

Attitudes towards the planned EU pilot project *“Erasmus for Young Entrepreneurs”*

Report 1: Survey among
representatives of start-up
counselling and support
organisations in the EU
Member States

Analytical Report

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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.

Flash Eurobarometer Series
#212

Attitudes towards the planned EU pilot project - “Erasmus for Young Entrepreneurs”

survey conducted by The Gallup Organization
and coordinated by Directorate-General
Communication



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THE GALLUP ORGANIZATION

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Introduction

The European Commission (Directorate - General for Enterprise and Industry) is about to start a pilot action "*Erasmus for Young Entrepreneurs*" to establish a mobility programme for young existing entrepreneurs and would-be entrepreneurs. The beneficiaries would be entrepreneurs of SMEs and micro-enterprises who are in the process of setting up a business or who have recently (in the last 3 years) started up a business.

The pilot action will seek to ensure that experience is pooled among such young entrepreneurs at the European level by means of traineeships and training courses in key or complementary sectors. The relevant representative bodies (chambers of commerce and industry, and craft associations) will be invited to support and promote this pilot action.

The goal of the Flash Eurobarometer 212 "*Erasmus for Young Entrepreneurs*" was to gather information about the needs, attitudes and ideas of the potential beneficiaries of the planned pilot action with the aim of taking these opinions into account before any official launch. This Flash Eurobarometer consisted of three separate surveys:

- Phase 1: start-up counselling and support organisations
- Phase 2: trainers and counsellors of start-up organisations
- Phase 3: young would-be and young existing entrepreneurs

The present report presents the results of Phase 1 – the survey among representatives of start-up counselling and support organisations. At the beginning of the interview, the representatives of the start-up organisations were introduced to the idea of the European Commission launching an “EU programme that would support young would-be entrepreneurs who want to spend a period of time in another country in order to learn from and exchange experiences with entrepreneurs and look for potential partners.”¹ After this introduction, the respondents were asked about various aspects of such an "*Erasmus for Young Entrepreneurs programme*". These questions covered the:

- General attitudes towards the idea of a mobility programme for young entrepreneurs
- Desired elements and ideal scope of the envisaged mobility programme
- Preferred characteristics of the host enterprise
- Expected impact of the envisaged mobility programme
- Start-up organisations as potential hosts for young entrepreneurs

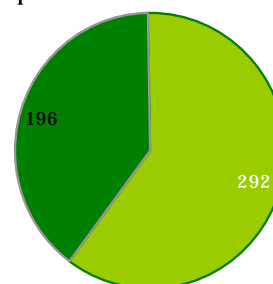
In addition to the questions that were posed to all target groups that are dealing with the programme as such, the representatives from the start-up counselling organisations were also interviewed about the functioning and operations of their organisations.

This phase of the Flash Eurobarometer survey was conducted between the 10th and the 30th October 2007. During the survey, 488 representatives of start-up counselling and support organisations were interviewed in 26 EU Member States. Out of the 488 representatives that were interviewed in all of the 27 EU Member States, 292 are directors of the organisations or of the start-up counselling and support services of the organisations. One hundred and ninety-six have other leading roles such as

Position of Respondents

- Directors of organisation or of start-up service
- Other leading representatives of organisation

EU27 – total 488 respondents



SC3. What is your position at this company?
Total number. Base: all respondents

¹ For reasons of simplification the survey used the term “programme” and not “pilot project”. The name “*Erasmus for Young Entrepreneurs*” is provisional and does not anticipate any future action in this field.

vice-director, president or head of one of the organisations' departments. The survey was carried out by telephone with WebCATI (web-based computer assisted telephone interviewing).

Sampling was achieved by collecting contact details of organisations that are providing support and counselling for business start-ups, such as chambers of commerce and other public organisations, private counselling companies or non-governmental organisations. Unfortunately, Denmark was not able to provide any addresses of start-up organisations.

Preference was given to public organisations and the most well-known organisations. For these bodies, the results can therefore be seen as being representative at the EU-27 level. At the country level, however, results should be interpreted as indications rather than as statistically robust and representative results, due to the small sample sizes in some Member States (i.e. between 3 in Latvia and 39 in Poland). For further details, please refer to the Annex of the report.

Main findings

Information about the participating start-up organisations

- A **broad variety** of start-up counselling and support organisations have been participating in the present survey on attitudes towards the planned “*Erasmus for Young Entrepreneurs Programme*” across the EU Member States. Out of a list of different types of start-up support organisations, such as chambers of commerce or private companies, most responding representatives of those organisations reported they were the head of an “other type of organisation” (38%). After that category, a *chamber of commerce* was cited the most often (32%).
- The participating organisations mostly target **entrepreneurs** as potential clients (82%). It is very uncommon in the organisations to tailor their services to a certain age group amongst their clients (Only 10% do so).
- Most interviewed organisations employ both internal and external staff (64%).
- A majority of representatives report that their organisation provides their clients with **all of the services** that were listed in the survey. Most commonly, (would-be) entrepreneurs can obtain information on grants and subsidies and consultancy regarding business plans in the participating organisations: those services are provided by 88%, respectively 84% of respondents. Only slightly more than half of organisations deliver or manage grants themselves (54%).
- Nearly all of the responding organisations offer their clients individualised one-on-one support (92%). Training seminars (80%) and the publication of information on their own websites are also very common tools lined to business start-up support (75%).
- A large majority of participating organisations **advertise their services** (82%). The **Internet** is the medium the most often and most frequently used for promotional reasons.

Administrative obstacles and constraints faced by clients

- Actions that need to be taken **in relation to the registration of a company** – such as registering for taxes, for social security, for VAT or the actual registration of the company as such - are most often cited as important administrative obstacles when setting up a company.
- Given a list of constraints that would-be entrepreneurs are typically facing and being asked how important those constraints would be for their clients, a majority of the responding representatives judge that **all of the given constraints** are important. However, the **lack of finances** is seen by most respondents as being *very* important (66%).
- Out of a given list of possible actions that foster entrepreneurship, the responding start-up counselling professionals judge all actions as important measures to increase the number of business start-ups. However, the **creation of a more favourable entrepreneurial environment** and the **improvement of education about entrepreneurship** are the measures that are seen by most respondents as being *very* important (72%, 68%, respectively).

The Services Directive

- Not even half of the interviewed representatives are aware of the Services Directive (42%).
- Approximately half of those representatives that report being aware of the Services Directive expect it to have a **high impact** on how their organisation functions.
- However, results indicate that those representatives that expect a high impact of the Services Directive on their organisation are **not overly active** in adapting the organisation to meet its demands: out of five given possible actions, “changing methods and systems” and “adding responsibilities” are the only actions that are planned by a majority of those respondents (64%, 61%, respectively).

General attitudes towards the planned “Erasmus for Young Entrepreneurs programme”

- Overall, the idea of an “Erasmus for Young Entrepreneurs programme” is **evaluated positively**: 80% of the responding start-ups consider the programme to be useful for their clients and 45% consider it to be *very* useful.
- The **costs** of the participation and the **lack of the necessary language skills** are cited as the most important reasons that could hinder would-be entrepreneurs from participating in the envisaged programme.
- A large majority of the interviewed representatives agree that the planned programme would have a **positive impact**, such as, a contribution to knowledge and intercultural understanding (97% agree), the increase of the chance that a business will be successful (88%) or the facilitation of the start-up process (83%).

Desired scope of the programme

- A large majority of respondents agree that **all of the main objectives** of the programme that have been listed in the survey are important. However, respondents tend to rate those objectives that relate **directly to the development of their clients’ business** (such as the acquisition of skills to develop new products and services) and the improvement of language skills as being more important than objectives relating to an intercultural business understanding and exchange (such as learning about the economic and legal environment of another country).
- Training and lessons on topics that are **complementary to the issues that would be directly confronted by participants on a daily basis** during their stay in the host company are considered to be especially useful to be offered in the framework of the planned programme. For example, most respondents would welcome additional training on international topics like the growth and internationalisation of companies (57%) and the single market and EU law (56%).
- A plurality of the start-up counselling professionals agree that the planned programme should not be limited to young would-be entrepreneurs but that it should be **accessible to other target groups**, too (84%). Most respondents set a **broad age range of 18-99** when asked about the age range of the programme.
- The duration of the stay abroad should ideally be **up to six months** according to a majority of the interviewed representatives of business start-up counselling organisations (69%).

- A plurality of respondents agree that **all of the main costs** that would be incurred in the course of their participation in the programme, e.g. travel costs or daily expenses, should be compensated. The wish for travel costs to be covered is the one that is expressed most frequently (71%).
- Most of the interviewed representatives are **not willing to contribute financially** to their clients' stay abroad (61%). Those willing to contribute would notably cover the expenses of preparatory courses and training courses (77%).
- Nearly half of the respondents report that they are **ready to contribute to the hosting** of a foreign would-be entrepreneur (44%). Most of them would offer services they can provide without extra costs being incurred by them, e.g. the introduction of a guest to the local business environment (81%) or the provision of office space (70%).

Characteristics of the ideal host company

- Respondents do **not show a clear preference** for a special age group of the host entrepreneur but **tend to prefer older and more experienced entrepreneurs**: 40% of respondents think that both a younger or an older entrepreneur can be good hosts and 46% would prefer to send their clients to an older / more experienced entrepreneur.
- A majority of the interviewed start-up counselling professionals think that both guest and host entrepreneurs should come from the **same business sector** (57%).
- Micro (26%) and small companies (36%) are preferred over big companies (6%) as hosts.

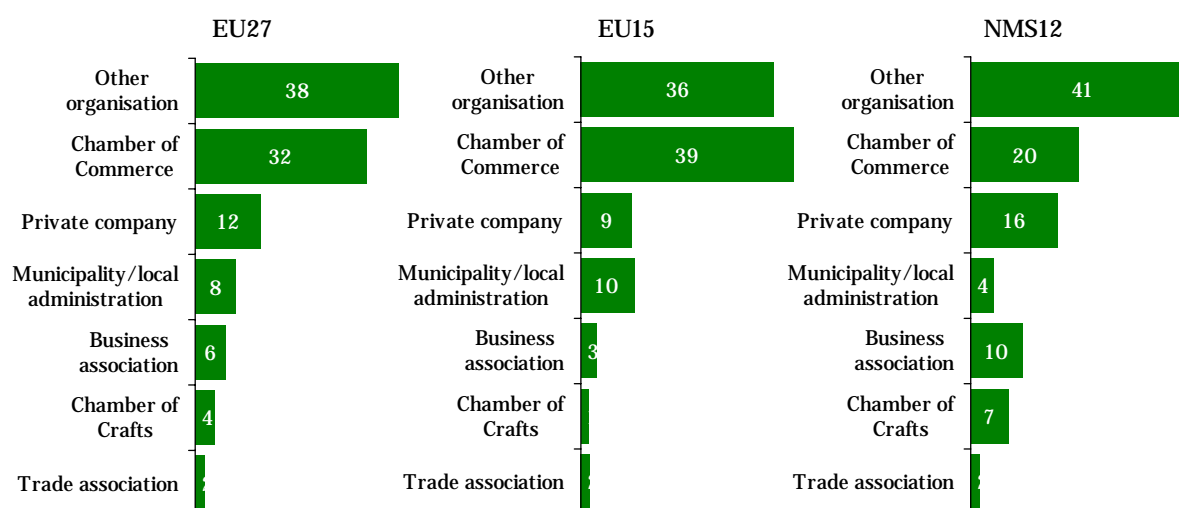
1. Information about the participating business start-up counselling organisations

1.1 Type of organisation

At the beginning of the survey, the respondents were presented with a list of organisations that typically provide start-up counselling and support services, such as chambers of commerce, and asked to classify their organisation in one of those categories.

Across the EU Member States, a broad variety of business start-up counselling and support organisations have been interviewed: a plurality of respondents reported that their organisation did not belong to any of the given categories but would be **another type of organisation** (38%). Where a particular type of organisation was mentioned, **chambers of commerce** were quoted the most often (32%). Around 10% of the organisations mentioned were either private companies or belonged to a municipality or local administration. The lowest number of participating organisations belonged to a trade association (2%).

Type of organisation



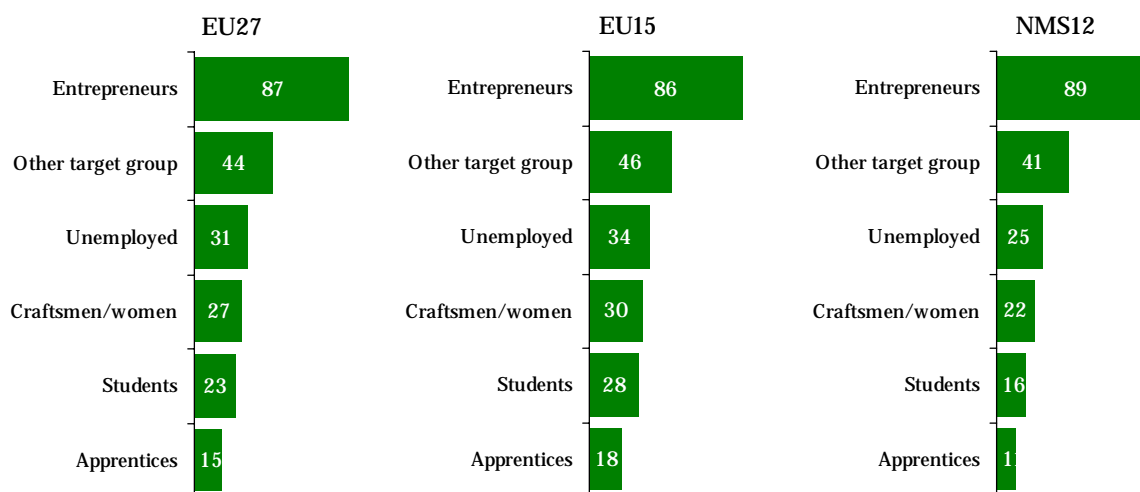
A1. What type of organisation are you or do you belong to?
%, Base: all respondents

When looking at the differences between old and new EU Member States, we can see that in the latter, a broader variety of start-up counselling organisations has been participating in the survey: More participants from the NMS-12 countries report working for “another organisation” than those from the EU-15 countries (41% vs. 36%). In the old Member States, most of the participating organisations belong to a chamber of commerce (39%), while the participating organisations from the new Member States are more broadly spread over the different categories given in the survey.

1.2 Most important target groups

Entrepreneurs are clearly the main target group for most participating organisations across the EU Member States. About nine out of 10 respondents cited them as one of their main target groups (87%). Nearly every second respondent reported that his or her organisation has target groups other than those listed (44%). Approximately one in three of them target unemployed people (31%) and craftspeople (27%). Students (23%) and apprentices (15%) were the groups that are the least targeted across the EU.

The most important target groups

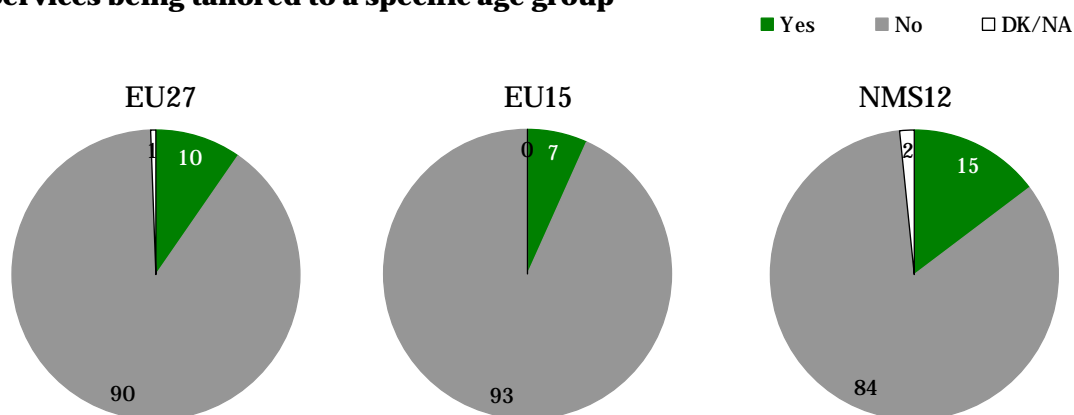


A8. Please tell me which are the most important target groups of your organisation
Base: all respondent

In the EU-15, the participating business start-up counselling and support organisations tend to have a broader range of target groups than those in the new Member States: in the old Member States, the unemployed, craftspeople, students and apprentices are more frequently targeted than in the new Member States.

The **targeting of a specific age group** is **uncommon** amongst business start-up counselling organisations in the EU. Nine out of 10 respondents offer their services to clients of all ages. However, organisations from the new Member States tailor their services more often to a specific age group than those in the old Member States (15% vs. 7%).

Services being tailored to a specific age group

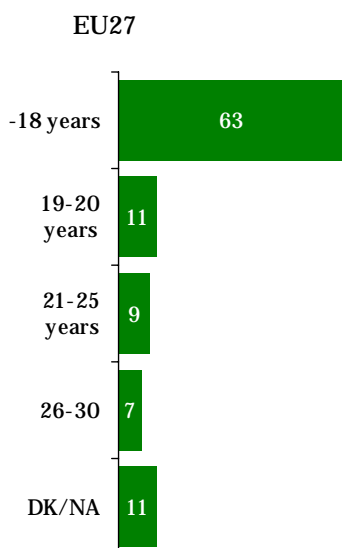


A9a. Are your services tailored to a specific age group?
%, Base: all respondents

Those organisations that said that they did target a specific age group amongst their clients were asked about the age limits of that target group. Note: The findings have to be handled with caution, as only 46 start-up organisations responded to this question.

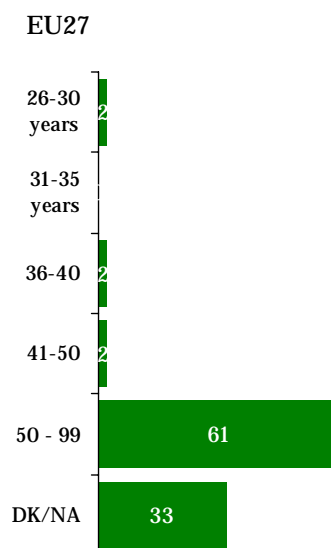
The results indicate that most organisations that target special age groups have generous age limits that range from the age of majority (18 years: 63%) to no real limit (50-99 years: 61%). One-third of respondents were not sure about the exact upper age limit that their organisation actually sets.

Lower age limit of the target group



A9b. What is the age category of your target group? Could you tell me first what is the lower age limit for the target group?
%, Base: those whose services being tailored to a specific age group

Upper age limit of the target group



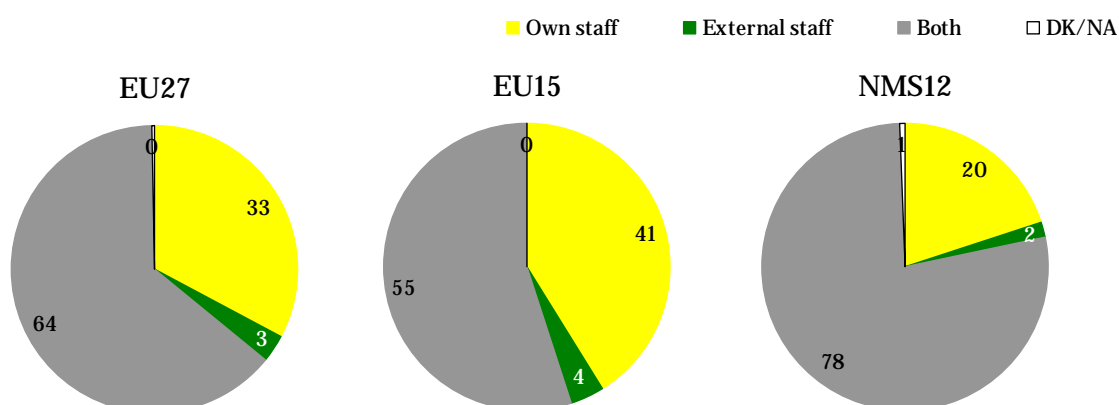
A9c. And what is the upper age limit for the target group?
%, Base: those whose services being tailored to a specific age group

1.3 Internal and external staff

Across the EU Member States, a **majority of participating organisations work with both internal and external staff** to deliver their counselling and support services. While one-third of the organisations are exclusively working with their own staff, the exclusive delivery of counselling and support services by external staff is unusual: only 3% of organisations have no internal staff at all.

When looking at differences between old and new Member States, we can see that the exclusive use of an internal workforce is more common in the former than in the latter countries: the percentage of respondents reporting that they work only with internal staff was double in the old Member States (41%) than in the new ones (20%). In the NMS-12, using both external and internal staff is by far the most common way of delivering services (78%).

Staff being involved to deliver services



A4. What kind of staff is involved in the delivery of your services?
%, Base: all respondents

1.4 Services offered by participating organisations

In order to find out more about the services that the organisations offer to their clients, interviewees were asked to choose from a list of possible services, such as consultancy regarding business plans, information about grants etc.

Across EU Member States, **all of the services** that were listed in the survey were offered by a **majority of the responding organisations**.

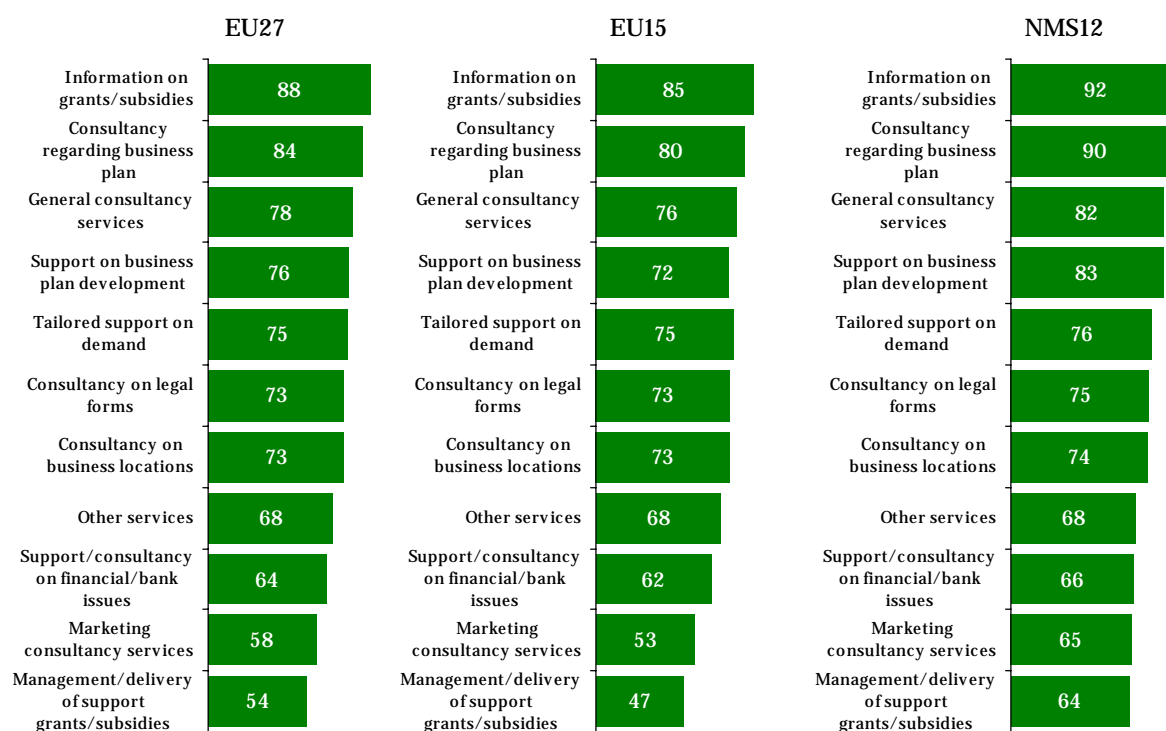
Most commonly, the participants provide their clients with information about **grants and subsidies** (88%). **Counselling and support** concerning the development of business plans also belongs to the core business of most of the responding organisations. However, more organisations provide consultancy about the development of business plans (84%) than support for the development of an actual business plan (76%). Other consultancy services like **general consultancy services** (78%), consultancy regarding legal forms and about business locations (both 73%) are provided by approximately three-quarters of the responding organisations.

Consultancy on marketing issues (58%) and the actual management or delivery of grants/subsidies (54%) are provided by the fewest number of business start-up organisations. However, those services are still provided by a majority of respondents.

Looking at the differences between organisations from the old and new Member States, one sees that both groups agree about the services that belong to the core business of a start-up counselling organisation: for example, providing information about grants/subsidies is most frequently cited as a key service by both groups, while the actual management / delivery of services is cited the least often by both respondent groups.

However, respondents from the new Member States seem to offer a broader portfolio of services than their colleagues from the old member states: the percentage of respondents who report providing a certain service is for each item higher in the NMS-12 than in the EU-15.

Type of services



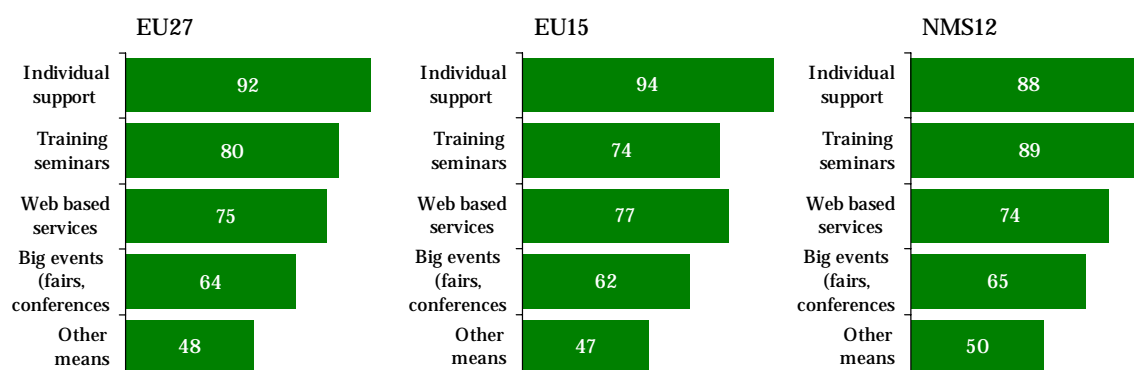
A2. Please indicate which type of services you offer:
%, Base: all respondents

1.5 Means of delivering services

Nearly all of the responding organisations in the EU Member States offer their clients individualised one-on-one support (92%). Training seminars (80%) and information published on the centres' website (75%) are also very common tools of business start-up support. Approximately two out of three responding organisations (64%) hold events such as trade fairs or conferences concerning business start-ups and nearly half of the organisations (48%) provide support via other means.

Organisations in the old Member States are slightly more inclined to offer individual support to their clients than their partners in the new Member States (94% vs. 88%), while training seminars are more commonly provided by organisations from the latter countries than from the former (89% vs. 74%).

Means to deliver services



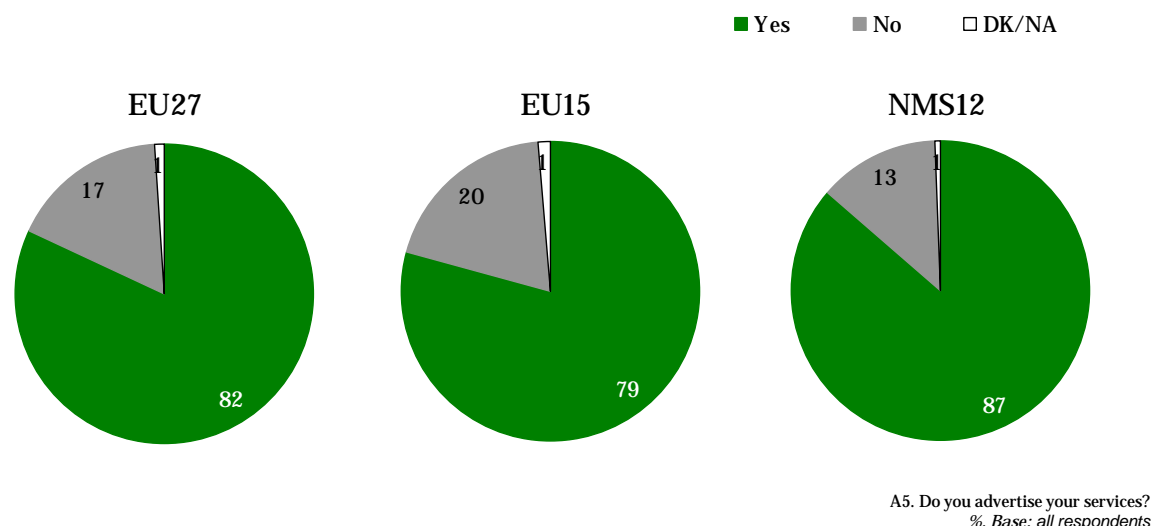
A3. What are the means you use to deliver your services?
%, Base: all respondents

1.6 Advertising services

A **large majority** (82%) of business start-up counselling and support organisations across Europe reported that they **advertise their services**.

The promotion of start-up counselling services is more common in the new Member States (87%) than in the EU-15 (79%).

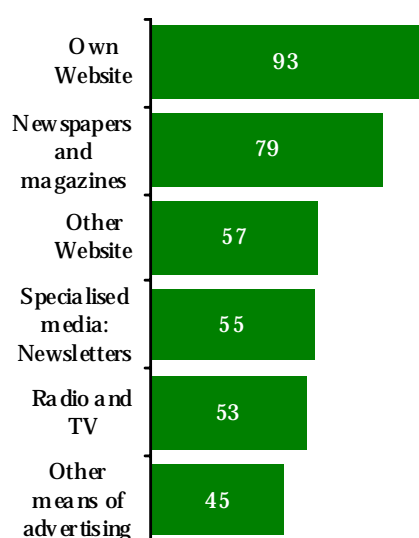
Advertising services



Those respondents who answered that they advertised their services were asked **where** they did so.

Place of advertisement

EU27



A6. Where do you advertise your services?
%, Base: those who advertise services

Their **own website** is the media that most of the organisations across all EU Member States use to advertise their services (93%), while considerably less organisations post their ads on **other websites** (57%).

After their own website, the second-most popular method for advertising start-up counselling services is the use of **Newspapers and magazines** (79%). Specialised media like **newsletters** and **expert journals** (55%) and **Radio and TV broadcasts** (53%) are used by slightly more than half of the responding organisations.

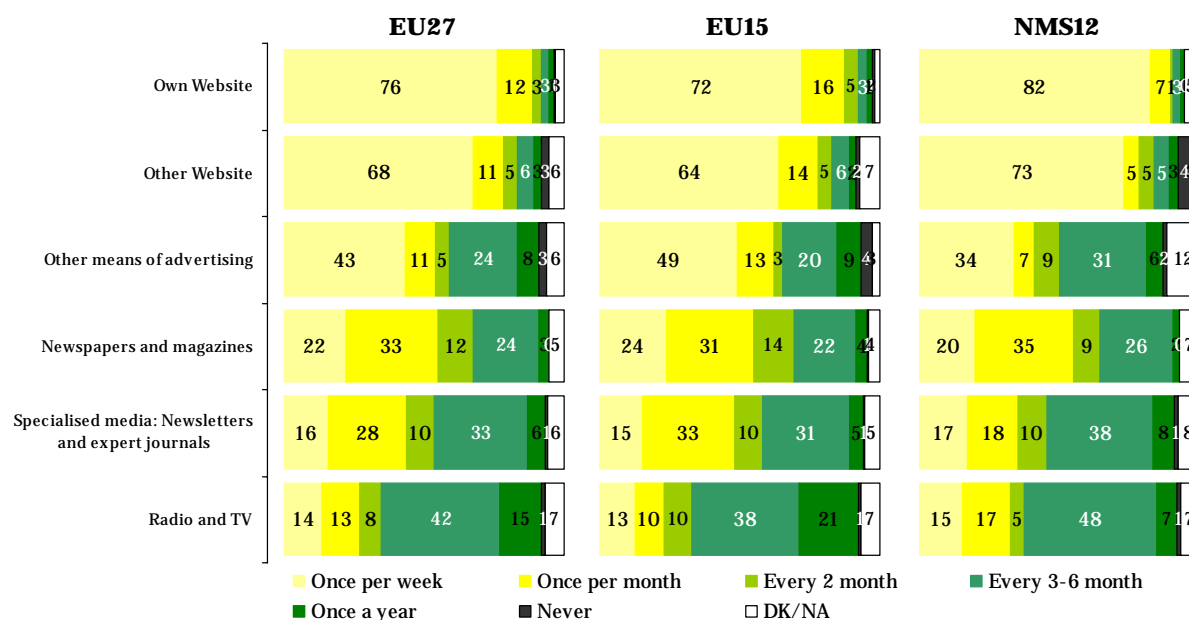
Concerning the usage of media for promotional reasons, organisations from the old and new Member States do not differ significantly: Differences can only be seen in the use of **specialised media** like newsletters and expert journals, which are more commonly used in the EU-15 (60%) as opposed to the new Member States (48%) (For detailed results see Annex table 10).

Those **respondents that reported advertising in one of the listed media** were asked **how often** they used that respective medium for the promotion of their services.

The **Internet** is **the advertising medium that is by far the one most frequently used** by business start-up counselling organisations across Europe: approximately three-quarters of respondents make weekly use of their own website to advertise their services (76%) and more than two-thirds place ads on other websites on a weekly basis (68%). “**Other means of advertising**”, such as leaflets, are also frequently used by respondents. More than half of organisations that use those means to promote their services do so at least once per month (54%), with 43% even using them on a weekly basis. A slight majority (55%) of those respondents who place their ads in **Newspapers and Magazines** do so at least once per month. A slight majority (55%) of those respondents who place their ads in **Newspapers and Magazines** do so at least once per month.

Media that are either appearing less frequently, or are expensive to advertise in, are less often used for the promotion of organisations’ business start-up counselling and support services: respondents that reported using **specialised media** like newsletters and expert journals or **radio and TV** broadcasts, said they tended to use them less frequently between three months and 12 months (specialised media: 39%; Radio and TV: 57%).

Frequency of advertisement



A7. How frequently do you advertise your services in...?
%, Base: those who advertise services in each places

Organisations from the **new Member States** use the **Internet even more frequently** than their counterparts in the EU-15 to advertise their services: 82% of respondents from the NMS-12 countries advertise their services on their own website on a weekly basis, while 72% of the respondents from the EU-15 say they do so (The difference is 73% vs. 64% when it comes to advertising on other websites). **Other means of advertising**, however, are **more frequently used** by organisations from the **old EU Member States**. Approximately half of EU-15 respondents (49%) use them on a weekly basis, while only about one in three (34%) NMS-12 respondents do so.

2. Administrative obstacles and constraints faced by clients

In the following part of the survey, the participating representatives of the business start-up counselling organisations were asked to give their expert opinion on which administrative obstacles and constraints their clients usually faced during the business start-up phase and which measures would most effectively foster entrepreneurship.

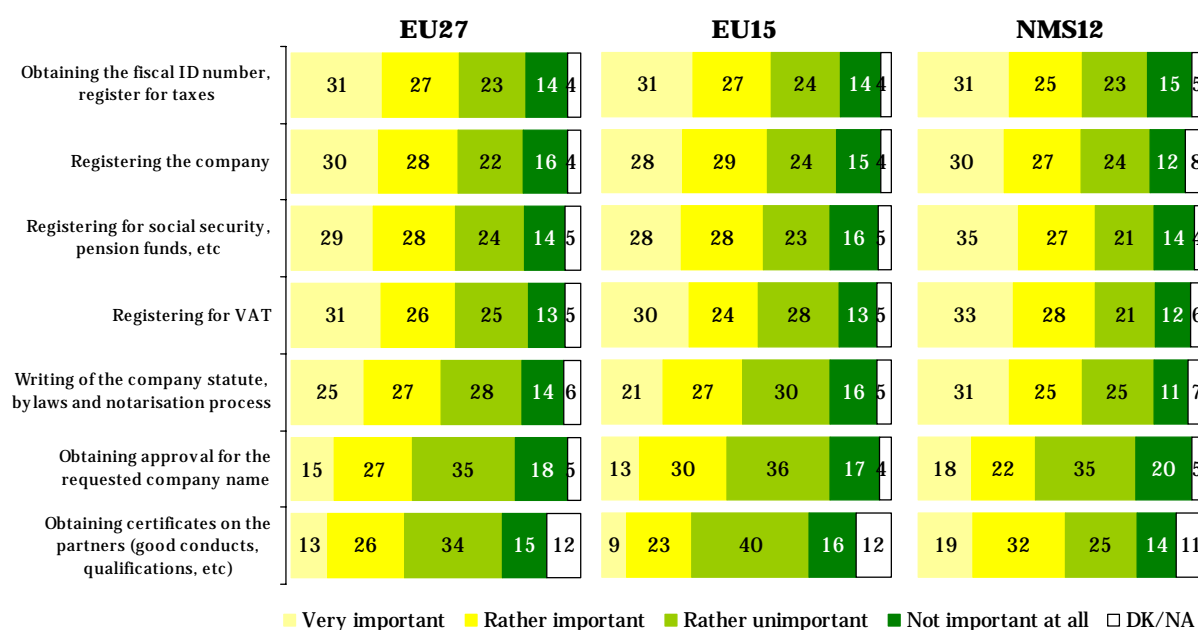
2.1 Administrative steps relating to the registration of the company as most important administrative obstacles

The different administrative steps that are related to the **registration of a company** figured on top of the list of important administrative obstacles when starting up a company: Approximately six out of 10 of respondents across EU Member States see the receipt of a fiscal ID number and the registration for taxes (58%), the registering of the company (58%), the registering for social security and pension funds (57%) and the registering for VAT (57%) as important administrative obstacles during the setting up of a company.

As the results for all of the registration steps are nearly identical, we can see that it is the registration process, as such, that is considered as being burdensome and not one special authority that is blamed for making the registration process especially tedious and complex.

A majority of respondents at the EU-27 level also see the writing of the company statute, bylaws and the notarisation process as major obstacles during the start-up phase (52%). According to the experience of the interviewed professionals, the least important obstacles are the approval of the company name (42%) and the obtaining of certificates about partners (39%).

Administrative obstacles when starting up a company



A10. Could you please indicate for each of the administrative obstacle faced by would-be entrepreneurs when starting up a company if they are very important, important, rather unimportant or not important at all for your clients?
 %, Base: all respondents

Concerning some administrative steps, entrepreneurs that are setting up their business in one of the new Member States seem to face more hurdles than their colleagues in the EU-15. The registration for social security, pension funds and VAT, the writing of a company statute, bylaws and notarisation

process and the obtaining of certificates are slightly more often judged to be major barriers by respondents from one of the NMS-12 countries than by those from the EU-15 countries. This is especially true in regard to obtaining certificates on the partners, which half of respondents (51%) from the new Member States see as an important obstacle, while only 23% of their colleagues from the EU-15 do so.

However, obtaining a fiscal ID number and registering for taxes (“important”: EU-15: 58%, NMS-12: 56%) as well as registering the company (both 57%) seems to be as problematic in both the old and new Member states.

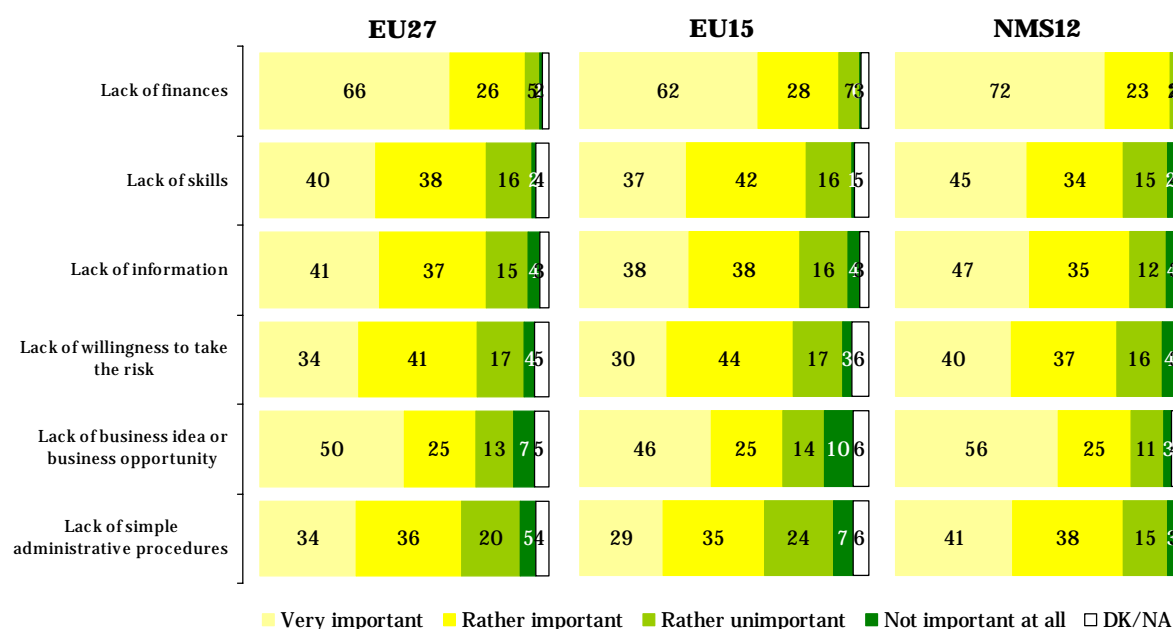
2.2 All listed constraints judged as important

In the next section of the survey, the interviewed start-up counselling professionals were presented with a list of possible constraints that entrepreneurs might face when starting up a business. They were asked how important these constraints were for their clients. The **large majority** of respondents across the EU judged **all of the listed constraints as being important for their clients**.

However, the results show that the interviewed representatives see the would-be entrepreneurs’ **economic situation** as being a key factor that would influence the success or failure of a business: Two-thirds of them consider the lack of finances to be a *very* important constraint when starting up a business. When continuing to look at the percentages of those respondents who answered that a constraint would be *very* important, the lack of a business idea or opportunity follows (considered by half of the respondents to be *very* important constraints when starting up a business).

Forty percent and 41%, respectively, see the lack of skills and information to be *very* important constraints for a start-up undertaking. A lack of the willingness to take risks and heavy administrative procedures are less often regarded as important constraints when starting up a business (34%).

Possible constraints when starting up a company



A11. Could you please indicate for each of the possible constraints faced by would-be entrepreneurs when starting up a company if they are very important, important, rather unimportant or not at all important for your clients?
%, Base: all respondents

Respondents in the new Member States seem to see their clients more often faced by constraints during the start-up phase than their colleagues in the EU-15: each of the listed constraints is judged by

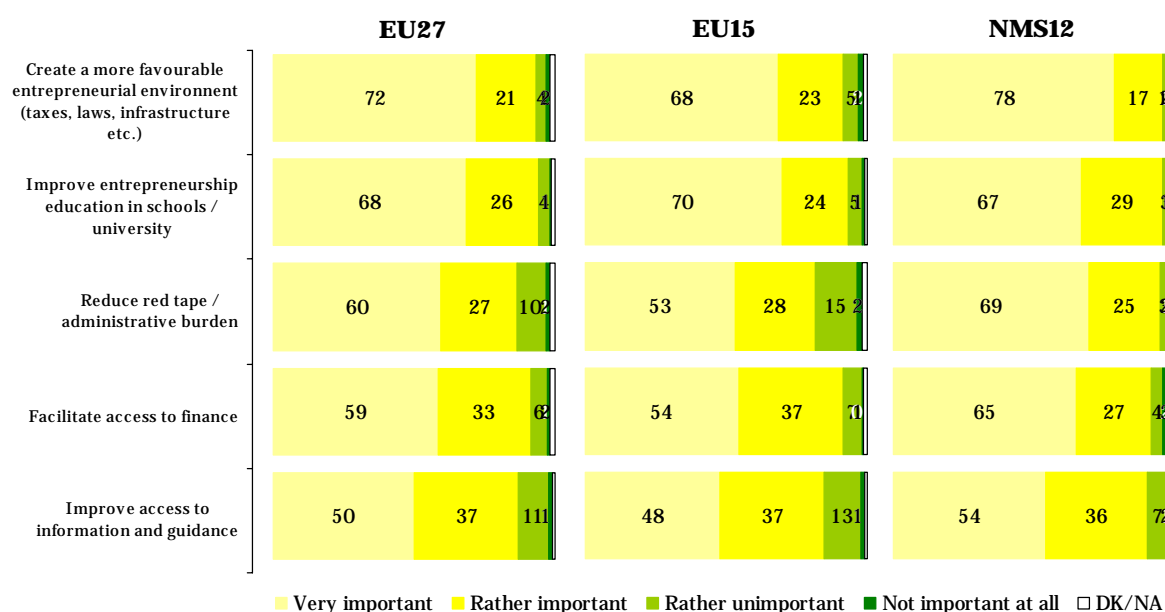
approximately 5-10% more of the respondents from the new Member States as being *very important* compared to respondents from the EU-15. For example, 72% of respondents from the NMS-12 judge the lack of finances as an important constraint, while 62% of respondents from the EU-15 do so.

2.3 A multitude of measures capable of fostering entrepreneurship

In the survey, we also wanted to know which measures – from the defined list of items - the start-up counselling experts judged as being particularly useful in fostering entrepreneurship. Across EU Member States, **nearly all of the respondents** judged **all of the given possible measures as important** ones to take when trying to increase the number of business start-ups.

When looking at those measures that were judged to be *very important* by all respondents, the **creation of a more favourable business environment** came top (72%). The creation of awareness and interest in becoming an entrepreneur amongst pupils and students was also seen as an effective way of fostering entrepreneurship (68%). After that, respondents suggested the reduction of administrative hurdles (60%) and a facilitated access to financial means (59%). The provision of more accessible information and guidance was said to be a *very important* measure by the fewest number of respondents. Even so, half of the respondents expected an increase in the number of business start-ups when information on this topic was more readily available.

Measures to increase the number of start-ups



A12. For each of the following measures, please tell me if this measure is very important, rather important, rather not important or not important at all for enhancing the number of start-ups.
%, Base: all respondents

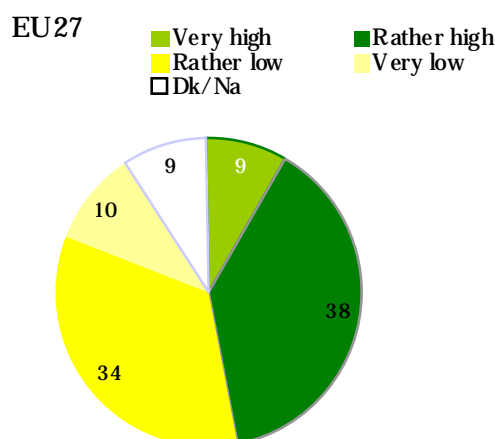
Respondents from the new Member States seem to see a more urgent need to take measures to foster entrepreneurship than their colleagues from the EU-15, as they gave more importance to most of the cited measures. This was especially true when it came to the **reduction of administrative hurdles** and **easier access to finance**, where more respondents from the NMS-12 countries said these were *very important* measures (69% NMS-12 vs. 53% EU-15, resp. 78% NMS-12 vs. 68% EU-15).

3. The Services Directive

Slightly more than half of the representatives from the start-up counselling and support organisations that participated in the survey **did not know that the Services Directive** has been set up by the EU in order to create a free market for the service sector in the Union. Awareness levels are not significantly different in the old and the new Member States.

Following on, those respondents who reported being aware of the Services Directive were asked about the potential impact of the Directive on their organisation. Approximately **half of respondents** (47%) anticipate a **high impact** of the Directive on their organisations' operations.

Impact of the Services Directive



A14. What kind of impact do you think the Services Directive is going to have on the way your organisation operates? Do you think the impact will be very high, rather high, rather low, or will there be no impact at all?

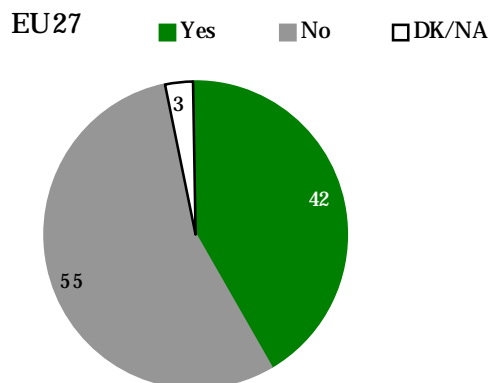
%, Base: those who are aware of the Services Directive (197)

Results show, that those 92 start-up counselling organisations that answered this question are **not particularly active in adapting their organisations to the Services Directive**.

Though methods and systems will be changed by approximately two out of three (64%) and additional responsibilities will be added by 61% of the responding organisations, only around half of them will convert the start-up process into a web-based system (47%) and only one in three organisations will take "other actions" (34%).

The transfer of responsibilities to other organisations was only being considered by about one-quarter of the responding organisations (23%).

Awareness of the Services Directive

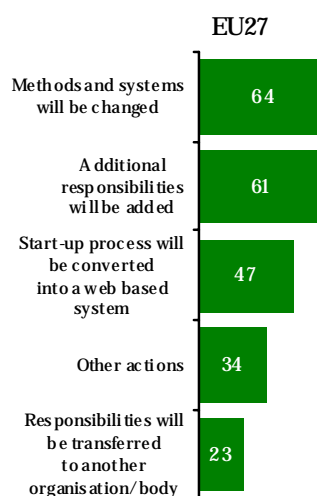


A13. Are you aware of the Services Directive?
%, Base: all respondents

However, only a minority of those who are aware of the Services Directive think that its impact will be *very high* (9%), while 38% of respondents expect the Directive to have only a *rather high* impact on their organisation. Approximately the same number of respondents (34%) expected a *rather low* impact and one in 10 respondents were convinced that the Directive would have no impact at all.

Those respondents that anticipated a **high impact** of the Services Directive were asked **which actions** were ongoing or planned in their organisation to adapt to the Directive.

Actions to adapt to the Directive



A15. What are the ongoing or planned actions at your organisation to adapt to this Directive?
%, Base: those who think the Services Directive is going to have very or rather high impact on the way organisation operates (92)

4. Attitudes towards the envisaged «Erasmus for Young Entrepreneurs programme»

4.1 Attractiveness of the programme

A **large majority** of the interviewed start-up counselling representatives **react positively** when being confronted with the idea of an EU-wide mobility programme for young entrepreneurs. More than eight out of 10 respondents judge the programme to be useful for their clients (82%), of which 45% consider it to be *very* useful.

Participants from the **new Member States** are **even more convinced about the usefulness of the programme** than their colleagues in the old Member States. Nearly nine out of 10 of the respondents from the NMS-12 countries consider the programme to be useful (88%), of which more than half see it as *very* useful (54%), whereas less respondents from one of the old Member States do so (useful 79%, thereof 40% *very* useful).

Usefulness of participating in the programme



B1. There is the idea to launch an EU programme that would support young would-be entrepreneurs who want to spend a period of time in another country in order to learn from and exchange experiences with other entrepreneurs and look for potential partners. In your opinion, how useful would such a programme be for clients of your organisation, provided that expenses are at least partially covered?
%, Base: all respondents

4.2 Reasons for not participating in the programme

In order to find out more about the reasons that could stop young entrepreneurs from participating in such a programme, those representatives who consider the programme not to be useful for their clients were read out a list of possible reasons and asked to judge which of those reasons could be - according to their experience with business start-ups – of importance for their clients. Eighty-four business start-up counselling representatives answered this question.

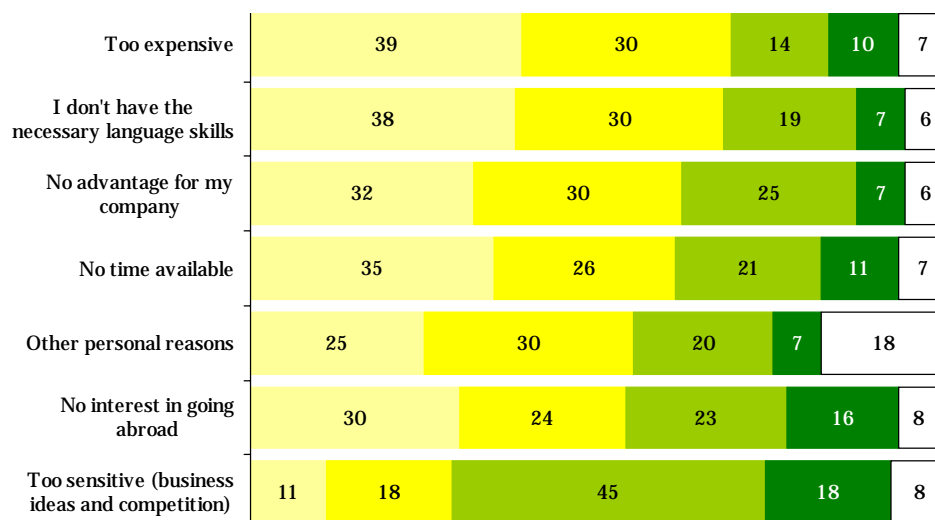
Most respondents focus on two potential barriers: the **financing of the programme** (69%) and the **lack of sufficient language skills** of their clients (68%).

More than two-thirds of the respondents simply see **no advantage for the success of the company** (62%) or fear a **lack of time** (61%) on the entrepreneurs' side. More than half cite **other personal reasons** (55%) and a **lack of interest in going abroad** (54%) as important reasons for their clients not participating in such a programme.

A **competition problem between entrepreneurs** is seen as the **least important** reason for not taking part: a majority of respondents consider the exchange of ideas as unimportant (63%), of which 18% said it is totally unimportant.

Reasons for not participating in the programme

Very important Rather important Rather unimportant Not important at all DK/NA



B2. How important are the following reasons for the clients of your organisation why they might not spend some time abroad and learning from and exchanging experience with another entrepreneur? Could you tell me for each of the following reasons if they are very important, rather important, rather not important or not important at all?
 %, Base: those who do not think participating in the programme is useful (84)

5. Desired scope of the planned «Erasmus for Young Entrepreneurs programme»

5.1 All objectives set for the planned programme are important

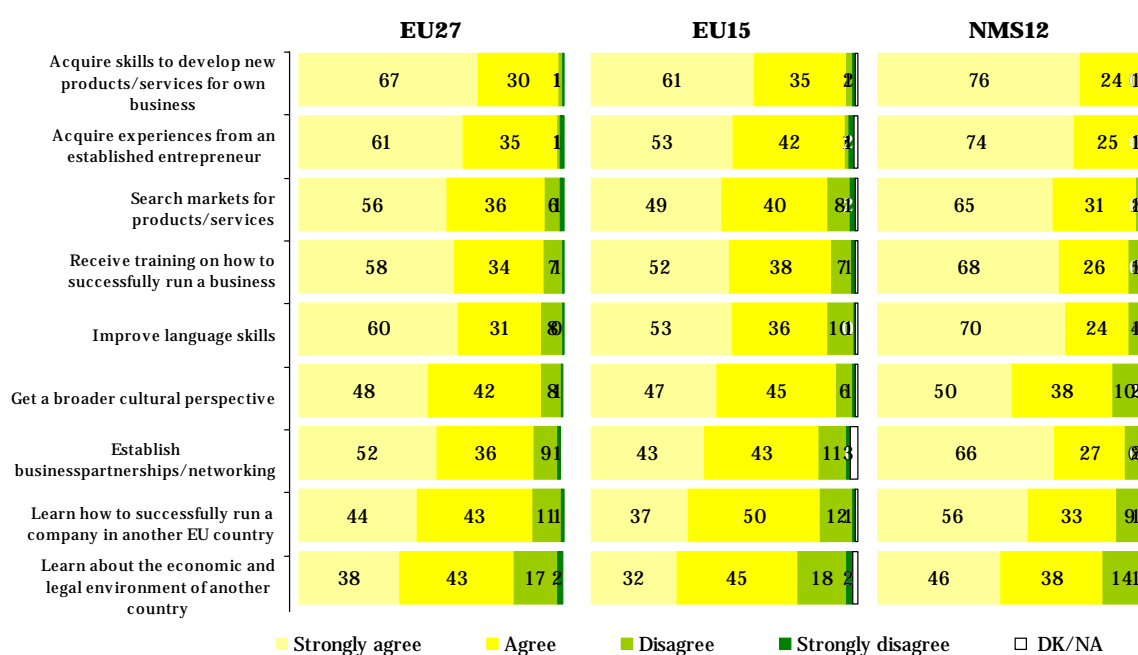
Respondents were read out a list of different objectives of the programme and asked to judge which of them should be the main ones. The results indicate that a **large majority** agree that **all of the cited objectives of the programme** should be considered as main ones.

However, respondents tend to rate those objectives that relate directly to the **development of their clients' business** and the **improvement of their language skills** as being more important than the **development of intercultural (business) understanding and exchange**: when looking at the objectives where most of the respondents agree *strongly*, we find business-related topics like the acquisition of skills to develop new products/services for their own business (67% *strongly* agree) and learning from the experiences of an established entrepreneur (61%), training courses on how to successfully run a business (58%) and the quest for new products/markets (56%). Six out of 10 respondents agree strongly that the improvement of language skills should be one of the main objectives.

On the importance of objectives that relate to the **development of intercultural (business) understanding and exchange**, fewer respondents agree strongly. Still, cited by a slight majority of respondents, the establishment of business partnerships and networking figures comes top of the list of the objectives that can be categorised in that group (52% *strongly* agree), followed by achieving a broader cultural perspective and learning how to successfully run a company in another EU country, which only get a strong approval rate from slightly less than half of the respondents (48%, resp. 44%).

Learning about the economic and legal environment of the host country is seen by the fewest number of respondents as being a main objective of the planned «Erasmus for Young Entrepreneurs programme» (38% *strongly* agree).

Main objectives of the programme



B8. Do you strongly agree, agree, disagree or strongly disagree with what should be the main objectives of such an EU Programme:
 %, Base: all respondents

All of the listed objectives are more often *strongly* approved by representatives from organisations in the new Member States than by their colleagues from the EU-15. Notably the establishment of business partnerships/networks (“strongly agree”: NMS-12: 66% vs. EU-15: 43%), learning from the experiences of an established entrepreneur (74% vs. 43%) and learning about the economic and legal environment of another country (56% vs. 37%) are seen by respondents in the NMS-12 countries as more important objectives than by respondents from the EU-15 countries.

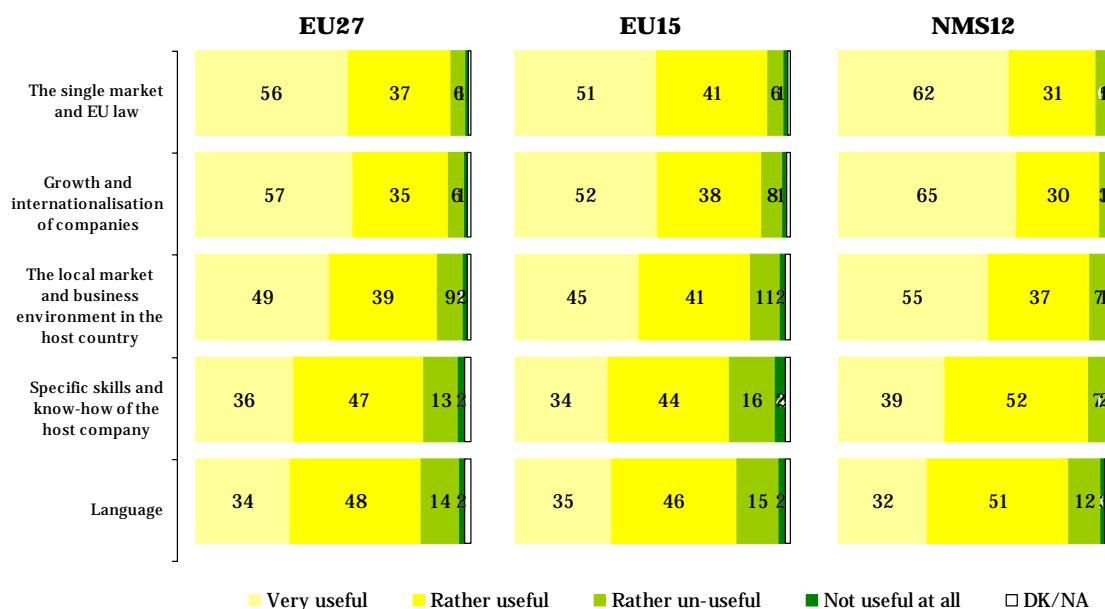
5.2 Education about all listed topics is useful

In order to find out more about potential training needs of participants of such a programme, the business start-up organisation representatives were read out a list of possible learning topics and asked to judge which of them would be useful to be taught about in the framework of the planned programme.

A majority of respondents consider that learning more about **all of the raised topics** would be useful for the participants.

When looking at the topics that are judged to be *very* useful, we can see that representatives see additional training needs especially in those areas with which the participants **won’t be directly and daily confronted with during their stay in the host company**: While only around one-third of respondents see additional courses on the skills and know-how of the host company and language courses as very useful (36%, resp. 34%), nearly half judge additional courses on the local market and the business environment (49%) and more than half on international business and legal matters to be very useful (Growth and internationalization of companies: 57%; the single market and EU law: 56%)

Useful topics to be taught about in the framework of the programme



B9. If you consider learning as one of the main objectives for such an EU Programme, how useful the following topics would be for the clients of your organisation to be taught about? Very useful, rather useful, rather not useful, or not useful at all?
%, Base: all respondents

Respondents from the new Member States consider lessons on those topics that the participants are not daily and directly confronted with in the guest company to be even more important than their colleagues from the old Member States: courses on growth and internationalization of companies are, for example, considered by 65% of respondents from the NMS-12 to be *very* useful, while only around half of respondents from the EU-15 do so (52%).

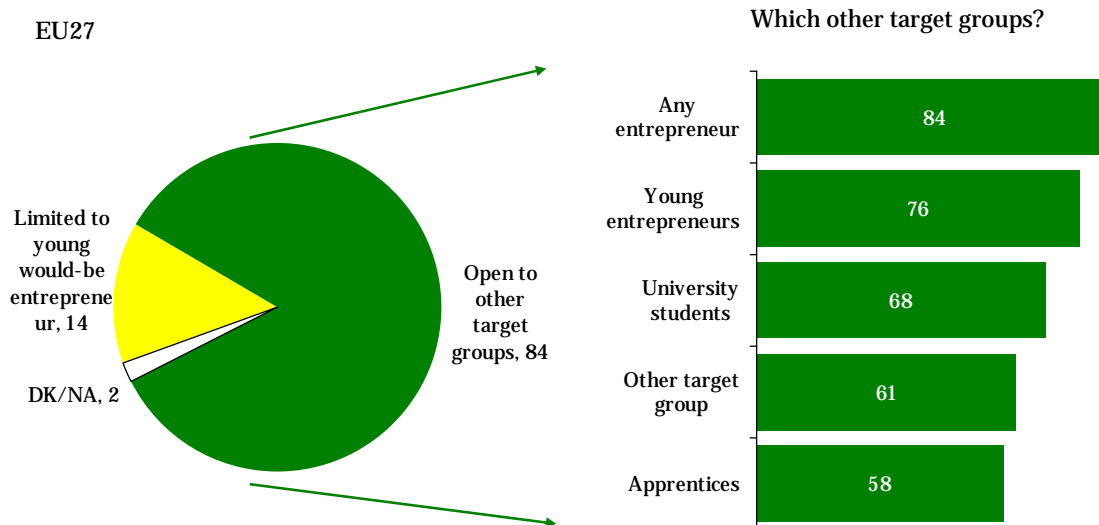
5.3 An opening- up to other target groups is suggested

A large majority of the participating start-up counselling organizations representatives agree that the planned “Erasmus programme” should not be limited to young would-be entrepreneurs but that it should be **accessible to other target groups**, too (84%).

Most respondents agree that the target group should simply be enlarged from young would-be entrepreneurs to **any entrepreneurs** (84%) or at least to **young entrepreneurs** (76%).

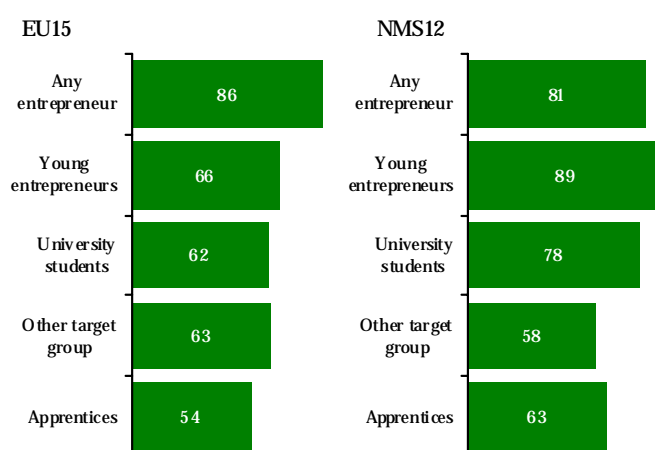
In the eyes of more than two out of three respondents, university students are another group that should be targeted (68%), followed by **other target groups** (61%). **Apprentices** are cited by the fewest number of respondents as another possible target group – but still by more than half (58%).

Target groups of the programme



B4_1. Should such a Programme be limited to young would-be entrepreneurs or should it be open to other target groups?
 B4_2. Which other target groups?
 %, Base: all respondents

Other target groups of the programme



B4_2. Which other target groups?
 %, Base: those who think the programme should not be limited to young would-be entrepreneurs

Respondents from the EU-15 Member States are more likely to approve the idea of opening up the programme to other target groups (89%) than their colleagues in the NMS-12 states (82%).

The latter, however, wish for a **broadier opening-up of the programme** than the former. Three of the five target groups given in the survey are named more often by respondents from one of the new Member States than by respondents from one of the EU-15, i.e. young entrepreneurs (89% vs. 66%), university students (78% vs. 62%) and apprentices (63% vs. 54%).

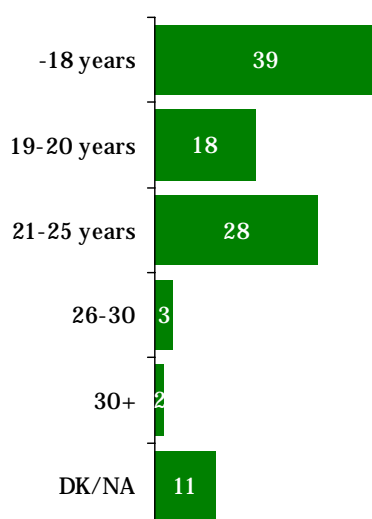
5.4 A target group with ages from 18 to 99

Following on, respondents were then asked which age groups should be targeted by the programme. The results show that across the EU Member States, most respondents **set a broad age range** from less than 18 (39%) to 99 years-of-age (32%) for potential programme participants. This high upper age limit indicates that respondents may feel that an entrepreneurial spirit can also be developed at an higher age and therefore such a programme should not be restricted at all – a conclusion that is also supported by the high rate of survey participants who do not know where to set the upper age limit (28%).

Twenty-eight percent of respondents consider the age between 21 and 25 as the ideal lower age limit – an age where potential participants are most likely to have finished their higher education.

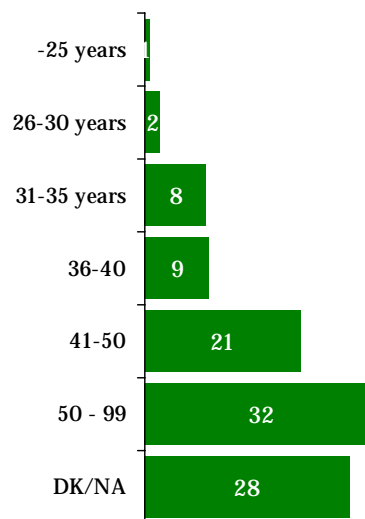
Lower age limit of the target group

EU27



Upper age limit of the target group

EU27



B5_1. What should be the age range of the target group of such a programme? Could you tell me first what the lower age limit should be for the target group? B5_2. And what should be the upper age limit for the target group? %, Base: all respondents

Respondents from the new Member States are more likely to **have younger people** in mind when thinking about the typical participant of the planned “Erasmus programme” than respondents from the old Member States. Approximately half of respondents from one of the NMS-12 states set a lower age limit of less than 18 (44%), while only around one out of three respondents from one of the EU-15 countries does so (36%). An upper age limit of 50 is set by half of the respondents in the NMS-12 countries, and only by 35% of respondents from the EU-15. Respondents from the old Member States are more inclined to set a very high age limit than their colleagues in the new States (50-99 years: 34% EU-15 vs. 28% NMS-12).

Lower and upper age limit of the target group

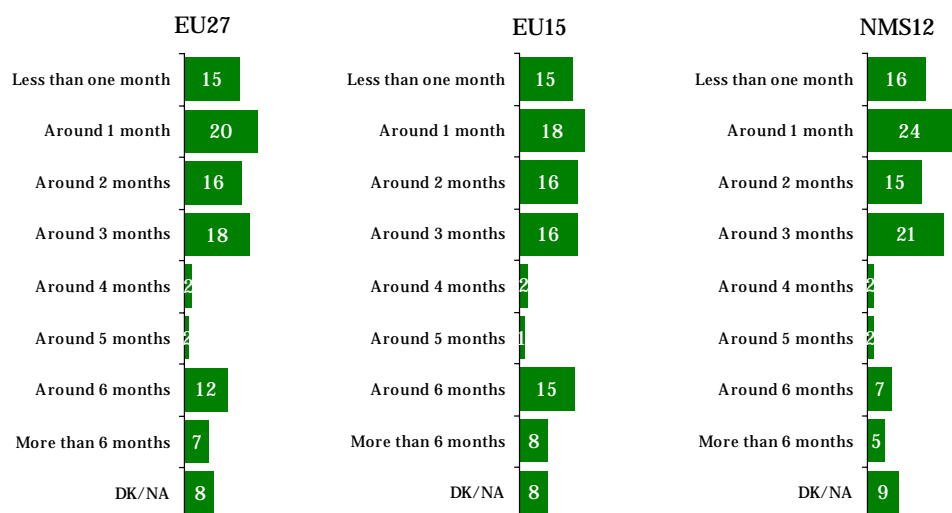
	Lower age limit				Upper age limit			
	-18 years	19-25 years	25+ years	DK/NA	-40 years	41-50 years	50-99 years	DK/NA
EU-15	36%	45%	6%	13%	18%	17%	34%	31%
NMS-12	44%	46%	3%	7%	22%	28%	28%	22%

B5_1. What should be the age range of the target group of such a programme? Could you tell me first what the lower age limit should be for the target group? B5_2. And what should be the upper age limit for the target group? %, Base: all respondents

5.5 A short duration of the stay abroad is preferred

A majority of the participating representatives of start-up counselling organisations across Europe consider short-stays of **up to three months** as ideal (69%). Only around one out of 10 respondents prefer a duration of the stay to be around six months (12%) and even less respondents opt for longer stays (7%).

Ideal length of stay abroad



B10. What would be the ideal length of the period that the clients of your organisation would be able to spend abroad.
Please tell me the number of months.
%, Base: all respondents

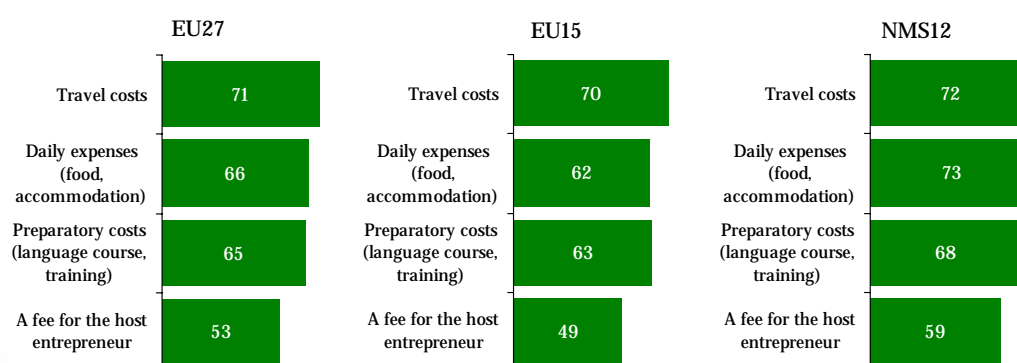
Respondents from one of the new Member states show a clear preference for one-month stays (24% vs. 18%) and three-month stays (21% vs. 16%) than respondents from the old Member States. The latter are more likely to prefer a stay of six months then the former (15% vs. 7%).

5.6 Financing of the programme

Costs to be covered by the programme

The respondents were asked to choose, from a given list of costs that would be incurred by the participating young entrepreneurs, which costs should be covered by such a programme. According to a **majority of respondents**, **all costs** listed in the survey should be covered. However, travel costs are cited most often (71%), followed by daily expenses (66%) and preparatory costs (65%). A fee for the host entrepreneur is seen as necessary by only a slight majority (53%).

Costs covered by the envisaged EU programme

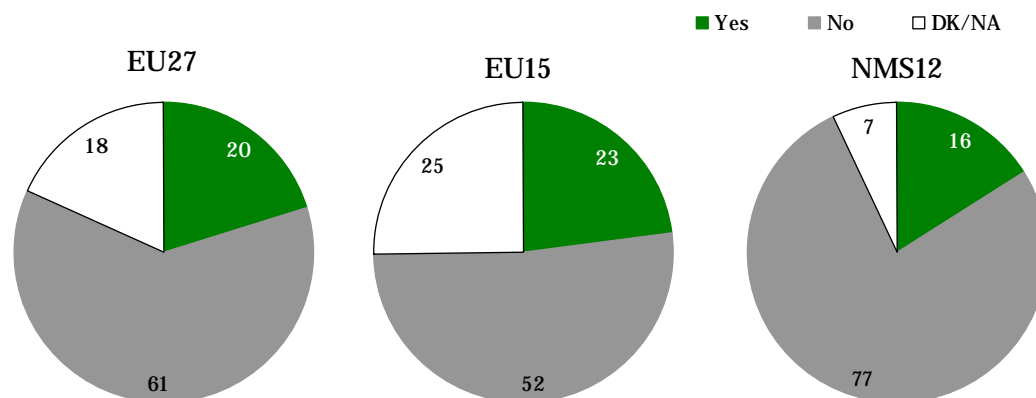


B15. What type of costs that the visit abroad would imply should be covered by the envisaged EU programme?
%, Base: all respondents

Willingness to contribute to the financing of the stay abroad

When being asked if they would be willing to contribute to the financing of their client's stay abroad, most of the interviewed start-up counselling representatives react **negatively** (61%). 18% of respondents do not know if their organisation would be willing to spend money on the programme or are not willing to answer to that question.

Willingness to contribute to the financing of the stay abroad

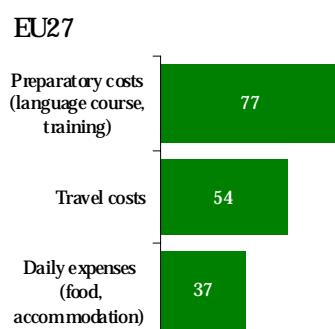


B11. Would your organisation be ready to contribute to the financing of the stay of your clients in another country of the EU?
%, Base: all respondents

Respondents from the EU-15 are more likely to contribute to the financing of the stay abroad than their colleagues from one of the NMS-12 States (23% vs. 16%), but are also more likely not to know or to refuse to answer that question (25% vs. 7%).

Following on, those 96 respondents who declared that they are willing to raise funds for the stay of their clients in another EU Member State were asked, **which type of costs** they would be willing to cover.

Type of cost organisations are willing to cover



B12. What type of costs would your organisation be willing to cover?
%, Base: those who are ready to contribute to the financing of stay abroad (96)

Most organisations are most likely to cover the costs that are incurred **during the preparation of the stay abroad**, while respondents tend to feel unconcerned when it comes to expenses that are incurred during the stay abroad: more than three-quarters are willing to pay preparatory costs like language courses and training (77%) and more than half travel costs (54%) but only slightly more than one-third daily expenses (37%).

Differences between respondents from one of the EU-15 and the NMS-12 only relate to the **willingness to cover the costs of daily expenses**, which is more often expressed by the former than by the latter (EU-15: 41%, NMS-12: 27%).

Willingness to contribute to the hosting of a guest entrepreneur

When being confronted to the question whether their organisation would be ready to contribute to the hosting of a guest entrepreneur, respondents react more positively than to the previous question about the willingness to cover costs of the stay abroad.

Across Europe, **nearly half of respondents** are willing to contribute to the hosting of a guest entrepreneur (44%), without significant differences between old and new Member States.

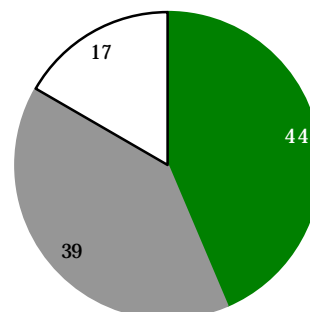
Being interviewed about the **type of contribution** that they would be willing to offer, the respondents who report being willing to support a guest entrepreneur mostly state that this would be **without any extra costs being incurred by them**.

Approximately eight out of 10 organisations are willing to introduce the guest to the local business environment, seven out of 10 respondents are ready to offer office space and about two out of three would let the guests participate in their training courses (64%). Services for which extra funding would be needed, like language courses (41%), board and accommodation (33%) and a small salary or fee (24%) are less often cited. Respondents are the least likely to be willing to cover the travel expenses (18%).

Willingness to contribute to the hosting of a young (would-be) entrepreneur

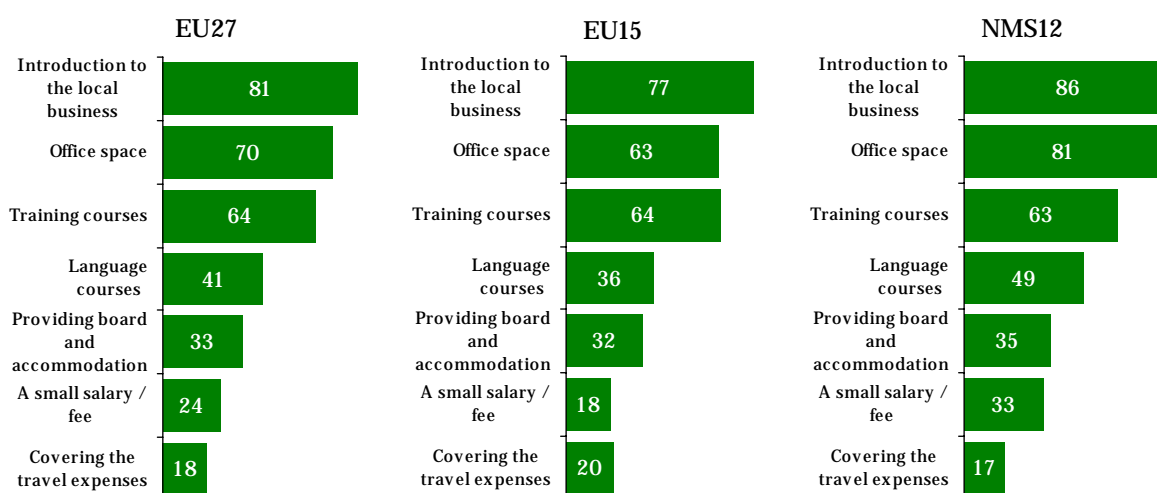
EU27

■ Yes ■ No □ DK/NA



B13. Would your organisation be ready to contribute to the hosting of a young (would-be) entrepreneur who would stay in your own country?
%, Base: all respondents

Willingness to contribute to the hosting of a young (would-be) entrepreneur – type of contributions



B14. What kind of contribution could your organisation offer when hosting a young (would-be) entrepreneur?
%, Base: those who are ready to contribute to the hosting of a young (would-be) entrepreneur

Respondents from one of the NMS-12 countries are more likely to report being ready to offer the guest entrepreneur one of the listed services than those from the EU-15, especially the introduction to the local business environment, (86% vs. 77%), office space (81% vs. 63%), language courses (49% vs. 36%) and a small salary or fee (33% vs. 18%).

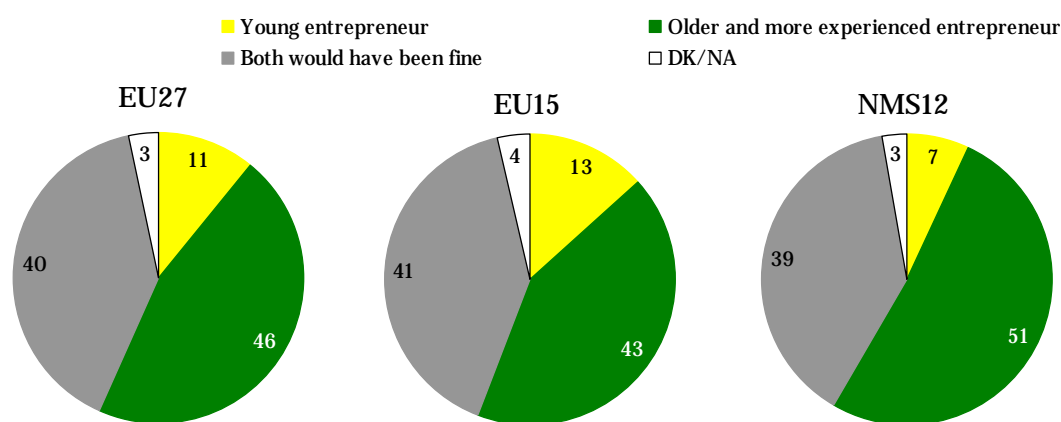
6. Characteristics of the ideal host company

6.1 No clear preference for the host entrepreneur to be in a special age group

The representatives of the start-up counselling organisations were also interviewed about their views on the desired characteristics of the hosting company. First of all, respondents were asked if learning from a young or from an older and more experienced entrepreneur would be more positive for potential programme participants.

Respondents show no clear preference for one of the age groups. Relatively speaking, older and more experienced entrepreneurs are preferred over younger entrepreneurs (46% vs. 11%), but four out of 10 respondents report that both would be of interest for their clients.

Preferred age group of host entrepreneur



B3. What do you think would be more advantageous for the clients of your organisation: to learn from and exchange experiences with a young entrepreneur who has established his/her company quite recently, OR with an older and more experienced entrepreneur?
%, Base: all respondents

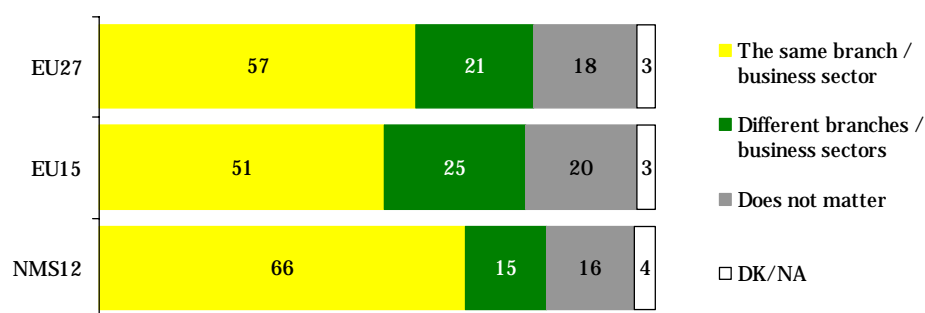
Respondents from the new Member States are more likely to express a clear preference for older and more experienced entrepreneurs: A slight majority (51%) think that learning from those entrepreneurs would bring the biggest advantage to their clients.

6.2 A preference for host companies from the same sector

A **majority** of the responding start-up counselling organisations representatives see a benefit in bringing together entrepreneurs from the **same business sector** (57% vs. 21% for different sectors). In the eyes of about one in five respondents the sector does not matter (18%).

Respondents from the NMS-12-countries are more likely to think that guest and host entrepreneur should be from the same business sector than their colleagues from the EU-15 countries (66% vs. 51%).

Branches/business sectors of guest and host entrepreneurs



B6. From which branches / business sectors should the person moving abroad and the host entrepreneur come from:
 %, Base: all respondents

6.3 A preference for small companies as hosts

In the following section, we examine the preferences for the size of the companies that would act as hosts in the framework of the envisaged programme.

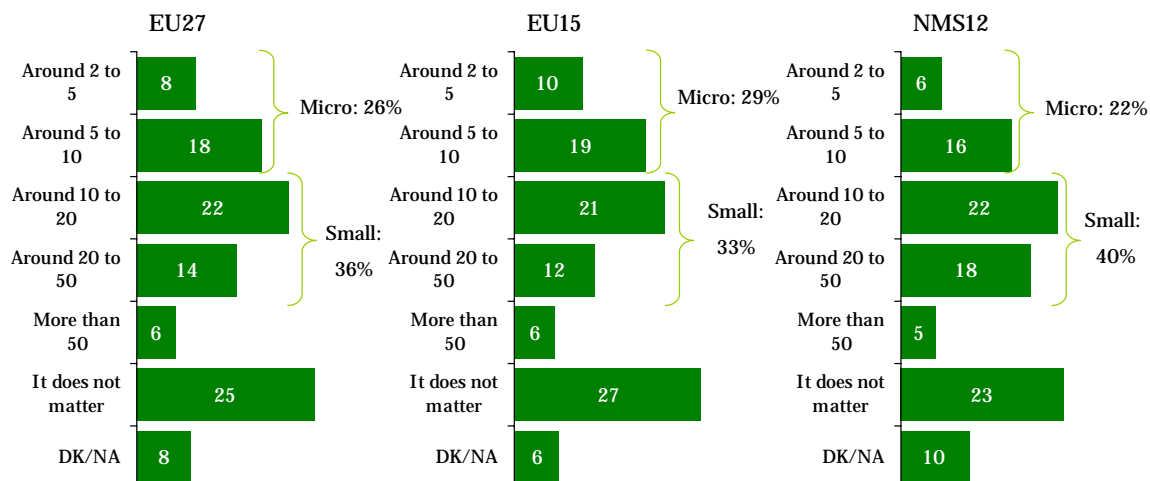
According to the official SME-definition of the EC, Micro companies have a headcount of up to 10 employees, small companies up to 50 and medium-sized up to 250 employees. For the particular survey, these categories were further refined so that a more detailed analysis could be conducted. The interviewed were asked to choose amongst the following size categories the one that they consider to be ideal for the host company:

Enterprise category	Headcount
Medium-size / large	> 50
Small - 1	> 20 and ≤ 50
Small - 2	> 10 and ≤ 20
Micro - 1	> 5 and ≤ 10
Micro - 2	> 1 and ≤ 5

Most respondents think that a **small company with 10 to 50 employees** would be the ideal host company in the framework of the planned programme (36%). Approximately one in four respondents prefer micro companies (26%) or are of the opinion that the size of the company doesn't matter (25%). Only a handful of respondents see big companies of more than 50 employees as ideal host companies (6%).

Respondents from the new Member States are **more likely to prefer bigger companies** as hosts than their colleagues from the old Member States. While in the new Member States, 40% of respondents opted for a small company with 10-50 employees and 22% for a micro company with two to 10 employees, fewer of their colleagues from the old Member states opted for a small company (33%), and more for a micro company (29%). However, respondents from both groups agree that a stay in a big company of more than 50 employees is not useful for the participants (EU-15: 6%, NMS-12: 5%).

Preferred size of the host enterprise



B7. What size should the enterprise that the clients of your organisation would visit preferably have, for instance how many employees?
%, Base: all respondents

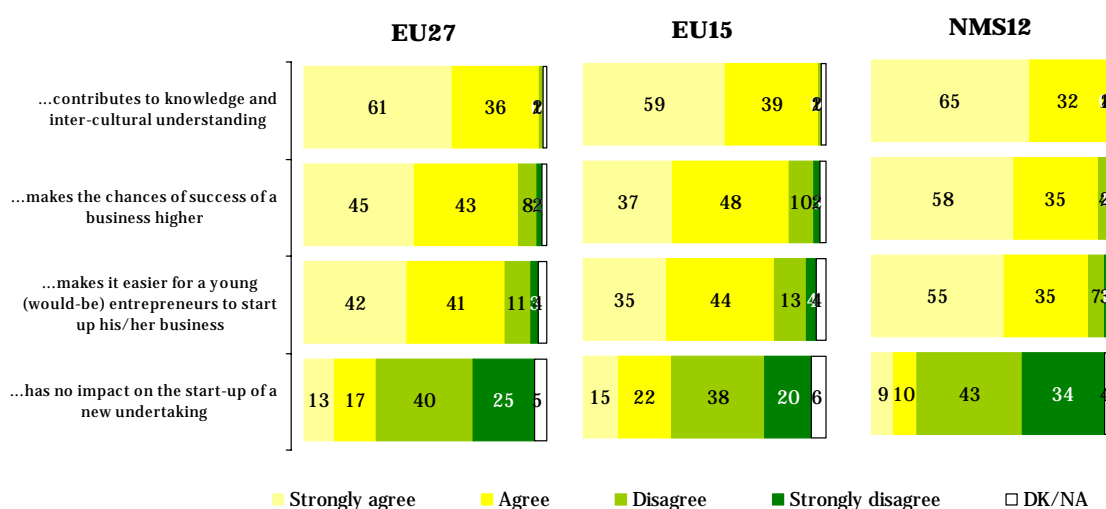
7. Anticipated impact of the planned «Erasmus for Young Entrepreneurs programme»

The participating representatives from the start-up counselling organisations were also asked to judge the impact that the «Erasmus for Young Entrepreneurs programme» might have.

Nearly all respondents agree that such a programme would **contribute to knowledge and inter-cultural understanding** (97%). Sixty-one percent of respondents *strongly* agree on this possible impact.

A large majority also agree that the planned programme would increase the chances of success of the business (88% agree, 45% strongly agree) and facilitate the start-up process (83% agree, 42% strongly agree). Only a **minority of respondents** (30%) think that the programme would have **no impact** on the start-up undertaking.

Impact of the programme: Staying in a company abroad...



B16. Do you strongly agree, agree, disagree or strongly disagree with the following statements about the impact of such a programme? Staying in a company abroad
%, Base: all respondents

Respondents from the new Member States are even more convinced about the positive impact of such a programme than respondents from the EU-15: participating representatives from NMS-12 countries are more likely to *strongly* agree on the positive impacts that were given in the survey. They are especially more likely to agree strongly that such a programme would increase the chance of success of the business (NMS-12: 58% strongly agree vs. EU-15: 37% strongly agree) and that it would facilitate the start-up process (55% vs. 35%).

In line with their more positive judgement about the impact, respondents from the new Member States are also less likely to agree that such a programme would have no impact on the start-up undertaking than EU-15 respondents (19% vs. 27%).

8. Respondents' views and suggestions about the programme

At the end of the survey, the interviewed representatives from the start-up counselling organisations across Europe were invited to give their opinion on the programme and to bring in their own ideas and suggestions about how the programme should be designed. Except for Latvia, Estonia and Cyprus, respondents from all of the EU Member States took this chance to give their expert views and suggestions about the envisaged programme.

The interviewed representatives expressed rather more positive than negative **opinions on the programme**, e.g. the programme would be a good idea or that they wished to be involved in its organisation. The doubts that they expressed concerned notably the usefulness and the feasibility of the programme. It was also suggested that such a programme should be carried out on a national and not a Europe-wide scale.

Suggestions were notably raised concerning the information about and the funding of the programme, on which groups should be targeted and which entrepreneurs should be selected to participate in the programme, that bureaucracy should be kept low and that the programme should have a follow-up. A handful of respondents also gave other, more general suggestions that are not directly related to the programme – e.g. young people should be educated about entrepreneurship in schools.

The answers are presented per country in the tables below, categorised in **views** (positive and negative), **suggestions about the programme** and **general suggestions**. Answers are not necessarily documented by respondent, but by topic. This means that if one respondent gave a whole list of suggestions, those are in most cases documented separately.

A category has been created whenever at least two suggestions are made on the same topic.

Belgium

Views - positive
<ul style="list-style-type: none"> • Good idea • Especially good to get practical experience
Suggestions on the programme
More information
<ul style="list-style-type: none"> • Make more known, and highlight the positive aspects • More widespread information • Provide information on comparisons of the host countries to avoid those countries with complex administration and business environment • This is good, but in addition, there should be a welcome group that informs people about the administration of the country of origin
Other suggestions on the programme
<ul style="list-style-type: none"> • Make the programme more concrete • Adapt the programme more to the public • Do not focus on a specific sector or on a specific age group
General Suggestions
<ul style="list-style-type: none"> • Improve the quality of education in Belgium

Bulgaria

Views - positive
<ul style="list-style-type: none"> • Very good for anyone, helps a lot • This is a very good initiative • I think this is a positive initiative • This is a necessary initiative • I think the subject is exhausted and I have no recommendations
Suggestions on the programme
Selection of participants
<ul style="list-style-type: none"> • There should be a selection procedure, which should assess business plans and the motivation of the participants • The real interests of the young people should be studied • The motivation of the people who will participate in the programme is important, in order to avoid people participating as “tourists”
Follow-up
<ul style="list-style-type: none"> • There should be help, but people should show results • There should be a follow-up of the results of the training
Other suggestions on the programme
<ul style="list-style-type: none"> • It is a good informational campaign • If we talk about young entrepreneurs, the EU should cover most of the expenses • The programme should be discussed by public organisations, as they are interested parties • The host employers should not have the option to employ these young entrepreneurs

Czech Republic

Views - negative

- I consider the program as useless. I think that the effect will be good business for another firm in another country. I cannot imagine that I would have time for something like this before establishing a firm. Will the host company ask what the benefit is for the participants? The result will be using the guest entrepreneurs as a cheap workforce
- As far as the costs are concerned, we would have to see any benefit for our firm
- It would not have to be abroad, it can be in the Czech Republic

Suggestions on the planned programme

- It would be best to spend one month abroad, a longer time is not good
- The success of the program should be evaluated and results should be published
- It could be connected with a financial program. Providing an advantageous loan etc.
- The programme should focus on dealing with clients
- The target groups should be informed about this programme
- Possibilities must be given to everyone

Germany

Views - positive

- It is good because entrepreneurs of small companies need to get fit for globalisation

Views - negative

- The programme doesn't make sense
- I am generally opposed, I am for "Location Germany"
- In practice, this programme is not realisable, because of the heavy financial burdens that young entrepreneurs face when starting up a business (salary, family, children)
- Basically the idea is nice; it has its charm, nice "EU-thinking". However, I think it is of low value for an entrepreneur who wants to make his living here. Such a programme is only interesting when foreign markets get interesting, which is only the case when the company has already reached a certain size and experience

Suggestions on the planned programme

- Idea: Do it on a university level, for them the programme would be better suiting
- A would-be entrepreneur should really want to go abroad and not only do it because of the sponsorship
- Should be done unilaterally if you want it to be successful
- It should be financed by the hosts themselves as it is an entrepreneurs' internship in the respective country
- The money should be given to the young entrepreneur in a way that he can decide freely when and how to spend it

Greece

Suggestions on the programme

- For young age groups and unemployed, it would be useful for the future entrepreneurs to be trained in domestic businesses (not only foreign ones). In addition, someone who is already a businessman/businesswoman should choose who they are going to cooperate with, based on their own criteria
- No luxury, seriousness

Spain

Views - positive
<ul style="list-style-type: none"> I am very much in favour of this initiative It is a very good initiative
Views - negative
<ul style="list-style-type: none"> Any kind of training for entrepreneurs would be good, but I don't know to which extent it is interesting to travel abroad for that
Suggestions on the planned programme
<ul style="list-style-type: none"> The financial support should be given by percentages, and the entrepreneur should cover only a small percentage of expenses The travelling entrepreneur should cover 30% out of total expenses

France

Views - positive
<ul style="list-style-type: none"> This is a good idea In my opinion, this is part of our education and our openness towards Europe. It would be a good thing if this programme existed This seems to be an interesting path to take More exchanges and cultural openness with European countries could bring more economical harmonisation within Europe, this is what we need to be aiming for. We are different from other EU countries. We should be doing the same things for entrepreneurs as we are already doing for students For those who have difficulties settling down in France, moving abroad might be a good thing so that they can exchange ideas about market developments
Views - negative
<ul style="list-style-type: none"> I think that it will be difficult to put in place. We have to wait and see whether it works out or not
Suggestions on the planned programme
Selection of participants/ target groups
<ul style="list-style-type: none"> Eligibility criteria should be easy to fulfil, thanks to support programmes There should be a special interest in entrepreneurs from the social sector. But they have specific requirements in comparison with other kinds of entrepreneurs
Contact person
<ul style="list-style-type: none"> Having a referral agent in the host country, a person on who our young entrepreneur can rely on when problems arise Perhaps have a single contact person for this program
Information
<ul style="list-style-type: none"> Have a unique website to be able to get hold of all of the information on this programme Try to increase awareness about this project It needs to be clear and shouldn't get on top of everything that already exists, so that we don't get drowned in all of the information. There needs to be connections between the business sectors and the size of activity A follow-up should be communicated
Financing of the programme
<ul style="list-style-type: none"> Financial support needs to be furnished right from the beginning because there are lots of projects that are under-financed Reduce the costs The participants need to get financial assistance

<i>Other suggestions on the programme</i>
<ul style="list-style-type: none"> • There needs to be some geographical coherence between the host country and the country of origin of the participant
<i>General suggestions</i>
<ul style="list-style-type: none"> • Incentives need to be given for innovation, i.e. new markets, and we need to show an interest in new styles of entrepreneurship. This concerns especially the social economy and sustainable development • Setting up collective structures in order to accompany young entrepreneurs, such as a business activity cooperative

Ireland

<i>Views - positive</i>
<ul style="list-style-type: none"> • You have covered everything. I have nothing else to add • I think you have covered everything • If it was part of a pilot project, I would be willing to get involved • I have been on these programmes before and I believe that it opens up new markets and also looks at research and development in the sectors • Do it immediately - we need it, if we want the economy of Europe to work, we are already improving but we should improve even more, we should join the east and west together. We should transfer ideas and learn.
<i>Views - negative</i>
<ul style="list-style-type: none"> • I am wondering how realistic it is
<i>Suggestions on the programme</i>
<i>Selection of participants / target groups</i>
<ul style="list-style-type: none"> • I think that the organisers should have to go through local organisations in order to gauge whether the participants are serious about going into business • You would need a stringent induction process and good selection criteria • Need to clarify what is a young entrepreneur. It should be someone who demonstrated a commitment to starting their own business • It should be targeted, people should have language and cultural skills • The choice of host country would have to meet with the individuals needs • Matching should be done based on the need of the company. Experienced post graduates would benefit
<i>Information and networking</i>
<ul style="list-style-type: none"> • I would love to see the detail of what is proposed • I often felt that it would be hugely advantageous if there were some web sites available for entrepreneurs to interact with other companies in Europe to share information. I think authorities and universities should be working much more closely with young entrepreneurs.
<i>Timeframe</i>
<ul style="list-style-type: none"> • If I want to start a business I want to start it now. The programme needs to be short • It should be short and focused because entrepreneurs are normally very driven people • The whole issue would be the time away, time away from family and work because most of the participants will probably come from the private sector, they may need to be facilitated in taking a block of time away
<i>Other suggestions on the programme</i>
<ul style="list-style-type: none"> • The participation in the programme should be cheap • Guest and host entrepreneurs should match concerning their expertise • The organisations here and abroad should be working together, this would ensure the security and safety of the students

Italy

Views - positive
<ul style="list-style-type: none"> I have no comments, the programme is very well as it is Useful for business activity
Views - negative
<ul style="list-style-type: none"> I do not perceive it as very useful for training young entrepreneurs I do not feel it is suitable to any kind of business, some business could take advantages of such an initiative but others may not
Suggestions on the programme
<ul style="list-style-type: none"> In case this project is going ahead, giving more information will be very important

Lithuania

Views - positive
<ul style="list-style-type: none"> Idea itself is good
Suggestions on the programme
<ul style="list-style-type: none"> It should be accessible for a bigger audience People going abroad should have some education as it is question of prestige of the sending country

Luxembourg

Suggestions on the programme
<ul style="list-style-type: none"> More information

Hungary

Views - negative
<ul style="list-style-type: none"> It would be more useful if it was in own country
Suggestions on the programme
<ul style="list-style-type: none"> Emphasis should be on the sales of the product There should be a follow-up The range of services could be expanded: Consulting, mentors, additional trainings to help young entrepreneurs with the start-up in addition to the travelling, training materials, overview on the market could be useful A preparation training could be offered, informing about entrepreneurship Screening in the target group The entrepreneurs who would like to go abroad should have the opportunity to consult entrepreneurs who were already abroad with this programme

Malta

Suggestions on the programme
<ul style="list-style-type: none"> Shouldn't be too bureaucratic

Netherlands

Suggestions on the programme

- Would be an idea to focus on creative entrepreneurs or on an innovative area
- The government has a stimulating role and task. Sectors shouldn't be defined beforehand (e.g. only ICT projects)

Austria

Suggestions on the programme

- That there is a support of the financing given
- There should be more information on it
- It should especially happen in neighbouring countries, where there are chances to establish ties
- Maximal support concerning the development of business plans, training on business topics
- I would suggest considering group travels, intensive training travels for 14 days. Those travels could be used to encourage them to get active in another way
- Also weekend meetings on short notice should be offered
- Must be easy to handle, low red tape, quick approval, database of exchange partners should be available
- Don't only look Europe-wide but globally

Poland

Views - positive

- Interesting idea
- The program might be very interesting and could be organised by an organisation such as our organisation, I would help in the organization of such program with a great pleasure

Views - negative

- Hard to find a financial support

Suggestions on the programme

Selection of participants

- Is necessary to launch this program properly in order to reach the right target group, which are persons that are both interested in participating and who can profit from it. A selection system of those sectors that have the most chance to start-up should be installed. A selection of the right entrepreneurs should be done based on the business plan, for example the 100 best business plan authors
- The recruitment should be done well - should go the persons who really want to do own business

Other suggestions on the programme

- Offer courses on business culture, business attitude, general knowledge about the country
- The project should include financial help and language preparation
- The trip abroad should be connected with a first training in Poland: Participants should know what is the purpose of the programme and how they can profit from going abroad
- To determine the sectors which have a chance be developed
- To match the entrepreneurs according to their sectors
- Develop good practices
- Supervision - If the region is a sponsor of the trip should be guaranteed that the person will come back after trip to this region. The question is - how to do that?
- The sources should be more accessible without special surety like mortgage or so on
- The cost must be covered by participants or they will not appreciate the value of the program

Portugal

Views - positive
<ul style="list-style-type: none"> • Would only like to say that if this project goes ahead it will receive a lot of interest from young people • The exchange of experience that the programme offers is a positive thing • Besides giving the entrepreneur some experience, the participation in the programme will allow participants to live in a different way and to do networking with other entrepreneurs
Suggestions on the programme
No age limits of target group
<ul style="list-style-type: none"> • This programme should be open to all entrepreneurs and not only young ones • Should not be limited to certain age groups
Other suggestions on the programme
<ul style="list-style-type: none"> • There should be greater support from the state, not making it harder but giving greater benefits and incentives

Romania

Views - negative
<ul style="list-style-type: none"> • Not necessary to go abroad, it would be best to have this program in Romania. This will be more useful
Suggestions on the programme
<ul style="list-style-type: none"> • The dissemination of the information should happen on time • Setting up some general guidelines, guidebooks for various types of business • Motivate the young

Slovenia

Views - positive
<ul style="list-style-type: none"> • They should start with this programme as soon as possible • It will be fine like this • It is a good thing for exchange and networking
Views - negative
<ul style="list-style-type: none"> • Slovenia is very reserved country, all business partners keep aloof from each other • Carry it out in Slovenia

Slovakia

Views - positive
<ul style="list-style-type: none"> • I think it is ok • We would welcome such a program and are willing to promote the program. The programme would certainly be helpful • Good for contacts, marketing, language and fresh ideas from Europe
Suggestions on the programme
<ul style="list-style-type: none"> • Starting capital is necessary • Participants should give a contribution to expenses

Finland

Views - positive
<ul style="list-style-type: none"> • It should start
Suggestions on the programme
<ul style="list-style-type: none"> • There must be sufficient funds allocated for marketing • There should also be a follow-up arranged • There are a tremendous amount of different kinds of trainings on offer

Sweden

Views - positive
<ul style="list-style-type: none"> • I think this could be very useful. It will be interesting to follow the program.
Views - negative
<ul style="list-style-type: none"> • When the person that wants to start a company goes abroad he/she does not have an income. I do not see the benefits with this project. A lot of people that start new companies do it to survive so going abroad is not relevant for them. • I am against the EU spending money on these ideas to let new entrepreneurs go abroad. This is impossible
Suggestions on the programme
<i>Selection of participants – target groups</i>
<ul style="list-style-type: none"> • The new company should start in their own country first before they go abroad. They need to be more established before they go abroad because the competition is hard nowadays • I suggest that such a program should rather target companies that have been on the market for a couple of years already. They should first be a success on the home market before going abroad • The project needs to be thought through carefully. The purpose must be communicated. The persons that should spend time abroad a couple of months must really be informed and really want to do this
<i>Other suggestions on the programme</i>
<ul style="list-style-type: none"> • Participants should have to write a thorough report and evaluation on how things progress • The most important thing is that it is not too bureaucratic so that it can be understood also by the small entrepreneur

United Kingdom

Views - positive
<ul style="list-style-type: none"> • I am very very interested in being involved in this project, perhaps if there is a small activity prior to the completion of the project we might be able to get involved • It just sounds encouraging • I think it sounds beneficial
Views - negative
<ul style="list-style-type: none"> • For the programme you have mentioned, they have to go away, abroad and I feel young entrepreneurs could also learn a lot locally
Suggestions on the programme
<i>Financing</i>
<ul style="list-style-type: none"> • There needs to be some financial reimbursement for the host company • Being a chamber of commerce we rely on public funding. So though we agree with the motifs of the stance we would need finance to cover the costs. As we are not a large commercial organisation we rely on public finance - so cost is an issue.

<i>Timeframe</i>
<ul style="list-style-type: none"> • I think it should be done in blocks of time over a six month period or longer. It has been proven that spaced learning is the most effective and the host would be able to illustrate the change over time • I think they should spread the time/number of visits abroad
<i>Match of guest and host entrepreneur</i>
<ul style="list-style-type: none"> • There should be a good link between the potential entrepreneur and the establishment. Ideally they should be in the same of similar sector • I think it is important that they match entrepreneurs on an individual basis
<i>Other suggestions on the programme</i>
<ul style="list-style-type: none"> • I think it should be linked to the local universities • Having a cultural element to the programme would be beneficial. They should also concentrate on training on interpersonal skills • I think it needs to involve business advisers like we have here, so that they can help with the translation process. Like this, the person is able to learn from others, from abroad. One example: We have taken part in an equal programme, a group of us made a visit to Madrid. We had problems with the legal definition of a sole trader: going abroad you don't necessarily know the legal terminology. So we needed advisers to help us understand. • The European Commission should have a look at other programmes that are already in place in order to coordinate programmes and not do such a programme in isolation. We are for example involved in a European programme, under the scheme Leonardo da Vinci, with which entrepreneurs can receive training. It is called, 'be your own boss', the website is, 'eu.byob.eu'. • The coming generation need champions out there, so I think it should be open to any age group
<i>General suggestions</i>
<ul style="list-style-type: none"> • I think our society does not encourage people to take risks and it is not a risk taking culture, in terms of the provision of social security etc. However, to take away social security would not be politically acceptable, so the two ends are working against each other. I think they should be looking to educate children at junior school level in aspects of entrepreneurship.

Flash EB Series #212

**Attitudes towards the
planned EU
pilot project -
“Erasmus for Young
Entrepreneurs”**

**Annex
Tables and
Survey
Details**

THE GALLUP ORGANIZATION

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Table 1. Type of Centre

QUESTION: A1. What type of organisation are you or do you belong to?








		Total N	% Chamber of commerce	% Chamber of Crafts	% Business association	% Trade association	% Municipality/local administration	% Private company	% Other organisation	% DK/NA
	EU27	472	31.6	3.6	5.5	1.7	7.6	12.1	37.7	0.2
	COUNTRY									
	Belgium	34	8.8	0	14.7	5.9	0	23.5	47.1	0
	Bulgaria	19	0	0	10.5	0	5.3	36.8	47.4	0
	Czech Rep.	15	26.7	0	0	0	0	66.7	6.7	0
	Germany	22	90.9	0	4.5	0	0	0	4.5	0
	Estonia	5	0	0	60	0	0	40	0	0
	Greece	15	6.7	0	6.7	0	6.7	20	60	0
	Spain	30	93.3	0	0	0	0	0	6.7	0
	France	30	60	6.7	0	6.7	0	3.3	23.3	0
	Ireland	24	0	0	4.2	0	45.8	4.2	45.8	0
	Italy	22	4.5	4.5	0	4.5	54.5	31.8	0	0
	Cyprus	5	0	0	0	20	0	80	0	0
	Latvia	3	0	0	33.3	0	0	0	66.7	0
	Lithuania	10	0	0	10	0	10	0	80	0
	Luxembourg	2	50	50	0	0	0	0	0	0
	Hungary	25	32	4	0	4	0	0	60	0
	Malta	4	0	0	25	0	50	0	25	0
	Netherlands	5	100	0	0	0	0	0	0	0
	Austria	33	93.9	0	0	0	0	0	6.1	0
	Poland	39	7.7	7.7	23.1	2.6	2.6	5.1	51.3	0
	Portugal	17	0	0	0	0	5.9	0	94.1	0
	Romania	24	87.5	0	0	0	0	0	12.5	0
	Slovenia	20	5	45	0	0	10	5	35	0
	Slovakia	16	0	0	6.2	0	6.2	25	62.5	0
	Finland	9	0	0	0	0	0	0	88.9	11.1
	Sweden	26	0	0	0	0	0	23.1	76.9	0
	United Kingdom	18	22.2	0	0	0	16.7	5.6	55.6	0

Table 2. The most important target groups

QUESTION: A8_1-9. Please tell me which are the most important target groups of your organisation?

% of "Mentioned" shown

		Total N	Students	Apprentices	Craftsmen/women	Entrepreneurs	Unemployed	Other target group	DK/NA
	EU27	472	23.3	15.3	26.7	87.1	30.5	44.1	0.8
	COUNTRY								
	Belgium	34	2.9	2.9	29.4	82.4	8.8	11.8	2.9
	Bulgaria	19	21.1	21.1	57.9	100	52.6	47.4	0
	Czech Rep.	15	26.7	0	0	93.3	40	46.7	0
	Germany	22	40.9	27.3	4.5	90.9	50	63.6	0
	Estonia	5	0	0	0	100	0	20	0
	Greece	15	26.7	0	0	73.3	40	60	0
	Spain	30	30	23.3	33.3	80	16.7	60	0
	France	30	20	3.3	13.3	83.3	60	30	0
	Ireland	24	29.2	0	4.2	83.3	0	37.5	0
	Italy	22	0	0	86.4	95.5	4.5	18.2	0
	Cyprus	5	20	20	40	100	20	40	0
	Latvia	3	100	100	100	100	66.7	66.7	0
	Lithuania	10	30	10	10	100	30	50	0
	Luxembourg	2	50	50	100	50	50	50	0
	Hungary	25	4	0	32	88	4	24	0
	Malta	4	75	75	50	100	50	100	0
	Netherlands	5	20	20	20	100	20	20	0
	Austria	33	84.8	78.8	75.8	87.9	72.7	81.8	0
	Poland	39	2.6	10.3	2.6	94.9	35.9	53.8	2.6
	Portugal	17	29.4	17.6	11.8	100	17.6	17.6	0
	Romania	24	4.2	0	0	54.2	4.2	58.3	4.2
	Slovenia	20	15	0	55	85	10	0	0
	Slovakia	16	37.5	25	6.2	93.8	31.2	25	0
	Finland	9	22.2	0	22.2	100	44.4	77.8	0
	Sweden	26	26.9	23.1	34.6	88.5	69.2	50	3.8
	United Kingdom	18	0	0	0	77.8	11.1	77.8	0

Table 3. Services being tailored to a specific age group

QUESTION: A9a. Are your services tailored to a specific age group?




























		Total N	% Yes	% No	% DK/NA
	EU27	472	9.7	89.6	0.6
	COUNTRY				
	Belgium	34	0	100	0
	Bulgaria	19	10.5	89.5	0
	Czech Rep.	15	13.3	86.7	0
	Germany	22	9.1	90.9	0
	Estonia	5	20	80	0
	Greece	15	26.7	73.3	0
	Spain	30	3.3	96.7	0
	France	30	0	100	0
	Ireland	24	4.2	95.8	0
	Italy	22	0	100	0
	Cyprus	5	0	100	0
	Latvia	3	0	100	0
	Lithuania	10	30	70	0
	Luxembourg	2	0	100	0
	Hungary	25	0	100	0
	Malta	4	0	100	0
	Netherlands	5	0	100	0
	Austria	33	3	97	0
	Poland	39	33.3	59	7.7
	Portugal	17	23.5	76.5	0
	Romania	24	0	100	0
	Slovenia	20	20	80	0
	Slovakia	16	12.5	87.5	0
	Finland	9	55.6	44.4	0
	Sweden	26	0	100	0
	United Kingdom	18	5.6	94.4	0

Table 4. Lower age limit of the target group

QUESTION: A9b. What is the age category of your target group? Could you tell me first what is the lower age limit for the target group?

Base: those whose services being tailored to a specific age group


















		Total N	% None	% - 18 years	% 19-20 years	% 21-25 years	% 26-30 years	% 30+	% DK/NA
	EU27	46	0	63	10.9	8.7	6.5	0	10.9
	COUNTRY								
	Belgium	0	0	0	0	0	0	0	0
	Bulgaria	2	0	50	0	0	0	0	50
	Czech Rep.	2	0	50	0	0	50	0	0
	Germany	2	0	50	50	0	0	0	0
	Estonia	1	0	100	0	0	0	0	0
	Greece	4	0	75	0	25	0	0	0
	Spain	1	0	0	0	0	100	0	0
	France	0	0	0	0	0	0	0	0
	Ireland	1	0	0	0	0	0	0	100
	Italy	0	0	0	0	0	0	0	0
	Cyprus	0	0	0	0	0	0	0	0
	Latvia	0	0	0	0	0	0	0	0
	Lithuania	3	0	100	0	0	0	0	0
	Luxembourg	0	0	0	0	0	0	0	0
	Hungary	0	0	0	0	0	0	0	0
	Malta	0	0	0	0	0	0	0	0
	Netherlands	0	0	0	0	0	0	0	0
	Austria	1	0	100	0	0	0	0	0
	Poland	13	0	76.9	7.7	15.4	0	0	0
	Portugal	4	0	0	50	0	25	0	25
	Romania	0	0	0	0	0	0	0	0
	Slovenia	4	0	50	25	0	0	0	25
	Slovakia	2	0	50	0	0	0	0	50
	Finland	5	0	80	0	20	0	0	0
	Sweden	0	0	0	0	0	0	0	0
	United Kingdom	1	0	100	0	0	0	0	0

Table 5. Upper age limit of the target group

QUESTION: A9c. And what is the upper age limit for the target group?

Base: those whose services being tailored to a specific age group

		Total N	% None	% - 25 years	% 26- 30 years	% 31- 35 years	% 36- 40 years	% 41- 50 years	% 50- 99 years	% DK/NA
	EU27	46	0	0	2.2	0	2.2	2.2	60.9	32.6
	COUNTRY									
	Belgium	0	0	0	0	0	0	0	0	0
	Bulgaria	2	0	0	0	0	0	0	100	0
	Czech Rep.	2	0	0	0	0	0	0	100	0
	Germany	2	0	0	0	0	0	0	100	0
	Estonia	1	0	0	0	0	0	0	0	100
	Greece	4	0	0	25	0	0	0	75	0
	Spain	1	0	0	0	0	0	0	100	0
	France	0	0	0	0	0	0	0	0	0
	Ireland	1	0	0	0	0	0	0	0	100
	Italy	0	0	0	0	0	0	0	0	0
	Cyprus	0	0	0	0	0	0	0	0	0
	Latvia	0	0	0	0	0	0	0	0	0
	Lithuania	3	0	0	0	0	0	0	66.7	33.3
	Luxembourg	0	0	0	0	0	0	0	0	0
	Hungary	0	0	0	0	0	0	0	0	0
	Malta	0	0	0	0	0	0	0	0	0
	Netherlands	0	0	0	0	0	0	0	0	0
	Austria	1	0	0	0	0	0	0	0	100
	Poland	13	0	0	0	0	0	7.7	53.8	38.5
	Portugal	4	0	0	0	0	0	0	75	25
	Romania	0	0	0	0	0	0	0	0	0
	Slovenia	4	0	0	0	0	0	0	0	100
	Slovakia	2	0	0	0	0	0	0	50	50
	Finland	5	0	0	0	0	20	0	80	0
	Sweden	0	0	0	0	0	0	0	0	0
	United Kingdom	1	0	0	0	0	0	0	100	0

Table 6. Staff being involved to deliver services

QUESTION: A4. What kind of staff is involved in the delivery of your services?




























		Total N	% Own staff	% External staff	% Both	% DK/NA
	EU27	472	32.8	3	64	0.2
	COUNTRY					
	Belgium	34	85.3	2.9	11.8	0
	Bulgaria	19	15.8	0	84.2	0
	Czech Rep.	15	20	0	80	0
	Germany	22	18.2	0	81.8	0
	Estonia	5	20	0	80	0
	Greece	15	53.3	6.7	40	0
	Spain	30	36.7	3.3	60	0
	France	30	46.7	0	53.3	0
	Ireland	24	4.2	0	95.8	0
	Italy	22	59.1	0	40.9	0
	Cyprus	5	20	0	80	0
	Latvia	3	33.3	0	66.7	0
	Lithuania	10	0	0	100	0
	Luxembourg	2	50	0	50	0
	Hungary	25	16	4	80	0
	Malta	4	75	0	25	0
	Netherlands	5	40	0	60	0
	Austria	33	30.3	0	69.7	0
	Poland	39	10.3	0	87.2	2.6
	Portugal	17	76.5	0	23.5	0
	Romania	24	37.5	0	62.5	0
	Slovenia	20	30	5	65	0
	Slovakia	16	12.5	6.2	81.2	0
	Finland	9	0	0	100	0
	Sweden	26	42.3	26.9	30.8	0
	United Kingdom	18	5.6	5.6	88.9	0

Table 7. Type of services

QUESTION: A2_A-K. Please indicate which type of services you offer:

% of "Offer" shown


		Total N	Information and consultancy on legal forms	Information and consultancy on business locations	Information on how to develop a business plan	Individualised support on business plan development	Information on grants/subsidies available	Management/delivery of support grants or subsidies	Support/consultancy on financial aspects particularly bank negotiation	Provision of marketing consultancy services	Provision of general (strategic) consultancy services	Fully customer tailored support on demand	Other services than the services mentioned so far
	EU27	472	73.3	73.1	84.1	76.3	87.9	53.8	63.8	58.1	78.4	75.4	67.6
	COUNTRY												
	Belgium	34	47.1	44.1	52.9	58.8	67.6	47.1	52.9	17.6	61.8	85.3	52.9
	Bulgaria	19	73.7	68.4	94.7	100	94.7	89.5	84.2	94.7	94.7	89.5	63.2
	Czech Rep.	15	86.7	93.3	100	100	100	80	93.3	60	93.3	86.7	53.3
	Germany	22	90.9	100	95.5	81.8	100	31.8	90.9	59.1	90.9	63.6	90.9
	Estonia	5	100	0	80	40	40	0	60	40	60	80	20
	Greece	15	33.3	53.3	86.7	66.7	86.7	66.7	53.3	53.3	73.3	53.3	93.3
	Spain	30	100	73.3	90	90	96.7	20	73.3	46.7	60	86.7	53.3
	France	30	76.7	50	80	70	93.3	56.7	90	46.7	80	86.7	76.7
	Ireland	24	62.5	95.8	100	95.8	100	95.8	83.3	87.5	100	83.3	83.3
	Italy	22	45.5	86.4	50	36.4	90.9	54.5	40.9	68.2	90.9	45.5	9.1
	Cyprus	5	20	40	100	80	80	60	80	60	100	100	100
	Latvia	3	33.3	66.7	66.7	33.3	66.7	33.3	33.3	33.3	100	100	100
	Lithuania	10	50	100	100	80	90	50	90	100	90	100	100
	Luxembourg	2	50	100	100	50	50	0	50	50	50	100	100
	Hungary	25	60	68	80	64	100	24	64	60	76	72	64
	Malta	4	50	50	75	75	75	50	50	75	75	50	50
	Netherlands	5	80	60	100	80	60	40	80	80	60	60	80
	Austria	33	97	97	90.9	75.8	100	54.5	51.5	42.4	75.8	66.7	97
	Poland	39	74.4	69.2	92.3	79.5	94.9	74.4	48.7	59	74.4	69.2	87.2
	Portugal	17	88.2	17.6	17.6	0	5.9	0	0	0	0	41.2	82.4
	Romania	24	91.7	83.3	95.8	100	95.8	79.2	66.7	54.2	70.8	45.8	37.5
	Slovenia	20	90	80	80	70	85	55	45	45	85	85	75
	Slovakia	16	81.2	87.5	93.8	100	93.8	81.2	81.2	93.8	93.8	87.5	62.5
	Finland	9	33.3	100	100	77.8	100	100	22.2	55.6	100	88.9	66.7
	Sweden	26	84.6	76.9	96.2	96.2	80.8	7.7	76.9	84.6	100	92.3	26.9
	United Kingdom	18	66.7	83.3	100	100	100	77.8	61.1	88.9	88.9	88.9	88.9

Table 8. Means to deliver services

QUESTION: A3_A-E. What are the means you use to deliver your services?

% of "Mentioned" shown

		Total N	Training seminars	Big events (fairs, conferences etc.)	Individual support	Web based services	Other means
	EU27	472	79.7	63.6	91.7	75.4	48.1
	COUNTRY						
	Belgium	34	67.6	41.2	91.2	76.5	8.8
	Bulgaria	19	94.7	47.4	94.7	73.7	63.2
	Czech Rep.	15	100	40	93.3	60	26.7
	Germany	22	95.5	90.9	100	100	90.9
	Estonia	5	20	20	80	20	0
	Greece	15	66.7	46.7	80	60	46.7
	Spain	30	83.3	60	93.3	66.7	23.3
	France	30	63.3	43.3	93.3	30	63.3
	Ireland	24	100	87.5	100	91.7	54.2
	Italy	22	54.5	63.6	95.5	100	4.5
	Cyprus	5	80	20	80	40	60
	Latvia	3	100	66.7	100	33.3	100
	Lithuania	10	100	100	90	100	100
	Luxembourg	2	50	50	100	50	50
	Hungary	25	80	84	72	84	60
	Malta	4	100	25	100	75	75
	Netherlands	5	100	80	80	60	60
	Austria	33	100	90.9	100	97	97
	Poland	39	94.9	74.4	92.3	69.2	61.5
	Portugal	17	11.8	5.9	88.2	82.4	52.9
	Romania	24	91.7	95.8	87.5	87.5	25
	Slovenia	20	75	65	90	85	40
	Slovakia	16	93.8	31.2	87.5	56.2	25
	Finland	9	100	55.6	100	77.8	22.2
	Sweden	26	42.3	61.5	88.5	61.5	26.9
	United Kingdom	18	94.4	83.3	100	100	61.1

Table 9. Advertising services

QUESTION: A5. Do you advertise your services?




























		Total N	% Yes	% No	% DK/NA
	EU27	472	82	16.9	1.1
	COUNTRY				
	Belgium	34	64.7	23.5	11.8
	Bulgaria	19	89.5	10.5	0
	Czech Rep.	15	80	20	0
	Germany	22	81.8	18.2	0
	Estonia	5	100	0	0
	Greece	15	80	20	0
	Spain	30	93.3	6.7	0
	France	30	40	60	0
	Ireland	24	91.7	8.3	0
	Italy	22	100	0	0
	Cyprus	5	60	40	0
	Latvia	3	100	0	0
	Lithuania	10	100	0	0
	Luxembourg	2	100	0	0
	Hungary	25	88	12	0
	Malta	4	100	0	0
	Netherlands	5	60	40	0
	Austria	33	100	0	0
	Poland	39	94.9	2.6	2.6
	Portugal	17	41.2	58.8	0
	Romania	24	95.8	4.2	0
	Slovenia	20	55	45	0
	Slovakia	16	81.2	18.8	0
	Finland	9	100	0	0
	Sweden	26	76.9	23.1	0
	United Kingdom	18	94.4	5.6	0

Table 10. Place of advertisement

QUESTION: A6_A-F. Where do you advertise your services?

Base: those who advertise services

% of "Mentioned" shown

		Total N	Newspapers and magazines	Specialised media: Newsletters and expert journals	Radio and TV	Own Website	Other Website	Other means of advertising
	EU27	387	79.3	55.3	52.7	92.5	56.8	45
	COUNTRY							
	Belgium	22	81.8	50	50	81.8	18.2	18.2
	Bulgaria	17	70.6	76.5	58.8	100	82.4	47.1
	Czech Rep.	12	83.3	41.7	33.3	75	66.7	25
	Germany	18	88.9	77.8	22.2	100	72.2	88.9
	Estonia	5	100	20	20	100	20	0
	Greece	12	75	66.7	50	91.7	41.7	33.3
	Spain	28	89.3	42.9	67.9	85.7	42.9	17.9
	France	12	58.3	33.3	41.7	75	16.7	66.7
	Ireland	22	100	81.8	90.9	100	100	63.6
	Italy	22	18.2	40.9	9.1	95.5	59.1	13.6
	Cyprus	3	33.3	33.3	0	66.7	33.3	66.7
	Latvia	3	100	100	100	100	66.7	33.3
	Lithuania	10	100	70	60	100	100	90
	Luxembourg	2	50	50	50	100	50	0
	Hungary	22	72.7	81.8	63.6	95.5	54.5	45.5
	Malta	4	100	50	25	75	50	25
	Netherlands	3	100	66.7	100	100	100	33.3
	Austria	33	97	90.9	72.7	100	84.8	93.9
	Poland	37	97.3	29.7	73	100	89.2	70.3
	Portugal	7	28.6	14.3	42.9	85.7	0	0
	Romania	23	82.6	34.8	43.5	91.3	4.3	17.4
	Slovenia	11	27.3	63.6	45.5	100	27.3	27.3
	Slovakia	13	61.5	7.7	38.5	69.2	46.2	7.7
	Finland	9	88.9	88.9	33.3	100	55.6	22.2
	Sweden	20	85	25	20	85	25	15
	United Kingdom	17	94.1	82.4	76.5	100	82.4	88.2

Table 11. Frequency of advertisement in... - Newspapers and magazines

QUESTION: A7_A. How frequently do you advertise your services in - Newspapers and magazines

Base: those who advertise services in each places

		Total N	% Never	% Once a year	% Every 3-6 month	% Every 2 month	% Once per month	% Once per week	% DK/NA
	EU27	307	0.3	3.3	23.8	12.4	32.9	22.1	5.2
	COUNTRY								
	Belgium	18	0	11.1	11.1	27.8	27.8	11.1	11.1
	Bulgaria	12	0	8.3	16.7	25	33.3	16.7	0
	Czech Rep.	10	0	10	10	10	60	0	10
	Germany	16	0	0	0	12.5	62.5	18.8	6.2
	Estonia	5	0	0	0	0	0	100	0
	Greece	9	11.1	11.1	22.2	0	33.3	11.1	11.1
	Spain	25	0	0	36	24	24	16	0
	France	7	0	14.3	42.9	14.3	28.6	0	0
	Ireland	22	0	4.5	31.8	9.1	45.5	9.1	0
	Italy	4	0	0	25	0	50	25	0
	Cyprus	1	0	0	0	0	100	0	0
	Latvia	3	0	0	0	33.3	33.3	33.3	0
	Lithuania	10	0	0	20	0	50	30	0
	Luxembourg	1	0	0	0	100	0	0	0
	Hungary	16	0	6.2	18.8	0	56.2	12.5	6.2
	Malta	4	0	0	75	0	0	0	25
	Netherlands	3	0	0	33.3	0	33.3	0	33.3
	Austria	32	0	0	9.4	0	18.8	65.6	6.2
	Poland	36	0	0	44.4	11.1	30.6	11.1	2.8
	Portugal	2	0	0	50	0	50	0	0
	Romania	19	0	0	5.3	5.3	21.1	42.1	26.3
	Slovenia	3	0	0	33.3	0	66.7	0	0
	Slovakia	8	0	0	50	25	25	0	0
	Finland	8	0	0	12.5	12.5	37.5	37.5	0
	Sweden	17	0	11.8	35.3	17.6	17.6	17.6	0
	United Kingdom	16	0	0	25	31.2	25	18.8	0

Table 12. Frequency of advertisement in... - Specialised media: Newsletters and expert journals

QUESTION: A7_B. How frequently do you advertise your services in - Specialised media: Newsletters and expert journals

Base: those who advertise services in each places

		Total N	% Never	% Once a year	% Every 3-6 month	% Every 2 month	% Once per month	% Once per week	% DK/NA
	EU27	214	0.9	6.1	33.2	10.3	27.6	15.9	6.1
	COUNTRY								
	Belgium	11	0	18.2	18.2	27.3	9.1	18.2	9.1
	Bulgaria	13	0	15.4	53.8	23.1	7.7	0	0
	Czech Rep.	5	0	0	20	0	20	60	0
	Germany	14	0	0	14.3	0	42.9	42.9	0
	Estonia	1	0	0	0	0	0	100	0
	Greece	8	12.5	0	37.5	0	37.5	0	12.5
	Spain	12	0	0	33.3	41.7	25	0	0
	France	4	0	0	50	25	25	0	0
	Ireland	18	0	5.6	61.1	5.6	27.8	0	0
	Italy	9	0	0	22.2	11.1	44.4	22.2	0
	Cyprus	1	0	0	0	100	0	0	0
	Latvia	3	0	33.3	0	33.3	0	33.3	0
	Lithuania	7	0	28.6	14.3	14.3	14.3	14.3	14.3
	Luxembourg	1	0	0	0	100	0	0	0
	Hungary	18	0	0	44.4	5.6	27.8	16.7	5.6
	Malta	2	0	0	50	0	50	0	0
	Netherlands	2	0	50	0	0	50	0	0
	Austria	30	0	0	10	6.7	36.7	33.3	13.3
	Poland	11	0	0	81.8	0	9.1	0	9.1
	Portugal	1	0	100	0	0	0	0	0
	Romania	8	0	0	12.5	0	12.5	37.5	37.5
	Slovenia	7	14.3	0	14.3	14.3	42.9	14.3	0
	Slovakia	1	0	100	0	0	0	0	0
	Finland	8	0	0	50	0	37.5	0	12.5
	Sweden	5	0	40	40	0	20	0	0
	United Kingdom	14	0	0	50	0	42.9	7.1	0

Table 13. Frequency of advertisement in... - Radio and TV

QUESTION: A7_C. How frequently do you advertise your services in - Radio and TV

Base: those who advertise services in each places









		Total N	% Never	% Once a year	% Every 3-6 month	% Every 2 month	% Once per month	% Once per week	% DK/NA
	EU27	204	1	15.2	42.2	7.8	13.2	13.7	6.9
	COUNTRY								
	Belgium	11	0	27.3	18.2	18.2	27.3	9.1	0
	Bulgaria	10	0	0	40	10	40	0	10
	Czech Rep.	4	0	0	75	0	0	25	0
	Germany	4	0	50	50	0	0	0	0
	Estonia	1	0	0	0	0	0	100	0
	Greece	6	16.7	16.7	33.3	0	16.7	0	16.7
	Spain	19	0	5.3	36.8	31.6	5.3	21.1	0
	France	5	0	0	20	20	40	20	0
	Ireland	20	0	5	80	0	10	5	0
	Italy	2	0	50	0	0	50	0	0
	Cyprus	0	0	0	0	0	0	0	0
	Latvia	3	0	0	66.7	0	0	33.3	0
	Lithuania	6	0	16.7	66.7	0	16.7	0	0
	Luxembourg	1	0	0	0	100	0	0	0
	Hungary	14	0	7.1	42.9	0	28.6	14.3	7.1
	Malta	1	0	0	100	0	0	0	0
	Netherlands	3	0	33.3	33.3	0	33.3	0	0
	Austria	24	0	29.2	16.7	4.2	0	25	25
	Poland	27	0	14.8	55.6	0	14.8	14.8	0
	Portugal	3	0	33.3	33.3	0	33.3	0	0
	Romania	10	0	0	10	0	10	40	40
	Slovenia	5	0	0	60	20	20	0	0
	Slovakia	5	20	0	40	40	0	0	0
	Finland	3	0	100	0	0	0	0	0
	Sweden	4	0	25	25	0	0	50	0
	United Kingdom	13	0	23.1	61.5	7.7	0	0	7.7

Table 14. Frequency of advertisement in... - Own Website

QUESTION: A7_D. How frequently do you advertise your services in - Own Website

Base: those who advertise services in each places

		Total N	% Never	% Once a year	% Every 3-6 month	% Every 2 month	% Once per month	% Once per week	% DK/NA
	EU27	358	0.6	1.4	3.1	3.1	12.3	76.3	3.4
	COUNTRY								
	Belgium	18	0	0	11.1	22.2	11.1	55.6	0
	Bulgaria	17	0	0	0	0	0	100	0
	Czech Rep.	9	0	0	0	0	0	100	0
	Germany	18	0	0	0	0	0	100	0
	Estonia	5	0	0	0	0	0	100	0
	Greece	11	9.1	9.1	18.2	0	18.2	45.5	0
	Spain	24	0	0	4.2	20.8	8.3	66.7	0
	France	9	0	0	0	0	22.2	77.8	0
	Ireland	22	0	0	0	0	18.2	81.8	0
	Italy	21	0	0	0	0	61.9	38.1	0
	Cyprus	2	0	0	50	0	0	50	0
	Latvia	3	0	0	0	0	0	100	0
	Lithuania	10	0	0	0	0	0	100	0
	Luxembourg	2	0	0	0	50	50	0	0
	Hungary	21	0	0	0	0	19	76.2	4.8
	Malta	3	0	0	0	0	0	100	0
	Netherlands	3	0	0	0	0	0	66.7	33.3
	Austria	33	0	0	0	0	0	97	3
	Poland	37	0	0	0	0	0	100	0
	Portugal	6	16.7	0	0	0	16.7	33.3	33.3
	Romania	21	0	4.8	4.8	0	14.3	42.9	33.3
	Slovenia	11	0	0	9.1	0	9.1	81.8	0
	Slovakia	9	0	11.1	11.1	11.1	33.3	33.3	0
	Finland	9	0	0	0	0	11.1	88.9	0
	Sweden	17	0	11.8	11.8	0	23.5	52.9	0
	United Kingdom	17	0	0	0	0	5.9	94.1	0

Table 15. Frequency of advertisement in... - Other Website

QUESTION: A7_E. How frequently do you advertise your services in - Other Website

Base: those who advertise services in each places

		Total N	% Never	% Once a year	% Every 3-6 month	% Every 2 month	% Once per month	% Once per week	% DK/NA
	EU27	220	2.7	2.7	5.9	5	10.5	67.7	5.5
	COUNTRY								
	Belgium	4	0	0	25	25	25	0	25
	Bulgaria	14	0	0	0	7.1	0	92.9	0
	Czech Rep.	8	0	12.5	0	0	12.5	62.5	12.5
	Germany	13	0	0	23.1	0	0	69.2	7.7
	Estonia	1	0	0	0	0	0	100	0
	Greece	5	20	20	20	0	20	20	0
	Spain	12	8.3	0	0	25	16.7	50	0
	France	2	0	0	0	0	0	100	0
	Ireland	22	0	4.5	4.5	0	9.1	68.2	13.6
	Italy	13	0	0	0	0	76.9	23.1	0
	Cyprus	1	0	0	0	0	0	100	0
	Latvia	2	0	50	0	0	0	50	0
	Lithuania	10	0	0	0	10	10	80	0
	Luxembourg	1	0	0	0	0	0	0	100
	Hungary	12	8.3	0	8.3	0	25	58.3	0
	Malta	2	50	0	0	0	0	50	0
	Netherlands	3	0	0	0	0	0	66.7	33.3
	Austria	28	0	0	0	3.6	0	89.3	7.1
	Poland	33	0	3	12.1	0	0	81.8	3
	Portugal	0	0	0	0	0	0	0	0
	Romania	1	0	0	0	0	0	0	100
	Slovenia	3	66.7	0	0	0	0	33.3	0
	Slovakia	6	0	0	0	50	0	50	0
	Finland	5	0	0	40	20	0	40	0
	Sweden	5	0	20	0	0	20	60	0
	United Kingdom	14	0	0	0	0	7.1	92.9	0

Table 16. Frequency of advertisement in... - Other means of advertising

QUESTION: A7_F. How frequently do you advertise your services in - Other means of advertising

Base: those who advertise services in each places

		Total N	% Never	% Once a year	% Every 3-6 month	% Every 2 month	% Once per month	% Once per week	% DK/NA
	EU27	174	2.9	7.5	24.1	5.2	10.9	43.1	6.3
	COUNTRY								
	Belgium	4	25	25	25	25	0	0	0
	Bulgaria	8	0	0	25	25	0	37.5	12.5
	Czech Rep.	3	0	0	0	0	0	100	0
	Germany	16	0	6.2	37.5	12.5	0	43.8	0
	Estonia	0	0	0	0	0	0	0	0
	Greece	4	25	0	25	0	25	25	0
	Spain	5	20	0	20	0	20	20	20
	France	8	0	50	12.5	0	12.5	25	0
	Ireland	14	0	0	35.7	0	21.4	42.9	0
	Italy	3	0	0	0	0	66.7	33.3	0
	Cyprus	2	0	0	0	50	0	0	50
	Latvia	1	0	0	0	0	0	100	0
	Lithuania	9	0	0	55.6	0	11.1	11.1	22.2
	Luxembourg	0	0	0	0	0	0	0	0
	Hungary	10	0	10	50	0	10	20	10
	Malta	1	0	0	100	0	0	0	0
	Netherlands	1	0	0	0	0	0	100	0
	Austria	31	3.2	0	0	0	3.2	87.1	6.5
	Poland	26	0	11.5	26.9	11.5	7.7	38.5	3.8
	Portugal	0	0	0	0	0	0	0	0
	Romania	4	0	0	0	0	0	50	50
	Slovenia	3	33.3	0	0	0	33.3	33.3	0
	Slovakia	1	0	0	100	0	0	0	0
	Finland	2	0	0	50	0	0	50	0
	Sweden	3	0	66.7	33.3	0	0	0	0
	United Kingdom	15	0	6.7	26.7	0	33.3	33.3	0

Table 17. Administrative obstacles when starting up a company - Writing of the company statute, bylaws and notarisation process

QUESTION: A10_A. Could you please indicate for each of the administrative obstacle faced by would-be entrepreneurs when starting up a company if they are very important, rather important, rather unimportant or not important at all for your clients? - Writing of the company statute, bylaws and notarisation process

		Total N	% Very important	% Rather important	% Rather unimportant	% Not important at all	% DK/NA
	EU27	472	25.2	26.5	28.2	14.4	5.7
	COUNTRY						
	Belgium	34	11.8	35.3	38.2	2.9	11.8
	Bulgaria	19	31.6	31.6	31.6	5.3	0
	Czech Rep.	15	40	6.7	33.3	6.7	13.3
	Germany	22	31.8	40.9	27.3	0	0
	Estonia	5	40	20	40	0	0
	Greece	15	33.3	26.7	6.7	20	13.3
	Spain	30	26.7	26.7	30	10	6.7
	France	30	30	23.3	33.3	6.7	6.7
	Ireland	24	12.5	12.5	41.7	25	8.3
	Italy	22	9.1	31.8	18.2	40.9	0
	Cyprus	5	40	20	0	20	20
	Latvia	3	33.3	0	66.7	0	0
	Lithuania	10	30	0	30	30	10
	Luxembourg	2	100	0	0	0	0
	Hungary	25	36	32	20	8	4
	Malta	4	0	50	25	0	25
	Netherlands	5	40	0	40	20	0
	Austria	33	27.3	36.4	27.3	6.1	3
	Poland	39	12.8	43.6	23.1	7.7	12.8
	Portugal	17	0	5.9	35.3	58.8	0
	Romania	24	12.5	16.7	20.8	41.7	8.3
	Slovenia	20	55	25	20	0	0
	Slovakia	16	62.5	12.5	25	0	0
	Finland	9	33.3	44.4	22.2	0	0
	Sweden	26	7.7	23.1	34.6	30.8	3.8
	United Kingdom	18	27.8	27.8	33.3	11.1	0

Table 18. Administrative obstacles when starting up a company - Obtaining approval for the requested company name

QUESTION: A10_B. Could you please indicate for each of the administrative obstacle faced by would-be entrepreneurs when starting up a company if they are very important, rather important, rather unimportant or not important at all for your clients? - Obtaining approval for the requested company name

		Total N	% Very important	% Rather important	% Rather unimportant	% Not important at all	% DK/NA
	EU27	472	15	27.1	35.2	18	4.7
	COUNTRY						
	Belgium	34	11.8	20.6	50	8.8	8.8
	Bulgaria	19	15.8	21.1	36.8	26.3	0
	Czech Rep.	15	40	0	26.7	26.7	6.7
	Germany	22	18.2	63.6	18.2	0	0
	Estonia	5	20	40	40	0	0
	Greece	15	6.7	20	26.7	26.7	20
	Spain	30	16.7	20	46.7	10	6.7
	France	30	3.3	23.3	43.3	20	10
	Ireland	24	12.5	25	25	37.5	0
	Italy	22	0	22.7	27.3	50	0
	Cyprus	5	0	20	40	20	20
	Latvia	3	0	0	66.7	0	33.3
	Lithuania	10	20	20	30	30	0
	Luxembourg	2	50	0	0	0	50
	Hungary	25	8	40	36	12	4
	Malta	4	0	75	0	0	25
	Netherlands	5	40	40	20	0	0
	Austria	33	30.3	30.3	36.4	3	0
	Poland	39	5.1	17.9	59	15.4	2.6
	Portugal	17	5.9	29.4	41.2	23.5	0
	Romania	24	12.5	16.7	25	37.5	8.3
	Slovenia	20	35	30	20	5	10
	Slovakia	16	50	12.5	12.5	25	0
	Finland	9	22.2	66.7	11.1	0	0
	Sweden	26	0	42.3	46.2	11.5	0
	United Kingdom	18	16.7	27.8	27.8	27.8	0

Table 19. Administrative obstacles when starting up a company - Obtaining certificates on the partners (good conducts, qualifications, etc)

QUESTION: A10_C. Could you please indicate for each of the administrative obstacle faced by would-be entrepreneurs when starting up a company if they are very important, rather important, rather unimportant or not important at all for your clients? - Obtaining certificates on the partners (good conducts, qualifications, etc)

		Total N	% Very important	% Rather important	% Rather unimportant	% Not important at all	% DK/NA
	EU27	472	12.7	26.3	34.1	15.3	11.7
	COUNTRY						
	Belgium	34	17.6	14.7	47.1	11.8	8.8
	Bulgaria	19	26.3	52.6	10.5	5.3	5.3
	Czech Rep.	15	26.7	6.7	33.3	26.7	6.7
	Germany	22	9.1	45.5	40.9	4.5	0
	Estonia	5	0	20	40	0	40
	Greece	15	13.3	0	13.3	26.7	46.7
	Spain	30	6.7	16.7	40	20	16.7
	France	30	3.3	16.7	50	10	20
	Ireland	24	8.3	25	33.3	25	8.3
	Italy	22	0	22.7	31.8	45.5	0
	Cyprus	5	20	20	20	20	20
	Latvia	3	33.3	0	33.3	33.3	0
	Lithuania	10	30	0	30	10	30
	Luxembourg	2	50	0	0	0	50
	Hungary	25	20	60	16	4	0
	Malta	4	25	25	0	0	50
	Netherlands	5	0	20	20	60	0
	Austria	33	21.2	18.2	51.5	9.1	0
	Poland	39	12.8	25.6	41	10.3	10.3
	Portugal	17	0	23.5	5.9	17.6	52.9
	Romania	24	4.2	25	12.5	45.8	12.5
	Slovenia	20	15	45	30	0	10
	Slovakia	16	37.5	31.2	18.8	6.2	6.2
	Finland	9	0	55.6	22.2	11.1	11.1
	Sweden	26	3.8	34.6	57.7	3.8	0
	United Kingdom	18	5.6	22.2	55.6	11.1	5.6

Table 20. Administrative obstacles when starting up a company - Registering the company

QUESTION: A10_D. Could you please indicate for each of the administrative obstacle faced by would-be entrepreneurs when starting up a company if they are very important, rather important, rather unimportant or not important at all for your clients? - Registering the company

		Total N	% Very important	% Rather important	% Rather unimportant	% Not important at all	% DK/NA
	EU27	472	30.3	27.5	22.2	15.5	4.4
	COUNTRY						
	Belgium	34	35.3	38.2	14.7	5.9	5.9
	Bulgaria	19	57.9	21.1	21.1	0	0
	Czech Rep.	15	26.7	46.7	6.7	13.3	6.7
	Germany	22	45.5	45.5	4.5	4.5	0
	Estonia	5	60	20	20	0	0
	Greece	15	13.3	33.3	13.3	20	20
	Spain	30	23.3	23.3	33.3	6.7	13.3
	France	30	23.3	23.3	26.7	20	6.7
	Ireland	24	33.3	20.8	25	20.8	0
	Italy	22	4.5	18.2	22.7	54.5	0
	Cyprus	5	40	20	0	20	20
	Latvia	3	33.3	0	33.3	33.3	0
	Lithuania	10	0	10	50	40	0
	Luxembourg	2	50	0	0	0	50
	Hungary	25	52	20	20	8	0
	Malta	4	25	50	0	0	25
	Netherlands	5	60	40	0	0	0
	Austria	33	30.3	39.4	27.3	3	0
	Poland	39	33.3	30.8	23.1	7.7	5.1
	Portugal	17	17.6	5.9	41.2	35.3	0
	Romania	24	8.3	16.7	16.7	45.8	12.5
	Slovenia	20	40	35	25	0	0
	Slovakia	16	37.5	31.2	18.8	12.5	0
	Finland	9	77.8	0	11.1	0	11.1
	Sweden	26	19.2	23.1	30.8	26.9	0
	United Kingdom	18	16.7	44.4	27.8	11.1	0

Table 21. Administrative obstacles when starting up a company - Obtaining the fiscal ID number, register for taxes

QUESTION: A10_E. Could you please indicate for each of the administrative obstacle faced by would-be entrepreneurs when starting up a company if they are very important, rather important, rather unimportant or not important at all for your clients? - Obtaining the fiscal ID number, register for taxes

		Total N	% Very important	% Rather important	% Rather unimportant	% Not important at all	% DK/NA
	EU27	472	31.4	26.5	23.3	14.4	4.4
	COUNTRY						
	Belgium	34	47.1	35.3	8.8	2.9	5.9
	Bulgaria	19	63.2	10.5	26.3	0	0
	Czech Rep.	15	33.3	26.7	20	13.3	6.7
	Germany	22	40.9	27.3	22.7	9.1	0
	Estonia	5	40	40	20	0	0
	Greece	15	13.3	40	6.7	20	20
	Spain	30	33.3	20	33.3	6.7	6.7
	France	30	10	26.7	36.7	16.7	10
	Ireland	24	37.5	20.8	16.7	25	0
	Italy	22	4.5	18.2	22.7	54.5	0
	Cyprus	5	40	20	0	20	20
	Latvia	3	33.3	0	33.3	33.3	0
	Lithuania	10	0	0	40	50	10
	Luxembourg	2	50	0	0	0	50
	Hungary	25	40	28	20	12	0
	Malta	4	25	50	0	0	25
	Netherlands	5	40	60	0	0	0
	Austria	33	54.5	33.3	12.1	0	0
	Poland	39	20.5	30.8	33.3	10.3	5.1
	Portugal	17	11.8	17.6	47.1	23.5	0
	Romania	24	12.5	16.7	20.8	37.5	12.5
	Slovenia	20	30	50	15	0	5
	Slovakia	16	50	18.8	12.5	18.8	0
	Finland	9	88.9	0	0	11.1	0
	Sweden	26	23.1	19.2	46.2	11.5	0
	United Kingdom	18	16.7	50	27.8	5.6	0

Table 22. Administrative obstacles when starting up a company - Registering for VAT

QUESTION: A10_F. Could you please indicate for each of the administrative obstacle faced by would-be entrepreneurs when starting up a company if they are very important, rather important, rather unimportant or not important at all for your clients? - Registering for VAT

		Total N	% Very important	% Rather important	% Rather unimportant	% Not important at all	% DK/NA
	EU27	472	31.1	25.6	25.2	12.7	5.3
	COUNTRY						
	Belgium	34	47.1	35.3	8.8	2.9	5.9
	Bulgaria	19	52.6	31.6	15.8	0	0
	Czech Rep.	15	40	26.7	20	6.7	6.7
	Germany	22	31.8	31.8	27.3	9.1	0
	Estonia	5	80	20	0	0	0
	Greece	15	13.3	26.7	20	20	20
	Spain	30	20	30	36.7	6.7	6.7
	France	30	10	20	40	20	10
	Ireland	24	37.5	12.5	25	25	0
	Italy	22	4.5	18.2	22.7	54.5	0
	Cyprus	5	40	20	0	20	20
	Latvia	3	33.3	33.3	33.3	0	0
	Lithuania	10	10	10	60	10	10
	Luxembourg	2	0	0	50	0	50
	Hungary	25	36	32	20	12	0
	Malta	4	25	50	0	0	25
	Netherlands	5	40	60	0	0	0
	Austria	33	54.5	27.3	18.2	0	0
	Poland	39	17.9	33.3	28.2	12.8	7.7
	Portugal	17	11.8	11.8	35.3	23.5	17.6
	Romania	24	12.5	16.7	20.8	37.5	12.5
	Slovenia	20	35	40	20	0	5
	Slovakia	16	62.5	18.8	6.2	12.5	0
	Finland	9	77.8	11.1	11.1	0	0
	Sweden	26	23.1	15.4	57.7	3.8	0
	United Kingdom	18	38.9	27.8	27.8	5.6	0

Table 23. Administrative obstacles when starting up a company - Registering for social security, pension funds, etc

QUESTION: A10_G. Could you please indicate for each of the administrative obstacle faced by would-be entrepreneurs when starting up a company if they are very important, rather important, rather unimportant or not important at all for your clients? - Registering for social security, pension funds, etc

		Total N	% Very important	% Rather important	% Rather unimportant	% Not important at all	% DK/NA
	EU27	472	28.6	28.2	23.9	14	5.3
	COUNTRY						
	Belgium	34	47.1	38.2	8.8	0	5.9
	Bulgaria	19	63.2	15.8	21.1	0	0
	Czech Rep.	15	40	26.7	20	6.7	6.7
	Germany	22	31.8	36.4	22.7	9.1	0
	Estonia	5	0	20	80	0	0
	Greece	15	26.7	26.7	6.7	13.3	26.7
	Spain	30	23.3	40	26.7	3.3	6.7
	France	30	20	26.7	26.7	23.3	3.3
	Ireland	24	25	16.7	29.2	29.2	0
	Italy	22	4.5	18.2	22.7	54.5	0
	Cyprus	5	40	20	0	20	20
	Latvia	3	0	0	33.3	33.3	33.3
	Lithuania	10	0	10	40	40	10
	Luxembourg	2	0	0	50	0	50
	Hungary	25	40	32	16	8	4
	Malta	4	25	50	0	0	25
	Netherlands	5	20	40	0	20	20
	Austria	33	54.5	24.2	15.2	6.1	0
	Poland	39	23.1	38.5	20.5	10.3	7.7
	Portugal	17	5.9	23.5	47.1	23.5	0
	Romania	24	8.3	12.5	20.8	37.5	20.8
	Slovenia	20	20	40	40	0	0
	Slovakia	16	56.2	18.8	18.8	6.2	0
	Finland	9	77.8	11.1	11.1	0	0
	Sweden	26	7.7	50	34.6	7.7	0
	United Kingdom	18	22.2	16.7	44.4	16.7	0

Table 24. Possible constraints when starting up a company - Lack of business idea or business opportunity

QUESTION: A11_A. Could you please indicate for each of the possible constraints faced by would-be entrepreneurs when starting up a company if they are very important, rather important, rather unimportant or not at all important for your clients? - Lack of business idea or business opportunity



		Total N	% Very important	% Rather important	% Rather unimportant	% Not important at all	% DK/NA
	EU27	472	49.8	25	13.1	7	5.1
	COUNTRY						
	Belgium	34	8.8	26.5	41.2	11.8	11.8
	Bulgaria	19	78.9	15.8	0	5.3	0
	Czech Rep.	15	60	20	13.3	6.7	0
	Germany	22	63.6	18.2	9.1	4.5	4.5
	Estonia	5	40	20	40	0	0
	Greece	15	66.7	13.3	0	6.7	13.3
	Spain	30	60	20	10	3.3	6.7
	France	30	30	43.3	16.7	6.7	3.3
	Ireland	24	58.3	25	12.5	4.2	0
	Italy	22	36.4	45.5	9.1	4.5	4.5
	Cyprus	5	60	20	0	0	20
	Latvia	3	100	0	0	0	0
	Lithuania	10	50	20	10	0	20
	Luxembourg	2	50	0	0	0	50
	Hungary	25	48	40	8	4	0
	Malta	4	50	50	0	0	0
	Netherlands	5	40	40	0	20	0
	Austria	33	87.9	9.1	3	0	0
	Poland	39	61.5	23.1	12.8	0	2.6
	Portugal	17	23.5	47.1	11.8	0	17.6
	Romania	24	37.5	41.7	4.2	0	16.7
	Slovenia	20	65	15	20	0	0
	Slovakia	16	43.8	18.8	25	12.5	0
	Finland	9	77.8	22.2	0	0	0
	Sweden	26	19.2	7.7	15.4	57.7	0
	United Kingdom	18	38.9	22.2	27.8	5.6	5.6

Table 25. Possible constraints when starting up a company - Lack of finances

QUESTION: A11_B. Could you please indicate for each of the possible constraints faced by would-be entrepreneurs when starting up a company if they very important, rather important, rather unimportant or not at all important for your clients? - Lack of finances

		Total N	% Very important	% Rather important	% Rather unimportant	% Not important at all	% DK/NA
	EU27	472	65.9	25.8	5.3	0.6	2.3
	COUNTRY						
	Belgium	34	11.8	41.2	38.2	0	8.8
	Bulgaria	19	94.7	5.3	0	0	0
	Czech Rep.	15	86.7	13.3	0	0	0
	Germany	22	63.6	31.8	4.5	0	0
	Estonia	5	60	40	0	0	0
	Greece	15	80	13.3	0	0	6.7
	Spain	30	56.7	33.3	6.7	0	3.3
	France	30	76.7	20	3.3	0	0
	Ireland	24	75	20.8	4.2	0	0
	Italy	22	59.1	40.9	0	0	0
	Cyprus	5	60	0	0	20	20
	Latvia	3	66.7	33.3	0	0	0
	Lithuania	10	100	0	0	0	0
	Luxembourg	2	50	0	0	0	50
	Hungary	25	80	20	0	0	0
	Malta	4	50	50	0	0	0
	Netherlands	5	40	40	0	20	0
	Austria	33	78.8	21.2	0	0	0
	Poland	39	69.2	28.2	0	0	2.6
	Portugal	17	41.2	41.2	5.9	0	11.8
	Romania	24	54.2	37.5	4.2	0	4.2
	Slovenia	20	55	35	10	0	0
	Slovakia	16	75	12.5	6.2	6.2	0
	Finland	9	66.7	33.3	0	0	0
	Sweden	26	73.1	23.1	3.8	0	0
	United Kingdom	18	83.3	11.1	5.6	0	0

Table 26. Possible constraints when starting up a company - Lack of skills

QUESTION: A11_C. Could you please indicate for each of the possible constraints faced by would-be entrepreneurs when starting up a company if they are very important, rather important, rather unimportant or not at all important for your clients? - Lack of skills

		Total N	% Very important	% Rather important	% Rather unimportant	% Not important at all	% DK/NA
	EU27	472	40.3	38.3	15.5	1.5	4.4
	COUNTRY						
	Belgium	34	26.5	38.2	23.5	0	11.8
	Bulgaria	19	73.7	21.1	5.3	0	0
	Czech Rep.	15	40	26.7	13.3	6.7	13.3
	Germany	22	40.9	36.4	22.7	0	0
	Estonia	5	0	100	0	0	0
	Greece	15	66.7	26.7	0	0	6.7
	Spain	30	26.7	46.7	20	0	6.7
	France	30	26.7	36.7	33.3	3.3	0
	Ireland	24	41.7	54.2	0	0	4.2
	Italy	22	54.5	31.8	9.1	0	4.5
	Cyprus	5	40	20	0	20	20
	Latvia	3	33.3	66.7	0	0	0
	Lithuania	10	90	10	0	0	0
	Luxembourg	2	0	0	50	0	50
	Hungary	25	40	32	28	0	0
	Malta	4	25	50	25	0	0
	Netherlands	5	40	60	0	0	0
	Austria	33	51.5	48.5	0	0	0
	Poland	39	35.9	41	20.5	0	2.6
	Portugal	17	29.4	41.2	11.8	0	17.6
	Romania	24	29.2	33.3	25	0	12.5
	Slovenia	20	60	35	5	0	0
	Slovakia	16	50	25	12.5	12.5	0
	Finland	9	66.7	33.3	0	0	0
	Sweden	26	15.4	50	30.8	3.8	0
	United Kingdom	18	33.3	38.9	16.7	5.6	5.6

Table 27. Possible constraints when starting up a company - Lack of willingness to take the risk

QUESTION: A11_D. Could you please indicate for each of the possible constraints faced by would-be entrepreneurs when starting up a company if they very important, rather important, rather unimportant or not at all important for your clients? - Lack of willingness to take the risk

		Total N	% Very important	% Rather important	% Rather unimportant	% Not important at all	% DK/NA
	EU27	472	34.1	40.9	16.5	3.6	4.9
	COUNTRY						
	Belgium	34	26.5	26.5	23.5	11.8	11.8
	Bulgaria	19	84.2	15.8	0	0	0
	Czech Rep.	15	26.7	26.7	13.3	26.7	6.7
	Germany	22	13.6	63.6	18.2	0	4.5
	Estonia	5	0	80	20	0	0
	Greece	15	40	33.3	0	6.7	20
	Spain	30	40	43.3	10	0	6.7
	France	30	20	36.7	30	10	3.3
	Ireland	24	54.2	37.5	8.3	0	0
	Italy	22	31.8	54.5	9.1	0	4.5
	Cyprus	5	20	60	0	0	20
	Latvia	3	66.7	33.3	0	0	0
	Lithuania	10	70	10	10	0	10
	Luxembourg	2	50	0	0	0	50
	Hungary	25	32	40	28	0	0
	Malta	4	0	100	0	0	0
	Netherlands	5	40	40	0	20	0
	Austria	33	18.2	54.5	27.3	0	0
	Poland	39	30.8	43.6	17.9	2.6	5.1
	Portugal	17	11.8	52.9	17.6	0	17.6
	Romania	24	33.3	33.3	25	4.2	4.2
	Slovenia	20	60	30	10	0	0
	Slovakia	16	25	43.8	18.8	12.5	0
	Finland	9	33.3	55.6	11.1	0	0
	Sweden	26	34.6	46.2	19.2	0	0
	United Kingdom	18	44.4	33.3	16.7	0	5.6

Table 28. Possible constraints when starting up a company - Lack of information

QUESTION: A11_E. Could you please indicate for each of the possible constraints faced by would-be entrepreneurs when starting up a company if they are very important, rather important, rather unimportant or not at all important for your clients? - Lack of information

		Total N	% Very important	% Rather important	% Rather unimportant	% Not important at all	% DK/NA
	EU27	472	41.3	36.9	14.8	4	3
	COUNTRY						
	Belgium	34	26.5	38.2	14.7	5.9	14.7
	Bulgaria	19	73.7	21.1	5.3	0	0
	Czech Rep.	15	73.3	6.7	13.3	6.7	0
	Germany	22	40.9	45.5	13.6	0	0
	Estonia	5	20	20	60	0	0
	Greece	15	60	26.7	6.7	6.7	0
	Spain	30	46.7	30	16.7	0	6.7
	France	30	26.7	43.3	23.3	6.7	0
	Ireland	24	54.2	29.2	8.3	8.3	0
	Italy	22	36.4	45.5	13.6	0	4.5
	Cyprus	5	20	20	20	20	20
	Latvia	3	33.3	66.7	0	0	0
	Lithuania	10	50	20	20	0	10
	Luxembourg	2	50	0	0	0	50
	Hungary	25	68	28	4	0	0
	Malta	4	0	100	0	0	0
	Netherlands	5	20	60	0	20	0
	Austria	33	45.5	42.4	12.1	0	0
	Poland	39	30.8	46.2	15.4	2.6	5.1
	Portugal	17	35.3	29.4	29.4	5.9	0
	Romania	24	33.3	37.5	12.5	12.5	4.2
	Slovenia	20	35	50	15	0	0
	Slovakia	16	56.2	31.2	6.2	6.2	0
	Finland	9	44.4	55.6	0	0	0
	Sweden	26	23.1	46.2	26.9	3.8	0
	United Kingdom	18	33.3	27.8	27.8	11.1	0

Table 29. Possible constraints when starting up a company - Lack of simple administrative procedures

QUESTION: A11_F. Could you please indicate for each of the possible constraints faced by would-be entrepreneurs when starting up a company if they are very important, rather important, rather unimportant or not at all important for your clients? - Lack of simple administrative procedures

		Total N	% Very important	% Rather important	% Rather unimportant	% Not important at all	% DK/NA
	EU27	472	33.5	36.4	20.3	5.3	4.4
	COUNTRY						
	Belgium	34	32.4	44.1	8.8	0	14.7
	Bulgaria	19	89.5	5.3	5.3	0	0
	Czech Rep.	15	53.3	13.3	13.3	13.3	6.7
	Germany	22	22.7	31.8	36.4	0	9.1
	Estonia	5	20	40	40	0	0
	Greece	15	26.7	33.3	0	20	20
	Spain	30	40	36.7	16.7	0	6.7
	France	30	26.7	33.3	26.7	13.3	0
	Ireland	24	37.5	37.5	12.5	12.5	0
	Italy	22	50	31.8	9.1	4.5	4.5
	Cyprus	5	40	20	0	20	20
	Latvia	3	0	100	0	0	0
	Lithuania	10	50	20	30	0	0
	Luxembourg	2	0	0	50	0	50
	Hungary	25	16	44	40	0	0
	Malta	4	25	75	0	0	0
	Netherlands	5	40	40	0	20	0
	Austria	33	30.3	33.3	33.3	3	0
	Poland	39	38.5	46.2	10.3	0	5.1
	Portugal	17	11.8	11.8	47.1	23.5	5.9
	Romania	24	29.2	50	12.5	4.2	4.2
	Slovenia	20	35	50	10	5	0
	Slovakia	16	50	37.5	6.2	6.2	0
	Finland	9	33.3	66.7	0	0	0
	Sweden	26	3.8	38.5	50	3.8	3.8
	United Kingdom	18	27.8	33.3	33.3	5.6	0

Table 30. Important measures for enhancing the number of start-ups - Create a more favourable entrepreneurial environment (taxes, laws, infrastructure etc.)

QUESTION: A12_A. For each of the following measures, please tell me if this measure is very important, rather important, rather not important or not important at all for enhancing the number of start-ups. - Create a more favourable entrepreneurial environment (taxes, laws, infrastructure etc.)

		Total N	% Very important	% Rather important	% Rather unimportant	% Not important at all	% DK/NA
	EU27	472	72.2	21	3.6	1.5	1.7
	COUNTRY						
	Belgium	34	52.9	38.2	8.8	0	0
	Bulgaria	19	100	0	0	0	0
	Czech Rep.	15	86.7	13.3	0	0	0
	Germany	22	63.6	31.8	4.5	0	0
	Estonia	5	40	40	20	0	0
	Greece	15	86.7	6.7	0	6.7	0
	Spain	30	60	30	3.3	0	6.7
	France	30	60	16.7	16.7	3.3	3.3
	Ireland	24	70.8	29.2	0	0	0
	Italy	22	90.9	9.1	0	0	0
	Cyprus	5	80	0	0	20	0
	Latvia	3	100	0	0	0	0
	Lithuania	10	80	10	0	0	10
	Luxembourg	2	50	0	0	0	50
	Hungary	25	88	8	0	0	4
	Malta	4	50	50	0	0	0
	Netherlands	5	60	20	0	20	0
	Austria	33	87.9	12.1	0	0	0
	Poland	39	79.5	17.9	0	0	2.6
	Portugal	17	64.7	35.3	0	0	0
	Romania	24	54.2	37.5	0	4.2	4.2
	Slovenia	20	90	10	0	0	0
	Slovakia	16	62.5	31.2	6.2	0	0
	Finland	9	66.7	22.2	11.1	0	0
	Sweden	26	65.4	15.4	15.4	3.8	0
	United Kingdom	18	61.1	33.3	0	5.6	0

Table 31. Important measures for enhancing the number of start-ups - Improve entrepreneurship education in schools / university

QUESTION: A12_B. For each of the following measures, please tell me if this measure is very important, rather important, rather not important or not important at all for enhancing the number of start-ups. - Improve entrepreneurship education in schools / university

		Total N	% Very important	% Rather important	% Rather unimportant	% Not important at all	% DK/NA
	EU27	472	68.4	25.8	4	0.6	1.1
	COUNTRY						
	Belgium	34	52.9	23.5	20.6	0	2.9
	Bulgaria	19	78.9	21.1	0	0	0
	Czech Rep.	15	73.3	13.3	6.7	6.7	0
	Germany	22	59.1	40.9	0	0	0
	Estonia	5	60	40	0	0	0
	Greece	15	93.3	0	0	6.7	0
	Spain	30	60	26.7	10	0	3.3
	France	30	73.3	20	3.3	3.3	0
	Ireland	24	79.2	20.8	0	0	0
	Italy	22	77.3	22.7	0	0	0
	Cyprus	5	60	40	0	0	0
	Latvia	3	100	0	0	0	0
	Lithuania	10	60	20	20	0	0
	Luxembourg	2	50	0	0	0	50
	Hungary	25	64	36	0	0	0
	Malta	4	50	50	0	0	0
	Netherlands	5	60	20	20	0	0
	Austria	33	72.7	24.2	3	0	0
	Poland	39	56.4	38.5	2.6	0	2.6
	Portugal	17	76.5	23.5	0	0	0
	Romania	24	83.3	12.5	0	0	4.2
	Slovenia	20	60	40	0	0	0
	Slovakia	16	62.5	31.2	6.2	0	0
	Finland	9	44.4	55.6	0	0	0
	Sweden	26	69.2	30.8	0	0	0
	United Kingdom	18	88.9	5.6	5.6	0	0

Table 32. Important measures for enhancing the number of start-ups - Facilitate access to finance

QUESTION: A12_C. For each of the following measures, please tell me if this measure very important, rather important, rather not important or not important at all for enhancing the number of start-ups. - Facilitate access to finance

		Total N	% Very important	% Rather important	% Rather unimportant	% Not important at all	% DK/NA
	EU27	472	58.5	32.8	5.9	0.8	1.9
	COUNTRY						
	Belgium	34	38.2	38.2	17.6	0	5.9
	Bulgaria	19	68.4	31.6	0	0	0
	Czech Rep.	15	60	26.7	0	13.3	0
	Germany	22	27.3	54.5	18.2	0	0
	Estonia	5	60	20	20	0	0
	Greece	15	73.3	20	6.7	0	0
	Spain	30	70	23.3	3.3	0	3.3
	France	30	76.7	23.3	0	0	0
	Ireland	24	75	25	0	0	0
	Italy	22	72.7	22.7	4.5	0	0
	Cyprus	5	60	20	0	20	0
	Latvia	3	100	0	0	0	0
	Lithuania	10	90	0	10	0	0
	Luxembourg	2	50	0	0	0	50
	Hungary	25	76	24	0	0	0
	Malta	4	50	50	0	0	0
	Netherlands	5	20	60	0	20	0
	Austria	33	45.5	54.5	0	0	0
	Poland	39	66.7	28.2	2.6	0	2.6
	Portugal	17	41.2	29.4	29.4	0	0
	Romania	24	54.2	29.2	8.3	0	8.3
	Slovenia	20	50	35	10	0	5
	Slovakia	16	62.5	25	6.2	0	6.2
	Finland	9	11.1	88.9	0	0	0
	Sweden	26	42.3	53.8	3.8	0	0
	United Kingdom	18	66.7	27.8	5.6	0	0

Table 33. Important measures for enhancing the number of start-ups - Reduce red tape / administrative burden

QUESTION: A12_D. For each of the following measures, please tell me if this measure is very important, rather important, rather not important or not important at all for enhancing the number of start-ups. - Reduce red tape / administrative burden

		Total N	% Very important	% Rather important	% Rather unimportant	% Not important at all	% DK/NA
	EU27	472	59.5	27.1	10.4	1.3	1.7
	COUNTRY						
	Belgium	34	58.8	23.5	11.8	2.9	2.9
	Bulgaria	19	89.5	10.5	0	0	0
	Czech Rep.	15	86.7	13.3	0	0	0
	Germany	22	50	31.8	13.6	0	4.5
	Estonia	5	40	20	40	0	0
	Greece	15	86.7	13.3	0	0	0
	Spain	30	53.3	26.7	13.3	0	6.7
	France	30	40	33.3	20	6.7	0
	Ireland	24	62.5	25	12.5	0	0
	Italy	22	68.2	27.3	4.5	0	0
	Cyprus	5	60	20	20	0	0
	Latvia	3	66.7	33.3	0	0	0
	Lithuania	10	90	0	10	0	0
	Luxembourg	2	50	0	0	0	50
	Hungary	25	72	24	4	0	0
	Malta	4	50	50	0	0	0
	Netherlands	5	40	40	20	0	0
	Austria	33	51.5	36.4	12.1	0	0
	Poland	39	66.7	30.8	0	0	2.6
	Portugal	17	23.5	11.8	52.9	11.8	0
	Romania	24	62.5	29.2	0	4.2	4.2
	Slovenia	20	65	30	5	0	0
	Slovakia	16	50	43.8	0	0	6.2
	Finland	9	44.4	55.6	0	0	0
	Sweden	26	46.2	26.9	26.9	0	0
	United Kingdom	18	61.1	33.3	5.6	0	0

Table 34. Important measures for enhancing the number of start-ups - Improve access to information and guidance

QUESTION: A12_E. For each of the following measures, please tell me if this measure is very important, rather important, rather not important or not important at all for enhancing the number of start-ups. - Improve access to information and guidance

		Total N	% Very important	% Rather important	% Rather unimportant	% Not important at all	% DK/NA
	EU27	472	50.2	36.7	10.8	1.3	1.1
	COUNTRY						
	Belgium	34	64.7	23.5	11.8	0	0
	Bulgaria	19	63.2	36.8	0	0	0
	Czech Rep.	15	66.7	20	6.7	6.7	0
	Germany	22	9.1	50	40.9	0	0
	Estonia	5	20	20	60	0	0
	Greece	15	53.3	33.3	6.7	6.7	0
	Spain	30	46.7	43.3	6.7	0	3.3
	France	30	50	50	0	0	0
	Ireland	24	58.3	25	16.7	0	0
	Italy	22	68.2	27.3	4.5	0	0
	Cyprus	5	60	20	0	20	0
	Latvia	3	33.3	66.7	0	0	0
	Lithuania	10	80	0	20	0	0
	Luxembourg	2	50	0	0	0	50
	Hungary	25	40	52	8	0	0
	Malta	4	0	100	0	0	0
	Netherlands	5	40	40	0	20	0
	Austria	33	54.5	30.3	15.2	0	0
	Poland	39	48.7	43.6	5.1	0	2.6
	Portugal	17	35.3	35.3	23.5	5.9	0
	Romania	24	58.3	37.5	0	0	4.2
	Slovenia	20	50	35	10	0	5
	Slovakia	16	75	18.8	6.2	0	0
	Finland	9	22.2	77.8	0	0	0
	Sweden	26	42.3	38.5	19.2	0	0
	United Kingdom	18	38.9	38.9	16.7	5.6	0

Table 35. Awareness of the Services Directive

QUESTION: A13. Are you aware of the Services Directive?




























		Total N	% Yes	% No	% DK/NA
	EU27	472	41.7	55.3	3
	COUNTRY				
	Belgium	34	11.8	73.5	14.7
	Bulgaria	19	47.4	47.4	5.3
	Czech Rep.	15	46.7	46.7	6.7
	Germany	22	95.5	4.5	0
	Estonia	5	40	60	0
	Greece	15	6.7	86.7	6.7
	Spain	30	20	80	0
	France	30	20	80	0
	Ireland	24	62.5	37.5	0
	Italy	22	40.9	59.1	0
	Cyprus	5	60	40	0
	Latvia	3	66.7	33.3	0
	Lithuania	10	40	60	0
	Luxembourg	2	50	50	0
	Hungary	25	28	72	0
	Malta	4	50	50	0
	Netherlands	5	40	60	0
	Austria	33	81.8	15.2	3
	Poland	39	51.3	46.2	2.6
	Portugal	17	41.2	58.8	0
	Romania	24	33.3	66.7	0
	Slovenia	20	10	80	10
	Slovakia	16	50	43.8	6.2
	Finland	9	88.9	0	11.1
	Sweden	26	38.5	61.5	0
	United Kingdom	18	33.3	66.7	0

Table 36. Type of impact of the Services Directive on the way organisation operates

QUESTION: A14. What kind of impact do you think the Services Directive is going to have on the way your organisation operates? Do you think the impact will be very high, rather high, rather low, or will there be no impact at all?

Base: those who are aware the Services Directive




























		Total N	% Very high	% Rather high	% Rather low	% No impact at all	% DK/NA
	EU27	197	8.6	38.1	34	10.2	9.1
	COUNTRY						
	Belgium	4	0	75	0	0	25
	Bulgaria	9	22.2	66.7	0	0	11.1
	Czech Rep.	7	0	28.6	28.6	0	42.9
	Germany	21	28.6	38.1	23.8	4.8	4.8
	Estonia	2	0	50	50	0	0
	Greece	1	0	100	0	0	0
	Spain	6	16.7	66.7	16.7	0	0
	France	6	16.7	50	33.3	0	0
	Ireland	15	0	40	40	13.3	6.7
	Italy	9	0	44.4	22.2	33.3	0
	Cyprus	3	0	33.3	0	66.7	0
	Latvia	2	0	50	50	0	0
	Lithuania	4	0	50	50	0	0
	Luxembourg	1	0	0	100	0	0
	Hungary	7	14.3	14.3	42.9	0	28.6
	Malta	2	50	0	50	0	0
	Netherlands	2	0	50	0	50	0
	Austria	27	0	37	48.1	3.7	11.1
	Poland	20	5	40	50	5	0
	Portugal	7	28.6	57.1	0	14.3	0
	Romania	8	0	50	25	0	25
	Slovenia	2	50	0	50	0	0
	Slovakia	8	12.5	0	12.5	50	25
	Finland	8	0	12.5	75	12.5	0
	Sweden	10	0	30	30	30	10
	United Kingdom	6	0	16.7	66.7	0	16.7

Table 37. Actions to adapt to the Directive

QUESTION: A15_A-E. What are the ongoing or planned actions at your organisation to adapt to this Directive?

Base: those who think the Services Directive is going to have very or rather high impact on the way organisation operates

% of "Mentioned shown




		Total N	Methods and systems will be changed	Additional responsibilities will be added	Responsibilities will be transferred to another organisation/body	Start-up process will be converted into a web based system	Other actions
	EU27	92	64.1	60.9	22.8	46.7	33.7
	COUNTRY						
	Belgium	3	66.7	66.7	33.3	0	33.3
	Bulgaria	8	87.5	87.5	25	37.5	25
	Czech Rep.	2	50	50	0	0	0
	Germany	14	57.1	78.6	7.1	64.3	42.9
	Estonia	1	100	100	0	0	0
	Greece	1	0	0	0	0	100
	Spain	5	80	60	20	80	0
	France	4	75	25	0	50	75
	Ireland	6	50	66.7	16.7	33.3	16.7
	Italy	4	100	0	50	50	0
	Cyprus	1	0	100	0	0	0
	Latvia	1	100	100	100	100	100
	Lithuania	2	50	50	0	50	50
	Luxembourg	0	0	0	0	0	0
	Hungary	2	0	50	0	0	50
	Malta	1	100	0	0	0	100
	Netherlands	1	0	0	0	0	0
	Austria	10	80	60	40	60	20
	Poland	9	55.6	55.6	22.2	22.2	44.4
	Portugal	6	50	33.3	33.3	66.7	33.3
	Romania	4	50	100	25	75	25
	Slovenia	1	100	100	100	100	100
	Slovakia	1	100	100	0	0	0
	Finland	1	100	0	100	100	0
	Sweden	3	33.3	66.7	0	33.3	100
	United Kingdom	1	100	100	100	100	0

Table 38. Usefulness of participating in the programme

QUESTION: B1. There is the idea to launch an EU programme that would support young would-be entrepreneurs who want to spend a period of time in another country in order to learn from and exchange experiences with other entrepreneurs and look for potential partners. In your opinion, how useful would such a programme be for clients of your organisation, provided that expenses are at least partially covered?



























		Total N	% Very useful	% Rather useful	% Rather un-useful	% Not useful at all	% DK/NA
	EU27	472	45.1	37.1	12.7	3.4	1.7
	COUNTRY						
	Belgium	34	35.3	44.1	11.8	2.9	5.9
	Bulgaria	19	68.4	31.6	0	0	0
	Czech Rep.	15	46.7	33.3	20	0	0
	Germany	22	18.2	45.5	22.7	13.6	0
	Estonia	5	40	40	20	0	0
	Greece	15	46.7	33.3	20	0	0
	Spain	30	76.7	16.7	6.7	0	0
	France	30	20	46.7	20	10	3.3
	Ireland	24	45.8	41.7	4.2	4.2	4.2
	Italy	22	31.8	45.5	22.7	0	0
	Cyprus	5	40	40	20	0	0
	Latvia	3	66.7	33.3	0	0	0
	Lithuania	10	90	10	0	0	0
	Luxembourg	2	100	0	0	0	0
	Hungary	25	48	44	8	0	0
	Malta	4	25	50	25	0	0
	Netherlands	5	40	20	40	0	0
	Austria	33	45.5	36.4	18.2	0	0
	Poland	39	41	41	10.3	2.6	5.1
	Portugal	17	58.8	35.3	5.9	0	0
	Romania	24	66.7	25	4.2	4.2	0
	Slovenia	20	30	50	10	5	5
	Slovakia	16	81.2	6.2	6.2	6.2	0
	Finland	9	22.2	55.6	22.2	0	0
	Sweden	26	11.5	53.8	19.2	11.5	3.8
	United Kingdom	18	55.6	27.8	11.1	5.6	0

Table 39. Reasons for not participating in the programme - No time available

QUESTION: B2_A. How important are the following reasons for the clients of your organisation why they might not spend some time abroad and learning from and exchanging experience with another entrepreneur? Could you tell me for each of the following reasons if they are very important, rather important, rather not important or not important at all? - No time available

Base: those who do not think participating in the programme is useful



		Total N	% Very important	% Rather important	% Rather unimportant	% Not important at all	% DK/NA
	EU27	84	34.5	26.2	21.4	10.7	7.1
	COUNTRY						
	Belgium	7	0	28.6	42.9	14.3	14.3
	Bulgaria	0	0	0	0	0	0
	Czech Rep.	3	0	33.3	33.3	33.3	0
	Germany	8	50	12.5	25	12.5	0
	Estonia	1	100	0	0	0	0
	Greece	3	33.3	0	0	33.3	33.3
	Spain	2	50	50	0	0	0
	France	10	30	20	20	20	10
	Ireland	3	100	0	0	0	0
	Italy	5	40	20	20	20	0
	Cyprus	1	100	0	0	0	0
	Latvia	0	0	0	0	0	0
	Lithuania	0	0	0	0	0	0
	Luxembourg	0	0	0	0	0	0
	Hungary	2	0	50	50	0	0
	Malta	1	0	100	0	0	0
	Netherlands	2	50	50	0	0	0
	Austria	6	100	0	0	0	0
	Poland	7	0	28.6	42.9	14.3	14.3
	Portugal	1	0	100	0	0	0
	Romania	2	50	0	0	0	50
	Slovenia	4	0	50	25	0	25
	Slovakia	2	100	0	0	0	0
	Finland	2	0	100	0	0	0
	Sweden	9	22.2	22.2	44.4	11.1	0
	United Kingdom	3	33.3	66.7	0	0	0

Table 40. Reasons for not participating in the programme - No advantage for their company

QUESTION: B2_B. How important are the following reasons for the clients of your organisation why they might not spend some time abroad and learning from and exchanging experience with another entrepreneur? Could you tell me for each of the following reasons if they are very important, rather important, rather not important or not important at all? - No advantage for their company

Base: those who do not think participating in the programme is useful


		Total N	% Very important	% Rather important	% Rather unimportant	% Not important at all	% DK/NA
	EU27	84	32.1	29.8	25	7.1	6
	COUNTRY						
	Belgium	7	14.3	42.9	28.6	14.3	0
	Bulgaria	0	0	0	0	0	0
	Czech Rep.	3	66.7	0	0	33.3	0
	Germany	8	50	12.5	25	12.5	0
	Estonia	1	100	0	0	0	0
	Greece	3	0	66.7	33.3	0	0
	Spain	2	0	50	50	0	0
	France	10	50	30	10	0	10
	Ireland	3	100	0	0	0	0
	Italy	5	20	40	20	20	0
	Cyprus	1	100	0	0	0	0
	Latvia	0	0	0	0	0	0
	Lithuania	0	0	0	0	0	0
	Luxembourg	0	0	0	0	0	0
	Hungary	2	0	0	100	0	0
	Malta	1	0	100	0	0	0
	Netherlands	2	100	0	0	0	0
	Austria	6	16.7	50	16.7	16.7	0
	Poland	7	14.3	14.3	57.1	0	14.3
	Portugal	1	0	100	0	0	0
	Romania	2	0	0	0	50	50
	Slovenia	4	0	25	25	0	50
	Slovakia	2	50	50	0	0	0
	Finland	2	0	100	0	0	0
	Sweden	9	33.3	22.2	44.4	0	0
	United Kingdom	3	33.3	33.3	33.3	0	0

Table 41. Reasons for not participating in the programme - Too expensive

QUESTION: B2_C. How important are the following reasons for the clients of your organisation why they might not spend some time abroad and learning from and exchanging experience with another entrepreneur? Could you tell me for each of the following reasons if they are very important, rather important, rather not important or not important at all? - Too expensive

Base: those who do not think participating in the programme is useful


		Total N	% Very important	% Rather important	% Rather unimportant	% Not important at all	% DK/NA
	EU27	84	39.3	29.8	14.3	9.5	7.1
	COUNTRY						
	Belgium	7	28.6	28.6	14.3	14.3	14.3
	Bulgaria	0	0	0	0	0	0
	Czech Rep.	3	66.7	0	0	33.3	0
	Germany	8	37.5	37.5	0	25	0
	Estonia	1	100	0	0	0	0
	Greece	3	33.3	33.3	0	0	33.3
	Spain	2	0	100	0	0	0
	France	10	30	30	20	10	10
	Ireland	3	33.3	33.3	0	33.3	0
	Italy	5	20	20	40	20	0
	Cyprus	1	0	100	0	0	0
	Latvia	0	0	0	0	0	0
	Lithuania	0	0	0	0	0	0
	Luxembourg	0	0	0	0	0	0
	Hungary	2	100	0	0	0	0
	Malta	1	0	100	0	0	0
	Netherlands	2	50	0	50	0	0
	Austria	6	66.7	16.7	16.7	0	0
	Poland	7	57.1	14.3	0	14.3	14.3
	Portugal	1	0	100	0	0	0
	Romania	2	50	0	0	0	50
	Slovenia	4	50	25	0	0	25
	Slovakia	2	50	50	0	0	0
	Finland	2	0	50	50	0	0
	Sweden	9	44.4	22.2	33.3	0	0
	United Kingdom	3	0	66.7	33.3	0	0

Table 42. Reasons for not participating in the programme - Too sensitive (in terms of business ideas and competition)

QUESTION: B2_D. How important are the following reasons for the clients of your organisation why they might not spend some time abroad and learning from and exchanging experience with another entrepreneur? Could you tell me for each of the following reasons if they are very important, rather important, rather not important or not important at all? - Too sensitive (in terms of business ideas and competition)

Base: those who do not think participating in the programme is useful

		Total N	% Very important	% Rather important	% Rather unimportant	% Not important at all	% DK/NA
	EU27	84	10.7	17.9	45.2	17.9	8.3
	COUNTRY						
	Belgium	7	14.3	0	57.1	14.3	14.3
	Bulgaria	0	0	0	0	0	0
	Czech Rep.	3	66.7	0	0	33.3	0
	Germany	8	25	25	37.5	12.5	0
	Estonia	1	0	0	100	0	0
	Greece	3	33.3	33.3	0	33.3	0
	Spain	2	0	50	50	0	0
	France	10	0	10	50	30	10
	Ireland	3	0	0	33.3	66.7	0
	Italy	5	0	20	60	20	0
	Cyprus	1	0	100	0	0	0
	Latvia	0	0	0	0	0	0
	Lithuania	0	0	0	0	0	0
	Luxembourg	0	0	0	0	0	0
	Hungary	2	0	0	50	50	0
	Malta	1	0	100	0	0	0
	Netherlands	2	0	50	50	0	0
	Austria	6	16.7	16.7	50	16.7	0
	Poland	7	14.3	0	42.9	14.3	28.6
	Portugal	1	0	0	100	0	0
	Romania	2	0	50	0	0	50
	Slovenia	4	0	25	25	0	50
	Slovakia	2	50	50	0	0	0
	Finland	2	0	0	100	0	0
	Sweden	9	0	22.2	66.7	11.1	0
	United Kingdom	3	0	0	66.7	33.3	0

Table 43. Reasons for not participating in the programme - No interest in going abroad

QUESTION: B2_E. How important are the following reasons for the clients of your organisation why they might not spend some time abroad and learning from and exchanging experience with another entrepreneur? Could you tell me for each of the following reasons if they are very important, rather important, rather not important or not important at all? - No interest in going abroad

Base: those who do not think participating in the programme is useful



		Total N	% Very important	% Rather important	% Rather unimportant	% Not important at all	% DK/NA
	EU27	84	29.8	23.8	22.6	15.5	8.3
	COUNTRY						
	Belgium	7	14.3	14.3	42.9	14.3	14.3
	Bulgaria	0	0	0	0	0	0
	Czech Rep.	3	0	0	0	100	0
	Germany	8	25	37.5	37.5	0	0
	Estonia	1	0	100	0	0	0
	Greece	3	66.7	0	0	33.3	0
	Spain	2	50	0	50	0	0
	France	10	60	20	10	0	10
	Ireland	3	0	0	66.7	33.3	0
	Italy	5	60	0	20	20	0
	Cyprus	1	100	0	0	0	0
	Latvia	0	0	0	0	0	0
	Lithuania	0	0	0	0	0	0
	Luxembourg	0	0	0	0	0	0
	Hungary	2	50	0	50	0	0
	Malta	1	0	0	100	0	0
	Netherlands	2	0	50	50	0	0
	Austria	6	83.3	0	0	16.7	0
	Poland	7	0	28.6	14.3	14.3	42.9
	Portugal	1	0	100	0	0	0
	Romania	2	0	0	0	50	50
	Slovenia	4	0	50	25	0	25
	Slovakia	2	50	50	0	0	0
	Finland	2	0	100	0	0	0
	Sweden	9	22.2	33.3	22.2	22.2	0
	United Kingdom	3	0	33.3	33.3	33.3	0

Table 44. Reasons for not participating in the programme - They don't have the necessary language skills

QUESTION: B2_F. How important are the following reasons for the clients of your organisation why they might not spend some time abroad and learning from and exchanging experience with another entrepreneur? Could you tell me for each of the following reasons if they are very important, rather important, rather not important or not important at all? - They don't have the necessary language skills

Base: those who do not think participating in the programme is useful


		Total N	% Very important	% Rather important	% Rather unimportant	% Not important at all	% DK/NA
	EU27	84	38.1	29.8	19	7.1	6
	COUNTRY						
	Belgium	7	0	14.3	57.1	14.3	14.3
	Bulgaria	0	0	0	0	0	0
	Czech Rep.	3	100	0	0	0	0
	Germany	8	25	37.5	37.5	0	0
	Estonia	1	0	100	0	0	0
	Greece	3	66.7	0	0	33.3	0
	Spain	2	50	0	50	0	0
	France	10	50	40	0	0	10
	Ireland	3	33.3	66.7	0	0	0
	Italy	5	0	0	40	60	0
	Cyprus	1	0	100	0	0	0
	Latvia	0	0	0	0	0	0
	Lithuania	0	0	0	0	0	0
	Luxembourg	0	0	0	0	0	0
	Hungary	2	100	0	0	0	0
	Malta	1	0	0	100	0	0
	Netherlands	2	50	0	0	50	0
	Austria	6	83.3	16.7	0	0	0
	Poland	7	71.4	14.3	0	0	14.3
	Portugal	1	0	100	0	0	0
	Romania	2	50	0	0	0	50
	Slovenia	4	0	50	25	0	25
	Slovakia	2	100	0	0	0	0
	Finland	2	0	100	0	0	0
	Sweden	9	22.2	44.4	33.3	0	0
	United Kingdom	3	0	66.7	33.3	0	0

Table 45. Reasons for not participating in the programme - Other personal reasons

QUESTION: B2_G. How important are the following reasons for the clients of your organisation why they might not spend some time abroad and learning from and exchanging experience with another entrepreneur? Could you tell me for each of the following reasons if they are very important, rather important, rather not important or not important at all? - Other personal reasons

Base: those who do not think participating in the programme is useful

		Total N	% Very important	% Rather important	% Rather unimportant	% Not important at all	% DK/NA
	EU27	84	25	29.8	20.2	7.1	17.9
	COUNTRY						
	Belgium	7	14.3	0	71.4	0	14.3
	Bulgaria	0	0	0	0	0	0
	Czech Rep.	3	100	0	0	0	0
	Germany	8	25	50	25	0	0
	Estonia	1	0	100	0	0	0
	Greece	3	0	33.3	0	33.3	33.3
	Spain	2	0	0	50	0	50
	France	10	50	10	10	10	20
	Ireland	3	33.3	0	33.3	33.3	0
	Italy	5	20	0	40	20	20
	Cyprus	1	0	0	0	0	100
	Latvia	0	0	0	0	0	0
	Lithuania	0	0	0	0	0	0
	Luxembourg	0	0	0	0	0	0
	Hungary	2	0	0	50	0	50
	Malta	1	0	0	0	0	100
	Netherlands	2	0	50	0	0	50
	Austria	6	33.3	66.7	0	0	0
	Poland	7	28.6	28.6	28.6	0	14.3
	Portugal	1	0	100	0	0	0
	Romania	2	0	0	0	0	100
	Slovenia	4	0	25	50	0	25
	Slovakia	2	100	0	0	0	0
	Finland	2	0	100	0	0	0
	Sweden	9	22.2	77.8	0	0	0
	United Kingdom	3	0	0	0	66.7	33.3

Table 46. Main objectives of the programme - To learn from the experiences of an entrepreneur running a business in the same, or in a similar sector of the planned enterprise

QUESTION: B8_A. Do you strongly agree, agree, disagree or strongly disagree with what should be the main objectives of such an EU Programme: - To learn from the experiences of an entrepreneur running a business in the same, or in a similar sector of the planned enterprise








		Total N	% Strongly agree	% Agree	% Disagree	% Strongly disagree	% DK/NA
	EU27	472	61.2	35.4	1.3	1.1	1.1
	COUNTRY						
	Belgium	34	61.8	29.4	0	0	8.8
	Bulgaria	19	94.7	5.3	0	0	0
	Czech Rep.	15	80	20	0	0	0
	Germany	22	36.4	50	0	13.6	0
	Estonia	5	80	20	0	0	0
	Greece	15	60	40	0	0	0
	Spain	30	70	30	0	0	0
	France	30	33.3	60	3.3	0	3.3
	Ireland	24	75	25	0	0	0
	Italy	22	59.1	31.8	9.1	0	0
	Cyprus	5	100	0	0	0	0
	Latvia	3	33.3	66.7	0	0	0
	Lithuania	10	100	0	0	0	0
	Luxembourg	2	100	0	0	0	0
	Hungary	25	64	36	0	0	0
	Malta	4	0	100	0	0	0
	Netherlands	5	20	40	20	20	0
	Austria	33	78.8	21.2	0	0	0
	Poland	39	51.3	43.6	2.6	0	2.6
	Portugal	17	29.4	64.7	0	5.9	0
	Romania	24	87.5	12.5	0	0	0
	Slovenia	20	70	25	5	0	0
	Slovakia	16	93.8	6.2	0	0	0
	Finland	9	22.2	77.8	0	0	0
	Sweden	26	42.3	57.7	0	0	0
	United Kingdom	18	33.3	66.7	0	0	0

Table 47. Main objectives of the programme - To look for potential business partners across national borders for the planned business project and establish a network

QUESTION: B8_B. Do you strongly agree, agree, disagree or strongly disagree with what should be the main objectives of such an EU Programme: - To look for potential business partners across national borders for the planned business project and establish a network




























		Total N	% Strongly agree	% Agree	% Disagree	% Strongly disagree	% DK/NA
	EU27	472	51.7	36.4	8.7	0.8	2.3
	COUNTRY						
	Belgium	34	32.4	41.2	14.7	2.9	8.8
	Bulgaria	19	68.4	21.1	10.5	0	0
	Czech Rep.	15	66.7	13.3	13.3	0	6.7
	Germany	22	36.4	54.5	4.5	4.5	0
	Estonia	5	80	0	20	0	0
	Greece	15	66.7	26.7	6.7	0	0
	Spain	30	30	50	13.3	0	6.7
	France	30	40	46.7	10	0	3.3
	Ireland	24	54.2	29.2	16.7	0	0
	Italy	22	40.9	54.5	4.5	0	0
	Cyprus	5	60	40	0	0	0
	Latvia	3	66.7	33.3	0	0	0
	Lithuania	10	90	0	0	0	10
	Luxembourg	2	50	0	50	0	0
	Hungary	25	52	48	0	0	0
	Malta	4	75	25	0	0	0
	Netherlands	5	20	20	20	20	20
	Austria	33	75.8	24.2	0	0	0
	Poland	39	51.3	38.5	7.7	0	2.6
	Portugal	17	5.9	76.5	11.8	0	5.9
	Romania	24	79.2	16.7	4.2	0	0
	Slovenia	20	75	20	5	0	0
	Slovakia	16	68.8	25	6.2	0	0
	Finland	9	55.6	22.2	22.2	0	0
	Sweden	26	42.3	38.5	15.4	3.8	0
	United Kingdom	18	33.3	61.1	5.6	0	0

Table 48. Main objectives of the programme - To search markets for products/services

QUESTION: B8_C. Do you strongly agree, agree, disagree or strongly disagree with what should be the main objectives of such an EU Programme: - To search markets for products/services




















		Total N	% Strongly agree	% Agree	% Disagree	% Strongly disagree	% DK/NA
	EU27	472	55.5	36.4	5.9	1.1	1.1
	COUNTRY						
	Belgium	34	58.8	35.3	0	0	5.9
	Bulgaria	19	73.7	26.3	0	0	0
	Czech Rep.	15	73.3	13.3	6.7	0	6.7
	Germany	22	40.9	54.5	0	4.5	0
	Estonia	5	60	40	0	0	0
	Greece	15	66.7	33.3	0	0	0
	Spain	30	46.7	50	3.3	0	0
	France	30	30	53.3	13.3	0	3.3
	Ireland	24	50	33.3	16.7	0	0
	Italy	22	50	40.9	9.1	0	0
	Cyprus	5	80	20	0	0	0
	Latvia	3	66.7	33.3	0	0	0
	Lithuania	10	90	10	0	0	0
	Luxembourg	2	50	0	50	0	0
	Hungary	25	52	48	0	0	0
	Malta	4	25	75	0	0	0
	Netherlands	5	40	40	0	20	0
	Austria	33	84.8	15.2	0	0	0
	Poland	39	53.8	41	2.6	0	2.6
	Portugal	17	41.2	52.9	5.9	0	0
	Romania	24	83.3	12.5	4.2	0	0
	Slovenia	20	70	25	5	0	0
	Slovakia	16	56.2	43.8	0	0	0
	Finland	9	55.6	33.3	11.1	0	0
	Sweden	26	26.9	34.6	26.9	11.5	0
	United Kingdom	18	33.3	50	16.7	0	0

Table 49. Main objectives of the programme - To learn about the economic and legal environment of another country

QUESTION: B8_D. Do you strongly agree, agree, disagree or strongly disagree with what should be the main objectives of such an EU Programme: - To learn about the economic and legal environment of another country








		Total N	% Strongly agree	% Agree	% Disagree	% Strongly disagree	% DK/NA
	EU27	472	37.7	42.6	16.5	1.9	1.3
	COUNTRY						
	Belgium	34	44.1	26.5	23.5	0	5.9
	Bulgaria	19	42.1	31.6	26.3	0	0
	Czech Rep.	15	60	20	20	0	0
	Germany	22	27.3	45.5	27.3	0	0
	Estonia	5	60	40	0	0	0
	Greece	15	13.3	73.3	6.7	6.7	0
	Spain	30	53.3	36.7	6.7	0	3.3
	France	30	13.3	60	23.3	0	3.3
	Ireland	24	33.3	41.7	25	0	0
	Italy	22	45.5	50	4.5	0	0
	Cyprus	5	20	40	40	0	0
	Latvia	3	66.7	33.3	0	0	0
	Lithuania	10	90	10	0	0	0
	Luxembourg	2	100	0	0	0	0
	Hungary	25	16	52	32	0	0
	Malta	4	0	75	25	0	0
	Netherlands	5	20	40	20	20	0
	Austria	33	48.5	42.4	9.1	0	0
	Poland	39	33.3	59	5.1	0	2.6
	Portugal	17	41.2	58.8	0	0	0
	Romania	24	66.7	25	4.2	4.2	0
	Slovenia	20	50	35	15	0	0
	Slovakia	16	62.5	25	6.2	6.2	0
	Finland	9	11.1	66.7	22.2	0	0
	Sweden	26	11.5	34.6	34.6	15.4	3.8
	United Kingdom	18	11.1	50	33.3	5.6	0

Table 50. Main objectives of the programme - To learn how to successfully run a company in another European country

QUESTION: B8_E. Do you strongly agree, agree, disagree or strongly disagree with what should be the main objectives of such an EU Programme: - To learn how to successfully run a company in another European country


















		Total N	% Strongly agree	% Agree	% Disagree	% Strongly disagree	% DK/NA
	EU27	472	44.3	43	10.8	0.8	1.1
	COUNTRY						
	Belgium	34	52.9	38.2	2.9	0	5.9
	Bulgaria	19	52.6	42.1	5.3	0	0
	Czech Rep.	15	73.3	6.7	13.3	0	6.7
	Germany	22	31.8	45.5	18.2	4.5	0
	Estonia	5	60	40	0	0	0
	Greece	15	13.3	86.7	0	0	0
	Spain	30	43.3	46.7	10	0	0
	France	30	26.7	60	10	0	3.3
	Ireland	24	37.5	37.5	25	0	0
	Italy	22	54.5	31.8	13.6	0	0
	Cyprus	5	60	40	0	0	0
	Latvia	3	66.7	33.3	0	0	0
	Lithuania	10	100	0	0	0	0
	Luxembourg	2	50	50	0	0	0
	Hungary	25	40	36	24	0	0
	Malta	4	25	75	0	0	0
	Netherlands	5	20	20	40	20	0
	Austria	33	63.6	30.3	6.1	0	0
	Poland	39	38.5	51.3	7.7	0	2.6
	Portugal	17	47.1	52.9	0	0	0
	Romania	24	75	20.8	4.2	0	0
	Slovenia	20	45	35	20	0	0
	Slovakia	16	75	18.8	0	6.2	0
	Finland	9	22.2	77.8	0	0	0
	Sweden	26	11.5	69.2	15.4	3.8	0
	United Kingdom	18	0	66.7	33.3	0	0

Table 51. Main objectives of the programme - To acquire skills that will help to develop new products and services for their own business

QUESTION: B8_F. Do you strongly agree, agree, disagree or strongly disagree with what should be the main objectives of such an EU Programme: - To acquire skills that will help to develop new products and services for their own business




















		Total N	% Strongly agree	% Agree	% Disagree	% Strongly disagree	% DK/NA
	EU27	472	66.9	30.3	1.3	0.6	0.8
	COUNTRY						
	Belgium	34	55.9	38.2	0	0	5.9
	Bulgaria	19	84.2	15.8	0	0	0
	Czech Rep.	15	60	40	0	0	0
	Germany	22	50	40.9	9.1	0	0
	Estonia	5	100	0	0	0	0
	Greece	15	80	20	0	0	0
	Spain	30	63.3	33.3	3.3	0	0
	France	30	50	46.7	0	0	3.3
	Ireland	24	75	20.8	0	4.2	0
	Italy	22	63.6	36.4	0	0	0
	Cyprus	5	80	20	0	0	0
	Latvia	3	66.7	33.3	0	0	0
	Lithuania	10	100	0	0	0	0
	Luxembourg	2	100	0	0	0	0
	Hungary	25	76	24	0	0	0
	Malta	4	0	100	0	0	0
	Netherlands	5	40	40	0	20	0
	Austria	33	78.8	12.1	9.1	0	0
	Poland	39	59	38.5	0	0	2.6
	Portugal	17	64.7	35.3	0	0	0
	Romania	24	87.5	12.5	0	0	0
	Slovenia	20	85	15	0	0	0
	Slovakia	16	87.5	12.5	0	0	0
	Finland	9	66.7	33.3	0	0	0
	Sweden	26	50	46.2	0	3.8	0
	United Kingdom	18	44.4	55.6	0	0	0

Table 52. Main objectives of the programme - To receive training on how to run successfully a business

QUESTION: B8_G. Do you strongly agree, agree, disagree or strongly disagree with what should be the main objectives of such an EU Programme: - To receive training on how to run successfully a business






		Total N	% Strongly agree	% Agree	% Disagree	% Strongly disagree	% DK/NA
	EU27	472	58.3	33.5	6.6	0.8	0.8
	COUNTRY						
	Belgium	34	55.9	38.2	0	0	5.9
	Bulgaria	19	94.7	5.3	0	0	0
	Czech Rep.	15	80	20	0	0	0
	Germany	22	27.3	22.7	40.9	9.1	0
	Estonia	5	100	0	0	0	0
	Greece	15	73.3	26.7	0	0	0
	Spain	30	70	30	0	0	0
	France	30	56.7	33.3	6.7	0	3.3
	Ireland	24	45.8	37.5	16.7	0	0
	Italy	22	54.5	40.9	4.5	0	0
	Cyprus	5	80	20	0	0	0
	Latvia	3	66.7	33.3	0	0	0
	Lithuania	10	90	0	10	0	0
	Luxembourg	2	100	0	0	0	0
	Hungary	25	52	44	4	0	0
	Malta	4	25	75	0	0	0
	Netherlands	5	20	60	0	20	0
	Austria	33	63.6	24.2	9.1	3	0
	Poland	39	38.5	46.2	12.8	0	2.6
	Portugal	17	58.8	41.2	0	0	0
	Romania	24	83.3	12.5	4.2	0	0
	Slovenia	20	65	25	10	0	0
	Slovakia	16	87.5	12.5	0	0	0
	Finland	9	33.3	66.7	0	0	0
	Sweden	26	38.5	53.8	7.7	0	0
	United Kingdom	18	27.8	72.2	0	0	0

Table 53. Main objectives of the programme - To get a broader cultural perspective

QUESTION: B8_H. Do you strongly agree, agree, disagree or strongly disagree with what should be the main objectives of such an EU Programme: - To get a broader cultural perspective


























		Total N	% Strongly agree	% Agree	% Disagree	% Strongly disagree	% DK/NA
	EU27	472	48.3	42.2	7.6	0.6	1.3
	COUNTRY						
	Belgium	34	55.9	38.2	0	0	5.9
	Bulgaria	19	52.6	42.1	5.3	0	0
	Czech Rep.	15	80	6.7	6.7	0	6.7
	Germany	22	13.6	72.7	13.6	0	0
	Estonia	5	20	60	20	0	0
	Greece	15	46.7	40	13.3	0	0
	Spain	30	60	33.3	6.7	0	0
	France	30	40	56.7	0	0	3.3
	Ireland	24	33.3	54.2	12.5	0	0
	Italy	22	54.5	40.9	4.5	0	0
	Cyprus	5	0	60	40	0	0
	Latvia	3	66.7	33.3	0	0	0
	Lithuania	10	100	0	0	0	0
	Luxembourg	2	100	0	0	0	0
	Hungary	25	16	68	16	0	0
	Malta	4	0	100	0	0	0
	Netherlands	5	20	60	0	20	0
	Austria	33	69.7	24.2	6.1	0	0
	Poland	39	33.3	46.2	17.9	0	2.6
	Portugal	17	52.9	41.2	5.9	0	0
	Romania	24	66.7	33.3	0	0	0
	Slovenia	20	70	25	5	0	0
	Slovakia	16	68.8	12.5	6.2	6.2	6.2
	Finland	9	22.2	66.7	11.1	0	0
	Sweden	26	53.8	42.3	0	3.8	0
	United Kingdom	18	27.8	55.6	16.7	0	0

Table 54. Main objectives of the programme - To improve language skills

QUESTION: B8_I. Do you strongly agree, agree, disagree or strongly disagree with what should be the main objectives of such an EU Programme: - To improve language skills





















		Total N	% Strongly agree	% Agree	% Disagree	% Strongly disagree	% DK/NA
	EU27	472	59.5	31.4	7.6	0.4	1.1
	COUNTRY						
	Belgium	34	67.6	23.5	2.9	0	5.9
	Bulgaria	19	63.2	31.6	5.3	0	0
	Czech Rep.	15	86.7	6.7	6.7	0	0
	Germany	22	40.9	45.5	13.6	0	0
	Estonia	5	80	20	0	0	0
	Greece	15	20	60	20	0	0
	Spain	30	73.3	26.7	0	0	0
	France	30	36.7	56.7	3.3	0	3.3
	Ireland	24	29.2	45.8	25	0	0
	Italy	22	59.1	36.4	4.5	0	0
	Cyprus	5	40	20	40	0	0
	Latvia	3	66.7	33.3	0	0	0
	Lithuania	10	90	0	0	0	10
	Luxembourg	2	100	0	0	0	0
	Hungary	25	68	32	0	0	0
	Malta	4	0	100	0	0	0
	Netherlands	5	40	40	0	20	0
	Austria	33	90.9	6.1	3	0	0
	Poland	39	53.8	33.3	7.7	2.6	2.6
	Portugal	17	41.2	47.1	11.8	0	0
	Romania	24	79.2	20.8	0	0	0
	Slovenia	20	85	15	0	0	0
	Slovakia	16	87.5	6.2	6.2	0	0
	Finland	9	66.7	33.3	0	0	0
	Sweden	26	46.2	42.3	11.5	0	0
	United Kingdom	18	22.2	38.9	38.9	0	0

Table 55. Useful topics to be taught about in the framework of the programme - The single market and EU law

QUESTION: B9_A. If you consider learning as one the main objectives for such an EU Programme, how useful the following topics would be for the clients of your organisation to be taught about? Very useful, rather useful, rather not useful,, or not useful at all? - The single market and EU law




























		Total N	% Very useful	% Rather useful	% Rather unuseful	% Not useful at all	% DK/NA
	EU27	472	35.8	47.2	12.7	2.1	2.1
	COUNTRY						
	Belgium	34	32.4	50	11.8	0	5.9
	Bulgaria	19	52.6	42.1	5.3	0	0
	Czech Rep.	15	66.7	20	6.7	0	6.7
	Germany	22	22.7	54.5	18.2	4.5	0
	Estonia	5	20	60	20	0	0
	Greece	15	66.7	26.7	6.7	0	0
	Spain	30	53.3	20	23.3	0	3.3
	France	30	20	50	20	3.3	6.7
	Ireland	24	29.2	37.5	16.7	12.5	4.2
	Italy	22	50	45.5	4.5	0	0
	Cyprus	5	80	0	20	0	0
	Latvia	3	33.3	33.3	33.3	0	0
	Lithuania	10	50	40	0	0	10
	Luxembourg	2	50	50	0	0	0
	Hungary	25	0	84	16	0	0
	Malta	4	25	75	0	0	0
	Netherlands	5	60	20	20	0	0
	Austria	33	36.4	42.4	15.2	6.1	0
	Poland	39	30.8	64.1	2.6	0	2.6
	Portugal	17	47.1	47.1	5.9	0	0
	Romania	24	54.2	41.7	0	0	4.2
	Slovenia	20	35	55	10	0	0
	Slovakia	16	50	43.8	6.2	0	0
	Finland	9	0	88.9	11.1	0	0
	Sweden	26	15.4	61.5	19.2	3.8	0
	United Kingdom	18	16.7	33.3	38.9	11.1	0

Table 56. Useful topics to be taught about in the framework of the programme - Growth and internationalisation of companies

QUESTION: B9_B. If you consider learning as one the main objectives for such an EU Programme, how useful the following topics would be for the clients of your organisation to be taught about? Very useful, rather useful, rather not useful,, or not useful at all? - Growth and internationalisation of companies




























		Total N	% Very useful	% Rather useful	% Rather unuseful	% Not useful at all	% DK/NA
	EU27	472	34.1	47.9	14	1.7	2.3
	COUNTRY						
	Belgium	34	26.5	44.1	20.6	2.9	5.9
	Bulgaria	19	15.8	57.9	21.1	5.3	0
	Czech Rep.	15	53.3	26.7	20	0	0
	Germany	22	27.3	54.5	18.2	0	0
	Estonia	5	20	60	20	0	0
	Greece	15	66.7	26.7	6.7	0	0
	Spain	30	46.7	40	13.3	0	0
	France	30	16.7	46.7	26.7	3.3	6.7
	Ireland	24	45.8	37.5	8.3	4.2	4.2
	Italy	22	45.5	50	4.5	0	0
	Cyprus	5	60	40	0	0	0
	Latvia	3	66.7	33.3	0	0	0
	Lithuania	10	50	40	0	0	10
	Luxembourg	2	50	50	0	0	0
	Hungary	25	20	64	12	0	4
	Malta	4	25	75	0	0	0
	Netherlands	5	40	60	0	0	0
	Austria	33	42.4	39.4	18.2	0	0
	Poland	39	12.8	66.7	12.8	0	7.7
	Portugal	17	29.4	58.8	11.8	0	0
	Romania	24	45.8	33.3	12.5	4.2	4.2
	Slovenia	20	35	60	5	0	0
	Slovakia	16	56.2	31.2	12.5	0	0
	Finland	9	77.8	22.2	0	0	0
	Sweden	26	7.7	53.8	30.8	7.7	0
	United Kingdom	18	27.8	61.1	5.6	5.6	0

Table 57. Useful topics to be taught about in the framework of the programme - The local market and business environment in the host country

QUESTION: B9_C. If you consider learning as one the main objectives for such an EU Programme, how useful the following topics would be for the clients of your organisation to be taught about? Very useful, rather useful, rather not useful,, or not useful at all? - The local market and business environment in the host country




























		Total N	% Very useful	% Rather useful	% Rather unuseful	% Not useful at all	% DK/NA
	EU27	472	48.7	39.2	9.3	1.3	1.5
	COUNTRY						
	Belgium	34	47.1	38.2	8.8	0	5.9
	Bulgaria	19	68.4	21.1	10.5	0	0
	Czech Rep.	15	66.7	33.3	0	0	0
	Germany	22	36.4	36.4	27.3	0	0
	Estonia	5	60	20	0	20	0
	Greece	15	53.3	33.3	6.7	6.7	0
	Spain	30	50	43.3	6.7	0	0
	France	30	43.3	43.3	3.3	3.3	6.7
	Ireland	24	70.8	29.2	0	0	0
	Italy	22	40.9	59.1	0	0	0
	Cyprus	5	40	20	40	0	0
	Latvia	3	66.7	33.3	0	0	0
	Lithuania	10	100	0	0	0	0
	Luxembourg	2	50	0	50	0	0
	Hungary	25	40	52	8	0	0
	Malta	4	25	50	25	0	0
	Netherlands	5	40	40	20	0	0
	Austria	33	75.8	12.1	12.1	0	0
	Poland	39	46.2	51.3	0	0	2.6
	Portugal	17	35.3	47.1	11.8	0	5.9
	Romania	24	50	41.7	4.2	0	4.2
	Slovenia	20	45	45	10	0	0
	Slovakia	16	68.8	12.5	18.8	0	0
	Finland	9	11.1	66.7	22.2	0	0
	Sweden	26	15.4	50	26.9	7.7	0
	United Kingdom	18	22.2	66.7	5.6	5.6	0

Table 58. Useful topics to be taught about in the framework of the programme - Specific skills and know-how of the host company

QUESTION: B9_D. If you consider learning as one the main objectives for such an EU Programme, how useful the following topics would be for the clients of your organisation to be taught about? Very useful, rather useful, rather not useful,, or not useful at all? - Specific skills and know-how of the host company




























		Total N	% Very useful	% Rather useful	% Rather unuseful	% Not useful at all	% DK/NA
	EU27	472	55.5	37.1	5.7	0.6	1.1
	COUNTRY						
	Belgium	34	52.9	38.2	5.9	0	2.9
	Bulgaria	19	94.7	5.3	0	0	0
	Czech Rep.	15	73.3	26.7	0	0	0
	Germany	22	50	40.9	9.1	0	0
	Estonia	5	40	40	20	0	0
	Greece	15	60	33.3	6.7	0	0
	Spain	30	56.7	30	13.3	0	0
	France	30	40	46.7	3.3	3.3	6.7
	Ireland	24	87.5	12.5	0	0	0
	Italy	22	63.6	36.4	0	0	0
	Cyprus	5	100	0	0	0	0
	Latvia	3	33.3	66.7	0	0	0
	Lithuania	10	100	0	0	0	0
	Luxembourg	2	50	0	50	0	0
	Hungary	25	48	44	8	0	0
	Malta	4	0	100	0	0	0
	Netherlands	5	60	20	20	0	0
	Austria	33	63.6	24.2	9.1	3	0
	Poland	39	53.8	38.5	5.1	0	2.6
	Portugal	17	29.4	70.6	0	0	0
	Romania	24	58.3	29.2	8.3	0	4.2
	Slovenia	20	45	40	15	0	0
	Slovakia	16	75	25	0	0	0
	Finland	9	22.2	77.8	0	0	0
	Sweden	26	19.2	69.2	7.7	3.8	0
	United Kingdom	18	44.4	55.6	0	0	0

Table 59. Useful topics to be taught about in the framework of the programme - Language

QUESTION: B9_E. If you consider learning as one the main objectives for such an EU Programme, how useful the following topics would be for the clients of your organisation to be taught about? Very useful, rather useful, rather not useful,, or not useful at all? - Language




























		Total N	% Very useful	% Rather useful	% Rather unuseful	% Not useful at all	% DK/NA
	EU27	472	57	34.7	5.9	1.1	1.3
	COUNTRY						
	Belgium	34	61.8	26.5	8.8	0	2.9
	Bulgaria	19	73.7	21.1	5.3	0	0
	Czech Rep.	15	86.7	13.3	0	0	0
	Germany	22	50	45.5	4.5	0	0
	Estonia	5	60	40	0	0	0
	Greece	15	40	33.3	6.7	13.3	6.7
	Spain	30	76.7	20	3.3	0	0
	France	30	30	60	3.3	0	6.7
	Ireland	24	33.3	58.3	8.3	0	0
	Italy	22	54.5	40.9	4.5	0	0
	Cyprus	5	20	40	40	0	0
	Latvia	3	100	0	0	0	0
	Lithuania	10	100	0	0	0	0
	Luxembourg	2	100	0	0	0	0
	Hungary	25	68	32	0	0	0
	Malta	4	25	75	0	0	0
	Netherlands	5	80	20	0	0	0
	Austria	33	84.8	6.1	6.1	3	0
	Poland	39	48.7	46.2	2.6	0	2.6
	Portugal	17	41.2	41.2	17.6	0	0
	Romania	24	54.2	33.3	4.2	4.2	4.2
	Slovenia	20	60	40	0	0	0
	Slovakia	16	87.5	6.2	6.2	0	0
	Finland	9	55.6	33.3	11.1	0	0
	Sweden	26	38.5	57.7	3.8	0	0
	United Kingdom	18	16.7	50	27.8	5.6	0

Table 60. Useful topics to be taught about in the framework of the programme - Other

QUESTION: B9_F. If you consider learning as one the main objectives for such an EU Programme, how useful the following topics would be for the clients of your organisation to be taught about? Very useful, rather useful, rather not useful,, or not useful at all? - Other




























		Total N	% Very useful	% Rather useful	% Rather unuseful	% Not useful at all	% DK/NA
	EU27	472	26.3	14.6	4.2	6.1	48.7
	COUNTRY						
	Belgium	34	26.5	8.8	5.9	23.5	35.3
	Bulgaria	19	31.6	15.8	5.3	0	47.4
	Czech Rep.	15	46.7	26.7	0	0	26.7
	Germany	22	22.7	31.8	4.5	0	40.9
	Estonia	5	0	0	0	0	100
	Greece	15	20	0	0	0	80
	Spain	30	50	6.7	0	0	43.3
	France	30	16.7	3.3	0	3.3	76.7
	Ireland	24	33.3	12.5	0	8.3	45.8
	Italy	22	0	9.1	4.5	40.9	45.5
	Cyprus	5	20	40	20	0	20
	Latvia	3	33.3	33.3	0	0	33.3
	Lithuania	10	50	40	0	0	10
	Luxembourg	2	0	0	0	50	50
	Hungary	25	8	28	4	8	52
	Malta	4	0	25	0	0	75
	Netherlands	5	40	0	0	0	60
	Austria	33	72.7	6.1	0	3	18.2
	Poland	39	20.5	20.5	5.1	2.6	51.3
	Portugal	17	0	0	0	0	100
	Romania	24	12.5	12.5	0	0	75
	Slovenia	20	35	5	10	0	50
	Slovakia	16	43.8	37.5	0	0	18.8
	Finland	9	11.1	11.1	0	0	77.8
	Sweden	26	3.8	15.4	34.6	3.8	42.3
	United Kingdom	18	22.2	22.2	0	16.7	38.9

Table 61. Target groups of the programme

QUESTION: B4_1. Should such a Programme be limited to young would-be entrepreneurs or should it be also open to other target groups?




























		Total N	% Limited to young would-be entrepreneurs	% Open to other target groups	% DK/NA
	EU27	472	14.2	84.3	1.5
	COUNTRY				
	Belgium	34	35.3	61.8	2.9
	Bulgaria	19	10.5	89.5	0
	Czech Rep.	15	6.7	86.7	6.7
	Germany	22	27.3	68.2	4.5
	Estonia	5	0	100	0
	Greece	15	13.3	86.7	0
	Spain	30	26.7	73.3	0
	France	30	6.7	90	3.3
	Ireland	24	8.3	91.7	0
	Italy	22	9.1	86.4	4.5
	Cyprus	5	0	100	0
	Latvia	3	0	100	0
	Lithuania	10	10	90	0
	Luxembourg	2	0	50	50
	Hungary	25	20	80	0
	Malta	4	0	100	0
	Netherlands	5	20	80	0
	Austria	33	9.1	90.9	0
	Poland	39	12.8	84.6	2.6
	Portugal	17	5.9	94.1	0
	Romania	24	12.5	87.5	0
	Slovenia	20	0	100	0
	Slovakia	16	12.5	87.5	0
	Finland	9	44.4	55.6	0
	Sweden	26	7.7	92.3	0
	United Kingdom	18	16.7	83.3	0

Table 62. Other target groups of the programme

QUESTION: B4_2_A-E. Which other target groups?

Base: those who think the programme should not be limited to young would-be entrepreneurs

% of "Mentioned" shown

		Total N	Young entrepreneurs	Any entrepreneur	Apprentices	University students	Other target group
	EU27	405	75.6	84	57.5	68.1	61
	COUNTRY						
	Belgium	22	68.2	77.3	45.5	68.2	40.9
	Bulgaria	17	88.2	70.6	70.6	82.4	58.8
	Czech Rep.	14	100	92.9	85.7	92.9	71.4
	Germany	16	56.2	93.8	43.8	50	50
	Estonia	5	100	100	100	100	100
	Greece	13	61.5	30.8	38.5	38.5	84.6
	Spain	22	100	100	72.7	90.9	72.7
	France	28	50	75	21.4	25	64.3
	Ireland	22	40.9	81.8	27.3	40.9	40.9
	Italy	20	100	100	95	100	85
	Cyprus	5	60	40	20	40	80
	Latvia	3	100	100	100	100	100
	Lithuania	9	100	77.8	100	88.9	77.8
	Luxembourg	2	100	100	100	100	0
	Hungary	20	80	80	55	60	35
	Malta	4	100	100	100	100	75
	Netherlands	4	75	75	75	75	75
	Austria	30	83.3	90	76.7	86.7	86.7
	Poland	34	97.1	82.4	64.7	82.4	55.9
	Portugal	16	56.2	93.8	62.5	56.2	31.2
	Romania	21	66.7	71.4	38.1	76.2	38.1
	Slovenia	20	95	90	40	55	55
	Slovakia	14	92.9	78.6	71.4	92.9	64.3
	Finland	5	20	80	0	0	20
	Sweden	24	37.5	95.8	37.5	45.8	66.7
	United Kingdom	15	80	100	80	80	80

Table 63. Lower age limit of the target group

QUESTION: B5_1. What should be the age range of the target group of such a programme? Could you tell me first what the lower age limit should be for the target group?




























		Total N	% none	% -18 years	% 19-20 years	% 21-25 years	% 26-30	% 30+	% DK/NA
	EU27	472	0	38.8	17.6	28.4	3	1.5	10.8
	COUNTRY								
	Belgium	34	0	26.5	11.8	17.6	2.9	2.9	38.2
	Bulgaria	19	0	36.8	21.1	36.8	5.3	0	0
	Czech Rep.	15	0	53.3	33.3	0	0	0	13.3
	Germany	22	0	36.4	13.6	27.3	9.1	4.5	9.1
	Estonia	5	0	100	0	0	0	0	0
	Greece	15	0	20	13.3	33.3	13.3	13.3	6.7
	Spain	30	0	40	6.7	43.3	6.7	0	3.3
	France	30	0	10	16.7	40	3.3	0	30
	Ireland	24	0	33.3	4.2	58.3	0	0	4.2
	Italy	22	0	18.2	4.5	45.5	0	4.5	27.3
	Cyprus	5	0	0	20	60	20	0	0
	Latvia	3	0	100	0	0	0	0	0
	Lithuania	10	0	70	20	10	0	0	0
	Luxembourg	2	0	100	0	0	0	0	0
	Hungary	25	0	56	8	32	0	0	4
	Malta	4	0	25	25	50	0	0	0
	Netherlands	5	0	40	20	0	20	20	0
	Austria	33	0	48.5	27.3	15.2	3	0	6.1
	Poland	39	0	30.8	17.9	41	2.6	0	7.7
	Portugal	17	0	17.6	35.3	41.2	0	0	5.9
	Romania	24	0	33.3	25	20.8	4.2	0	16.7
	Slovenia	20	0	35	30	30	0	5	0
	Slovakia	16	0	56.2	12.5	12.5	0	0	18.8
	Finland	9	0	33.3	22.2	33.3	0	0	11.1
	Sweden	26	0	53.8	34.6	11.5	0	0	0
	United Kingdom	18	0	83.3	11.1	0	0	0	5.6

Table 64. Upper age limit of the target group

QUESTION: B5_2. And what should be the upper age limit for the target group?


		Total N	% none	% -25 years	% 26- 30 years	% 31- 35 years	% 36- 40	% 41- 50	% 50 - 99	% DK/NA
	EU27	472	0	0.6	1.9	8.3	8.7	21.2	31.6	27.8
	COUNTRY									
	Belgium	34	0	0	0	0	5.9	5.9	5.9	82.4
	Bulgaria	19	0	0	0	0	26.3	42.1	26.3	5.3
	Czech Rep.	15	0	0	0	6.7	0	20	26.7	46.7
	Germany	22	0	0	0	4.5	22.7	4.5	50	18.2
	Estonia	5	0	0	0	20	0	0	60	20
	Greece	15	0	0	0	13.3	13.3	33.3	33.3	6.7
	Spain	30	0	3.3	0	16.7	10	30	30	10
	France	30	0	0	0	6.7	6.7	20	26.7	40
	Ireland	24	0	4.2	0	12.5	0	8.3	33.3	41.7
	Italy	22	0	0	0	9.1	18.2	0	31.8	40.9
	Cyprus	5	0	0	0	20	0	40	20	20
	Latvia	3	0	0	0	0	0	33.3	66.7	0
	Lithuania	10	0	0	0	10	0	20	50	20
	Luxembourg	2	0	0	0	0	0	0	50	50
	Hungary	25	0	0	4	20	4	20	44	8
	Malta	4	0	0	0	0	0	50	0	50
	Netherlands	5	0	0	0	0	0	40	40	20
	Austria	33	0	0	3	3	3	30.3	36.4	24.2
	Poland	39	0	0	0	15.4	12.8	20.5	17.9	33.3
	Portugal	17	0	0	0	0	5.9	23.5	47.1	23.5
	Romania	24	0	4.2	0	20.8	8.3	37.5	12.5	16.7
	Slovenia	20	0	0	0	0	15	50	10	25
	Slovakia	16	0	0	6.2	0	12.5	6.2	56.2	18.8
	Finland	9	0	0	22.2	11.1	22.2	11.1	11.1	22.2
	Sweden	26	0	0	7.7	0	3.8	23.1	53.8	11.5
	United Kingdom	18	0	0	11.1	11.1	0	5.6	50	22.2

Table 65. Ideal length of stay abroad

QUESTION: B10. What would be the ideal length of the period that the clients of your organisation would be able to spend abroad. Please tell me the number of months?




























		Total N	% Less than one month	% Around 1 month	% Around 2 months	% Around 3 months	% Around 4 months	% Around 5 months	% Around 6 months	% More than 6 months	% DK/NA
	EU27	472	15.3	20.3	15.7	18	2.1	1.5	12.1	6.8	8.3
	COUNTRY										
	Belgium	34	5.9	8.8	23.5	17.6	0	5.9	11.8	8.8	17.6
	Bulgaria	19	0	47.4	10.5	36.8	0	0	5.3	0	0
	Czech Rep.	15	0	20	20	6.7	0	6.7	13.3	6.7	26.7
	Germany	22	27.3	22.7	13.6	4.5	0	0	13.6	4.5	13.6
	Estonia	5	0	20	40	20	0	0	0	20	0
	Greece	15	20	33.3	13.3	20	0	0	6.7	0	6.7
	Spain	30	0	16.7	23.3	16.7	10	0	16.7	13.3	3.3
	France	30	23.3	20	13.3	16.7	0	3.3	10	3.3	10
	Ireland	24	37.5	12.5	4.2	25	4.2	0	12.5	4.2	0
	Italy	22	4.5	13.6	4.5	13.6	9.1	4.5	22.7	22.7	4.5
	Cyprus	5	20	20	0	0	0	0	40	0	20
	Latvia	3	0	33.3	33.3	33.3	0	0	0	0	0
	Lithuania	10	10	40	20	20	0	0	10	0	0
	Luxembourg	2	0	0	0	100	0	0	0	0	0
	Hungary	25	40	24	8	24	0	0	0	0	4
	Malta	4	50	0	25	25	0	0	0	0	0
	Netherlands	5	40	0	40	0	0	0	0	20	0
	Austria	33	12.1	18.2	24.2	6.1	0	0	18.2	3	18.2
	Poland	39	23.1	17.9	7.7	20.5	2.6	0	12.8	5.1	10.3
	Portugal	17	0	11.8	29.4	23.5	0	0	17.6	11.8	5.9
	Romania	24	20.8	25	16.7	16.7	0	0	0	0	20.8
	Slovenia	20	10	10	20	10	10	10	5	20	5
	Slovakia	16	0	25	25	37.5	0	0	6.2	6.2	0
	Finland	9	0	0	11.1	11.1	0	0	55.6	22.2	0
	Sweden	26	11.5	42.3	7.7	7.7	3.8	0	15.4	7.7	3.8
	United Kingdom	18	27.8	16.7	11.1	33.3	0	0	11.1	0	0

Table 66. Costs covered by the envisaged EU programme

QUESTION: B15_A-D. What type of costs that the visit abroad would imply should be covered by the envisaged EU programme?

% of "Mentioned" shown




























		Total N	Preparatory costs (language course, training)	Travel costs	Daily expenses (food, accommodation)	A fee for the host entrepreneur
	EU27	472	64.8	70.8	66.1	53
	COUNTRY					
	Belgium	34	35.3	41.2	35.3	32.4
	Bulgaria	19	73.7	89.5	100	84.2
	Czech Rep.	15	46.7	53.3	53.3	33.3
	Germany	22	77.3	54.5	40.9	50
	Estonia	5	80	80	60	80
	Greece	15	73.3	100	86.7	66.7
	Spain	30	53.3	70	76.7	63.3
	France	30	56.7	76.7	60	26.7
	Ireland	24	83.3	79.2	70.8	66.7
	Italy	22	59.1	63.6	77.3	22.7
	Cyprus	5	40	60	40	60
	Latvia	3	33.3	33.3	66.7	100
	Lithuania	10	70	90	90	70
	Luxembourg	2	50	50	0	0
	Hungary	25	72	80	68	56
	Malta	4	75	100	100	100
	Netherlands	5	40	40	20	40
	Austria	33	81.8	69.7	48.5	48.5
	Poland	39	79.5	82.1	89.7	64.1
	Portugal	17	64.7	82.4	82.4	76.5
	Romania	24	66.7	58.3	66.7	29.2
	Slovenia	20	65	55	55	70
	Slovakia	16	62.5	68.8	56.2	43.8
	Finland	9	66.7	88.9	77.8	22.2
	Sweden	26	50	65.4	61.5	57.7
	United Kingdom	18	77.8	94.4	77.8	72.2

Table 67. Willingness to contribute to the financing of the stay abroad

QUESTION: B11. Would your organisation be ready to contribute to the financing of the stay of your clients in another country of the EU?




























		Total N	% Yes	% No	% DK/NA
	EU27	472	20.3	61.4	18.2
	COUNTRY				
	Belgium	34	5.9	50	44.1
	Bulgaria	19	5.3	89.5	5.3
	Czech Rep.	15	20	73.3	6.7
	Germany	22	9.1	72.7	18.2
	Estonia	5	40	60	0
	Greece	15	33.3	46.7	20
	Spain	30	26.7	26.7	46.7
	France	30	3.3	76.7	20
	Ireland	24	70.8	25	4.2
	Italy	22	9.1	59.1	31.8
	Cyprus	5	40	60	0
	Latvia	3	0	66.7	33.3
	Lithuania	10	10	90	0
	Luxembourg	2	50	50	0
	Hungary	25	20	72	8
	Malta	4	75	25	0
	Netherlands	5	0	60	40
	Austria	33	39.4	27.3	33.3
	Poland	39	12.8	82.1	5.1
	Portugal	17	5.9	64.7	29.4
	Romania	24	8.3	75	16.7
	Slovenia	20	15	75	10
	Slovakia	16	18.8	81.2	0
	Finland	9	55.6	22.2	22.2
	Sweden	26	3.8	92.3	3.8
	United Kingdom	18	44.4	44.4	11.1

Table 68. Willingness to contribute to the financing of the stay abroad**QUESTION: B12_A-C. What type of costs would your organisation be willing to cover?***Base: those who are ready to contribute to the financing of stay abroad**% of "Mentioned" shown*






		Total N	Preparatory costs (language course. training)	Travel costs	Daily expenses (food. accommodation)
	EU27	96	77.1	54.2	36.5
	COUNTRY				
	Belgium	2	100	50	50
	Bulgaria	1	100	0	0
	Czech Rep.	3	100	33.3	33.3
	Germany	2	100	0	0
	Estonia	2	50	50	0
	Greece	5	60	80	100
	Spain	8	87.5	25	12.5
	France	1	0	0	0
	Ireland	17	70.6	82.4	52.9
	Italy	2	50	50	50
	Cyprus	2	50	100	100
	Latvia	0	0	0	0
	Lithuania	1	0	0	0
	Luxembourg	1	100	100	100
	Hungary	5	80	60	20
	Malta	3	66.7	66.7	0
	Netherlands	0	0	0	0
	Austria	13	84.6	30.8	23.1
	Poland	5	80	60	20
	Portugal	1	100	100	0
	Romania	2	100	50	0
	Slovenia	3	100	33.3	33.3
	Slovakia	3	100	66.7	66.7
	Finland	5	40	60	40
	Sweden	1	0	0	0
	United Kingdom	8	100	62.5	50

Table 69. Openness to host entrepreneurs from other EU-countries

QUESTION: B13. Would your organisation be ready to contribute to the hosting of a young (would-be) entrepreneur who would stay in your own country?




























		Total N	% Yes	% No	% DK/NA
	EU27	472	43.6	39.4	16.9
	COUNTRY				
	Belgium	34	20.6	41.2	38.2
	Bulgaria	19	84.2	10.5	5.3
	Czech Rep.	15	33.3	60	6.7
	Germany	22	54.5	31.8	13.6
	Estonia	5	60	40	0
	Greece	15	73.3	26.7	0
	Spain	30	40	26.7	33.3
	France	30	53.3	30	16.7
	Ireland	24	45.8	41.7	12.5
	Italy	22	40.9	27.3	31.8
	Cyprus	5	20	80	0
	Latvia	3	33.3	33.3	33.3
	Lithuania	10	30	70	0
	Luxembourg	2	50	50	0
	Hungary	25	60	28	12
	Malta	4	50	25	25
	Netherlands	5	40	20	40
	Austria	33	48.5	21.2	30.3
	Poland	39	25.6	66.7	7.7
	Portugal	17	23.5	35.3	41.2
	Romania	24	50	20.8	29.2
	Slovenia	20	40	50	10
	Slovakia	16	18.8	81.2	0
	Finland	9	44.4	44.4	11.1
	Sweden	26	42.3	57.7	0
	United Kingdom	18	61.1	38.9	0

Table 70. Type of the contribution

QUESTION: B14_A-G. What kind of contribution could your organisation offer when hosting a young (would-be) entrepreneur?

Base: those who are ready to contribute to the hosting of a young (would-be) entrepreneur

% of "Mentioned" shown


		Total N	Covering the travel expenses	Providing board and accommodation	A small salary / fee	Office space	Training courses	Language courses	Introduction to the local business environment in the host country
	EU27	206	18.4	33	23.8	69.9	63.6	41.3	80.6
	COUNTRY								
	Belgium	7	0	42.9	14.3	57.1	85.7	42.9	0
	Bulgaria	16	6.2	18.8	56.2	100	81.2	75	100
	Czech Rep.	5	20	60	60	80	80	80	80
	Germany	12	8.3	16.7	16.7	66.7	66.7	33.3	91.7
	Estonia	3	33.3	33.3	33.3	33.3	33.3	33.3	100
	Greece	11	18.2	63.6	36.4	90.9	81.8	27.3	90.9
	Spain	12	8.3	8.3	8.3	41.7	58.3	50	66.7
	France	16	25	25	18.8	56.2	62.5	31.2	81.2
	Ireland	11	45.5	45.5	27.3	63.6	90.9	54.5	90.9
	Italy	9	0	11.1	0	88.9	22.2	0	77.8
	Cyprus	1	100	0	100	100	100	100	100
	Latvia	1	100	0	0	100	100	100	100
	Lithuania	3	0	0	33.3	66.7	100	100	100
	Luxembourg	1	100	100	0	0	0	0	0
	Hungary	15	13.3	40	20	66.7	40	26.7	100
	Malta	2	50	50	0	100	100	100	100
	Netherlands	2	0	0	0	0	50	0	50
	Austria	16	37.5	43.8	18.8	75	87.5	93.8	93.8
	Poland	10	30	70	20	80	80	50	90
	Portugal	4	25	25	25	100	25	0	75
	Romania	12	8.3	16.7	8.3	91.7	33.3	0	50
	Slovenia	8	0	50	37.5	87.5	62.5	50	75
	Slovakia	3	33.3	33.3	66.7	33.3	66.7	66.7	66.7
	Finland	4	25	25	50	50	50	0	25
	Sweden	11	0	9.1	0	9.1	18.2	0	81.8
	United Kingdom	11	27.3	54.5	27.3	90.9	81.8	36.4	90.9

Table 71. Preferred age group of host entrepreneur

QUESTION: B3. What do you think would be more advantageous for the clients of your organisation: to learn from and exchange experiences with a young entrepreneur who has established his/her company quite recently, OR with an older and more experienced entrepreneur?




























		Total N	% Young entrepreneur	% Older and more experienced entrepreneur	% Both would have been fine	% DK/NA
	EU27	472	10.8	46	40	3.2
	COUNTRY					
	Belgium	34	26.5	14.7	52.9	5.9
	Bulgaria	19	10.5	42.1	47.4	0
	Czech Rep.	15	0	46.7	46.7	6.7
	Germany	22	0	45.5	50	4.5
	Estonia	5	0	40	60	0
	Greece	15	0	60	40	0
	Spain	30	23.3	26.7	46.7	3.3
	France	30	13.3	43.3	36.7	6.7
	Ireland	24	16.7	58.3	25	0
	Italy	22	9.1	77.3	4.5	9.1
	Cyprus	5	0	40	60	0
	Latvia	3	33.3	0	66.7	0
	Lithuania	10	20	70	10	0
	Luxembourg	2	0	0	100	0
	Hungary	25	0	56	44	0
	Malta	4	25	25	50	0
	Netherlands	5	0	20	80	0
	Austria	33	15.2	24.2	60.6	0
	Poland	39	5.1	69.2	17.9	7.7
	Portugal	17	11.8	35.3	47.1	5.9
	Romania	24	8.3	29.2	62.5	0
	Slovenia	20	5	80	15	0
	Slovakia	16	12.5	25	56.2	6.2
	Finland	9	0	88.9	11.1	0
	Sweden	26	15.4	50	34.6	0
	United Kingdom	18	5.6	55.6	33.3	5.6

Table 72. Branches/business sectors of guest and host entrepreneurs

QUESTION: B6. From which branches / business sectors should the person moving abroad and the host entrepreneur come from:




























		Total N	% The same branch / business sector. or	% Different branches / business sectors?	% Does not Matter	% DK/NA
	EU27	472	57	21.2	18.4	3.4
	COUNTRY					
	Belgium	34	26.5	26.5	41.2	5.9
	Bulgaria	19	78.9	15.8	0	5.3
	Czech Rep.	15	46.7	0	46.7	6.7
	Germany	22	36.4	40.9	18.2	4.5
	Estonia	5	80	20	0	0
	Greece	15	40	40	13.3	6.7
	Spain	30	60	3.3	36.7	0
	France	30	70	10	16.7	3.3
	Ireland	24	50	29.2	20.8	0
	Italy	22	45.5	40.9	9.1	4.5
	Cyprus	5	20	20	40	20
	Latvia	3	33.3	0	66.7	0
	Lithuania	10	70	30	0	0
	Luxembourg	2	100	0	0	0
	Hungary	25	88	8	4	0
	Malta	4	25	25	50	0
	Netherlands	5	40	40	20	0
	Austria	33	51.5	36.4	12.1	0
	Poland	39	69.2	17.9	7.7	5.1
	Portugal	17	52.9	35.3	0	11.8
	Romania	24	62.5	8.3	20.8	8.3
	Slovenia	20	55	25	20	0
	Slovakia	16	68.8	12.5	18.8	0
	Finland	9	77.8	0	22.2	0
	Sweden	26	53.8	26.9	15.4	3.8
	United Kingdom	18	66.7	11.1	22.2	0

Table 73. Preferred size of the host enterprise

QUESTION: B7. What size should the enterprise that the clients of your organisation would visit preferably have, for instance how many employees?

		Total N	% Around 2 to 5	% Around 5 to 10	% Around 10 to 20	% Around 20 to 50	% More than 50	% It does not matter	% DK/NA
	EU27	472	8.3	17.6	21.6	14.2	5.5	25.2	7.6
	COUNTRY								
	Belgium	34	0	2.9	17.6	5.9	2.9	64.7	5.9
	Bulgaria	19	0	10.5	15.8	52.6	0	21.1	0
	Czech Rep.	15	0	0	33.3	20	6.7	26.7	13.3
	Germany	22	4.5	18.2	9.1	27.3	9.1	27.3	4.5
	Estonia	5	0	20	80	0	0	0	0
	Greece	15	20	26.7	13.3	13.3	13.3	0	13.3
	Spain	30	3.3	20	16.7	6.7	0	50	3.3
	France	30	23.3	26.7	20	3.3	6.7	13.3	6.7
	Ireland	24	4.2	20.8	37.5	25	4.2	4.2	4.2
	Italy	22	0	54.5	40.9	4.5	0	0	0
	Cyprus	5	0	0	0	0	60	20	20
	Latvia	3	0	0	0	0	0	100	0
	Lithuania	10	10	0	20	30	0	30	10
	Luxembourg	2	0	0	50	0	0	50	0
	Hungary	25	8	32	28	8	0	16	8
	Malta	4	25	25	0	25	0	25	0
	Netherlands	5	0	0	60	0	0	40	0
	Austria	33	0	15.2	15.2	15.2	18.2	36.4	0
	Poland	39	5.1	23.1	23.1	15.4	5.1	12.8	15.4
	Portugal	17	11.8	5.9	17.6	0	11.8	29.4	23.5
	Romania	24	0	16.7	16.7	16.7	4.2	33.3	12.5
	Slovenia	20	25	15	10	20	5	20	5
	Slovakia	16	0	6.2	31.2	6.2	6.2	37.5	12.5
	Finland	9	11.1	0	11.1	44.4	0	22.2	11.1
	Sweden	26	34.6	11.5	19.2	7.7	3.8	15.4	7.7
	United Kingdom	18	16.7	27.8	22.2	11.1	0	11.1	11.1

Table 74. Impact of the programme: Staying in a company abroad... - makes it easier for a young would-be entrepreneur to start up his/her business

QUESTION: B16_A. Do you strongly agree, agree, disagree or strongly disagree with the following statements about the impact of such a programme? Staying in a company abroad... - makes it easier for a young would-be entrepreneur to start up his/her business






















		Total N	% Strongly agree	% Agree	% Disagree	% Strongly disagree	% DK/NA
	EU27	472	42.4	40.5	10.6	3	3.6
	COUNTRY						
	Belgium	34	29.4	41.2	11.8	2.9	14.7
	Bulgaria	19	78.9	21.1	0	0	0
	Czech Rep.	15	73.3	20	6.7	0	0
	Germany	22	13.6	31.8	36.4	13.6	4.5
	Estonia	5	100	0	0	0	0
	Greece	15	26.7	66.7	0	6.7	0
	Spain	30	56.7	36.7	6.7	0	0
	France	30	10	56.7	26.7	3.3	3.3
	Ireland	24	20.8	50	16.7	4.2	8.3
	Italy	22	68.2	22.7	9.1	0	0
	Cyprus	5	40	40	0	0	20
	Latvia	3	66.7	33.3	0	0	0
	Lithuania	10	90	0	0	0	10
	Luxembourg	2	50	50	0	0	0
	Hungary	25	32	64	4	0	0
	Malta	4	0	50	50	0	0
	Netherlands	5	20	20	40	0	20
	Austria	33	57.6	27.3	9.1	6.1	0
	Poland	39	28.2	53.8	10.3	0	7.7
	Portugal	17	52.9	41.2	0	0	5.9
	Romania	24	75	20.8	4.2	0	0
	Slovenia	20	40	50	5	5	0
	Slovakia	16	75	0	18.8	6.2	0
	Finland	9	44.4	44.4	0	0	11.1
	Sweden	26	11.5	65.4	11.5	11.5	0
	United Kingdom	18	27.8	66.7	5.6	0	0

Table 75. Impact of the programme: Staying in a company abroad... - makes the chances of success of a business higher

QUESTION: B16_B. Do you strongly agree, agree, disagree or strongly disagree with the following statements about the impact of such a programme? Staying in a company abroad... - makes the chances of success of a business higher

























		Total N	% Strongly agree	% Agree	% Disagree	% Strongly disagree	% DK/NA
	EU27	472	45.3	43	7.6	1.9	2.1
	COUNTRY						
	Belgium	34	38.2	47.1	5.9	0	8.8
	Bulgaria	19	84.2	10.5	5.3	0	0
	Czech Rep.	15	80	20	0	0	0
	Germany	22	18.2	59.1	18.2	4.5	0
	Estonia	5	100	0	0	0	0
	Greece	15	33.3	60	0	0	6.7
	Spain	30	56.7	43.3	0	0	0
	France	30	10	66.7	16.7	3.3	3.3
	Ireland	24	25	58.3	8.3	4.2	4.2
	Italy	22	68.2	22.7	4.5	4.5	0
	Cyprus	5	60	20	0	0	20
	Latvia	3	0	100	0	0	0
	Lithuania	10	70	20	10	0	0
	Luxembourg	2	50	0	50	0	0
	Hungary	25	48	52	0	0	0
	Malta	4	0	50	50	0	0
	Netherlands	5	20	0	60	0	20
	Austria	33	66.7	27.3	3	3	0
	Poland	39	41	46.2	5.1	2.6	5.1
	Portugal	17	35.3	52.9	11.8	0	0
	Romania	24	75	25	0	0	0
	Slovenia	20	45	55	0	0	0
	Slovakia	16	62.5	25	12.5	0	0
	Finland	9	44.4	55.6	0	0	0
	Sweden	26	11.5	57.7	19.2	11.5	0
	United Kingdom	18	33.3	55.6	11.1	0	0

Table 76. Impact of the programme: Staying in a company abroad... - contributes to knowledge and inter-cultural understanding

QUESTION: B16_C. Do you strongly agree, agree, disagree or strongly disagree with the following statements about the impact of such a programme? Staying in a company abroad... - contributes to knowledge and inter-cultural understanding



















































		Total N	% Strongly agree	% Agree	% Disagree	% Strongly disagree	% DK/NA
	EU27	472	61	36	1.3	0	1.7
	COUNTRY						
	Belgium	34	44.1	44.1	2.9	0	8.8
	Bulgaria	19	94.7	5.3	0	0	0
	Czech Rep.	15	93.3	6.7	0	0	0
	Germany	22	54.5	45.5	0	0	0
	Estonia	5	100	0	0	0	0
	Greece	15	53.3	40	6.7	0	0
	Spain	30	73.3	26.7	0	0	0
	France	30	33.3	63.3	0	0	3.3
	Ireland	24	41.7	54.2	0	0	4.2
	Italy	22	68.2	31.8	0	0	0
	Cyprus	5	60	20	0	0	20
	Latvia	3	100	0	0	0	0
	Lithuania	10	90	10	0	0	0
	Luxembourg	2	50	50	0	0	0
	Hungary	25	36	64	0	0	0
	Malta	4	50	50	0	0	0
	Netherlands	5	20	60	0	0	20
	Austria	33	90.9	9.1	0	0	0
	Poland	39	33.3	59	5.1	0	2.6
	Portugal	17	52.9	47.1	0	0	0
	Romania	24	79.2	16.7	4.2	0	0
	Slovenia	20	75	25	0	0	0
	Slovakia	16	62.5	31.2	6.2	0	0
	Finland	9	66.7	33.3	0	0	0
	Sweden	26	73.1	26.9	0	0	0
	United Kingdom	18	55.6	44.4	0	0	0

Table 77. Impact of the programme: Staying in a company abroad... - has no impact on the start-up of a new undertaking

QUESTION: B16_D. Do you strongly agree, agree, disagree or strongly disagree with the following statements about the impact of such a programme? Staying in a company abroad... - has no impact on the start-up of a new undertaking

		Total N	% Strongly agree	% Agree	% Disagree	% Strongly disagree	% DK/NA
	EU27	472	12.5	17.2	40	25.2	5.1
	COUNTRY						
	Belgium	34	2.9	17.6	58.8	11.8	8.8
	Bulgaria	19	0	10.5	26.3	63.2	0
	Czech Rep.	15	46.7	0	26.7	26.7	0
	Germany	22	13.6	22.7	45.5	13.6	4.5
	Estonia	5	0	0	0	80	20
	Greece	15	20	33.3	26.7	13.3	6.7
	Spain	30	16.7	13.3	46.7	13.3	10
	France	30	6.7	23.3	50	13.3	6.7
	Ireland	24	4.2	25	45.8	12.5	12.5
	Italy	22	54.5	18.2	4.5	9.1	13.6
	Cyprus	5	20	40	20	0	20
	Latvia	3	0	0	66.7	33.3	0
	Lithuania	10	0	10	70	20	0
	Luxembourg	2	0	0	0	100	0
	Hungary	25	0	4	56	36	4
	Malta	4	0	25	50	0	25
	Netherlands	5	0	0	60	20	20
	Austria	33	27.3	18.2	9.1	45.5	0
	Poland	39	2.6	10.3	69.2	10.3	7.7
	Portugal	17	5.9	29.4	52.9	11.8	0
	Romania	24	4.2	4.2	20.8	70.8	0
	Slovenia	20	15	20	50	15	0
	Slovakia	16	25	12.5	18.8	43.8	0
	Finland	9	0	55.6	33.3	11.1	0
	Sweden	26	19.2	26.9	30.8	23.1	0
	United Kingdom	18	0	16.7	44.4	38.9	0

II. Survey Details

This survey on the "Erasmus for young entrepreneurs" was conducted for the European Commission, Directorate-General for Enterprise and Industry / ENTR E1 - Entrepreneurship .

Telephone interviews were conducted between the 10/10/2007 and the 30/10/2007 in the countries by the following institutes:

Belgium	BE	Gallup Europe	(Interviews : 11/10/2007 - 30/10/2007)
Bulgaria	BG	Vitosha	(Interviews : 11/10/2007 - 24/10/2007)
Czech Republic	CZ	Focus Agency	(Interviews : 12/10/2007 - 25/10/2007)
Denmark	DK	Hermelin	(Interviews : 15/10/2007 - 25/10/2007)
Germany	DE	IFAK	(Interviews : 11/10/2007 - 30/10/2007)
Estonia	EE	Saar Poll	(Interviews : 11/10/2007 - 11/10/2007)
Greece	EL	Metroanalysis	(Interviews : 11/10/2007 - 19/10/2007)
Spain	ES	Gallup Spain	(Interviews : 15/10/2007 - 23/10/2007)
France	FR	Efficience3	(Interviews : 15/10/2007 - 23/10/2007)
Ireland	IE	Gallup UK	(Interviews : 11/10/2007 - 24/10/2007)
Italy	IT	Demoskopoea	(Interviews : 12/10/2007 - 30/10/2007)
Cyprus	CY	CYMAR	(Interviews : 12/10/2007 - 17/10/2007)
Latvia	LV	Latvian Facts	(Interviews : 12/10/2007 - 15/10/2007)
Lithuania	LT	Baltic Survey	(Interviews : 15/10/2007 - 22/10/2007)
Luxembourg	LU	Gallup Europe	(Interviews : 11/10/2007 - 11/10/2007)
Hungary	HU	Gallup Hungary	(Interviews : 11/10/2007 - 16/10/2007)
Malta	MT	MISCO	(Interviews : 10/10/2007 - 17/10/2007)
Netherlands	NL	Telder	(Interviews : 15/10/2007 - 30/10/2007)
Austria	AT	Spectra	(Interviews : 11/10/2007 - 30/10/2007)
Poland	PL	Gallup Poland	(Interviews : 12/10/2007 - 30/10/2007)
Portugal	PT	Consulmark	(Interviews : 16/10/2007 - 22/10/2007)
Romania	RO	Gallup Romania	(Interviews : 10/10/2007 - 25/10/2007)
Slovenia	SI	Cati d.o.o.	(Interviews : 11/10/2007 - 24/10/2007)
Slovakia	SK	Focus Agency	(Interviews : 11/10/2007 - 12/10/2007)
Finland	FI	Hermelin	(Interviews : 17/10/2007 - 30/10/2007)
Sweden	SE	Hermelin	(Interviews : 12/10/2007 - 30/10/2007)
United Kingdom	UK	Gallup UK	(Interviews : 11/10/2007 - 24/10/2007)

Representativeness of the results

The sample was based on the results of a desk research that aimed at creating a list of typical start-up counselling and support organisations for each of the European Member States. The organisations were categorised in three categories, according to their eligibility for the survey: 1) Organisations who offer their counselling and support only to future entrepreneurs, i.e. prior to the company's legal registration (**Only pre Set-up**), 2) those who provide their services exclusively to companies that are already legally established (**Only post set-up**) and those who accompany entrepreneurs from the first steps of the start-up to the actual running of the established business ("**Both pre- and post Set-up**"). As those representatives and trainers were supposed to be interviewed that deal with young (future) entrepreneurs who are actually about to start their business, only those organisations were contacted that offer **either "Only pre Set-up" services or "Both pre- and post Set-up services"**.

Unfortunately Denmark could not make any centre interviews due to the very low number of eligible organisations and the refusals.

Sample size

The below table shows the target and achieved sample size by country:

TOTAL INTERVIEWS

	Target CENTRE interviews	Conducted interviews	% of Total
Total	345	472	100
Belgium	15	34	7.2
Czech Republic	15	15	3.2
Denmark	15	0	0
Germany	15	22	4.7
Estonia	5	5	1.1
Greece	15	15	3.2
Spain	15	30	6.4
France	15	30	6.4
Ireland	15	24	5.1
Italy	15	22	4.7
Republic of Cyprus	5	5	1.1
Latvia	5	3	0.6
Lithuania	5	10	2.1
Luxembourg	5	2	0.4
Hungary	15	25	5.3
Malta	5	4	0.8
Netherlands	15	5	1.1
Austria	15	33	7.0
Poland	15	39	8.3
Portugal	15	17	3.6
Slovenia	15	20	4.2
Slovakia	15	16	3.4
Finland	15	9	1.9
Sweden	15	26	5.5
United Kingdom	15	18	3.8
Bulgaria	15	19	4.0
Romania	15	24	5.1

Questionnaires

1. The questionnaire prepared for this survey is reproduced at the end of this results volume, in English (see hereafter).
2. The institutes listed above translated the questionnaire in their respective national language(s).
3. One copy of each national questionnaire is annexed to the data tables volume.

Tables of results

VOLUME A: COUNTRY BY COUNTRY

The VOLUME A presents the European Union results country by country.

III. Questionnaire

CA. Information about the Business start-up support organisations, such as One Stop Shop Plus Centres (“Mapping exercise”)

CA1. What type of organisation are you or do you belong to?

[READ OUT – ONE ANSWER ONLY]

- Chamber of commerce 1
- Chamber of Crafts 2
- Business association 3
- Trade association 4
- Municipality/local administration 5
- Private company 6
- Other organisation 7
- [DK/NA] 9

CA2. Please indicate which type of services you offer:

[READ OUT – ONE ANSWER PER LINE]

- Offer 1
 - Don't offer 2
 - [DK/NA] 9
-
- A. Information and consultancy on legal forms 1 2 9
 - B. Information and consultancy on business locations 1 2 9
 - C. Information on how to develop a business plan 1 2 9
 - D. Individualised support on business plan development 1 2 9
 - E. Information on grants/subsidies available 1 2 9
 - F. Management/delivery of support grants or subsidies 1 2 9
 - G. Support/consultancy on financial aspects particularly bank negotiation 1 2 9
 - H. Provision of marketing consultancy services 1 2 9
 - I. Provision of general (strategic) consultancy services 1 2 9
 - J. Fully customer tailored support on demand 1 2 9
 - K. Other services than the services mentioned so far 1 2 9

CA3. What are the means you use to deliver your services?

[READ OUT – ONE ANSWER PER LINE]

- Mentioned 1
 - Not mentioned 2
 - [DK/NA] 9
-
- A. Training seminars 1 2 9
 - B. Big events (fairs, conferences etc.) 1 2 9
 - C. Individual support 1 2 9
 - D. Web based services 1 2 9
 - E. Other means 1 2 9

CA4. What kind of staff is involved in the delivery of your services?

[READ OUT – ONE ANSWER ONLY]

- Own staff..... 1
- External staff..... 2
- Both..... 3
- [DK/NA]..... 9

CA5. Do you advertise your services?

[READ OUT – ONE ANSWER ONLY]

- Yes..... 1
- No..... 2 GO TO CA8
- [DK/NA]..... 9 GO TO CA8

[If CA5=1]

CA6. Where do you advertise your services?

[READ OUT – ONE ANSWER PER LINE]

- Mentioned..... 1
 - Not mentioned..... 2
 - [DK/NA]..... 9
-
- A. Newspapers and magazines..... 1 2 9
 - B. Specialised media: Newsletters and expert journals..... 1 2 9
 - C. Radio and TV..... 1 2 9
 - D. Own Website..... 1 2 9
 - E. Other Website..... 1 2 9
 - F. Other means of advertising..... 1 2 9

CA7. How frequently do you advertise your services in [IF THE ANSWER TO THE GIVEN category IN CA6 a-f=1]?

- Once per week..... 6
- Once per month..... 5
- Every 2 month..... 4
- Every 3-6 month..... 3
- Once a year..... 2
- [Never]..... 1
- [DK/NA]..... 9

- CA7a. Newspapers and magazines..... 6 5 4 3 2 1 9
- CA7b. Specialised media: Newsletters and expert journals..... 6 5 4 3 2 1 9
- CA7c. Radio and TV..... 6 5 4 3 2 1 9
- CA7d. Own Website..... 6 5 4 3 2 1 9
- CA7e. Other Website..... 6 5 4 3 2 1 9

CA7f. Other means of advertising 6 5 4 3 2 1 9

[TO ALL]

CA8. Please tell me which are the most important target groups of your organisation?

[DO NOT READ, JUST CODE - SEVERAL ANSWERS POSSIBLE]

- Students 1
- Apprentices 2
- Craftsmen/women 3
- Entrepreneurs 4
- Unemployed 5
- Other target group 6
- [DK/NA] 9

CA9a. Are your services tailored to a specific age group?

[READ OUT – ONE ANSWER ONLY]

- Yes 1
- No 2 GO TO CA10
- [DK/NA] 9 GO TO CA10

[IF CA9a=1]

CA9b. What is the age category of your target group? Could you tell me first what is the lower age limit for the target group?

- lower limit: [][] years old
- [DK/NA]

CA9c. And what is the upper age limit for the target group?

- higher limit: [][] years old
- [DK/NA]

[TO ALL]

CA10. Could you please indicate for each of the administrative obstacle faced by would-be entrepreneurs when starting up a company if they are very important, rather important, rather unimportant or not important at all for your clients?

[READ OUT – ONE ANSWER PER LINE]

- Very important 1
- Rather important 2
- Rather unimportant 3
- Not important at all 4
- [DK/NA] 9

- A. Writing of the company statute, bylaws and notarisation process..... 1 2 3 4 9
 B. Obtaining approval for the requested company name 1 2 3 4 9
 C. Obtaining certificates on the partners (good conducts, qualifications, etc)..... 1 2 3 4 9
 D. Registering the company 1 2 3 4 9
 E. Obtaining the fiscal ID number, register for taxes 1 2 3 4 9
 F. Registering for VAT..... 1 2 3 4 9
 G. Registering for social security, pension funds, etc 1 2 3 4 9

CA11. Could you please indicate for each of the possible constraints faced by would-be entrepreneurs when starting up a company if they are very important, rather important, rather unimportant or not at all important for your clients?

[READ OUT – ONE ANSWER PER LINE]

- Very important..... 1
 - Rather important 2
 - Rather unimportant 3
 - Not important at all 4
 - [DK/NA] 9
- A. Lack of business idea or business opportunity 1 2 3 4 9
 B. Lack of finances 1 2 3 4 9
 C. Lack of skills..... 1 2 3 4 9
 D. Lack of willingness to take the risk 1 2 3 4 9
 E. Lack of information..... 1 2 3 4 9
 F. Lack of simple administrative procedures..... 1 2 3 4 9

CA12. For each of the following measures, please tell me if this measure is very important, rather important, rather not important or not important at all for enhancing the number of start-ups.

[READ OUT – ONE ANSWER PER LINE]

- Very important..... 1
 - Rather important 2
 - Rather unimportant 3
 - Not important at all 4
 - [DK/NA] 9
- A. Create a more favourable entrepreneurial environment (taxes, laws, infrastructure etc.) 1 2 3 4 9
 B. Improve entrepreneurship education in schools / university..... 1 2 3 4 9
 C. Facilitate access to finance..... 1 2 3 4 9
 D. Reduce red tape / administrative burden..... 1 2 3 4 9
 E. Improve access to information and guidance..... 1 2 3 4 9

CA13. Are you aware of the Services Directive?

[READ OUT – ONE ANSWER POSSIBLE]

- Yes 1
- No 2 GO TO PART CB
- [DK/NA] 9 GO TO PART CB

[IF CA13=1]

CA14. What kind of impact do you think the Services Directive is going to have on the way your organisation operates? Do you think the impact will be very high, rather high, rather low, or will there be no impact at all?

[READ OUT – ONE ANSWER POSSIBLE]

- Very high 1
- Rather high 2
- Rather low 2 GO TO PART CB
- No impact at all 2 GO TO PART CB
- [DK/NA] 9 GO TO PART CB

[IF CA14=1 or 2]

CA15. What are the ongoing or planned actions at your organisation to adapt to this Directive?

[READ OUT– ONE ANSWER PER LINE]

- Mentioned 1
 - Not mentioned 2
 - [DK/NA] 9
-
- A. Methods and systems will be changed 1 2 9
 - B. Additional responsibilities will be added 1 2 9
 - C. Responsibilities will be transferred to another organisation/body 1 2 9
 - D. Start-up process will be converted into a web based system 1 2 9
 - E. Other actions 1 2 9

CB. Information on opinions and ideas about the planned pilot project “Erasmus for young entrepreneurs”

[TO ALL]

CB1. There is the idea to launch an EU programme that would support young would-be entrepreneurs who want to spend a period of time in another country in order to learn from and exchange experiences with other entrepreneurs and look for potential partners.

In your opinion, how useful would such a programme be for clients of your organisation, provided that expenses are at least partially covered?

[READ OUT – ONE ANSWER ONLY]

- Very useful..... 1 GO TO CB3
- Rather useful 2 GO TO CB3
- Rather un-useful..... 3
- Not useful at all..... 4
- [DK/NA] 9

[IF B1=3,4 or 9]

CB2. How important are the following reasons for the clients of your organisation why they might not spend some time abroad and learning from and exchanging experience with another entrepreneur? Could you tell me for each of the following reasons if they are very important, rather important, rather not important or not important at all?

[READ OUT – ONE ANSWER PER LINE]

- Very important..... 1
 - Rather important 2
 - Rather unimportant 3
 - Not important at all 4
 - [DK/NA] 9
-
- A. No time available..... 1 2 3 4 9
 - B. No advantage for their company..... 1 2 3 4 9
 - C. Too expensive..... 1 2 3 4 9
 - D. Too sensitive (in terms of business ideas and competition) 1 2 3 4 9
 - E. No interest in going abroad..... 1 2 3 4 9
 - F. They don't have the necessary language skills..... 1 2 3 4 9
 - G. Other personal reasons..... 1 2 3 4 9

[TO ALL]

CB3. What do you think would be more advantageous for the clients of your organisation: to learn from and exchange experiences with a young entrepreneur who has established his/her company quite recently, OR with an older and more experienced entrepreneur?

[READ OUT – ONE ANSWER ONLY]

- Young entrepreneur..... 1
- Older and more experienced entrepreneur 2
- [Both would have been fine] 3
- [DK/NA] 9

[TO ALL]

CB4_1. Should such a Programme be limited to young would-be entrepreneurs or should it be also open to other target groups?

[READ OUT – ONE ANSWER POSSIBLE]

- Limited to young would-be entrepreneurs 1 GO TO B5_1
- Open to other target groups..... 2 GO TO B4_2
- [DK/NA] 9 GO TO B4_2

CB4_2. Which other target groups?

[READ OUT – ONE ANSWER ONLY]

- Mentioned 1
 - Not mentioned..... 2
 - [DK/NA] 9
-
- A. Young entrepreneurs..... 1 2 9
 - B. Any entrepreneur 1 2 9
 - C. Apprentices 1 2 9
 - D. University students 1 2 9
 - E. Other target group 1 2 9

[TO ALL]

CB5_1. What should be the age range of the target group of such a programme? Could you tell me first what the lower age limit should be for the target group?

- lower limit: [][] years old
- [DK/NA]

CB5_2. And what should be the upper age limit for the target group?

- higher limit:: [][] years old
- [DK/NA]

CB6. From which branches / business sectors should the person moving abroad and the host entrepreneur come from:

[READ OUT – ONE ANSWER ONLY]

- The same branch / business sector, or 1
- Different branches / business sectors?..... 2
- [Does not Matter] 3
- [DK/NA] 9

CB7. What size should the enterprise that the clients of your organisation would visit preferably have, for instance how many employees?

[READ OUT – ONE ANSWER ONLY]

- Around 2 to 5 1
- Around 5 to 10 2
- Around 10 to 20 3
- Around 20 to 50 4
- More than 50 5
- [It does not matter] 6
- [DK/NA] 9

CB8. Do you strongly agree, agree, disagree or strongly disagree with what should be the main objectives of such an EU Programme:

[READ OUT – ONE ANSWER PER LINE]

- Strongly agree 1
 - Agree 2
 - Disagree 3
 - Strongly disagree 4
 - [DK/NA] 9
- A. To learn from the experiences of an entrepreneur running a business in the same, or in a similar sector of the planned enterprise 1 2 3 4 9
- B. To look for potential business partners across national borders for the planned business project and establish a network 1 2 3 4 9
- C. To search markets for products/services 1 2 3 4 9
- D. To learn about the economic and legal environment of another country 1 2 3 4 9
- E. To learn how to successfully run a company in another European country 1 2 3 4 9
- F. To acquire skills that will help to develop new products and services for their own business 1 2 3 4 9
- G. To receive training on how to run successfully a business 1 2 3 4 9
- H. To get a broader cultural perspective 1 2 3 4 9
- I. To improve language skills 1 2 3 4 9

CB9. If you consider learning as one the main objectives for such an EU Programme, how useful the following topics would be for the clients of your organisation to be taught about? Very useful, rather useful, rather not useful, or not useful at all?

[READ OUT – ONE ANSWER PER LINE]

- Very useful 1
 - Rather useful 2
 - Rather un-useful 3
 - Not useful at all 4
 - [DK/NA] 9
- A. The single market and EU law 1 2 3 4 9
- B. Growth and internationalisation of companies 1 2 3 4 9

- C. The local market and business environment in the host country 1 2 3 4 9
 D. Specific skills and know-how of the host company 1 2 3 4 9
 E. Language 1 2 3 4 9
 F. other 1 2 3 4 9

CB10. What would be the ideal length of the period that the clients of your organisation would be able to spend abroad. Please tell me the number of months?

[PRE-CODED LIST]

- Less than one month 1
 - Around 1 month 2
 - Around 2 months 3
 - Around 3 months 4
 - Around 4 months 5
 - Around 5 months 6
 - Around 6 months 7
 - More than 6 months 8
 - [DK/NA] 9

CB11. Would your organisation be ready to contribute to the financing of the stay of your clients in another country of the EU?

[READ OUT – ONE ANSWER ONLY]

- Yes 1
 - No 2 GO TO CB13
 - [DK/NA] 9 GO TO CB13

[IF B11=1]

CB12. What type of costs would your organisation be willing to cover?

[READ OUT – ONE ANSWER PER LINE]

- Mentioned 1
 - Not mentioned 2
 - [DK/NA] 9
- A. Preparatory costs (language course, training) 1 2 9
 B. Travel costs 1 2 9
 C. Daily expenses (food, accommodation) 1 2 9

CB13. Would your organisation be ready to contribute to the hosting of a young (would-be) entrepreneur who would stay in your own country?

[READ OUT – ONE ANSWER ONLY]

- Yes 1

- No..... 2 GO TO B15
- [DK/NA] 9 GO TO B15

[IF CB13=1]

CB14. What kind of contribution could your organisation offer when hosting a young (would-be) entrepreneur?

[READ OUT – ONE ANSWER PER LINE]

- Mentioned 1
 - Not mentioned..... 2
 - [DK/NA] 9
-
- A. Covering the travel expenses 1 2 9
 - B. Providing board and accommodation 1 2 9
 - C. A small salary / fee 1 2 9
 - D. Office space 1 2 9
 - E. Training courses 1 2 9
 - F. Language courses 1 2 9
 - G. Introduction to the local business environment in the host country 1 2 9

CB15. What type of costs that the visit abroad would imply should be covered by the envisaged EU programme?

[READ OUT – ONE ANSWER PER LINE]

- Mentioned 1
 - Not mentioned..... 2
 - [DK/NA] 9
-
- A. Preparatory costs (language course, training)..... 1 2 9
 - B. Travel costs 1 2 9
 - C. Daily expenses (food, accommodation)..... 1 2 9
 - D. A fee for the host entrepreneur 1 2 9

CB16. Do you strongly agree, agree, disagree or strongly disagree with the following statements about the impact of such a programme? Staying in a company abroad ...

[READ OUT – ONE ANSWER PER LINE]

- Strongly agree 1
 - Agree..... 2
 - Disagree 3
 - Strongly disagree 4
 - [DK/NA] 9
-
- A. makes it easier for a young would-be entrepreneur to start up his/her business..... 1 2 3 4 9
 - B. makes the chances of success of a business higher..... 1 2 3 4 9
 - C. contributes to knowledge and inter-cultural understanding..... 1 2 3 4 9

D. has no impact on the start-up of a new undertaking 1 2 3 4 9

CB17. Do you have other views or suggestions on the planned pilot programme to support young would-be entrepreneurs? (max. 4000 characters)

Textbox

