
- un autre entrepreneur / Another entrepreneur
- Un parent,un ami / A relative, friend
- (Autre) / (Other)
- (Personne) / (Nobody)
- (NSP&SR) / (DK/NA)

Within the **European Union** the analysis of results shows great discrepancies in the answers provided by the various countries. Nevertheless, at least one of the top three sources of help mentioned above comes first, with the exception of **Great Britain**, where people would rather seek help from banks, a continuation of the trend observed two years ago.

If we look at the different items individually we can see that respondents in **Greece** (45%), **Germany** (44%) and **Luxembourg** (41%) seem more inclined to consider lawyers, accountants and private consultants as those most apt to advise someone on how to set up a business. On the other hand, opinions in **Finland** (12%), **Portugal** (14%) and **Spain** (17%) are much more reluctant to seek help from such professionals.

Banks are acknowledged as a potential source of help mainly in the **United Kingdom** (34%), the **Netherlands** (33%), **Belgium** (27%), **Germany** (27%) and **Denmark** (26%). On the other hand, less than one in ten people would seek advice from a bank in **Finland** (6%), **Italy** (6%) and **Spain** (8%).

Chambers of Commerce and Trade Associations are most often quoted in **Luxembourg** (57%), the **Netherlands** (48%), **France** (44%) and **Austria** (41), while respondents in **Finland** (7%), **Sweden** (8%) and **Ireland** (9%) seem to give much less attention to that option.

Respondents would readily seek advice from entrepreneurs to set up a business in three of the Nordic countries, namely **Finland** (46%), **Sweden** (42%) and **Denmark** (40%) as well as in **Ireland** (40%), **Greece** (40%) and **Italy** (39%).

Lastly, and this is true for all Member States, the ratio of respondents who would seek advice from a public support organisation for businesses appears rather low. For example, **Belgium** (with 12%) is where this result is the highest.

With regard to socio-demographic variables, women are apparently keener to seek advice from « external experts » such as lawyers, accountants and private consultants, while men would more readily talk to other company managers should they decide to set up their own business.

In terms of age, there seems to be a trend according to which the younger one is, the more inclined one is to seek help from entrepreneurs. In addition, the youngest age group (15-24) would seek help more easily from parents and friends than their elders. On the other hand, they seem more reluctant than the latter to ask for help from a Chamber of Commerce or a Trade Association.

The education variable shows that the longer one's period of education, the more one will tend to consider Chambers of Commerce, Trade Associations and entrepreneurs as potential sources of help.

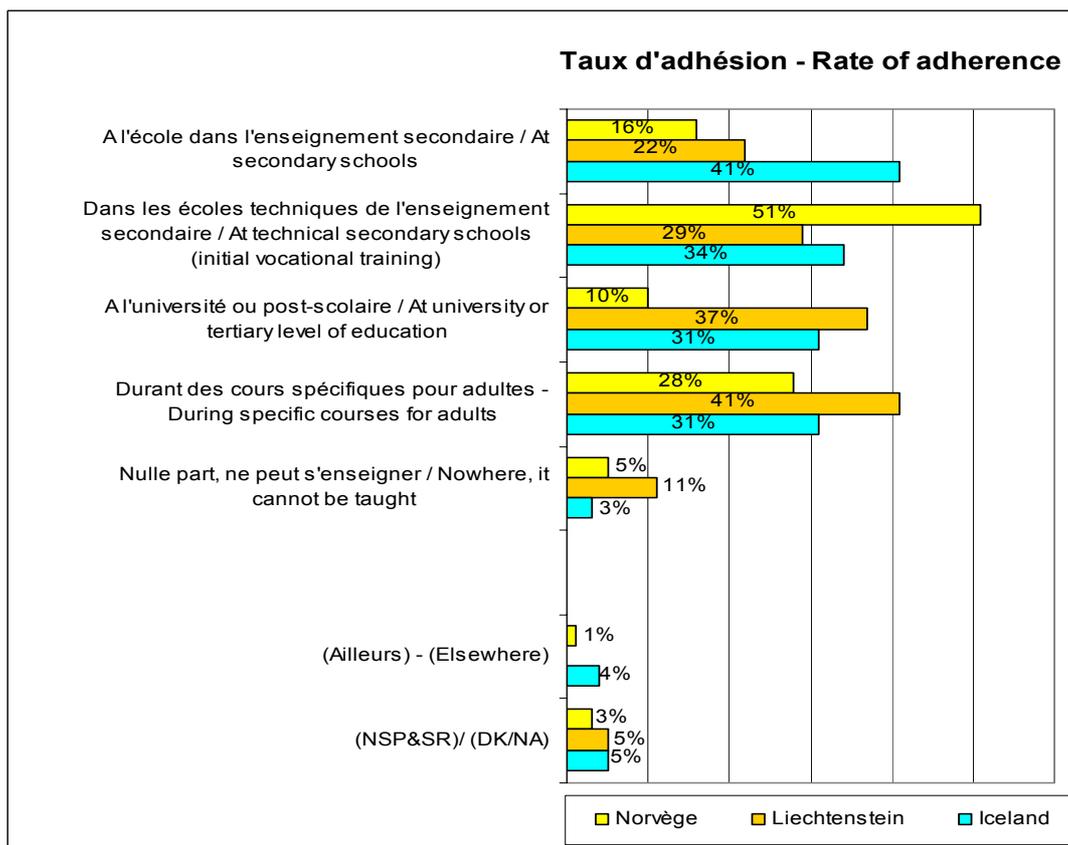
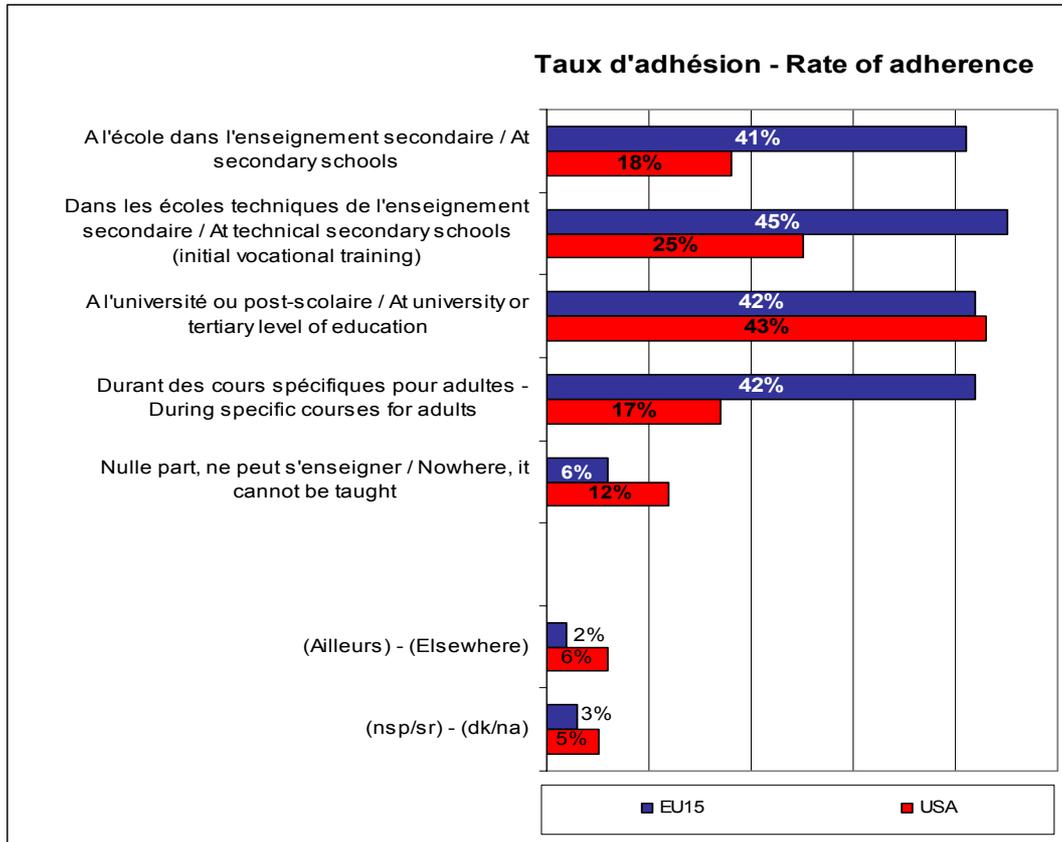
With regard to occupational categories, the self-employed have a greater proclivity than the other groups to seek help from experts, namely lawyers, accountants and private consultants. On the other hand there are fewer of them to consider banks as their preferred source of advice.

Employees preferred choices are evenly divided among the top three sources of help identified on average at European Union level. However, they seem to be giving more attention to public support organisations than for example self-employed or manual workers.

Manual workers mostly seek advice from experts such as lawyers, accountants and private consultants as well as entrepreneurs.

The social background does not seem to affect the choices of respondents: regardless of the parents' occupational class respondents mainly quoted the same top three sources of advice identified at the European level.

5a. A votre avis, où devrait-on enseigner les connaissances de base sur la façon dont on gère une affaire ? Est-ce :...
 [PLUSIEURS REPONSES POSSIBLES] – Résultats 2003
 5a. In your opinion, where should basic knowledge of how to run a business be taught ? Is it :...
 [MULTIPLE ANSWERS POSSIBLE] – Results 2003



5. The effect of the educational system on the entrepreneurial spirit

According to the public, can the entrepreneurial spirit be conveyed by the educational system? Does education play an active role in teaching one how to manage a business? Such are the questions we will be examining in this section.

First of all, respondents indicated whether or not they believed the basics needed to run a business could be taught and if so, what would be the most suitable type of teaching to learn such foundations. Secondly, respondents assessed the ability of the educational system to develop (beyond the material taught) the state of mind that would encourage people to set up a business.

5.1. Knowing the basics for running a business: where to learn them?

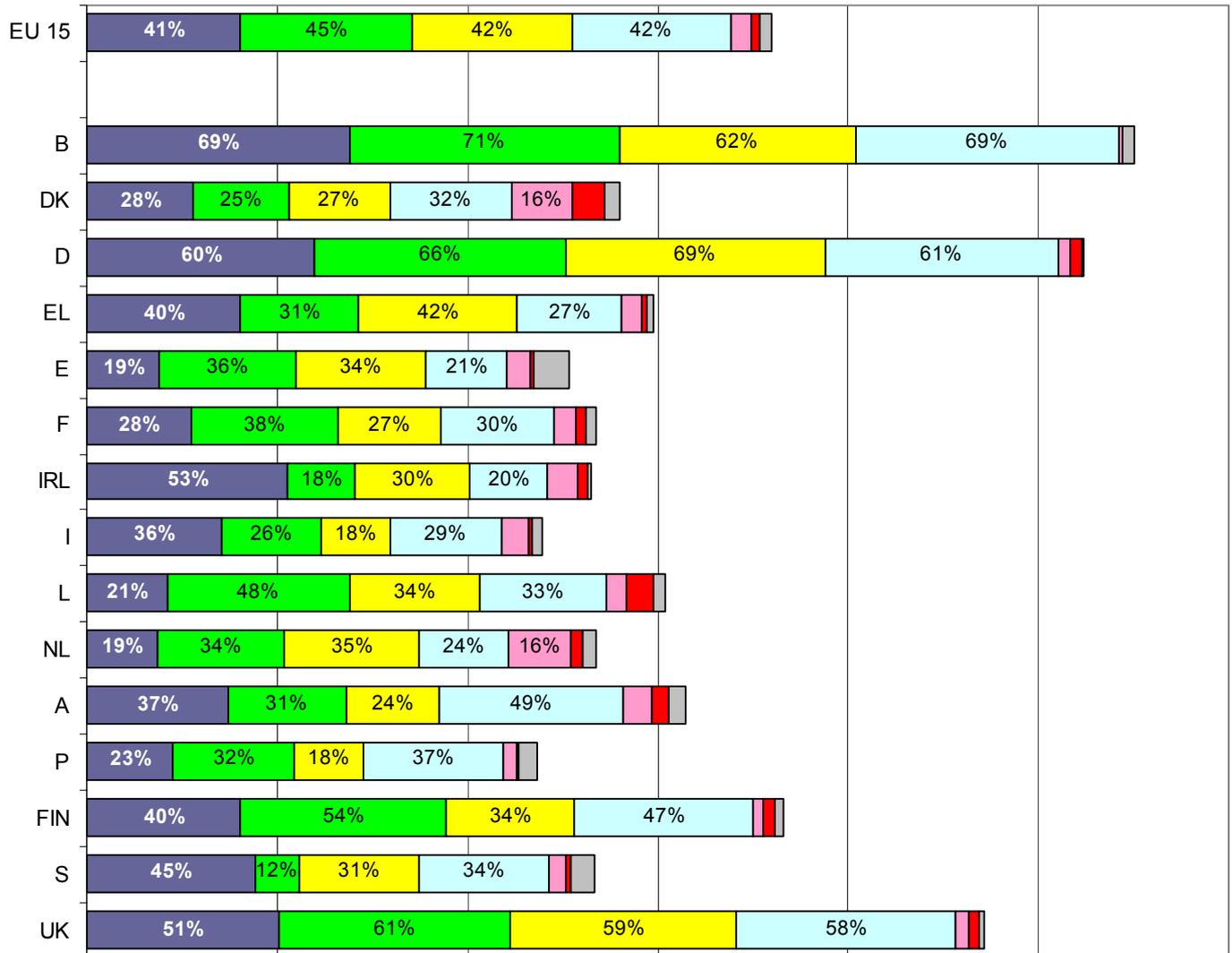
University is the ideal place in the United States

Respondents in both the United States and the European Union believe that managing a business is something that can be learned. However, we can see that in the European Union no true preference emerges as to the various types of education where basic knowledge on how to run a business can be taught. On the other hand, in the **United States**, respondents seemed to vote mostly in favour of universities, and apparently devoted much less attention than their European counterparts to other alternatives.

Comparatively, we can see that a majority of respondents in each of the EFTA countries also believe that the basic knowledge required to run a business can be taught. Figures show that in **Iceland**, respondents believed that secondary schools above all (41%) were the ideal place to learn how to run a business. However, the other possibilities were not dismissed by respondents: in **Norway**, technical education (51%) received the highest number of votes, while in **Liechtenstein**, specific adult-oriented classes (41%) and universities (37%) seem to be the two most popular choices among respondents.

5a. A votre avis, où devrait-on enseigner les connaissances de base sur la façon dont on gère une affaire ? Est-ce :...
 [PLUSIEURS REPONSES POSSIBLES] – Résultats 2003
 5a. In your opinion, where should basic knowledge of how to run a business be taught ? Is it :...
 [MULTIPLE ANSWERS POSSIBLE] – Results 2003

Union européenne - European Union



- À l'école dans l'enseignement secondaire / At secondary schools
- Dans les écoles techniques de l'enseignement secondaire / At technical secondary schools (initial vocational training)
- A l'université ou dans l'enseignement post-scolaire / At university or tertiary level of education
- Dans des cours spécifiques pour adultes / During specific courses for adults
- Nulle part, cela ne peut être enseigné / Nowhere, it cannot be taught
- (Ailleurs) / (Elsewhere)
- (NSP&SR) / (DK/NA)

Within the European Union, secondary schools received the highest levels of support in **Belgium** (69%), while in the **Netherlands** (19%) and **Spain** (19%) this was the last often cited answer. **Belgium** (71%) is also where technical secondary schools were seen as the most suitable place to learn how to run a business; comparatively, **Sweden** (12%) and **Ireland** (18%) are where the ratios for this item were lowest.

University is most often quoted in **Germany** (69%) and **Belgium** (62%) and the least often in **Italy** (18%) and **Portugal** (18%). In addition, at least one out of five respondents in all Member States believe specific courses for adult are a realistic alternative to learn the basic facts on how to run a business.

Opinions in **Denmark** (16%) and the **Netherlands** (16%) seem less inclined to believe that any type of school education can teach the knowledge required to run a business.

We can also point out that respondents in Belgium, Germany, Finland and Great Britain outnumbered other European respondents in expressing their opinions on this survey.

From a socio-demographic point of view we can make the same statement as we did for the result at the European Union level, namely that the basic knowledge needed to run a business can indeed be taught.

In terms of age, there are no truly significant discrepancies emerging from the analysis of results. We can simply point out that the younger age group, those aged 15-24 (47%), seem to believe a little more strongly than their elders that universities are the ideal place to learn the basic facts about running a business. The 25-39 age group (48%) seems to vote slightly more in favour of specific courses for adult than the other age groups.

Women (45%) seem to slightly outnumber men (37%) in believing that specific adult-oriented classes can serve as a good alternative for learning the basic principles on how to run a business.

With regard to the education variable we can see a very slight trend according to which the higher a person's level of education, the more likely that person is to believe that running a business can be taught and that the ideal place would be a university or other third level institute. Lastly, those with the lowest level of education and those still studying seem to believe (less so than the other categories) that specific courses for adult on how to run a business are not as relevant.

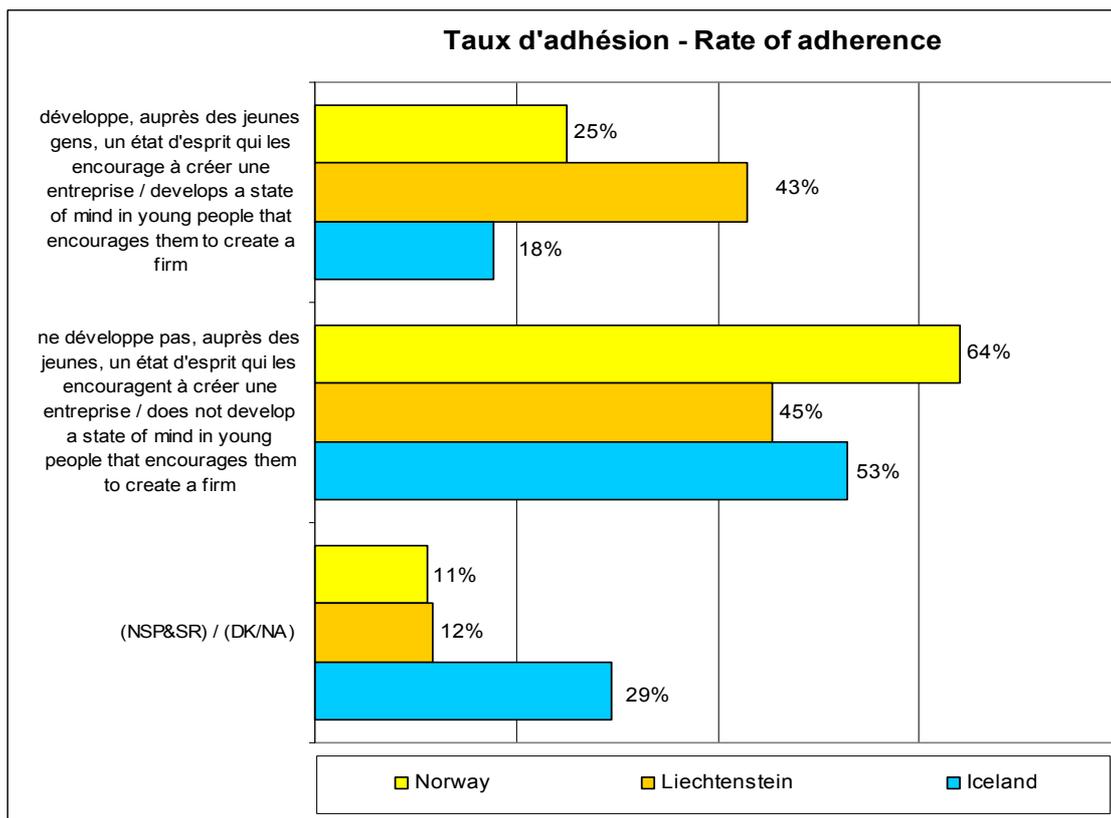
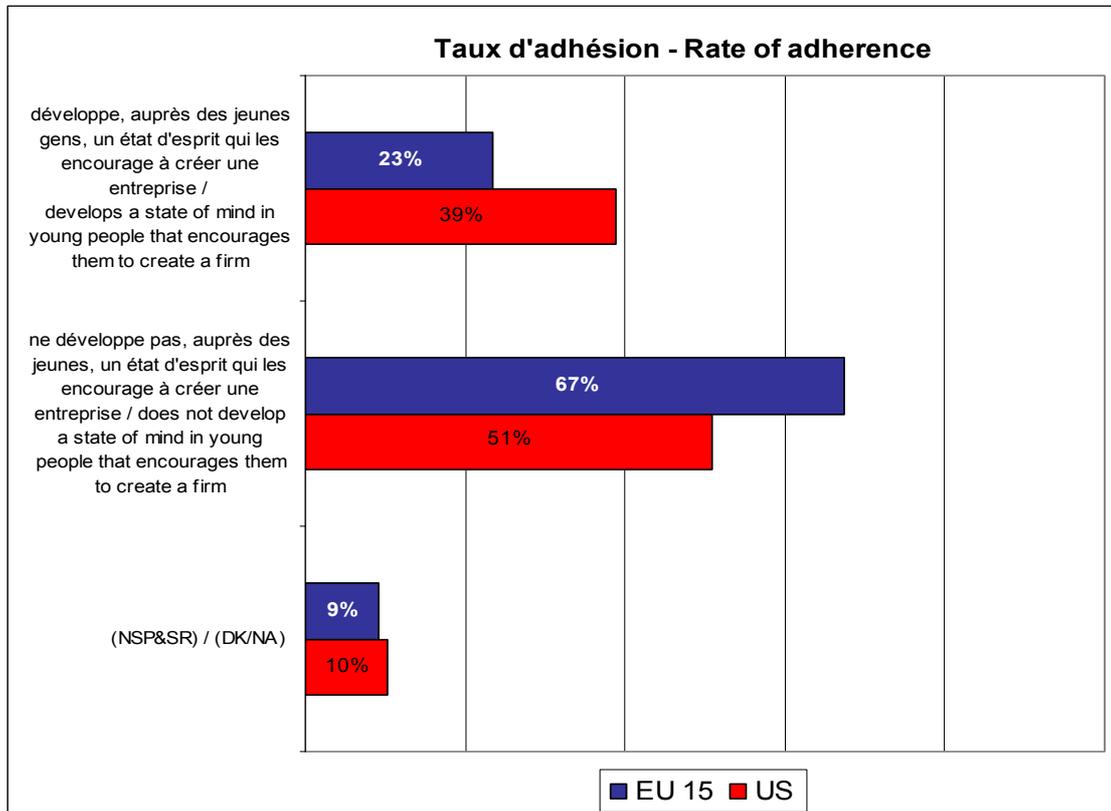
If we examine occupational categories we can see that employees form the largest group who believe that specific courses for adult (48%) and universities (46%) are the most suitable places to receive that type of training, while the self-employed seem to give more credibility to technical courses in secondary schools (44%) and are the largest group to believe that knowledge cannot be taught (9%). However, the latter result is intrinsically marginal.

Q5b. De laquelle des propositions suivantes, vous sentez-vous le plus proche: ..? Au-delà des matières enseignées, le système éducatif [dans notre Pays] ...

[LIRE - UNE SEULE REPONSE]

Q5b. Which of the following propositions do you feel closest to: „? Aside from subjects taught, the education system [in our country] ...

[READ OUT - ONE ANSWER ONLY]



5.2. The educational system: An incentive to start up a business?

The educational system is not seen as a facilitator of entrepreneurship

A majority of respondents in both the European Union (67%) and the **United States** (51%) believe that the educational system (beyond the material taught) does not develop a state of mind in young people that encourages them to set up a business. Furthermore, we can see this feeling is much more acute among the citizens of the **European Union** than on the other side of the Atlantic.

Comparatively, a majority of respondents in **Norway** (64%) and **Iceland** (53%) seem equally doubtful of the educational system's ability to instil entrepreneurship in young people. On the other hand, respondents in **Liechtenstein** appeared more divided on the issue. And lastly, we can see that a large number of respondents in **Iceland** (29%) did not express any opinion on the issue.

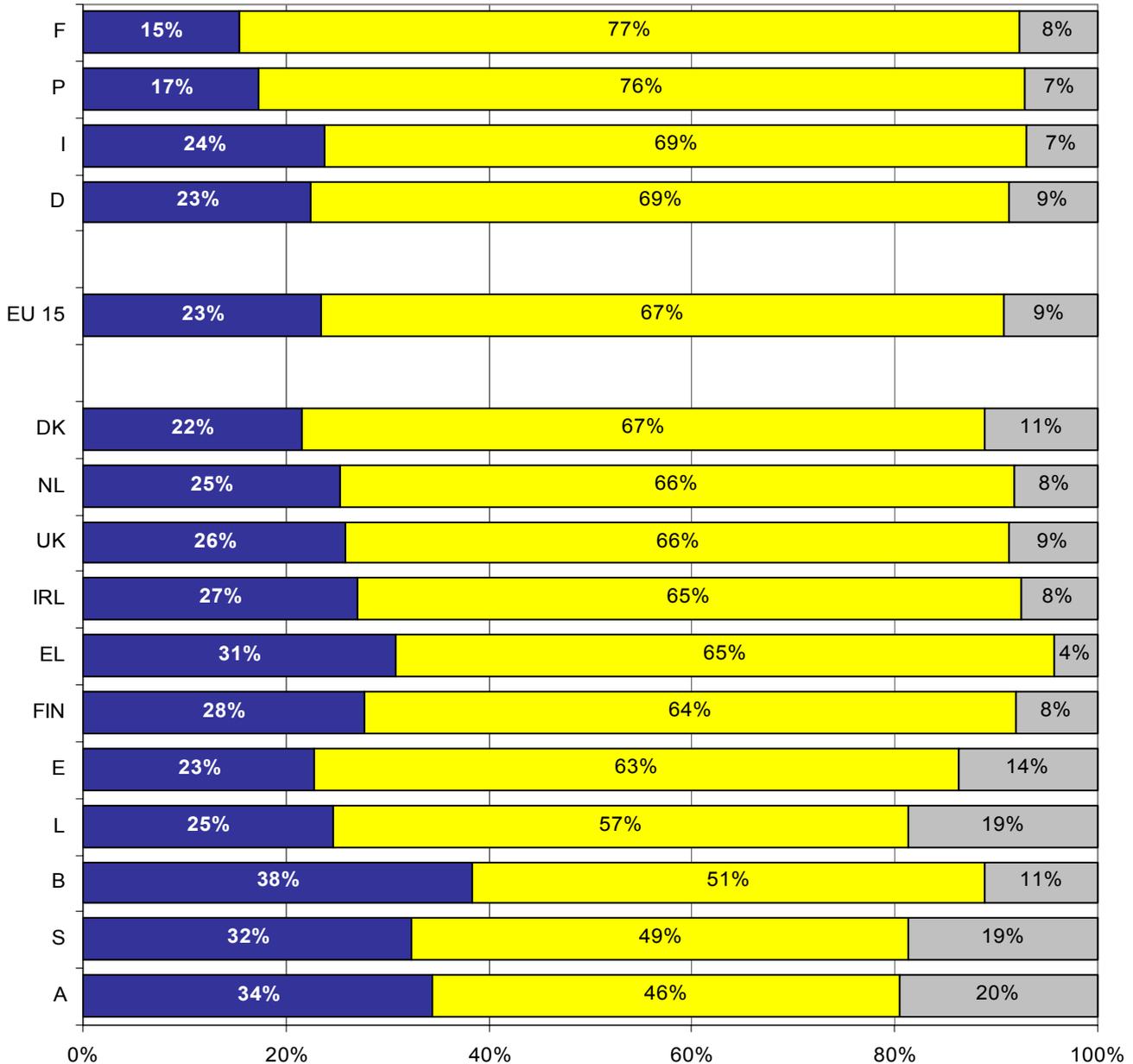
Q5b. De laquelle des propositions suivantes, vous sentez-vous le plus proche : ..? Au-delà des matières enseignées, le système éducatif [dans notre Pays] ...

[LIRE - UNE SEULE REPONSE]

Q5b. Which of the following propositions do you feel closest to: ..? Aside from subjects taught, the education system [in our country] ...

[READ OUT - ONE ANSWER ONLY]

Union européenne - European Union



■ développe, auprès des jeunes gens, un état d'esprit qui les encourage à créer une entreprise / develops a state of mind in young people that encourages them to create a firm

■ ne développe pas, auprès des jeunes, un état d'esprit qui les encourage à créer une entreprise / does not develop a state of mind in young people that encourages them to create a firm

■ (NSP&SR) / (DK/NA)

A majority of people in all Member States believe the educational system does not develop (beyond the material taught) a state of mind in young people that encourages them to start up a business. **France** (77%) and **Portugal** (76%) are where that feeling was most pronounced, and was least asserted in **Austria** (46%) and **Sweden** (49%). We can also note that a significant number of people in the latter two countries expressed no opinion on the issue.

From a social and demographic point of view the results observed for the various variables confirm the view that the educational system does not develop (beyond the material taught) entrepreneurship in young people in the European Union. We can simply point out that this feeling is a little less pronounced among the oldest age groups, that a positive correlation exists between the age when education was completed and this view, and that employees agree with this proposition more than the other occupational groups.

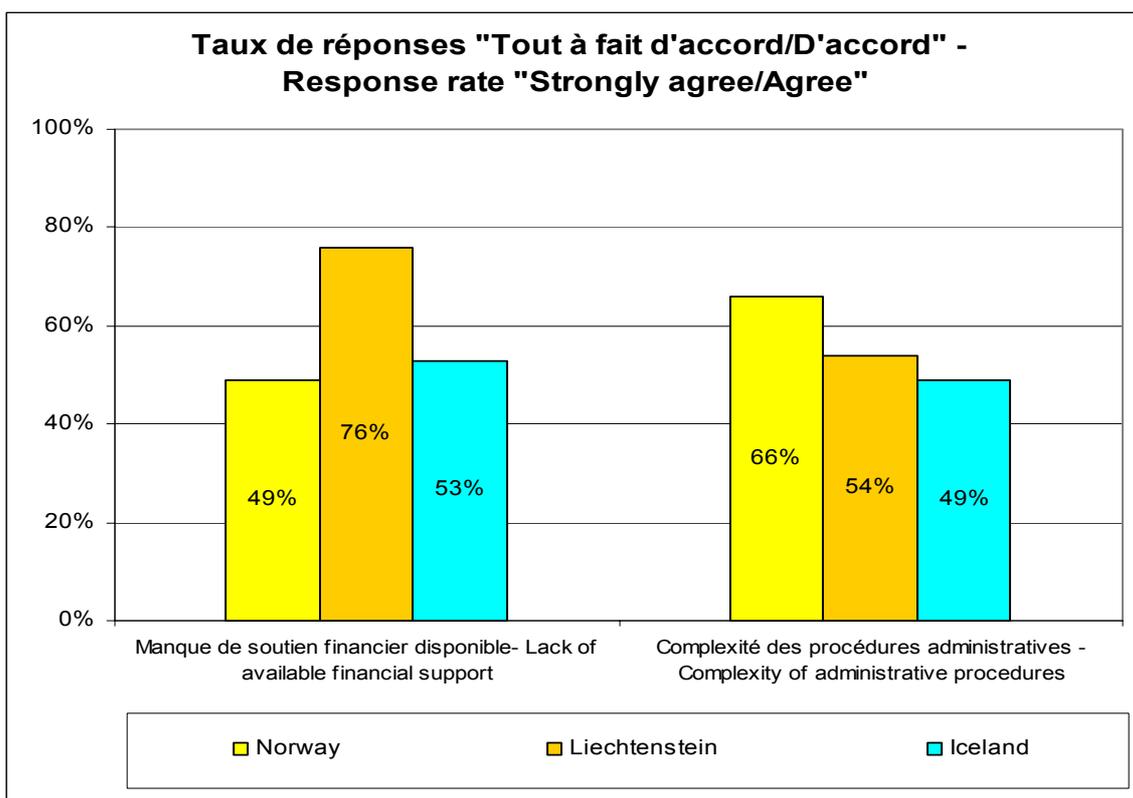
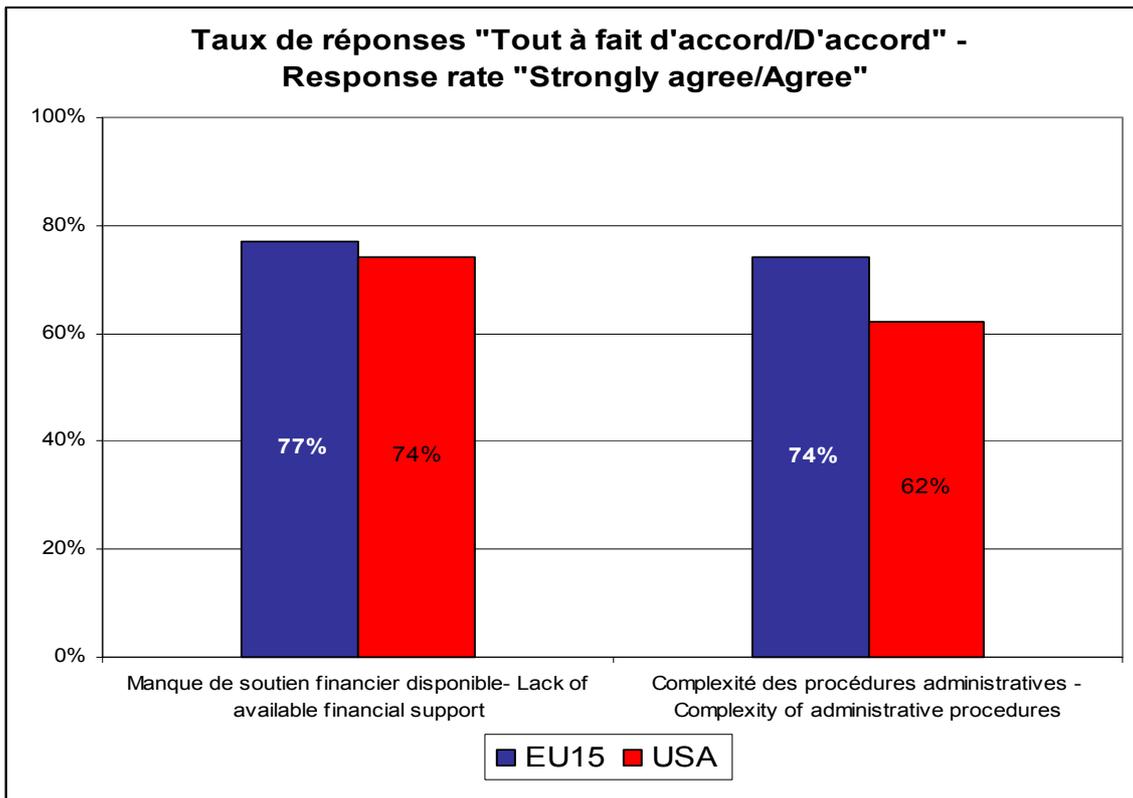
In other words, a majority of respondents in the various European Union countries believe that basic knowledge on how to run a business can be taught. Although opinions diverge on the type of education most suited to instil such knowledge, respondents also seem to question the ability of the various institutions to create an entrepreneurial state of mind in young people. The fact that this view is shared by young people themselves shows how closely this feeling matches the experiences of those directly concerned.

6. Etes-vous tout à fait d'accord, d'accord, pas d'accord ou pas d'accord du tout, avec les opinions suivantes ?

- a) Il est difficile de créer sa propre affaire à cause d'un manque de soutien financier disponible
 - b) Il est difficile de créer sa propre affaire à cause de la complexité des procédures administratives.
- [LIRE - UNE SEULE REPONSE POUR CHAQUE ITEM] – Résultats 2003

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

- a) It is difficult to start one's own business due to a lack of available financial support.
 - b) It is difficult to start one's own business due to the complex administrative procedures.
- [READ OUT - ONE ANSWER ONLY FOR EACH ITEM] – Results 2003



6. Entrepreneurship: image traits

In this section we will be showing the full results obtained for a number of aspects of entrepreneurship. Firstly, we will attempt to find out if the lack of financial resources and complexity of administrative procedures are seen by respondents as a major hindrance when starting a business. We will then show how willing people are to follow classes on how to set up and manage a business. Lastly, we will examine how respondents react towards the potential risk that underlies any entrepreneurial activity, using the following four aspects: being given a second chance and the fact of ordering goods from someone who has already failed in business in the past, the readiness of respondents to invest in a business that was managed by someone who has previously failed, and setting up a business even if there is a risk of failure. All results will be presented according to their evolution.

6.1. Assessing specific difficulties when starting a new business

*The lack of financial support and the complexity of administrative procedures:
Still considered major obstacles in both the United States and the European Union*

As with the previous survey, a majority of respondents believe the lack of any financial support and the complexity of administrative procedures are a major hindrance in the setting-up of a company in both the **United States** and the **European Union**.

Just as we observed in 2001 and 2002, respondents identified the lack of financial support as *the* largest difficulty likely to hinder their entrepreneurial aspirations.

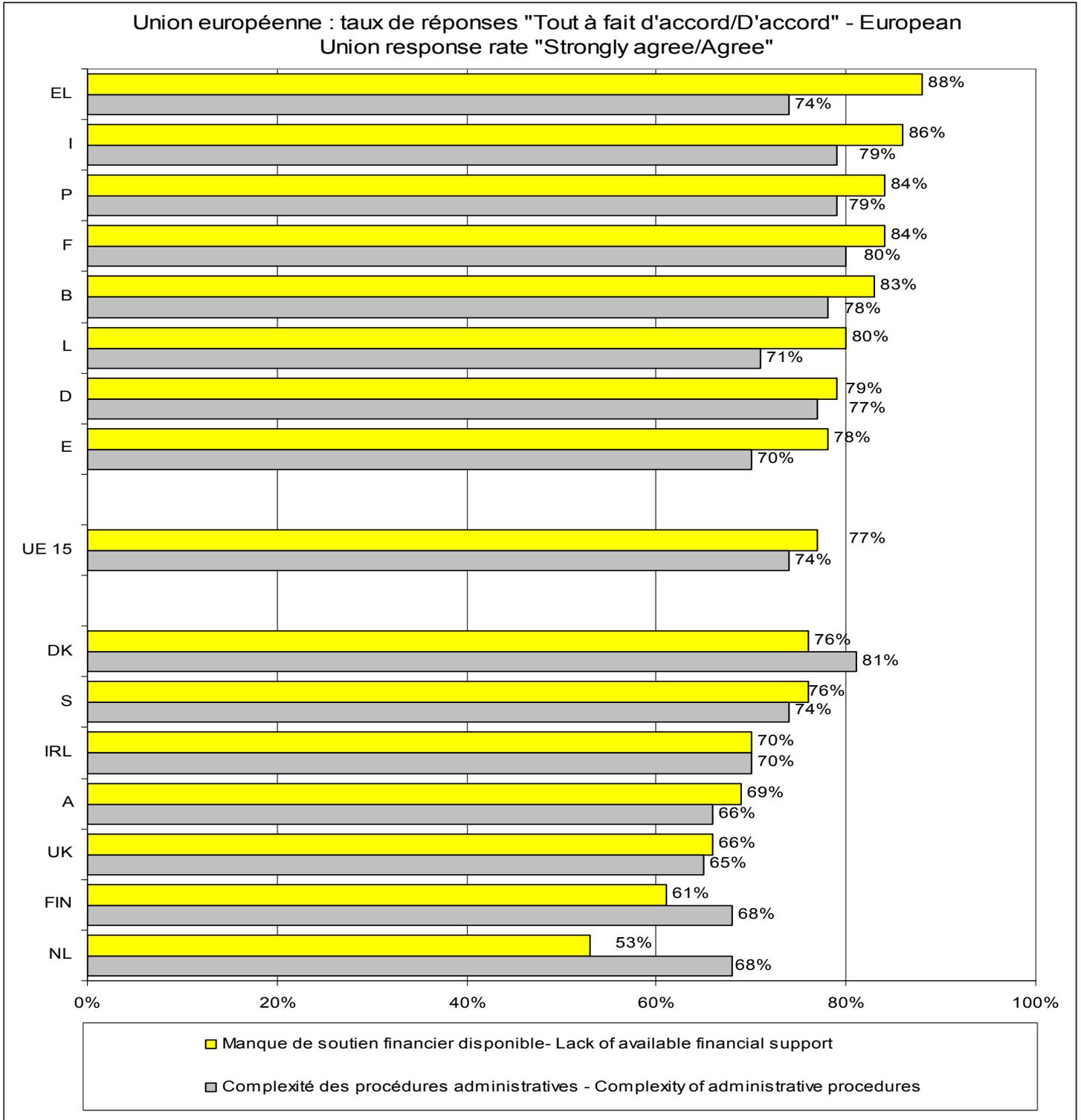
However, we should point out that since the beginning of these surveys respondents on the other side of the Atlantic still seem to be less concerned about administrative constraints than European Union citizens.

Total % of « Agree »	Lack of available financial support			Complexity of administrative procedures		
	2001	2002	2003	2001	2002	2003
European Union	75%	76%	77%	71%	69%	74%
United States	71%	76%	74%	48%	60%	62%

Comparatively, we can see that respondents in **Norway**, unlike those in **Liechtenstein** and **Iceland**, saw the complexity of administrative procedures (66%, +3 points) rather than the lack of financial support (49%, -6 points) as an obstacle to setting-up a business.

6. Etes-vous tout à fait d'accord, d'accord, pas d'accord ou pas d'accord du tout, avec les opinions suivantes ?
 b) Il est difficile de créer sa propre affaire à cause d'un manque de soutien financier disponible
 b) Il est difficile de créer sa propre affaire à cause de la complexité des procédures administratives.
 [LIRE - UNE SEULE REPONSE POUR CHAQUE ITEM] – Résultats 2003

6. Do you strongly agree, agree, disagree or strongly disagree with the following opinion?
 a) It is difficult to start one's own business due to a lack of available financial support.
 b) It is difficult to start one's own business due to the complex administrative procedures.
 [READ OUT - ONE ANSWER ONLY FOR EACH ITEM] – Results 2003



At the **European Union** level we can see that:

- Just as we observed over the past two years southern European countries are where people are the most concerned about the lack of financial support. On this issue **Greece** (88%) is followed by **Italy** (86%), **Portugal** (84%) and **France** (84%). This group of countries is joined by **Belgium** (83%).
- Just like in 2001 and 2002, the **Netherlands** (53%) and **Finland** (61%) are where the lack of financial support seems to be least feared.
- administrative complexities are of particular concern to respondents in **Denmark** (81%), **France** (80%), **Portugal** (79%) and **Italy** (79%).
- Lastly, the complexity of administrative procedures is least feared in the **United Kingdom** (65%).

Total % of « Agree »	Lack of available financial support			Complexity of administrative procedures		
	2001	2002	2003	2001	2002	2003
EU 15	75%	76%	77%	71%	69%	74%
Belgique	74%	74%	83%	74%	75%	78%
Danmark	69%	68%	76%	75%	74%	81%
Deutschland	73%	75%	79%	62%	63%	77%
Ellas	89%	89%	88%	71%	71%	74%
Espana	81%	77%	78%	66%	70%	70%
France	79%	82%	84%	80%	78%	80%
Ireland	67%	73%	70%	67%	67%	70%
Italia	86%	88%	86%	84%	78%	79%
Luxembourg	76%	74%	80%	63%	66%	71%
Nederlands	50%	58%	53%	57%	56%	68%
Osterreich	68%	71%	69%	58%	61%	66%
Portugal	83%	84%	84%	82%	86%	79%
Finland	48%	62%	61%	67%	67%	68%
Sweden	76%	68%	76%	74%	69%	74%
United Kingdom	73%	63%	66%	67%	61%	65%

The distribution of results in terms of social and demographic variables confirms what we observed overall for the European Union. All segments of the population (without exception) see the lack of financial support and the complexity of administrative procedures as elements that are likely to cause difficulties when setting up a business.

6. Etes-vous tout à fait d'accord, d'accord, pas d'accord ou pas d'accord du tout, avec les opinions suivantes ?

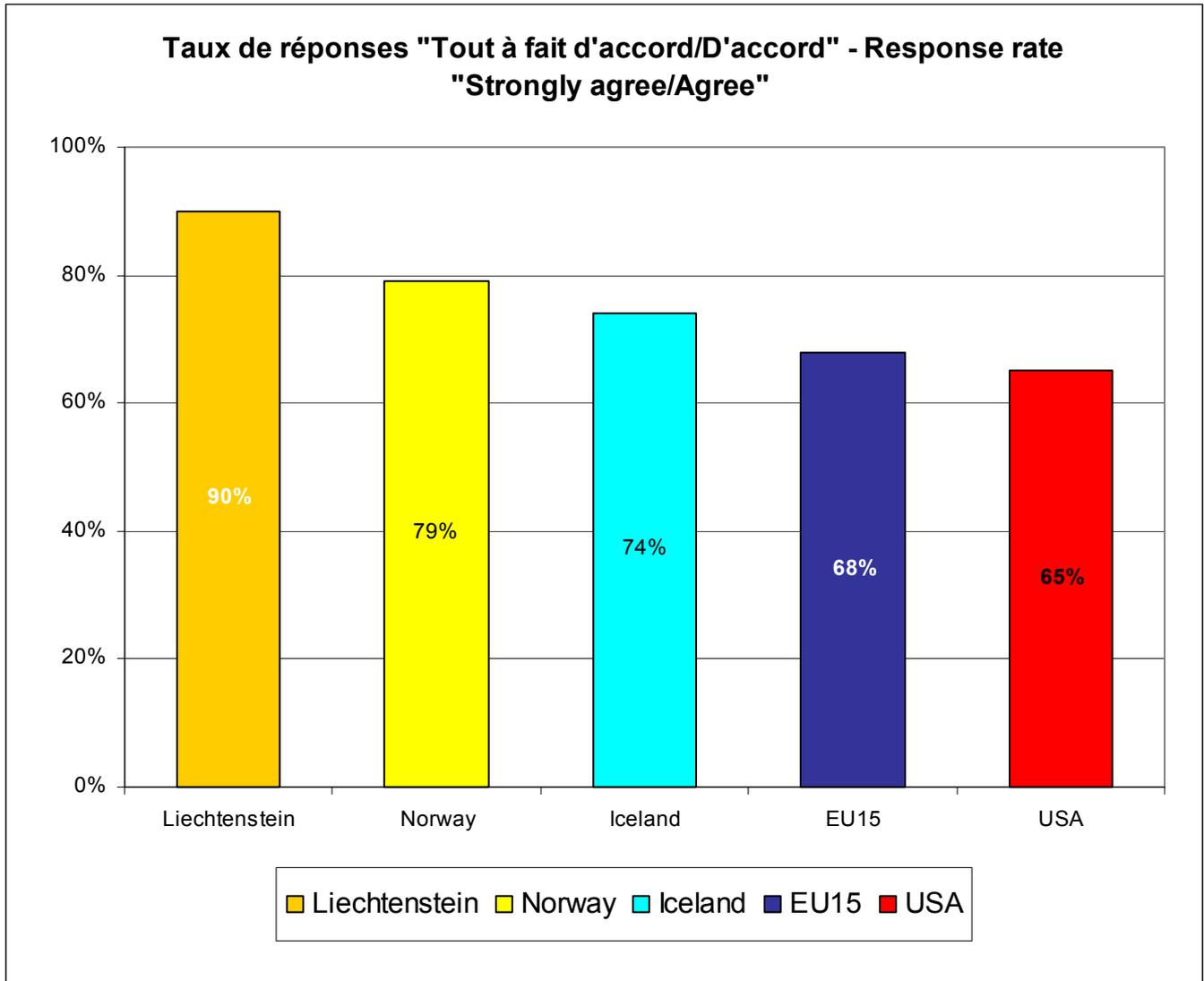
c) Je serais prêt à payer ou à prendre sur mon temps libre pour suivre des cours portant sur la façon de créer et gérer une affaire.

[LIRE - UNE SEULE REPONSE POUR CHAQUE ITEM] – Résultats 2003

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

c) I would be ready to pay or to allocate some of my free time to follow courses on how to start and run a business.

[READ OUT - ONE ANSWER ONLY FOR EACH ITEM] – Results 2003



6.2. Taking classes on how to set up and manage a business

A larger majority of respondents willing to take classes

Although results obtained in the **United States** and in the **European Union** are similar for this aspect, they are much more significant than in 2002.

While last year a little over half of the respondents were willing to take up some of their free time or pay to follow classes on how to set up and manage a business, this time nearly two out of three respondents in both geographical areas now seem to agree with this. As a reminder, the number of respondents who “strongly agree” with being ready to follow such classes is still limited (22% in the European Union and 17% in the United States).

Furthermore, we can see that the ratio of people who agree in the **European Union** matches the ratio observed two years ago, and that the ratio in the United States has never been so high.

Total % of « Agree »	Follow courses on how to set up and manage a business		
	2001	2002	2003
European Union	68%	56%	68%
United States	59%	55%	65%

Liechtenstein is still the country where respondents seem to be the most strongly supportive of this idea, as 90% (+4 points) seem willing to follow a course. In **Norway** (79%, +10 points) and **Iceland** (74%, +13 points), positive views on this proposition have increased. It is worth noting that as we observed last year, the rates in the three countries are higher than those in the **United States** as well as the **European Union** average.

6. Etes-vous tout à fait d'accord, d'accord, pas d'accord ou pas d'accord du tout, avec les opinions suivantes ?

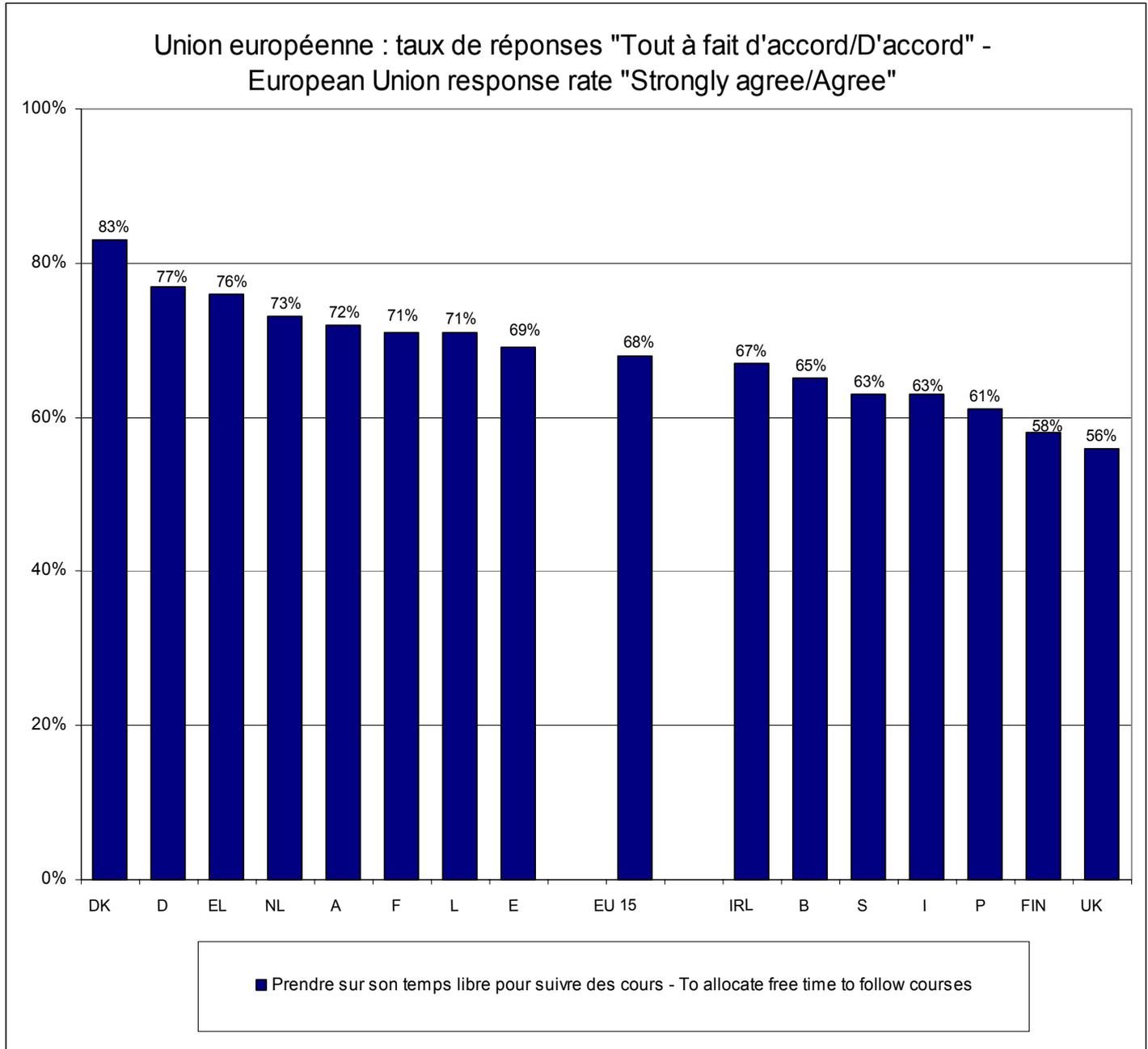
d) Je serais prêt à payer ou à prendre sur mon temps libre pour suivre des cours portant sur la façon de créer et gérer une affaire.

[LIRE - UNE SEULE REPONSE POUR CHAQUE ITEM] - Résultats 2003

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

c) I would be ready to pay or to allocate some of my free time to follow courses on how to start and run a business.

[READ OUT - ONE ANSWER ONLY FOR EACH ITEM] - Results 2003



Within the **European Union** the comparison of results between, 2001 and 2002 (when the last survey was carried out) showed a significant drop in the number of respondents agreeing with this in the various Member States. This year, the ratio of agreement increased in all countries (without exception): in all Member States a majority of respondents said they would be ready to follow classes on how to manage and run a business.

The strongest increases were noted in **Germany** (+18 points), **Luxembourg** (+18 points) and in **Belgium** (+15 points). Conversely, the smallest variations were noted in **Finland** (+3 points) and **Ireland** (+6 points).

As we observed last year the level of support for this aspect is clearly the highest in **Denmark**, with 83% (+11 points), and the **United Kingdom** (56%) is once again where respondents seemed the least enthusiastic about following courses on how to set up and manage a business.

Total % of « Agree »	Following courses on how to set up a manage a business		
	2001	2002	2003
EU 15	68%	56%	68%
Belgium	68%	50%	65%
Danmark	81%	72%	83%
Deutschland	77%	59%	77%
Ellas	65%	64%	76%
Espana	69%	60%	69%
France	71%	59%	71%
Ireland	73%	61%	67%
Italia	69%	51%	63%
Luxembourg	78%	53%	71%
Nederlands	76%	61%	73%
Osterreich	66%	58%	72%
Portugal	45%	53%	61%
Finland	65%	55%	58%
Sweden	64%	54%	63%
United Kingdom	55%	46%	56%

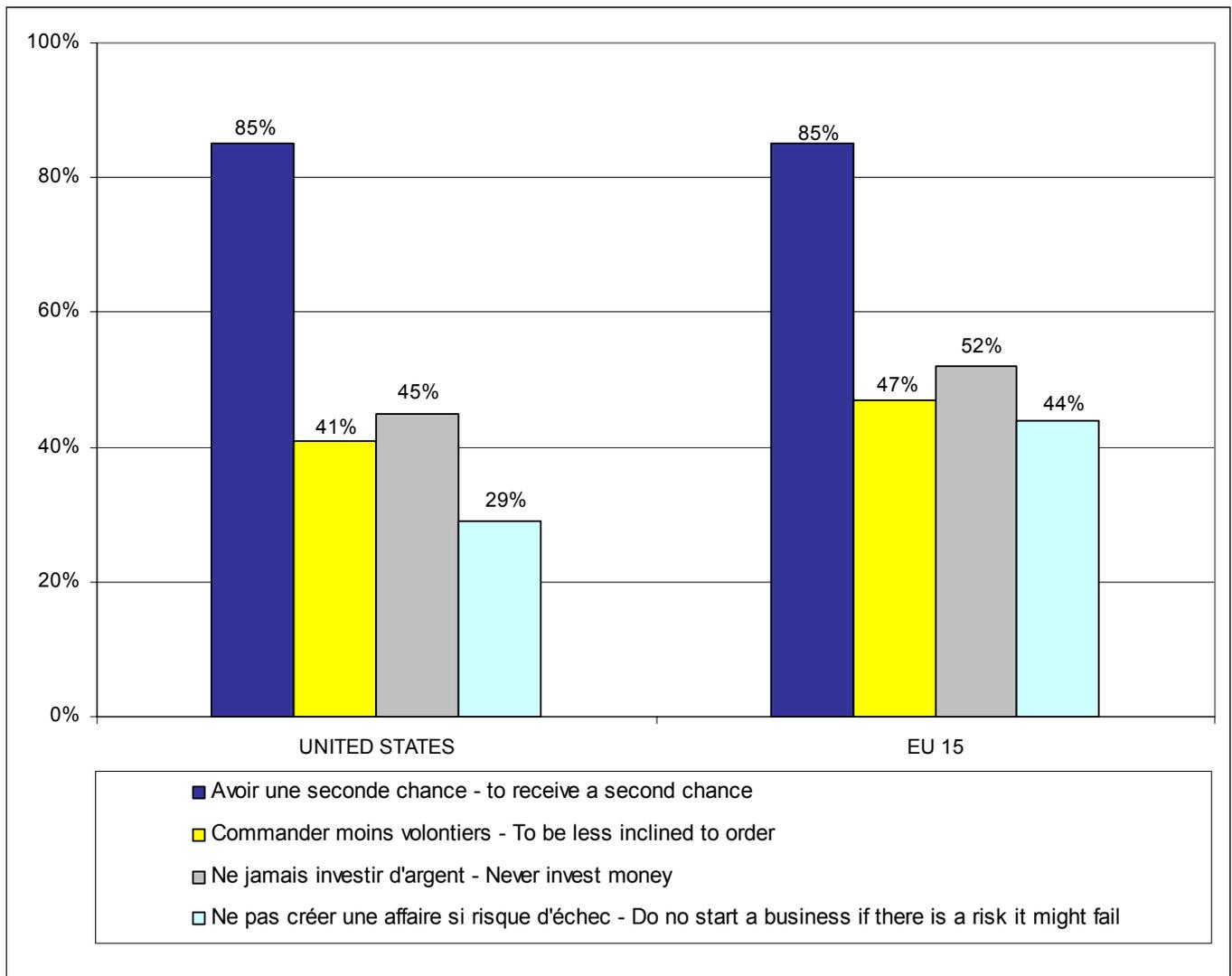
The increase identified for the average results at European Union level is reflected in all social and demographic variables. In other words, all segments of the population seem ready to follow classes, more so than the previous year. However, men (71%) still seem to outnumber women (66%) in being more inclined to follow such training. According to age, we can see that the youngest respondents (15-24) seem more inclined than their elders to follow courses. Also, the higher the age group, the less inclined that person is to agree with this proposition. In terms of education, those who are still studying are most inclined to follow courses. With regard to respondents who completed their education, there seems to be a positive correlation between the time spent in an educational establishment and the readiness to follow classes.

6. Etes-vous tout à fait d'accord, d'accord, pas d'accord ou pas d'accord du tout, avec les opinions suivantes ?

- d) Les personnes qui ont créé leur propre affaire et qui ont échoué devraient avoir une seconde chance.
 - e) Je commanderais moins volontiers quelque chose à quelqu'un qui a déjà échoué en affaires.
 - f) Je n'investirais jamais d'argent dans une affaire gérée par quelqu'un ayant échoué par le passé.
 - g) On ne devrait pas créer une affaire s'il y a un risque que cela échoue.
- [LIRE - UNE SEULE REPONSE POUR CHAQUE ITEM] – Résultats 2003

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

- d) People who have started their own business and have failed should be given a second chance.
 - e) I would be less inclined to order goods from someone who has already failed in business.
 - f) I would never invest money in a business managed by someone who has already failed in the past.
 - g) One should not start a business if there is a risk it might fail.
- [READ OUT - ONE ANSWER ONLY FOR EACH ITEM] – Results 2003



6.3. The attitude towards risk

The concept that business might fail seems more easily accepted in the United States

Results observed for the **United States** and the **European Union** on the four aspects discussed below are quite similar from one year to the next. The only significant change involves financial risks, as respondents in the US seem less reluctant (-6 points) to refrain from investing money in a business managed by someone who failed, if we compare this with the figures obtained in 2002.

With regard to giving a second chance to those who failed, this is still seen as natural on both sides of the Atlantic. A large majority of respondents both in the **United States** and the **European Union** seem to believe it is usual to give a second chance to those who started their own business and failed.

Opinions in the U.S. and Europe seem more reserved about ordering goods from someone who has failed in the past. However, a majority of respondents (more so in the US) would order goods from a person even if that person failed in the past. We can see that results are very similar to those observed last year.

Previous failure appears to compromise any personal investments for a majority of respondents in the European Union. This overall result is in line with the one observed in the previous survey. It is worth noting that compared to the previous survey, US respondents seem a little more inclined to invest in a business managed by someone who failed in the past.

Lastly, respondents in the **United States** once again clearly stand out from the other countries when it comes to addressing the weight of the risk of failure when setting up a business, as a large majority of respondents see this notion as being intrinsic to this type of activity. Attitudes are much more divided on this side of the Atlantic, making the risk of failure a major hindrance to the development of the entrepreneurial spirit.

	Having a second chance			Less inclined to order			Never invest any money			Not setting up a business if risk of failure		
	2001	2002	2003	2001	2002	2003	2002	2002	2003	2001	2002	2003
European Union	82%	84%	85%	46%	45%	47%	53%	51%	52%	43%	46%	44%
United States	83%	83%	85%	41%	40%	41%	48%	51%	45%	26%	25%	29%

6. Etes-vous tout à fait d'accord, d'accord, pas d'accord ou pas d'accord du tout, avec les opinions suivantes ?

d) Les personnes qui ont créé leur propre affaire et qui ont échoué devraient avoir une seconde chance.

e) Je commanderais moins volontiers quelque chose à quelqu'un qui a déjà échoué en affaires.

f) Je n'investirais jamais d'argent dans une affaire gérée par quelqu'un ayant échoué par le passé.

g) On ne devrait pas créer une affaire s'il y a un risque que cela échoue.

[LIRE - UNE SEULE REPONSE POUR CHAQUE ITEM] – Résultats 2003

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

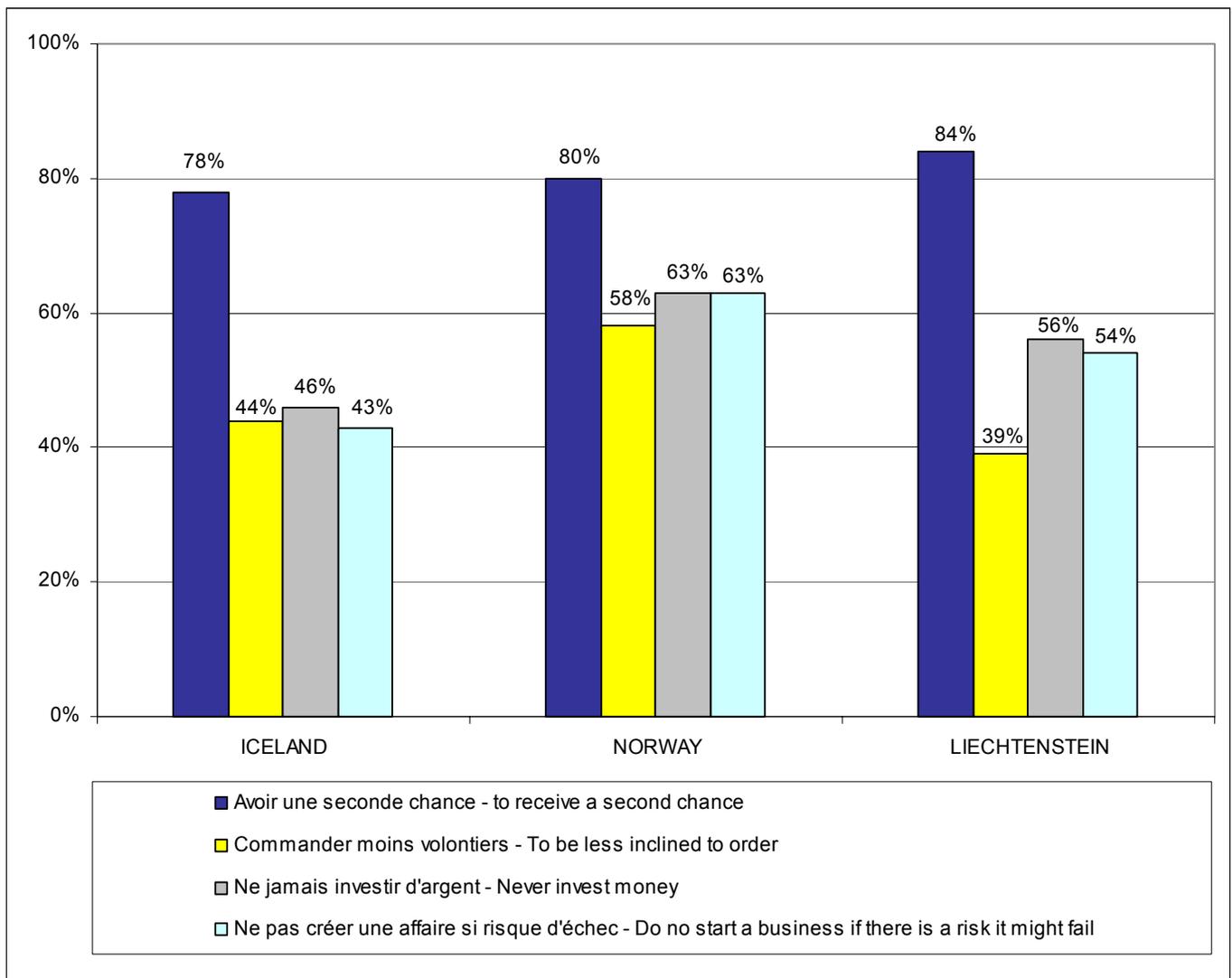
d) People who have started their own business and have failed should be given a second chance.

e) I would be less inclined to order goods from someone who has already failed in business.

f) I would never invest money in a business managed by someone who has already failed in the past.

g) One should not start a business if there is a risk it might fail.

[READ OUT - ONE ANSWER ONLY FOR EACH ITEM] – Results 2003



We can see that in **Liechtenstein** (84%), **Norway** (80%) and **Iceland** (78%) respondents appear in favour of granting a second chance to those who failed in business. This feeling appears more pronounced in these three countries than in 2002. Furthermore, a majority of respondents (58%) in **Norway** would be less willing to order goods from someone who already failed in business. With regard to the likelihood of investing money in a business managed by someone who was unsuccessful in the past respondents in **Norway** (63%) and **Liechtenstein** (56%) seem to have fewer reservations. Lastly, there appeared to be fewer respondents in **Iceland** who fear the risk of failure that is intrinsic to setting up a business.

Total % of « Agree »	Having a second chance		Less inclined to order goods		Never invest any money		Not setting up a business if risk of failure	
	2002	2003	2002	2003	2002	2003	2002	2003
ICELAND	70%	78%	41%	44%	43%	46%	41%	43%
NORWAY	77%	80%	56%	58%	59%	63%	61%	63%
LIECHTENSTEIN	74%	84%	35%	39%	49%	56%	41%	54%

6. Etes-vous tout à fait d'accord, d'accord, pas d'accord ou pas d'accord du tout, avec les opinions suivantes ?

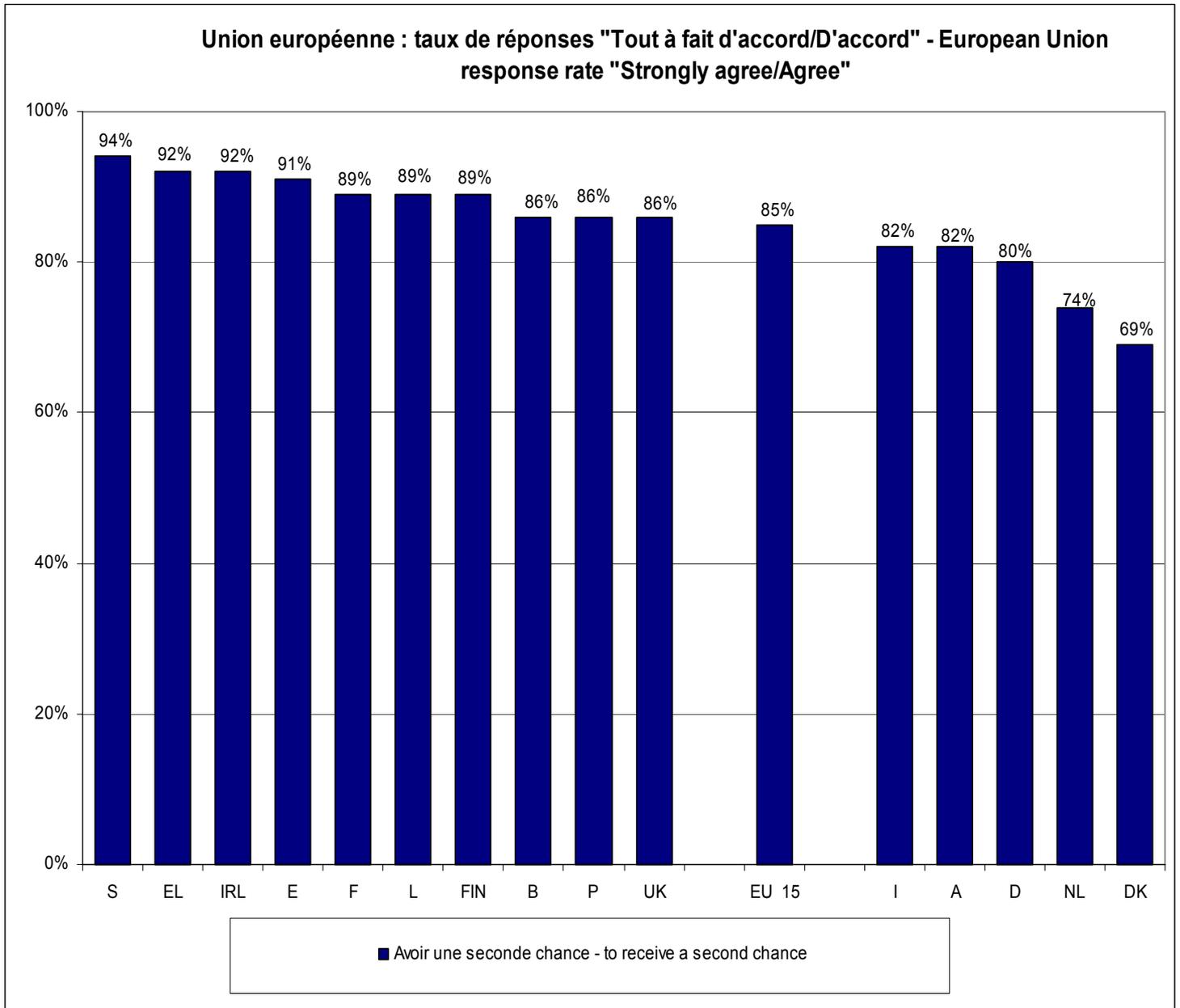
d) Les personnes qui ont créé leur propre affaire et qui ont échoué devraient avoir une seconde chance.

[LIRE - UNE SEULE REPONSE POUR CHAQUE ITEM] – Résultats 2003

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

d) People who have started their own business and have failed should be given a second chance.

[READ OUT - ONE ANSWER ONLY FOR EACH ITEM] – Results 2003

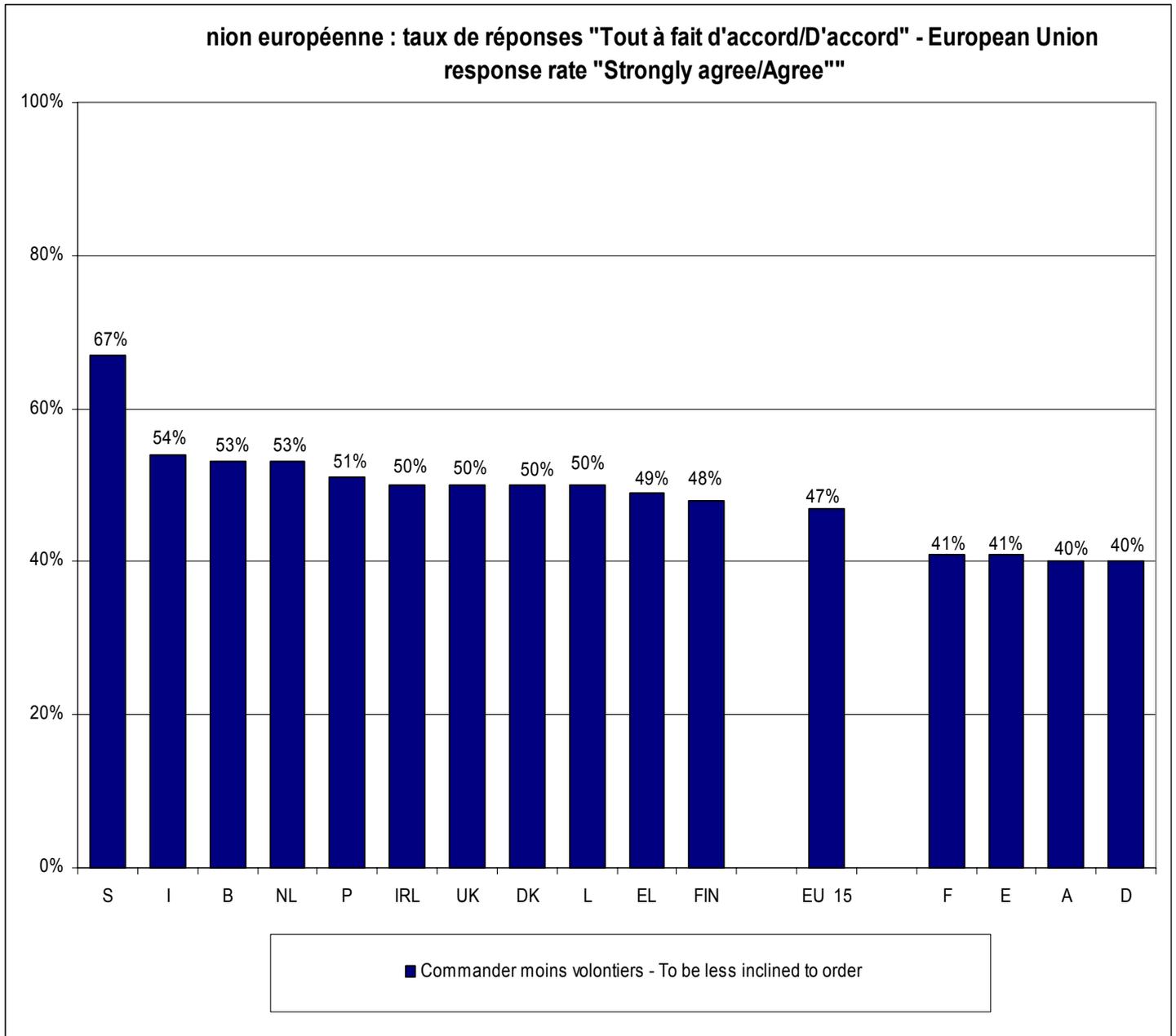


In all countries of the **European Union** a large majority of respondents believe that those who started their own business and failed should be given a second chance. **Sweden** (94%), **Greece** (92%), **Ireland** (92%) and **Spain** (91%) are where this feeling is most pronounced. On the other hand, **Denmark** (69%) and the **Netherlands** (74%) are the countries where this opinion is the least widespread. However, ratios observed in these countries are still significant.

Total % of « Agree »	Being given a second chance		
	2001	2002	2003
EU 15	82%	84%	85%
Belgique	79%	87%	86%
Danmark	72%	73%	69%
Deutschland	78%	81%	80%
Ellas	88%	90%	92%
Espana	91%	91%	92%
France	87%	89%	89%
Ireland	90%	92%	92%
Italy	73%	76%	82%
Luxembourg	82%	81%	89%
Nederlands	83%	82%	74%
Osterreich	68%	71%	82%
Portugal	83%	82%	86%
Finland	84%	89%	89%
Sweden	89%	91%	94%
United Kingdom	84%	84%	86%

For all social and demographic variables we can see strong support in favour of being given a second chance. In other words, this seems to be favoured by all segments of the population.

6. Etes-vous tout à fait d'accord, d'accord, pas d'accord ou pas d'accord du tout, avec les opinions suivantes ?
 e) Je commanderais moins volontiers quelque chose à quelqu'un qui a déjà échoué en affaires
 [LIRE - UNE SEULE REPONSE POUR CHAQUE ITEM] – Résultats 2003
6. Do you strongly agree, agree, disagree or strongly disagree with the following opinion?
 e) I would be less inclined to order goods from someone who has already failed in business
 [READ OUT - ONE ANSWER ONLY FOR EACH ITEM] – Results 2003



As we observed in the previous survey, the European average ratio pertaining to the willingness to order goods from someone who failed in business overshadows some discrepancies when comparing country results in the **European Union**. Clearly, **Sweden** (67%) is where respondents seem the most strongly opposed to the idea of ordering goods from someone who has already failed in business. Furthermore, it is also the country where a large majority are of this opinion. On the other side of the scale, **Germany** and **Austria** are where respondents were the most inclined to order goods even if the supplier has previously failed in business.

Total % of « Agree »	Be less inclined to order goods		
	2001	2002	2003
EU 15	46%	45%	47%
Belgium	49%	51%	53%
Danmark	50%	46%	50%
Deutschland	39%	39%	40%
Ellas	48%	43%	49%
Espana	40%	44%	41%
France	42%	45%	41%
Ireland	42%	50%	50%
Italy	54%	46%	54%
Luxembourg	48%	44%	50%
Nederlands	48%	51%	53%
Osterreich	42%	43%	40%
Portugal	47%	53%	51%
Finland	47%	40%	48%
Sweden	63%	64%	67%
United Kingdom	53%	47%	50%

From a social and demographic viewpoint the overall response rate reflects the average result in the European Union.

6. Etes-vous tout à fait d'accord, d'accord, pas d'accord ou pas d'accord du tout, avec les opinions suivantes ?

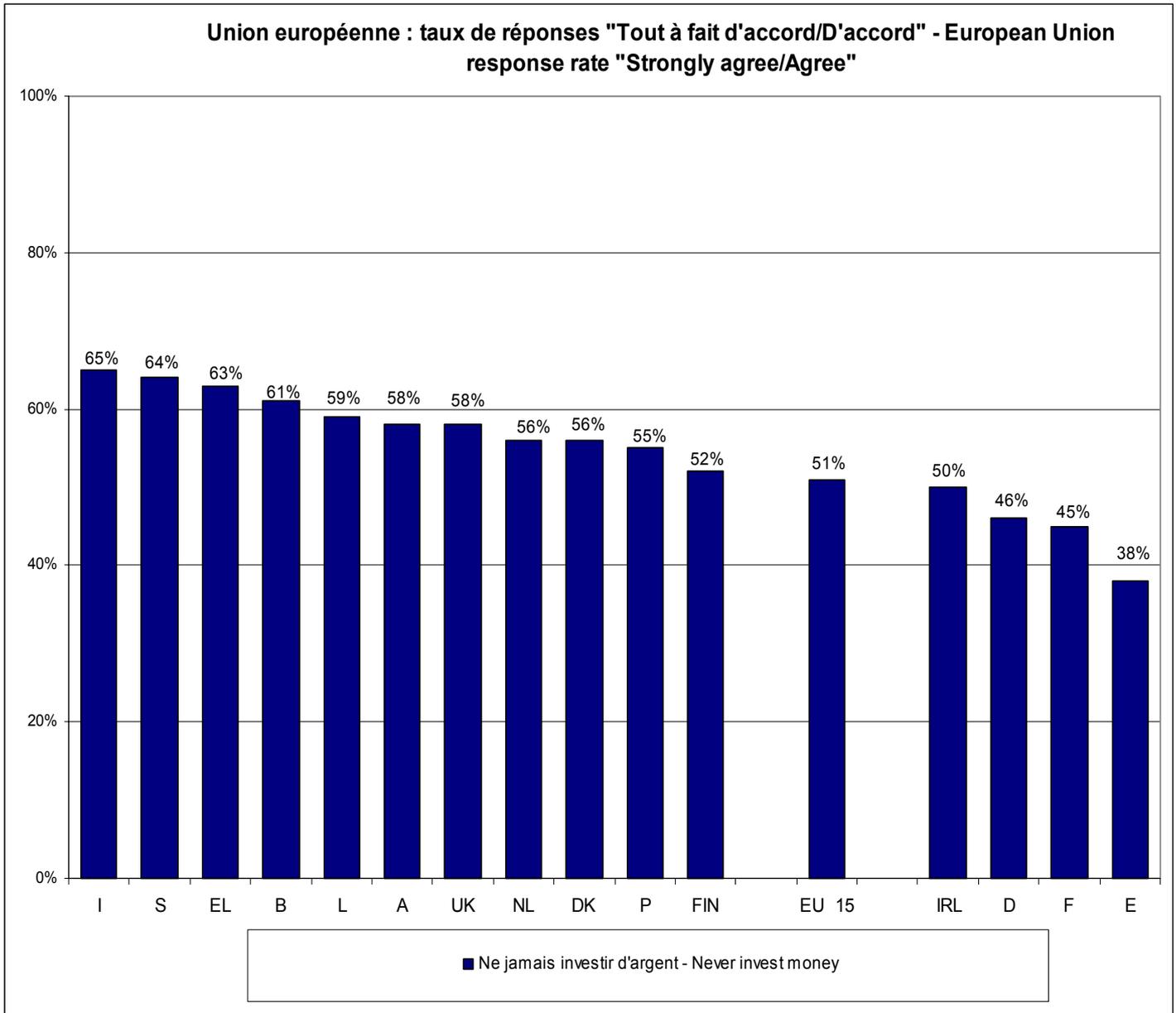
f) Je n'investirais jamais d'argent dans une affaire gérée par quelqu'un ayant échoué par le passé

[LIRE - UNE SEULE REPONSE POUR CHAQUE ITEM] – Résultats 2003

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

f) I would never invest money in a business managed by someone who has already failed in the past

[READ OUT - ONE ANSWER ONLY FOR EACH ITEM] – Results 2003



Just like in the two previous surveys there are discernible discrepancies between the various results observed in the **European Union** Member States when it comes to investing money in a business managed by someone who failed in the past. **Italy** (65%), **Sweden** (64%) and **Greece** (63%) are where people are the least likely to invest money in such a business. On the other hand, respondents in **Germany** (46%), **France** (45%) and especially **Spain** (38%) seem less reluctant to do so.

Total % of « Agree »	Never invest any money		
	2001	2002	2003
EU 15	53%	51%	51%
Belgique	58%	55%	61%
Danmark	56%	53%	56%
Deutschland	51%	48%	46%
Ellas	54%	63%	63%
Espana	43%	42%	38%
France	44%	41%	45%
Ireland	51%	51%	50%
Italy	64%	61%	65%
Luxembourg	53%	53%	59%
Nederlands	49%	57%	56%
Osterreich	55%	57%	58%
Portugal	47%	49%	55%
Finland	52%	53%	52%
Sweden	66%	70%	64%
United Kingdom	55%	54%	58%

Looking at social and demographic variables, there seems to be a trend according to which the older a person is, the less likely he/she is to invest money in a business run by someone who failed in the past. On the other hand, as was observed one year ago, the higher one's level of education the less importance that person seems to grant to the company manager's former career path. No significant discrepancies were noted with regard to the other variables under consideration.

6. Etes-vous tout à fait d'accord, d'accord, pas d'accord ou pas d'accord du tout, avec les opinions suivantes ?

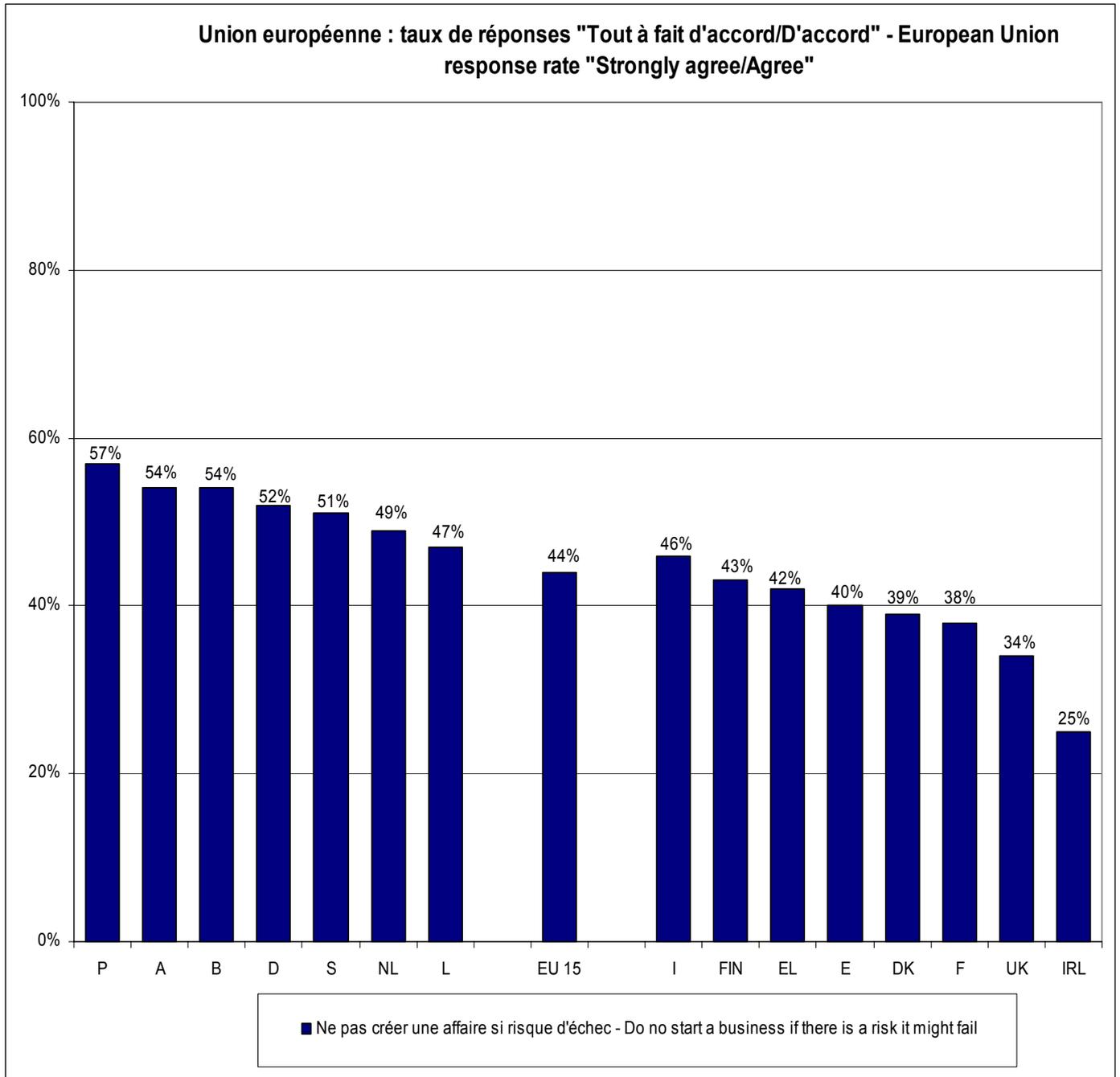
g) On ne devrait pas créer une affaire s'il y a un risque que cela échoue.

[LIRE - UNE SEULE REPONSE POUR CHAQUE ITEM] – Résultats 2003

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

g) One should not start a business if there is a risk it might fail.

[READ OUT - ONE ANSWER ONLY FOR EACH ITEM] – Results 2003



The possibility of failure is once again seen differently depending on the Member State. For example, in **Portugal** (57%), **Austria** (54%), **Belgium** (54%), **Germany** (52%) and **Sweden** (51%), a greater number of respondents feel a business should not be set up if there is a risk it might fail. On the other hand, a majority of opinions expressed in other countries of the **European Union** seem to be in favour of starting a business even if there is a risk of failure. This is especially true in **Ireland**, where only one out of four respondents agreed with this proposition.

Total % « Agree »	Do not set up a company if there is a risk of failure		
	2001	2002	2003
EU 15	43%	46%	44%
Belgique	54%	50%	54%
Danmark	47%	39%	39%
Deutschland	51%	57%	52%
Ellas	46%	48%	42%
Espana	41%	42%	40%
France	33%	42%	38%
Ireland	28%	27%	25%
Italy	48%	44%	46%
Luxembourg	55%	51%	47%
Nederlands	51%	46%	49%
Osterreich	53%	55%	54%
Portugal	53%	53%	57%
Finland	40%	44%	43%
Sweden	51%	55%	51%
United Kingdom	30%	34%	34%

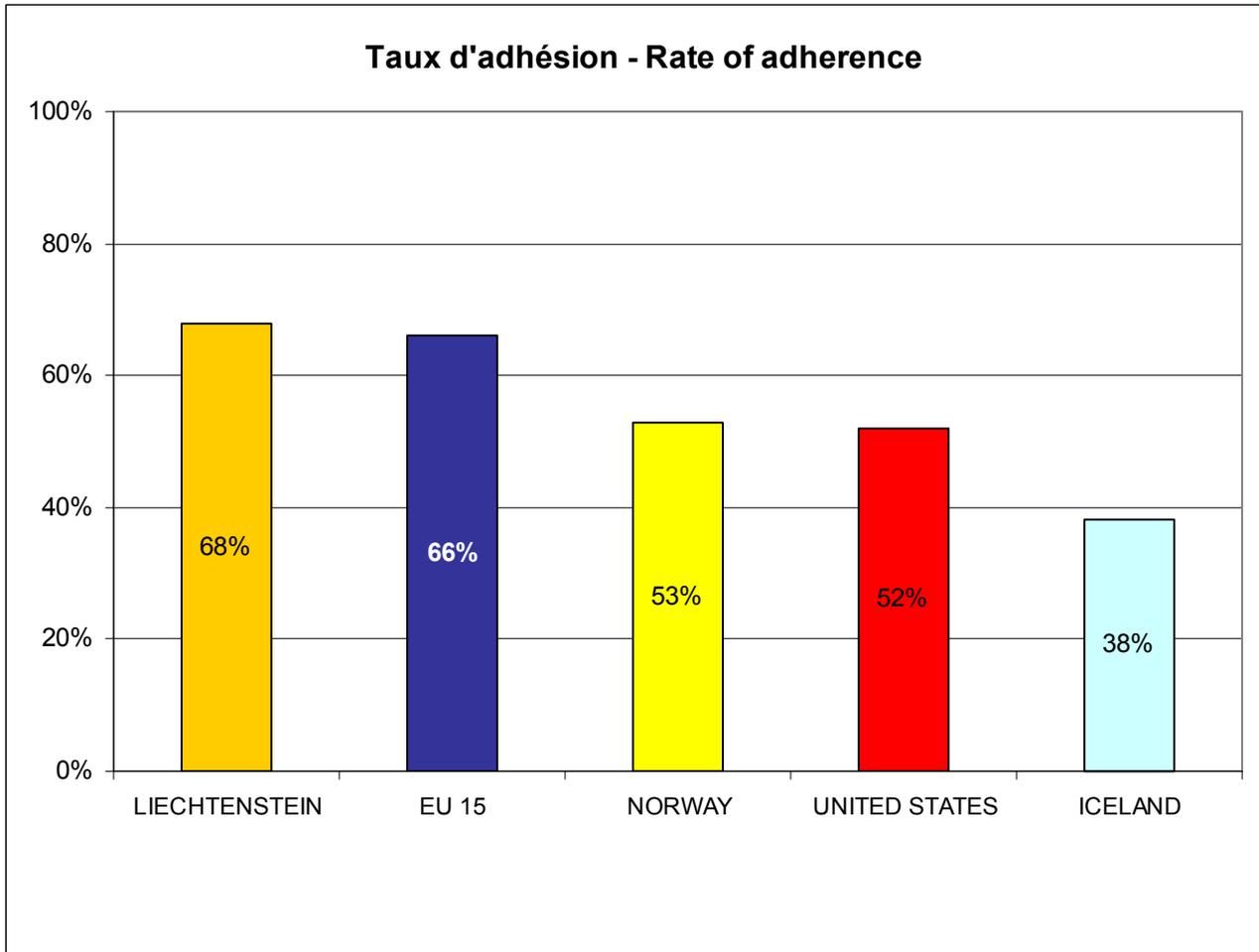
Concerning social and demographic variables, particularly the age brackets, we can see a clear trend according to which the older a person is, the more that person seems to agree with this proposition. On the other hand, the higher one's level of education, the more he/she seems to believe the risk of failure is inherent when setting up a business. This is also true for a majority of respondents of both genders. Manual workers (46%) appear more reluctant to face risk than employees (39%) and the self-employed (38%). However, we should point out that unlike last year, a majority now believe that a business should be set up even if there is a potential risk of failure.

6. Etes-vous tout à fait d'accord, d'accord, pas d'accord ou pas d'accord du tout, avec les opinions suivantes ?

h) Le climat économique n'est pas favorable pour les personnes qui veulent lancer leur propre affaire
[LIRE - UNE SEULE REponse POUR CHAQUE ITEM] – Résultats 2003

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

h) The economic climate is not favourable for people who want to start their own business
[READ OUT - ONE ANSWER ONLY FOR EACH ITEM] – Results 2003



6.4. Perception of the economic environment for setting-up a business

Economic situation believed unfavourable for setting up a business

Liechtenstein (68%) and the **European Union** (66%) are where the greatest number of respondents agreed with the proposition, as more than two out of three believed the economic context was not suitable for new business. In **Norway** (53%) and the **United States** (52%) a majority of respondents (but to a lesser extent) also agreed that the current situation was not conducive to business start-ups.

Lastly, there is an equal number of respondents in **Iceland** who disagreed (37%) and agreed (38%) with the proposition. In other words, the public opinion was particularly divided on the issue, but also undecided if we consider that one out of four respondents failed to answer this question.

6. Etes-vous tout à fait d'accord, d'accord, pas d'accord ou pas d'accord du tout, avec les opinions suivantes ?

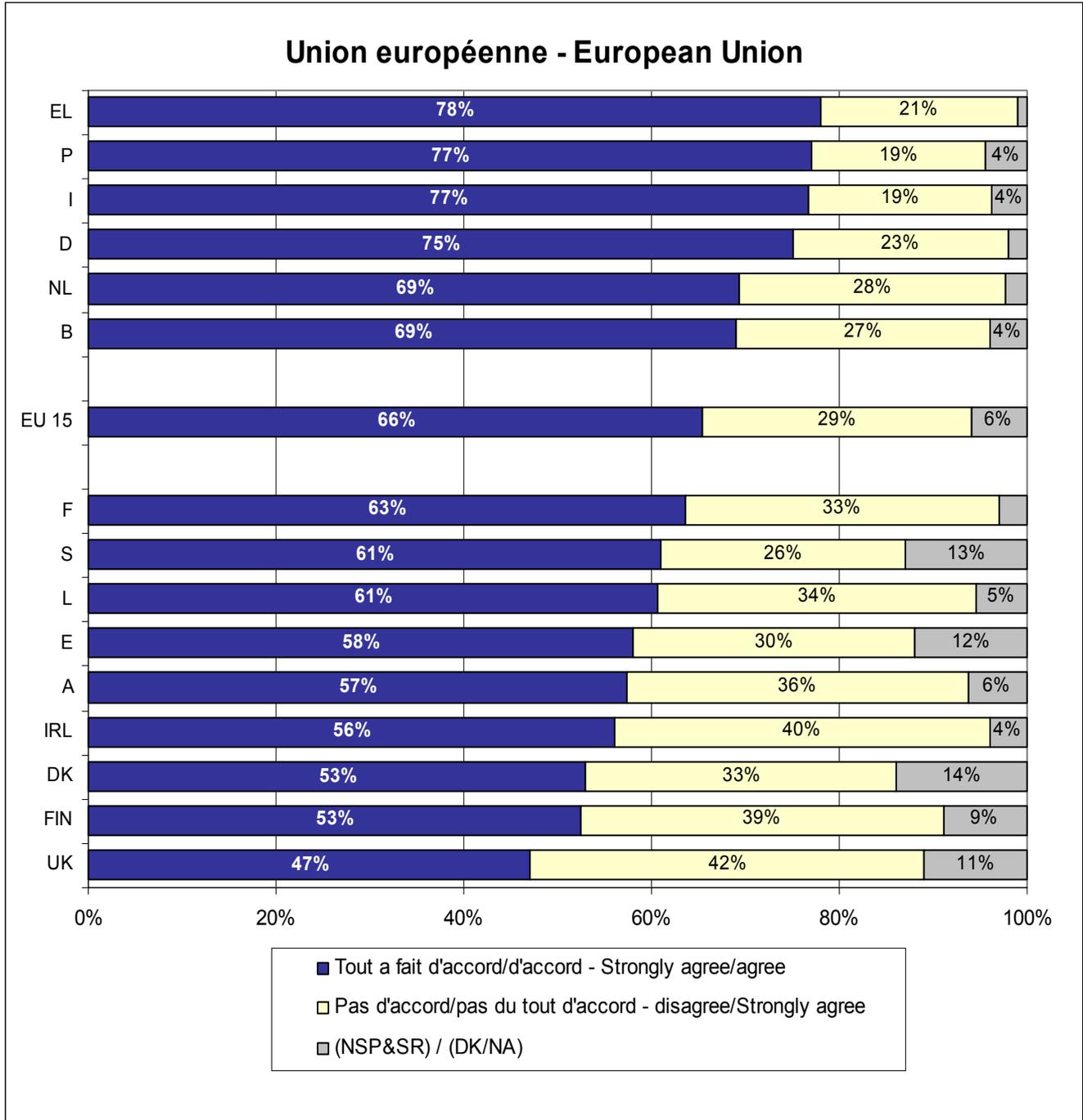
h) Le climat économique n'est pas favorable pour les personnes qui veulent lancer leur propre affaire

[LIRE - UNE SEULE REPONSE POUR CHAQUE ITEM] – Résultats 2003

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

h) The economic climate is not favourable for people who want to start their own business

[READ OUT - ONE ANSWER ONLY FOR EACH ITEM] – Results 2003



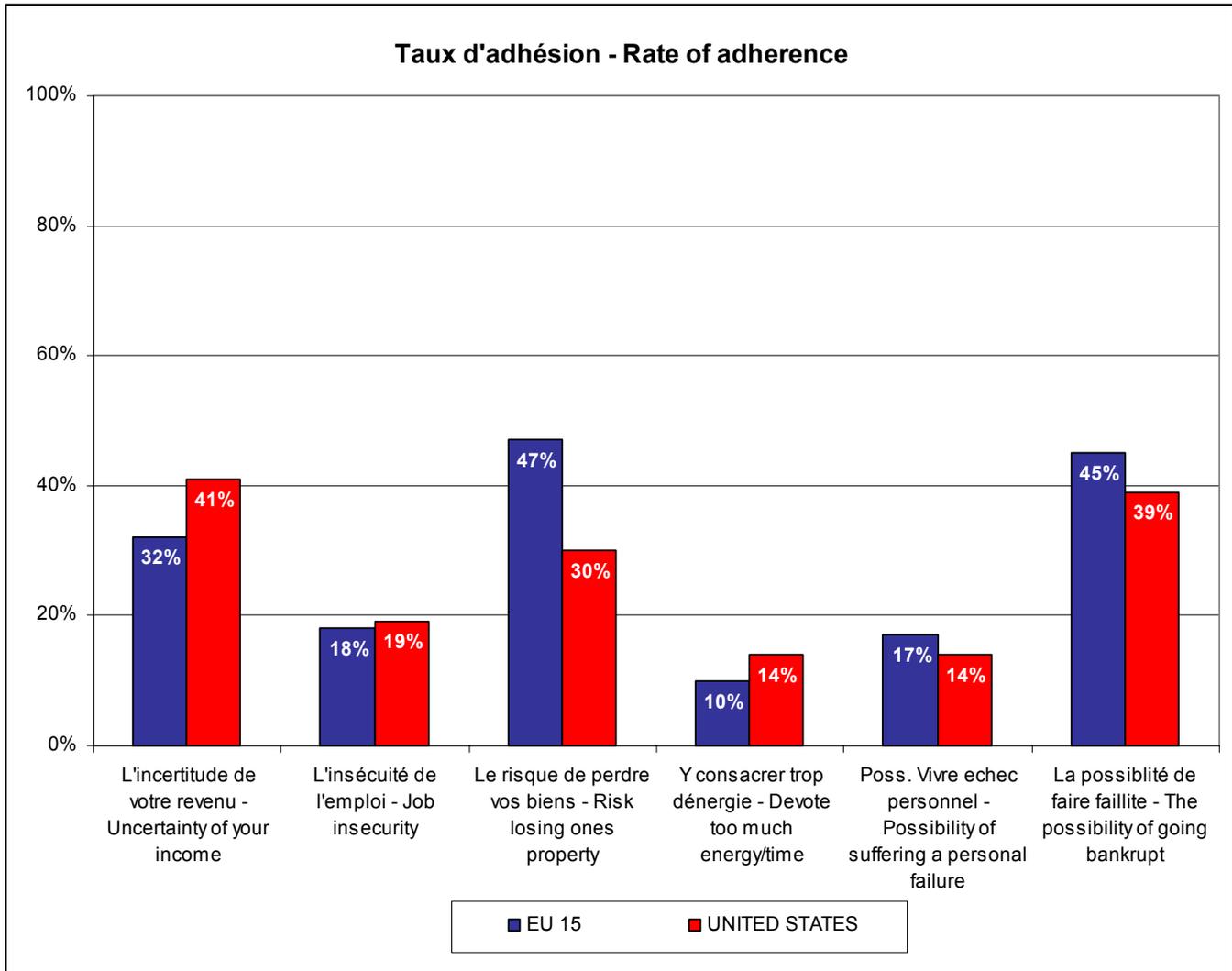
In all countries of the **European Union** a majority of respondents seem to believe that the economic environment is not favourable for people who wish to start a business. However, that generalisation overshadows significant discrepancies between Member States.

Countries where public opinion most strongly agrees with this include **Greece** (78%), **Portugal** (77%), **Italy** (77%) and **Germany** (75%), as three out of four in each of these countries believe the situation is not good for those who wish to start their own business. On the other hand, the majority of respondents sharing that opinion is much less pronounced in the **United Kingdom, Finland, Denmark, Ireland** and **Austria**.

Interestingly, respondents in Portugal, Italy and Greece are among those who voted most often in favour of the self-employed status (see item 1 of this analysis). Yet it is precisely in those countries that the economic environment is the most unfavourable for setting-up a business, acting as a significant barrier to materialise one's wishes.

For all the social and demographic variables we can see a similar distribution of answers as the average result identified at the European Union level. In other words, the economic situation for setting-up a business is seen as equally unfavourable by all segments of the population.

7. Si vous deviez créer une affaire de nos jours, quels sont les deux risques que vous craindriez le plus ? Est-ce :...
 [LIRE - ROTATION - DEUX REPONSES AU MAXIMUM] – Résultats 2003
 7. 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] – Results 2003



7. Risks most feared

The loss of one's property and the spectre of bankruptcy

Opinions expressed by **European Union** citizens follow what has been previously observed: as was the case over the last two years the risk of losing one's property (47%) and going bankrupt (45%) are once again seen by respondents in the **European Union** as the two major risks to be expected when starting a business. Again, uncertain income ranks third, quoted by 32% of respondents. Results therefore seem stable from one year to the next.

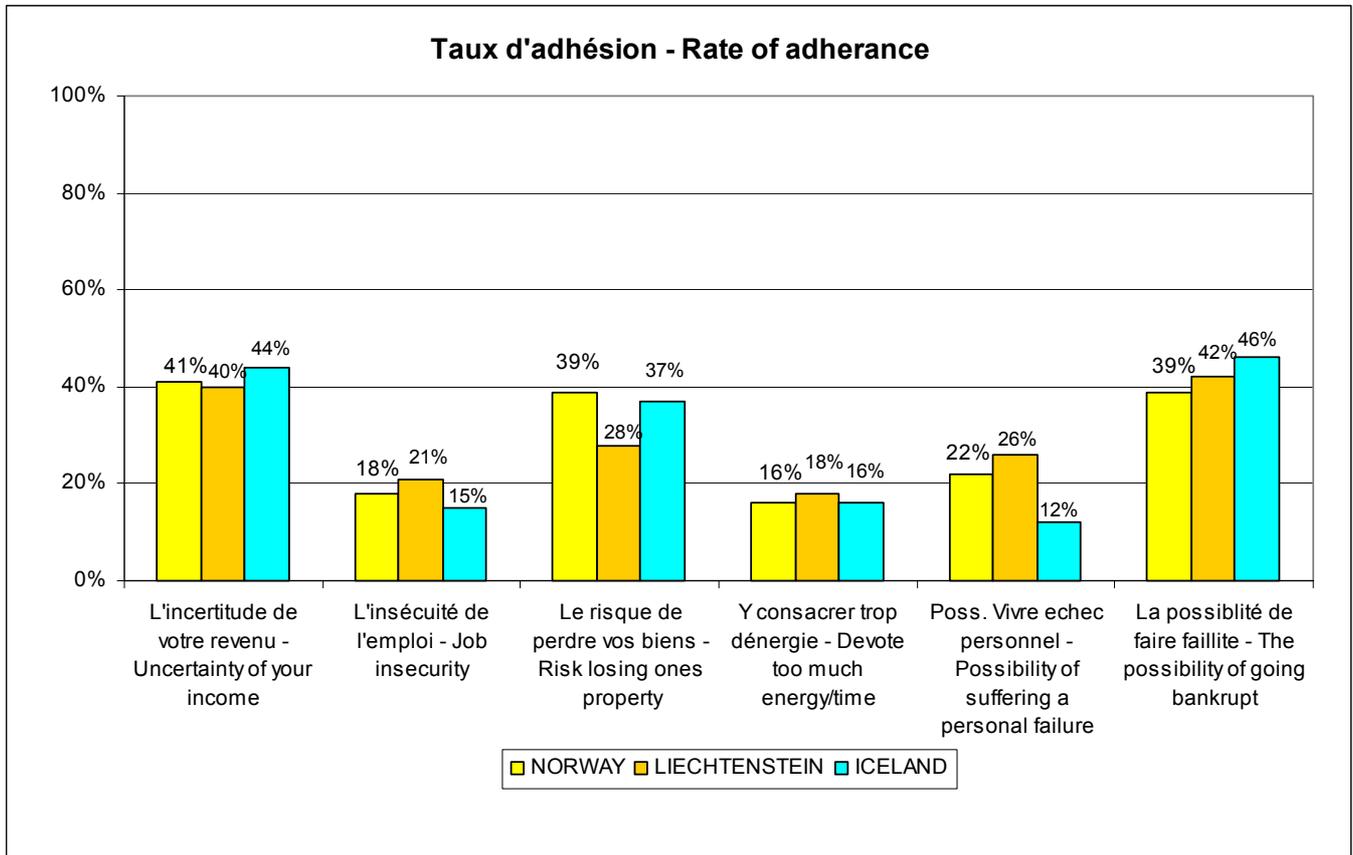
On the other hand, while last year respondents in the US seemed just as concerned about uncertain income, the possibility of going bankrupt and losing one's property, this time respondents seemed preoccupied by the first two aspects only.

As for the other possible risks, personal failure, job insecurity or devoting too much energy, do not seem to really be a worry for respondents in the **European Union** and the **United States**.

We can however point out that job insecurity seems to be feared by US respondents more so this time than previously, as nearly one out of five respondents (19%, +6 points) claimed to be concerned by this: this is slightly higher than the average result in the European Union (so far, the EU had always outdone the **United States** on this particular aspect).

		European Union	United States
Uncertain income	2001	30%	43%
	2002	33%	45%
	2003	32%	41%
Job insecurity	2001	17%	13%
	2002	19%	13%
	2003	18%	19%
The risk of losing one's property	2001	45%	28%
	2002	50%	39%
	2003	47%	30%
Devoting too much energy	2001	12%	17%
	2002	12%	15%
	2003	10%	14%
Possibility of suffering personal failure	2001	18%	15%
	2002	16%	18%
	2003	17%	14%
Possibility of going bankrupt	2001	44%	33%
	2002	44%	49%
	2003	45%	39%

7. Si vous deviez créer une affaire de nos jours, quels sont les deux risques que vous craindriez le plus ? Est-ce ...
 [LIRE - ROTATION - DEUX REPONSES AU MAXIMUM] – Résultats 2003
 7. 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] – Results 2003

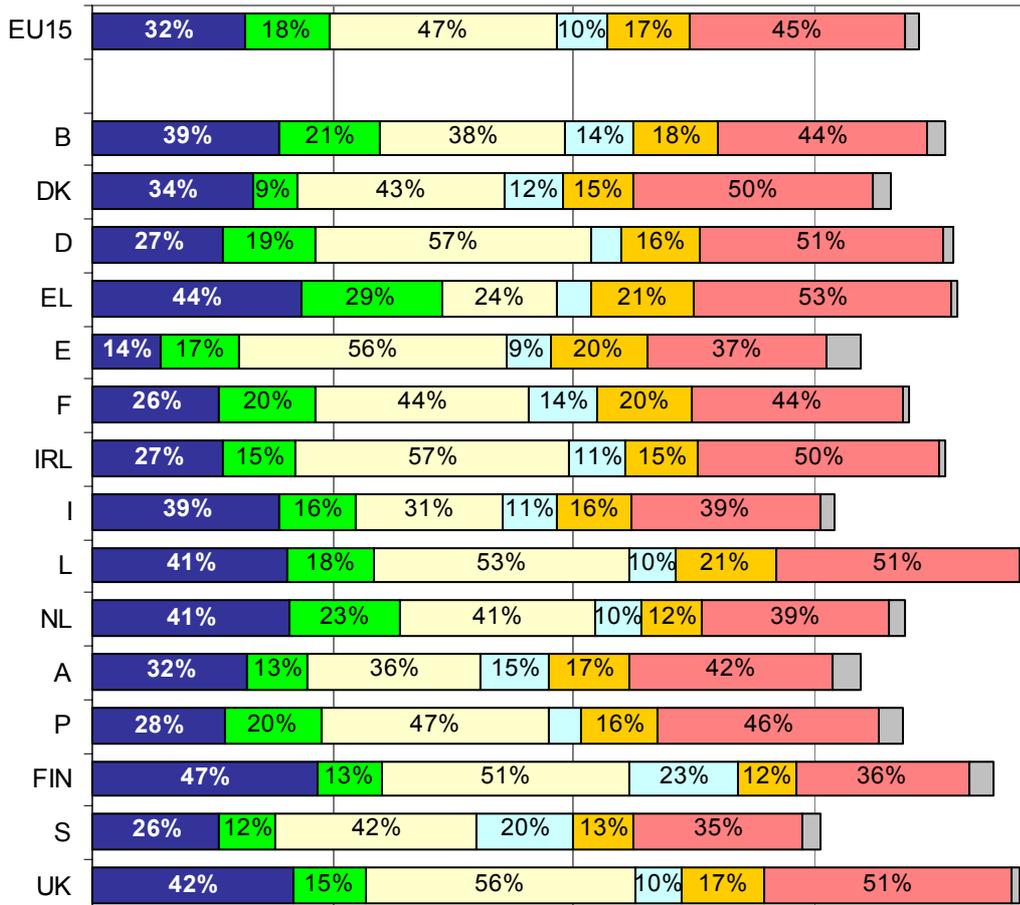


Comparatively, we can say that the main concerns of respondents in **Liechtenstein**, **Norway** and **Iceland** include uncertain income, the possibility of going bankrupt and the risk of losing one's property. We can point out that respondents in **Iceland** seem to be less concerned than others on this last issue. In addition, suffering personal failure in **Norway** (22%) and **Liechtenstein** (26%) seems to be feared by at least one of out five people.

	Uncertain income		Job insecurity		Risk of losing one's property		Devoting too much energy		Possibility of suffering personal failure		The possibility of going bankrupt	
	2002	2003	2002	2003	2002	2003	2002	2003	2002	2003	2002	2003
Norway	46%	41%	16%	18%	37%	39%	18%	16%	10%	22%	51%	39%
Iceland	45%	44%	16%	15%	37%	37%	9%	16%	17%	12%	39%	46%
Liechtenstein	41%	40%	19%	21%	32%	28%	18%	18%	20%	26%	39%	42%

7. Si vous deviez créer une affaire de nos jours, quels sont les deux risques que vous craindriez le plus ? Est-ce :..
 [LIRE - ROTATION - DEUX REPONSES AU MAXIMUM] – Résultats 2003
 7. 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] – Results 2003

Union européenne - European Union



- L'incertitude votre revenu / The uncertainty of your income
- L'insécurité de l'emploi / Job insecurity
- Le risque de perdre vos biens / The risk of losing your property
- Devoir y consacrer trop d'énergie ou de temps / The need to devote too much energy or time to it
- La possibilité de vivre un échec personnel / The possibility of suffering a personal failure
- La possibilité de faire faillite / The possibility of going bankrupt
- (NSP&SR) / (DK/NA)

At the **European Union** level, according to countries:

- Once again, the same groups emerged as the most fearful of the risk of losing one's property, with the highest agreement rates in **Germany** (57%), the **United Kingdom** (56%) and **Spain** (56%). In addition, this group of countries is joined by **Ireland**, where 57% of respondents feared for their property. This feeling is little widespread in **Greece** (24%) and in **Italy** (31%): this was also the case one year ago.
- The possibility of going bankrupt appears to be of greatest concern to respondents in **Greece** (53%), the **United Kingdom** (51%), **Germany** (51%), **Luxembourg** (51%), **Denmark** (50%) and **Ireland** (50%), unlike **Sweden** (35%), **Finland** (36%) and **Spain** (37%) where this likelihood seems to raise little fear among the public.
- Uncertain income is especially worrying for respondents in **Finland** (47%) and **Greece** (44%), unlike people in **Spain** (14%) where this is of little concern.
- As for job insecurity, it is once again least feared in **Denmark** (9%). However, this is of greater concern for people in **Greece** (29%) and the **Netherlands** (23%).
- More than anywhere else respondents would suffer most from personal failure in **Greece** (21%), **Luxembourg** (21%) and **Spain** (20%) as well as **France** (20%). On the other hand, this seems least feared in the **Netherlands** (12%) and **Finland** (12%).
- Devoting too much energy to one's business seems to be of most concern in **Finland** (23%) and **Sweden** (20%). Once again, this seems to be much less feared by respondents in **Germany** (6%), **Portugal** (7%) and **Greece** (7%).

From a social and demographic point of view all segments of the population once again seemed to be mainly concerned about the risk of losing one's property, the possibility of going bankrupt and uncertain income. In other words, as was the case in the previous two surveys, results obtained do indeed reflect the average result in the European Union.

With regard to the education variable, those who are still studying are much more susceptible (just like last year) to the possibility of going bankrupt (56%) and more than any other category to the possibility of suffering personal failure (21%). In addition, they once again seem slightly less concerned about the risk of losing their property (41%) than those who finished their studies. However, it should be noted that the rate is significant all the same. Moreover, just like last year there seems to be a trend according to which the fear of uncertain income generated by a new business is directly proportional to the level of education.

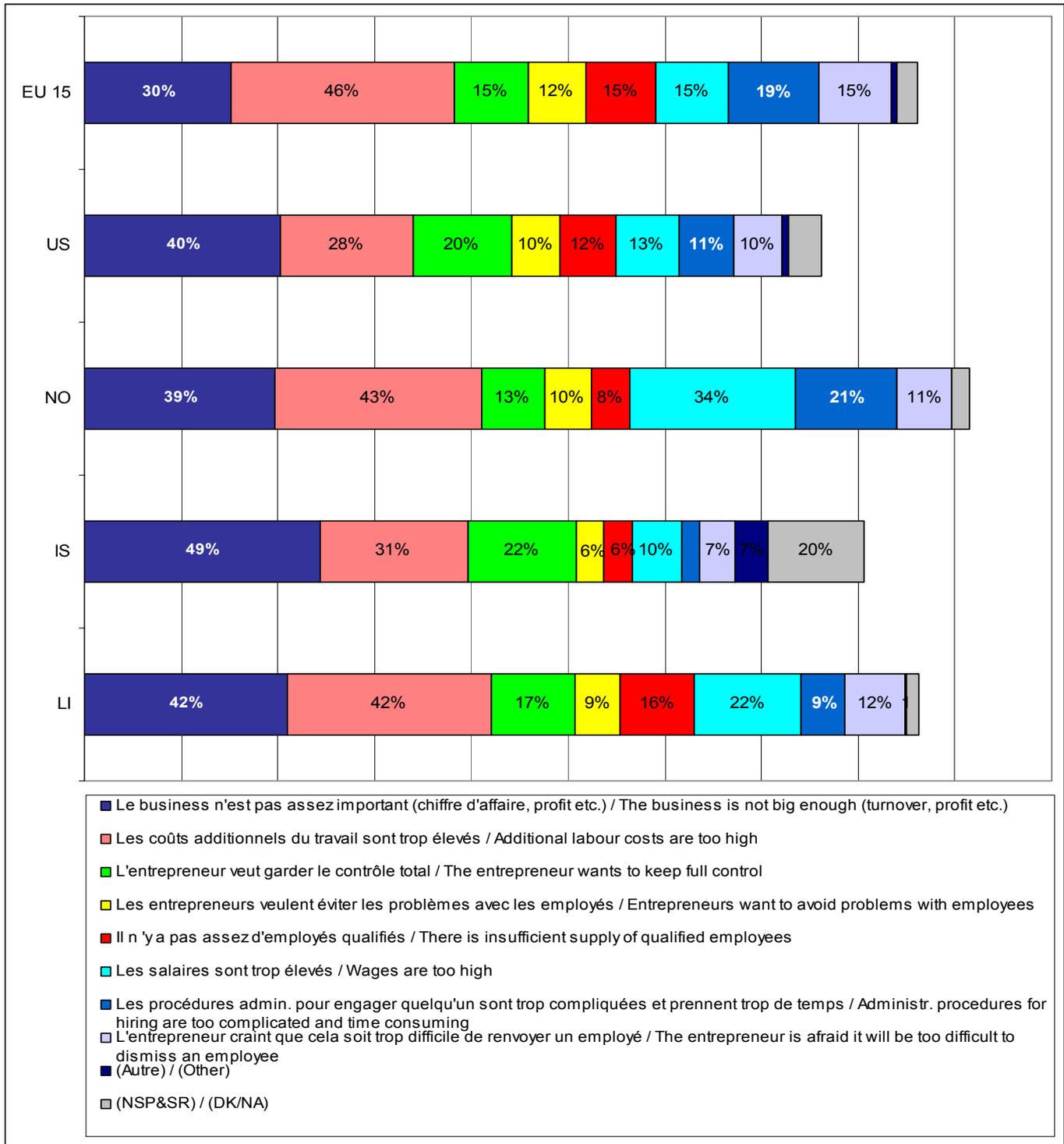
Lastly, the self-employed seem less concerned than the other occupational categories by the risk of losing their property (40%) and the possibility of going bankrupt (41%).

Q8. La plupart des entreprises sont limitées à une seule personne, ce qui signifie que l'entrepreneur n'emploie personne. Parmi les propositions suivantes, quelles sont les deux principales raisons qui pourraient expliquer le plus ce fait ?

[LIRE - DEUX REPONSES AU MAXIMUM]

Q8, Most of the businesses are so-called one-person businesses meaning that the entrepreneur does not employ anybody. Among the following what are the two main reasons that could most explain this fact?

[READ OUT - MAXIMUM TWO ANSWERS]



- Le business n'est pas assez important (chiffre d'affaire, profit etc.) / The business is not big enough (turnover, profit etc.)
- Les coûts additionnels du travail sont trop élevés / Additional labour costs are too high
- L'entrepreneur veut garder le contrôle total / The entrepreneur wants to keep full control
- Les entrepreneurs veulent éviter les problèmes avec les employés / Entrepreneurs want to avoid problems with employees
- Il n'y a pas assez d'employés qualifiés / There is insufficient supply of qualified employees
- Les salaires sont trop élevés / Wages are too high
- Les procédures admin. pour engager quelqu'un sont trop compliquées et prennent trop de temps / Administr. procedures for hiring are too complicated and time consuming
- L'entrepreneur craint que cela soit trop difficile de renvoyer un employé / The entrepreneur is afraid it will be too difficult to dismiss an employee
- (Autre) / (Other)
- (NSP&SR) / (DK/NA)

8. Single-person businesses

We first attempted to understand the reasons that might prompt most businesses to employ only one person. At a later stage, we wanted to ascertain the public's perception about the time needed to go through all the red tape when hiring the first employee.

8.1. Reasons some businesses are restricted to a single person

The additional labour costs and limited scope of business activity are seen as the two main reasons for which businesses are limited to a single person

In each of the geographical areas involved in this survey respondents identified additional labour costs and the fact that the business was not big enough as the two main reasons to explain why entrepreneurs would only hire one person.

Citizens in the **European Union** and **Norway** seem to be more concerned about additional labour costs than the size of the business itself. Conversely, for respondents in the **United States** and **Iceland**, the second proposition was most often voted for. Respondents in **Liechtenstein** seemed more divided on these two aspects. However, the importance granted to each of these two aspects depends on the origin of respondents.

If we only take into account the aspect pertaining to additional labour costs we can see that the highest ratio can be found in the **European Union** (46%). In **Norway** and **Liechtenstein**, 43% and 42% of respondents, respectively, believed such costs would thwart the hiring of personnel. Less than one out of three respondents in **Iceland** (31%) and the **United States** (28%) shared such views.

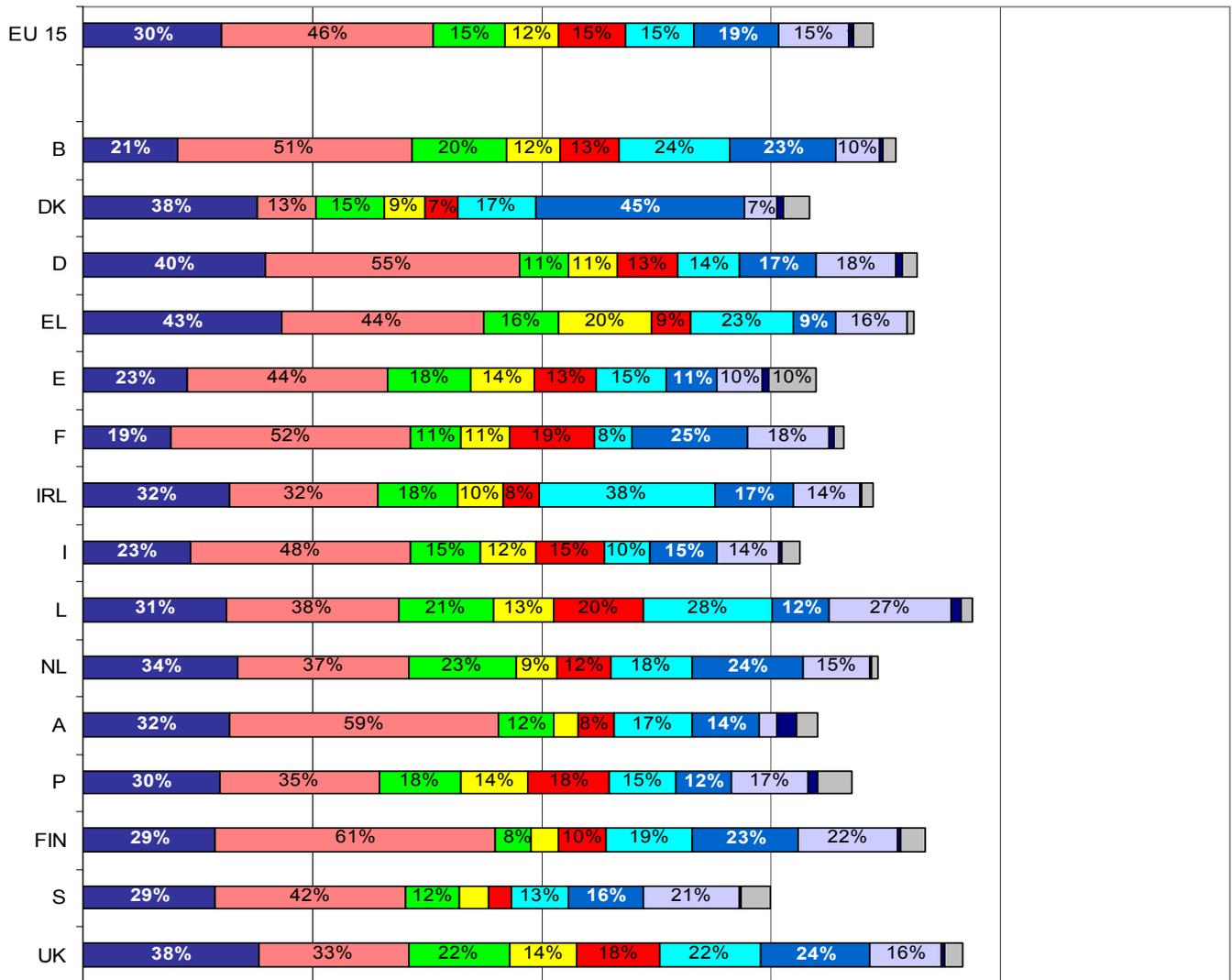
On the other hand, the highest number of respondents who believe the size of the business can serve as the reason employers are forced to give up the idea of hiring personnel is to be found in **Iceland** (49%). A major share of opinions in **Liechtenstein** (42%), the **United States** (40%) and **Norway** (39%) also believe that a business is restricted to a single person due to its limited scope of activities. Lastly, within the **European Union**, one out of three respondents (30%) seem to agree with this.

Comparatively, respondents in **Norway** and **Liechtenstein** (34% and 22%, respectively) believe that a business activity is limited to a single person because the wages in force are too high. One out of five respondents in the **United States** (20%) and **Iceland** (22%) believes an entrepreneur does not hire personnel due to the fear of losing his/her business. Lastly, respondents in **Norway** (21%) and the **European Union** (19%) seem to outnumber all the others in believing that red tape may serve as an obstacle when hiring personnel.

Q8. La plupart des entreprises sont limitées à une seule personne, ce qui signifie que l'entrepreneur n'emploie personne. Parmi les propositions suivantes, quelles sont les deux principales raisons qui pourraient expliquer le plus ce fait ?
[LIRE - DEUX REPONSES AU MAXIMUM]

Q8. Most of the businesses are so-called one-person businesses meaning that the entrepreneur does not employ anybody. Among the following what are the two main reasons that could most explain this fact?
[READ OUT - MAXIMUM TWO ANSWERS]

Union européenne- European Union



- Le business n'est pas assez important (chiffre d'affaire, profit etc.) / The business is not big enough (turnover, profit etc.)
- Les coûts additionnels du travail sont trop élevés / Additional labour costs are too high
- L'entrepreneur veut garder le contrôle total / The entrepreneur wants to keep full control
- Les entrepreneurs veulent éviter les problèmes avec les employés / Entrepreneurs want to avoid problems with employees
- Il n'y a pas assez d'employés qualifiés / There is insufficient supply of qualified employees
- Les salaires sont trop élevés / Wages are too high
- Les procédures admin. pour engager quelqu'un sont trop compliquées et prennent trop de temps / Administr. procedures for hiring are too complicated and time consuming
- L'entrepreneur craint que cela soit trop difficile de renvoyer un employé / The entrepreneur is afraid it will be too difficult to dismiss an employee
- (Autre) / (Other)
- (NSP&SR) / (DK/NA)

With regard to results at the **European Union** level, a majority of respondents in twelve of the fifteen Member States believe that additional labour costs are the main reason businesses are limited to a single person.

The only exceptions to this view are to be found in **Denmark**, where respondents seem more concerned about administrative costs (45%), **Ireland**, where a majority of respondents quoted high wages (38%), and the **United Kingdom**, where the issue of the size of the activity is more often referred to by respondents (38%).

In addition, there are marked discrepancies between results observed for countries where additional costs were more often quoted. **Finland** (61%), **Austria** (59%) and **Germany** (55%) are where people mostly believe that additional labour costs hinder the hiring of personnel. On the other hand, opinions were less clear-cut on this aspect in **Portugal** (35%), the **Netherlands** (37%) and **Luxembourg** (38%).

In terms of the social and demographic variables a trend seems to emerge according to which the younger the respondent, the more he or she believes that most businesses are limited to a single person because the business is too small. A correlation is also found between the younger categories and the level of control the entrepreneur would like to keep over his or her business. On the other hand, the older the respondent, the more that person believes that an entrepreneur does not hire personnel because he or she fears it would prove to difficult to fire an employee.

In terms of education, the longer one's education, the more that person believes the smaller size of the business explains the single person limitation.

On the occupational group variables, employees (37%) outnumber the other groups in believing that the smaller size of the business plays a more or less important role. The self-employed (21%) are more inclined to believe that the complications of firing an employee may help explain this.

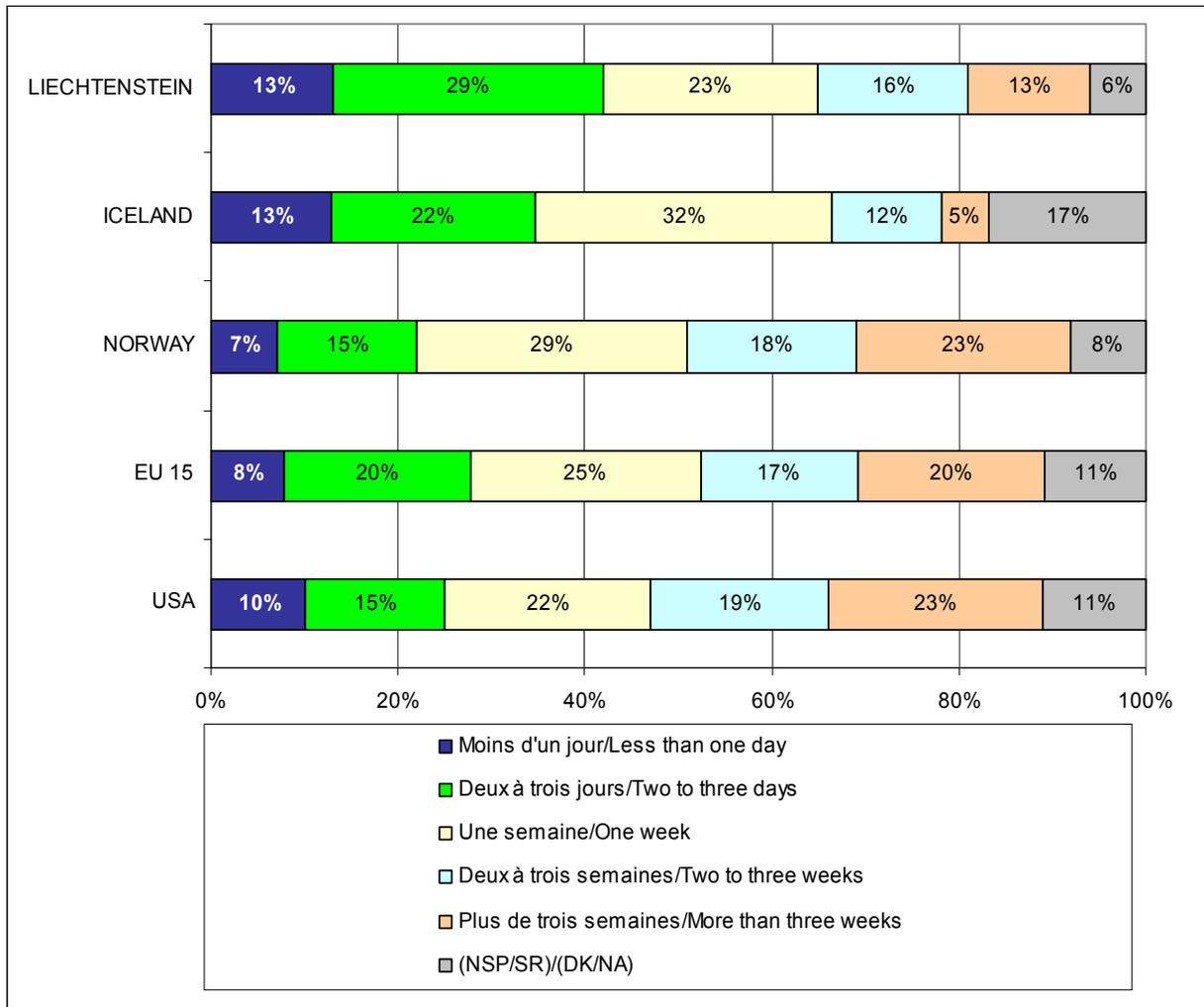
Lastly, we can see that for respondents with at least one parent who is/was an employee are more likely to believe that an entrepreneur will not hire someone because the size of his or her business does not allow for this.

Q9. Combien de temps pensez-vous qu'il faille à une entreprise limitée à une seule personne pour accomplir toutes les démarches administratives lorsqu'elle engage un premier employé?

[LIRE - UNE REPONSE]

Q9. How much time do you think is needed for a one-person-business to get through all administrative procedures when an entrepreneur hires the first employee?

[READ OUT - ONE ANSWER ONLY]



8.2. The time needed before a single-person business hires its first employee

Equivalent durations in both the United States and the European Union

It clearly appears that the way respondents perceive this issue varies greatly from one area to the next. For example, respondents in **Liechtenstein** mostly believe that when a single entrepreneur wants to hire his or her first employee he or she will have to deal with administrative procedures lasting two to three days (29%) or up to a week (23%). This is also true in **Iceland**, except that respondents voted mostly for the one-week period (32%) compared to the two to three day answer (22%). We can point out the high number of people in the latter country (17%) who did not seem to have any clear idea on the subject.

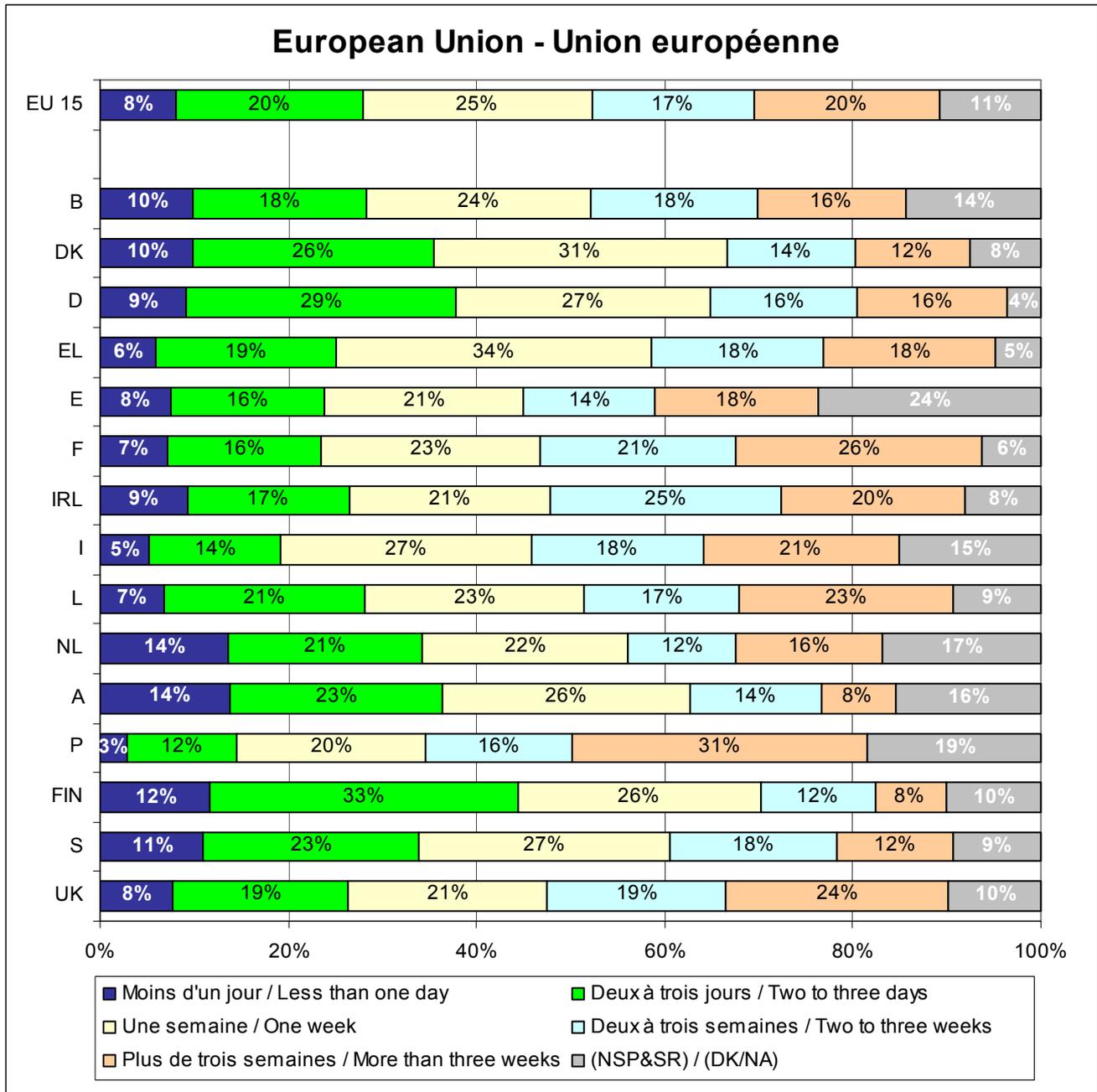
In **Norway**, the **United States** and within the **European Union**, a majority of people reason in terms of weeks rather than days. Only 22% of respondents in **Norway**, 25% in the **United States** and 28% in the European Union believe a single-person business requires three days at the most if it wants to hire its first employee and more than two out of three respondents in these three geographical areas believe that at least a week is necessary.

Q9. Combien de temps pensez-vous qu'il faille à une entreprise limitée à une seule personne pour accomplir toutes les démarches administratives lorsqu'elle engage un premier employé?

[LIRE - UNE REPONSE]

Q9. How much time do you think is needed for a one-person-business to get through all administrative procedures when an entrepreneur hires the first employee?

[READ OUT - ONE ANSWER ONLY]



A large majority of citizens in the European Union (62%) therefore believe that a single-person business requires at least a week to carry out all the administrative procedures when hiring a first employee. This result was obtained throughout the European Union and in the various Member States, with the exception of **Finland**, where respondents were divided on the issue, as 45% of them believed red tape would monopolize an entrepreneur for at least three days, while 46% believed such procedures would take at least a week.

If we take a look at results country by country and if we focus on the highest ratios obtained for the various propositions on each issue, a group of countries, where a majority of respondents believe administrative procedures would take one week, stands out. However, it should be said that this majority is higher in some countries than in others. For example, a relatively large group of respondents in **Greece** (34%), **Denmark** (31%), **Italy** (27%) and **Belgium** (24%) believe administrative procedures would take a week, while in the **Netherlands** (22%), **Austria** (26%) and **Sweden** (27%) that majority seems even more relative.

It appears that a majority of respondents in **Portugal** (31%), **France** (26%) and the **United Kingdom** (24%) believe a single entrepreneur would have to go through three weeks of red tape to hire his or her first employee, compared to two to three weeks in **Ireland** (25%).

On the other hand, most of the respondents in **Finland** (33%) and **Germany** (29%) believe that an employer would need to spend two to three days to complete all the administrative steps.

We can also note that respondents in **Luxembourg** were divided between the likelihood of procedures lasting two to three days (21%), one week (23%) or more than three weeks (23%), and that a majority of respondents (24%) in **Spain** did not provide any answers on the issue. Among those who did give an answer, 21% agreed the time needed would be one week.

In light of these results it is clear that respondents from one Member State to the other view the difficulties and time needed to carry out administrative procedures when hiring the first employee quite differently.

Lastly, with regard to occupational categories, a majority of both women (24%) and men (26%) believe it would take a week to get through all the red tape. This predominant feeling is shared across the various age groups.

CONCLUSION

Throughout these surveys some strong trends have emerged even though they were somewhat subjected to the economic environment at the time. For example, respondents within the European Union still seem to be divided on the employee or self-employed status. However, it is still the same categories of people, namely men, the younger people and those with at least one parent who was or is self-employed who are the most strongly attracted to the setting-up of a business.

However, citizens of the European Union still believe that administrative and financial barriers severely hamper starting-up a business, and more so on this side of the Atlantic than the United States for example. In addition, a majority of respondents believe the current economic climate is not conducive to the setting-up of any new structure. When compared to other aspects, this macro-economic dimension follows behind the purely procedure-type difficulties.

And lastly, it appears that respondents still seem ready to grant a second chance to, and to order goods from, someone who failed in the past, and that once again the risk of failure is associated by a majority of respondents with the fact of being inherent to the setting-up of a business.

A major change has apparently taken place in the European Union's public opinion: there are more respondents now than before who have already considered setting up a business; particularly, a larger proportion of respondents said they were ready to pay or dedicate some of their free time to following classes on how to manage and set up a business. This further corroborates the result according to which a majority of citizens in all Member States believe that basic knowledge required to start a business can be taught.

Setting up a business and following classes to learn the basics of management are the two ideas that seem to be more widespread than before among citizens of the European Union. However, it should be said that such a frame of mind has not yet materialised in the actual increase of the number of businesses recently set up. Nevertheless when you consider that entrepreneurship is first and foremost a state of mind and a matter of commitment, we can only be optimistic especially if respondents confirm their willingness in the future.

ANNEXES

1. Supposons que vous puissiez choisir entre divers types de métiers, que préférez-vous : - être un employé - ou être indépendant ? [LIRE - UNE SEULE REPONSE]
1. Suppose you could choose between different kinds of jobs, which one would you prefer : - Being an employee - or being self-employed ? [READ OUT – ONE ANSWER ONLY]

	Employé	Indépendant	(aucun des deux)	(nsp/s.r)	BASE
	Employee	Self-employed	(none of these)	dk/n.a.	
ICELAND	34%	55%	1%	10%	501
NORWAY	52%	43%	1%	5%	503
USA	37%	59%	2%	2%	1011
LIECHTENSTEIN	43%	55%	0%	2%	500
UE 15					
UE 15	49%	47%	2%	2%	10024
BELGIQUE					
BELGIQUE	61%	34%	3%	2%	519
DANMARK					
DANMARK	59%	37%	1%	3%	500
DEUTSCHLAND					
DEUTSCHLAND	53%	44%	1%	2%	1000
ELLAS					
ELLAS	48%	51%	1%	0%	500
ESPANA					
ESPANA	35%	57%	1%	7%	1001
FRANCE					
FRANCE	54%	43%	2%	1%	1002
IRELAND					
IRELAND	41%	57%	1%	1%	500
ITALIA					
ITALIA	39%	57%	3%	1%	1001
LUXEMBOURG					
LUXEMBOURG	53%	45%	1%	1%	500
NEDERLAND					
NEDERLAND	64%	35%	1%	1%	500
OSTERREICH					
OSTERREICH	60%	35%	2%	4%	500
PORTUGAL					
PORTUGAL	27%	67%	4%	2%	500
FINLAND					
FINLAND	70%	26%	1%	4%	500
SWEDEN					
SWEDEN	59%	34%	2%	5%	500
UNITED KINGDOM					
UNITED KINGDOM	51%	46%	2%	1%	1001
SEXE - SEX					
Male	44%	52%	2%	2%	4738
Female	54%	43%	2%	2%	5286
AGE - AGE					
15 24	41%	57%	1%	2%	1035
25 39	51%	47%	1%	2%	2796
40 54	52%	44%	1%	3%	2625
55&+	50%	45%	4%	2%	3128
EDUCATION					
15&-	48%	47%	3%	2%	2095
16 20	52%	45%	2%	2%	3999
21&+	52%	45%	1%	3%	2681
Aux études - Still studying	37%	61%	1%	2%	1008
PROFESSION - OCCUPATION					
Indépendant - Self-employed.	20%	79%	1%	1%	996
Employé - Employee	59%	38%	1%	2%	3208
Ouvrier - Manual worker.	56%	41%	1%	2%	1314
Sans act.prof. - No prof.activ.	47%	49%	3%	2%	4450
HABITAT - LOCALITY TYPE					
Métropoles - Metropolitan	49%	47%	2%	3%	2795
Centres urbains - Urban zone	50%	47%	2%	2%	3912
Zone rurale - Rural zone	48%	48%	2%	2%	3317
MILIEU ORIGINE - BACKGROUND					
Indépendant(s) - Self-employed	40%	56%	2%	2%	2343
Indép.& salarié - Self & employee	51%	46%	1%	2%	891
Salarié(s) - Employee(s)	52%	44%	2%	2%	6438

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SEPTEMBRE/SEPTEMBER 2003

2. Avez-vous créé une entreprise récemment ou avez-vous entrepris des démarches dans ce sens ? [LIRE - UNE SEULE REPONSE]
2. Have you started a business recently or are you taking steps to start one ? [READ OUT - ONE ANSWER ONLY]

	Jamais venu à l'esprit	Est en train d' y penser	Y a renoncé	Entreprnd des demarches	Créé/repris une entr. ces 3 ans	Créé/repris une entr. +de 3 ans	Plus entrepreneur actuellement	(nsp/s.r.)	BASE
	Never came to his/her mind	Is thinking about it	Gave up	Curr. taking steps to start	Started/taken over last 3 years	Started/taken over more 3 years	No longer an entrepreneur	(dk/n.a.)	
ICELAND	47%	16%	4%	2%	2%	11%	10%	8%	501
NORWAY	53%	9%	11%	2%	4%	11%	11%	0%	503
USA	46%	20%	2%	5%	6%	3%	3%	16%	1011
LIECHTENSTEIN	43%	13%	16%	3%	3%	11%	6%	5%	500
UE 15									
UE 15	57%	13%	10%	2%	2%	6%	9%	2%	10024
BELGIQUE	63%	8%	10%	2%	2%	5%	7%	4%	519
DANMARK	46%	18%	12%	4%	2%	9%	9%	1%	500
DEUTSCHLAND	50%	14%	15%	2%	2%	6%	9%	4%	1000
ELLAS	45%	22%	8%	3%	6%	6%	11%	0%	500
ESPANA	62%	14%	6%	2%	2%	6%	7%	1%	1001
FRANCE	61%	10%	13%	2%	2%	4%	7%	1%	1002
IRELAND	53%	22%	4%	6%	4%	6%	5%	1%	500
ITALIA	64%	9%	5%	4%	1%	8%	9%	1%	1001
LUXEMBOURG	61%	8%	16%	2%	1%	6%	6%	0%	500
NEDERLAND	54%	10%	13%	1%	3%	8%	13%	0%	500
OSTERREICH	51%	20%	9%	2%	4%	7%	5%	2%	500
PORTUGAL	59%	12%	9%	3%	4%	6%	8%	0%	500
FINLAND	50%	13%	13%	1%	2%	11%	9%	2%	500
SWEDEN	64%	11%	5%	4%	3%	5%	6%	2%	500
UNITED KINGDOM	58%	14%	6%	3%	3%	6%	10%	1%	1001
SEXE - SEX									
Male	49%	15%	11%	3%	3%	8%	9%	1%	4738
Female	65%	10%	8%	2%	2%	4%	8%	2%	5286
AGE - AGE									
15 24	56%	30%	6%	5%	2%	1%	1%	0%	1035
25 39	52%	17%	12%	4%	4%	7%	5%	0%	2796
40 54	55%	10%	13%	2%	3%	9%	7%	1%	2625
55&+	63%	4%	7%	0%	1%	6%	17%	3%	3128
EDUCATION									
15&-	63%	5%	8%	1%	1%	6%	14%	2%	2095
16 20	56%	13%	11%	3%	3%	6%	8%	1%	3999
21&+	50%	15%	13%	4%	4%	8%	7%	1%	2681
Aux études - Still studying	64%	27%	4%	3%	1%	1%	1%	1%	1008
PROFESSION - OCCUPATION									
Indépendant - Self-employed.	12%	5%	1%	5%	19%	52%	6%	1%	996
Employé - Employee	57%	16%	13%	3%	1%	2%	7%	1%	3208
Ouvrier - Manual worker.	63%	14%	14%	2%	1%	1%	6%	1%	1314
Sans act.prof. - No prof.activ.	65%	11%	8%	2%	0%	1%	11%	2%	4450
HABITAT - LOCALITY TYPE									
Métropoles - Metropolitan	56%	14%	11%	2%	2%	6%	8%	2%	2795
Centres urbains - Urban zone	59%	12%	10%	3%	2%	5%	9%	1%	3912
Zone rurale - Rural zone	57%	12%	8%	2%	3%	7%	8%	1%	3317
MILIEU ORIGINE - BACKGROUND									
Indépendant(s) - Self-employed	51%	10%	9%	4%	3%	10%	13%	2%	2343
Indép.& salarié - Self & employee	50%	16%	9%	5%	5%	6%	9%	1%	891
Salarié(s) - Employee(s)	60%	13%	10%	1%	2%	5%	7%	2%	6438

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SEPTEMBRE/SEPTEMBER 2003

Q3. Si aujourd'hui vous aviez les moyens de lancer votre propre affaire,
préférez-vous en créer une nouvelle ou racheter une affaire qui existe déjà? [LIRE - UNE SEULE REPONSE]

Q3. If you had currently the means to start your own business,
would you rather set up a new one or take over an existing one? [READ OUT – ONE ANSWER ONLY]

	en créer une nouvelle	racheter une affaire qui existe déjà	(ni l'un, ni l'autre)	(nsp/s.r.)	Base
	to set up a new one	to take over an existing business	(none of these , not interested)	(dk.na)	
ICELAND	46%	19%	15%	20%	501
NORWAY	50%	31%	14%	6%	503
USA	57%	28%	9%	6%	1011
LIECHTENSTEIN	48%	39%	8%	5%	500
UE 15	54%	30%	11%	5%	10024
BELGIQUE	51%	25%	19%	6%	519
DANMARK	47%	29%	18%	6%	500
DEUTSCHLAND	44%	41%	11%	4%	1000
ELLAS	68%	23%	8%	1%	500
ESPANA	59%	19%	8%	14%	1001
FRANCE	59 %	28%	10%	3%	1002
IRELAND	64%	25%	7%	4%	500
ITALIA	58%	27%	13%	2%	1001
LUXEMBOURG	50%	38%	7%	6%	500
NEDERLAND	55%	34%	8%	3%	500
OSTERREICH	38%	35%	19%	8%	500
PORTUGAL	54%	30%	7%	8%	500
FINLAND	52%	33%	9%	6%	500
SWEDEN	53%	31%	7%	10%	500
UNITED KINGDOM	58%	28%	10%	4%	1001
SEXE - SEX					
Male	57%	29%	10%	4%	4738
Female	52%	31%	11%	6%	5286
AGE - AGE					
15 24	69%	27%	1%	2%	1035
25 39	59%	30%	6%	6%	2796
40 54	54%	30%	11%	5%	2625
55&+	44%	31%	20%	6%	3128
EDUCATION					
15&-	47%	30%	17%	6%	2095
16 20	53%	32%	10%	4%	3999
21&+	58%	28%	9%	6%	2681
Aux études - Still studying	70%	27%	1%	3%	1008
PROFESSION - OCCUPATION					
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Employé - Employee	57%	31%	8%	4%	3208
Ouvrier - Manual worker.	55%	31%	10%	4%	1314
Sans act.prof. - No prof.activ.	51%	30%	13%	6%	4450
HABITAT - LOCALITY TYPE					
Métropoles - Metropolitan	54%	30%	10%	5%	2795
Centres urbains - Urban zone	55%	31%	11%	4%	3912
Zone rurale - Rural zone	54%	28%	12%	6%	3317
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Indépendant(s) - Self-employed	54%	27%	13%	7%	2343
Indép.& salarié - Self & employee	59%	32%	7%	3%	891
Salarié(s) - Employee(s)	54%	31%	11%	5%	6438

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Q4. Actuellement, qui vous semble le mieux en mesure
de conseiller quelqu'un pour créer sa propre affaire... [DEUX REPONSES AU MAXIMUM]
Q4. At present, who in your opinion seems to be best qualified
to advise people on setting up their own business? Is it...[MAXIMUM TWO ANSWERS]

	un avocat, comptable, consultant privé	une banque	une chambre de commerce, association professionnelle	un organisme public de soutien aux entreprises	un autre entrepreneur	un parent, un ami	(autre)	(personne)	(nsp/s.r.)	Base
	a lawyer, accountant, private consultant	a bank	a chamber of commerce, professional association	a public support organisation for businesses	another entrepreneur	un relative, friend	(other)	(nobody)	(dk.na)	
ICELAND	32%	17%	8%	7%	33%	20%	4%	6%	27%	501
NORWAY	27%	17%	7%	9%	55%	12%	1%	1%	10%	503
USA	27%	14%	10%	2%	34%	14%	2%	4%	14%	1011
LIECHTENSTEIN	31%	16%	24%	6%	25%	22%	0%	1%	14%	500
UE 15										
UE 15	28%	20%	25%	6%	28%	18%	1%	2%	11%	10024
BELGIQUE	30%	27%	23%	12%	27%	23%	0%	2%	10%	519
DANMARK	35%	26%	14%	4%	40%	15%	2%	1%	9%	500
DEUTSCHLAND	44%	27%	29%	8%	23%	27%	1%	1%	5%	1000
ELLAS	45%	14%	17%	9%	40%	21%	0%	6%	4%	500
ESPANA	17%	8%	17%	2%	21%	15%	1%	3%	29%	1001
FRANCE	23%	17%	44%	9%	27%	16%	1%	2%	8%	1002
IRELAND	24%	18%	9%	4%	40%	14%	1%	1%	14%	500
ITALIA	19%	6%	20%	3%	38%	15%	0%	6%	12%	1001
LUXEMBOURG	41%	20%	57%	11%	31%	21%	3%	2%	2%	500
NEDERLAND	34%	33%	48%	6%	25%	18%	1%	1%	3%	500
OSTERREICH	29%	13%	41%	5%	19%	13%	3%	2%	10%	500
PORTUGAL	14%	14%	13%	5%	23%	23%	1%	3%	23%	500
FINLAND	12%	6%	7%	0%	46%	6%	0%	0%	23%	500
SWEDEN	20%	17%	8%	4%	42%	19%	1%	1%	16%	500
UNITED KINGDOM	28%	34%	14%	7%	29%	15%	1%	1%	11%	1001
SEXE - SEX										
Male	25%	19%	25%	6%	32%	19%	1%	2%	10%	4738
Female	31%	21%	25%	7%	25%	18%	1%	2%	12%	5286
AGE - AGE										
15 24	25%	18%	18%	6%	36%	25%	0%	1%	12%	1035
25 39	30%	17%	27%	7%	33%	17%	0%	1%	11%	2796
40 54	29%	21%	29%	8%	27%	16%	1%	2%	10%	2625
55&+	28%	22%	24%	5%	22%	18%	1%	4%	12%	3128
EDUCATION										
15&-	26%	19%	20%	3%	24%	18%	1%	5%	14%	2095
16 20	31%	23%	28%	8%	28%	19%	1%	1%	9%	3999
21&+	29%	16%	30%	8%	33%	15%	1%	1%	12%	2681
Aux études - Still studying	25%	17%	17%	5%	32%	23%	0%	1%	14%	1008
PROFESSION - OCCUPATION										
Indépendant - Self-employed.	35%	14%	22%	5%	34%	15%	1%	4%	8%	996
Employé - Employee	28%	21%	31%	8%	32%	16%	1%	1%	9%	3208
Ouvrier - Manual worker.	28%	21%	22%	6%	29%	23%	0%	2%	10%	1314
Sans act.prof. - No prof.activ.	28%	20%	23%	5%	24%	20%	1%	3%	13%	4450
HABITAT - LOCALITY TYPE										
Métropoles - Metropolitan	32%	16%	27%	8%	27%	18%	1%	2%	12%	2795
Centres urbains - Urban zone	27%	21%	26%	6%	28%	18%	1%	2%	11%	3912
Zone rurale - Rural zone	27%	21%	22%	5%	30%	20%	1%	3%	11%	3317
MILIEU ORIGINE - BACKGROUND										
Indépendant(s) - Self-employed	25%	16%	23%	4%	30%	18%	1%	3%	13%	2343
Indép.& salarié - Self & employee	29%	18%	26%	7%	32%	20%	1%	2%	10%	891
Salarié(s) - Employee(s)	30%	21%	26%	7%	27%	18%	1%	2%	11%	6438

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SEPTEMBRE/SEPTEMBER 2003

Q5a) A votre avis, où devrait-on enseigner les connaissances de base sur la façon dont on gère une affaire? Est-ce :...

[PLUSIEURS REPONSES POSSIBLES]

Q5a) In your opinion, where should basic knowledge of how to run a business be taught? Is it: [MULTIPLE ANSWERS POSSIBLE]

	À l' école dans l'enseignement secondaire	Dans les écoles techniques de l'enseignement secondaire	A l'université ou dans l'enseignement post-scolaire	Dans des cours spécifiques pour adultes	Nulle part, cela ne peut être enseigné	(Ailleurs)	(NSP/SR)	Base
	At secondary schools	At technical secondary schools (initial vocational training)	At university or tertiary level for adults	During specific courses for adults	Nowhere, it cannot be taught	(Elsewhere)	(DK/NA)	
ICELAND	41%	34%	31%	31%	3%	4%	5%	501
NORWAY	16%	51%	10%	28%	5%	1%	3%	503
USA	18%	25%	43%	17%	12%	6%	5%	1011
LIECHTENSTEIN	22%	29%	37%	41%	11%	0%	5%	500
UE 15	41%	45%	42%	42%	6%	2%	3%	10024
BELGIQUE	69%	71%	62%	69%	1%	0%	3%	519
DANMARK	28%	25%	27%	32%	16%	9%	4%	500
DEUTSCHLAND	60%	66%	69%	61%	3%	3%	0%	1000
ELLAS	40%	31%	42%	27%	6%	1%	2%	500
ESPANA	19%	36%	34%	21%	6%	1%	9%	1001
FRANCE	28%	38%	27%	30%	6%	3%	3%	1002
IRELAND	53%	18%	30%	20%	8%	3%	1%	500
ITALIA	36%	26%	18%	29%	8%	1%	3%	1001
LUXEMBOURG	21%	48%	34%	33%	5%	7%	3%	500
NEDERLAND	19%	34%	35%	24%	16%	3%	4%	500
OSTERREICH	37%	31%	24%	49%	7%	4%	4%	500
PORTUGAL	23%	32%	18%	37%	4%	0%	5%	500
FINLAND	40%	54%	34%	47%	3%	3%	2%	500
SWEDEN	45%	12%	31%	34%	4%	2%	6%	500
UNITED KINGDOM	51%	61%	59%	58%	4%	2%	2%	1001
SEXE - SEX								
Male	40%	43%	43%	37%	6%	2%	3%	4738
Female	41%	47%	41%	45%	5%	2%	3%	5286
AGE - AGE								
15 24	41%	44%	47%	40%	4%	2%	1%	1035
25 39	39%	45%	41%	48%	5%	2%	1%	2796
40 54	41%	48%	43%	44%	6%	2%	2%	2625
55&+	41%	44%	41%	37%	7%	3%	6%	3128
EDUCATION								
15&-	38%	41%	31%	36%	8%	2%	7%	2095
16 20	45%	52%	45%	47%	5%	3%	2%	3999
21&+	35%	42%	49%	43%	4%	2%	2%	2681
Aux études - Still studying	39%	36%	46%	32%	5%	1%	1%	1008
PROFESSION - OCCUPATION								
Indépendant - Self-employed.	39%	44%	34%	38%	9%	2%	3%	996
Employé - Employee	40%	48%	46%	48%	4%	2%	1%	3208
Ouvrier - Manual worker.	40%	44%	39%	43%	6%	2%	2%	1314
Sans act.prof. - No prof.activ.	41%	44%	42%	38%	6%	2%	4%	4450
HABITAT - LOCALITY TYPE								
Métropoles - Metropolitan	39%	45%	48%	40%	6%	2%	3%	2795
Centres urbains - Urban zone	42%	44%	39%	41%	5%	3%	3%	3912
Zone rurale - Rural zone	41%	47%	41%	44%	6%	2%	3%	3317
MILIEU ORIGINE - BACKGROUND								
Indépendant(s) - Self-employed	36%	41%	33%	36%	8%	3%	5%	2343
Indép.& salarié - Self & employee	44%	51%	51%	48%	5%	2%	1%	891
Salarié(s) - Employee(s)	42%	46%	44%	43%	5%	2%	2%	6438

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Q5b) De laquelle des propositions suivantes, vous sentez-vous le plus proche: ..?

Au-delà des matières enseignées, le système éducatif [dans notre Pays] [LIRE - UNE SEULE REPONSE]

Q5b) Which of the following propositions do you feel closest to: ..?

Aside from subjects taught, the education system [in our country] ,, [READ OUT – ONE ANSWER ONLY]

	développe auprès des jeunes gens un état d'esprit qui les encourage à créer une entreprise	ne développe pas auprès des jeunes gens un état d'esprit qui les encourage à créer une entreprise	(NSP/SR)	Base
	develops a state of mind in young people that encourages them to create a firm	does not develop a state of mind in young people that encourages them to create a firm	(DK/NA)	
ICELAND	18%	53%	29%	501
NORWAY	25%	64%	11%	503
USA	39%	51%	10%	1011
LIECHTENSTEIN	43%	45%	12%	500
UE 15				
UE 15	23%	67%	9%	10024
BELGIQUE	38%	51%	11%	519
DANMARK	22%	67%	11%	500
DEUTSCHLAND	23%	69%	9%	1000
ELLAS	31%	65%	4%	500
ESPANA	23%	63%	14%	1001
FRANCE	15%	77%	8%	1002
IRELAND	27%	65%	8%	500
ITALIA	24%	69%	7%	1001
LUXEMBOURG	25%	57%	19%	500
NEDERLAND	25%	66%	8%	500
OSTERREICH	34%	46%	20%	500
PORTUGAL	17%	76%	7%	500
FINLAND	28%	64%	8%	500
SWEDEN	32%	49%	19%	500
UNITED KINGDOM	26%	66%	9%	1001
SEXE - SEX				
Male	22%	70%	8%	4738
Female	25%	65%	10%	5286
AGE - AGE				
15 24	24%	73%	3%	1035
25 39	19%	74%	6%	2796
40 54	21%	71%	8%	2625
55&+	26%	58%	16%	3128
EDUCATION				
15&-	29%	57%	14%	2095
16 20	23%	69%	8%	3999
21&+	15%	77%	8%	2681
Aux études - Still studying	28%	70%	2%	1008
PROFESSION - OCCUPATION				
Indépendant - Self-employed.	22%	69%	9%	996
Employé - Employee	18%	76%	7%	3208
Ouvrier - Manual worker.	25%	66%	8%	1314
Sans act.prof. - No prof.activ.	27%	62%	11%	4450
HABITAT - LOCALITY TYPE				
Métropoles - Metropolitan	19%	72%	8%	2795
Centres urbains - Urban zone	24%	67%	10%	3912
Zone rurale - Rural zone	27%	64%	10%	3317
MILIEU ORIGINE - BACKGROUND				
Indépendant(s) - Self-employed	26%	65%	10%	2343
Indép.& salarié - Self & employee	21%	72%	7%	891
Salarié(s) - Employee(s)	23%	68%	9%	6438

FLASH 146 : ESPRIT D'ENTREPRISE / ENTREPRENEURSHIP STUDY
SEPTEMBRE/SEPTEMBER 2003

- Q6. Etes-vous tout à fait d'accord, d'accord, pas d'accord ou pas d'accord du tout, avec les opinions suivantes ?
a) Il est difficile de créer sa propre affaire à cause d'un manque de soutien financier disponible [LIRE - UNE SEULE REPONSE]
Q6. Do you strongly agree, agree, disagree or strongly disagree with the following opinions?
a) It is difficult to start one's own business due to a lack of available financial support, [READ OUT – ONE ANSWER ONLY]

	Tout à fait d'accord	D'accord	Pas d'accord	Pas d'accord du tout	(nsp/s.r)	D'ACCORD	PAS D'ACCORD	BASE
	Strongly agree	Agree	Disagree	Strongly disagree	(dk/n.a.)	AGREE	DISAGREE	
ICELAND	17%	37%	22%	5%	19%	53%	28%	501
NORWAY	12%	38%	33%	3%	15%	49%	36%	503
USA	26%	48%	19%	4%	4%	74%	22%	1011
LIECHTENSTEIN	25%	51%	18%	3%	3%	76%	21%	500
UE 15	31%	46%	16%	3%	4%	77%	19%	10024
BELGIQUE	30%	53%	13%	3%	1%	83%	16%	519
DANMARK	25%	51%	16%	3%	5%	76%	19%	500
DEUTSCHLAND	34%	45%	16%	3%	2%	79%	19%	1000
ELLAS	37%	50%	10%	2%	0%	88%	12%	500
ESPANA	30%	48%	14%	2%	6%	78%	16%	1001
FRANCE	37%	47%	11%	2%	2%	84%	14%	1002
IRELAND	21%	48%	22%	2%	6%	70%	24%	500
ITALIA	35%	51%	11%	1%	2%	86%	12%	1001
LUXEMBOURG	28%	52%	14%	2%	5%	80%	16%	500
NEDERLAND	8%	45%	35%	4%	8%	53%	39%	500
OSTERREICH	42%	27%	18%	8%	5%	69%	26%	500
PORTUGAL	24%	60%	10%	2%	5%	84%	12%	500
FINLAND	31%	30%	22%	10%	8%	61%	31%	500
SWEDEN	43%	32%	6%	8%	10%	76%	14%	500
UNITED KINGDOM	22%	44%	22%	5%	7%	66%	27%	1001
SEXE - SEX								
Male	30%	45%	17%	4%	4%	75%	21%	4738
Female	32%	48%	14%	3%	4%	80%	16%	5286
AGE - AGE								
15 24	26%	55%	15%	3%	3%	81%	18%	1035
25 39	30%	48%	15%	3%	4%	78%	19%	2796
40 54	33%	43%	18%	3%	4%	76%	21%	2625
55&+	33%	44%	14%	4%	5%	77%	18%	3128
EDUCATION								
15&-	37%	44%	12%	3%	4%	81%	15%	2095
16 20	33%	45%	16%	3%	4%	78%	19%	3999
21&+	26%	47%	19%	4%	5%	72%	23%	2681
Aux études - Still studying	21%	57%	16%	2%	4%	78%	18%	1008
PROFESSION - OCCUPATION								
Indépendant - Self-employed.	33%	42%	19%	3%	3%	75%	22%	996
Employé - Employee	28%	46%	18%	3%	4%	75%	21%	3208
Ouvrier - Manual worker.	31%	48%	14%	3%	4%	79%	17%	1314
Sans act.prof. - No prof.activ.	33%	46%	14%	3%	4%	79%	17%	4450
HABITAT - LOCALITY TYPE								
Métropoles - Metropolitan	32%	45%	16%	3%	5%	77%	19%	2795
Centres urbains - Urban zone	31%	47%	16%	3%	4%	78%	19%	3912
Zone rurale - Rural zone	30%	48%	15%	4%	4%	78%	19%	3317
MILIEU ORIGINE - BACKGROUND								
Indépendant(s) - Self-employed	31%	46%	16%	3%	4%	77%	19%	2343
Indép.& salarié - Self & employee	32%	43%	16%	4%	5%	75%	20%	891
Salarié(s) - Employee(s)	31%	47%	16%	3%	4%	78%	19%	6438

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SEPTEMBRE/SEPTEMBER 2003

- Q6. Etes-vous tout à fait d'accord, d'accord, pas d'accord ou pas d'accord du tout, avec les opinions suivantes ?
b) Il est difficile de créer sa propre affaire à cause de la complexité des procédures administratives. [LIRE - UNE SEULE REPONSE]
Q6. Do you strongly agree, agree, disagree or strongly disagree with the following opinions?
b) It is difficult to start one's own business due to the complex administrative procedures. [READ OUT – ONE ANSWER ONLY]

	Tout à fait d'accord	D'accord	Pas d'accord	Pas d'accord du tout	(nsp/s.r)	D'ACCORD	PAS D'ACCORD	BASE
	Strongly agree	Agree	Disagree	Strongly disagree	(dk/n.a.)	AGREE	DISAGREE	
ICELAND	14%	35%	27%	4%	20%	49%	31%	501
NORWAY	20%	47%	19%	3%	12%	66%	21%	503
USA	21%	41%	26%	3%	9%	62%	29%	1011
LIECHTENSTEIN	12%	42%	32%	7%	7%	54%	39%	500
UE 15	31%	44%	18%	3%	6%	74%	20%	10024
BELGIQUE	33%	45%	16%	3%	3%	78%	19%	519
DANMARK	36%	45%	10%	2%	7%	81%	12%	500
DEUTSCHLAND	37%	40%	16%	3%	4%	77%	19%	1000
ELLAS	26%	48%	22%	2%	2%	74%	24%	500
ESPANA	21%	49%	19%	2%	9%	70%	21%	1001
FRANCE	38%	42%	16%	2%	3%	80%	17%	1002
IRELAND	22%	48%	20%	3%	7%	70%	23%	500
ITALIA	29%	50%	15%	2%	4%	79%	17%	1001
LUXEMBOURG	21%	50%	20%	2%	8%	71%	22%	500
NEDERLAND	21%	48%	25%	4%	4%	68%	28%	500
OSTERREICH	36%	30%	20%	8%	6%	66%	28%	500
PORTUGAL	20%	60%	15%	1%	5%	79%	16%	500
FINLAND	33%	35%	17%	10%	6%	68%	27%	500
SWEDEN	49%	24%	5%	11%	10%	74%	16%	500
UNITED KINGDOM	23%	42%	23%	2%	10%	65%	25%	1001
SEXE - SEX								
Male	32%	43%	18%	3%	4%	74%	22%	4738
Female	30%	45%	17%	2%	7%	74%	19%	5286
AGE - AGE								
15 24	23%	53%	17%	2%	5%	76%	19%	1035
25 39	28%	43%	20%	3%	6%	71%	23%	2796
40 54	35%	42%	17%	2%	4%	77%	19%	2625
55&+	35%	41%	16%	2%	7%	75%	19%	3128
EDUCATION								
15&-	33%	43%	16%	2%	6%	77%	18%	2095
16 20	32%	43%	17%	3%	6%	75%	20%	3999
21&+	30%	41%	21%	3%	5%	71%	24%	2681
Aux études - Still studying	20%	54%	18%	3%	6%	73%	21%	1008
PROFESSION - OCCUPATION								
Indépendant - Self-employed.	35%	38%	22%	4%	1%	73%	26%	996
Employé - Employee	30%	42%	20%	2%	5%	73%	22%	3208
Ouvrier - Manual worker.	29%	48%	14%	3%	5%	78%	18%	1314
Sans act.prof. - No prof.activ.	30%	45%	16%	3%	7%	75%	18%	4450
HABITAT - LOCALITY TYPE								
Métropoles - Metropolitan	31%	44%	17%	3%	5%	74%	20%	2795
Centres urbains - Urban zone	31%	44%	17%	3%	6%	74%	20%	3912
Zone rurale - Rural zone	31%	44%	18%	2%	6%	75%	20%	3317
MILIEU ORIGINE - BACKGROUND								
Indépendant(s) - Self-employed	32%	43%	18%	3%	5%	75%	20%	2343
Indép.& salarié - Self & employee	29%	44%	17%	3%	6%	74%	20%	891
Salarié(s) - Employee(s)	30%	44%	18%	3%	5%	75%	20%	6438

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Q6. Etes-vous tout à fait d'accord, d'accord, pas d'accord ou pas d'accord du tout, avec les opinions suivantes ?
c) Je serais prêt à payer ou à prendre sur mon temps libre pour suivre des cours portant sur la façon de créer et gérer une affaire.
[LIRE - UNE SEULE REPONSE]

Q6. Do you strongly agree, agree, disagree or strongly disagree with the following opinions?
c) I would be ready to pay or to allocate some of my free time to follow courses on how to start and run a business,
[READ OUT – ONE ANSWER ONLY]

	Tout à fait d'accord	D'accord	Pas d'accord	Pas d'accord du tout	(nsp/s.r)	D'ACCORD	PAS D'ACCORD	BASE
	Strongly agree	Agree	Disagree	Strongly disagree	(dk/n.a.)	AGREE	DISAGREE	
ICELAND	24%	50%	15%	5%	6%	74%	20%	501
NORWAY	25%	54%	14%	6%	1%	79%	20%	503
USA	17%	47%	25%	7%	3%	65%	32%	1011
LIECHTENSTEIN	35%	55%	5%	4%	1%	90%	9%	500
UE 15	22%	47%	21%	9%	2%	68%	29%	10024
BELGIQUE	20%	45%	23%	9%	3%	65%	32%	519
DANMARK	37%	46%	7%	5%	5%	83%	12%	500
DEUTSCHLAND	30%	48%	14%	7%	1%	77%	22%	1000
ELLAS	24%	52%	15%	9%	1%	76%	24%	500
ESPANA	18%	50%	18%	9%	4%	69%	27%	1001
FRANCE	21%	50%	21%	7%	1%	71%	28%	1002
IRELAND	19%	48%	23%	6%	3%	67%	30%	500
ITALIA	14%	50%	26%	8%	3%	63%	34%	1001
LUXEMBOURG	22%	50%	21%	6%	2%	71%	27%	500
NEDERLAND	22%	51%	18%	5%	4%	73%	23%	500
OSTERREICH	39%	33%	12%	13%	3%	72%	25%	500
PORTUGAL	13%	48%	27%	8%	4%	61%	35%	500
FINLAND	31%	28%	11%	29%	2%	58%	40%	500
SWEDEN	44%	19%	6%	28%	2%	63%	35%	500
UNITED KINGDOM	14%	42%	30%	12%	3%	56%	41%	1001
SEXE - SEX								
Male	23%	48%	19%	8%	2%	71%	27%	4738
Female	20%	46%	22%	10%	3%	66%	32%	5286
AGE - AGE								
15 24	22%	52%	20%	5%	1%	74%	25%	1035
25 39	22%	49%	21%	7%	2%	70%	29%	2796
40 54	22%	45%	22%	9%	2%	67%	31%	2625
55&+	21%	44%	19%	12%	5%	64%	31%	3128
EDUCATION								
15&-	18%	45%	23%	11%	4%	63%	34%	2095
16 20	22%	47%	21%	8%	2%	69%	29%	3999
21&+	24%	46%	18%	10%	2%	70%	28%	2681
Aux études - Still studying	22%	54%	18%	5%	1%	76%	23%	1034
PROFESSION - OCCUPATION								
Indépendant - Self-employed.	22%	46%	22%	7%	2%	68%	29%	996
Employé - Employee	23%	45%	23%	9%	2%	67%	31%	3208
Ouvrier - Manual worker.	19%	52%	19%	9%	1%	71%	28%	1314
Sans act.prof. - No prof.activ.	21%	46%	20%	10%	3%	68%	29%	4450
HABITAT - LOCALITY TYPE								
Métropoles - Metropolitan	25%	46%	18%	9%	2%	71%	27%	2795
Centres urbains - Urban zone	22%	46%	20%	9%	3%	68%	29%	3912
Zone rurale - Rural zone	18%	48%	24%	8%	2%	66%	32%	3317
MILIEU ORIGINE - BACKGROUND								
Indépendant(s) - Self-employed	21%	49%	18%	9%	3%	70%	27%	2343
Indép.& salarié - Self & employee	27%	44%	19%	9%	1%	70%	28%	891
Salarié(s) - Employee(s)	21%	47%	21%	9%	2%	68%	30%	6438

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Q6. Etes-vous tout à fait d'accord, d'accord, pas d'accord ou pas d'accord du tout, avec les opinions suivantes ?

d) Les personnes qui ont créé leur propre affaire et qui ont échoué devraient avoir une seconde chance. [LIRE - UNE SEULE REPONSE]

Q6. Do you strongly agree, agree, disagree or strongly disagree with the following opinions?

d) People who have started their own business and have failed should be given a second chance. [READ OUT – ONE ANSWER ONLY]

	Tout à fait d'accord	D'accord	Pas d'accord	Pas d'accord du tout	(nsp/s.r)	D'ACCORD	PAS D'ACCORD	BASE
	Strongly agree	Agree	Disagree	Strongly disagree	(dk/n.a.)	AGREE	DISAGREE	
ICELAND	18%	60%	10%	3%	9%	78%	13%	501
NORWAY	15%	65%	13%	2%	5%	80%	15%	503
USA	28%	57%	9%	1%	5%	85%	11%	1011
LIECHTENSTEIN	25%	59%	11%	3%	3%	84%	14%	500
UE 15	30%	55%	10%	2%	3%	85%	12%	10024
BELGIQUE	25%	61%	11%	3%	1%	86%	13%	519
DANMARK	22%	47%	21%	3%	7%	69%	24%	500
DEUTSCHLAND	28%	52%	16%	3%	2%	80%	18%	1000
ELLAS	38%	54%	7%	1%	0%	92%	8%	500
ESPANA	31%	60%	3%	1%	5%	92%	4%	1001
FRANCE	35%	54%	8%	2%	2%	89%	9%	1002
IRELAND	33%	59%	4%	1%	2%	92%	5%	500
ITALIA	23%	59%	13%	1%	4%	82%	14%	1001
LUXEMBOURG	22%	67%	8%	2%	2%	89%	9%	500
NEDERLAND	13%	61%	15%	5%	6%	74%	20%	500
OSTERREICH	48%	35%	9%	3%	5%	82%	13%	500
PORTUGAL	18%	68%	8%	1%	5%	86%	10%	500
FINLAND	61%	28%	7%	2%	2%	89%	9%	500
SWEDEN	66%	28%	2%	2%	2%	94%	4%	500
UNITED KINGDOM	28%	59%	7%	3%	4%	86%	10%	1001
SEXE - SEX								
Male	30%	54%	10%	3%	3%	84%	13%	4738
Female	29%	56%	10%	1%	3%	85%	12%	5286
AGE - AGE								
15 24	30%	59%	8%	2%	1%	89%	10%	1035
25 39	30%	57%	8%	1%	3%	87%	10%	2796
40 54	31%	56%	9%	2%	3%	87%	11%	2625
55&+	27%	52%	13%	3%	5%	79%	16%	3128
EDUCATION								
15&-	28%	54%	11%	3%	4%	82%	14%	2095
16 20	29%	56%	10%	2%	3%	85%	12%	3999
21&+	31%	54%	10%	1%	3%	86%	11%	2681
Aux études - Still studying	31%	57%	9%	2%	1%	88%	11%	1034
PROFESSION - OCCUPATION								
Indépendant - Self-employed.	29%	55%	8%	3%	6%	84%	11%	996
Employé - Employee	30%	56%	11%	1%	3%	85%	12%	3208
Ouvrier - Manual worker.	25%	62%	9%	2%	2%	86%	12%	1314
Sans act.prof. - No prof.activ.	31%	53%	10%	2%	3%	84%	13%	4450
HABITAT - LOCALITY TYPE								
Métropoles - Metropolitan	34%	52%	9%	2%	3%	86%	11%	2795
Centres urbains - Urban zone	28%	55%	11%	2%	4%	83%	13%	3912
Zone rurale - Rural zone	27%	58%	10%	2%	3%	85%	12%	3317
MILIEU ORIGINE - BACKGROUND								
Indépendant(s) - Self-employed	30%	54%	9%	2%	4%	84%	11%	2343
Indép.& salarié - Self & employee	30%	56%	10%	2%	2%	86%	12%	891
Salarié(s) - Employee(s)	29%	56%	11%	2%	3%	85%	13%	6438

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- Q6. Etes-vous tout à fait d'accord, d'accord, pas d'accord ou pas d'accord du tout, avec les opinions suivantes ?
 e) Je commanderais moins volontiers quelque chose à quelqu'un qui a déjà échoué en affaires [LIRE - UNE SEULE REPONSE]
 Q6. Do you strongly agree, agree, disagree or strongly disagree with the following opinions?
 e) I would be less inclined to order goods from someone who has already failed in business [READ OUT – ONE ANSWER ONLY]

	Tout à fait d'accord	D'accord	Pas d'accord	Pas d'accord du tout	(nsp/s.r)	D'ACCORD	PAS D'ACCORD	BASE
	Strongly agree	Agree	Disagree	Strongly disagree	(dk/n.a.)	AGREE	DISAGREE	
ICELAND	8%	36%	35%	8%	13%	44%	43%	501
NORWAY	10%	48%	33%	6%	4%	58%	38%	503
USA	10%	31%	45%	7%	7%	41%	52%	1011
LIECHTENSTEIN	7%	32%	47%	10%	5%	39%	57%	500
UE 15								
UE 15	12%	35%	40%	9%	4%	47%	49%	10024
BELGIQUE	17%	35%	39%	7%	2%	53%	46%	519
DANMARK	13%	37%	37%	9%	4%	50%	47%	500
DEUTSCHLAND	8%	33%	44%	13%	3%	40%	57%	1000
ELLAS	9%	40%	41%	8%	2%	49%	49%	500
ESPANA	7%	34%	41%	8%	10%	41%	49%	1001
FRANCE	9%	32%	46%	10%	3%	41%	56%	1002
IRELAND	10%	40%	39%	8%	4%	50%	46%	500
ITALIA	15%	39%	37%	6%	3%	54%	43%	1001
LUXEMBOURG	11%	39%	38%	9%	3%	50%	48%	500
NEDERLANDS	10%	42%	36%	7%	4%	53%	43%	500
OSTERREICH	17%	24%	35%	22%	2%	40%	57%	500
PORTUGAL	8%	43%	38%	5%	6%	51%	43%	500
FINLAND	20%	28%	27%	20%	6%	48%	47%	500
SWEDEN	37%	30%	10%	21%	3%	67%	30%	500
UNITED KINGDOM	17%	34%	39%	6%	5%	50%	45%	1001
SEXE - SEX								
Male	12%	34%	40%	11%	4%	46%	50%	4738
Female	12%	35%	40%	8%	4%	47%	49%	5286
AGE - AGE								
15 24	12%	35%	42%	9%	2%	47%	51%	1035
25 39	9%	35%	43%	10%	3%	44%	53%	2796
40 54	12%	31%	43%	10%	4%	44%	53%	2625
55&+	14%	36%	36%	8%	6%	50%	43%	3128
EDUCATION								
15&-	15%	35%	38%	7%	6%	50%	45%	2095
16 20	12%	33%	41%	10%	4%	45%	51%	3999
21&+	10%	36%	41%	11%	4%	45%	51%	2681
Aux études - Still studying	10%	38%	41%	10%	1%	48%	51%	1034
PROFESSION - OCCUPATION								
Indépendant - Self-employed.	10%	38%	40%	8%	4%	48%	48%	996
Employé - Employee	10%	35%	43%	10%	3%	45%	52%	3208
Ouvrier - Manual worker.	14%	32%	43%	8%	3%	46%	51%	1314
Sans act.prof. - No prof.activ.	13%	35%	38%	10%	5%	48%	47%	4450
HABITAT - LOCALITY TYPE								
Métropoles - Metropolitan	11%	33%	42%	10%	4%	44%	52%	2795
Centres urbains - Urban zone	13%	35%	39%	9%	4%	48%	48%	3912
Zone rurale - Rural zone	11%	35%	41%	8%	4%	47%	49%	3317
MILIEU ORIGINE - BACKGROUND								
Indépendant(s) - Self-employed	11%	35%	40%	9%	6%	46%	49%	2343
Indép.& salarié - Self & employee	11%	32%	45%	10%	2%	43%	54%	891
Salarié(s) - Employee(s)	12%	35%	40%	9%	4%	47%	49%	6438

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Q6. Etes-vous tout à fait d'accord, d'accord, pas d'accord ou pas d'accord du tout, avec les opinions suivantes ?

f) Je n'investirais jamais d'argent dans une affaire gérée par quelqu'un ayant échoué par le passé [LIRE - UNE SEULE REPONSE]
Q6. Do you strongly agree, agree, disagree or strongly disagree with the following opinions?

f) I would never invest money in a business managed by someone who has already failed in the past [READ OUT – ONE ANSWER ONLY]

	Tout à fait d'accord	D'accord	Pas d'accord	Pas d'accord du tout	(nsp/s.r)	D'ACCORD	PAS D'ACCORD	BASE
	Strongly agree	Agree	Disagree	Strongly disagree	(dk/n.a.)	AGREE	DISAGREE	
ICELAND	12%	34%	35%	8%	11%	46%	43%	501
NORWAY	21%	42%	29%	5%	4%	63%	34%	503
USA	13%	32%	42%	7%	6%	45%	49%	1011
LIECHTENSTEIN	18%	38%	34%	8%	3%	56%	41%	500
UE 15	20%	32%	34%	9%	4%	52%	43%	10024
BELGIQUE	24%	37%	34%	4%	1%	61%	38%	519
DANMARK	20%	36%	33%	6%	6%	56%	39%	500
DEUTSCHLAND	19%	27%	35%	16%	3%	46%	51%	1000
ELLAS	24%	39%	31%	5%	1%	63%	36%	500
ESPANA	10%	29%	42%	7%	14%	38%	48%	1001
FRANCE	15%	31%	43%	8%	4%	45%	52%	1002
IRELAND	13%	36%	39%	6%	5%	50%	45%	500
ITALIA	24%	41%	26%	6%	3%	65%	32%	1001
LUXEMBOURG	18%	41%	31%	7%	3%	59%	38%	500
NEDERLANDS	17%	39%	36%	4%	4%	56%	40%	500
OSTERREICH	30%	29%	22%	16%	4%	58%	38%	500
PORTUGAL	14%	42%	35%	4%	5%	55%	40%	500
FINLAND	28%	24%	29%	13%	6%	52%	42%	500
SWEDEN	37%	28%	11%	23%	3%	64%	33%	500
UNITED KINGDOM	27%	31%	33%	5%	4%	58%	38%	1001
SEXE - SEX								
Male	19%	31%	36%	9%	4%	50%	46%	4738
Female	21%	34%	32%	9%	5%	55%	41%	5286
AGE - AGE								
15 24	14%	34%	41%	9%	3%	48%	49%	1035
25 39	16%	35%	38%	8%	4%	50%	46%	2796
40 54	22%	31%	33%	9%	5%	53%	42%	2625
55&+	25%	30%	29%	10%	6%	55%	39%	3128
EDUCATION								
15&-	25%	32%	28%	10%	6%	57%	38%	2095
16 20	20%	31%	35%	10%	4%	52%	44%	3999
21&+	16%	33%	37%	8%	5%	50%	46%	2681
Aux études - Still studying	15%	35%	42%	6%	2%	50%	48%	1034
PROFESSION - OCCUPATION								
Indépendant - Self-employed.	21%	32%	32%	9%	6%	53%	42%	996
Employé - Employee	18%	34%	37%	8%	4%	51%	45%	3208
Ouvrier - Manual worker.	20%	30%	38%	9%	4%	50%	47%	1314
Sans act.prof. - No prof.activ.	21%	33%	32%	10%	5%	54%	41%	4450
HABITAT - LOCALITY TYPE								
Métropoles - Metropolitan	17%	30%	39%	9%	5%	47%	48%	2795
Centres urbains - Urban zone	21%	33%	33%	10%	4%	54%	42%	3912
Zone rurale - Rural zone	21%	34%	32%	8%	5%	55%	40%	3317
MILIEU ORIGINE - BACKGROUND								
Indépendant(s) - Self-employed	19%	35%	32%	9%	5%	55%	40%	2343
Indép.& salarié - Self & employee	17%	35%	36%	9%	4%	51%	45%	891
Salarié(s) - Employee(s)	21%	31%	35%	9%	4%	52%	44%	6438

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Q6. Etes-vous tout à fait d'accord, d'accord, pas d'accord ou pas d'accord du tout, avec les opinions suivantes ?

g) On ne devrait pas créer une affaire s'il y a un risque que cela échoue. [LIRE - UNE SEULE REPONSE]

Q6. Do you strongly agree, agree, disagree or strongly disagree with the following opinions?

g) One should not start a business if there is a risk it might fail. [READ OUT – ONE ANSWER ONLY]

	Tout à fait d'accord	D'accord	Pas d'accord	Pas d'accord du tout	(nsp/s.r)	D'ACCORD	PAS D'ACCORD	BASE
	Strongly agree	Agree	Disagree	Strongly disagree	(dk/n.a.)	AGREE	DISAGREE	
ICELAND	14%	30%	37%	11%	8%	43%	48%	501
NORWAY	20%	43%	29%	5%	2%	63%	35%	503
USA	8%	22%	49%	18%	4%	29%	67%	1011
LIECHTENSTEIN	21%	34%	35%	9%	2%	54%	44%	500
UE 15	15%	29%	40%	14%	3%	44%	53%	10024
BELGIQUE	21%	33%	37%	8%	2%	54%	45%	519
DANMARK	13%	26%	44%	14%	4%	39%	57%	500
DEUTSCHLAND	23%	29%	32%	14%	2%	52%	46%	1000
ELLAS	6%	36%	44%	14%	0%	42%	58%	500
ESPANA	8%	32%	43%	11%	6%	40%	54%	1001
FRANCE	15%	24%	47%	13%	2%	38%	60%	1002
IRELAND	6%	20%	52%	21%	2%	25%	73%	500
ITALIA	13%	33%	43%	9%	3%	46%	51%	1001
LUXEMBOURG	17%	30%	43%	9%	2%	47%	52%	500
NEDERLANDS	13%	36%	41%	9%	1%	49%	50%	500
OSTERREICH	28%	26%	27%	17%	3%	54%	44%	500
PORTUGAL	16%	41%	35%	5%	3%	57%	40%	500
FINLAND	24%	19%	26%	30%	2%	43%	55%	500
SWEDEN	26%	26%	11%	36%	2%	51%	47%	500
UNITED KINGDOM	11%	22%	45%	19%	3%	34%	64%	1001
SEXE - SEX								
Male	14%	28%	39%	16%	2%	42%	56%	4738
Female	16%	30%	40%	11%	3%	46%	51%	5286
AGE - AGE								
15 24	10%	24%	50%	15%	1%	35%	65%	1035
25 39	13%	25%	44%	17%	1%	38%	61%	2796
40 54	15%	29%	40%	14%	1%	45%	54%	2625
55&+	20%	31%	33%	10%	5%	51%	43%	3128
EDUCATION								
15&-	19%	35%	32%	9%	5%	54%	41%	2095
16 20	17%	28%	40%	13%	2%	45%	53%	3999
21&+	10%	24%	45%	19%	2%	34%	65%	2681
Encore aux ét	9%	26%	49%	16%	1%	35%	64%	1034
PROFESSION - OCCUPATION								
Indépendant - Self-employed.	13%	25%	42%	18%	2%	38%	60%	996
Employé - Employee	13%	26%	44%	16%	1%	39%	60%	3208
Ouvrier - Manual worker.	16%	30%	38%	14%	2%	46%	52%	1314
Sans act.prof. - No prof.activ.	17%	31%	37%	11%	4%	48%	48%	4450
HABITAT - LOCALITY TYPE								
Métropoles - Metropolitan	16%	26%	40%	15%	3%	42%	55%	2795
Centres urbains - Urban zone	15%	29%	40%	14%	3%	44%	53%	3912
Zone rurale - Rural zone	16%	30%	40%	12%	3%	46%	52%	3317
MILIEU ORIGINE - BACKGROUND								
Indépendant(s) - Self-employed	15%	31%	40%	12%	3%	45%	51%	2343
Indép.& salarié - Self & employee	15%	27%	41%	16%	1%	42%	57%	891
Salarié(s) - Employee(s)	16%	28%	40%	14%	2%	44%	54%	6438

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- h) Le climat économique n'est pas favorable pour les personnes qui veulent lancer leur propre affaire [LIRE - UNE SEULE REPONSE]
h) The economic climate is not favourable for people who want to start their own business [READ OUT – ONE ANSWER ONLY]

	Tout à fait d'accord	D'accord	Pas d'accord	Pas d'accord du tout	(nsp/s.r)	D'ACCORD	PAS D'ACCORD	BASE
	Strongly agree	Agree	Disagree	Strongly disagree	(dk/n.a.)	AGREE	DISAGREE	
ICELAND	8%	30%	30%	8%	25%	38%	38%	501
NORWAY	13%	40%	32%	4%	11%	53%	36%	503
USA	15%	38%	36%	7%	5%	52%	43%	1011
LIECHTENSTEIN	19%	49%	25%	4%	3%	68%	29%	500
UE 15								
UE 15	23%	43%	24%	5%	6%	66%	29%	10024
BELGIQUE	21%	48%	23%	4%	4%	69%	27%	519
DANMARK	13%	40%	28%	6%	14%	53%	33%	500
DEUTSCHLAND	30%	45%	19%	4%	2%	75%	23%	1000
ELLAS	29%	49%	19%	3%	1%	78%	21%	500
ESPANA	13%	44%	26%	5%	12%	58%	30%	1001
FRANCE	23%	40%	29%	5%	3%	63%	33%	1002
IRELAND	15%	42%	34%	5%	4%	56%	40%	500
ITALIA	29%	48%	16%	4%	4%	77%	19%	1001
LUXEMBOURG	16%	44%	30%	4%	5%	61%	34%	500
NEDERLAND	20%	49%	25%	3%	2%	69%	28%	500
OSTERREICH	27%	31%	27%	9%	6%	57%	36%	500
PORTUGAL	24%	53%	16%	3%	4%	77%	19%	500
FINLAND	20%	33%	26%	13%	9%	53%	39%	500
SWEDEN	32%	29%	11%	15%	13%	61%	26%	500
UNITED KINGDOM	11%	36%	35%	8%	11%	47%	42%	1001
SEXE - SEX								
Male	21%	42%	26%	7%	4%	63%	33%	4738
Female	24%	44%	21%	4%	7%	68%	25%	5286
AGE - AGE								
15 24	19%	48%	24%	4%	5%	67%	28%	1035
25 39	23%	44%	24%	5%	5%	67%	29%	2796
40 54	27%	40%	24%	5%	4%	67%	29%	2625
55&+	23%	41%	22%	6%	8%	64%	28%	3128
EDUCATION								
15&-	25%	42%	20%	5%	8%	68%	25%	2095
16 20	25%	42%	24%	5%	4%	66%	29%	3999
21&+	21%	42%	27%	6%	5%	63%	33%	2681
Aux études - Still studying	13%	50%	27%	4%	5%	63%	32%	1034
PROFESSION - OCCUPATION								
Indépendant - Self-employed.	24%	40%	25%	7%	4%	64%	32%	996
Employé - Employee	24%	41%	28%	4%	4%	64%	32%	3208
Ouvrier - Manual worker.	24%	45%	21%	5%	5%	69%	26%	1314
Sans act.prof. - No prof.activ.	22%	44%	22%	5%	7%	66%	27%	4450
HABITAT - LOCALITY TYPE								
Métropoles - Metropolitan	25%	42%	24%	5%	5%	67%	29%	2795
Centres urbains - Urban zone	25%	41%	24%	5%	6%	65%	29%	3912
Zone rurale - Rural zone	19%	46%	23%	5%	7%	65%	28%	3317
MILIEU ORIGINE - BACKGROUND								
Indépendant(s) - Self-employed	24%	43%	21%	6%	6%	67%	27%	2343
Indép.& salarié - Self & employee	25%	40%	25%	5%	6%	65%	30%	891
Salarié(s) - Employee(s)	22%	43%	25%	5%	6%	65%	29%	6438

FLASH 146 : ESPRIT D'ENTREPRISE / ENTREPRENEURSHIP STUDY
SEPTEMBRE/SEPTEMBER 2003

Q7. Si vous deviez créer une affaire de nos jours, quels sont les deux risques que vous craindriez le plus ?
Est-ce :... [LIRE - DEUX REPONSES MAXIMUM]

Q7. If you were to set up a business today, which are the two risks you would be most afraid of ? Is it:.,
[READ OUT – MAXIMUM TWO ANSWERS]

	L'incertitude de votre revenu	L'insécurité de l'emploi	Le risque de perdre vos biens	Y consacrer trop énergie ou de temps	Possib. Vivre Echec personnel	Possibilité de faire Faillite	(nsp/s.r.)	BASE
	Uncertainty of your income	Job insecurity	Risk losing ones property	Devote too much energy or time	Possible personal failure	Possib. of going bankrupt	(dk/n.a.)	
ICELAND	44%	15%	37%	16%	12%	46%	12%	501
NORWAY	41%	18%	39%	16%	22%	39%	2%	503
USA	41%	19%	30%	14%	14%	39%	7%	1011
LIECHTENSTEIN	40%	21%	28%	18%	26%	42%	3%	500
UE 15	32%	18%	47%	10%	17%	45%	3%	10024
BELGIQUE	39%	21%	38%	14%	18%	44%	3%	519
DANMARK	34%	9%	43%	12%	15%	50%	4%	500
DEUTSCHLAND	27%	19%	57%	6%	16%	51%	2%	1000
ELLAS	44%	29%	24%	7%	21%	53%	1%	500
ESPANA	14%	17%	56%	9%	20%	37%	7%	1001
FRANCE	26%	20%	44%	14%	20%	44%	1%	1002
IRELAND	27%	15%	57%	11%	15%	50%	1%	500
ITALIA	39%	16%	31%	11%	16%	39%	3%	1001
LUXEMBOURG	41%	18%	53%	10%	21%	51%	2%	500
NEDERLAND	41%	23%	41%	10%	12%	39%	3%	500
OSTERREICH	32%	13%	36%	15%	17%	42%	6%	500
PORTUGAL	28%	20%	47%	7%	16%	46%	5%	500
FINLAND	47%	13%	51%	23%	12%	36%	5%	500
SWEDEN	26%	12%	42%	20%	13%	35%	4%	500
UNITED KINGDOM	42%	15%	56%	10%	17%	51%	2%	1001
SEXE - SEX								
Male	29%	17%	47%	12%	18%	44%	3%	4738
Female	34%	19%	47%	9%	17%	46%	2%	5286
AGE - AGE								
15 24	33%	17%	43%	10%	21%	57%	1%	1035
25 39	38%	18%	47%	12%	15%	45%	1%	2796
40 54	34%	17%	48%	12%	17%	43%	2%	2625
55&+	26%	18%	50%	8%	17%	40%	6%	3128
EDUCATION								
15&-	28%	19%	46%	8%	16%	41%	5%	2095
16 20	33%	18%	49%	10%	17%	46%	2%	3999
21&+	35%	17%	48%	14%	17%	42%	2%	2681
Aux études - Still studying	30%	18%	41%	12%	21%	56%	1%	1034
PROFESSION - OCCUPATION								
Indépendant - Self-employed.	34%	15%	41%	14%	19%	39%	5%	996
Employé - Employee	35%	19%	49%	13%	15%	45%	1%	3208
Ouvrier - Manual worker.	33%	17%	50%	11%	18%	45%	2%	1314
Sans act.prof. - No prof.activ.	28%	18%	46%	8%	18%	46%	4%	4450
HABITAT - LOCALITY TYPE								
Métropoles - Metropolitan	29%	17%	50%	10%	17%	45%	3%	2795
Centres urbains - Urban zone	34%	19%	43%	11%	17%	44%	3%	3912
Zone rurale - Rural zone	31%	17%	49%	10%	18%	46%	3%	3317
MILIEU ORIGINE - BACKGROUND								
Indépendant(s) - Self-employed	32%	17%	44%	10%	17%	42%	4%	2343
Indép.& salarié - Self & employee	38%	15%	48%	12%	15%	49%	2%	891
Salarié(s) - Employee(s)	31%	19%	49%	10%	18%	46%	2%	6438

FLASH 146 : ESPRIT D'ENTREPRISE / ENTREPRENEURSHIP STUDY
SEPTEMBRE/SEPTEMBER 2003

Q8. La plupart des entreprises sont limitées à une seule personne, ce qui signifie que l'entrepreneur n'emploie personne. Parmi les propositions suivantes, quelles sont les deux principales raisons qui pourraient expliquer le plus ce fait ? [LIRE - DEUX REPONSES MAXIMUM]
Q8, Most of the businesses are so-called one-person businesses meaning that the entrepreneur does not employ anybody. Among the following what are the two main reasons that could most explain this fact? [READ OUT – MAXIMUM TWO ANSWERS]

	le business n'est pas assez important	l'entr. veut garder le contrôle total	les entrepreneurs veulent éviter les problèmes	pas assez d'employés qualifiés	salaires sont trop élevés	coûts additionnels du travail sont trop élevés	Procé. adm. pour engager sont trop compl. et prennent trop de tps.	trop difficile de renvoyer quelqu'un	(autre)	(nsp/sr)	BASE
	the business is not big enough	entrepreneur wants to keep full control	entrepreneurs want to avoid problems with employees	insufficient supply of qualified employees	wages are too high	additional labour costs are too high	adm. procedures for hiring are too compl. and time consuming	too difficult to dismiss an employee	(other)	(dk/na)	
ICELAND	49%	22%	6%	6%	10%	31%	4%	7%	7%	20%	501
NORWAY	39%	13%	10%	8%	34%	43%	21%	11%	0%	4%	503
USA	40%	20%	10%	12%	13%	28%	11%	10%	1%	7%	1011
LIECHTENSTEIN	42%	17%	9%	16%	22%	42%	9%	12%	0%	3%	500
UE 15											
UE 15	30%	15%	12%	15%	15%	46%	19%	15%	1%	4%	10024
BELGIQUE	21%	20%	12%	13%	24%	51%	23%	10%	1%	3%	519
DANMARK	38%	15%	9%	7%	17%	13%	45%	7%	1%	6%	500
DEUTSCHLAND	40%	11%	11%	13%	14%	55%	17%	18%	1%	3%	1000
ELLAS	43%	16%	20%	9%	23%	44%	9%	16%	0%	1%	500
ESPANA	23%	18%	14%	13%	15%	44%	11%	10%	1%	10%	1001
FRANCE	19%	11%	11%	19%	8%	52%	25%	18%	1%	2%	1002
IRELAND	32%	18%	10%	8%	38%	32%	17%	14%	0%	3%	500
ITALIA	23%	15%	12%	15%	10%	48%	15%	14%	0%	4%	1001
LUXEMBOURG	31%	21%	13%	20%	28%	38%	12%	27%	2 %	2%	500
NEDERLAND	34%	23%	9%	12%	18%	37%	24%	15%	0%	2%	500
OSTERREICH	32%	12%	5%	8%	17%	59%	14%	4%	4%	5%	500
PORTUGAL	30%	18%	14%	18%	15%	35%	12%	17%	2%	7%	500
FINLAND	29%	8%	6%	10%	19%	61%	23%	22%	1%	5%	500
SWEDEN	29%	12%	6%	5%	13%	42%	16%	21%	1%	7%	500
UNITED KINGDOM	38%	22%	14%	18%	22%	33%	24%	16%	1%	4%	1001
SEXE - SEX											
Male	30%	17%	13%	16%	14%	45%	19%	16%	1%	3%	4738
Female	31%	14%	11%	16	16%	48%	19%	14%	1%	5%	5286
AGE - AGE											
15 24	37%	20%	11%	14%	18%	45%	15%	11%	0%	3%	1035
25 39	35%	16%	12%	15%	14%	51%	17%	14%	1%	2%	2796
40 54	31%	16%	12%	14%	12%	49%	21%	16%	1%	3%	2625
55&+	23%	12%	11%	14%	15%	42%	20%	17%	2%	8%	3128
EDUCATION											
15&-	23%	14%	14%	15%	16%	44%	18%	15%	1%	6%	2095
16 20	32%	16%	11%	14%	14%	49%	19%	16%	1%	3%	3999
21&+	35%	15%	11%	13%	14%	47%	22%	16%	1%	3%	2681
Aux études - Still studying	35%	19%	14%	15%	20%	39%	16%	12%	0%	2%	1034
PROFESSION - OCCUPATION											
Indépendant - Self-employed.	29%	15%	13%	15%	11%	49%	20%	21%	1%	3%	996
Employé - Employee	37%	15%	11%	14%	14%	50%	20%	15%	1%	2%	3208
Ouvrier - Manual worker.	31%	18%	13%	15%	13%	46%	19%	13%	1%	4%	1314
Sans act.prof. - No prof.activ.	27%	15%	12%	15%	17%	43%	18%	15%	1%	6%	4450
HABITAT - LOCALITY TYPE											
Métropoles - Metropolitan	33%	13%	11%	14%	14%	48.3%	18%	15%	1%	4%	2795
Centres urbains - Urban zone	31%	16%	12%	14%	15%	45%	19%	14%	1%	4%	3912
Zone rurale - Rural zone	28%	16%	13%	15%	15%	46%	19%	16%	1%	4%	3317
MILIEU ORIGINE BACKGROUND											
Indépendant(s) - Self-employed	26%	14%	12%	14%	15%	45%	19%	16%	2%	5%	2343
Indép.& salarié - Self & employee	38%	16%	12%	12%	17%	49%	17%	14%	1%	3%	891
Salarié(s) - Employee(s)	31%	16%	11%	15%	14%	47%	19%	15%	1%	4%	6438

FLASH 146 : ESPRIT D'ENTREPRISE / ENTREPRENEURSHIP STUDY
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Q9. Combien de temps pensez-vous qu'il faille à une entreprise limitée à une seule personne pour accomplir toutes les démarches administratives lorsqu'elle engage un premier employé? [LIRE - DEUX REPONSES MAXIMUM]

Q9, How much time do you think is needed for a one-person-business to get through all administrative procedures when an entrepreneur hires the first employee? [READ OUT – MAXIMUM TWO ANSWERS]

	Moins d'un jour	Deux à trois jours	Une semaine	Deux à trois semaines	Plus de trois semaines	(nsp/sr)	Base
	Less than one day	Two to three days	One week	Two to three weeks	More than three weeks	(dk/na)	
ICELAND	13%	22%	32%	12%	5%	17%	501
NORWAY	7%	15%	29%	18%	23%	8%	503
USA	10%	15%	22%	19%	23%	11%	1011
LIECHTENSTEIN	13%	29%	23%	16%	13%	6%	500
UE 15	8%	20%	25%	17%	20%	11%	10024
BELGIQUE	10%	18%	24%	18%	16%	14%	519
DANMARK	10%	26%	31%	14%	12%	8%	500
DEUTSCHLAND	9%	29%	27%	16%	16%	4%	1000
ELLAS	6%	19%	34%	18%	18%	5%	500
ESPANA	8%	16%	21%	14%	18%	24%	1001
FRANCE	7%	16%	23%	21%	26%	6%	1002
IRELAND	9%	17%	21%	25%	20%	8%	500
ITALIA	5%	14%	27%	18%	21%	15%	1001
LUXEMBOURG	7%	21%	23%	17%	23%	9%	500
NEDERLAND	14%	21%	22%	12%	16%	17%	500
OSTERREICH	14%	23%	26%	14%	8%	16%	500
PORTUGAL	3%	12%	20%	16%	31%	19%	500
FINLAND	12%	33%	26%	12%	8%	10%	500
SWEDEN	11%	23%	27%	18%	12%	9%	500
UNITED KINGDOM	8%	19%	21%	19%	24%	10%	1001
SEXE - SEX							
Male	10%	21%	26%	16%	18%	9%	4738
Female	6%	19%	24%	18%	21%	13%	5286
AGE - AGE							
15 24	4%	16%	29%	21%	21%	8%	1035
25 39	8%	22%	27%	18%	18%	8%	2796
40 54	11%	22%	23%	15%	20%	10%	2625
55&+	8%	19%	21%	15%	21%	15%	3128
EDUCATION							
15&-	7%	18%	21%	16%	22%	16%	2095
16 20	10%	22%	24%	16%	19%	8%	3999
21&+	9%	21%	26%	18%	17%	10%	2681
Aux études - Still studying	3%	14%	32%	24%	21%	7%	1034
PROFESSION - OCCUPATION							
Indépendant - Self-employed.	16%	23%	24%	11%	15%	11%	996
Employé - Employee	8%	22%	27%	17%	18%	8%	3208
Ouvrier - Manual worker.	9%	23%	22%	18%	20%	8%	1314
Sans act.prof. - No prof.activ.	6%	18%	24%	18%	22%	13%	4450
HABITAT - LOCALITY TYPE							
Métropoles - Metropolitan	9%	21%	23%	17%	20%	10%	2795
Centres urbains - Urban zone	7%	20%	26%	17%	21%	10%	3912
Zone rurale - Rural zone	8%	20%	25%	17%	18%	12%	3317
MILIEU ORIGINE - BACKGROUND							
Indépendant(s) - Self-employed	9%	21%	22%	17%	18%	14%	2343
Indép.& salarié - Self & employee	11%	22%	26%	19%	14%	8%	891
Salarié(s) - Employee(s)	7%	20%	26%	18%	20%	10%	6438

TECHNICAL NOTE

Réalisation de ce sondage

Ce sondage téléphonique FLASH EUROBAROMETRE 146 sur l'esprit d'entreprise a été réalisé pour la Commission européenne.

Il s'agit d'un FLASH EUROBAROMETRE GRAND PUBLIC, organisé et géré par la Direction Générale PRESS, Unité B/1.

Les interviews ont été réalisées du 10/09/2003 au 22/09/2003 par les 19 Instituts EOS GALLUP EUROPE dont la liste suit :

Belgique	B	TNS DIMARSO - BRUXELLES
Danemark	DK	TNS GALLUP - KOBENHAVN
Allemagne	D	TNS EMNID - BIELEFELD
Grèce	EL	TNS ICAP - ATHENS
Espagne	E	TNS DEMOSCOPIA - MADRID
France	F	TNS SOFRES - MONTROUGE
Irlande	IRL	IRISH MKTG SURVEYS - DUBLIN
Italie	I	DOXA - MILANO
Luxembourg	L	TNS ILReS - LUXEMBOURG
Pays-Bas	NL	TNS NIPO - AMSTERDAM
Autriche	A	ÖSTERREICHISCHES GALLUP-VIENNA
Portugal	P	TNS EUROTESTE - LISBOA
Finlande	FIN	TNS SUOMEN GALLUP - ESPOO
Suède	S	TNS SVENSKA GALLUP - STOCKHOLM
Royaume Uni	UK	ICM - LONDON
Islande	IS	GALLUP ICELAND - REYKJAVIK
Norvège	NO	TNS NORSK GALLUP INSTITUTT - OSLO
Etats-Unis	US	PRINCETON SURVEY RESEARCH ASS. - NJ
Liechtenstein	LI	ISOPUBLIC - ZURICH

Représentativité des résultats

Chaque échantillon national est représentatif de la population âgée de 15 ans et plus.

Tailles des échantillons

Les tailles d'échantillon sont d'environ 500 ou 1000 répondants par pays.

Une pondération a été appliquée aux résultats nationaux pour calculer un total marginal où chaque pays contribue au résultat de l'Union Européenne en proportion du nombre de ses habitants.

A la page suivante sont présentés côte à côte les nombres d'interviews:

- (1) effectivement réalisées dans chaque pays
- (2) découlant de la pondération selon les populations de chaque pays qui participent à la construction de l'Union Européenne actuelle (15 pays).

Conduction of this survey

This telephone Survey FLASH EUROBAROMETRE 146 on the entrepreneurship has been conducted for the European Commission.

It is a GENERAL PUBLIC FLASH EUROBAROMETER SURVEY, organized and managed by the PRESS General Directorate, Unit B/1.

The interviews have been conducted between the 10/09/2003 and the 22/09/2003 by these 19 EOS GALLUP EUROPE Institutes :

(Interviews : 10/09/2003 – 16/09/2003)	Belgium
(Interviews : 10/09/2003 – 17/09/2003)	Denmark
(Interviews : 10/09/2003 – 22/09/2003)	Germany
(Interviews : 10/09/2003 – 17/09/2003)	Greece
(Interviews : 10/09/2003 – 16/09/2003)	Spain
(Interviews : 10/09/2003 – 17/09/2003)	France
(Interviews : 10/09/2003 – 22/09/2003)	Ireland
(Interviews : 10/09/2003 – 14/09/2003)	Italy
(Interviews : 10/09/2003 – 15/09/2003)	Luxembourg
(Interviews : 10/09/2003 – 17/09/2003)	Netherlands
(Interviews : 16/09/2003 – 19/09/2003)	Austria
(Interviews : 10/09/2003 – 16/09/2003)	Portugal
(Interviews : 11/09/2003 – 17/09/2003)	Finland
(Interviews : 10/09/2003 – 19/09/2003)	Sweden
(Interviews : 10/09/2003 – 21/09/2003)	United Kingdom
(Interviews : 10/09/2003 – 18/09/2003)	Iceland
(Interviews : 10/09/2003 – 18/09/2003)	Norway
(Interviews : 10/09/2003 – 17/09/2003)	United States
(Interviews : 13/09/2003 – 17/09/2003)	Liechtenstein

Representativity of the results

Each national sample is representative of the population of 15 y.o. and more.

Sizes of the sample

The sample sizes amount to approximately 500 or 1000 respondents in each country.

A weighting factor has been applied on the national results in order to compute a marginal total where each country contributes to the European Union result in proportion of its population.

In the following page we have presented, side by side, the number of interviews:

- (1) actually conducted in each country
- (2) derived from the weighting in proportion of the population of each country participating in the construction of the current European Union (15 countries).

	TOTAL INTERVIEWS			
	(1)	(1)	(2)	(2)
	Réalisées Conducted	% du total % on total	Pondérées Weighted	% du total (Pondéré) % on Total (Weighted)
Total UE	10024	100.0%	10024	100.0%
Belgique	519	5,2%	405	2,7%
Danmark	500	5,0%	209	1,4%
Deutschland	1000	10,0%	3319	22,1%
Ellas	500	5,0%	429	2,9%
Espana	1001	10,0%	1606	10,7%
France	1002	10,0%	2313	15,4%
Ireland	500	5,0%	143	0,9%
Italia	1001	10,0%	2372	15,8%
Luxembourg	500	5,0%	17	0,1%
Nederland	500	5,0%	623	4,2%
Österreich	500	5,0%	324	2,2%
Portugal	500	5,0%	400	2,7%
Finland	500	5,0%	203	1,3%
Sweden	500	5,0%	347	2,3%
United Kingdom	1001	10,0%	2320	15,4%

4 Pays – 4 countries				
Iceland	501	100%	501	100%
Norway	503	100%	503	100%
United States	1011	100%	1011	100%
Liechtenstein	500	100%	500	100%

Questionnaires

1. Le questionnaire établi pour ce sondage est reproduit à la fin de ce volume de résultats, en Français et en Anglais (Voir ci-après).
2. Les traductions ont été réalisées dans chaque langue d'interview par les Instituts nationaux cités ci-dessus.
3. Un exemplaire de chaque questionnaire national est joint à ces volumes de Tableaux de résultats.

Questionnaires

1. The questionnaire prepared for this survey is reproduced at the end of this results volume, in French and in English (see hereafter).
2. The translations have been realized in each national language by the Institutes listed above.
3. One copy of each national questionnaire is annexed to these Data Tables results Volumes.

Tableaux des résultats

* VOLUME A : PAYS PAR PAYS

Le VOLUME A présente les résultats de l'Union Européenne pays par pays, auxquels sont ajoutés les quatre pays mentionnés ci-avant.

* VOLUME B : DEMOGRAPHIQUES DES REpondANTS

Le VOLUME B présente les résultats de l'Union Européenne ventilés selon quelques caractéristiques socio-démographiques des répondants :

Sexe (Homme, Femme)
Age (15-24, 25-39, 40-54, 55 +)
Education (15&- , 16-20, 21&+,encore étudiants)
Profession
Habitat
Milieu origine

* VOLUME(S) C : CHAQUE PAYS

Le(s) VOLUME(S) C présente(nt) la même analyse que celle du VOLUME B, mais pour chaque pays individuellement.

Valeurs statistiques des résultats

Les résultats d'un sondage ne sont jamais valables que dans les limites d'une **marge statistique** d'échantillonnage. Cette marge est plus ou moins grande, et dépend de trois choses :

1. La taille de l'échantillon (ou de la partie d'échantillon que l'on analyse) : plus le nombre de répondants est grand, plus la marge statistique est petite ;
2. Le résultat lui-même : plus le résultat est proche de 50%, plus la marge statistique est grande ;
3. Le degré de certitude que l'on exige : plus on est sévère, plus la marge statistique est grande.

A titre d'exemple, prenons un cas imaginaire :

1. 500 personnes ont répondu à une question ;
2. Le résultat analysé est de 50 % environ ;

Tables of results

* VOLUME A : COUNTRY BY COUNTRY

The VOLUME A presents the European Union results country by country, and the fourth countries mentioned before.

* VOLUME B : RESPONDENTS' DEMOGRAPHICS

The VOLUME B presents the results of European Union with the following personal characteristics of respondents as breakdowns :

Sex (Men, Women)
Age (15-24, 25-39, 40-54, 55 +)
Education (15&- , 16-20, 21&+, still studying)
Occupation
Locality type
Background

* VOLUME(S) C : EACH COUNTRY

The VOLUME(S) C present(s) the same analysis as in VOLUME B, but for each individual country.

Statistical significance of the results

The results in a survey are valid only between the limits of a **statistical margin** caused by the sampling process. This margin varies with three factors :

1. The sample size (or the size of the analysed part in the sample) : the greater the number of respondents is, the smaller the statistical margin will be;
2. The result in itself : the closer the result approaches 50%, the wider the statistical margin will be ;
3. The desired degree of confidence : the more "strict" we are, the wider the statistical margin will be.

As an example, examine this illustrative case :

1. One question has been answered by 500 people ;
2. The analysed result is around 50%;

3. On choisit un degré de certitude de 95 % (c'est le niveau le plus utilisé par les statisticiens, et c'est celui adopté pour la table ci-après) ;

Dans ce cas illustratif la marge statistique est de : (+/- 4.4%) autour des 50% observés. Et en conclusion : le résultat pour la population totale se situe entre 45.6% et 54.4%.

Nous reproduisons à la page suivante les marges statistiques calculées pour différents échantillons et différents résultats observés, au degré de certitude de 95%.

**MARGES STATISTIQUES
D'ECHANTILLONAGE
(AU NIVEAU DE CONFIANCE DE 95 %)**

Différentes tailles d'échantillon sont en lignes ;
Différents résultats observés sont en colonnes :

3. We choose a significance level of 95 % (it is the level most often used by the statisticians, and it is the one chosen for the Table hereafter);

In this illustrative case the statistical margin is : (+/- 4.4%) around the observed 50%. And as a conclusion : the result for the whole population lies between 45.6% and 54.4 %.

In the next page we've reproduced the statistical margins computed for various observed results, on various sample sizes, at the 95% significance level.

**STATISTICAL MARGINS DUE TO THE
SAMPLING PROCESS
(AT THE 95 % LEVEL OF CONFIDENCE)**

Various sample sizes are in rows ;
Various observed results are in columns :

	5%	10%	15%	20%	25%	30%	35%	40%	45%	50%	
	95%	90%	85%	80%	75%	70%	65%	60%	55%	50%	
N=50	6.0	8.3	9.9	11.1	12.0	12.7	13.2	13.6	13.8	13.9	N=500
N=500	1.9	2.6	3.1	3.5	3.8	4.0	4.2	4.3	4.4	4.4	N=1000
N=1000	1.4	1.9	2.2	2.5	2.7	2.8	3.0	3.0	3.1	3.1	N=1000
N=1500	1.1	1.5	1.8	2.0	2.2	2.3	2.4	2.5	2.5	2.5	N=1500
N=2000	1.0	1.3	1.6	1.8	1.9	2.0	2.1	2.1	2.2	2.2	N=2000
N=3000	0.8	1.1	1.3	1.4	1.5	1.6	1.7	1.8	1.8	1.8	N=3000
N=4000	0.7	0.9	1.1	1.2	1.3	1.4	1.5	1.5	1.5	1.5	N=4000
N=5000	0.6	0.8	1.0	1.1	1.2	1.3	1.3	1.4	1.4	1.4	N=5000
N=6000	0.6	0.8	0.9	1.0	1.1	1.2	1.2	1.2	1.3	1.3	N=6000
N=7000	0.5	0.7	0.8	0.9	1.0	1.1	1.1	1.1	1.2	1.2	N=7000
N=7500	0.5	0.7	0.8	0.9	1.0	1.0	1.1	1.1	1.1	1.1	N=7500
N=8000	0.5	0.7	0.8	0.9	0.9	1.0	1.0	1.1	1.1	1.1	N=8000
N=9000	0.5	0.6	0.7	0.8	0.9	0.9	1.0	1.0	1.0	1.0	N=9000
N=10000	0.4	0.6	0.7	0.8	0.8	0.9	0.9	1.0	1.0	1.0	N=10000
N=11000	0.4	0.6	0.7	0.7	0.8	0.9	0.9	0.9	0.9	0.9	N=11000
N=12000	0.4	0.5	0.6	0.7	0.8	0.8	0.9	0.9	0.9	0.9	N=12000
N=13000	0.4	0.5	0.6	0.7	0.7	0.8	0.8	0.8	0.9	0.9	N=13000
N=14000	0.4	0.5	0.6	0.7	0.7	0.8	0.8	0.8	0.8	0.8	N=14000
N=15000	0.3	0.5	0.6	0.6	0.7	0.7	0.8	0.8	0.8	0.8	N=15000
	5%	10%	15%	20%	25%	30%	35%	40%	45%	50%	
	95%	90%	85%	80%	75%	70%	65%	60%	55%	50%	

QUESTIONNAIRE

EOS GALLUP EUROPE
FLASH EB N° ["146"] ("L'ESPRIT D'ENTREPRISE/4") – 2003
Version française 30.07.03 N/REF : 5008 LDV TL BA

D1. Sexe	[1]	homme	
	[2]	femme	
D2. Age exact :	[][]	ans	
	[00]	[REFUS/ S.R.]	
D3. Age de fin d'études :	[AGE EXACT EN 2 CHIFFRES]		
	[][]	ans	
	[00]	[REFUS/ SR]	
	[01]	[JAMAIS ETE A L'ECOLE PLEIN TEMPS]	
	[99]	[ENCORE A L'ECOLE PLEIN TEMPS]	
D4. Sur le plan professionnel, peut-on dire qu'actuellement vous êtes indépendant, employé, ouvrier ou êtes-vous sans activité professionnelle ?	[LIRE ITEMS A GAUCHE - ENSUITE FAIRE PRECISER (« c'est-à-dire ») - UNE SEULE REPONSE]		
	- Indépendant		
	→ c'est-à-dire : - exploitant agricole, forestier, pêcheur 11		
	- commerçant, artisan 12		
	- de profession libérale (avocat, médecin, comptable, architecte,...) 13		
	- chef d'entreprise 14		
	- autre (PRECISER) 15		
	- Employé		
	→ c'est-à-dire : - de profession libérale (médecin, avocat, comptable, architecte,...) 21		
	- cadre supérieur/dirigeant d'entreprise 22		
	- cadre moyen 23		
	- fonctionnaire 24		
	- employé de bureau 25		
	- autre employé (vendeur, infirmier, etc...) 26		
	- autre (PRECISER) 27		
	- Ouvrier		
	→ c'est-à-dire : - agent de maîtrise (chef d'équipe) 31		
	- ouvrier qualifié 32		
	- ouvrier non qualifié 33		
	- autre (PRECISER) 34		
	- Sans activité professionnelle		
	→ c'est-à-dire : - vous occupant de votre ménage 41		
	- étudiant (à temps plein) 42		
	- retraité 43		
	- à la recherche d'un emploi 44		
	- autre (PRECISER) 45		
	- (Refus) 99		

EOS GALLUP EUROPE
FLASH EB SURVEYS N°["146"] ("ENTREPRENEURSHIP/4") – 2003
English version 30.07.03 5008 LDV TL BA

D1. Sex	[1]	Male	
	[2]	Female	
D2. Exact Age:	[][]	years old	
	[00]	[REFUSAL/NO ANSWER]	
D3. Age when finished full time education :	[EXACT AGE IN 2 DIGITS]		
	[][]	years old	
	[00]	[REFUSAL/ NO ANSWER]	
	[01]	[NEVER BEEN IN FULL TIME EDUCATION]	
	[99]	[STILL IN FULL TIME EDUCATION]	
D4. As far as your current occupation is concerned, would you say you are self-employed, an employee, a manual worker 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,...) .. 13		
	- manager of a company 14		
	- other (SPECIFY) 15		
	- Employee		
	→ i.e. : - professional (employed doctor, lawyer, accountant, architect)..... 21		
	- general management, director or top management 22		
	- middle management, 23		
	- Civil servant 24		
	- office clerk 25		
	- other employee (salesman, nurse, etc...) 26		
	- other (SPECIFY) 27		
	- Manual worker		
	→ i.e. : - supervisor / foreman (team manager, etc ...) 31		
	- manual worker 32		
	- unskilled manual worker 33		
	- other (SPECIFY) 34		
	- Without a professional activity		
	→ i.e. : - looking after the home 41		
	- student (full time) 42		
	- retired 43		
	- seeking a job 44		
	- other (SPECIFY) 45		
	- (Refusal) 99		

D5. Région = "European Administrative Regional Unit" (N.U.T.S. 1) [2 CHIFFRES]

D6. Type de localité?

- zone métropolitaine1
- autre ville/centre urbain2
- zone rurale3

D7. Pourriez-vous me dire quelles sont ou étaient les activités professionnelles de votre père et de votre mère : sont-ils ou étaient-ils indépendants, employés, ouvriers, ou sans activité professionnelle ?

[LIRE – UNE SEULE REPONSE]

- a) Père :
- indépendant1
 - employé2
 - fonctionnaire3
 - ouvrier4
 - sans activité professionnelle5
 - (NSP/SR)6
- b) Mère :
- indépendante1
 - employée2
 - fonctionnaire3
 - ouvrière4
 - sans activité professionnelle5
 - (NSP/SR)6

[TREND – FLASH 134 Q5a-Q5b]

D5. Region = "European Administrative Regional Unit" (N.U.T.S. 1) [2 DIGITS]

D6. Type of Locality?

- metropolitan zone1
- other town/urban centre.....2
- rural zone3

D7. Could you tell me the occupation of your mother and father ? Are they or were they self-employed, employees, manual workers or without a professional activity ?

[READ OUT – ONLY ONE ANSWER]

- a) Father:
- self-employed1
 - employee.....2
 - civil servant3
 - manual worker4
 - without a professional activity5
 - (DK/NA).....6
- b) Mother:
- self-employed1
 - employee.....2
 - civil servant3
 - manual worker4
 - without a professional activity5
 - (DK/NA).....6

[TREND – FLASH 134 Q5a – Q5b]

Nous réalisons une étude ayant pour thème l'esprit d'entreprise dans les 15 pays de l'Union européenne ainsi qu'aux USA, en Norvège, en Islande et au Lichtenstein.

Q1. Supposons que vous puissiez choisir entre divers types de métiers, que préféreriez-vous : ...

[LIRE – UNE SEULE REPONSE]

- être un employé1
- ou être indépendant ?2
- (aucun des deux)3
- (NSP/SR)4

- TREND FLASH-EB 134 Q1 -

Q2. Avez-vous créé une entreprise récemment ou avez-vous entrepris des démarches dans ce sens ?

[LIRE – UNE SEULE REPONSE]

- Cela ne vous est jamais venu à l'esprit.....1
- Non mais vous êtes en train d' y penser.....2
- Non, vous y aviez pensé ou vous aviez déjà entrepris des démarches dans ce sens mais vous y avez renoncé.....3
- Oui, vous êtes actuellement en train d'entreprendre des démarches pour créer une nouvelle entreprise.....4
- Oui , vous avez créé ou repris une entreprise au cours de ces trois dernières années toujours en activité aujourd'hui.....5
- Oui, vous avez créé ou repris une entreprise, il y plus de trois ans, qui toujours en activité aujourd'hui.....6
- Non, Vous avez créé autrefois une entreprise mais vous n'êtes plus actuellement entrepreneur (faillite de l'entreprise, vente de l'entreprise ou le répondant a pris sa retraite)7
- (NSP/SR)8

[TREND FLASH 134 Q2]

We are conducting a survey in the 15 countries of the European Union and in some other countries including the United States, Norway, Iceland and Liechtenstein 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 employee1
- or being self-employed ?2
- (none of these).....3
- [DK/NA]4

[TREND FLASH 134 Q1]

Q2. Have you started a business recently or are you taking steps to start one ?

[READ OUT – ONE ANSWER ONLY]

- It never came to your mind1
- No, but you are thinking about it.....2
- No, you thought of it or you had already taken steps to start a business but gave up.....3
- Yes, you are currently taking steps to start a new business4
- Yes, you have started or taken over a business in the last three years which is still active today.....5
- Yes, you started or took over a business more than three years ago and it's still active6
- No, you once started a business, but currently you are no longer an entrepreneur (business has failed, business was sold or the interviewee has retired).....7
- (DK/NA)8

[TREND FLASH 134 Q2]

Q3. Si aujourd'hui vous aviez les moyens de lancer votre propre affaire, préféreriez-vous en créer une nouvelle ou racheter une affaire qui existe déjà?

[LIRE – UNE SEULE REPONSE]

- en créer une nouvelle 1
- racheter une affaire qui existe déjà 2
- (ni l'un ni l'autre, pas intéressé) 3
- (NSP/SR) 4

[NOUVELLE (Réf. Q4 FL 107)]

Q4. Actuellement, qui vous semble le mieux en mesure de conseiller quelqu'un un pour créer sa propre affaire:..

[READ OUT – ROTATE-DEUX REPONSES AU MAXIMUM]

- un avocat/comptable/consultant privé 1
- une banque 2
- une chambre de commerce/association professionnelle 3
- un organisme public de soutien aux entreprises 4
- un autre entrepreneur 5
- un parent/un ami 6
- (autre:...) [SPECIFIER] 7
- (Personne) 8
- [NSP/SR] 9

[NOUVELLE (Réf. Q3 FL 107)]

Q3. If you had currently the means to start your own business, 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) 4

[NEW (Ref. Q4 FL 107)]

Q4. At present, who in your opinion seems to be best qualified to advise people on setting up their own business? Is it:..

[READ OUT – ROTATE-MAXIMUM TWO ANSWERS]

- A lawyer/accountant/private consultant 1
- A bank 2
- A chamber of commerce/professional association 3
- A public support organisation for businesses 4
- Another entrepreneur 5
- A relative/friend 6
- (Other:...) [SPECIFY] 7
- (Nobody) 8
- (DK/NA) 9

[NEW (Ref. Q3 FL 107)]

Q5a) A votre avis, où devrait-on enseigner les connaissances de base sur la façon dont on gère une affaire? Est-ce :..

[LIRE – PLUSIEURS REPONSES POSSIBLES]

- a) À l'école dans l'enseignement secondaire 1
- b) Dans les écoles techniques de l'enseignement secondaire 1
- c) A l'université ou dans l'enseignement post-scolaire..... 1
- d) Dans des cours spécifiques pour adultes..... 1
- e) Nulle part, cela ne peut être enseigné..... 1
- f) (Ailleurs:...) [PRECISER] 1
- g) (NSP/SR)..... 1

[NOUVELLE (Réf. Q6 FL 107)]

Q5b) De laquelle des propositions suivantes, vous sentez-vous le plus proche: ..?

[LIRE – UNE SEULE REPONSE]

- Au-delà des matières enseignées, le système éducatif [dans notre Pays] développe, auprès des jeunes gens, un état d'esprit qui les encouragent à créer une entreprise 1
- Au-delà des matières enseignées, le système éducatif [dans notre pays] ne développe pas, auprès des jeunes gens, un état d'esprit qui les encouragent à créer une entreprise 2
- (NSP/SR)..... 3

[NOUVELLE]

Q5a) In your opinion, where should basic knowledge of how to run a business be taught? Is it:...

[READ OUT – MULTIPLE ANSWERS POSSIBLE]

- a) At secondary schools..... 1
- b) At technical secondary schools (initial vocational training)..... 1
- c) At university or tertiary level of education 1
- d) During specific courses for adults 1
- e) Nowhere, it cannot be taught 1
- f) (Elsewhere :...) [SPECIFY]..... 1
- g) (DK/NA)..... 1

[NEW (Ref. Q6 FL 107)]

Q5b) Which of the following propositions do you feel closest to: ..?

[READ OUT – ONE ANSWER ONLY]

- Aside from subjects taught, the education system [in our country] develops a state of mind in young people that encourages them to create a firm 1
- Aside from subjects taught, the education system [in our country] does not develop a state of mind in young people that encourages them to create a firm 2
- (DK/NA)..... 3

[NEW]

Q6. Etes-vous tout à fait d'accord, d'accord, pas d'accord ou pas d'accord du tout, avec les opinions suivantes ?

[LIRE – ROTATION – UNE SEULE REPONSE POUR CHAQUE ITEM]

- tout à fait d'accord..... 1
- d'accord..... 2
- pas d'accord..... 3
- pas d'accord du tout ... 4
- (NSP/SR)..... 5

- a) Il est difficile de créer sa propre affaire à cause d'un manque de soutien financier disponible
- b) Il est difficile de créer sa propre affaire à cause de la complexité des procédures administratives.
- c) Je serais prêt à payer ou à prendre sur mon temps libre pour suivre des cours portant sur la façon de créer et gérer une affaire.
- d) Les personnes qui ont créé leur propre affaire et qui ont échoué devraient avoir une seconde chance.
- e) Je commanderais moins volontiers quelque chose à quelqu'un qui a déjà échoué en affaires
- f) Je n'investirais jamais d'argent dans une affaire gérée par quelqu'un ayant échoué par le passé
- g) On ne devrait pas créer une affaire s'il y a un risque que cela échoue.
- h) Le climat économique n'est pas favorable pour les personnes qui veulent lancer leur propre affaire

[TREND MODIFIED– FLASH 134 Q4]

Q6. Do you strongly agree, agree, disagree or strongly disagree with the following opinions?

[READ OUT – ROTATE – ONE ANSWER ONLY FOR EACH ITEM]

- strongly agree1
- agree2
- disagree 3
- strongly disagree.....4
- (DK/NA).....5

- a) It is difficult to start one's own business due to a lack of available financial support.
- b) It is difficult to start one's own business due to the complex administrative procedures.
- c) I would be ready to pay or to allocate some of my free time to follow courses on how to start and run a business.
- d) People who have started their own business and have failed should be given a second chance.
- e) I would be less inclined to order goods from someone who has already failed in business
- f) I would never invest money in a business managed by someone who has already failed in the past
- g) One should not start a business if there is a risk it might fail.
- h) The economic climate is not favourable for people who want to start their own business

[MODIFIED TREND – FLASH 134 Q4]

Q7. Si vous deviez créer une affaire de nos jours, quels sont les deux risques que vous craindriez le plus ? Est-ce ...

[LIRE – ROTATION - DEUX REPONSES AU MAXIMUM]

- L'incertitude votre revenu1
- L'insécurité de l'emploi2
- Le risque de perdre vos biens.....3
- Devoir y consacrer trop d'énergie ou de temps.....4
- La possibilité de vivre un échec personnel.....5
- La possibilité de faire faillite.....6
- (NSP/SR).....7

[TREND – FLASH 134 Q4]

Q8) La plupart des entreprises sont limitées à une seule personne, ce qui signifie que l'entrepreneur n'emploie personne. Parmi les propositions suivantes, quelles sont les deux principales raisons qui pourraient expliquer le plus ce fait ?

[LIRE – ROTATION - MAXIMUM DEUX REPONSES]

- Le business n'est pas assez important (chiffre d'affaire, profit etc.).....01
- L'entrepreneur veut garder le contrôle total02
- Les entrepreneurs veulent éviter les problèmes avec les employés03
- Il n'y a pas assez d'employés qualifiés.....04
- Les salaires sont trop élevés05
- Les coûts additionnels du travail (comme les contributions des employeurs à la sécurité sociale) sont trop élevés.....06
- Les procédures administratives pour engager quelqu'un sont trop compliquées et prennent trop de temps07
- L'entrepreneur craint que cela soit trop difficile de renvoyer un employé08
- (Autre) [SPECIFIER].....09
- (NSP/SR).....10

[NOUVELLE]

Q7. 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) 7

[TREND – FLASH 134 Q4]

Q8) Most of the businesses are so-called one-person businesses meaning that the entrepreneur does not employ anybody. Among the following what are the two main reasons that could most explain this fact?

[READ OUT – ROTATE - MAXIMUM TWO ANSWERS]

- The business is not big enough (turnover, profit etc.).....01
- The entrepreneur wants to keep full control.....02
- Entrepreneurs want to avoid problems with employees03
- There is insufficient supply of qualified employees.....04
- Wages are too high05
- Additional labour costs (such as employers contributions to social security, etc.) are too high06
- Administrative procedures for hiring are too complicated and time consuming.....07
- The entrepreneur is afraid it will be too difficult to dismiss an employee08
- (Other) [SPECIFY].....09
- (DK/NA)10

[NEW]

**Q9) Combien de temps pensez-vous qu'il faille à une entreprise limitée à une seule personne pour accomplir toutes les démarches administratives lorsqu'elle engage un premier employé?
[LIRE – UNE SEULE REPONSE]**

- Moins d'un jour 1
- Deux à trois jours..... 2
- Une semaine 3
- Deux à trois semaines 4
- Plus de trois semaines 5
- (NSP/SR)..... 6

[NOUVELLE]

**Q9) How much time do you think is needed for a one-person-business to get through all administrative procedures when an entrepreneur hires the first employee?
[READ OUT – ONE ANSWER ONLY]**

- Less than one day1
- Two to three days.....2
- One week 3
- Two to three weeks4
- More than three weeks.....5
- (DK/NA).....6

[NEW]