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EYE Survey report

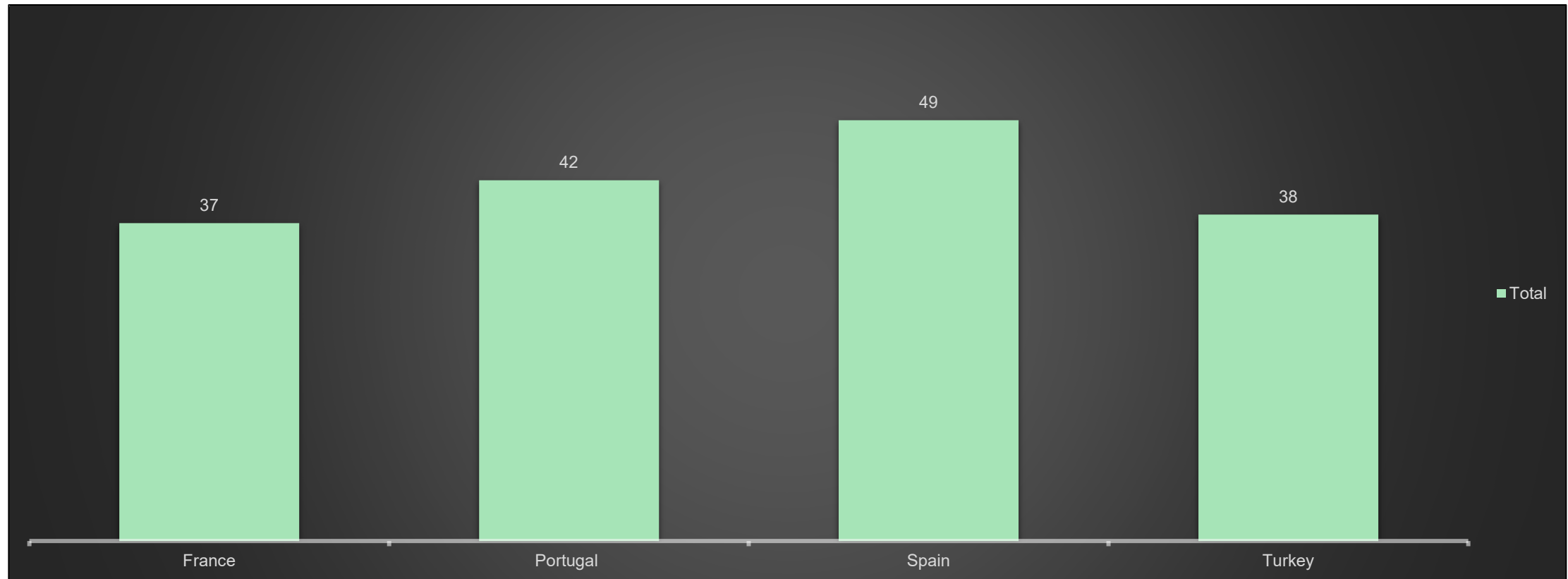
Co-funded by the
Erasmus+ Programme
of the European Union



This Project has been funded with support from the European Commission.
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EYE SURVEY REPORT

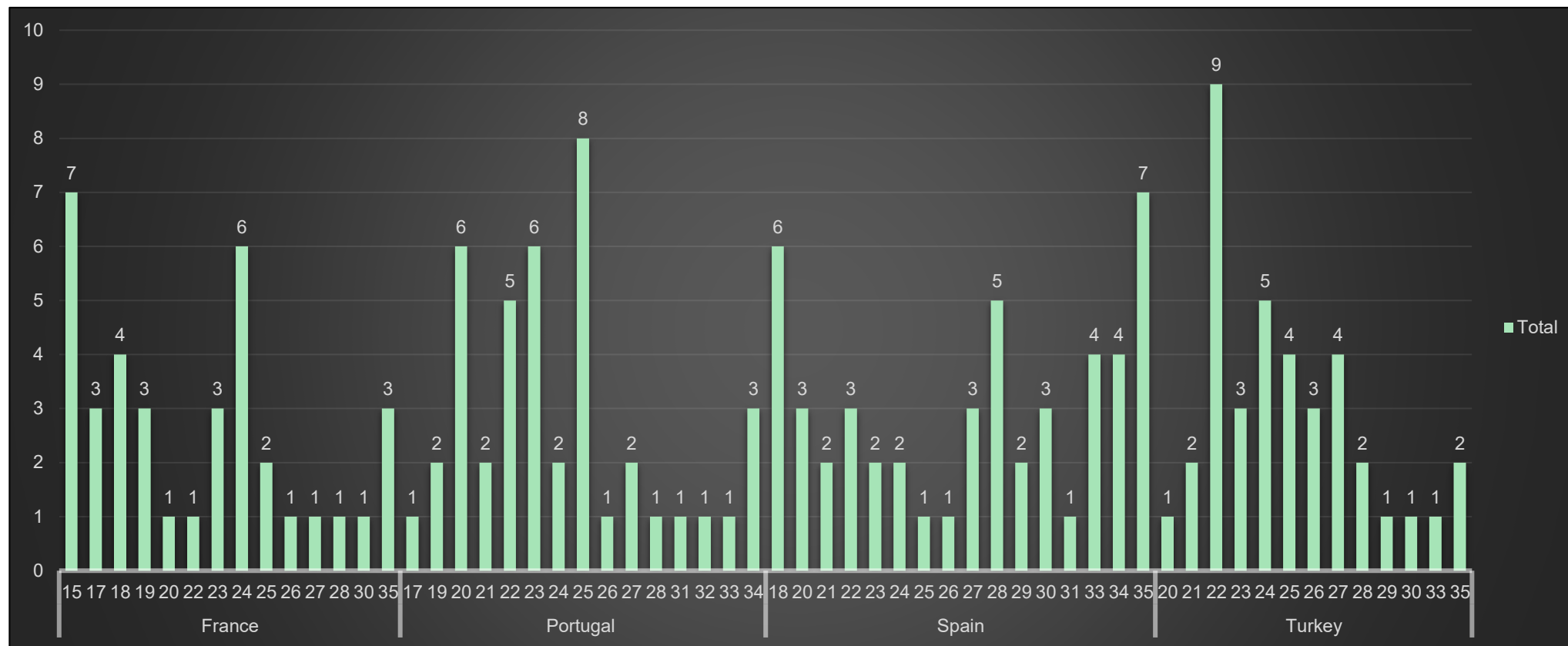
- Number of responses



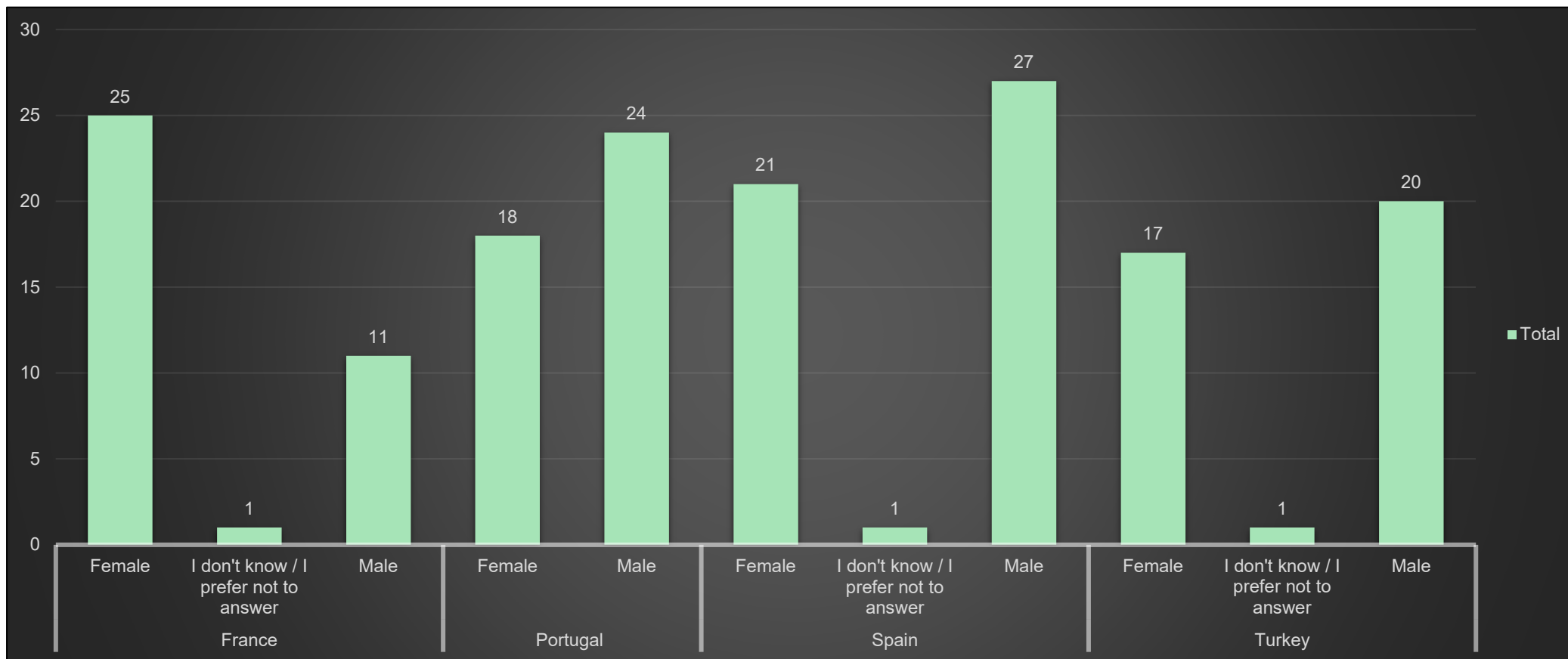
Section A - Profile Information

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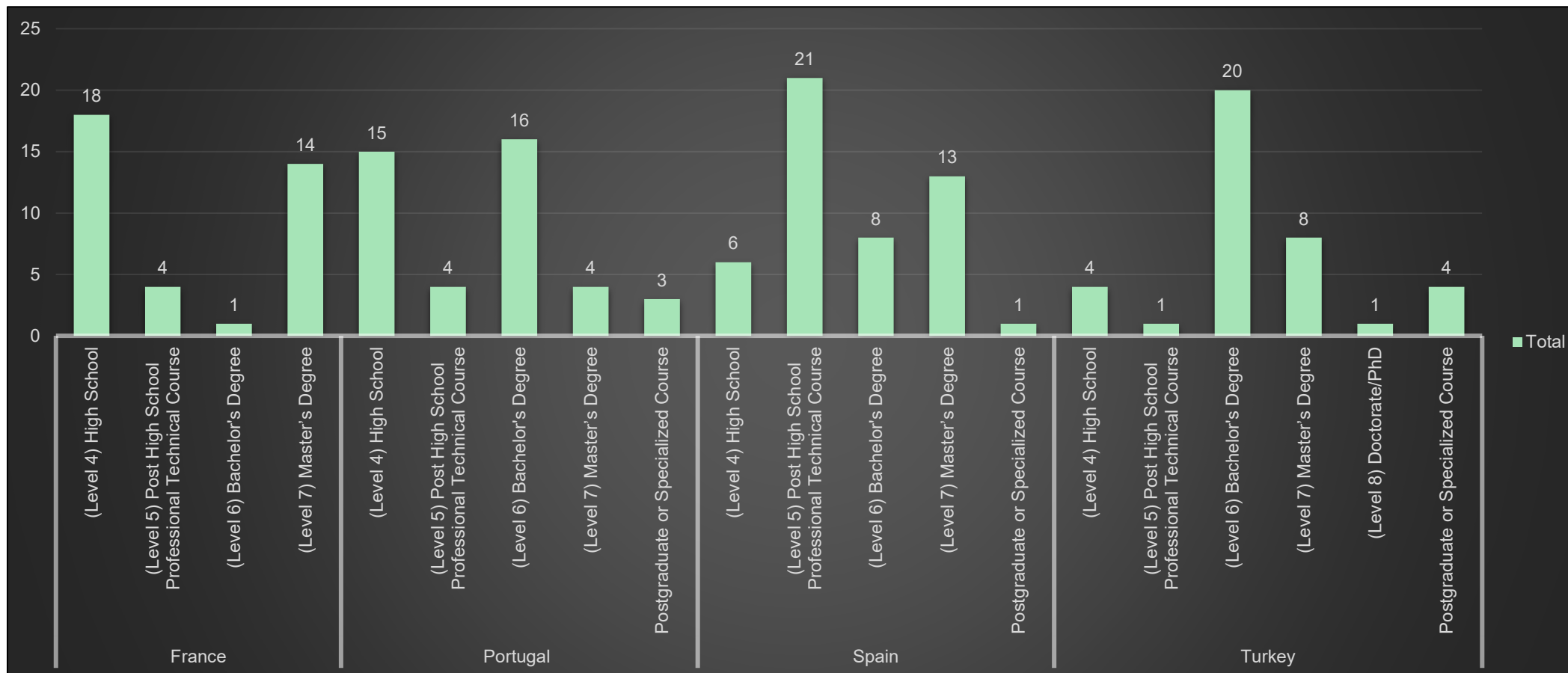
Age?



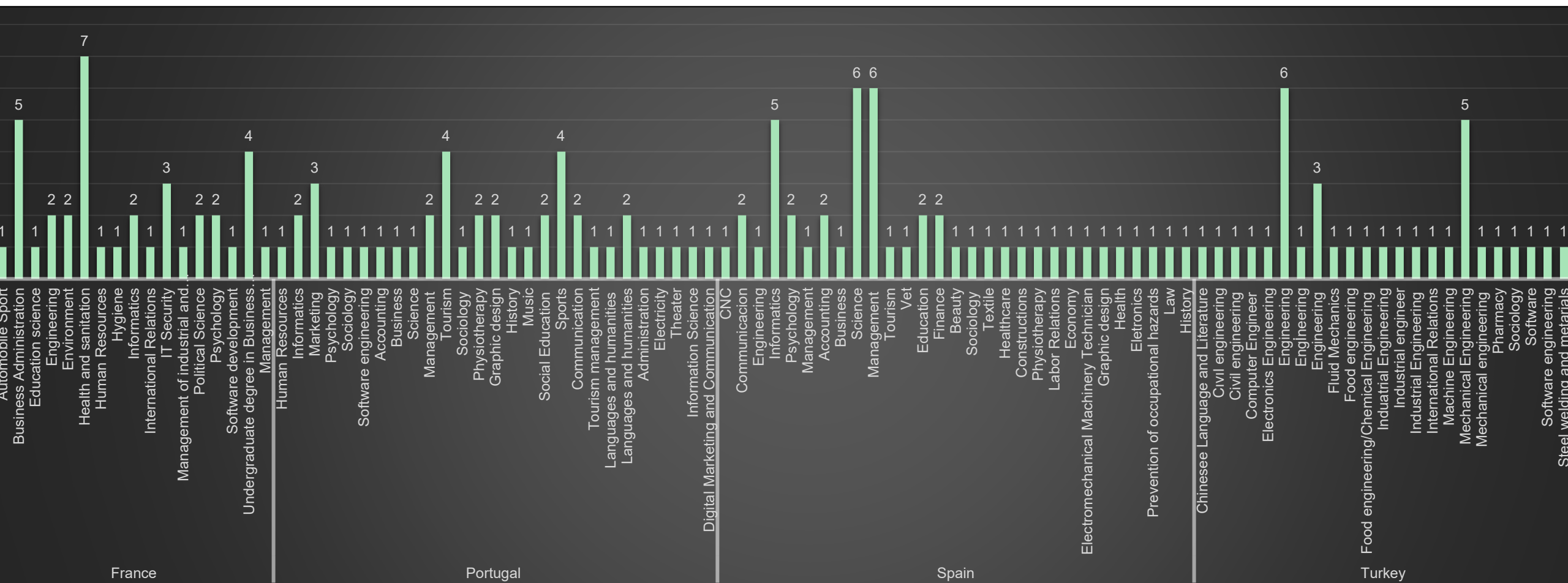
Gender?



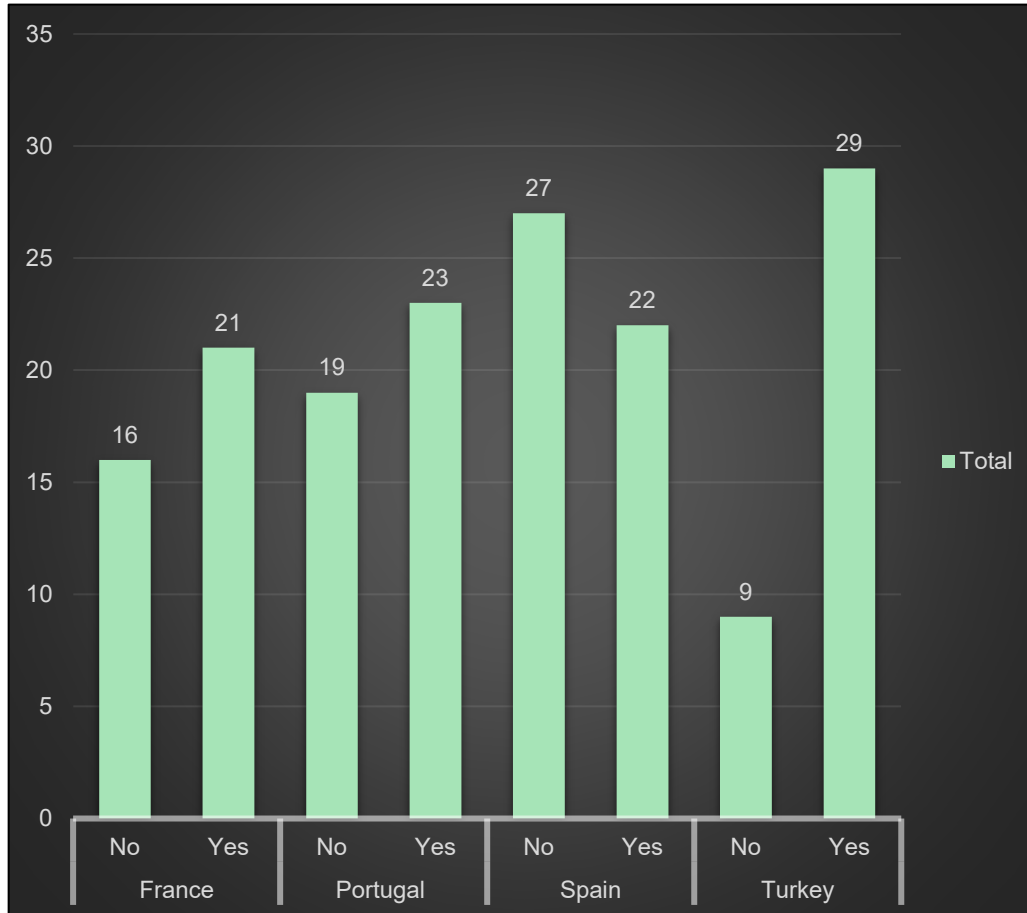
Educational level?



What is your field of education?

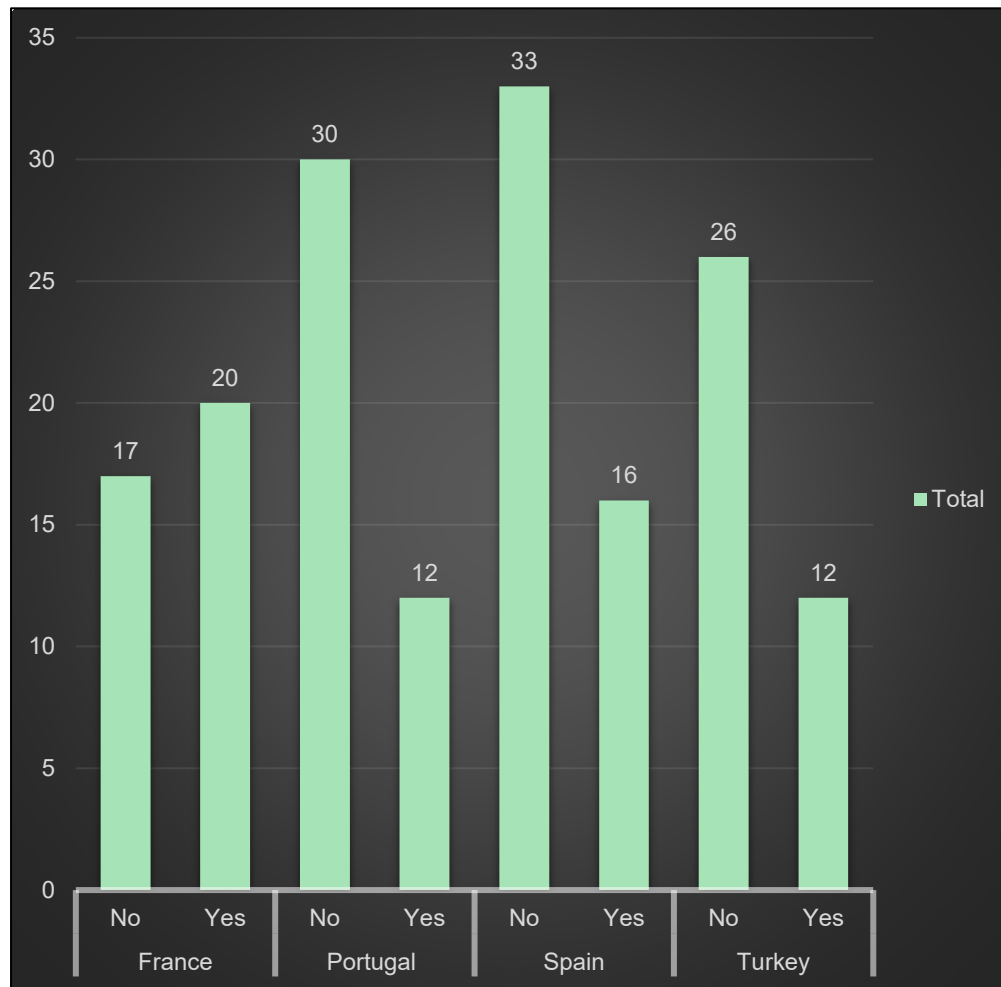


Are you currently studying or enrolled in any training program?



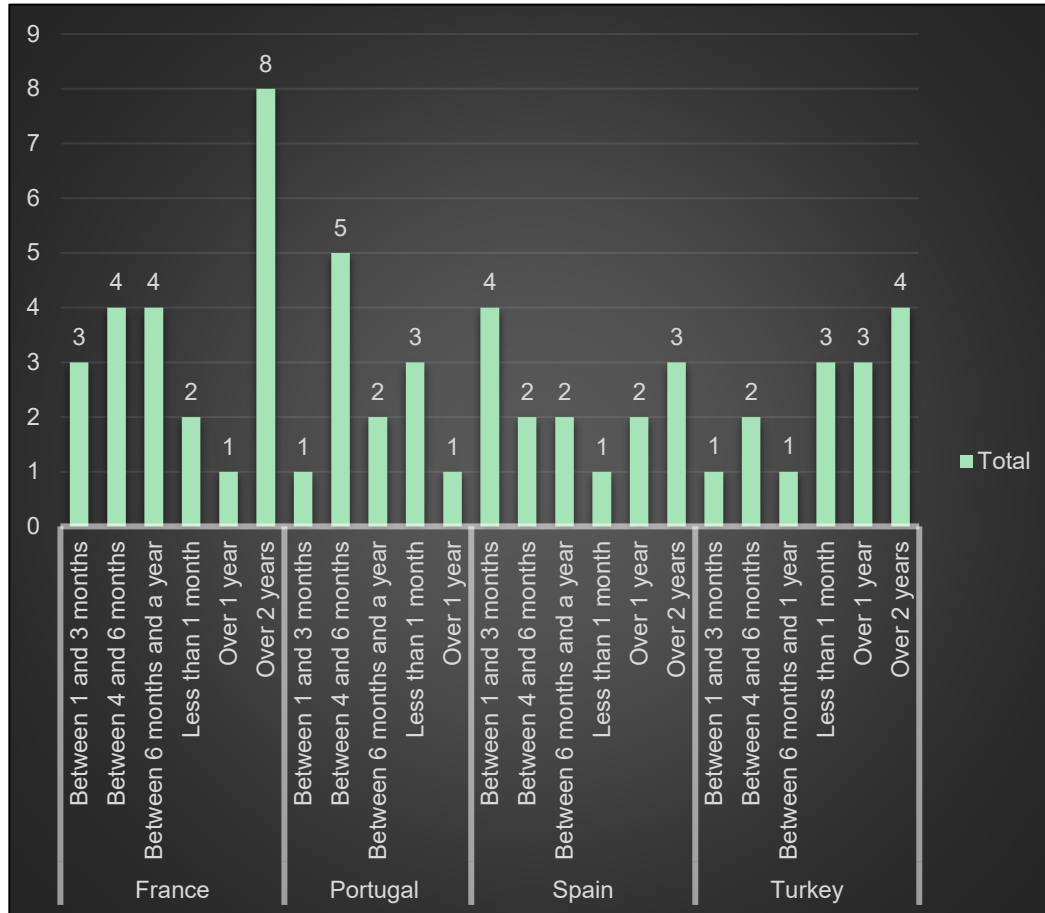
Analyzing the graphic we conclude that most of the people are still studying or enrolled in any kind of training program, adding that Turkey is the country with the fewer percentage of people not studying or attending in training any program.

Are you currently unemployed?



The values represented in the graphic tell us that most of the people currently have a job, excluding the case of the respondents from France.

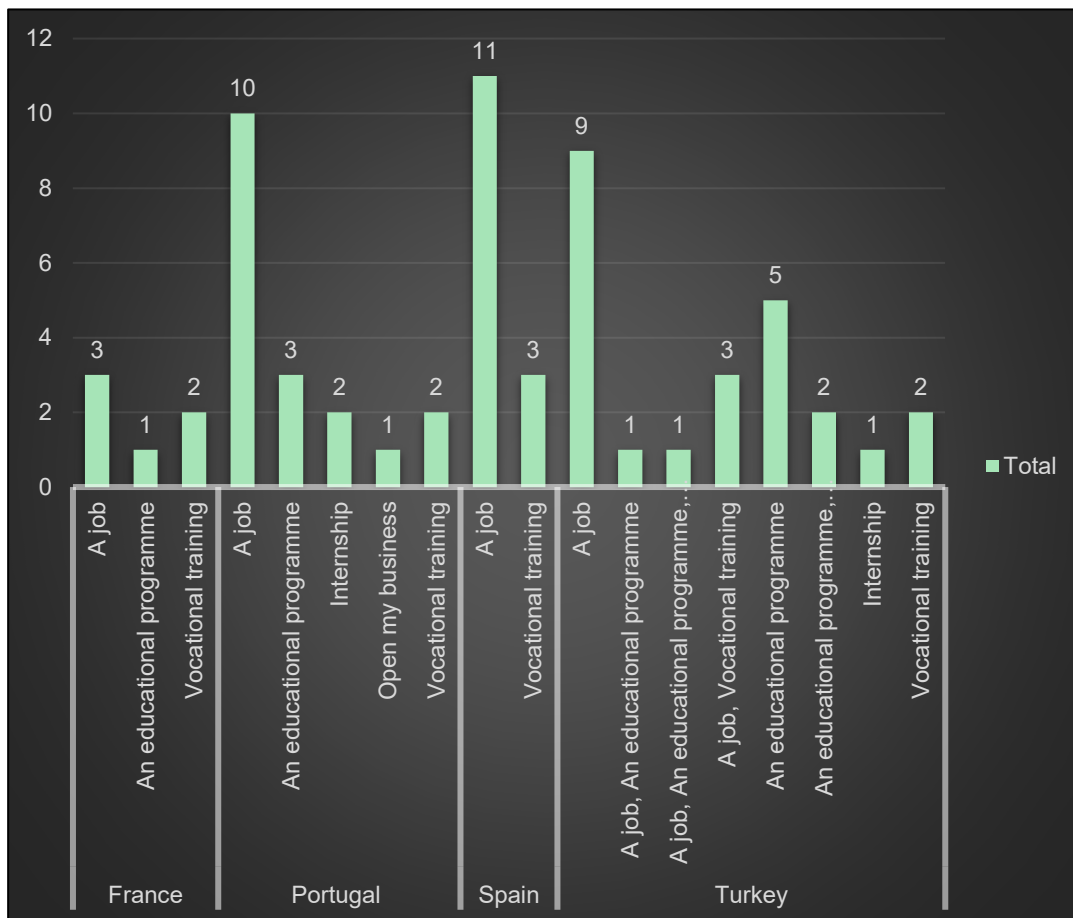
If so, how long have you been unemployed?



Regarding to the last graphic we can conclude that France is the country with the severe cases of unemployment with 8 people being in this situation for over 2 years.

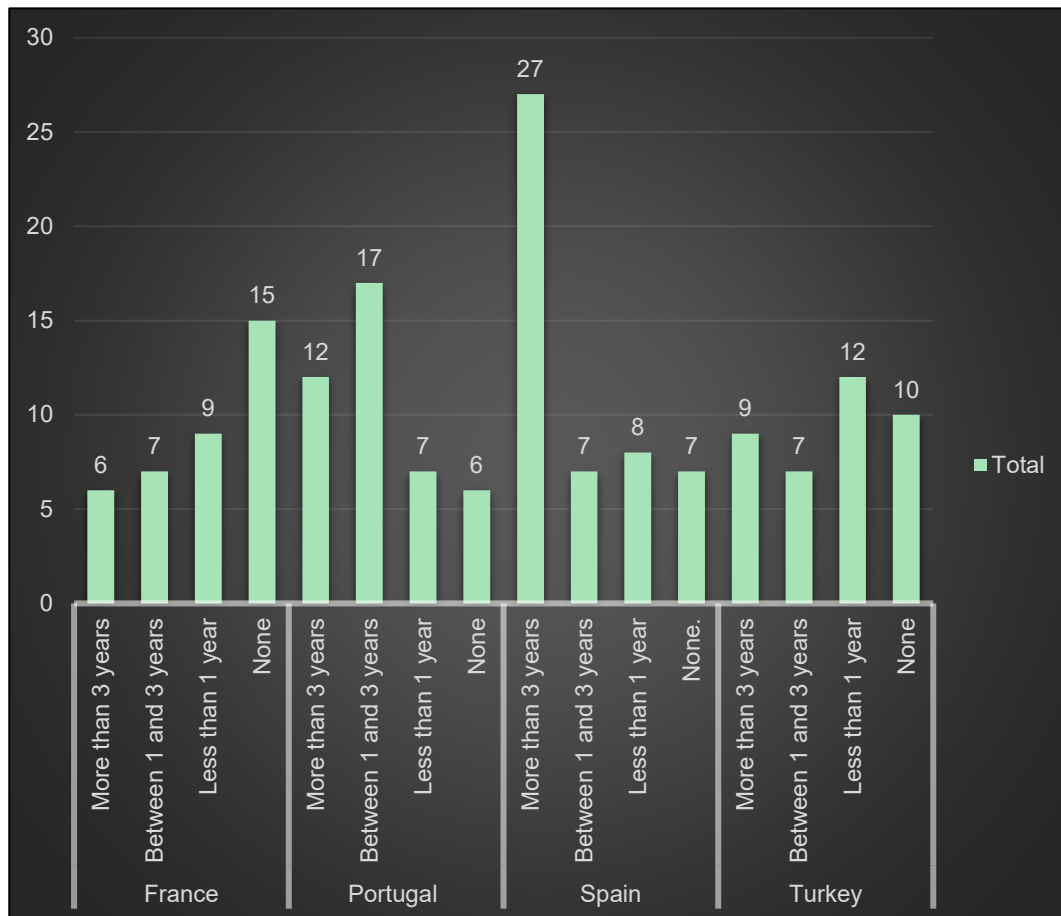
Portugal is the country with less unemployed for over one year.

Are you currently looking for:



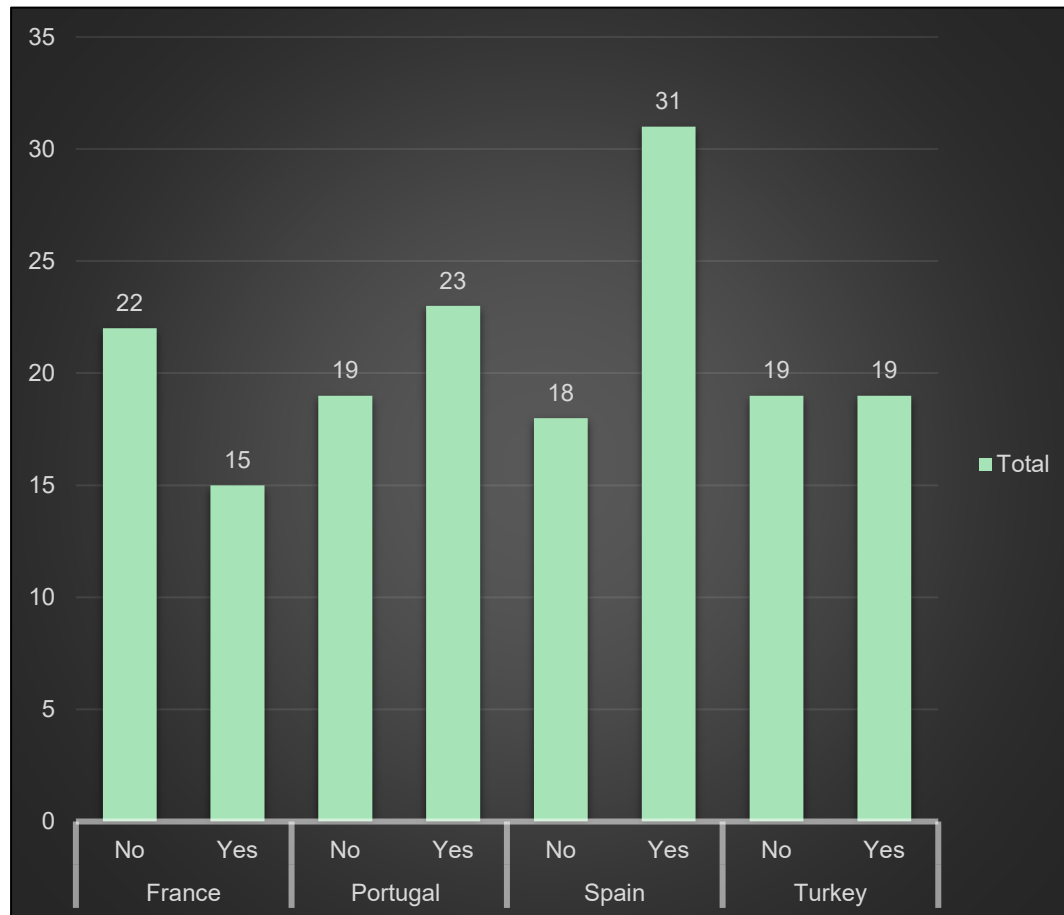
With the information given by the graphic we can see that in all countries the main objective is get a job.

Professional experience:

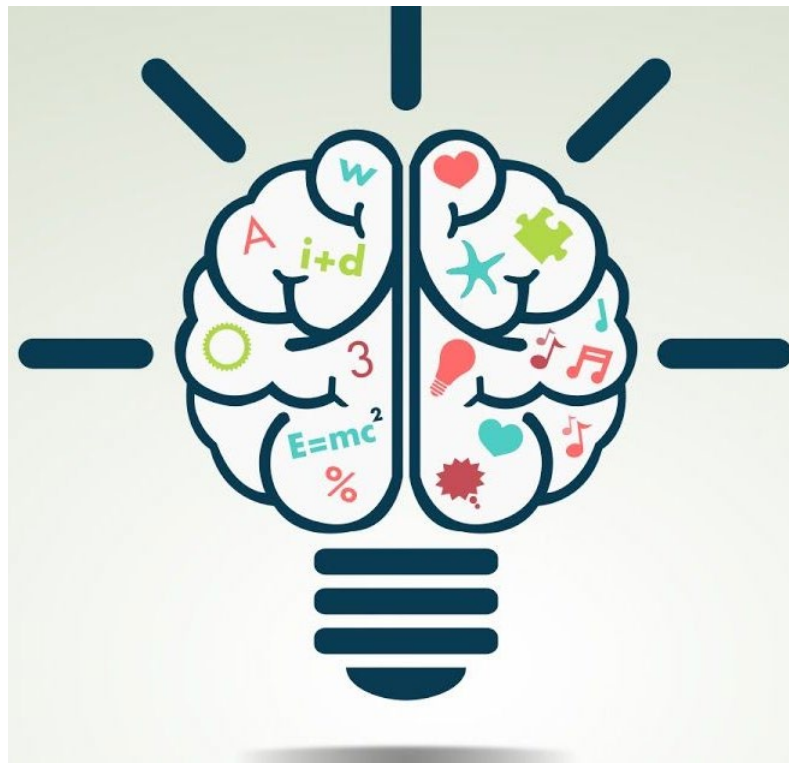


We can assume by the graphic that Spain and Portugal are the most experienced countries, the ones that have the most people working for more than 3 years and France and Turkey the less.

Do you have any close family members (parents, siblings, uncles, grandparents) who are entrepreneurs?



Observing the results we conclude that Portugal and Spain are the countries that most of the questioned people have close family members who are entrepreneurs and France the less.

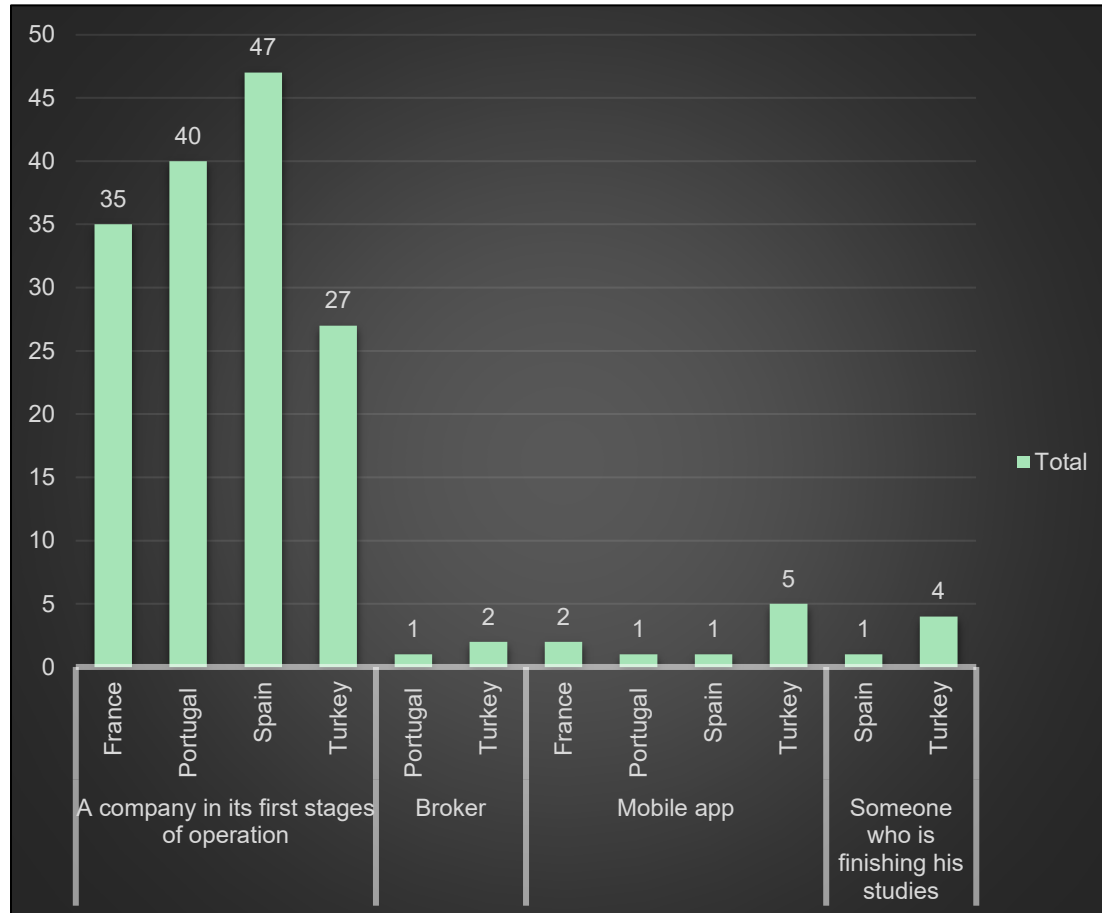


Regarding the “Section A – Profile Information”, we can see that we are facing a sample made up of a similar number of men and women. The group from France was the youngest and the group from Spain was the oldest, which may be reflected in the level of education. Spain seems to have the largest number of neets and together with Portugal and Turkey they have a large number of unemployed people. In all countries, the sample showed that the majority of respondents are looking for a job, with Spain being the most professionally experienced group and the one in which most family members of the questioned ones are entrepreneurs.

Section B - State of the Art

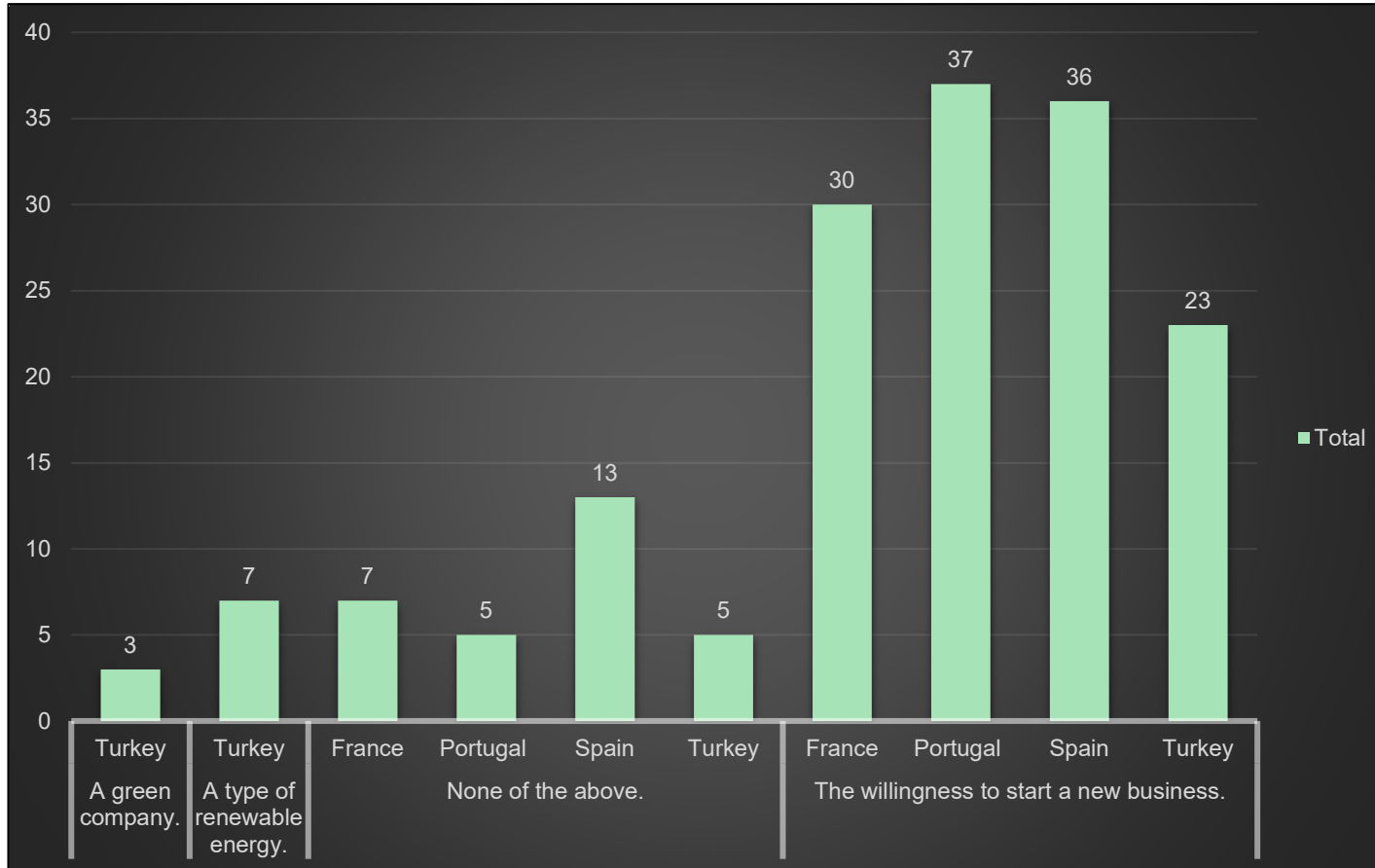
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What is a start-up?



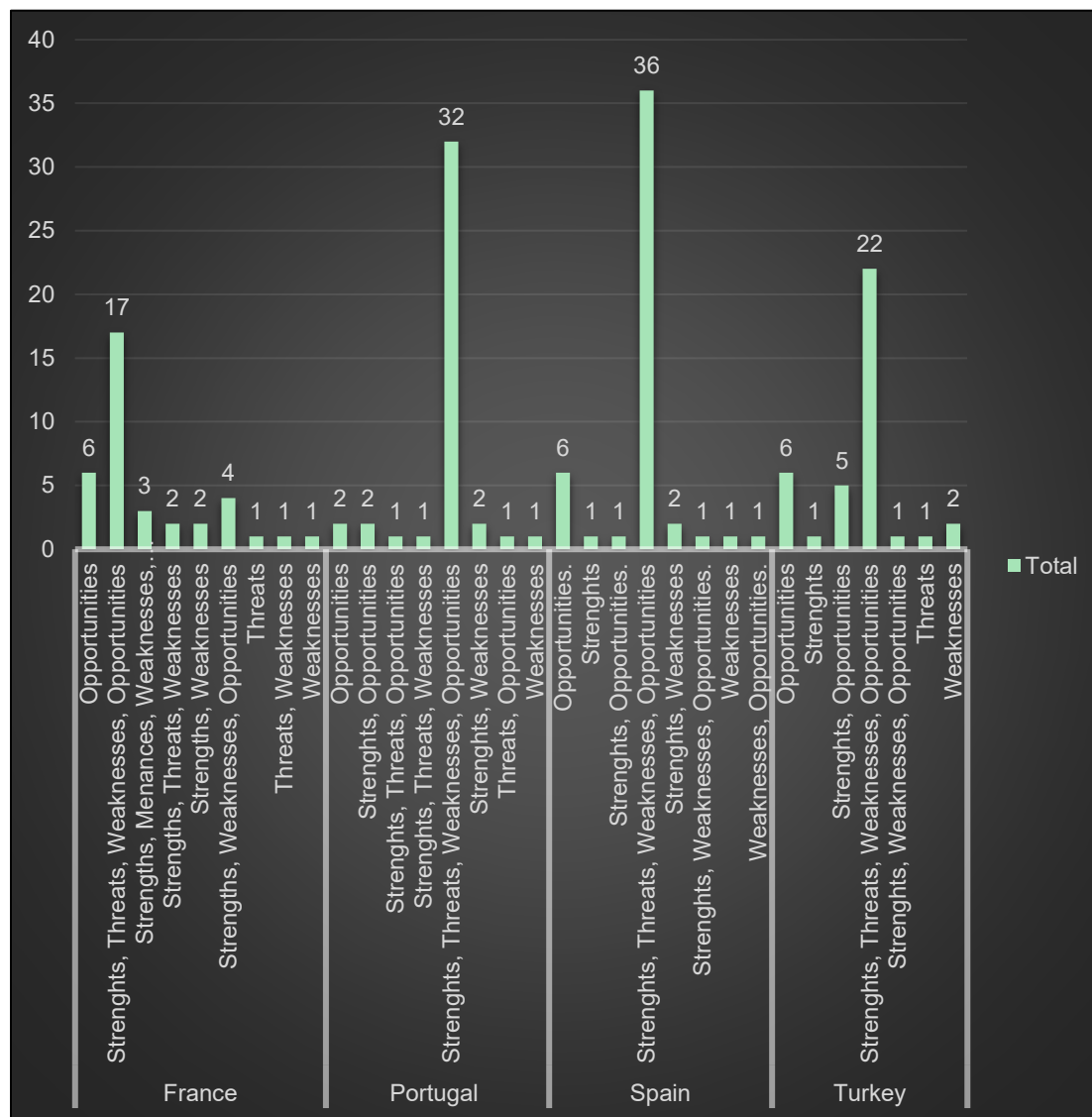
The results show that most of the people know that a start-up is a company in its first stages of operation.

How do you define entrepreneurship?



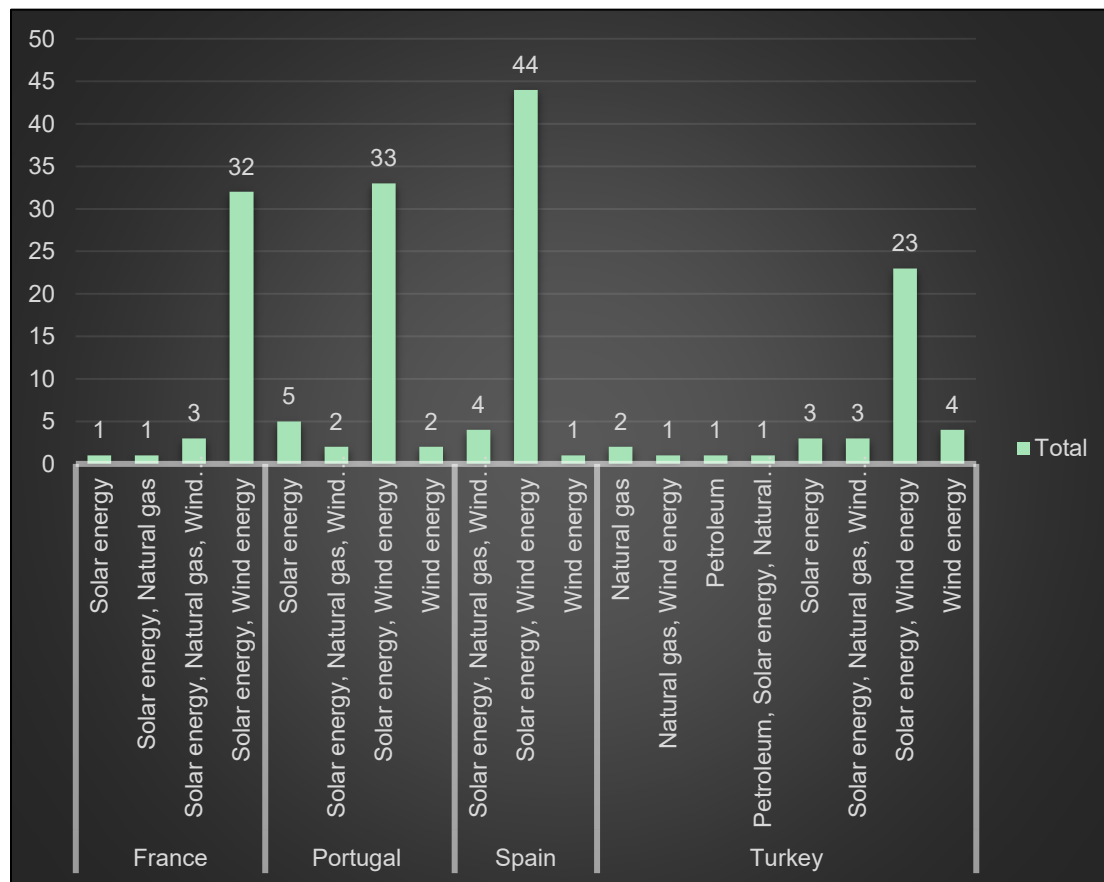
The results show that most of the people that answered think that entrepreneurship is the willingness to start a new business.

Which of the following terms are included in a SWOT analysis?



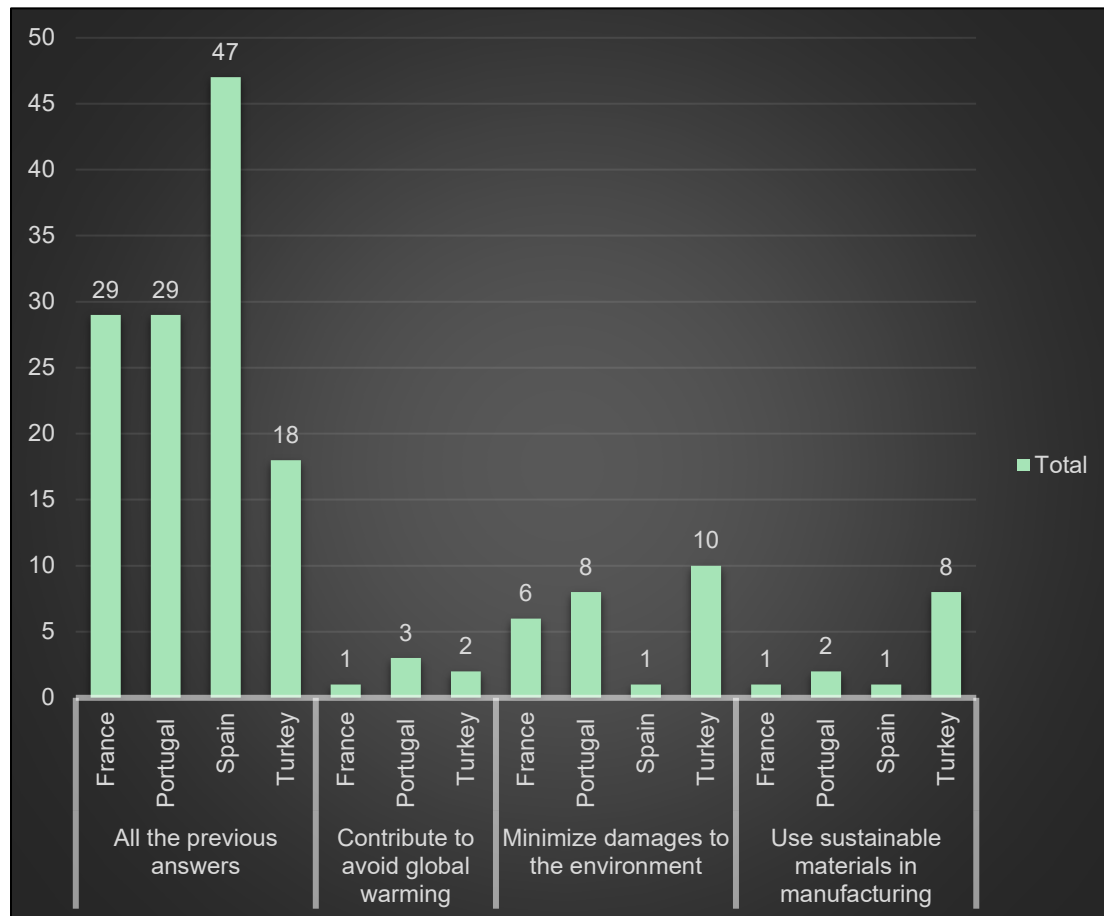
The graphic shows that most of the people in the 4 countries know that strenghts, weaknesses, opportunities and threats are the terms included in a SWOT analysis.

Which of the following terms are examples of renewable energies?

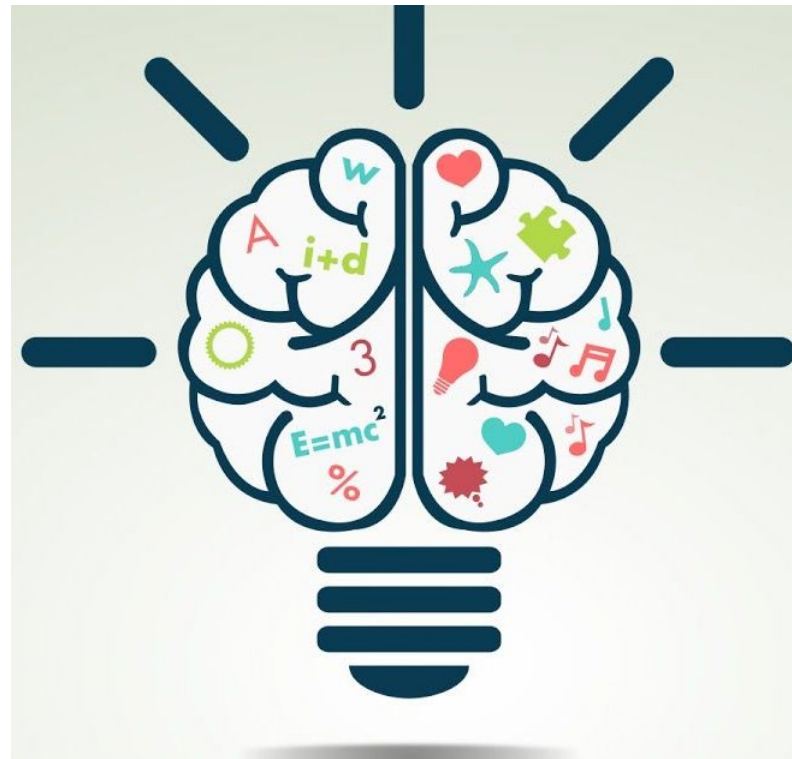


The results show that the average of all the answers from all of the countries are the same, considering that solar energy and wind energy are the examples of renewable energies.

What are the main goals of a green company?



Most of the questioned people of the four countries conclude that “contribute to avoid global warming, minimize damages to environment and use sustainable materials in manufacturing” are the main goals of a green company.



Regarding the “Section B - State of the Art”, with the analysis of the collected answers, we can see that most of the sample reveals a general knowledge about entrepreneurship.

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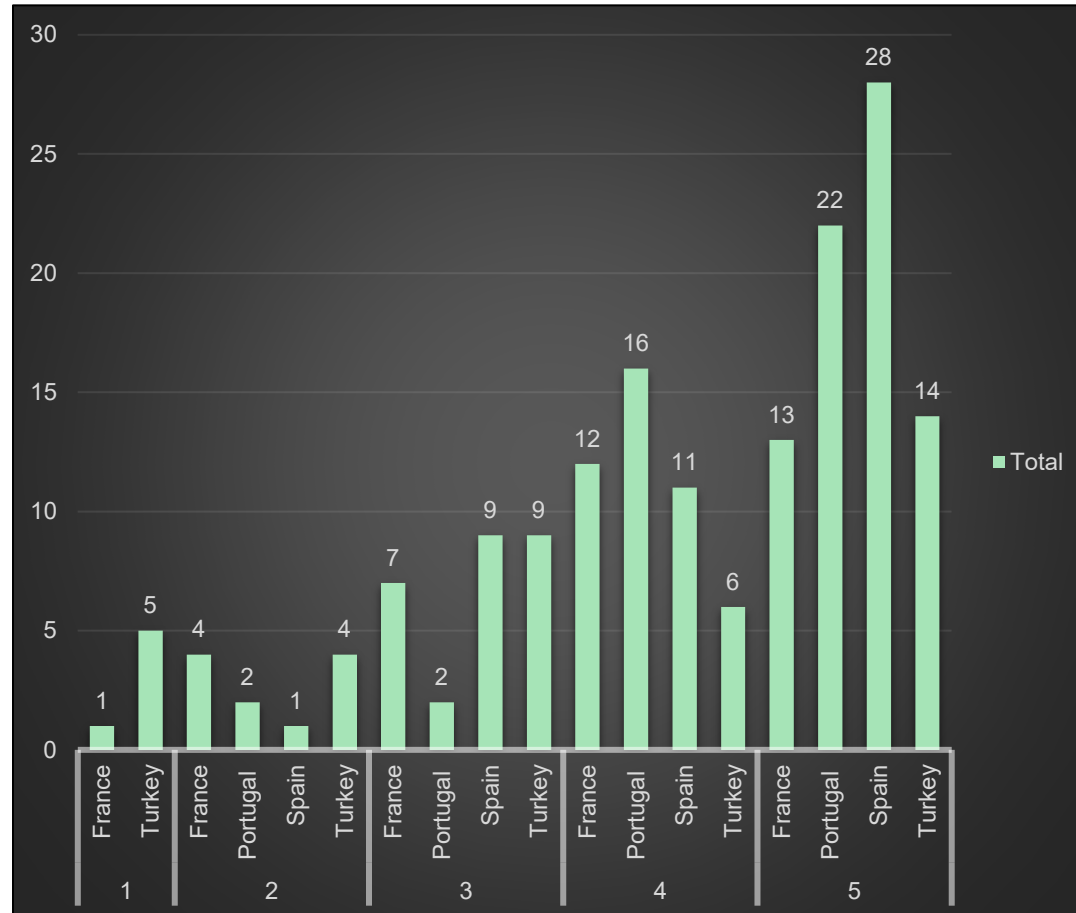
Section C - Level of Entrepreneurship

PART I - Opinion about Entrepreneurship

On a scale from 1 to 5, please give your opinion about the following sentences.

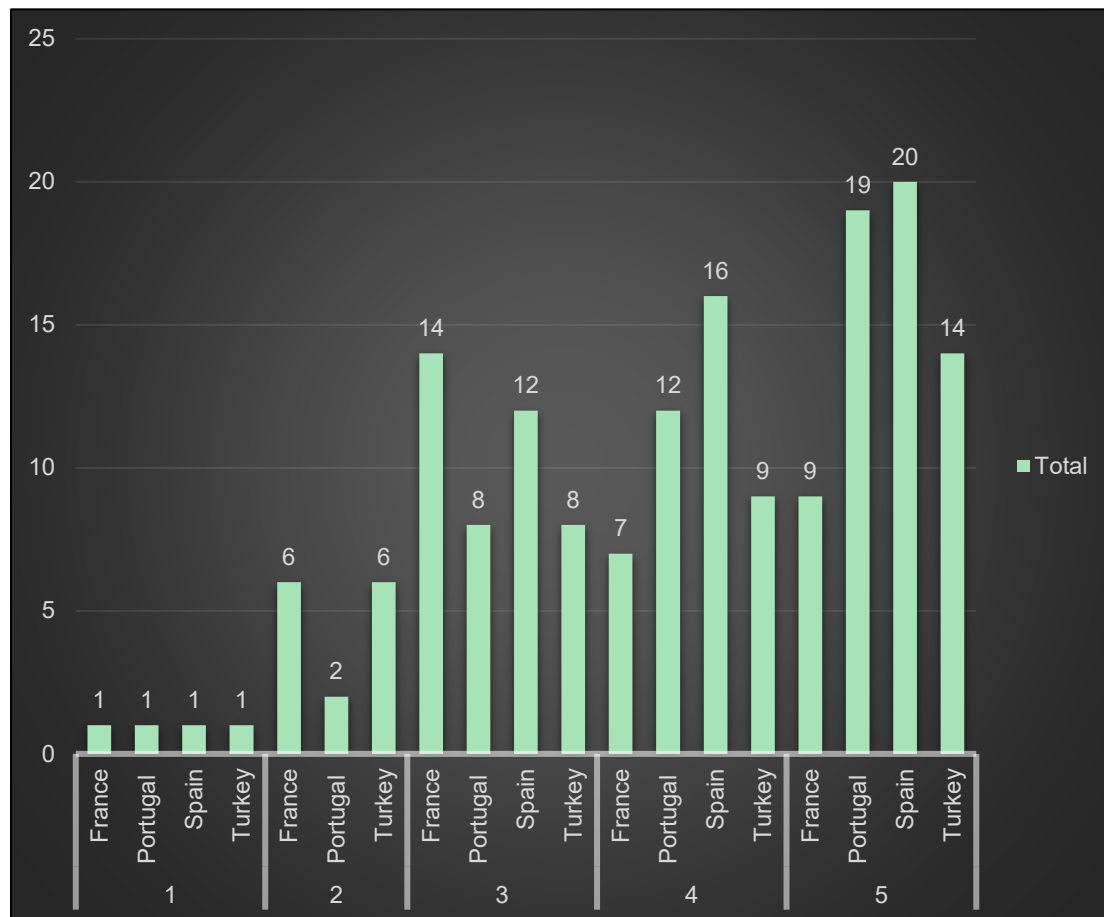
(1 = Totally disagree; 2 = Disagree; 3 = Neutral; 4 = Agree; 5= Completely agree)

Entrepreneurship... contributes to the increasement and creation of employment.



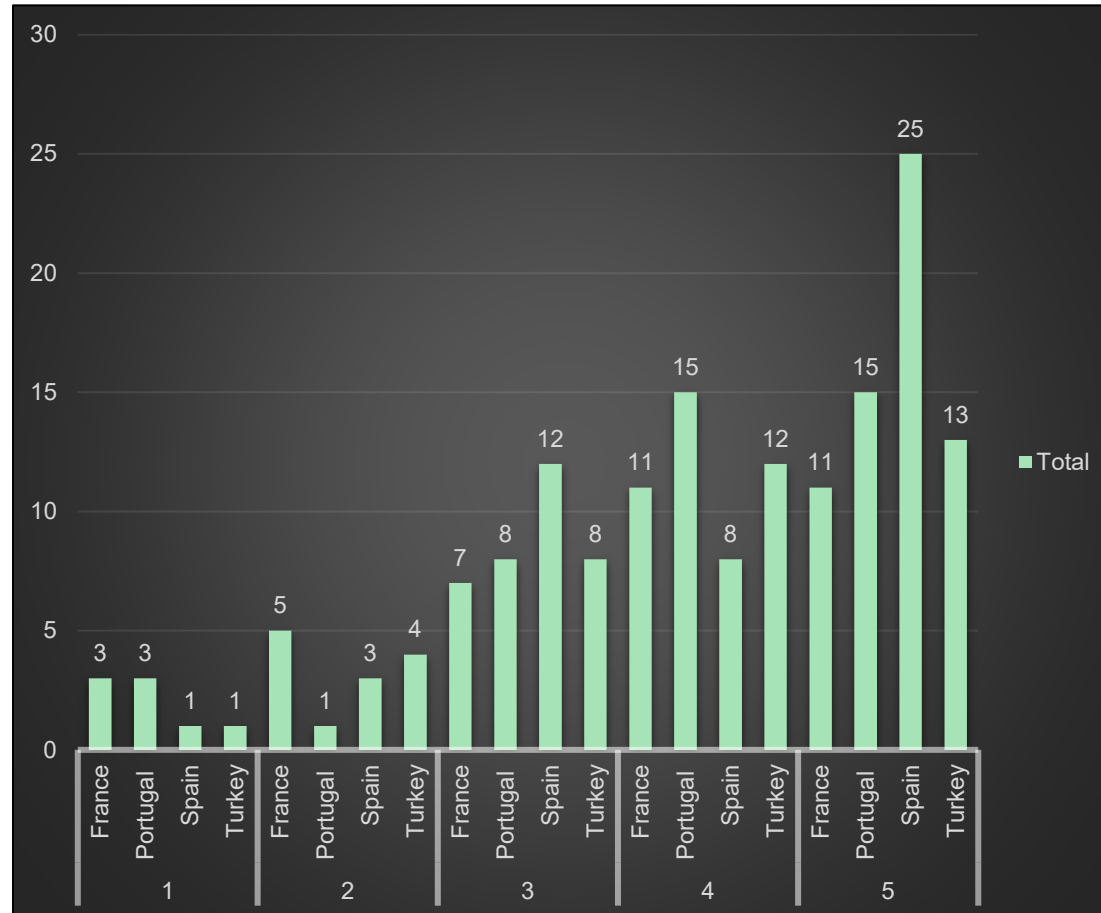
We can conclude that most of the people from the four countries really think that entrepreneurship contributes to the increasement and creation of employment.

Entrepreneurship... is crucial for the competitiveness of an economy.



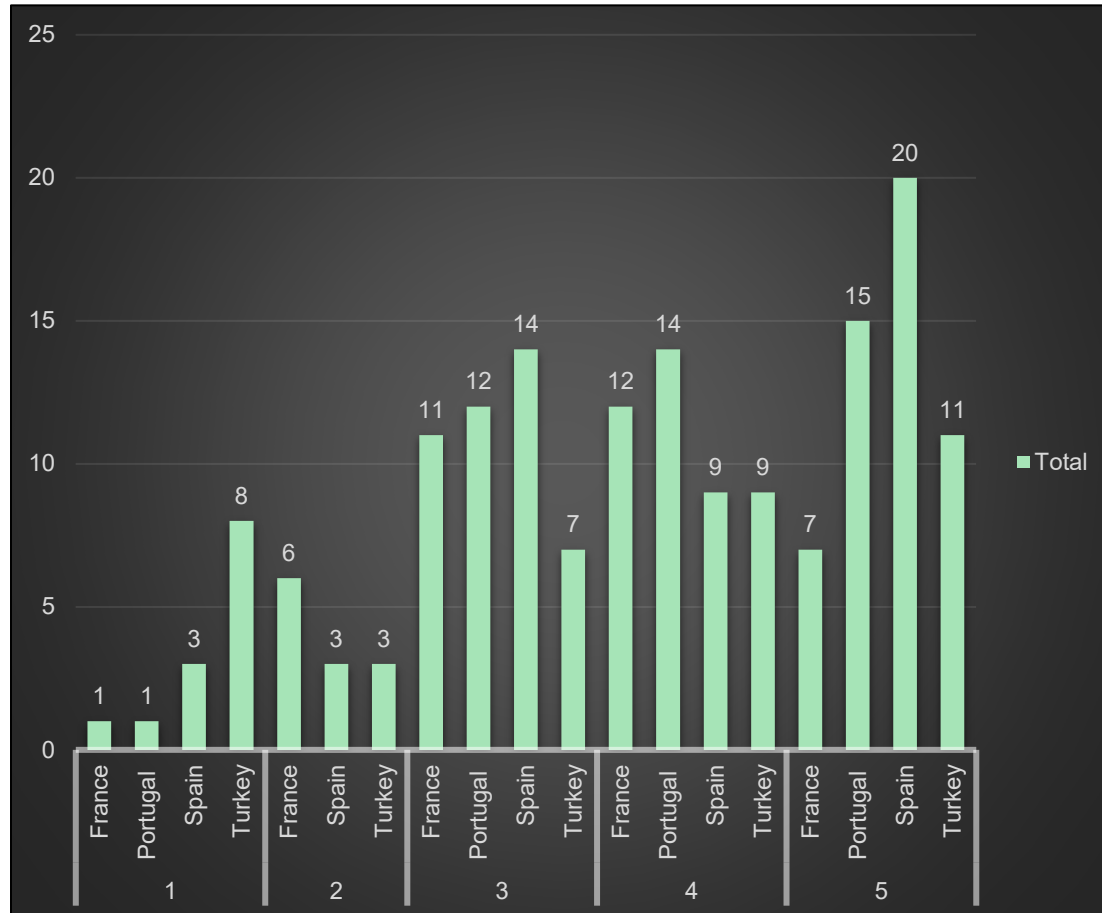
Analyzing if entrepreneurship is crucial for the competitiveness of the economy, most of the people that answered think that it is very important.

Entrepreneurship... unlocks personal potential.



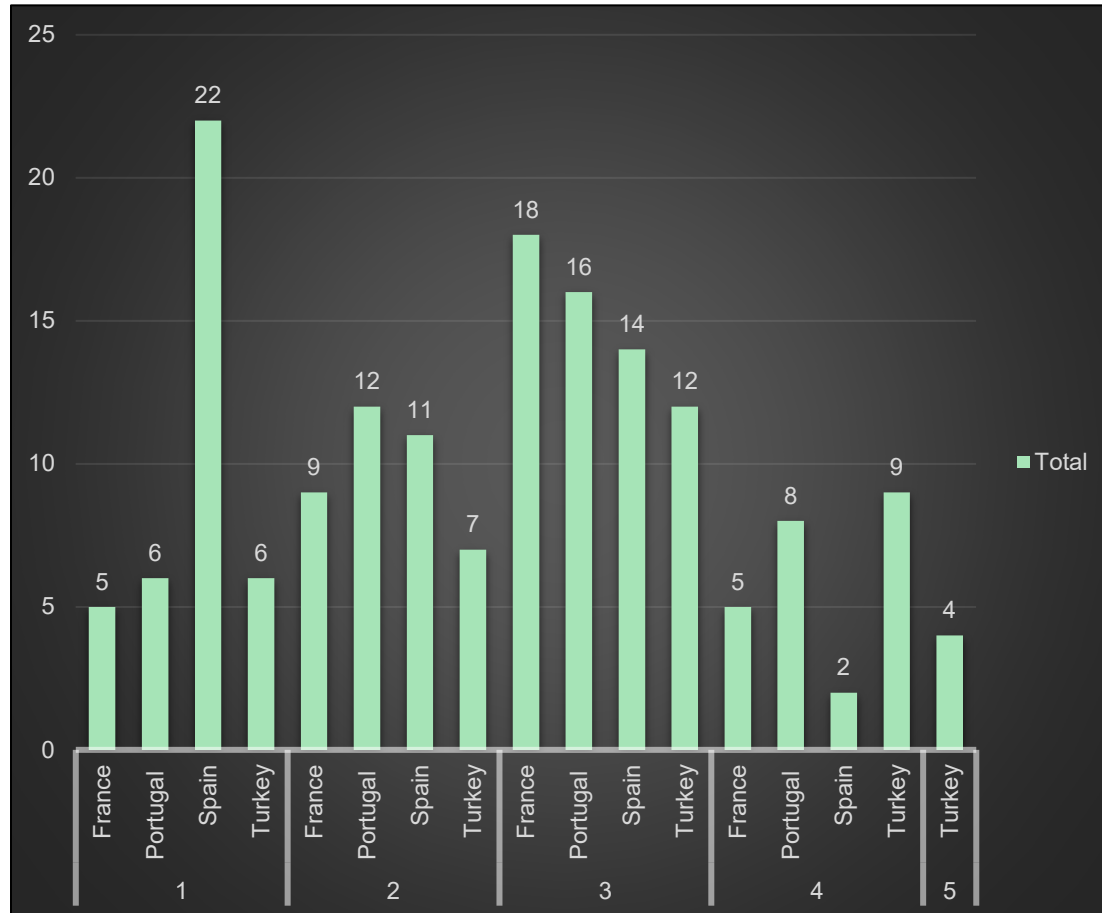
The majority of the answers conclude that people see entrepreneurship as a key to unlock personal potential.

Entrepreneurship... contributes to the interests of society.



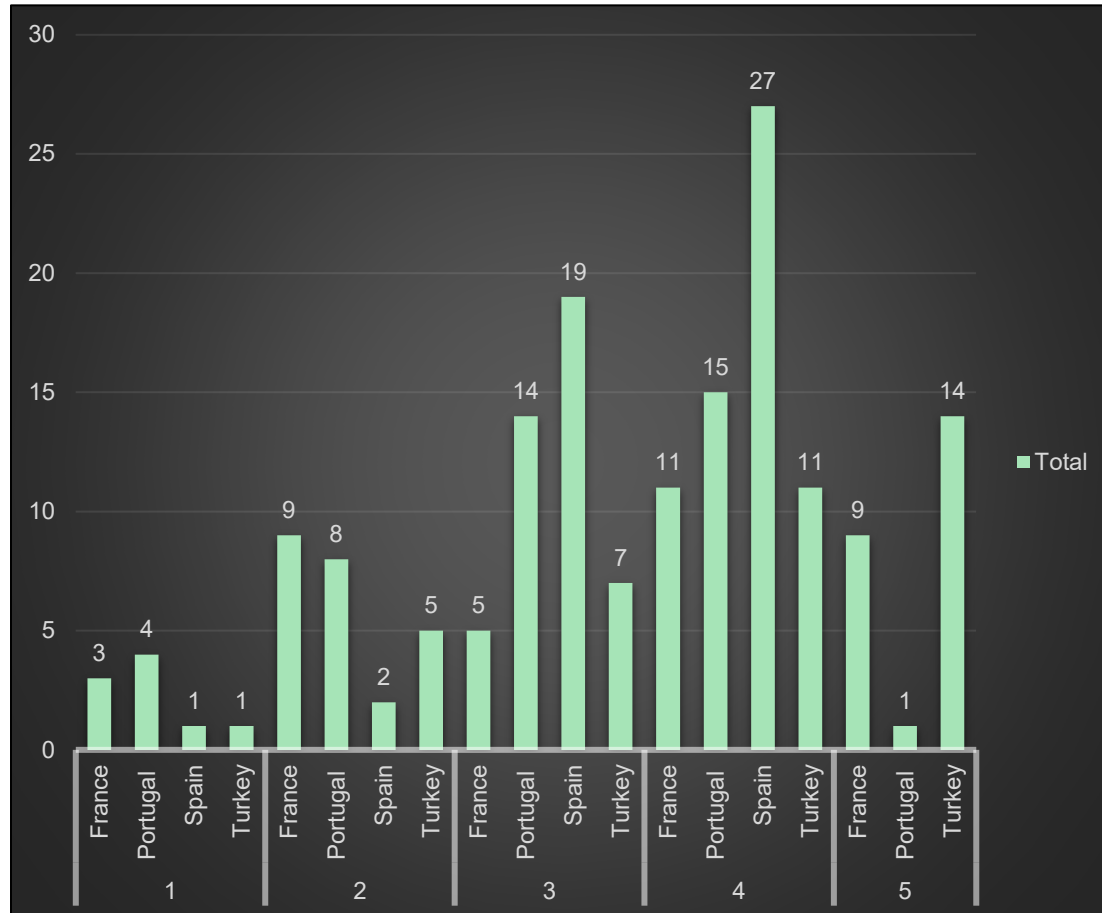
Intrepreting the graphic we can conclude that most of the questioned think entrepreneurship contributes to the interests of society.

An entrepreneur is someone who: has a high intelligence quotient.



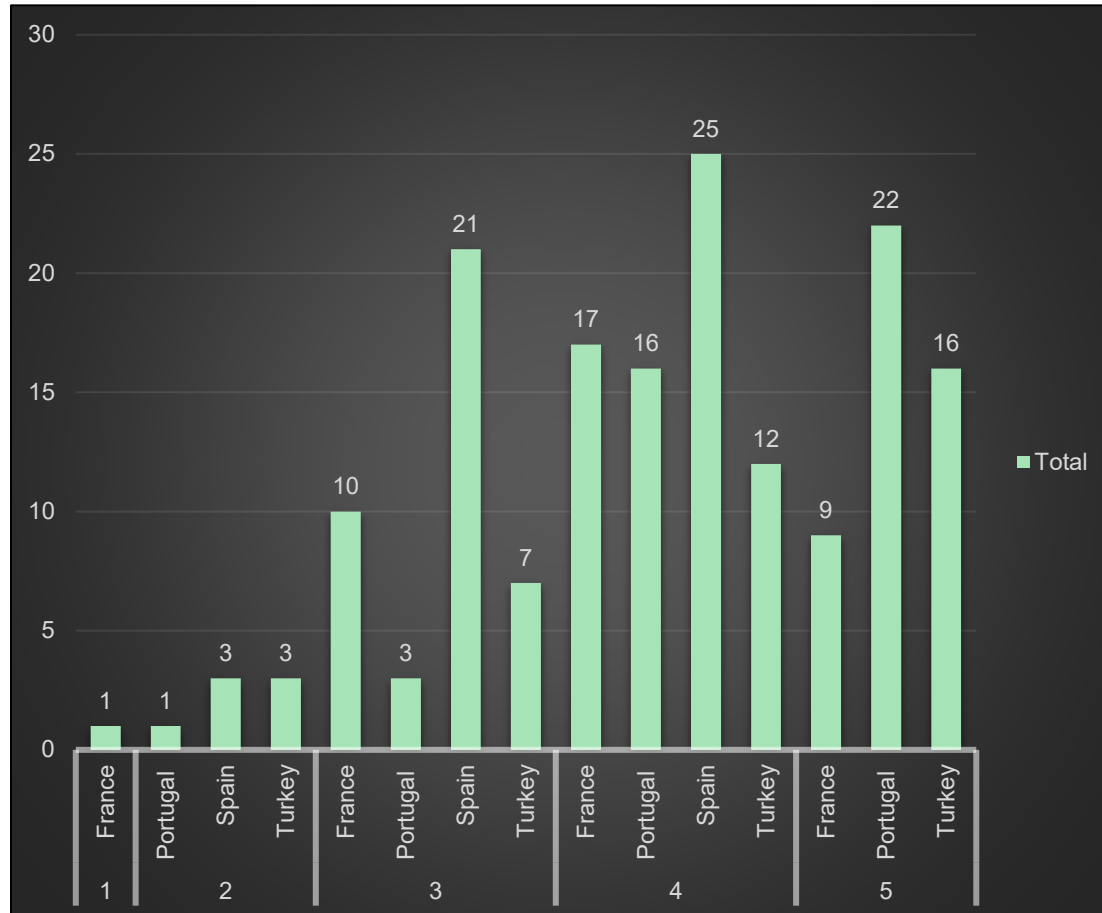
This graphic had some different opinions in particular in Spain where most of the people really think that an entrepreneur is not someone who has high intelligence quotient. The average of the answers shows that people neither agree nor disagree that entrepreneurship and intelligence quotient are correlated.

An entrepreneur is someone who: has radical ideas for a new business.



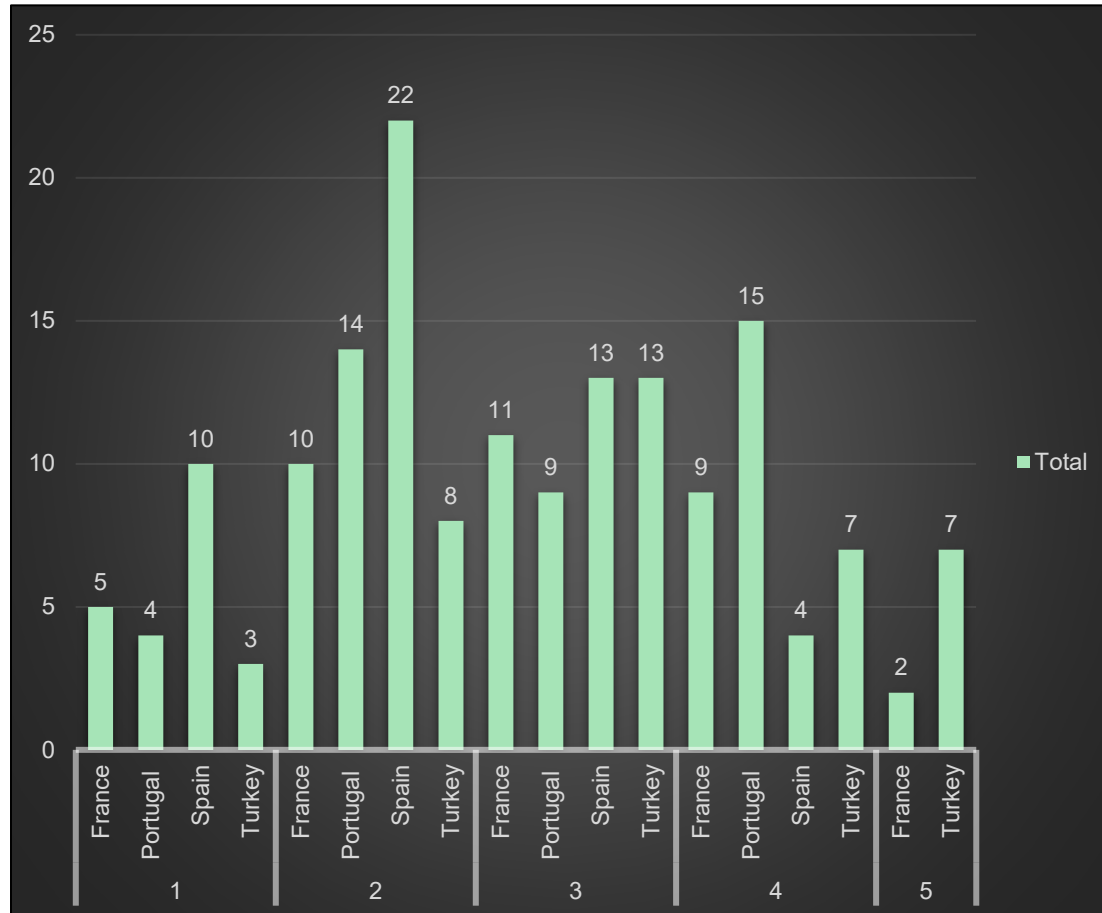
The respondents opinion regarding this chart, reveals that most of them agree that an entrepreneur is someone who has radical ideas for a new business.

An entrepreneur is someone who: has the ability to detect the potential of an idea.



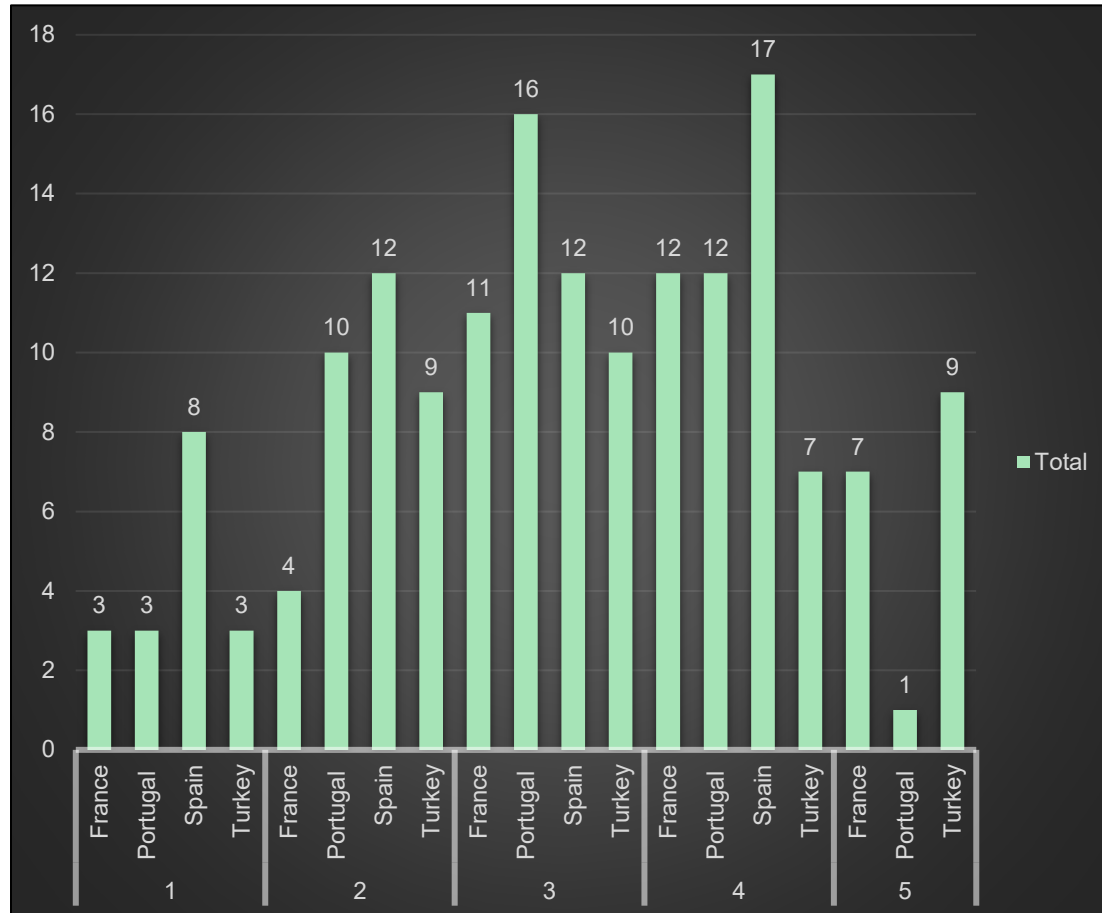
The respondents opinion regarding this graph, reveals that most of them agree that an entrepreneur is someone who has the ability to detect the potential of an idea.

An entrepreneur is someone who: owns its own capital (money).



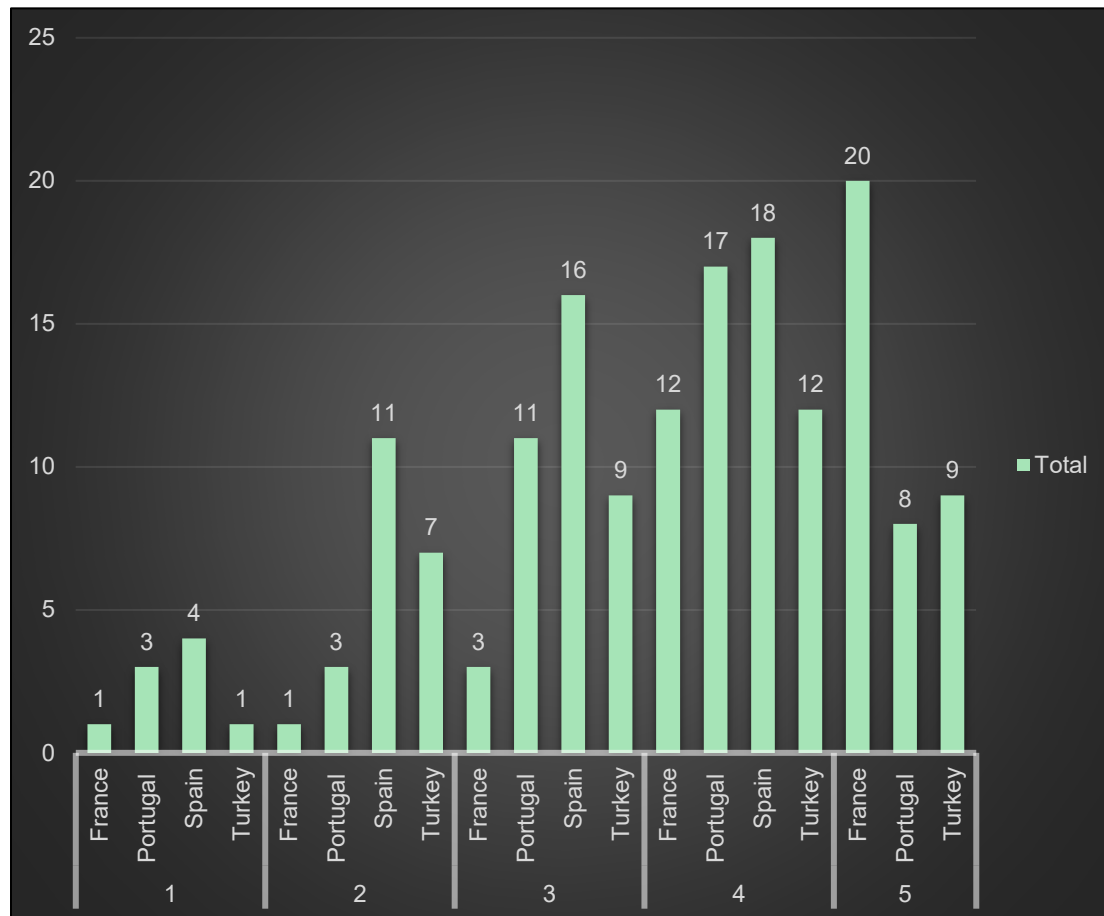
The analysis of this chart shows that the opinion of the respondents is mixed. Most of them do not think that an entrepreneur is someone who owns its own capital (money) but some do, with a stabilization in those who neither agree nor disagree.

An entrepreneur is someone who: is willing to operate within the rules.



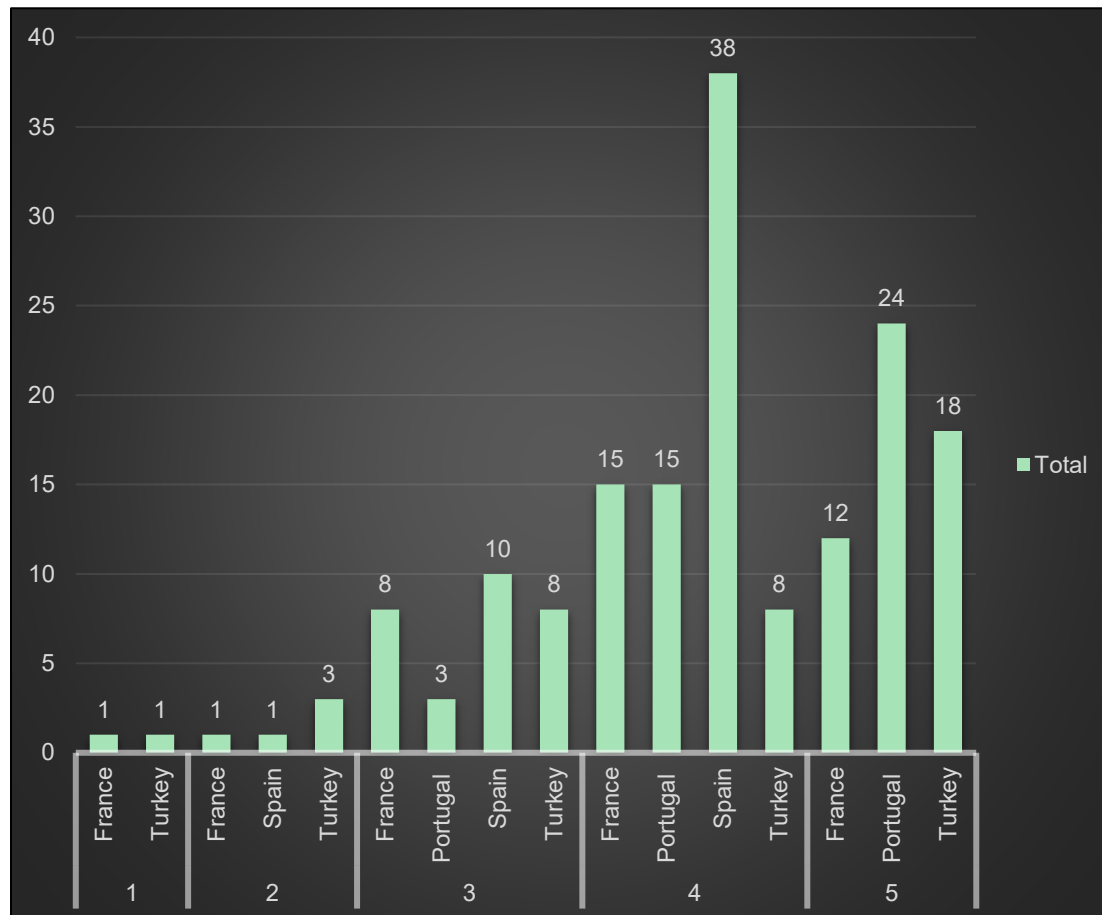
Some respondents believe that an entrepreneur is willing to operate within the rules, but the majority neither agree or disagree.

An entrepreneur is someone who: is willing to work within its currently resources.



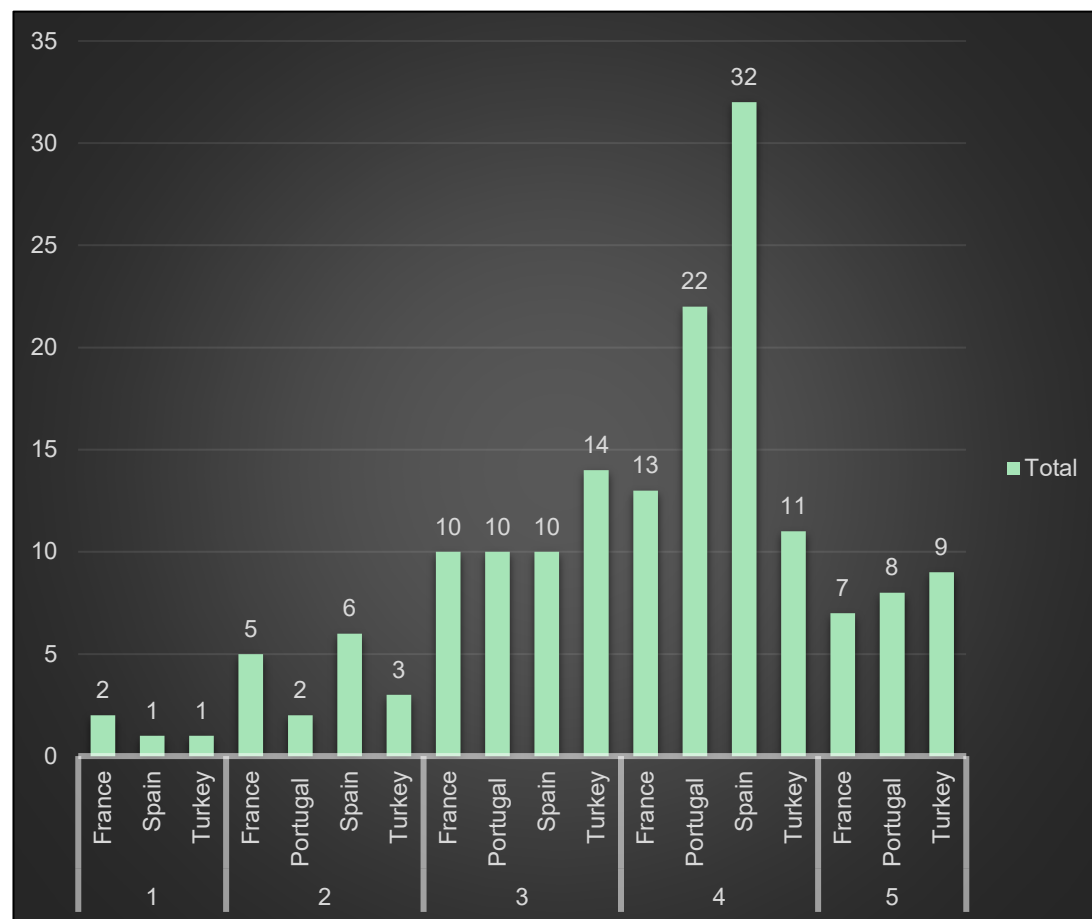
The majority of the respondents agree that an entrepreneur is someone who is willing to work within its currently resources.

An entrepreneur is someone who: has passion, enthusiasm, initiative and persistence.



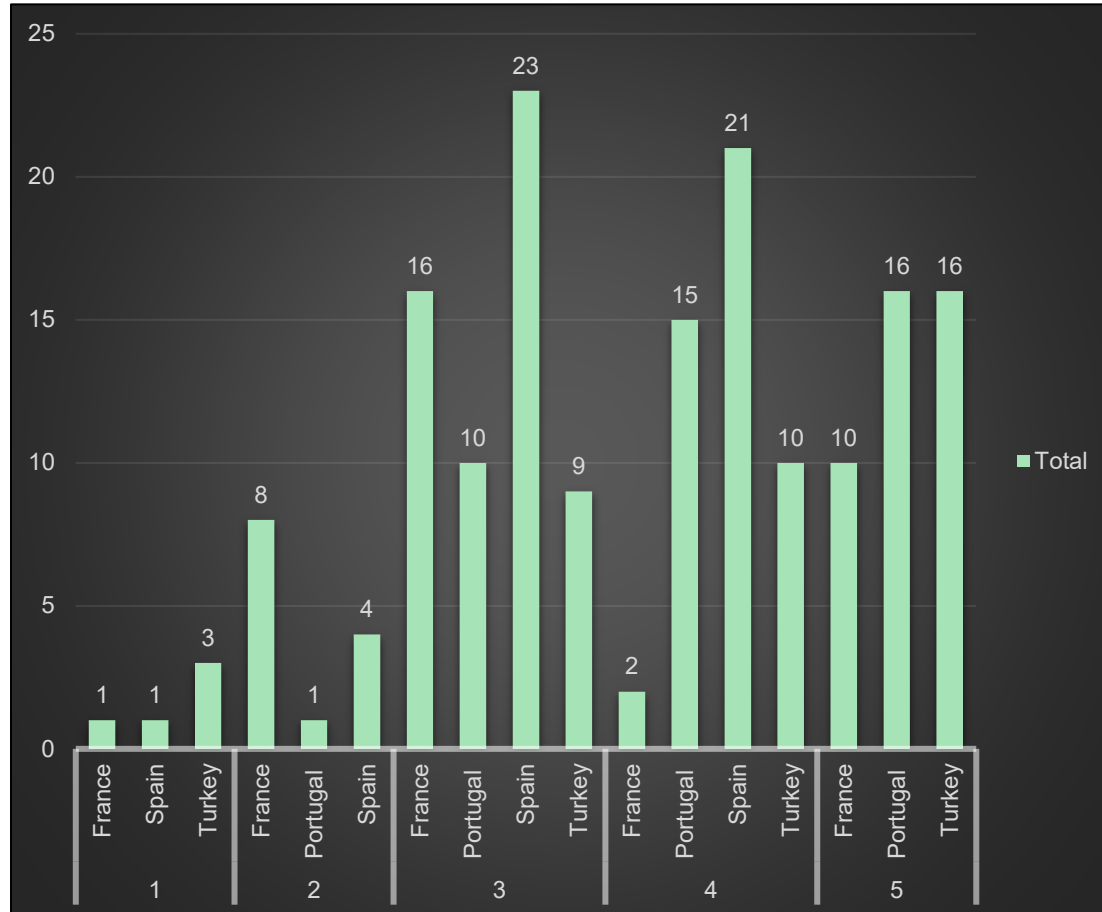
After analyzing the graphic, we conclude that the majority of respondents believe that passion, enthusiasm, initiative and persistence are important characteristics of an entrepreneur.

An entrepreneur is someone who: considers the interests of the company in his/her decision-making.



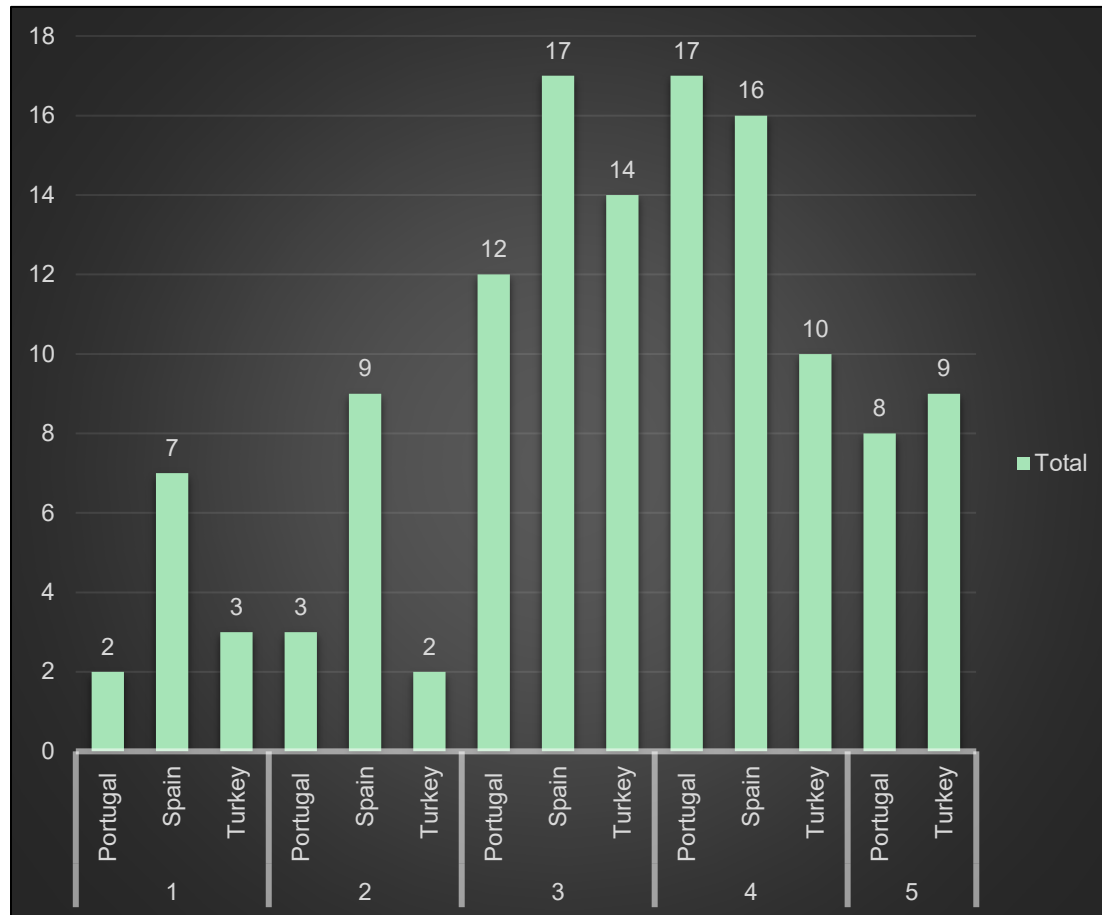
After analyzing the graph, we conclude that majority of respondents believe that an entrepreneur is someone who considers the interests of the company in his/her decision-making.

An entrepreneur is someone who: is disposed to take great risks in a new idea.

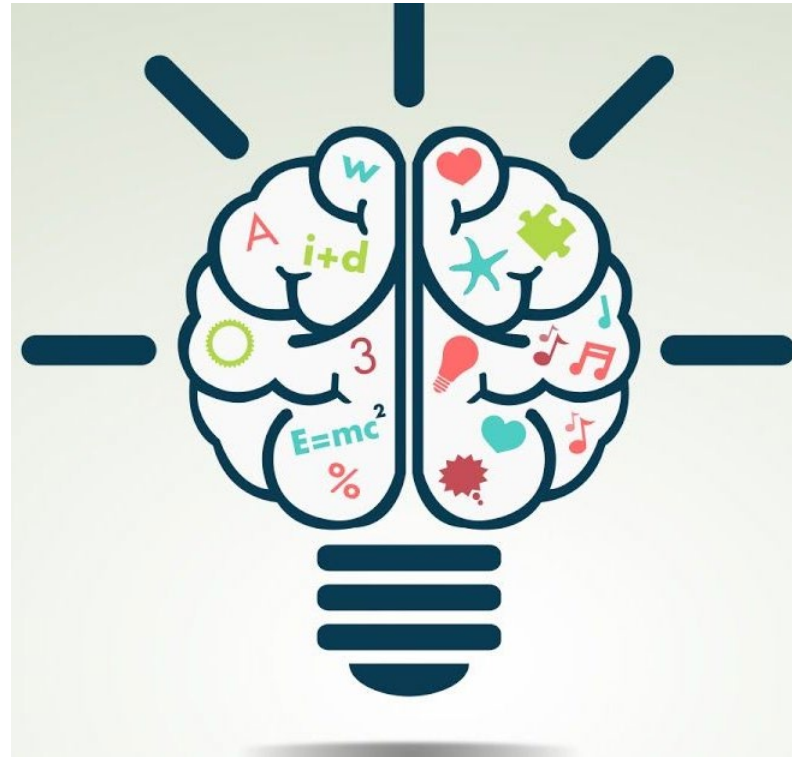


The analysis of the graph shows that there are different opinions as to whether one thinks that an entrepreneur is disposed to take great risks in a new idea concluding that some agree 100% and others neither agree nor disagree.

An entrepreneur is someone who: is a respectable person.



After analyzing the graphic, we conclude that majority of respondents believe that an entrepreneur is someone who is a respectable person.



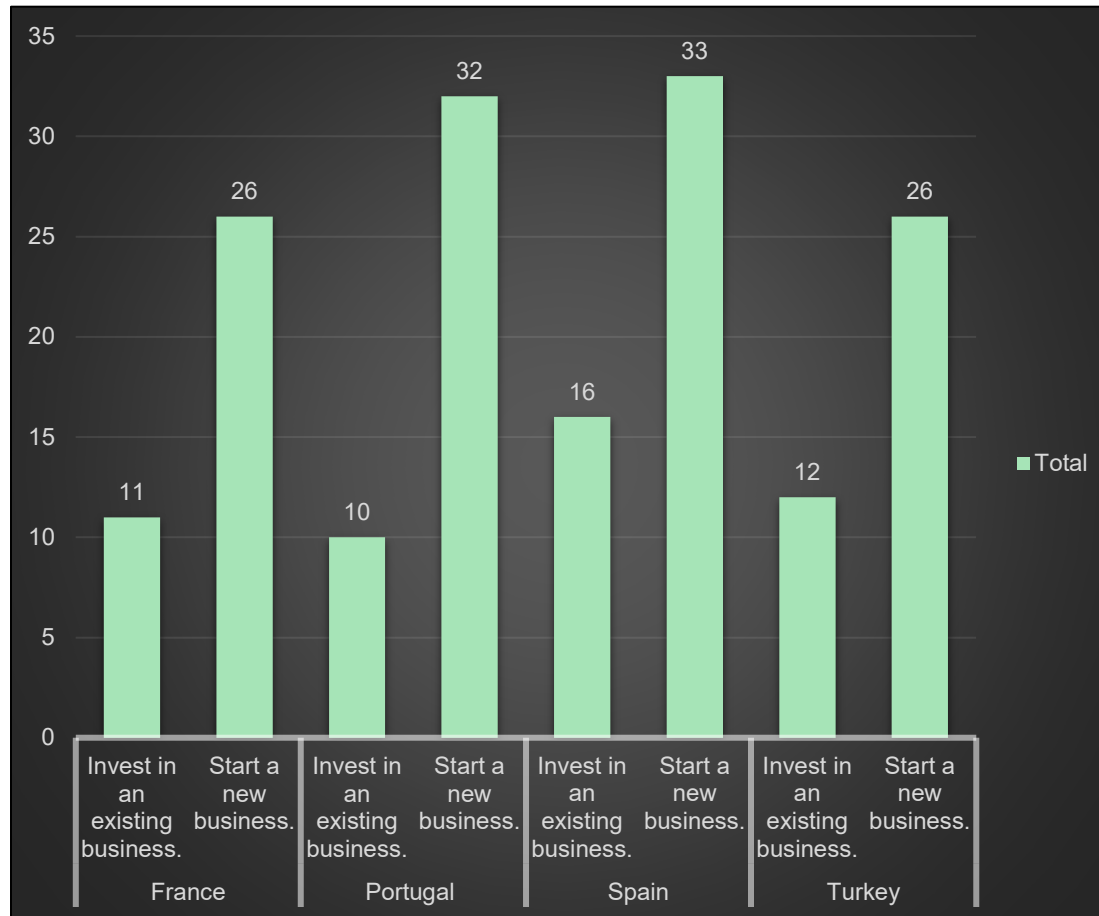
Regarding the “Section C - Level of Entrepreneurship – PART I - Opinion about Entrepreneurship”, with the analysis of the responses collected, it appears that a large part of the sample has a common and favorable opinion, agreeing with the statements present in the questionnaire.

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Section C - Level of Entrepreneurship

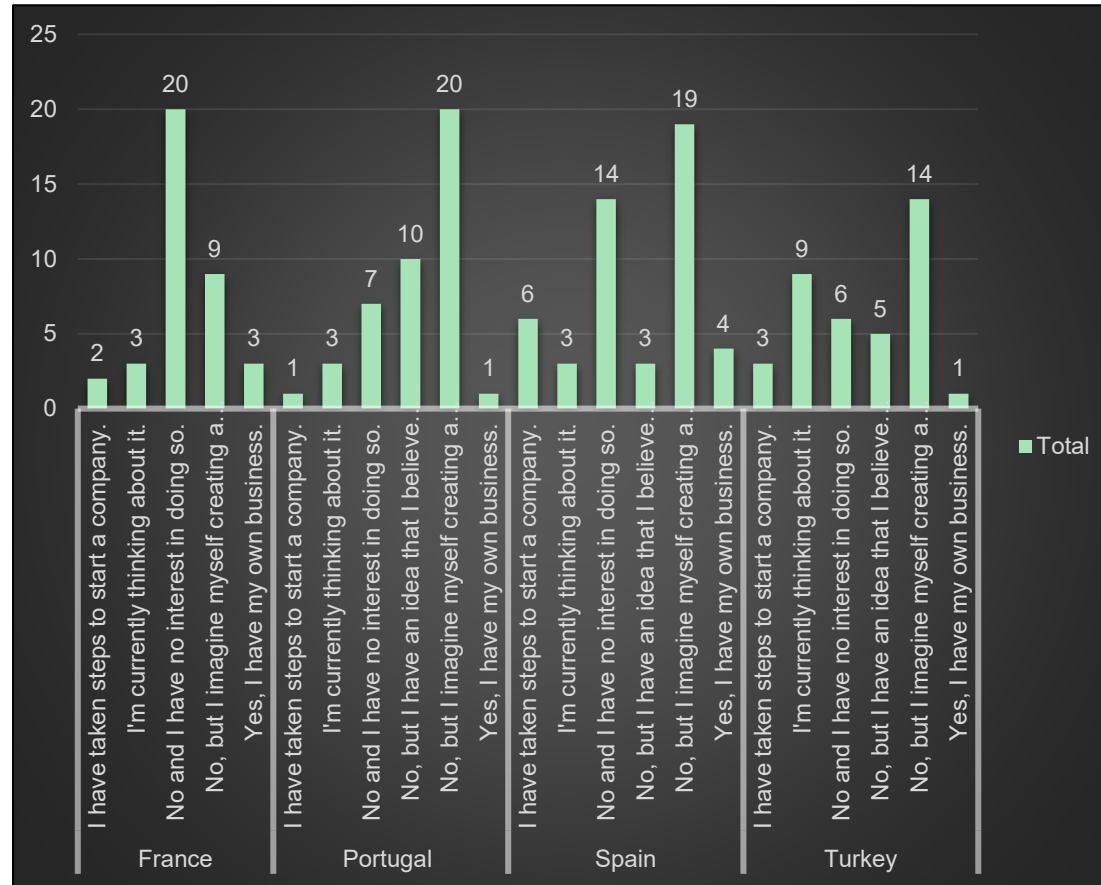
PART II - Opinion about starting their own business
(skills and will)

If today you thought about developing your own business what would you prefer?



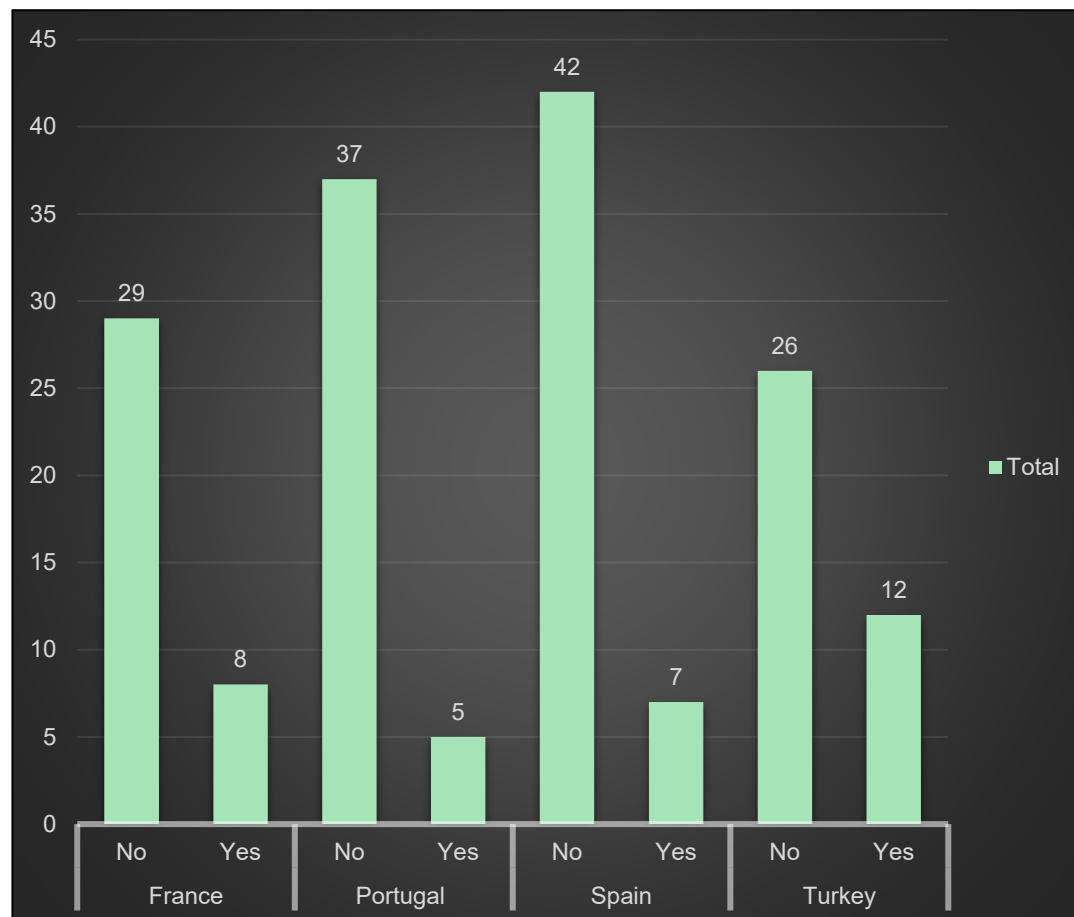
The analysis of the graph shows that in all countries the respondents, when it comes to develop their own business, they would prefer to start a new one rather than invest in a existing business.

Have you ever created your business?



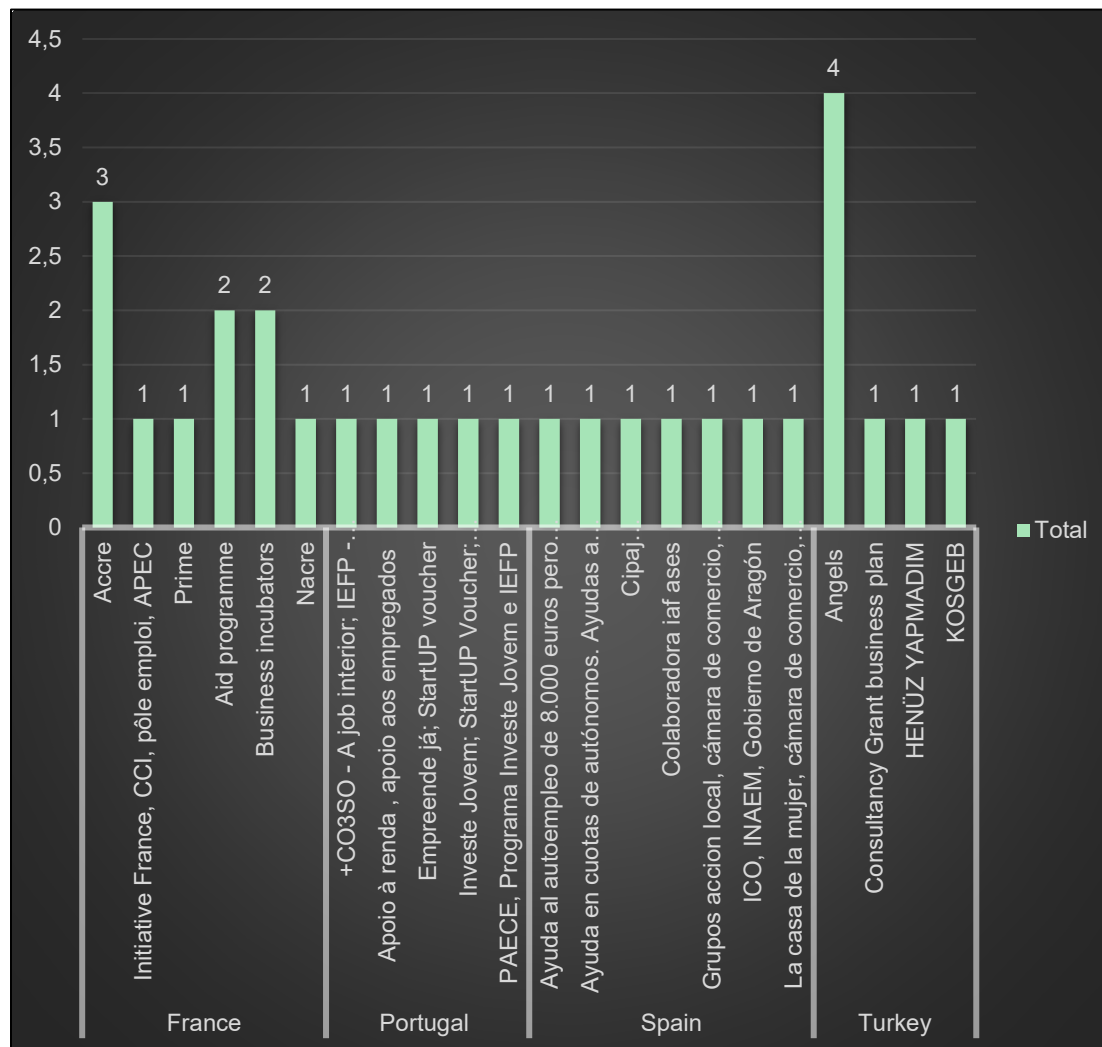
The analysis of the graph shows that in France most of those questioned have not created a business nor are thinking about it, while in Portugal, Spain and Turkey they have not yet created one but are willing to do so in the future.

Do you know or have you ever researched about existing support measures for setting up your own business?



Most of the respondents don't know and never had researched about existing support measures for setting up their own business.

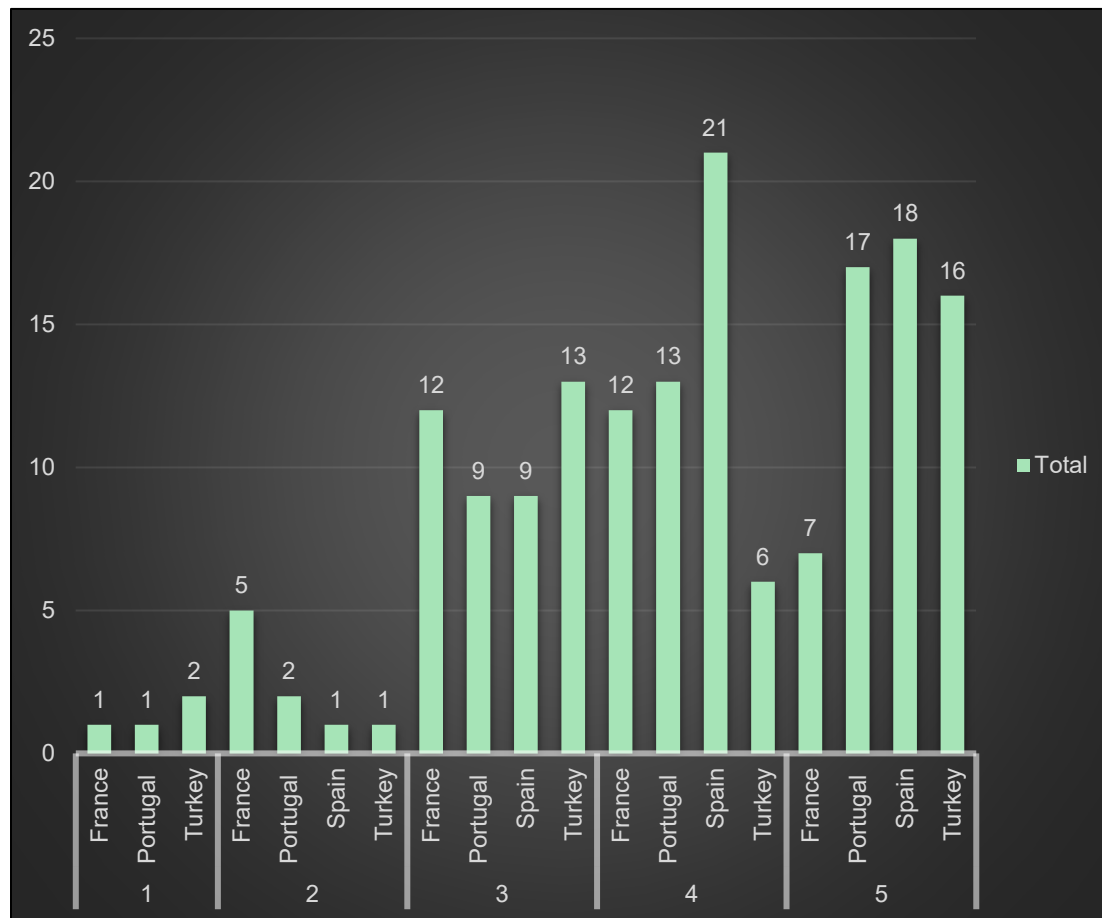
If so, please write 3.



As we can see, there is little knowledge of the respondents about existing support measures for setting up your own business.

In your opinion, how important are the following factors in the success of a new company? The personality of the entrepreneur.

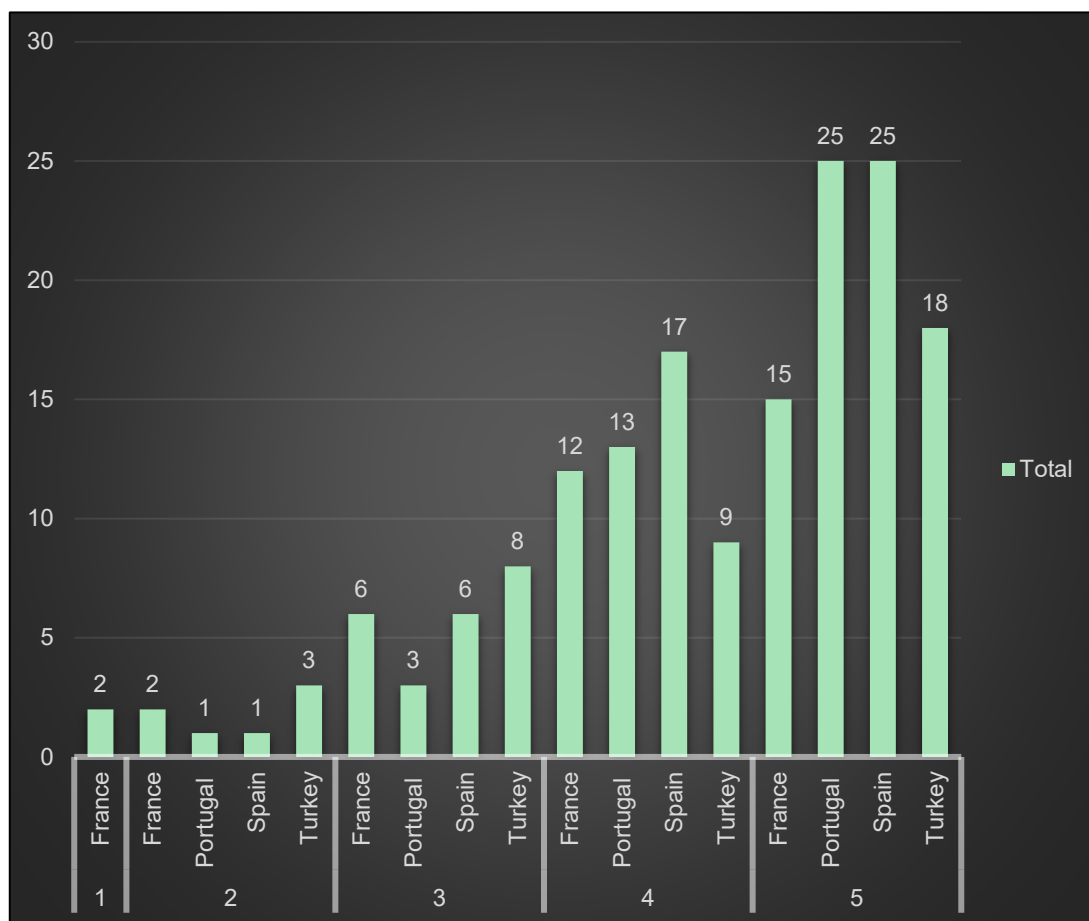
(1= Nothing important; 2= Not important; 3= Important; 4= Very Important; 5= Extremely important)



Majority of the questioned people think that the personality of the entrepreneur is a key factor in the success of a new company.

In your opinion, how important are the following factors in the success of a new company? The quality of the management team.

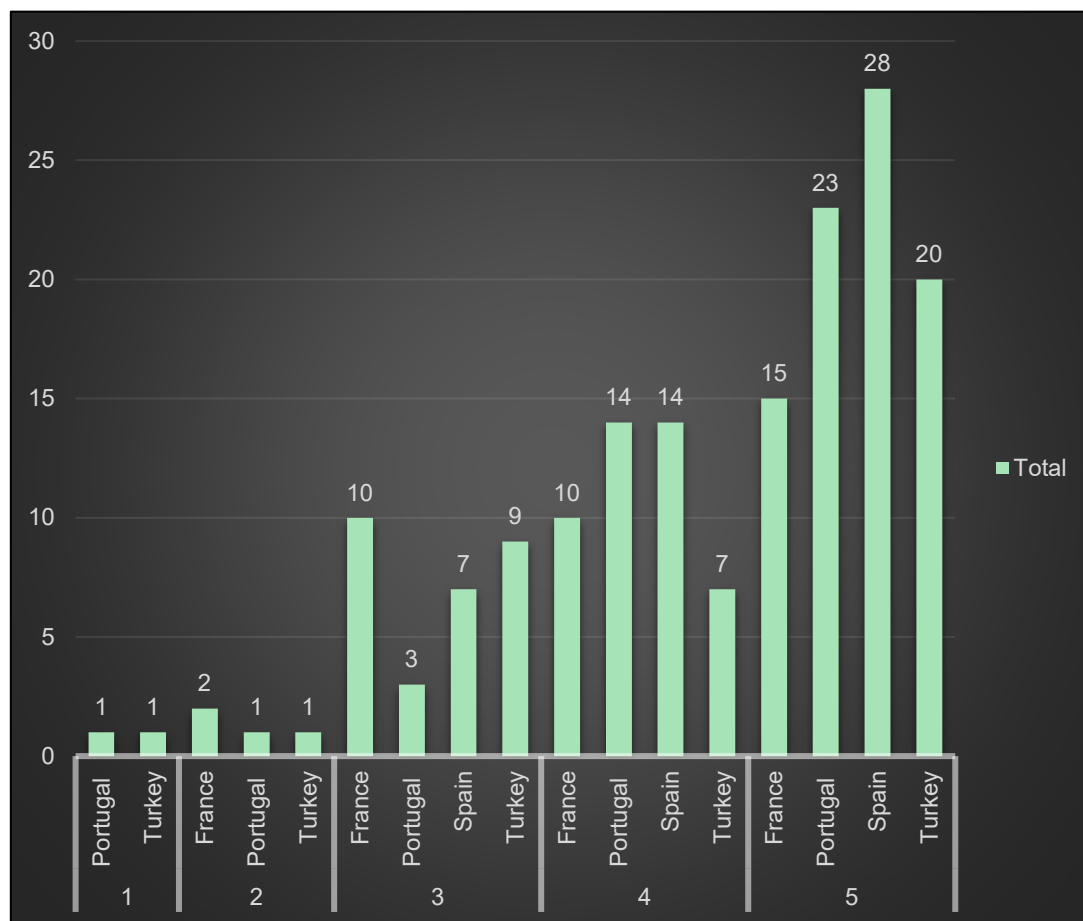
(1= Nothing important; 2= Not important; 3= Important; 4= Very Important; 5= Extremely important)



Most respondents consider it extremely important for the success of a new company to have a quality management team.

In your opinion, how important are the following factors in the success of a new company? The quality of the technical team.

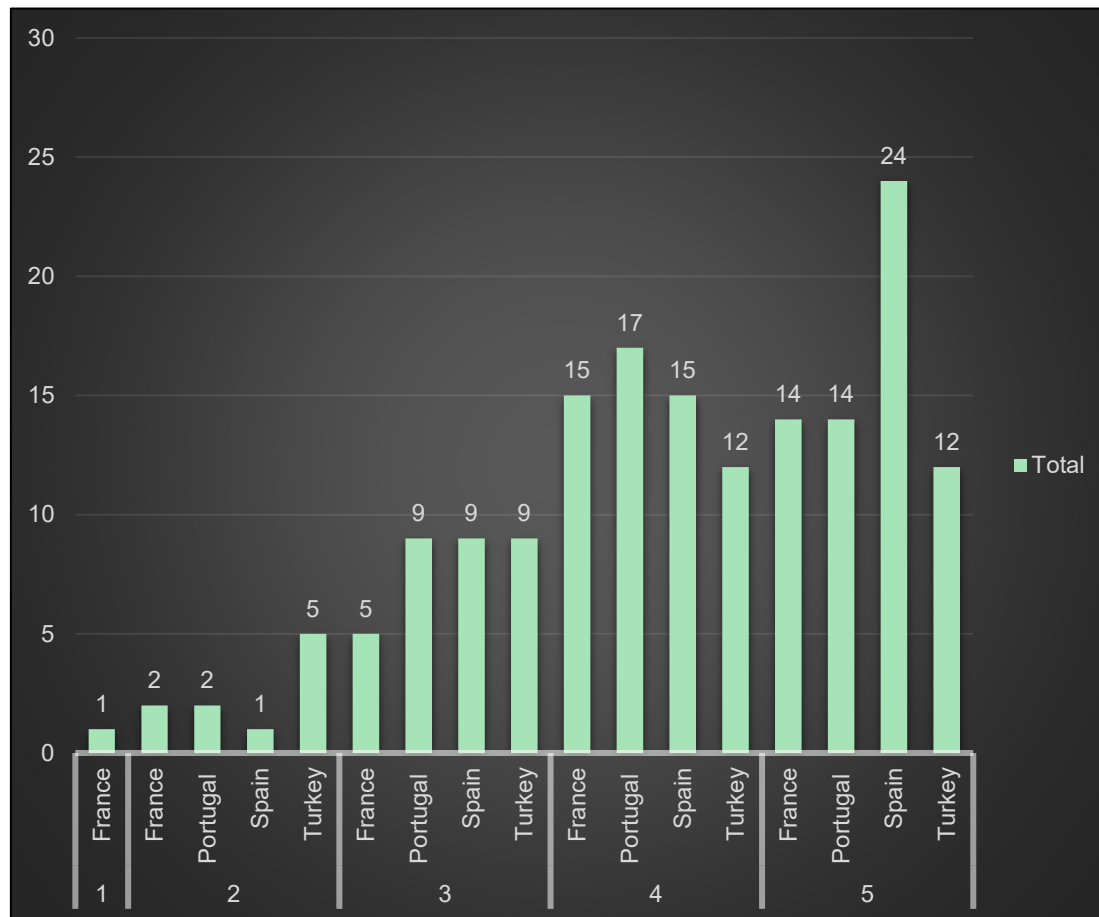
(1= Nothing important; 2= Not important; 3= Important; 4= Very Important; 5= Extremely important)



Majority of the questioned think that is extremely important to the success of a new company to have a quality technical team.

In your opinion, how important are the following factors in the success of a new company? The existence of financial support.

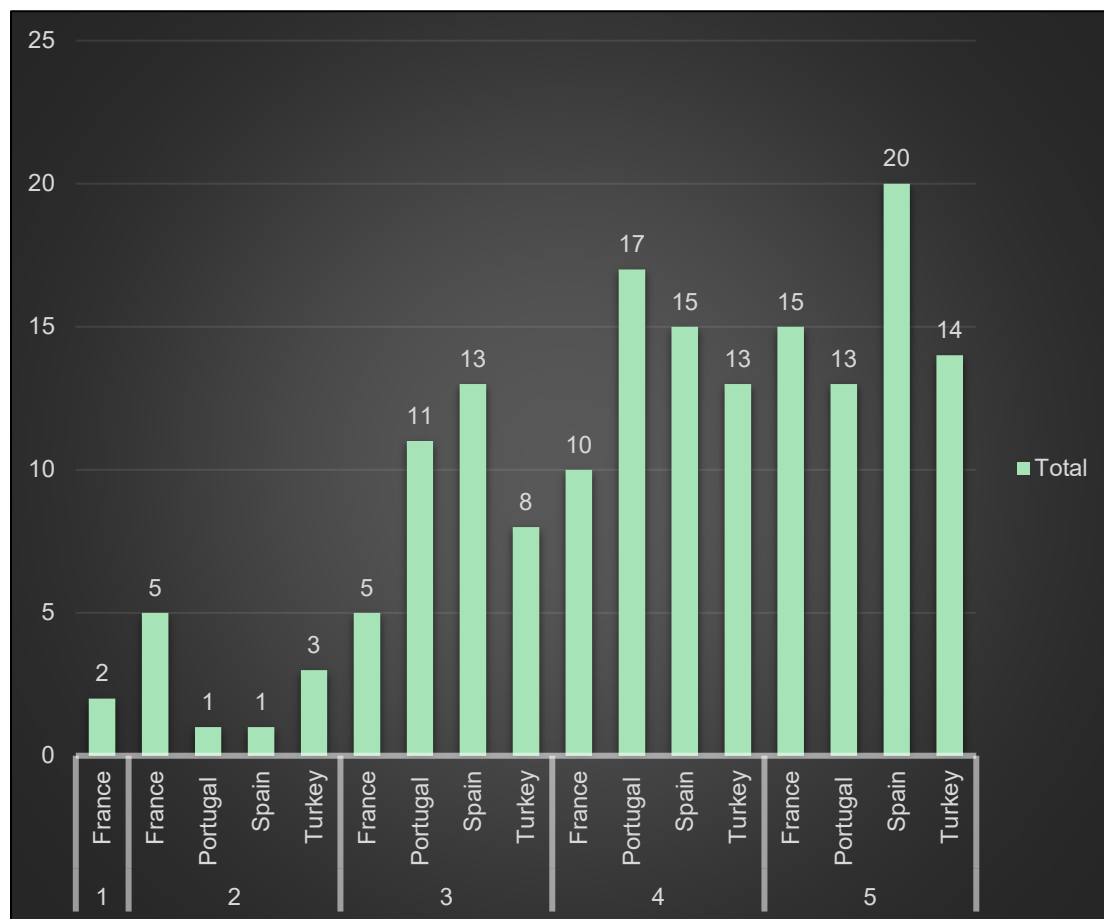
(1= Nothing important; 2= Not important; 3= Important; 4= Very Important; 5= Extremely important)



We can see that the respondents agree that financial support might be important to the success of a new company

In your opinion, how important are the following factors in the success of a new company? The economic context.

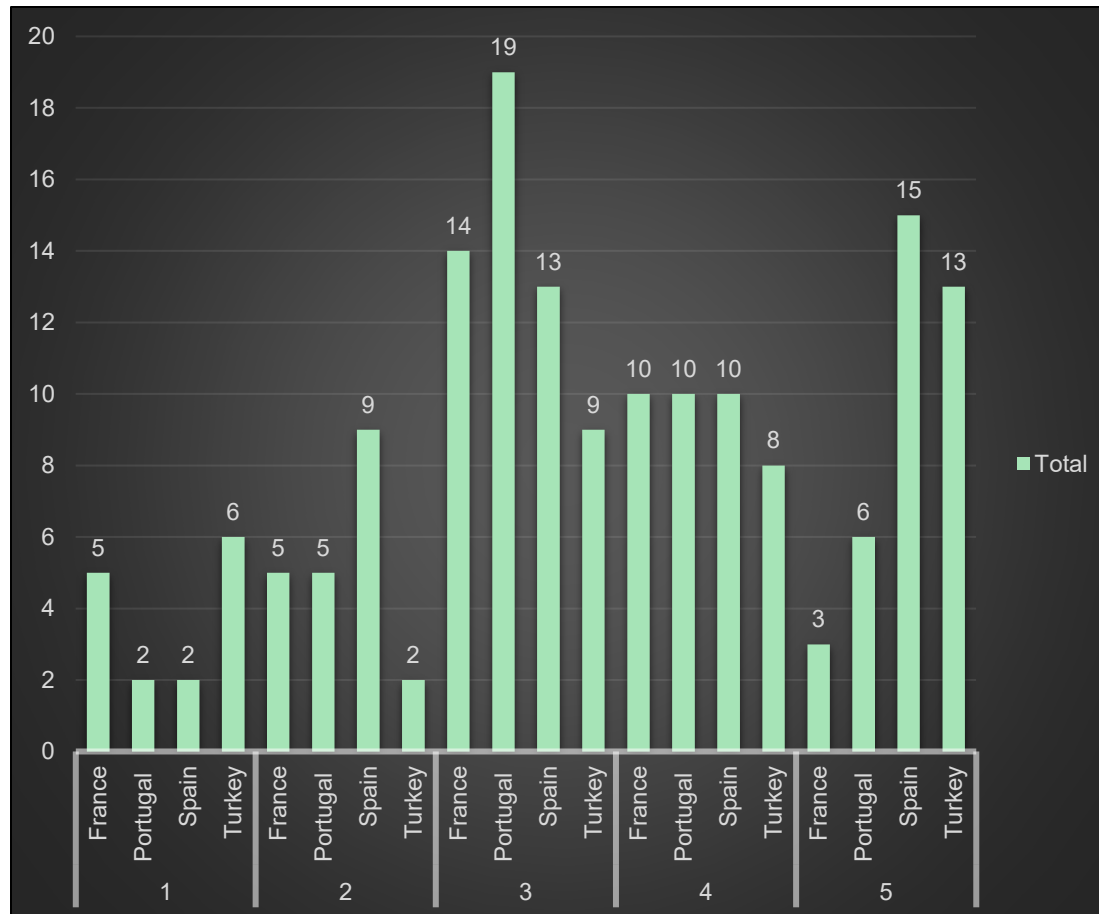
(1= Nothing important; 2= Not important; 3= Important; 4= Very Important; 5= Extremely important)



The analysis of the graph shows that we have to bear in mind the economic context if we want to start a new company.

In your opinion, how important are the following factors in the success of a new company? The political context.

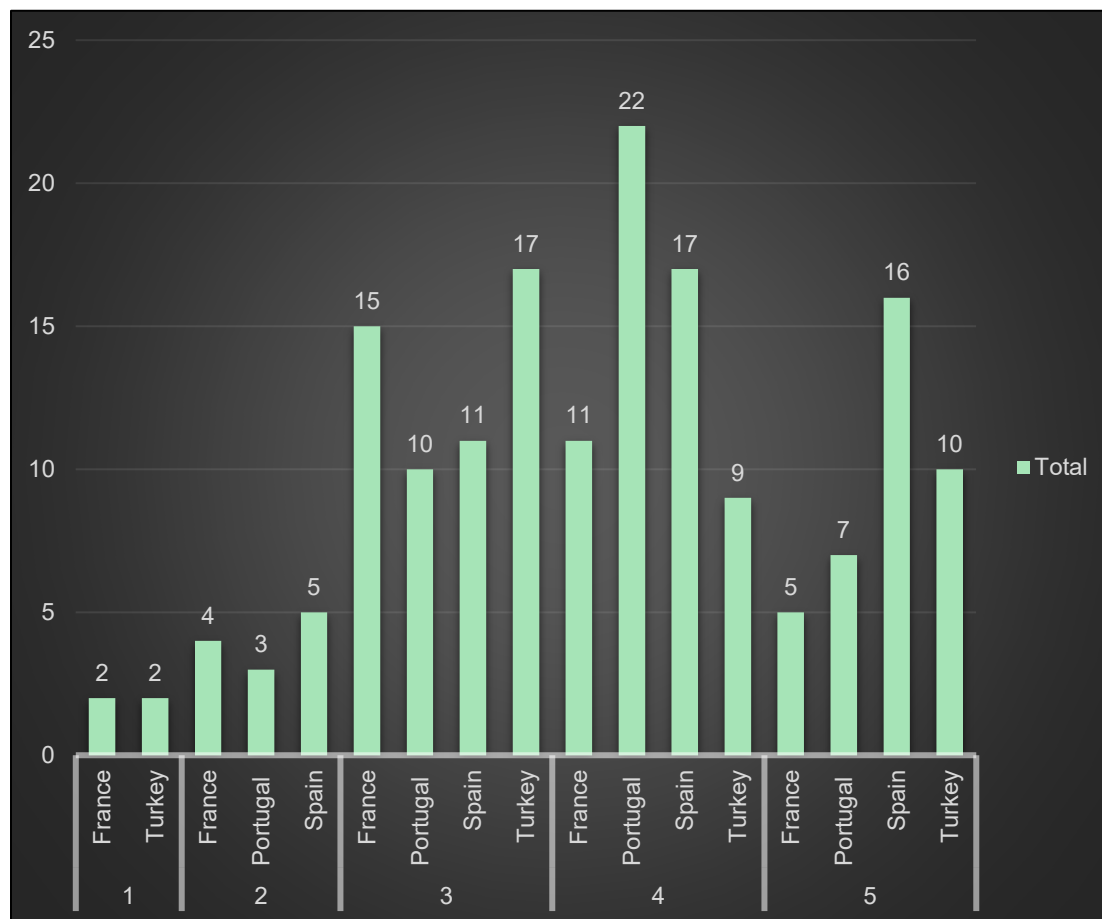
(1= Nothing important; 2= Not important; 3= Important; 4= Very Important; 5= Extremely important)



With the data collected from the chart, most of the answers say us that the political context is not very important to the success of a new company but there are also respondents, specially from Spain a Turkey who see it as an important factor.

In your opinion, how important are the following factors in the success of a new company? External partnerships.

(1= Nothing important; 2= Not important; 3= Important; 4= Very Important; 5= Extremely important)

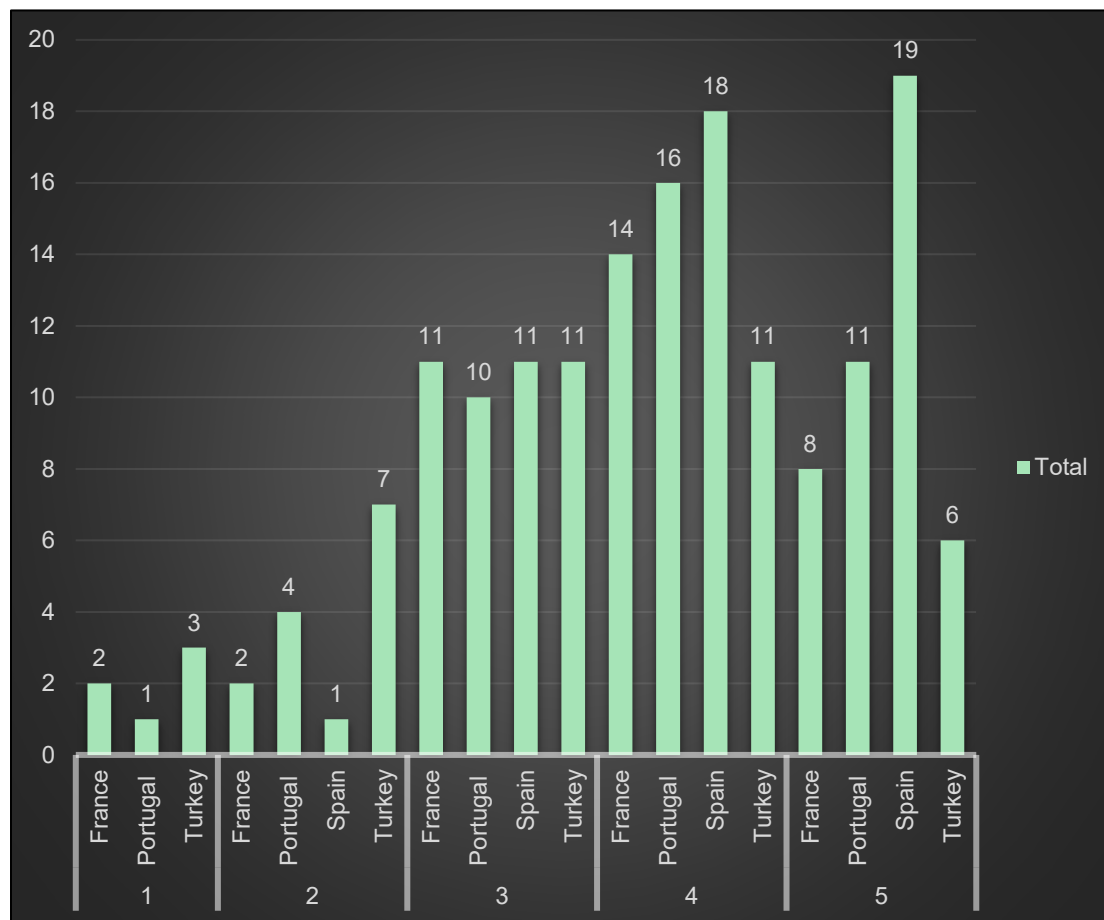


For most respondents, they agree that external partnerships are a factor that may not be the key to the success of a new company, although it is an important factor.

What are the aspects that arouse your greatest fears when we talk about developing your own business?

Uncertainty of remuneration.

(1= No fear; 2= Very little fear; 3= Some fear; 4= Quite afraid; 5= Very afraid)

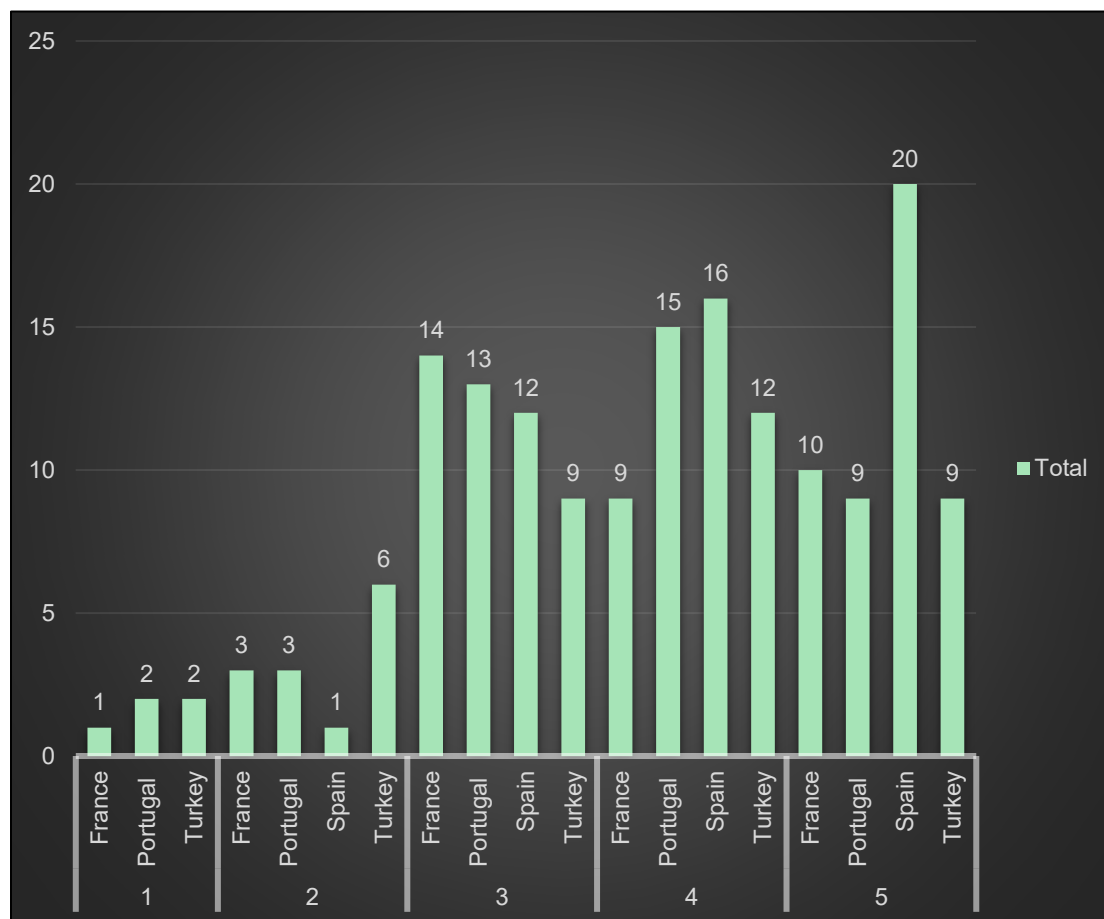


Majority of the questioned agree that the uncertainty of remuneration is one of the factors that let them quite afraid when talking about developing their own business.

What are the aspects that arouse your greatest fears when we talk about developing your own business?

Job instability.

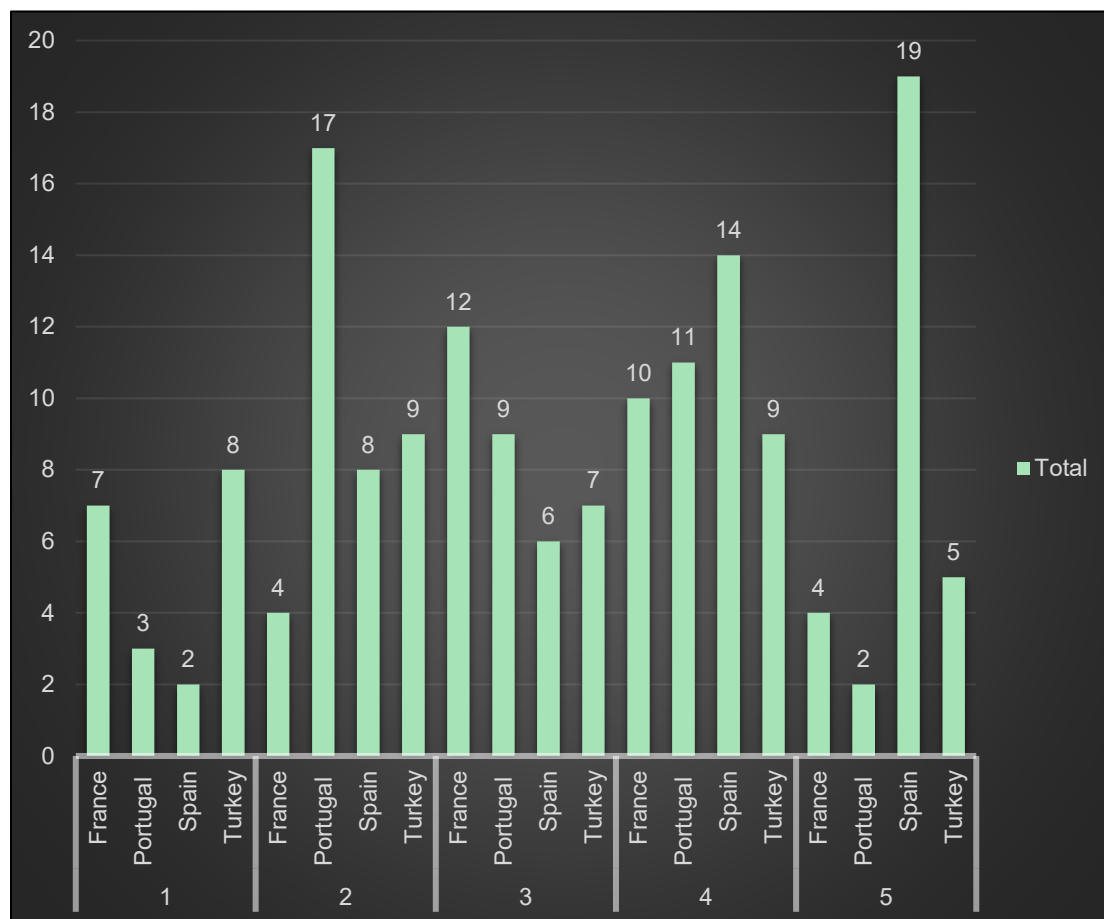
(1= No fear; 2= Very little fear; 3= Some fear; 4= Quite afraid; 5= Very afraid)



Most respondents agree that instability at work is one of the factors that makes them very fearful when talking about developing their own business.

What are the aspects that arouse your greatest fears when we talk about developing your own business? The necessity of investing a lot of time and energy in a project.

(1= No fear; 2= Very little fear; 3= Some fear; 4= Quite afraid; 5= Very afraid)

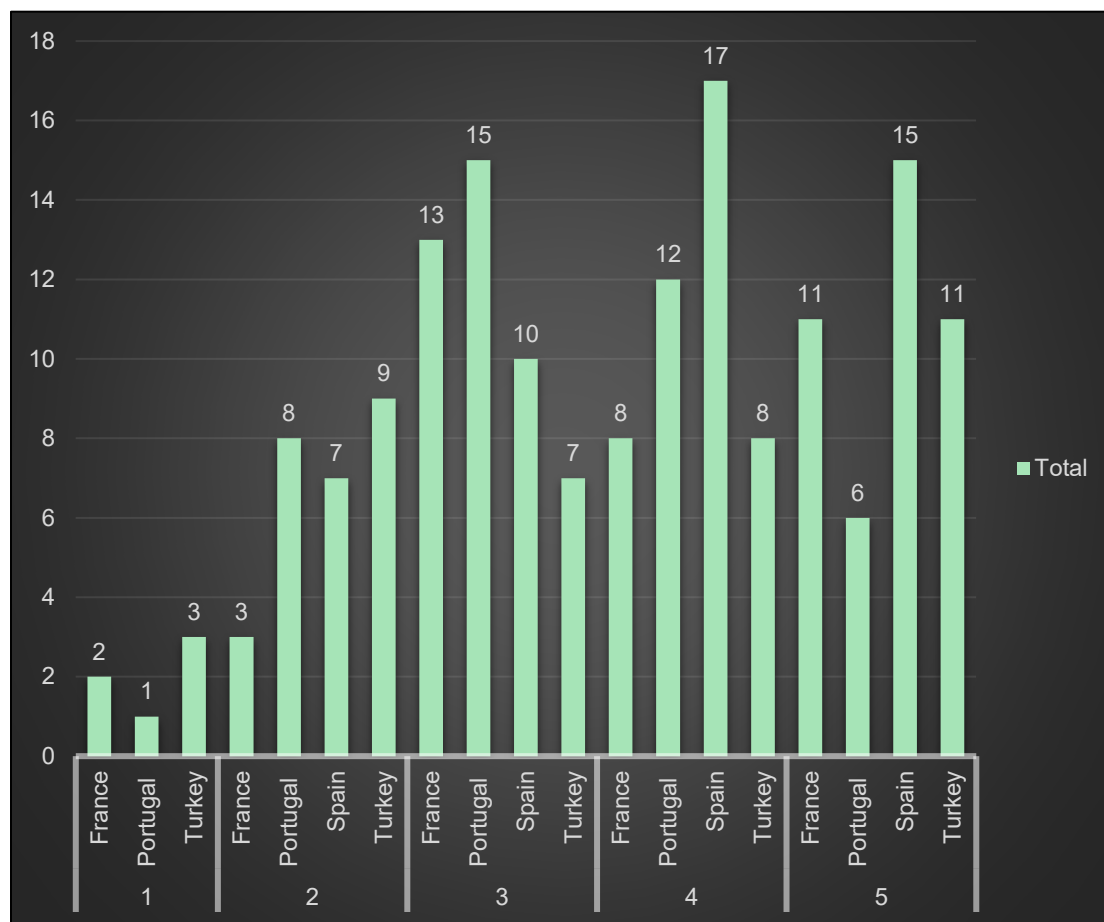


There is a great diversity of answers on this question, although a large number of Spanish people are very afraid and in contrast many Portuguese have very little fear about the need of time and energy to be spent on a new project.

What are the aspects that arouse your greatest fears when we talk about developing your own business?

The possibility of failing personally.

(1= No fear; 2= Very little fear; 3= Some fear; 4= Quite afraid; 5= Very afraid)

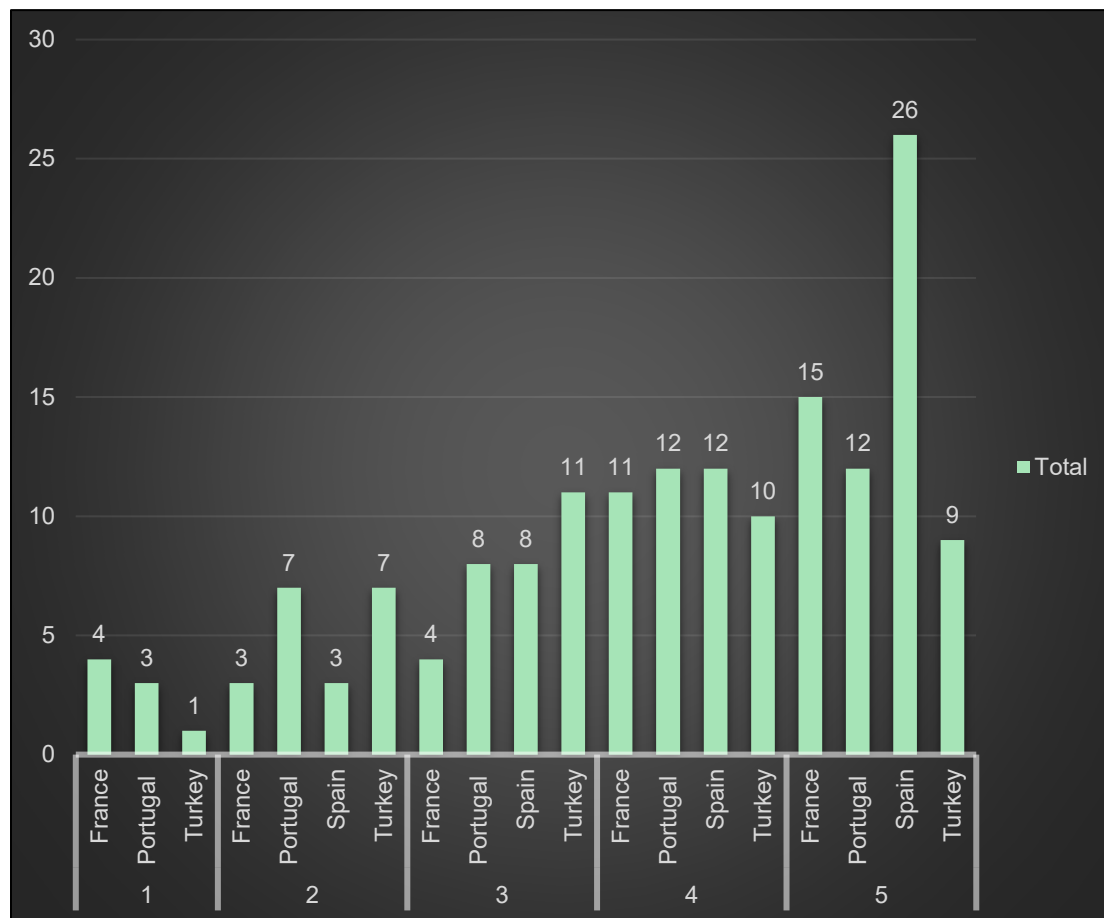


Analyzing the graphic, we conclude that the possibility of failing personally is an aspect that leaves people afraid when talking about developing their own business.

What are the aspects that arouse your greatest fears when we talk about developing your own business?

The possibility of going bankrupt.

(1= No fear; 2= Very little fear; 3= Some fear; 4= Quite afraid; 5= Very afraid)

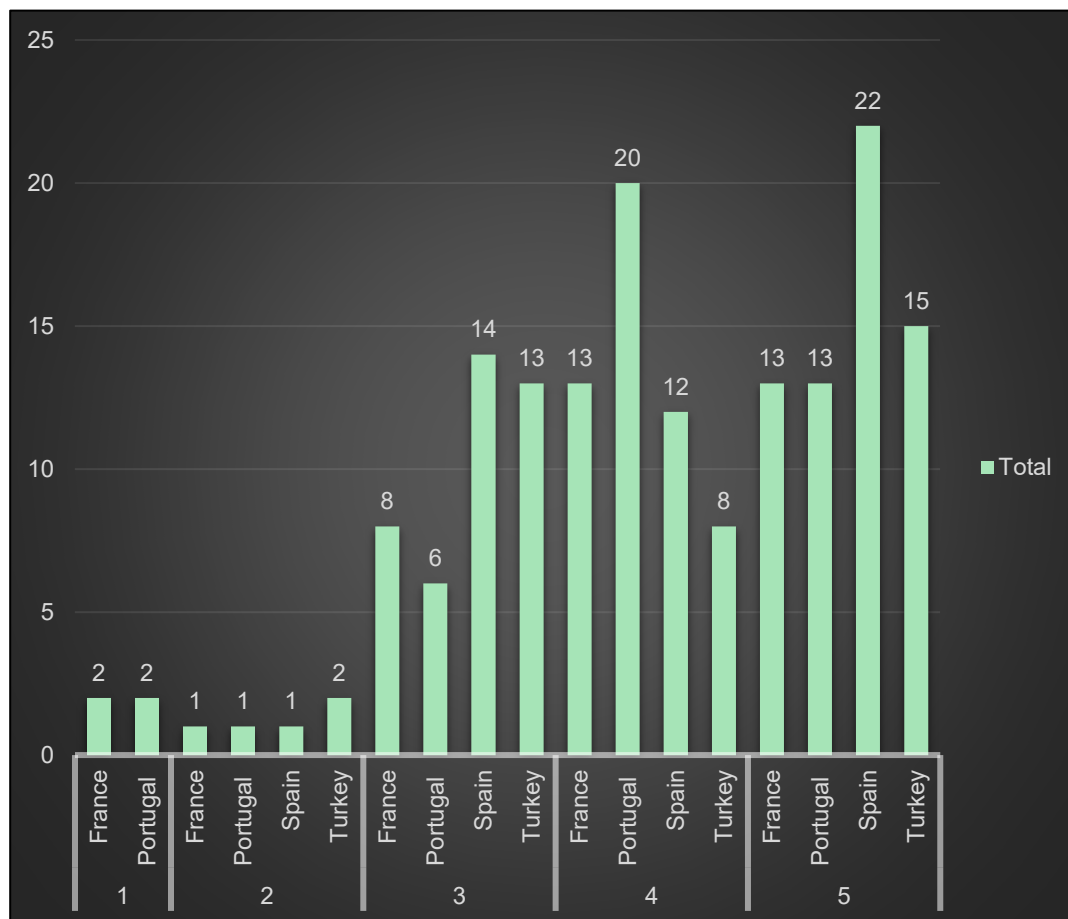


With the collected answers, we conclude that the possibility of going bankrupt is one of the main aspects that leaves the respondents very afraid when talking about developing their own business.

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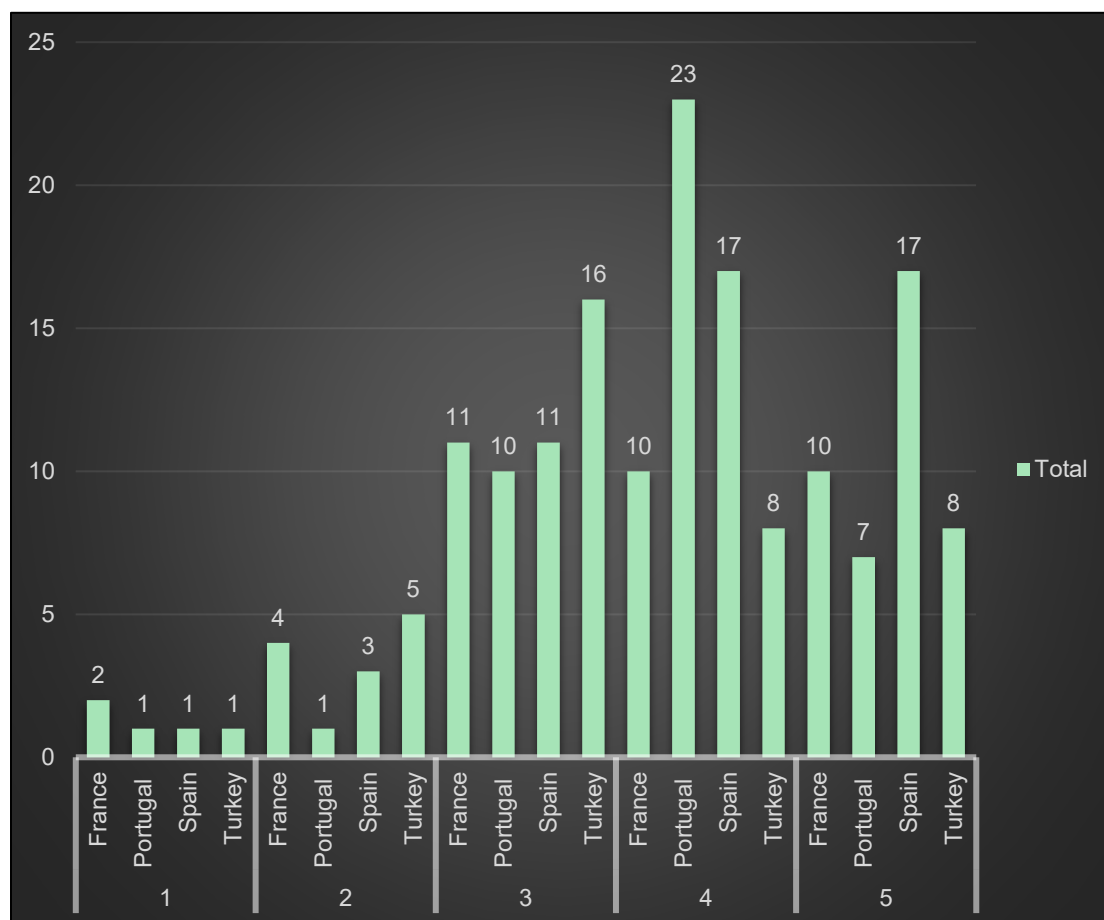
On a scale from 1 to 5, please answer the following sentences. (1= Completely disagree; 2= Disagree; 3= Neutral; 4= Agree; 5=Completely agree)

Regarding the difficulty of starting a business, how much do you agree with the following statements? Lack of financial support.



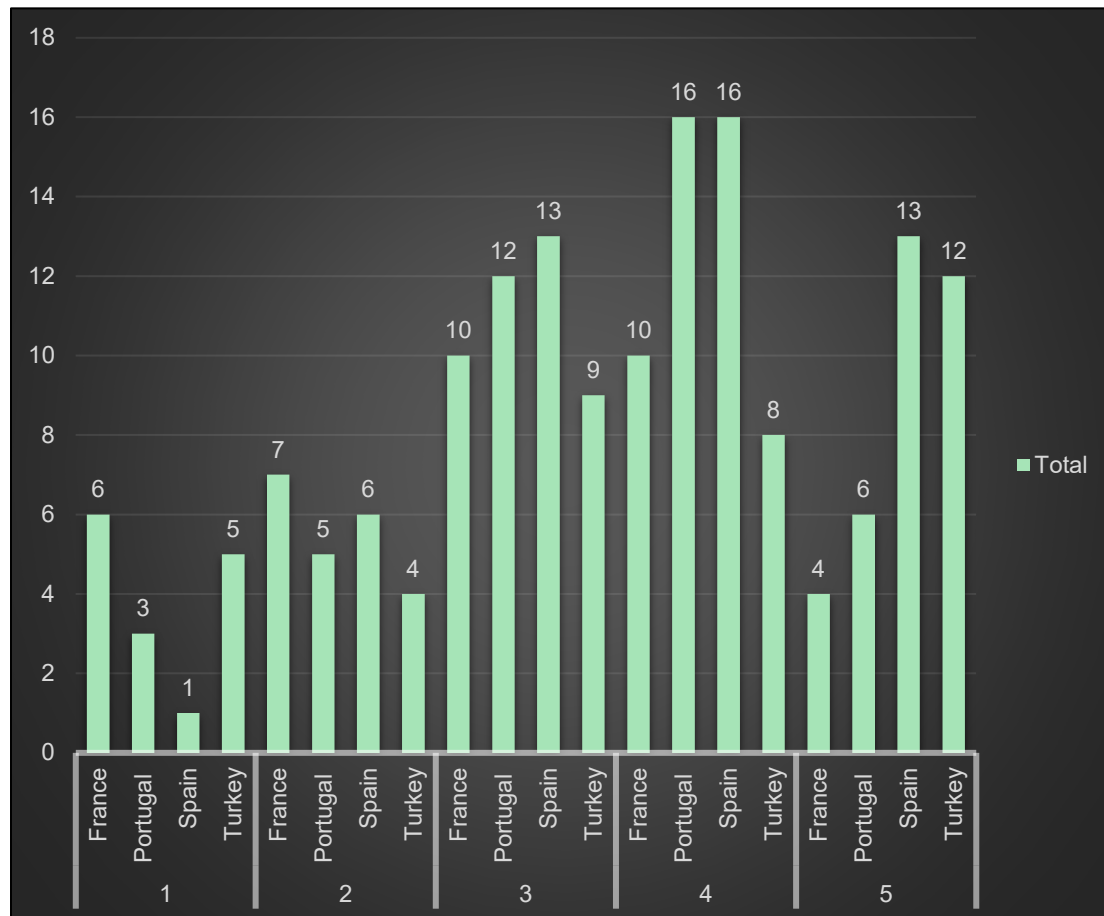
Most of the questioned people really think that the lack of financial support is a big problem to start a business.

Regarding the difficulty of starting a business, how much do you agree with the following statements? The administrative process is very complex.



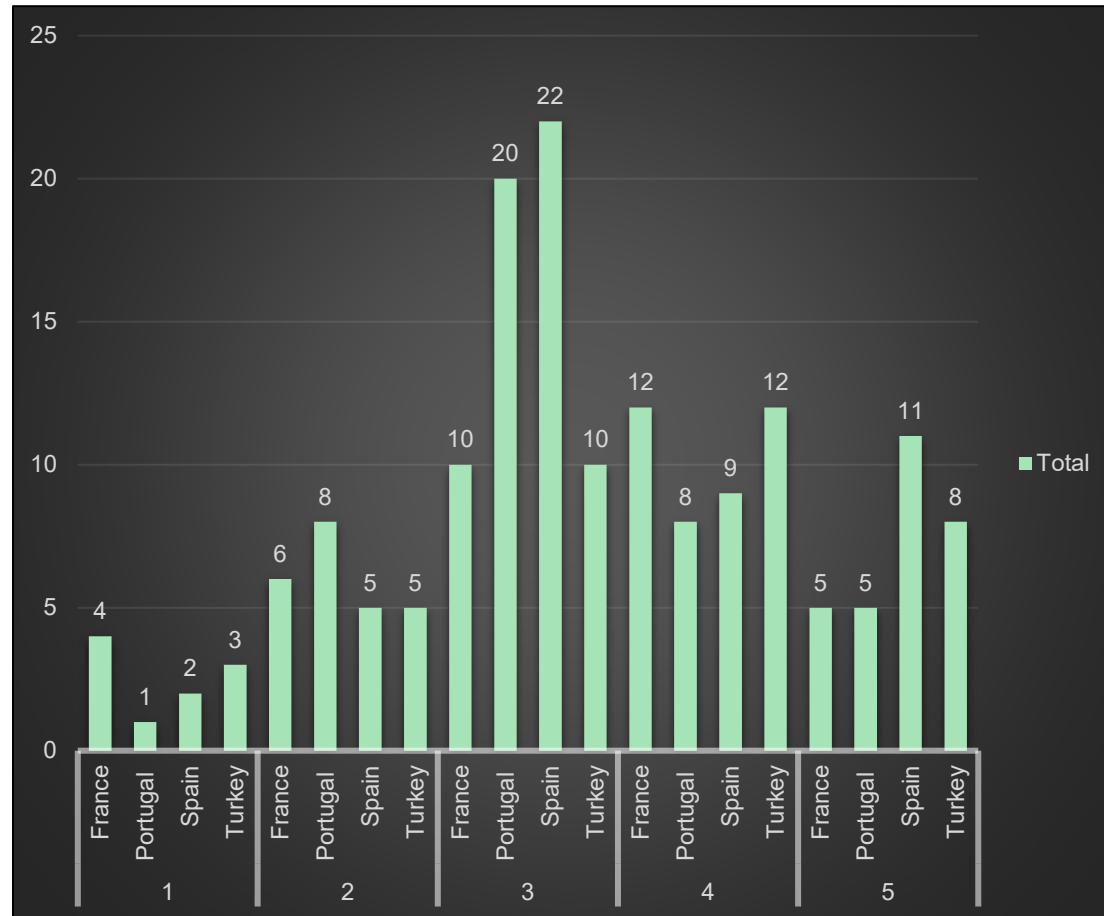
The opinion of the sample shows that, in their opinion, the administrative process is not easy at all when thinking in starting a business.

Regarding the difficulty of starting a business, how much do you agree with the following statements? Little information on how to do it.



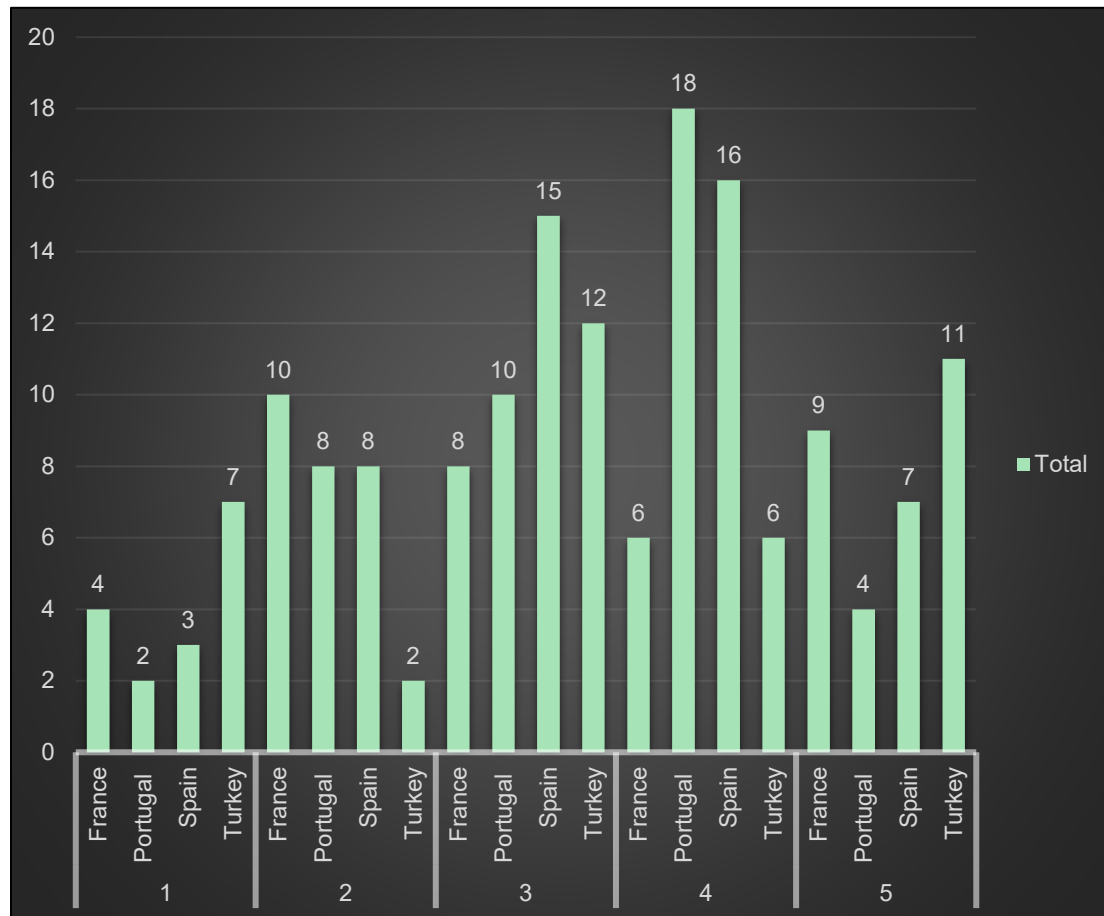
The data collected seems to show that there is not much information available to support entrepreneurship.

Regarding the difficulty of starting a business, how much do you agree with the following statements? Lack of management skills.



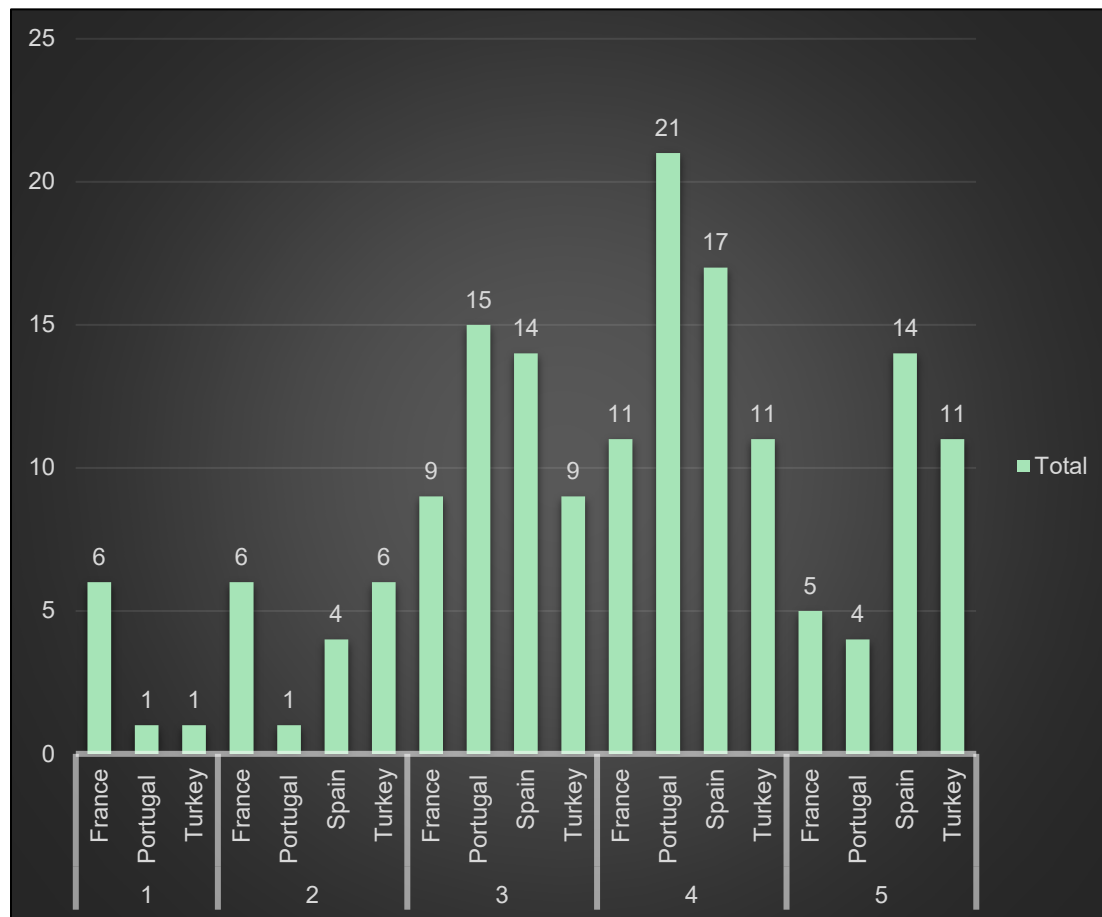
Some of the respondents agree that the lack of management skills are not the most or least important thing when thinking in starting a business.

Regarding the difficulty of starting a business, how much do you agree with the following statements? Lack of innovative ideas.



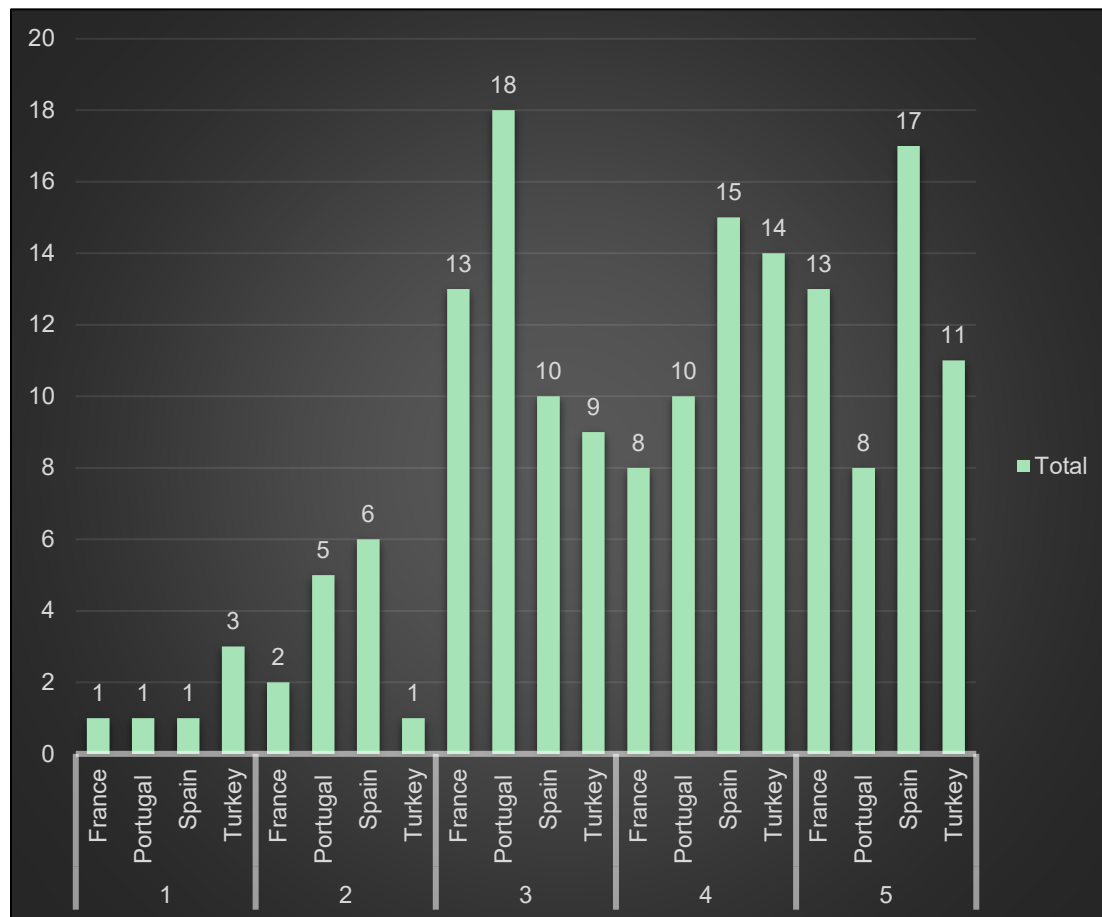
The sample seems to show that the lack of innovative ideas can be an obstacle to the creation of a new business, with Portugal and Spain being the countries most believing in this statement.

Regarding the difficulty of starting a business, how much do you agree with the following statements? Lack of institutional support to do it.



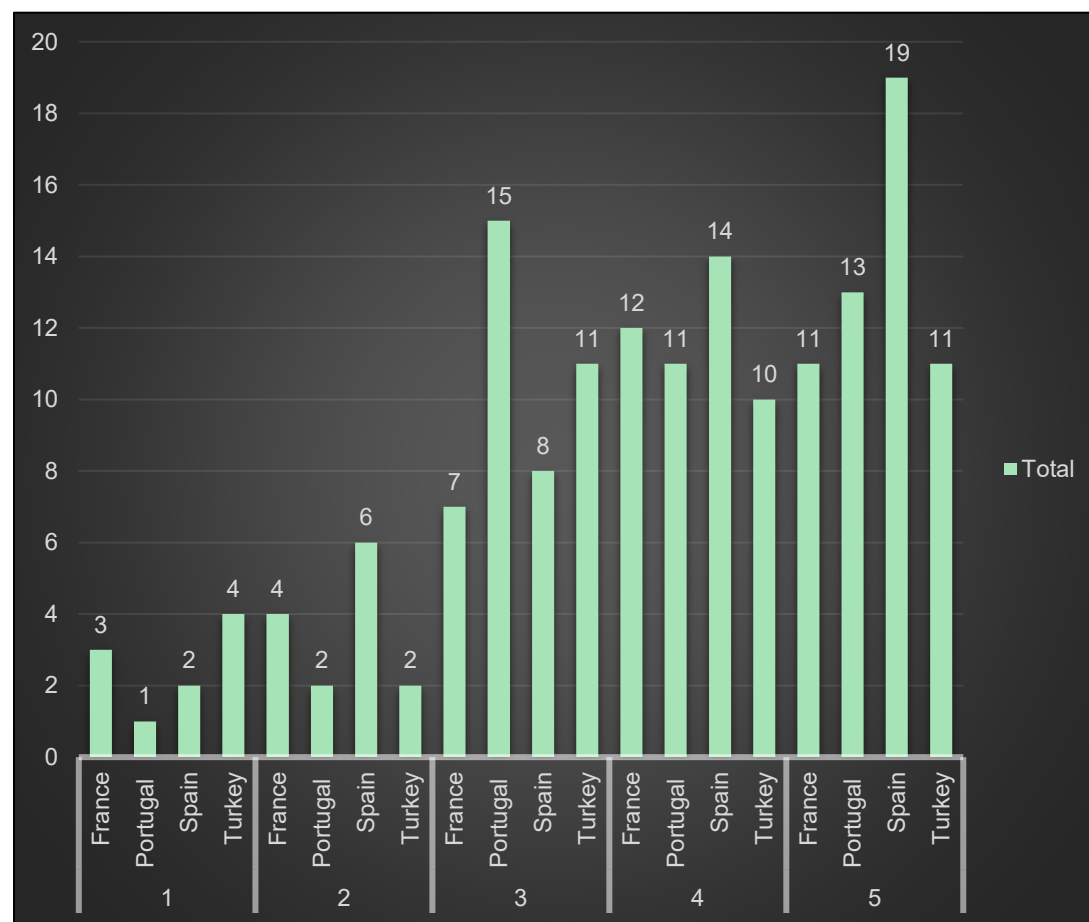
Analyzing the graph, we see that there could and should be more institutional support, especially in Portugal and Spain, with regard to the creation of a new business.

Regarding the difficulty of starting a business, how much do you agree with the following statements? Great risk of failing.



Through the analysis of the graph, the responses collected show an agreement for the fact that the risk of failure is something feared by new entrepreneurs.

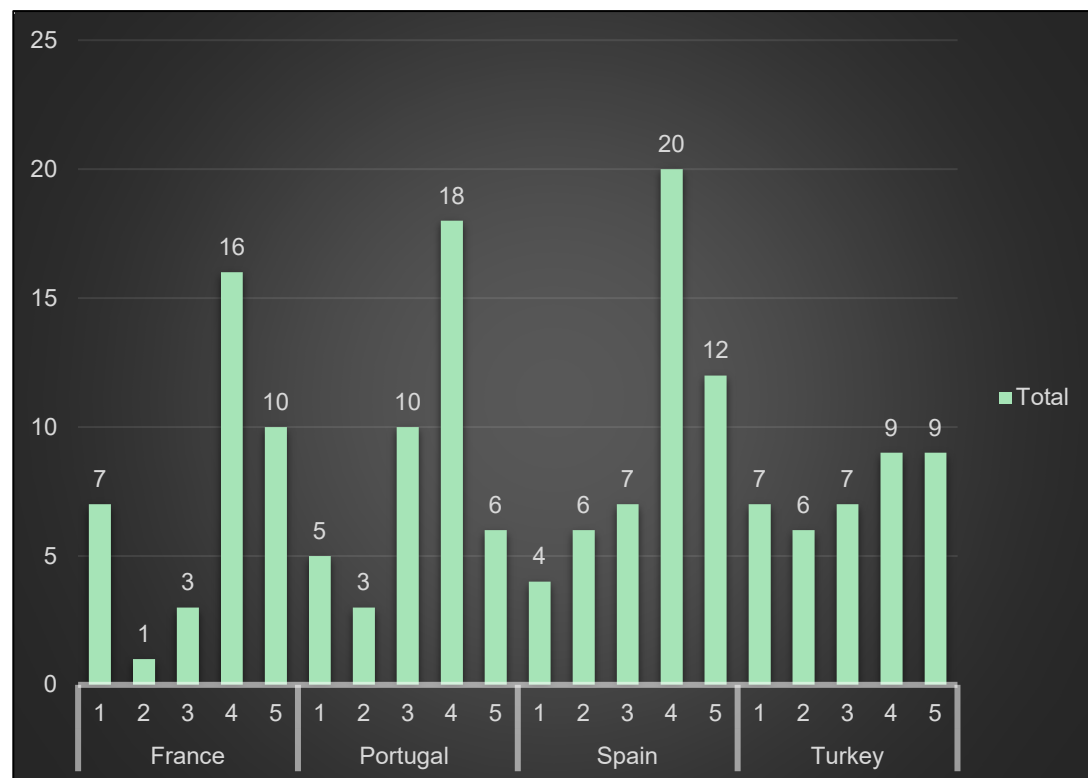
Regarding the difficulty of starting a business, how much do you agree with the following statements? The current economic situation is not conducive to the development of a business.



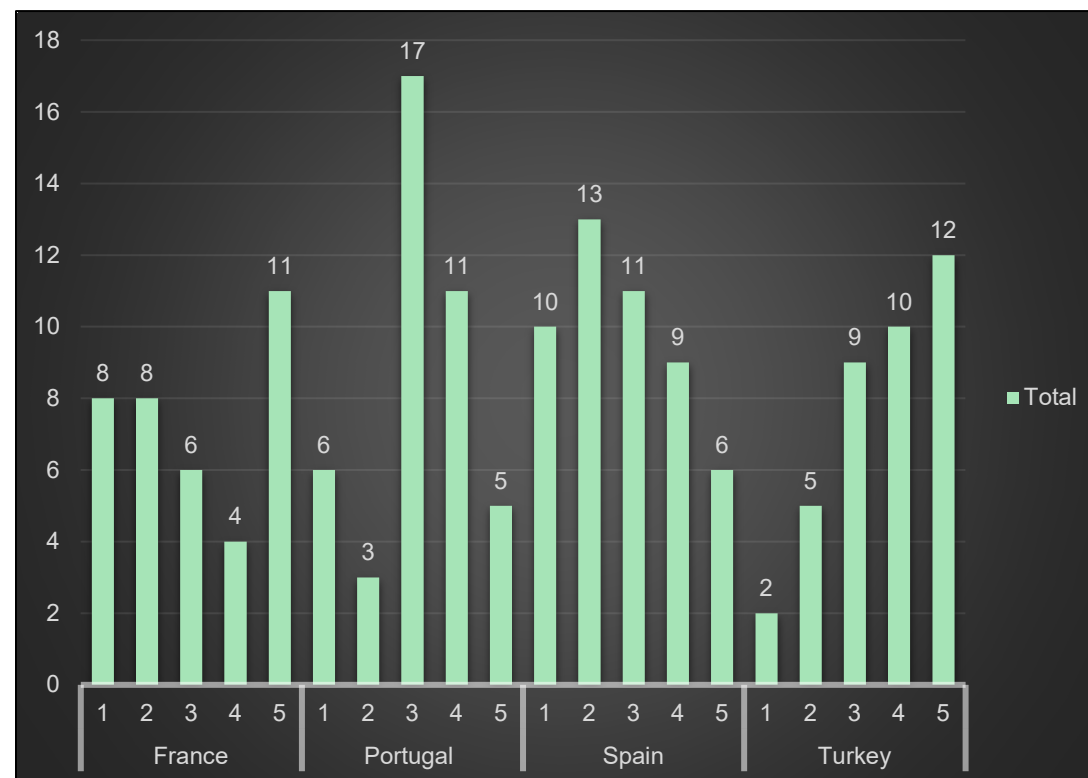
The data collected show that the current economic situation is not favorable to the creation of new businesses.

How do you see your future by the following scale?

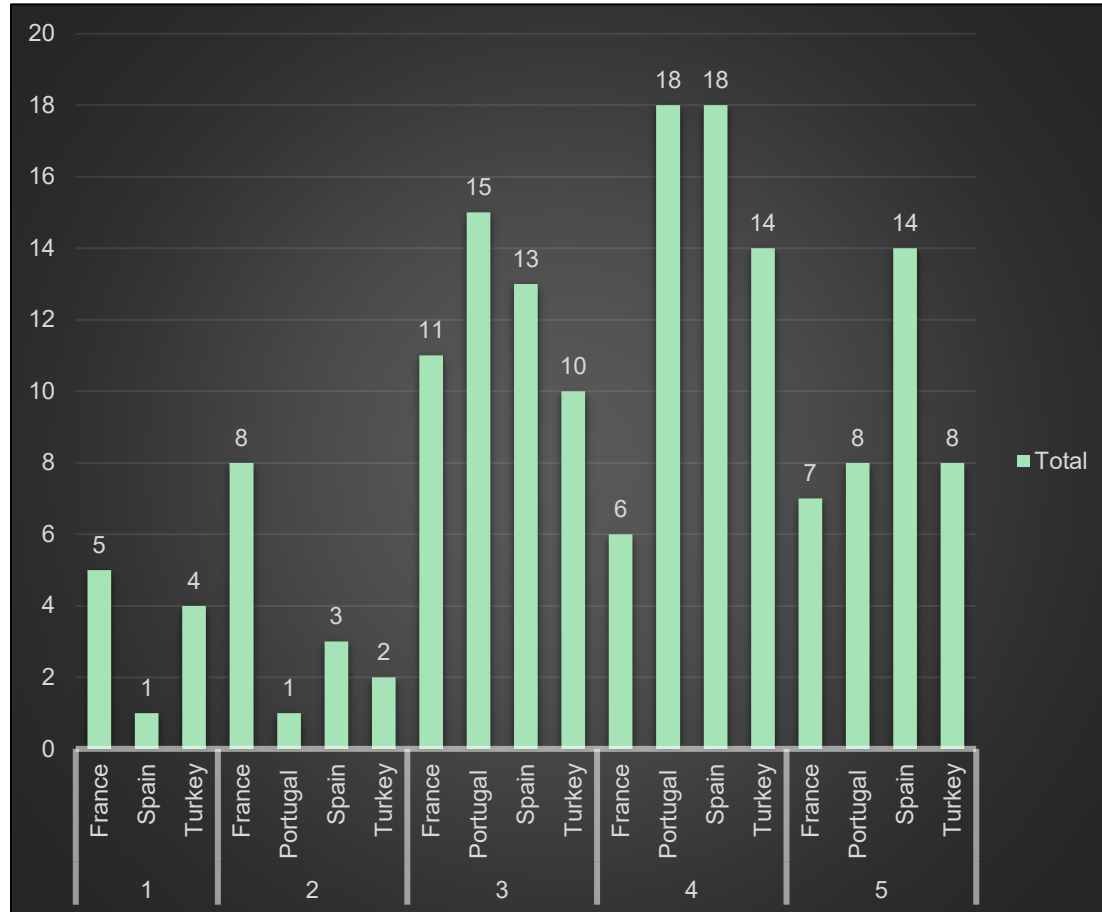
Be an employee



Have my own business

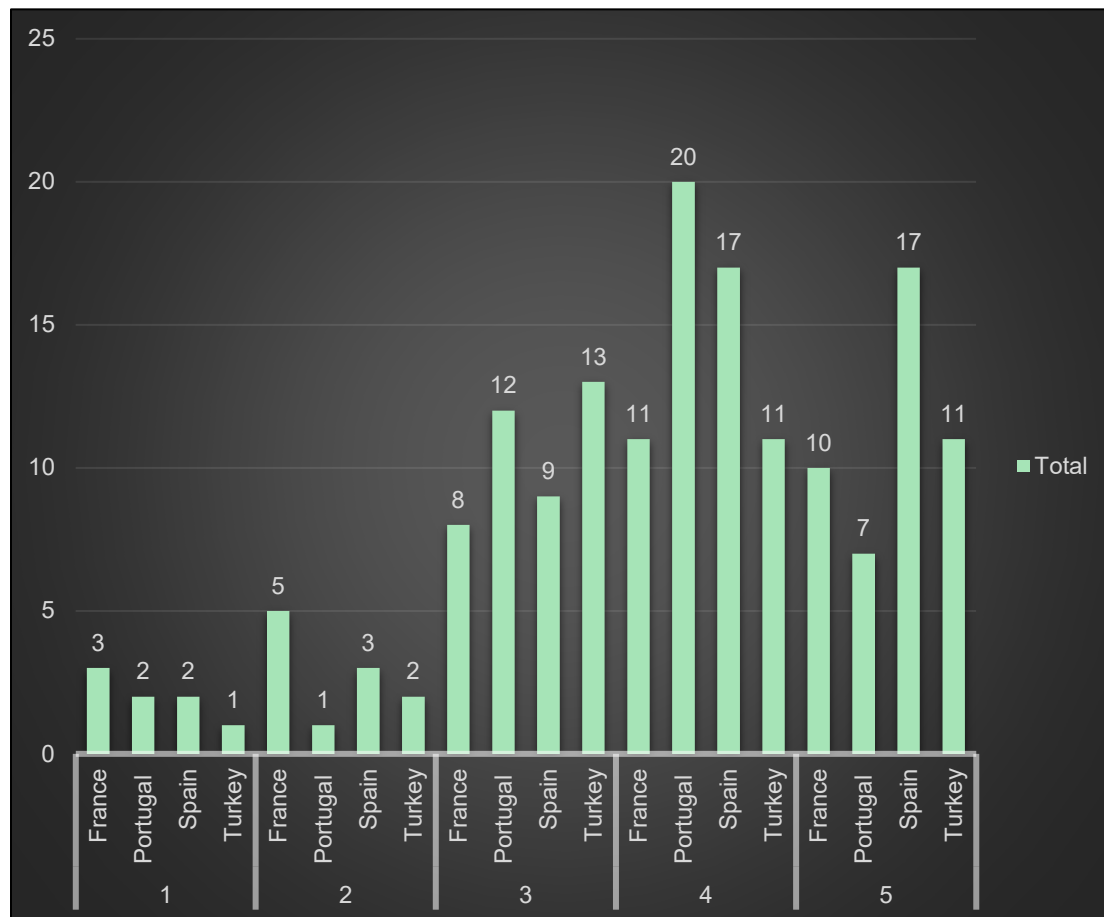


I have confidence in my abilities to start my own business.



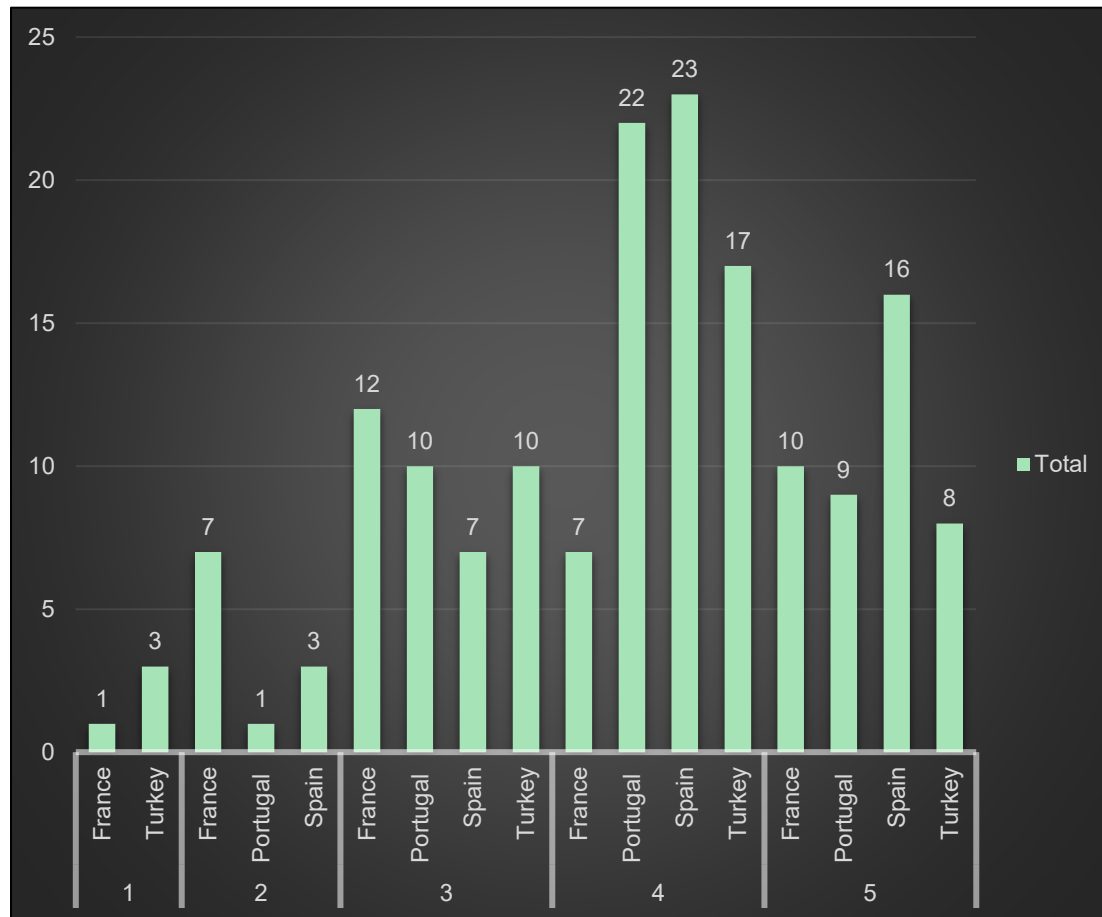
Most of the questioned people believe that they have the needed confidence in their abilities to start their own business.

I am willing to invest a lot of time and/or money in something that can produce a high return.



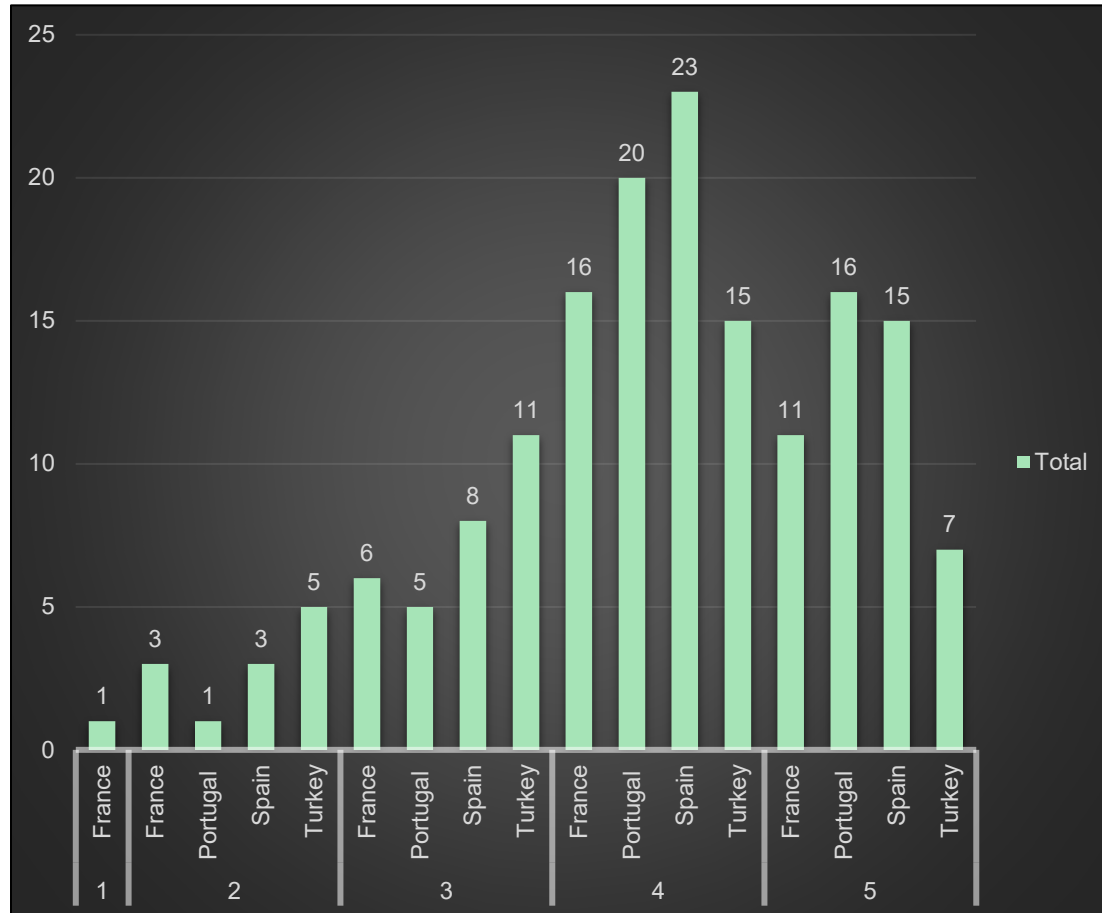
Our sample seems to be, in its majority, willing to invest a lot of time and/or Money in something that can produce a high return

In projects I am proactive and tend to act in anticipation of future problems, needs or changes, rather than waiting for someone else to do it.



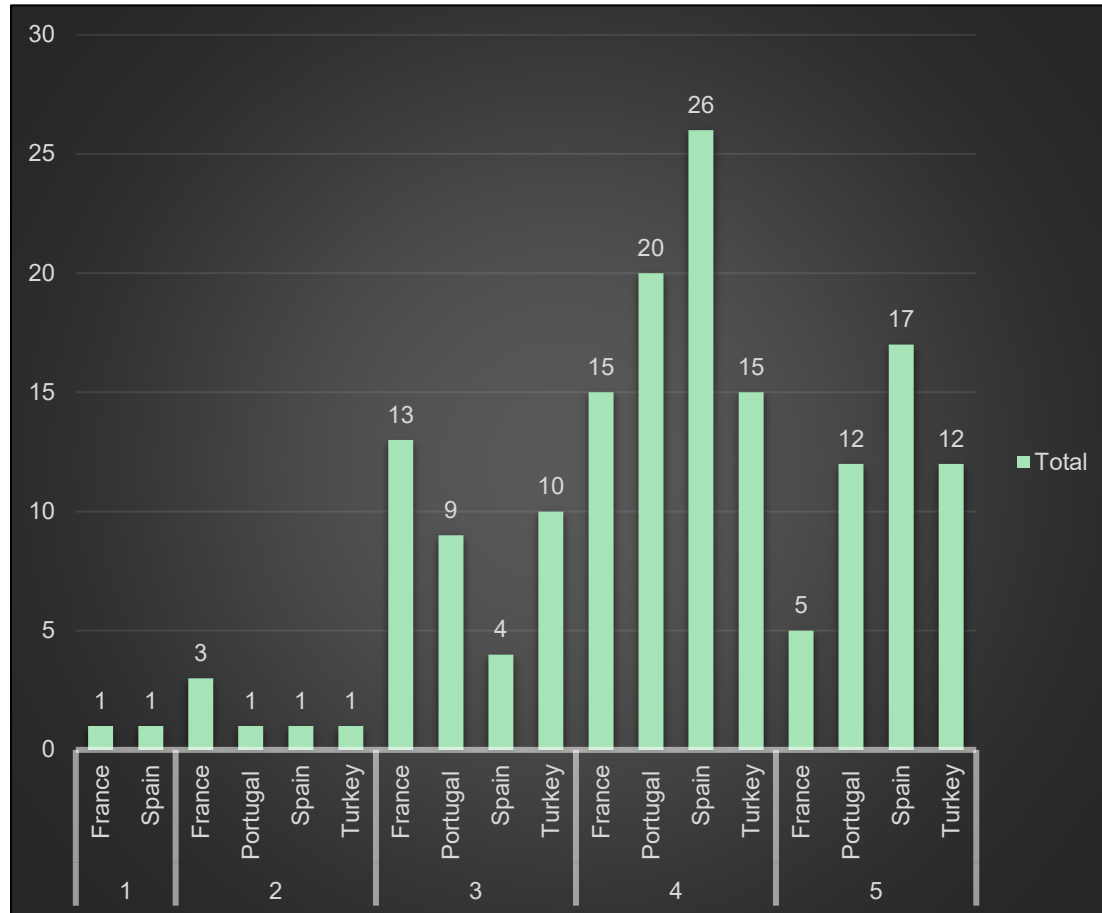
In projects, most of the questioned people see themselves as proactive and as people that tend to act in anticipation of future problems, needs or changes, rather than waiting for someone else to do it.

I face obstacles and difficulties as challenges and opportunities.



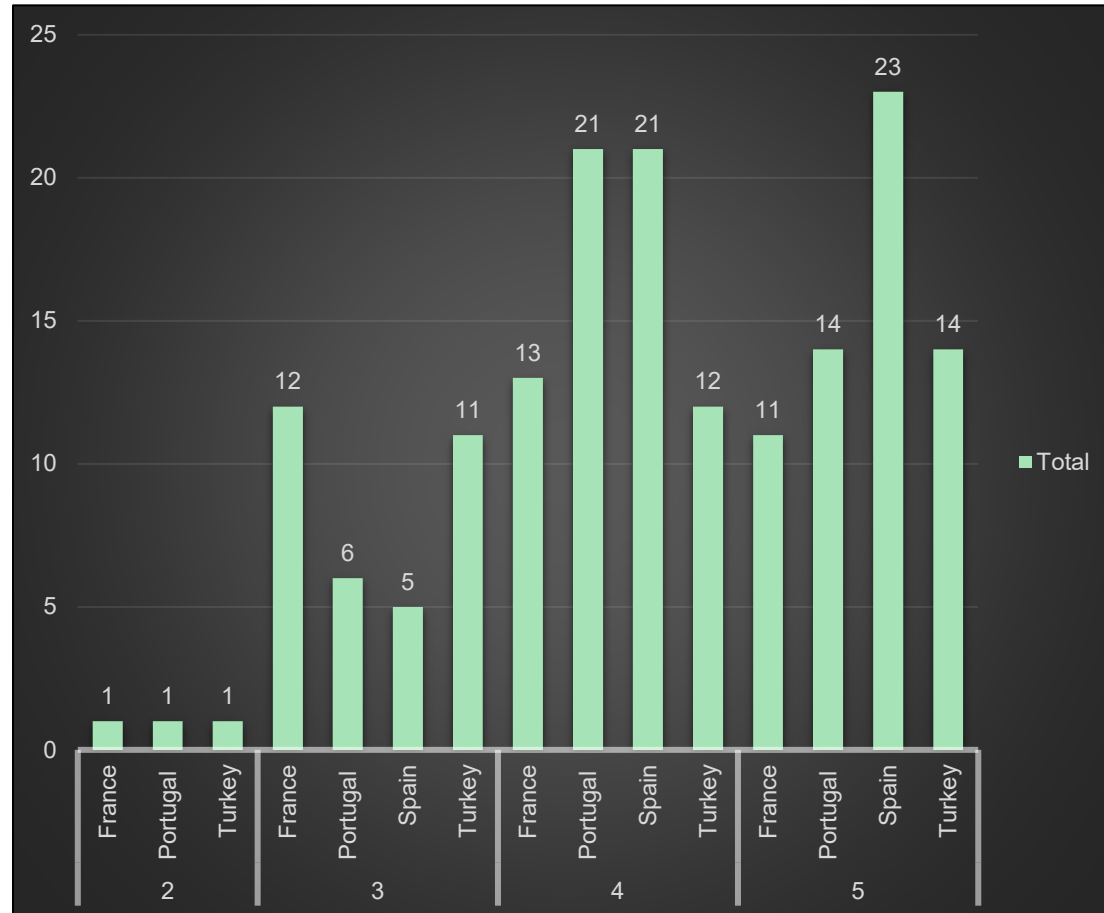
Most of the questioned people referred that when they face obstacles and difficulties they turn them into challenges and opportunities.

I am able to set objectives and schedule activities to carry out a work or a project.



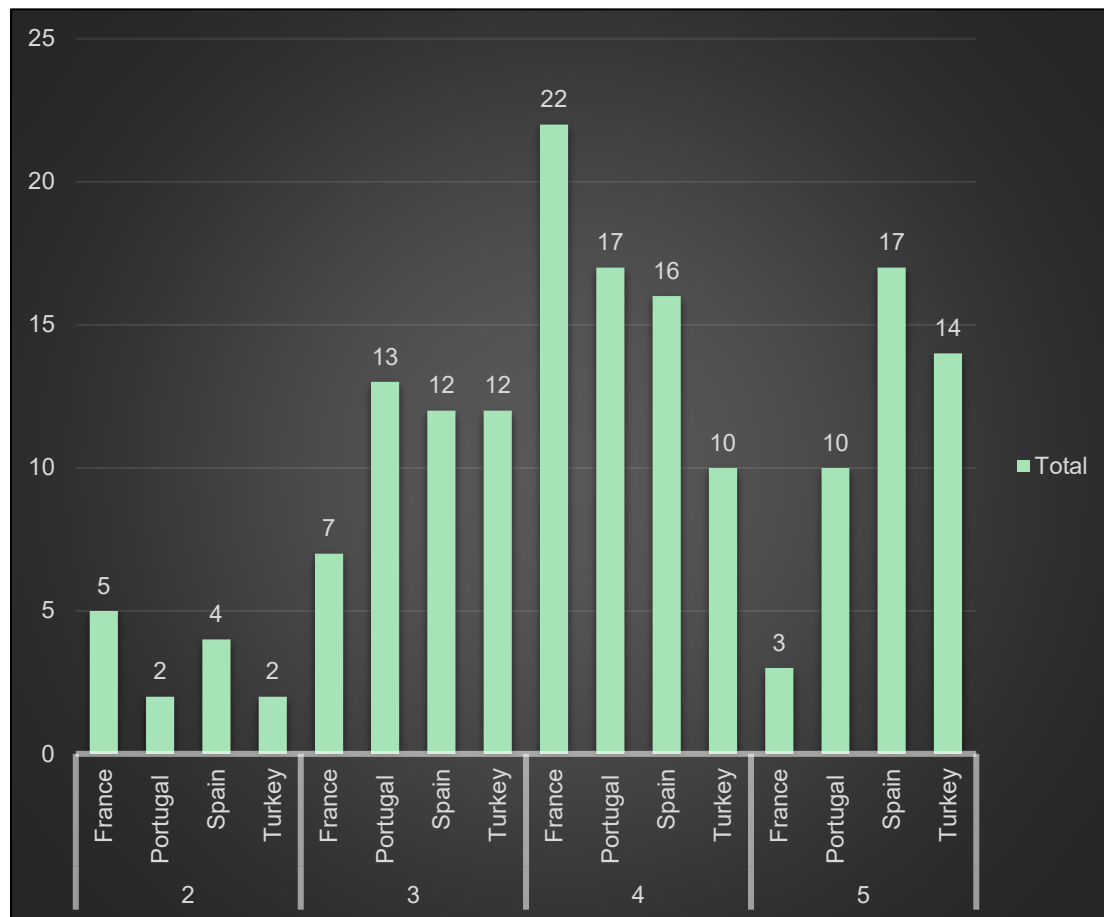
The results show that all the answers from all of the countries are similar, saying that they are able and ready to set objectives and schedule activities to carry out a work or a project.

In general, I am able to perform high-quality work and meet deadlines.



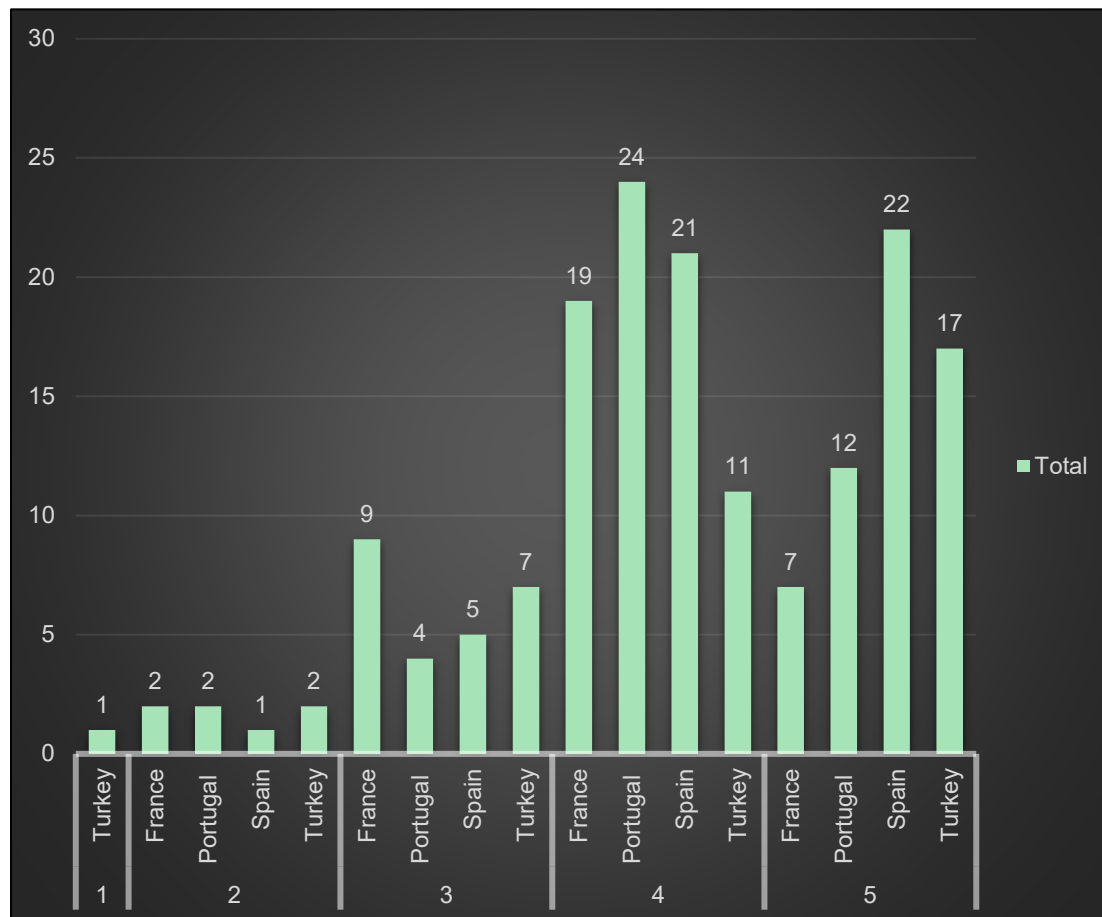
Most of the questioned people believe that they are able to perform high-quality work and meet deadlines.

I am able to inspire others with designs and plans for the future and get them to commit to my ideas.



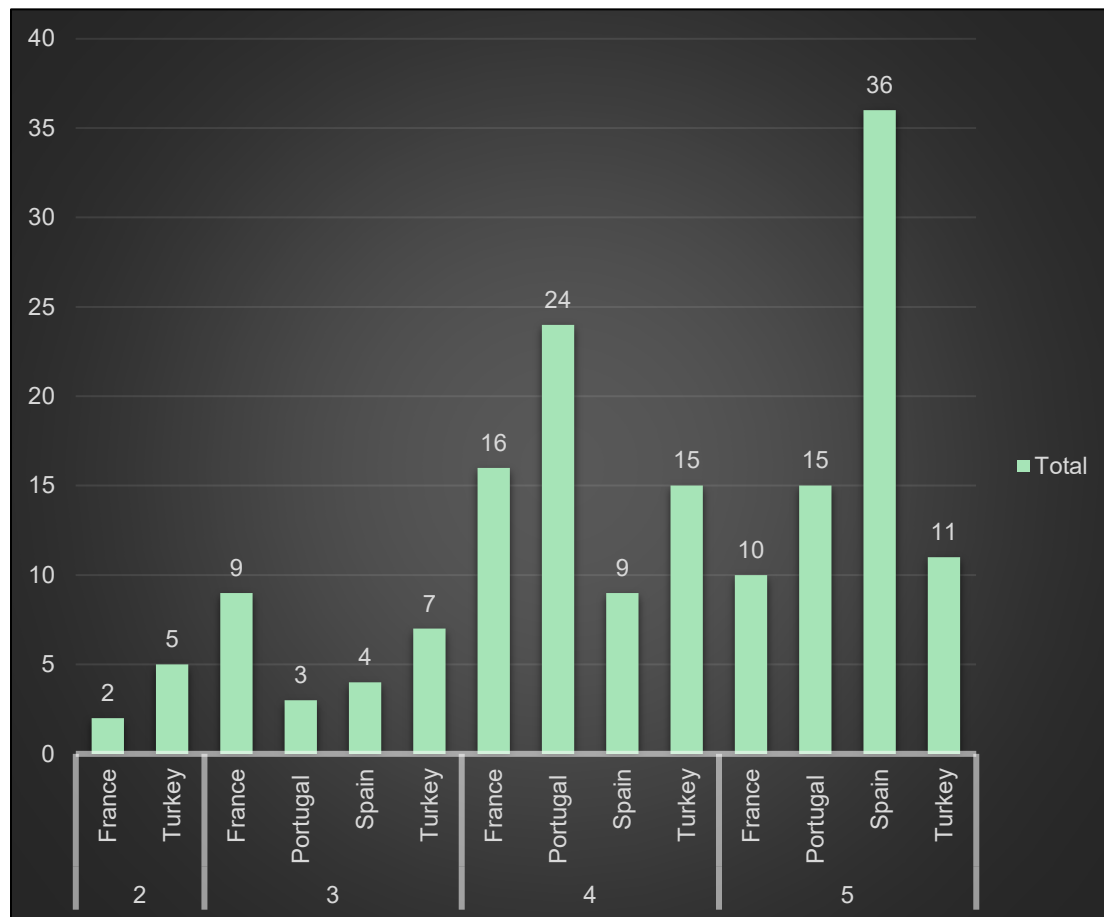
The analysis of the graph shows that in almost all countries, the respondents agree that they are able to inspire others with designs and plans for the future and get them to commit to their ideas.

I am able to assign responsibilities to others and work as a team.



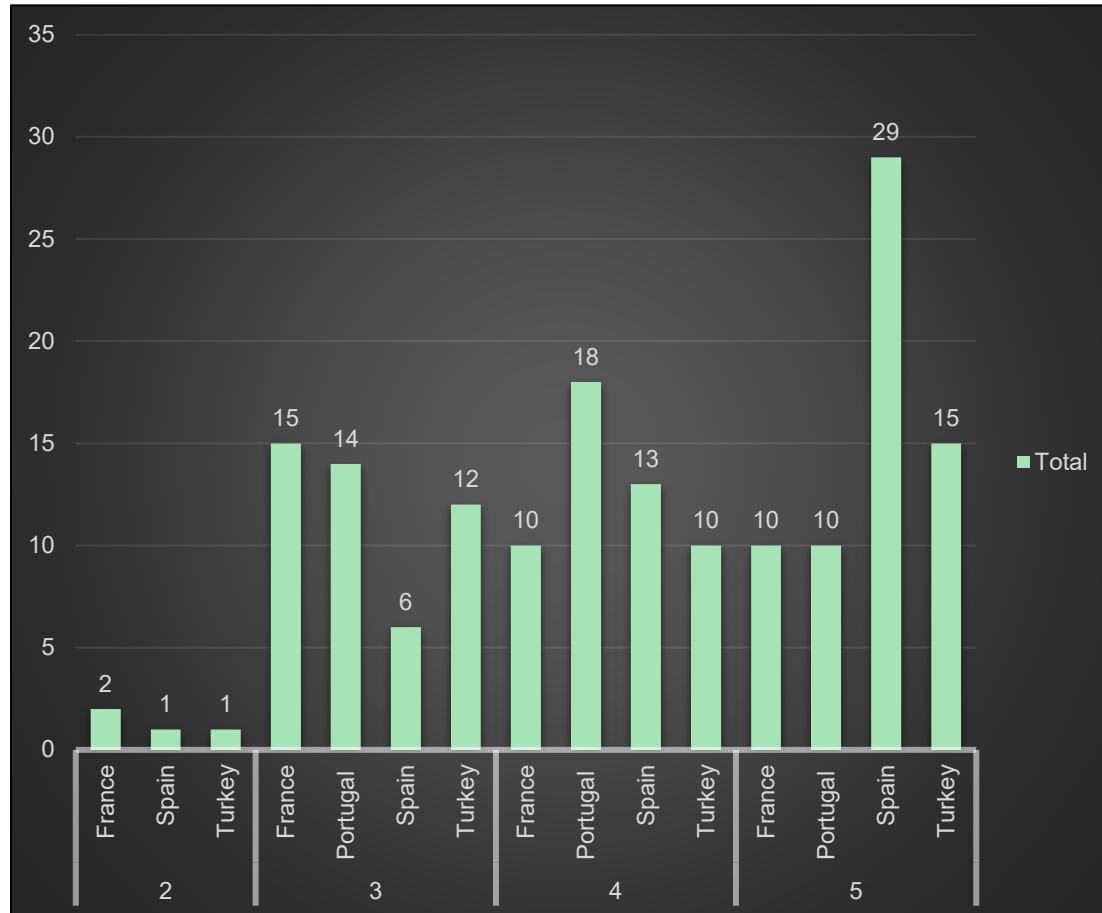
Most of the questioned people believe that they are able to assign responsibilities to others and work as a team.

I am receptive to new information and seek information on different subjects.



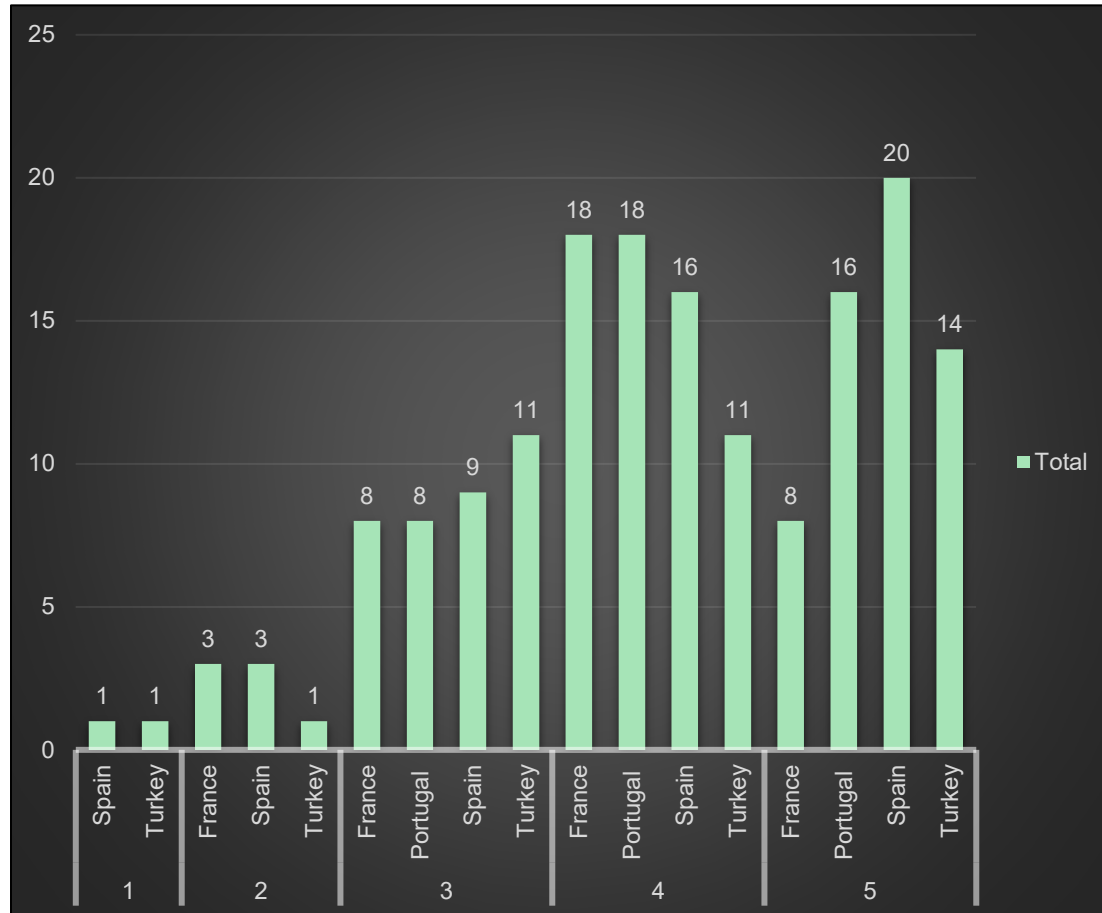
The results show that almost all the respondents are receptive to new information and seek information on different subjects.

Before making a decision, I assess the risks realistically.



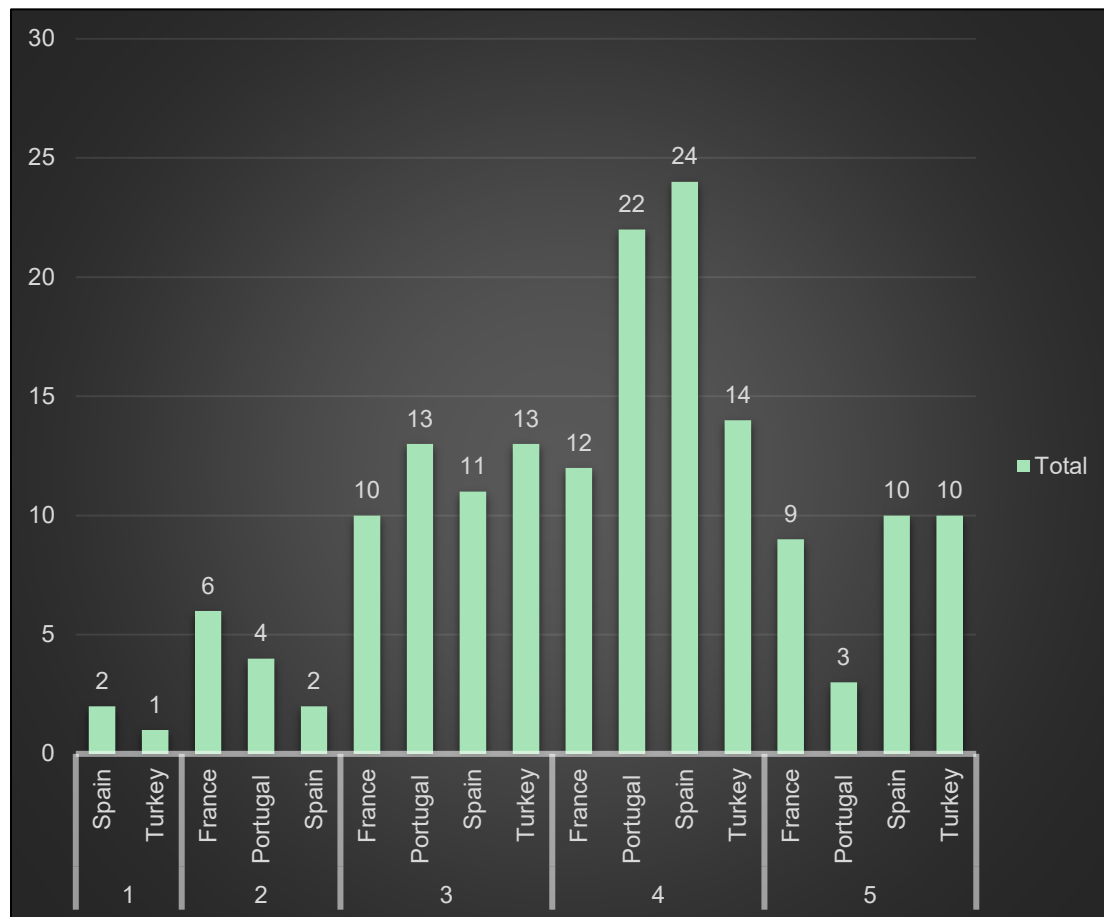
This graphic had some different opinions in all countries where the respondents agree or totally agree that before they make a decision they assess the risks realistically.

I treat failures as learning experiences and opportunities for improvement.



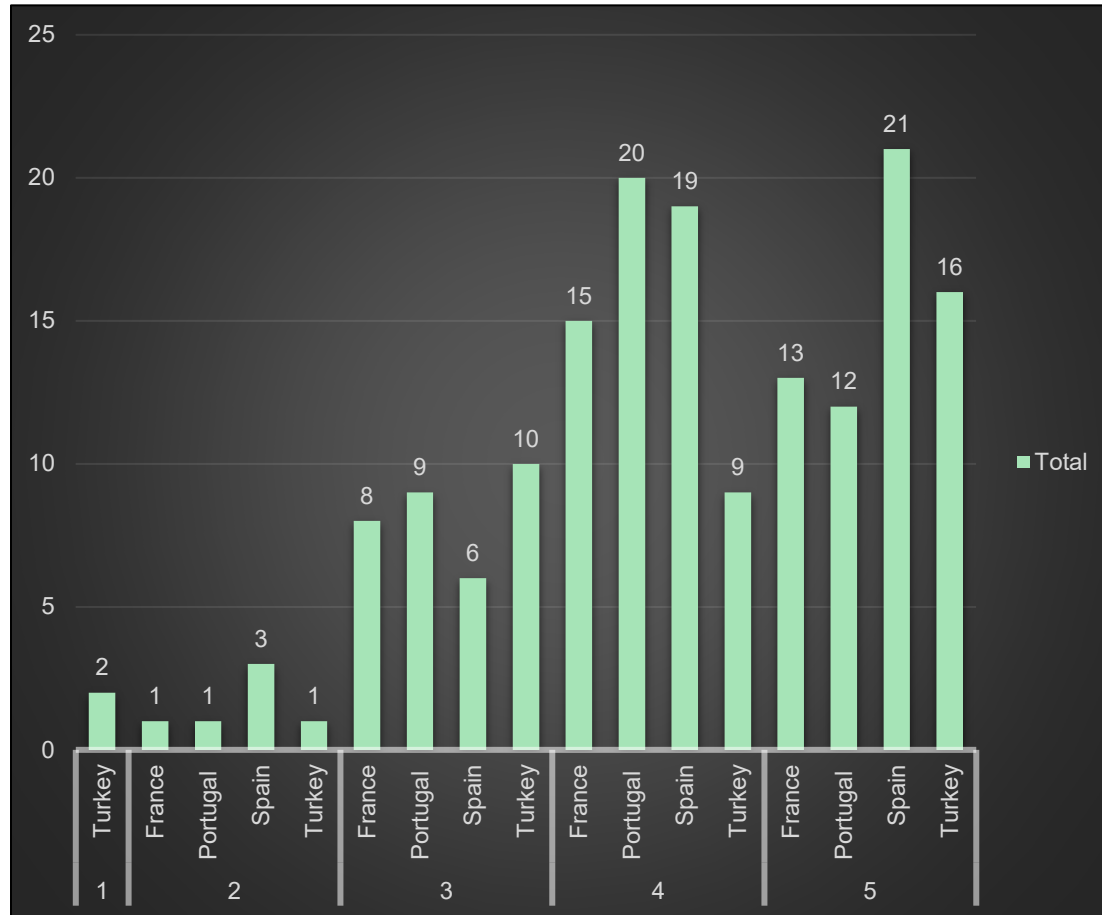
Most of the questioned people believe that they treat failures as learning experiences and opportunities for improvement.

I am able to remain calm in the face of crisis and difficulty.



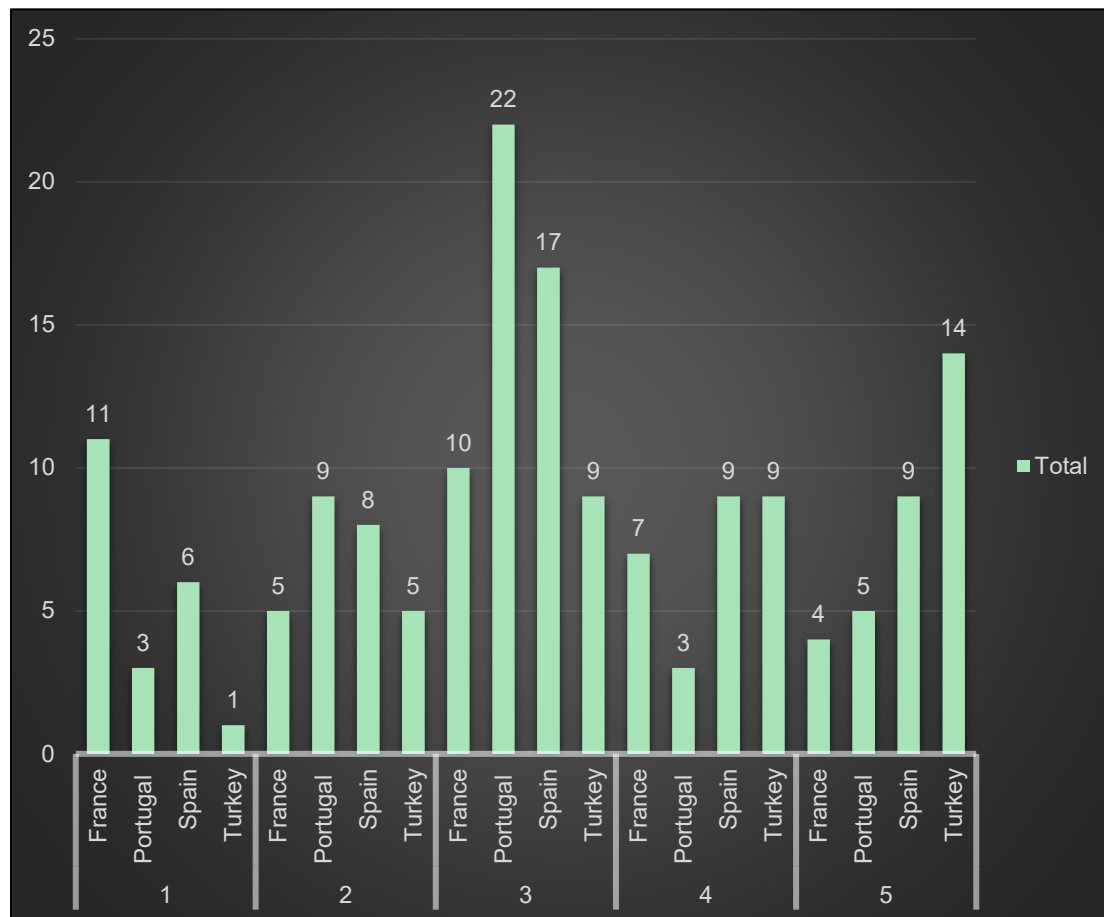
Our sample seems to be capable to remain calm when facing situations of crisis and difficulty.

I easily adapt to new and different situations.

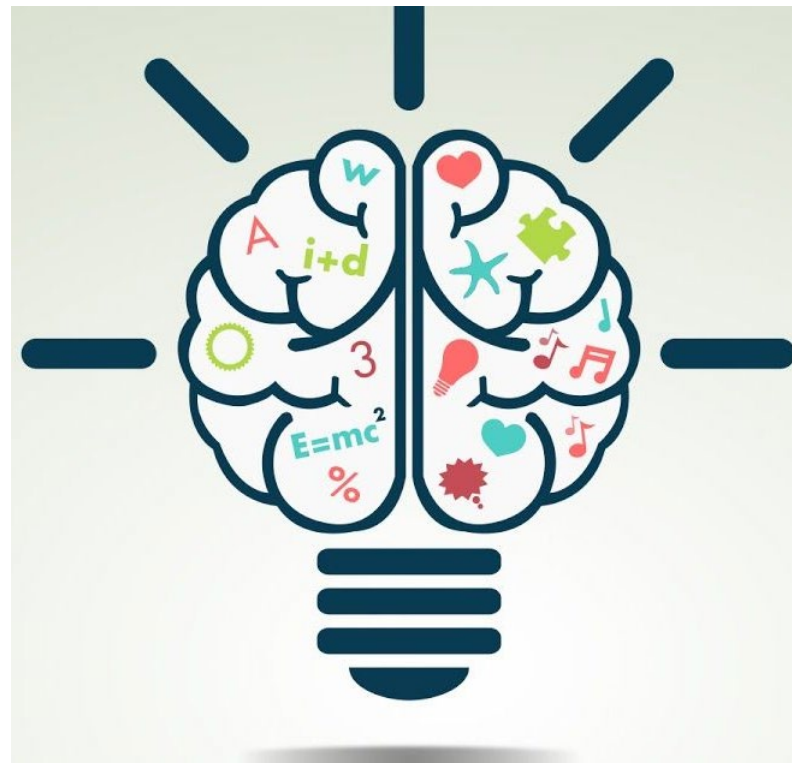


Almost all of the questioned people believe that they easily adapt to new and different situations.

I am always looking for new opportunities to start a business.



Most of the respondents, specially from Portugal and Spain, refered that they are constantly looking for new opportunities to start a business.



Regarding the “Section C - Level of Entrepreneurship – PART II - Opinion about starting their own business (skills and will)”, with the analysis of the responses collected, we can see that the target audience, despite having an interest in developing a new business, this desire is very much in mind since few people have researched about support for entrepreneurial initiatives. It is possible to verify that there is a lot of agreement in the answers given and that there are factors that really make the respondents concerned about the creation of a new business, being the possibility of going bankrupt the main one. Also the majority of the sample agree that the lack of financial support, lack of management skills and the complexity of administrative process are the most difficult parts of starting a business. Last but not least, almost all of the respondents believed that they would remain calm during crisis and are looking for new opportunities to start a business.

Thank you!

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