

Entrepreneurship

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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 160

“Entrepreneurship”

Realised by EOS Gallup Europe upon the request of the European Commission
(Directorate-General “Enterprises”)

Survey organised and managed by Directorate-General “Press and Communication”
(Opinion Polls, Press Reviews, Europe Direct)

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alone.**

SURVEY: April 2004

ANALYTICAL REPORT: June 2004

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PRESENTATION

One of the main challenges facing the European Union Member States is the need to boost entrepreneurship. That is one of the ambitious objectives set by the Lisbon European Council in March 2000, with a view to improving performances in terms of employment, economic reform and social cohesion within the European Union. The European Commission opened the public debate by publishing, at the start of 2003, a **Green Paper** on "Entrepreneurship in Europe"¹, which focused on two questions in particular: why do so few Europeans set up their own business and why are so few European business growing?

The development of entrepreneurship has important benefits, both economically and socially. Entrepreneurship is not only a driving force for the creation of jobs, competitiveness and growth, it also contributes to personal fulfilment and the achievement of social objectives. Moreover, numerous factors play a role in the decision to set up a company, for example, the existence of a suitable opportunity, administrative complexities, as well as financial obstacles or skills. That is why, the European Union considers that it is its duty to encourage entrepreneurial initiatives and unlock the growth potential of companies and citizens in the European Union.

To that end, the European Commission's recently published an **Action Plan** focuses on ways of boosting entrepreneurship and sets out a European agenda based on five strategic policy areas²:

- fuelling entrepreneurial mindsets,
- encouraging more people to become entrepreneurs,
- gearing entrepreneurs for growth and competitiveness,
- improving the flow of finance,
- and creating a more SME-friendly regulatory and administrative framework.

The European Commission's **Directorate-General "Enterprise"** has been studying, over the last four years, the development of entrepreneurship in European Union Member States, and comparing European opinions with those of non-European countries, especially the United States. The accession of ten new European Union Member States on 1 May 2004 has enlarged the scope of this survey which, while ensuring the continuation of previous surveys³, covers for the first time **29 countries**.

¹ Green Paper "Entrepreneurship in Europe", European Commission, COM (2003) 27 final, 21/01/2003.

² Action Plan: the European agenda for entrepreneurship, European Commission, COM (2004) 70 final, 11/02/2004.

³ Flash 83 - 09/2000, Flash 107 - 09/2001, Flash 134 - 11/2002, Flash 146 - 09/2003

A total of 21051 people were interviewed by telephone for this survey, between 12 and 29 April 2004:

- 18547 European Union citizens,
- 1003 Americans,
- 501 Icelanders,
- 500 natives of Liechtenstein
- and 500 Norwegians.

The methodology used was that of the FLASH EUROBAROMETER of the Directorate-General Press and Communication (Opinion Polls, Press Reviews, Europe Direct Unit), whose team collaborated in the elaboration of the questionnaire and managed the work. A technical note on the interviews, by the EOS Gallup Europe Institutes, is annexed to this document – as well as to each volume of results published in a Flash Eurobarometer. This technical note specifies the interview method as well as the confidence intervals.

The aim of the following report is to present the main results obtained during the survey and to put them into perspective by comparing them with the results obtained during previous surveys. In addition to the results extrapolated to **the whole of the European Union** (UE25), we will comment briefly on the various results obtained:

- ** in the European Union Member States (EU15 refers to the European average of the fifteen Member States before enlargement on 1 May and NMS refers to the European average of the ten new Member States)
- ** in the USA, Norway, Iceland and Liechtenstein
- ** according to the socio-demographic characteristics of the people interviewed in the EU25 (gender, age, age when they finished their studies and occupation)

ANALYSIS

This first part of the analysis focuses on the preference of the respondents in terms of their employment status: self-employed or employee. They then gave spontaneously the reasons for their preference.

1. The choice of a status: self-employed or employee?

** Source questionnaire: Q1

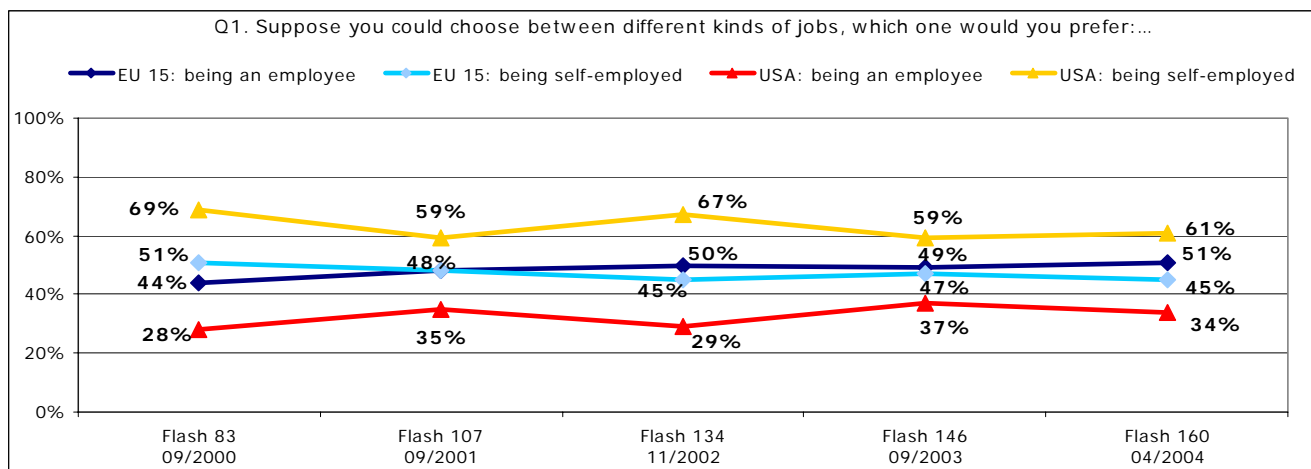
This question has been asked every year since 2000 in the 15 old Member States and the USA. That is why we will address successively:

- (a) changes in the opinions expressed by the respondents in the "old European Union" and the United States since 2000;
- (b) a detailed analysis for the 29 countries studied in 2004.

a. EU15 and USA changes

**- Europeans prefer employee status while
Americans opt for self-employed status-**

The graph below provides an overview of the evolution in terms of the preferred status for the **EU15** average and the **United States**.



As regards the **EU15**, the preference for employee status has gained 2 points since 2003 and now represents a small majority of respondents (51%). Conversely, in the **United States** an even greater majority of the interviewees (61%) would like to be self-employed. That preference has also gained 2 points. The trend established in earlier surveys is therefore confirmed, namely that a higher percentage of Americans than Europeans would prefer to be self-employed.

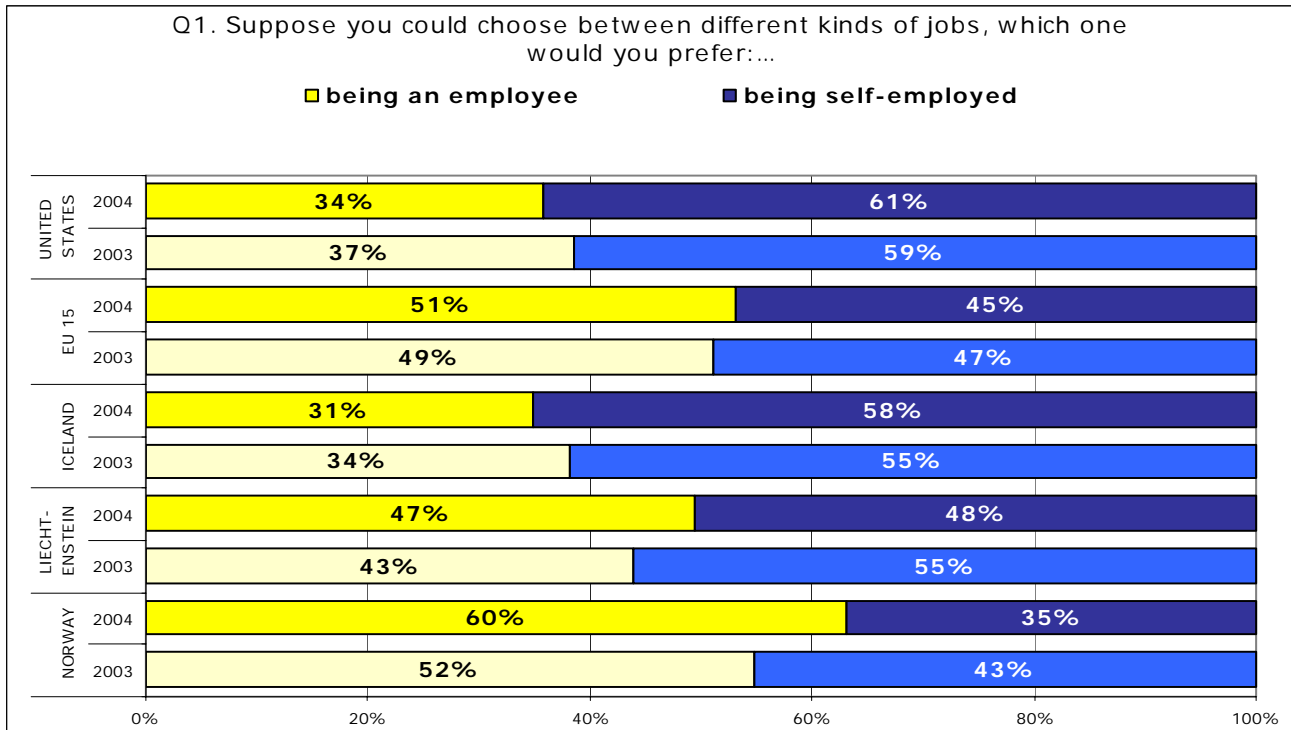
A more detailed analysis of the change in the fifteen Member States and the United States highlights the following elements:

- The strongest swing in favour of employee status is in **Portugal** (+5 points) and the **United Kingdom** (+4 points).
- However, contrary to the EU15 average trend, the preference for employee status has declined in 8 countries, notably in **Denmark**, **Austria** and **Luxembourg**.

	Employee						Self-employed					
	Flash 83 09/00	Flash 107 09/01	Flash 134 11/02	Flash 146 09/03	Flash 160 04/04	Diff. 2003 - 2004	Flash 83 09/00	Flash 107 09/01	Flash 134 11/02	Flash 146 09/03	Flash 160 04/04	Diff. 2003- 2004
EU15	44%	48%	50%	49%	51%	2	51%	48%	45%	47%	45%	-2
BE	61%	58%	62%	61%	58%	-3	36%	36%	34%	34%	34%	0
DK	55%	58%	58%	59%	55%	-4	38%	38%	37%	37%	38%	1
DE	46%	52%	59%	53%	56%	3	48%	45%	35%	44%	39%	-5
EL	24%	25%	45%	48%	46%	-2	70%	68%	48%	51%	52%	1
ES	33%	34%	36%	35%	34%	-1	62%	60%	56%	57%	56%	-1
FR	41%	54%	55%	54%	55%	1	55%	42%	42%	43%	42%	-1
IE	36%	43%	38%	41%	39%	-2	63%	56%	61%	57%	58%	1
IT	38%	38%	39%	39%	42%	3	56%	59%	57%	57%	55%	-2
LU	51%	53%	59%	53%	49%	-4	44%	43%	37%	45%	48%	3
NL	58%	65%	68%	64%	66%	2	41%	33%	30%	35%	33%	-2
AT	57%	63%	58%	60%	56%	-4	38%	33%	35%	35%	37%	2
PT	27%	28%	23%	27%	32%	5	67%	63%	71%	67%	62%	-5
FI	68%	69%	69%	70%	68%	-2	27%	27%	26%	26%	28%	2
SE	63%	59%	61%	59%	61%	2	31%	36%	32%	34%	35%	1
UK	50%	49%	47%	51%	55%	4	48%	47%	48%	46%	41%	-5
USA	28%	35%	29%	37%	34%	-3	69%	59%	67%	59%	61%	2

The slight increase in the preference for self-employed status recorded in the **United States** is also mirrored in **Iceland**, where 58% of the respondents declared in 2004 that they would prefer to be self-employed, compared with 55% in 2003.

Conversely, the preference for employee status has gained 8 points in **Norway** and 4 points in **Liechtenstein**. In this country, opinion seems to be more divided, while a majority of **Norwegians** are in favour of employee status.

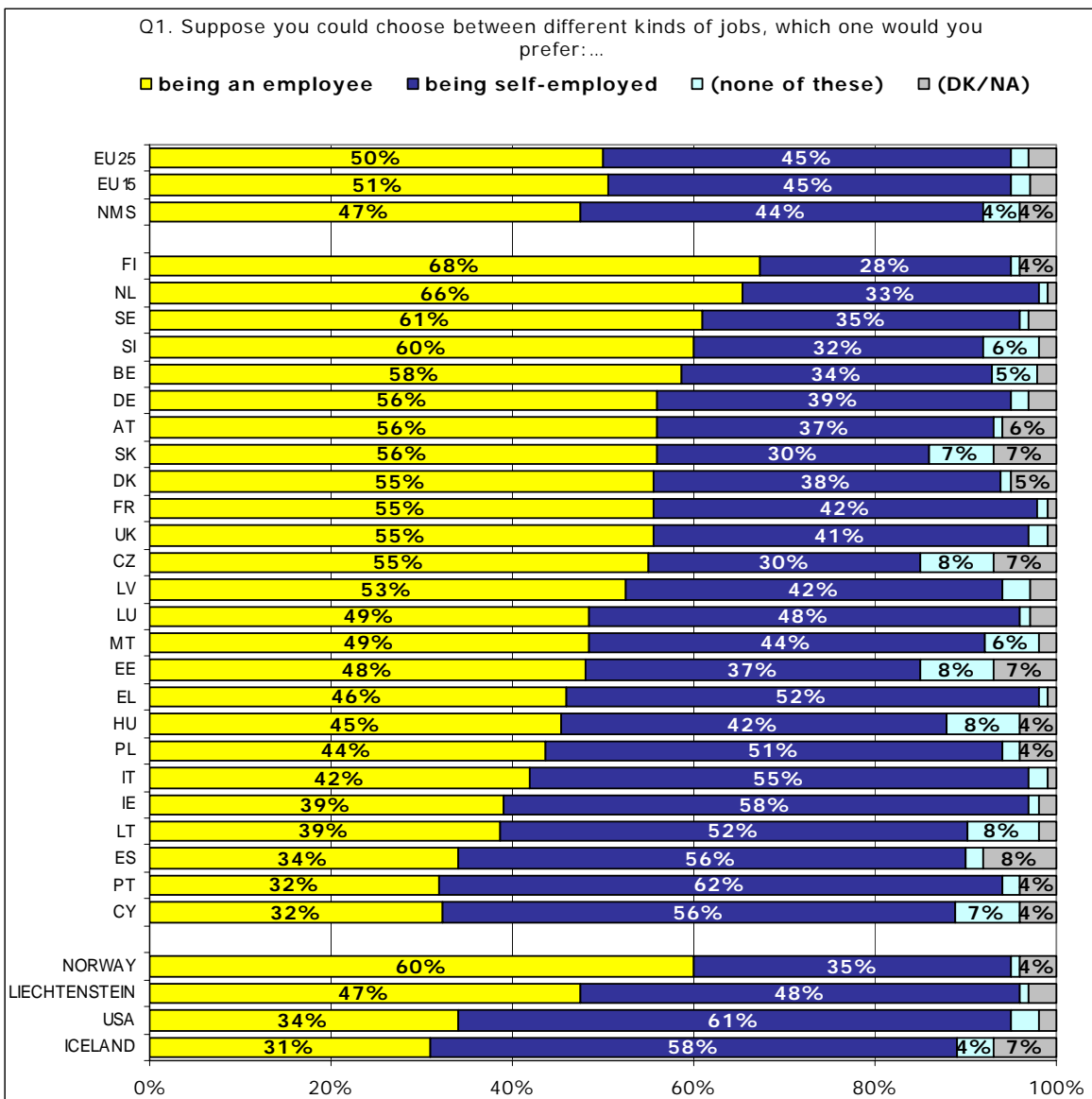


b. 2004: The situation in 29 countries

- Fairly strong divergences between the Member States -

The graph below gives details of the results obtained in each of the 29 countries which participated in this phase of the survey. The preference expressed for employee or self-employed status varies considerably from one country to the next.

The European Union average (EU25) reveals a real division on this question: 50% would prefer to be an employee, compared with 45% in favour of being self-employed. If two thirds of the respondents would prefer to be an employee in **Finland** (68%) and the **Netherlands** (66%), the percentage of respondents preferring this option is closer to a third in **Cyprus** and **Portugal** (32%) and in **Spain** (34%). Therefore, the European average conceals strong disparities.



As regards the socio-demographic characteristics of the European Union respondents,

- 51% of men would prefer to be self-employed, compared with only 39% of women.
- Younger people are more tempted than older people by the idea of becoming self-employed (55%). **Moreover, this preference tends to diminish with age.**
- Respondents who are still studying appear to be more tempted by self-employed status (58%).
- Family background can play a positive role as regards a propensity for self-employed status: interviewees with self-employed parents are more entrepreneurial minded (52%) than those whose parents are both employees (42%).

Q1.	Employee	Self-employed	(none of these)	[DK/NA]
EU 25	50%	45%	2%	3%
SEXE - SEX				
Hommes/ Men	44%	51%	2%	3%
Femmes/ Women	56%	39%	2%	3%
AGE				
15-24	42%	55%	1%	2%
25-39	51%	45%	2%	2%
40-54	54%	42%	1%	2%
55&+	50%	41%	4%	4%
EDUCATION				
15& -	50%	43%	4%	4%
16-20	54%	42%	2%	2%
21& +	50%	47%	1%	2%
Etudie encore/ Still studying	39%	58%	1%	2%
OCCUPATION				
Indpdt. / Self-empl.	21%	75%	1%	2%
Employé / Employee	60%	37%	1%	2%
Ouvrier / Manual worker	58%	38%	2%	3%
Ss act.prof. / Without prof.act.	48%	45%	3%	4%
HABITAT - LOCALITY TYPE				
Metropol.	51%	43%	2%	4%
Villes / Towns	50%	45%	2%	2%
Zones rurales / Rurale zones	49%	46%	2%	3%
OCCUPATION PARENTS				
Indpdts/Self-empl.	43%	52%	2%	3%
Indpdt&Empl./Self-empl&Empl.	46%	51%	2%	2%
Employés/Employees	53%	42%	2%	3%

2. The reasons for this choice

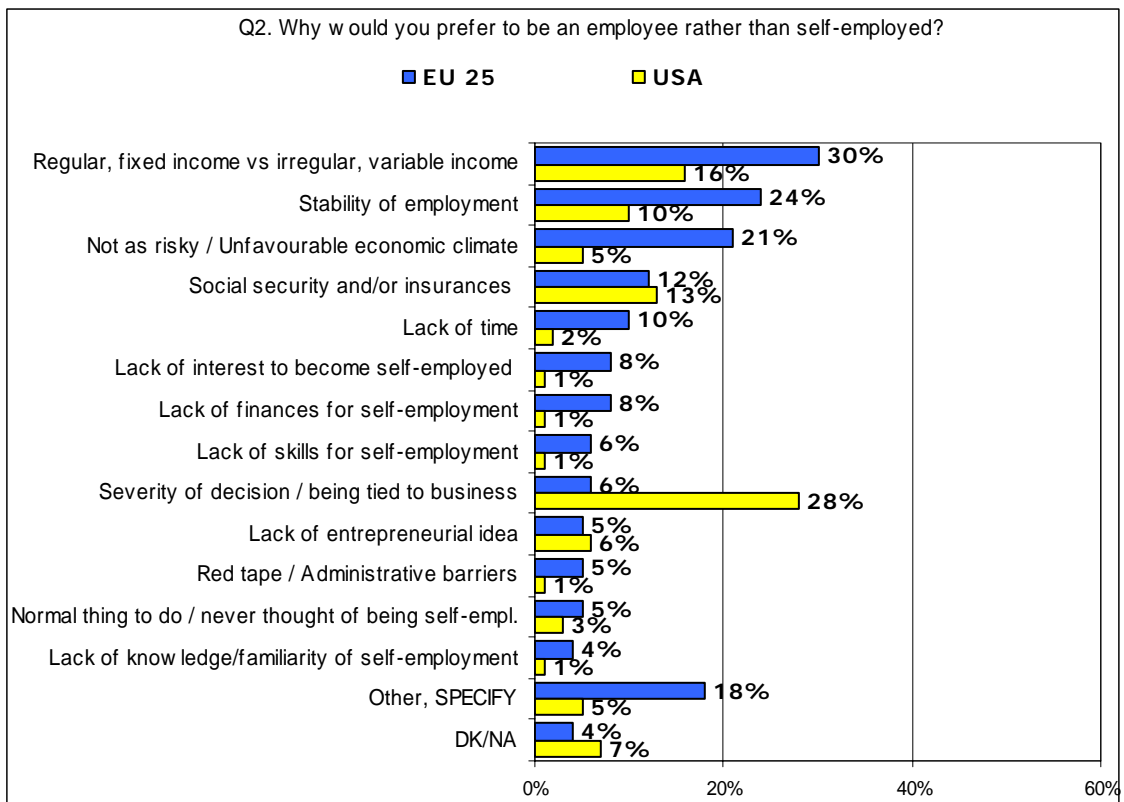
What are the reasons for this preference? The first point (2.1.) examines the reasons given spontaneously by those who answered "employee" and the second point (2.2) reviews the reasons for those who answered "self-employed".

2.1. Preference for employee status

** Source questionnaire: Q2

- Income and job stability as the main arguments for preferring employee status in Europe -

The main reason given by **European** respondents to explain their preference for employee status is the advantage of fixed, regular income, followed by stability of employment and the fact that employee status is less risky. **American** respondents cited first and foremost the severity of decision as the main argument in favour of employee status.



The table below gives details of the various answers in each of the 29 countries participating in the survey.

Q2.	Regular, fixed income versus irregular, variable income	Stability of employment	Not as risky /Unfav. econ. climate	Social security and/or insurances	Lack of time	Lack of interest to become self-employed	Lack of finances for self-employment	Lack of skills for self-employment	Severity of decision –/ being tied to business	Lack of entrepreneurial idea	Red tape / Admin. barriers	Normal/ thing to do / never thought of being self-employed	Lack of knowledge/familiarity with regards to self-employment	Other	DK/ NA
EU 25	30%	24%	21%	12%	10%	8%	8%	6%	6%	5%	5%	5%	4%	18%	4%
EU 15	29%	23%	20%	11%	12%	7%	6%	5%	6%	5%	5%	4%	3%	19%	5%
NMS	37%	32%	21%	16%	5%	13%	18%	11%	6%	9%	7%	7%	10%	14%	4%
BE	17%	16%	10%	25%	11%	4%	5%	2%	4%	3%	4%	2%	1%	16%	8%
DK	9%	10%	6%	1%	5%	9%	1%	2%	0%	1%	8%	3%	1%	56%	3%
DE	29%	13%	47%	17%	21%	9%	17%	8%	10%	7%	7%	6%	7%	16%	3%
EL	63%	56%	15%	10%	6%	1%	1%	1%	1%	1%	1%	3%	1%	0%	2%
ES	20%	23%	12%	4%	2%	2%	4%	4%	10%	3%	1%	4%	2%	21%	8%
FR	13%	9%	21%	4%	10%	5%	3%	5%	1%	4%	7%	3%	0%	51%	8%
IE	28%	12%	6%	2%	7%	16%	2%	6%	7%	2%	6%	3%	6%	21%	2%
IT	54%	48%	9%	15%	9%	6%	2%	2%	1%	7%	2%	5%	1%	1%	0%
LU	24%	22%	11%	5%	6%	2%	4%	2%	2%	1%	1%	2%	1%	34%	7%
NL	33%	21%	11%	18%	12%	6%	1%	6%	2%	4%	3%	3%	4%	15%	6%
AT	43%	40%	7%	29%	12%	4%	2%	2%	2%	4%	2%	2%	1%	3%	3%
PT	32%	18%	23%	7%	2%	8%	9%	4%	5%	7%	6%	5%	2%	3%	3%
FI	35%	13%	18%	2%	8%	16%	1%	6%	9%	3%	2%	4%	4%	0%	4%
SE	17%	18%	6%	1%	19%	3%	1%	1%	5%	1%	4%	2%	2%	26%	3%
UK	25%	29%	6%	9%	7%	9%	3%	5%	9%	2%	6%	3%	3%	12%	6%
CY	54%	56%	12%	9%	7%	4%	4%	1%	2%	0%	1%	4%	1%	1%	1%
CZ	67%	57%	38%	53%	15%	46%	43%	18%	16%	28%	17%	30%	26%	8%	1%
EE	25%	34%	13%	13%	1%	11%	11%	15%	1%	10%	3%	5%	13%	3%	3%
HU	39%	37%	8%	8%	2%	8%	13%	12%	3%	15%	1%	3%	7%	27%	2%
LV	36%	39%	22%	30%	1%	12%	19%	13%	5%	9%	3%	6%	9%	7%	2%
LT	35%	24%	15%	18%	3%	7%	26%	14%	5%	10%	4%	6%	7%	3%	2%
MT	44%	42%	10%	10%	2%	9%	8%	5%	20%	1%	1%	6%	0%	0%	2%
PL	24%	23%	20%	5%	3%	5%	10%	9%	4%	1%	6%	2%	6%	16%	6%
SK	55%	29%	23%	18%	3%	18%	28%	7%	4%	7%	11%	5%	12%	4%	1%
SI	35%	23%	7%	11%	5%	4%	3%	3%	2%	2%	1%	1%	3%	13%	15%
ICELAND	7%	27%	6%	0%	1%	20%	0%	5%	7%	3%	3%	6%	2%	0%	12%
LIECHT.	26%	22%	21%	17%	9%	10%	1%	8%	19%	2%	3%	2%	4%	9%	3%
NORWAY	19%	25%	13%	3%	16%	5%	3%	7%	3%	1%	11%	8%	3%	11%	3%
USA	16%	10%	5%	13%	2%	1%	1%	1%	28%	6%	1%	3%	1%	5%	7%

- The advantage of a regular income was cited as a reason more frequently in the new Member States (**NMS**: 37%) than in old Member States (**EU15**: 29%). The same divergence between the old and new Member States also applies to job stability (32% versus 23%), lack of finances (18% versus 6%) or interest as well as questions of social security and insurance (16% versus 11%).

- Income and job stability obtained very high scores in the **Czech Republic** (67% and 57%) and **Greece** (63% and 56%). The question of a fixed income is also important in **Slovakia** (55%), **Cyprus** and **Italy** (54%).

- The fact that employee status is not as risky and the unfavourable economic climate seem to be more determining elements for the **Danes** (47%).

- Job stability (27%) is the main reason why respondents in **Iceland** would prefer to be employees. The same is true for **Norwegians** (25%).

Q2.	Regular, fixed income vs irreg. variable income	Stability of employment	Not as risky /Unfav. econ. climate	Social security and/or insurances	Lack of time	Lack of interest to become self-empl.	Lack of finances for self-employment	Lack of skills for self-employment	Severity of decision / being tied to bus.	Lack of entrepreneurial idea	Red tape / Admin. barriers	Normal/ thing to do / never thought of being self-employed	Lack of knowledge/ familiarity with regards to self-empl.	Other	DK/ NA
EU 25	30%	24%	21%	12%	10%	8%	8%	6%	6%	5%	5%	5%	4%	18%	4%
SEXE - SEX															
Hombres/ Men	30%	25%	22%	12%	10%	7%	7%	5%	5%	5%	5%	5%	3%	19%	4%
Femmes/ Women	30%	24%	19%	13%	11%	9%	8%	7%	7%	5%	5%	4%	4%	18%	5%
AGE															
15-24	28%	26%	20%	12%	6%	9%	11%	9%	8%	6%	6%	3%	8%	18%	8%
25-39	31%	25%	20%	13%	13%	7%	7%	4%	6%	4%	5%	4%	3%	19%	4%
40-54	32%	23%	21%	13%	12%	7%	7%	5%	5%	4%	6%	4%	4%	17%	3%
55&+	28%	23%	21%	11%	9%	9%	8%	6%	6%	6%	5%	6%	3%	18%	4%
EDUCATION															
15& -	35%	28%	16%	12%	9%	8%	7%	5%	7%	5%	4%	4%	4%	13%	4%
16-20	30%	23%	24%	14%	12%	8%	10%	6%	6%	5%	6%	5%	4%	19%	4%
21& +	27%	23%	19%	12%	10%	7%	5%	4%	5%	4%	6%	4%	3%	22%	5%
Etudie encore/ Still studying	24%	23%	17%	8%	7%	7%	7%	10%	7%	7%	5%	3%	6%	17%	11%
OCCUPATION															
Indpdt. / Self-empl.	45%	21%	20%	13%	13%	2%	10%	1%	6%	2%	7%	1%	1%	14%	3%
Employé / Employee	31%	26%	21%	15%	12%	9%	8%	5%	6%	5%	6%	4%	4%	19%	3%
Ouvrier / Manual worker	29%	22%	21%	11%	13%	9%	6%	6%	5%	4%	6%	4%	4%	21%	3%
Ss act.prof. / Without prof.act.	28%	24%	20%	11%	8%	7%	8%	7%	6%	6%	4%	5%	5%	17%	6%
HABITAT - LOCALITY TYPE															
Metropol.	26%	20%	22%	13%	10%	8%	9%	5%	6%	7%	6%	4%	3%	22%	5%
Villes / Towns	33%	26%	18%	12%	11%	7%	7%	6%	5%	4%	5%	5%	4%	17%	4%
Zones rurales / Rurale zones	31%	25%	22%	13%	10%	9%	8%	6%	7%	5%	5%	4%	4%	15%	4%
OCCUPATION PARENTS															
Indpdts/Self-empl.	35%	24%	18%	11%	9%	5%	4%	4%	4%	3%	4%	4%	2%	19%	3%
Indpdt&Empl./Self-empl&Empl.	27%	22%	22%	9%	12%	6%	6%	3%	4%	2%	5%	3%	1%	20%	4%
Employés/Employees	29%	24%	21%	13%	11%	8%	9%	7%	7%	6%	6%	5%	5%	18%	5%

It is interesting to note how the preference for employee status as opposed to self-employed status varies according to the socio-demographic characteristics of citizens in the European Union.

- Younger people (aged 15-24) cite more readily than older people job stability, the lack of available finances, specific skills or knowledge about becoming self-employed.

- The level of education also comes into play. In terms of reasons for preferring employee status, people with a lower level of education attach more importance to a regular income: 35% of the interviewees who left school at 15 cited the regular income as the reason for their preference, compared with 27% of those who studied up to and beyond the age of 21. Moreover, more citizens who left school earlier gave job stability as a reason.

- The respondent's profession also influences the reasons given. Self-employed people who would prefer to be employees give as their main reason a regular income. More employees cite job stability or social security as reasons. Citizens without any professional activity cite more often the lack of specific competencies, information or idea of what type of activity to carry on as a self-employed person.

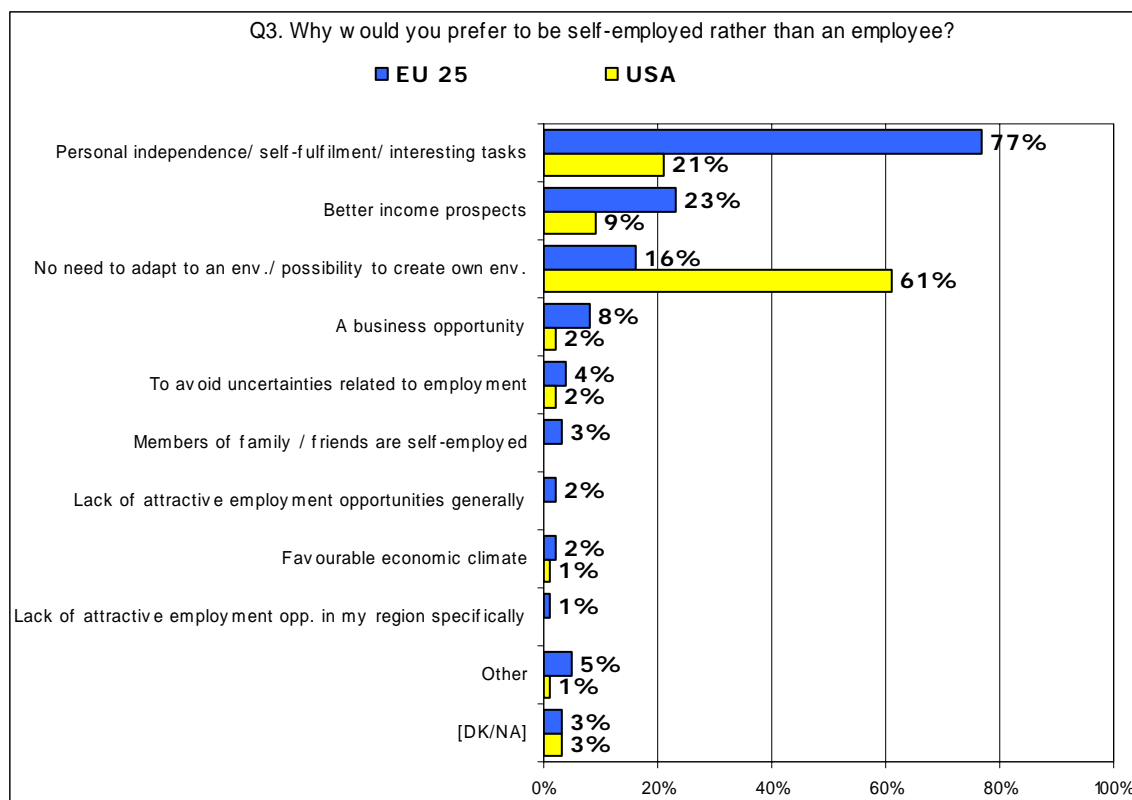
2.2. Preference for self-employed status

** Source questionnaire: Q3

- Self-fulfilment above all -

European Union citizens who would prefer to be self-employed rather than an employee, justify their choice first and foremost by the independence or self-fulfilment that they associate with such a status and the interest of the tasks accomplished (77%). The second reason, the prospect of better income comes a long way behind (23%) in terms of motivation.

The situation in the **United States** is different since the main reason given by interviewees is the possibility of creating their own working environment (61%).



The table on the following page lists the reasons given by all the 29 countries which participated in the survey.

Q3.	Personal indep./ self-fulfil./ interesting tasks	Better income prospects	No need to adapt to an environment / possibility to create own environment	A business opportunity	To avoid uncertain. related to employ	Members of family / friends are self- employed	Lack of attractive employment opportunities generally	Favourable economic climate	Lack of attractive employment opportunities in my region specifically	Other	[DK/NA]
EU 25	77%	23%	16%	8%	4%	3%	2%	2%	1%	5%	3%
EU 15	79%	20%	15%	8%	3%	3%	2%	2%	1%	5%	3%
NMS	67%	34%	19%	10%	8%	4%	4%	3%	3%	6%	4%
BE	68%	11%	10%	5%	1%	6%	2%	2%	0%	10%	5%
DK	83%	7%	6%	1%	1%	0%	1%	0%	0%	11%	3%
DE	85%	27%	22%	12%	8%	6%	4%	3%	4%	4%	1%
EL	80%	53%	30%	14%	4%	2%	2%	17%	1%	2%	0%
ES	66%	14%	7%	5%	1%	1%	1%	1%	0%	8%	9%
FR	86%	17%	12%	1%	0%	0%	0%	0%	0%	4%	3%
IE	84%	15%	4%	1%	1%	0%	1%	0%	1%	3%	4%
IT	80%	17%	18%	11%	2%	3%	1%	2%	1%	1%	0%
LU	59%	8%	19%	3%	1%	1%	1%	2%	0%	31%	2%
NL	72%	11%	30%	10%	1%	2%	0%	0%	0%	11%	1%
AT	76%	20%	19%	5%	3%	4%	3%	2%	0%	4%	3%
PT	62%	31%	11%	17%	2%	1%	1%	2%	0%	2%	4%
FI	79%	13%	22%	1%	1%	3%	1%	1%	1%	0%	3%
SE	75%	6%	9%	3%	0%	0%	0%	2%	0%	15%	1%
UK	81%	23%	9%	7%	3%	2%	2%	3%	1%	9%	3%
CY	69%	27%	11%	15%	3%	2%	5%	10%	0%	1%	4%
CZ	81%	61%	55%	28%	30%	24%	21%	18%	17%	13%	0%
EE	84%	27%	7%	9%	12%	1%	0%	4%	2%	1%	4%
HU	65%	43%	26%	14%	4%	3%	4%	3%	3%	20%	2%
LV	61%	30%	43%	19%	15%	2%	6%	7%	4%	3%	3%
LT	64%	37%	26%	11%	11%	3%	2%	3%	2%	0%	1%
MT	80%	37%	8%	4%	2%	4%	0%	4%	1%	0%	0%
PL	66%	27%	10%	5%	5%	1%	1%	0%	1%	3%	5%
SK	64%	43%	28%	10%	13%	10%	9%	6%	12%	2%	1%
SI	73%	16%	5%	11%	4%	0%	1%	1%	1%	8%	5%
ICELAND	67%	9%	7%	2%	1%	1%	1%	0%	2%	4%	6%
LIECHTENSTEIN	80%	15%	28%	5%	5%	1%	1%	2%	1%	2%	0%
NORWAY	77%	13%	14%	2%	1%	2%	1%	3%	0%	2%	4%
USA	21%	9%	61%	2%	2%	0%	0%	1%	0%	1%	3%

- Different expectations in the 10 new Member States -

- **The 10 new European Union Member States** attach more importance to the prospect of higher income than their new neighbours: 34% of the new European Union citizens gave that reason compared with only 20% of citizens in the fifteen old member States.
- The prospect of higher income associated with being self-employed interests more the **Czechs** (61%), **Greeks** (53%), **Hungarians** and **Slovaks** (43%).
- **EU15 citizens** cite more often self-fulfilment and the job interest of self-employed status (79% versus 67% for **NMS**).
- The **French** (86%), **Germans** (85%), **Irish** and **Estonians** (84%) are more attracted by the independence and self-fulfilment aspects associated with being self-employed.
- In **Liechtenstein** (80%), **Norway** (77%) and **Iceland** (67%), the interviewees attach considerable importance to self-fulfilment as the main reason for preferring self-employed status to employee status.

Q3.	Personal indep./ self-fulfil./ interesting tasks	Better income prospects	No need to adapt to an environment / possibility to create own environment	A business opportunity	To avoid uncertain . related to employ	Members of family / friends are self-employed	Lack of attractive employment opportunities generally	Favourable economic climate	Lack of attractive employment opportunities in my region specifically	Other	[DK/NA]
EU 25	77%	23%	16%	8%	4%	3%	2%	2%	1%	5%	3%
SEXE - SEX											
Hommes/ Men	77%	26%	16%	8%	4%	3%	2%	2%	1%	5%	2%
Femmes/ Women	76%	17%	16%	8%	4%	3%	2%	2%	2%	6%	4%
AGE											
15-24	77%	20%	16%	7%	3%	3%	2%	3%	1%	3%	5%
25-39	79%	26%	16%	8%	4%	2%	2%	2%	2%	6%	2%
40-54	77%	24%	17%	8%	3%	2%	2%	3%	1%	5%	2%
55&+	75%	19%	15%	9%	5%	4%	2%	2%	1%	6%	3%
EDUCATION											
15& -	75%	20%	16%	10%	3%	4%	2%	2%	1%	5%	3%
16-20	77%	27%	16%	8%	4%	2%	2%	3%	2%	6%	2%
21& +	81%	19%	17%	7%	4%	2%	2%	2%	1%	5%	2%
Etudie encore/ Still studying	75%	19%	16%	7%	3%	3%	2%	3%	1%	4%	6%
OCCUPATION											
Indpdt. / Self-empl.	82%	21%	17%	7%	4%	3%	2%	4%	2%	6%	2%
Employé / Employee	80%	26%	19%	9%	2%	2%	2%	2%	1%	5%	1%
Ouvrier / Manual worker	72%	29%	14%	8%	4%	2%	1%	2%	0%	4%	3%
Ss act.prof. / Without prof.act.	75%	19%	15%	8%	4%	3%	2%	2%	1%	5%	4%
HABITAT - LOCALITY TYPE											
Metropol.	81%	21%	15%	8%	3%	2%	2%	2%	1%	5%	2%
Villes / Towns	76%	23%	16%	8%	4%	3%	2%	2%	2%	5%	3%
Zones rurales / Rurale zones	74%	23%	17%	8%	4%	3%	2%	3%	1%	5%	3%
OCCUPATION PARENTS											
Indpdts/Self-empl.	77%	20%	15%	8%	3%	4%	2%	3%	1%	4%	4%
Indpdt&Empl./Self-empl&Empl.	78%	25%	17%	10%	5%	5%	2%	3%	1%	7%	2%
Employés/Employees	77%	23%	17%	8%	4%	2%	2%	2%	2%	5%	2%

An analysis of the answers to this question based on the socio-demographic variables of European citizens highlights the following:

- More men cite the prospect of higher earnings as a reason for becoming self-employed (26% compared with 17% for women).
- Opinions in this area are divided according to the level of education; the higher the level of education the more the independence or interesting tasks associated with being self-employed are cited by the respondents. Income seems to be less important for people having studied longer or still studying.
- Self-employed people who confirm their preference for being self-employed attach the most importance to self-fulfilment, while manual workers focus more on the prospect of higher income that they associate with being self-employed.
- As regards locality type, respondents living in towns and cities attach more importance to self-fulfilment as the reason for their preference.

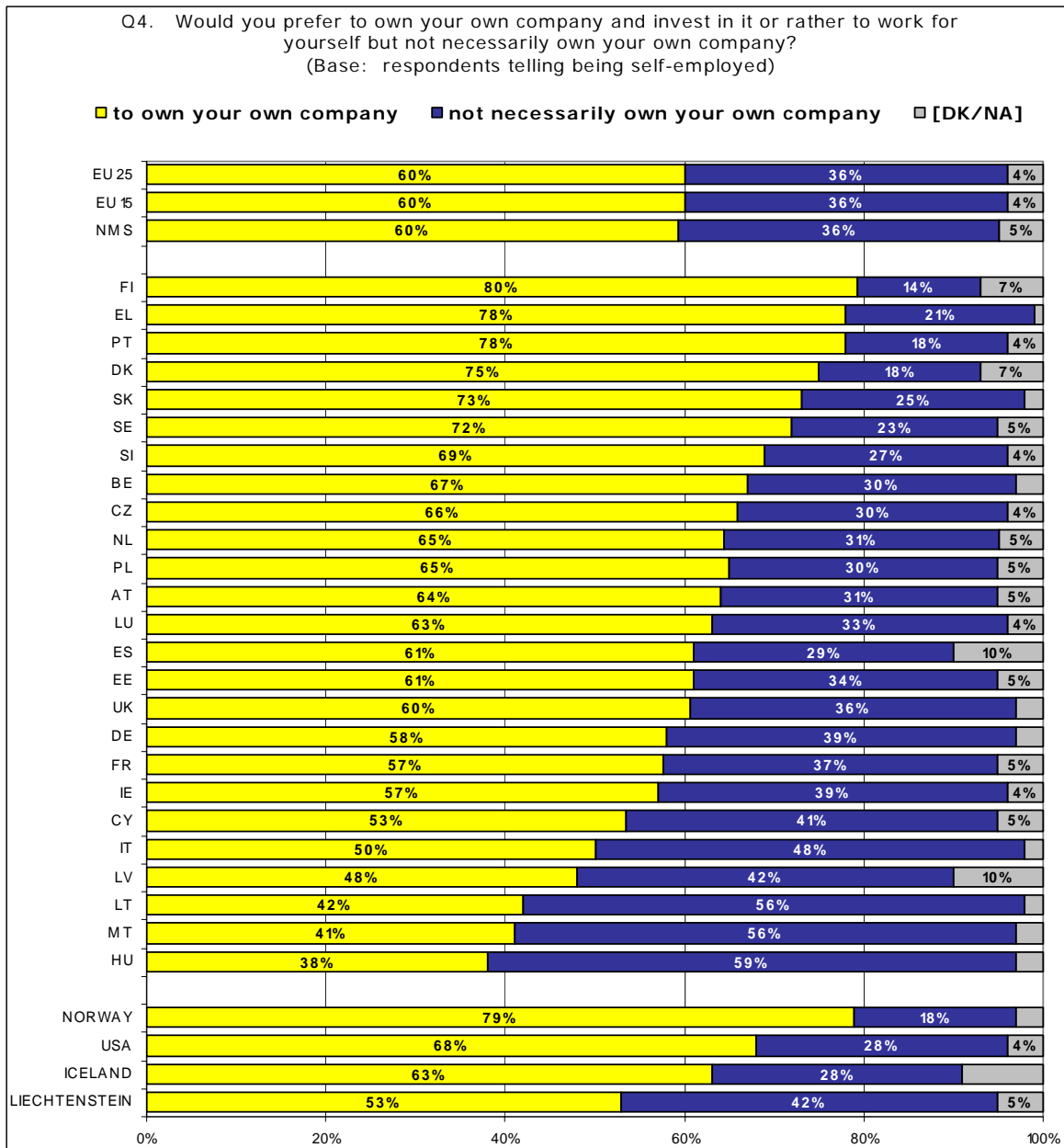
Respondents who expressed a preference for self-employment were also asked whether they would prefer to own their own business or work for themselves, without necessarily owning a company.

** Source questionnaire: Q4

- The wish to own one's own business -

In the **European Union**, 6 respondents out of 10 would prefer to have their own business if they were self-employed. This preference is the most marked in **Finland** (80%), **Greece** and **Portugal** (78%). On the other hand, a majority of respondents in **Hungary**, **Lithuania** and **Malta** do not necessarily want to own their own company.

In this regard, it is noteworthy that in **Norway** above all (79%), but also in the **United States** (68%), a large majority of respondents declared that they would prefer to own their own company.



A socio-demographic analysis of the answers of the interviewees who would prefer to be self-employed indicates in particular that:

- More men than women would like to own their own business.
- This preference seems to decline with age, since it is more marked among young people (63%) than older people (56%).
- People who are already self-employed want more than the other professional categories to own their own business (68%).

Q4.	To own your own company	Not necessarily own your own company	[DK/NA]
EU 25	60%	36%	4%
SEXE - SEX			
Hommes/ Men	66%	31%	3%
Femmes/ Women	51%	43%	6%
AGE			
15-24	63%	35%	2%
25-39	61%	36%	3%
40-54	59%	37%	4%
55&+	56%	37%	7%
EDUCATION			
15& -	55%	39%	6%
16-20	61%	35%	4%
21& +	58%	37%	5%
Etudie encore/ Still studying	63%	35%	2%
OCCUPATION			
Indpdt. / Self-empl.	68%	26%	5%
Employé / Employee	60%	37%	3%
Ouvrier / Manual worker	57%	39%	4%
Ss act.prof. / Without prof.act.	57%	38%	5%
HABITAT - LOCALITY TYPE			
Metropol.	61%	34%	5%
Villes / Towns	58%	38%	4%
Zones rurales / Rurale zones	60%	35%	4%
OCCUPATION PARENTS			
Indpdt&Self-empl.	64%	30%	6%
Indpdt&Empl./Self-empl&Empl.	66%	32%	2%
Employés/Employees	57%	39%	4%

3. The attraction of self-employed status for non-self-employed people

Two additional aspects are worth analysing for the purpose of assessing the attraction of self-employed status for non-self-employed interviewees (*Source questionnaire: D4*):

- The degree of temptation to become self-employed,
- The degree of feasibility of becoming self-employed.

3.1. The degree of temptation to become self-employed

*** Source questionnaire: Q5 (question posed only to non-self-employed people)*

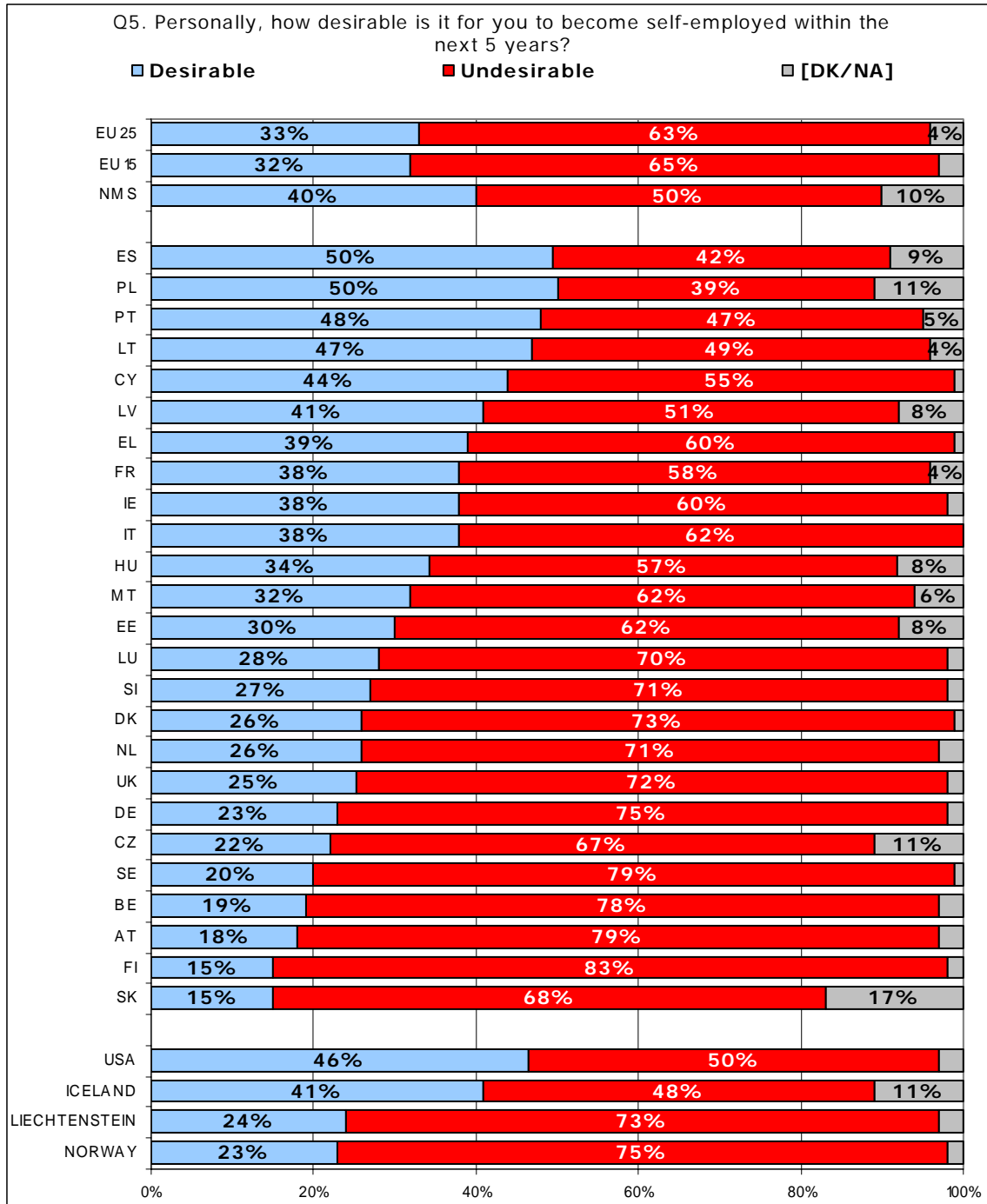
- A third of Europeans would appear to be tempted by the idea of becoming self-employed -

In the **European Union**, 33% of the interviewees who are not self-employed said that they are tempted by the idea of becoming self-employed within the next 5 years. Moreover, this percentage is as high as 40% in the new Member States and 32% in the old Member States. Therefore, more of the new European Union citizens appear to be tempted by the idea of starting a business.

Although a majority of the **American** respondents are not tempted by the idea of becoming self-employed (50%), some 46% nevertheless asserted the contrary (i.e. 13 points higher than in the European Union). The percentage of citizens attracted by becoming self-employed is minimal in **Liechtenstein** and **Norway**; approximately only a quarter of citizens in those countries are tempted to change their employment status.

In **Spain** (50%), **Poland** (50%) and **Portugal** (48%) a small majority of the interviewees are tempted to become self-employed. The idea of switching to self-employed status seems to hold the least attraction for citizens in **Slovakia** and **Finland** (only 15%), as well as in **Austria** (18%) and **Belgium** (19%).

The graph on the following page presents all the results for the 29 countries surveyed.



As regards the socio-demographic variables:

- Men are more tempted by the idea of becoming self-employed over the next five years: 37% of men compared with 30% of women.
- Younger people are also more tempted by self-employed status than older people, since 55% of citizens aged between 15 and 24 state that they are tempted by the idea of becoming self-employed, compared with only 18% for people aged 55 and over. Clearly, therefore, as they get older, people are less tempted by becoming self-employed.
- The longer the period of education, the greater the attraction of becoming self-employed, with the highest percentage being people who are still studying.

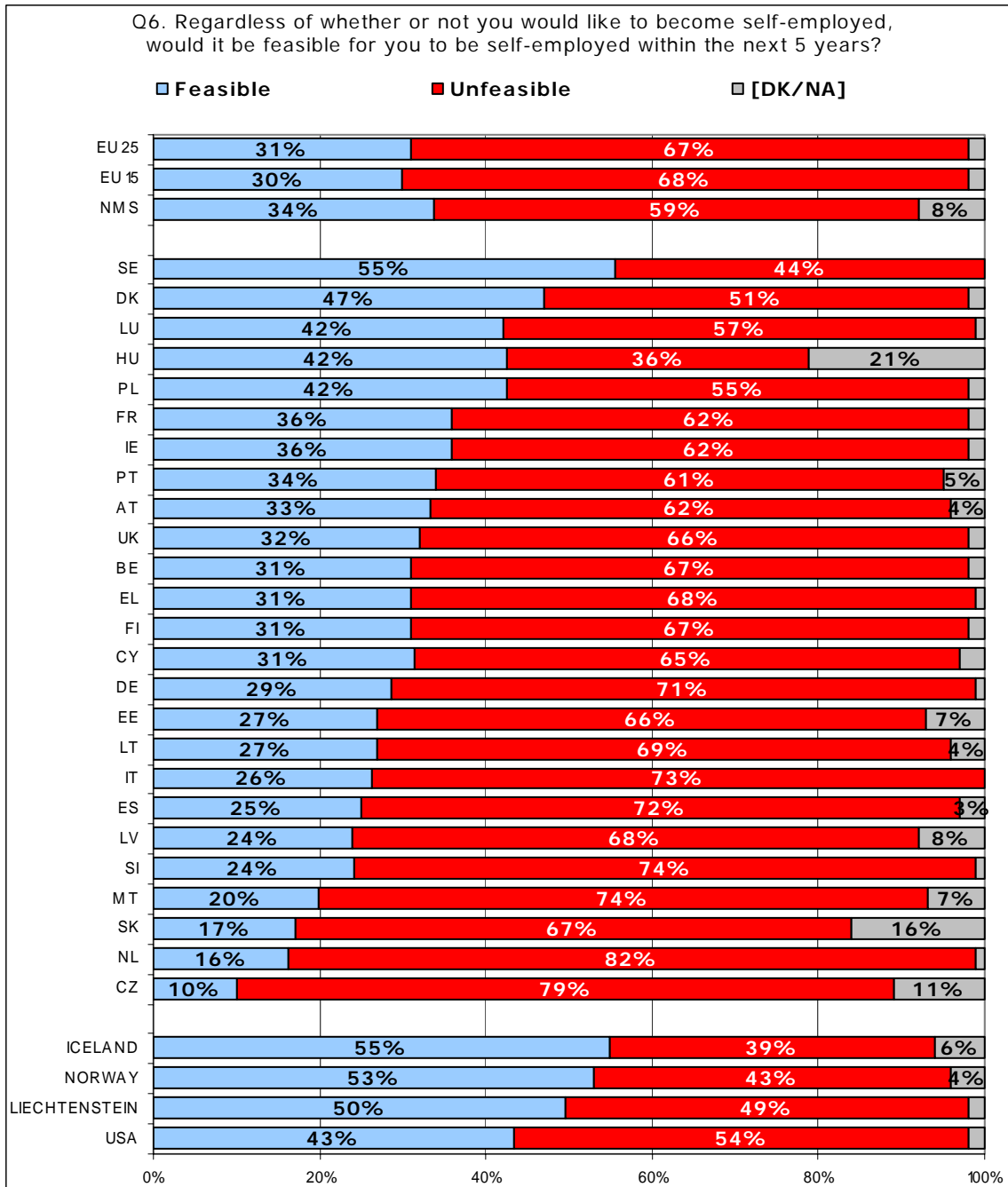
Q5.	Desirable	Undesirable	[DK/NA]
EU 25	33%	63%	4%
SEXE - SEX			
Hommes/ Men	37%	59%	4%
Femmes/ Women	30%	66%	4%
AGE			
15-24	55%	43%	3%
25-39	41%	57%	3%
40-54	30%	67%	3%
55&+	18%	76%	7%
EDUCATION			
15& -	24%	71%	5%
16-20	31%	65%	4%
21& +	34%	62%	4%
Etudie encore/ Still studying	60%	38%	3%
OCCUPATION			
Employé / Employee	33%	65%	2%
Ouvrier / Manual worker	33%	64%	3%
Ss act.prof. / Without prof.act.	33%	62%	5%
HABITAT - LOCALITY TYPE			
Metropol.	33%	63%	4%
Villes / Towns	34%	62%	4%
Zones rurales / Rurale zones	32%	65%	4%
OCCUPATION PARENTS			
Indpdt/Self-empl.	34%	61%	5%
Indpdt&Empl./Self-empl&Empl.	38%	58%	3%
Employés/Employees	32%	64%	4%

3.2. The degree of feasibility of becoming self-employed

** Source questionnaire: Q6 (question only posed to non self-employed people)

- In the absolute, becoming self-employed seems unrealistic -

Approximately 30% of **Europeans** who are not currently self-employed consider that they could become self-employed over the next five years. This proportion varies considerably from one Member State to another, ranging from only 10% in the **Czech Republic** to 55% in **Sweden**. The fact that it is more conceivable to become self-employed in the 10 new Member States (NMS) compared with the old Member States (EU15) can be explained in particular by a significantly higher "feasibility" rate in **Poland**.



In the **United States**, the feasibility rate of becoming self-employed within five years is 43%.

This rate reaches even 50% and higher in three other countries studied (**Liechtenstein, Iceland and Norway**).

An analysis of the results according to the socio-demographic variables shows that:

- more men than women consider that this possibility is feasible;
- with age, it seems increasingly difficult to change from being an employee to self-employed;
- the feasibility of becoming self-employed within five years increases strongly with the level of education. The rate is 19% among respondents with the lowest level of education compared with 41% among people having studied up to at least the age of 21.

The same characteristics are apparent in the analysis of the attractiveness of self-employed status.

Q6.	Feasible	Unfeasible	[DK/NA]
EU 25	31%	67%	2%
SEXE - SEX			
Hommes/ Men	38%	60%	2%
Femmes/ Women	26%	71%	3%
AGE			
15-24	41%	56%	3%
25-39	40%	58%	2%
40-54	31%	67%	2%
55&+	19%	77%	3%
EDUCATION			
15& -	19%	78%	3%
16-20	30%	67%	2%
21& +	41%	57%	2%
Etudie encore/ Still studying	44%	54%	2%
OCCUPATION			
Employé / Employee	37%	61%	2%
Ouvrier / Manual worker	32%	66%	2%
Ss act.prof. / Without prof.act.	28%	69%	3%
HABITAT - LOCALITY TYPE			
Metropol.	33%	65%	2%
Villes / Towns	31%	67%	2%
Zones rurales / Rurale zones	31%	66%	3%
OCCUPATION PARENTS			
Indpdt/Self-empl.	33%	65%	2%
Indpdt&Empl./Self-empl&Empl.	39%	60%	1%
Employés/Employees	30%	67%	3%

4. Experience in setting up a business

This chapter focuses on various aspects concerning the experience of respondents in setting up a business, with a view to assessing in particular:

- how close the respondents are to setting up a business;
- the importance of certain factors in the decision to take steps to set up a new business or take over an existing one;
- whether the people who have actually set up a business, did so because of necessity or because they saw an opportunity;
- for all respondents, their preference with regard to the possibility of setting up a new business or taking over an existing one.

4.1. The current situation

** Source questionnaire: Q7

- A majority of European Union citizens do not think spontaneously about setting up a business -

When asked whether that have recently set up a business or taken steps to do so, a majority of respondents (59%) declared that they had never considered the idea. The table below shows that opinion in this regard has remained fairly stable over the last 3 years in the **EU15** and the **United States**.

	EU 15				USA			
	Flash 134 11/02	Flash 146 09/03	Flash 160 04/04	Diff. 2003- 2004	Flash 134 11/02	Flash 146 09/03	Flash 160 04/04	Diff. 2003- 2004
It never came to your mind	59%	57%	59%	2	41%	46%	44%	-2
No, but you are thinking about it	11%	13%	15%	2	20%	20%	28%	8
No, you gave up	9%	10%	8%	-2	4%	2%	1%	-1
Yes, you are currently taking steps to start a new business	2%	2%	3%	1	10%	5%	8%	3
Yes, started or taken over a business in the last three year, still active today	3%	2%	2%	0	3%	6%	4%	-2
Yes, started or took over +3 years ago and it's still active	5%	6%	5%	-1	5%	3%	3%	0
No, no longer an entrepreneur	7%	9%	7%	-2	6%	3%	1%	-2
(DK/NA)	4%	2%	2%	0	10%	16%	11%	-5

- The entrepreneurial mindset is more widespread in the United States –

Almost 60% of **EU15** citizens have never considered setting up a business compared with 44% in the **United States**. The difference of 15 points which separates the two continents on this question grew in 2004.

Only 15% of citizens of the old **European Union** Member States are currently considering setting up a business compared with 28% in the **United States**. The proportion of **Americans** who are in the process of thinking about setting up their own business has increased by 8 points since 2003, compared with only 2 points in the old **European Union** Member States. Equally, more **Americans** have also taken the necessary steps.

An analysis of the results in 29 countries⁴ (see the table on the following page) shows that:

In the **European Union** (EU25):

- more respondents in the old **European Union** Member States (EU15) affirm that they have never thought about setting up a business (59% compared with 52% in the new Member States).
Spain (70%), **Belgium** (68%), **Malta** (67%), **France** (66%) and **Sweden** (64%) are the countries with the highest percentage of citizens who have never thought about setting up their own business;
- more citizens in the new Member States also seem to be thinking about it at the current time (22% compared with 15%). This proportion is particularly higher in the **Baltic States** (from 29% to 37%) and **Slovenia** (30%);
- **Germany** (15%) has the highest number of potential entrepreneurs having abandoned their project;
- as regards citizens who set up or took over a business more than 3 years ago, the **Finns** (11%) have the highest score.

In the three other countries surveyed, the views expressed tend to be in line with those observed in the **European Union**. In **Norway**, 6 respondents out of 10 say that they have never thought about setting up a business. The percentage is slightly lower in **Iceland** (53%) and **Liechtenstein** (50%).

⁴ In 2004, this question was also posed in the ten new European Union Member States, as well as in Liechtenstein, Norway and Iceland.

Q7.	It never came to your mind	No, but you are thinking about it	No, thought of it or steps to start but gave up	Yes, you are currently taking steps to start a new business.	Yes, started or taken over in the last 3 years still active	Yes, started or took over +3 years ago still active	No, you once started a business, but no longer an entrepreneur	(DK/NA)
EU 25	57%	16%	8%	2%	3%	5%	7%	2%
EU 15	59%	15%	8%	3%	2%	5%	7%	2%
NMS	52%	22%	8%	1%	3%	6%	6%	2%
BE	68%	9%	8%	1%	1%	5%	5%	3%
DK	54%	17%	8%	1%	4%	5%	9%	1%
DE	47%	18%	15%	2%	3%	4%	8%	4%
EL	45%	23%	5%	2%	5%	9%	10%	0%
ES	70%	13%	2%	3%	1%	4%	5%	1%
FR	66%	11%	11%	1%	1%	3%	4%	2%
IE	61%	22%	1%	3%	2%	6%	3%	2%
IT	62%	15%	4%	3%	2%	6%	7%	0%
LU	57%	12%	12%	3%	2%	5%	5%	3%
NL	51%	14%	11%	2%	3%	6%	10%	3%
AT	53%	18%	4%	3%	3%	6%	7%	5%
PT	65%	16%	4%	2%	2%	5%	5%	0%
FI	51%	13%	11%	2%	1%	11%	9%	0%
SE	64%	17%	1%	3%	2%	6%	7%	0%
UK	59%	16%	3%	5%	3%	4%	8%	1%
CY	59%	18%	5%	1%	3%	7%	5%	1%
CZ	53%	14%	8%	2%	5%	8%	7%	3%
EE	46%	29%	3%	5%	3%	5%	2%	7%
HU	57%	15%	4%	2%	3%	8%	9%	2%
LV	58%	29%	4%	2%	1%	2%	2%	1%
LT	47%	37%	2%	2%	1%	3%	6%	2%
MT	67%	13%	6%	1%	1%	6%	3%	2%
PL	50%	23%	11%	1%	3%	5%	6%	1%
SK	46%	26%	7%	4%	5%	5%	3%	4%
SI	59%	30%	1%	2%	1%	3%	3%	1%
ICELAND	53%	16%	1%	2%	4%	9%	10%	5%
LIECHTENSTEIN	50%	13%	12%	3%	6%	7%	5%	4%
NORWAY	60%	6%	8%	2%	5%	8%	11%	0%
USA	44%	28%	1%	8%	4%	3%	1%	11%

An analysis of the socio-demographic variables (see the table on the next page) in the European Union for this question reveals that:

- Two thirds of women admit that they have never thought about setting up a business or taking steps to that end. This rate is equally high among the youngest (15-24) and oldest age groups (55 and over), as well as with respondents who left school earlier. A majority of employees and manual workers have also never thought about it.
- Younger people are more inclined than older people to be thinking about setting up a business. The proportion varies from 6% among those "aged 55 and over" to 27% in the "15-24" age group.
- Respondents who studied up to the age of 21 and over (11%) are the most numerous to have thought about or taken steps towards setting up a business but also to have abandoned their project.
- Just over 20% of self-employed people stated that they have set up or taken over a business which is still active over the last 3 years. This proportion rises to 44% when businesses taken over or set up more than three years ago are taken into consideration.
- And finally, more citizens in the European Union whose parents are employees stated that they have never thought about setting up a business or taken steps to that end (59%).

Q7.	It never came to your mind	No, but you are thinking about it	No, thought of it or steps to start but gave up	Yes, you are currently taking steps to start a new business.	Yes, started or taken over in the last 3 years still active	Yes, started or took over +3 years ago still active	No, you once started a business, but no longer an entrepreneur	(DK/NA)
EU 25	57%	16%	8%	2%	3%	5%	7%	2%
SEXE - SEX								
Hombres/ Men	49%	18%	9%	3%	4%	7%	8%	2%
Femmes/ Women	65%	15%	6%	2%	2%	3%	6%	2%
AGE								
15-24	61%	27%	5%	3%	1%	0%	1%	1%
25-49	48%	24%	10%	4%	4%	4%	4%	1%
40-54	53%	14%	9%	3%	4%	9%	7%	1%
55&+	65%	6%	7%	1%	1%	4%	12%	4%
EDUCATION								
15& -	66%	9%	6%	1%	1%	5%	9%	3%
16-20	55%	17%	9%	2%	3%	5%	7%	2%
21& +	48%	18%	11%	4%	5%	7%	6%	2%
Etudie encore/ Still studying	66%	27%	2%	3%	0%	0%	1%	1%
OCCUPATION								
Indpdt. / Self-empl.	17%	5%	2%	5%	22%	44%	4%	1%
Employé / Employee	57%	21%	11%	3%	1%	1%	5%	1%
Ouvrier / Manual worker	60%	19%	11%	2%	1%	1%	5%	1%
Ss act.prof. / Without prof.act.	65%	15%	6%	2%	0%	1%	9%	3%
HABITAT - LOCALITY TYPE								
Metropol.	57%	16%	9%	3%	3%	4%	7%	2%
Villes / Towns	58%	17%	7%	2%	2%	4%	7%	2%
Zones rurales / Rurale zones	57%	15%	8%	2%	3%	6%	6%	2%
OCCUPATION PARENTS								
Indpdt&Self-empl.	52%	14%	7%	3%	3%	8%	10%	3%
Indpdt&Empl./Self-empl&Empl.	49%	22%	8%	4%	3%	6%	6%	2%
Employés/Employees	59%	16%	8%	2%	3%	4%	6%	2%

4.2. Important elements when considering setting up a business

** Source questionnaire: Q8

The aim of this question is to measure the importance attached by respondents to six elements in their decision to take the necessary steps with a view to setting up a new business or taking one over.

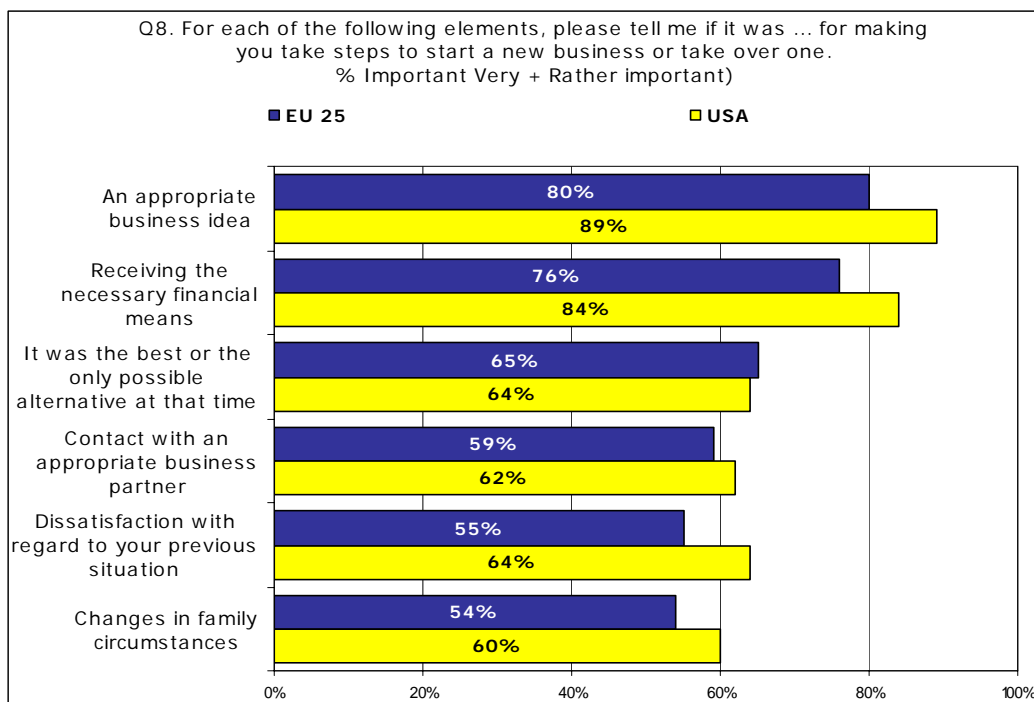
This question was only posed to the persons who:

- had already thought about setting up a business or taking steps to that end, before abandoning their project,
- are in the process of taking such steps,
- have already, during their life, set up or taken over a company.

As the number of respondents satisfying these criteria was fairly small⁵ in certain countries participating in the survey, the results must be interpreted with circumspection.

- The most important element when considering setting up a business or taking over an existing one: having an appropriate business idea -

For both the **United States** (89%) and the **European Union** (80%), the most important element which leads people to take steps to set up or take over a business is having an appropriate business idea.



⁵ 97 respondents in Sweden, 87 in Estonia, 78 in Malta, 77 in Ireland, 70 in Lithuania, 56 in Latvia and 48 in Slovenia.

Having the necessary financial means comes next as a determining factor for 84% of the people interviewed in the **United States** and 76% in the **European Union**.

Dissatisfaction with their previous situation or changes in their family circumstances seem to be more important elements for **Americans** (64% compared with 55% for the EU 25).

As regards the **European Union** (see the table on the next page), there are several differences between the ten new and fifteen old Member States. In the new Member States, setting up a business seems to be seen as a remedy or a means of improving a difficult personal or professional situation:

- more new **European Union** citizens (66% versus 52%) state that they have taken steps towards setting up a business because they were dissatisfied with their situation;
- they also assert more frequently than their new neighbours (76% versus 63%) that they took such steps because it was the best or only possible alternative at the time.

An analysis of the results for all the 29 countries included in the survey also reveals specific characteristics for each of them:

- In certain Member States (**Germany, France, Cyprus, Hungary** and **Malta**), the availability of financial support is the most important aspect.
- The question of receiving the necessary financial means seems to be a less decisive factor in **Denmark** (49%) and **Portugal** (52%)
- **Lithuania** (84%), **Malta** (78%) and **Poland** (78%) are the countries where the most respondents answered that they had taken steps towards setting up a business because it was the best if not the only possible alternative at the time. On the other hand, this affirmation, seems to have the lowest support among the **Dutch** (49%) and **Icelanders** (50%).
- **Latvians** (90%) and **Hungarians** (81%) attach the most importance to contacts with suitable partners, whereas **Spaniards** (47%) and **Greeks** (47%) are considerably less sensitive to this factor.
- **Slovaks** (77%) seem to have been more motivated than their neighbours by dissatisfaction with their situation. Conversely, this factor is given considerably less importance in **Iceland** (31%) and **Denmark** (32%).

Q8. % "Important"	An appropriate business idea	Receiving the necessary financial means	It was the best or the only possible alternative at that time	Contact with an appropriate business partner	Dissatisfaction with regard to your previous situation	Changes in family circum- stances
EU 25	80%	76%	65%	59%	55%	54%
EU 15	79%	76%	63%	59%	52%	53%
NMS	86%	79%	76%	60%	66%	58%
BE	75%	75%	61%	63%	46%	56%
DK	82%	49%	64%	60%	32%	41%
DE	75%	80%	54%	58%	46%	49%
EL	86%	86%	78%	47%	60%	66%
ES	84%	77%	64%	47%	60%	54%
FR	81%	89%	67%	78%	61%	60%
IE	78%	66%	69%	43%	57%	47%
IT	79%	63%	75%	53%	52%	56%
LU	86%	83%	57%	64%	49%	58%
NL	79%	71%	49%	58%	49%	51%
AT	77%	70%	63%	70%	39%	45%
PT	81%	52%	71%	61%	61%	53%
FI	86%	72%	58%	58%	45%	28%
SE	87%	79%	71%	68%	35%	35%
UK	80%	75%	66%	54%	58%	54%
CY	85%	94%	70%	62%	53%	67%
CZ	79%	66%	70%	64%	70%	44%
EE	91%	76%	73%	78%	57%	35%
HU	88%	89%	76%	81%	67%	46%
LV	94%	91%	68%	90%	67%	31%
LT	91%	91%	84%	74%	71%	40%
MT	85%	91%	78%	68%	63%	56%
PL	86%	79%	78%	51%	63%	69%
SK	84%	81%	76%	64%	77%	50%
SI	86%	63%	70%	74%	58%	41%
ICELAND	74%	74%	50%	67%	31%	32%
LIECHTENSTEIN	89%	74%	57%	69%	44%	51%
NORWAY	78%	61%	63%	62%	39%	30%
USA	89%	84%	64%	62%	64%	60%

An analysis of the socio-demographic variables for the European Union shows that:

- more women attach importance to family circumstances when considering setting up a business (61% versus 49%). More women also replied that it was the best possible alternative (69% versus 62%);
- the younger the entrepreneur, the more he or she sees the business idea, financial support and business contacts as being the most important criteria. Conversely, **the older the respondent**, the more he or she **justifies his or her choice by the fact that it was the best or only possible alternative at the time**;
- self-employed people, (significantly more than the other professional categories which are in the process of considering setting up a business or who have taken steps to that end) explain their choice by the fact that it was **the best or only possible alternative at the time**;
- people who stayed in full-time education the longest, self-employed people and people living in urban areas explained their decision more often than the others by changes in family circumstances.

Q8. % "Important"	An appropriate business idea	Receiving the necessary financial means	It was the best or the only possible alternative at that time	Contact with an appropriate business partner	Dissatisfaction with regard to your previous situation	Changes in family circumstances
EU 25	80%	76%	65%	59%	55%	54%
SEXE - SEX						
Hommes/ Men	82%	75%	62%	58%	53%	49%
Femmes/ Women	79%	79%	69%	60%	56%	61%
AGE						
15-24	88%	89%	59%	83%	57%	59%
25-49	83%	81%	63%	63%	58%	52%
40-54	84%	73%	66%	57%	55%	54%
55&+	73%	73%	67%	53%	49%	54%
EDUCATION						
15& -	73%	71%	69%	48%	54%	57%
16-20	83%	79%	65%	60%	55%	56%
21& +	83%	75%	62%	64%	55%	46%
Etudie encore/ Still studying	80%	85%	54%	87%	46%	53%
OCCUPATION						
Indpdt. / Self-empl.	83%	71%	77%	54%	55%	48%
Employé / Employee	85%	81%	55%	70%	54%	55%
Ouvrier / Manual worker	80%	78%	54%	58%	61%	57%
Ss act.prof. / Without prof.act.	76%	77%	65%	57%	52%	57%
HABITAT - LOCALITY TYPE						
Metropol.	81%	80%	62%	63%	54%	47%
Villes / Towns	79%	73%	65%	57%	54%	57%
Zones rurales / Rurale zones	82%	76%	67%	59%	54%	56%
OCCUPATION PARENTS						
Indpdt&Self-empl.	78%	74%	69%	54%	50%	56%
Indpdt&Empl./Self-empl&Empl.	86%	77%	61%	60%	54%	48%
Employés/Employees	81%	77%	64%	61%	56%	53%

4.3. Opportunity or necessity

** Source questionnaire: Q9

This question concerns people who:

- are either currently taking steps with a view to setting up a business;
- or have already had, during their life, the opportunity to set up or take over a business.

The aim is to establish whether these people are setting up or set up their business because they saw an opportunity or whether it stemmed from necessity.

As this question was only posed to respondents meeting the above criteria, the results must be interpreted with care on account of the fairly low number of respondents concerned in certain countries⁶.

- Opportunity more than necessity -

In the **European Union** (EU25), a majority of respondents are launching or have launched their own business because they saw an opportunity (55%). This proportion is lower if we take into consideration the result obtained for the 10 new Member States (48%). On the other hand, a very large majority of **American** entrepreneurs (71%) are setting up or have set up their own business because they saw an opportunity to be grasped.

An analysis by country shows the highest proportion of respondents citing an opportunity to be grasped is to be found in certain **Scandinavian countries**, more specifically in **Denmark and Sweden** (78%) and **Norway** (77%). The proportion putting opportunity ahead of necessity is also close to 75% in the **Netherlands, Luxembourg** and **Liechtenstein**.

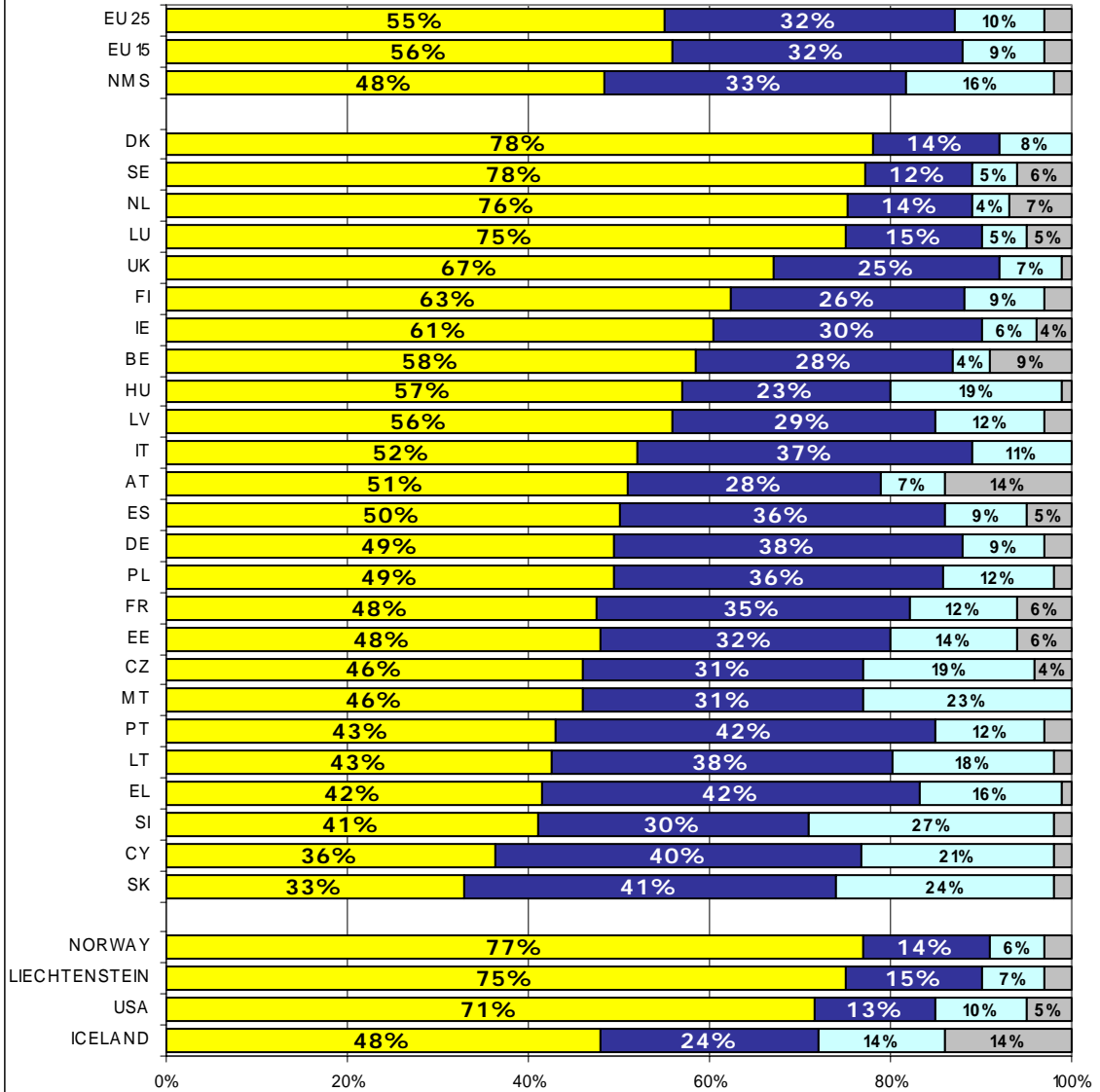
Conversely, in **Slovakia** and **Cyprus**, approximately a third of the people interviewed are setting up or have set up their business because they saw an opportunity, while 40% did so for reasons of necessity.

The proportion of respondents having been motivated by economic necessity seems also fairly important in **Greece** and **Portugal** (42%).

⁶ 99 respondents in France, 98 in Denmark, 90 in Sweden, 85 in Cyprus, 82 in Slovakia, 81 in Luxembourg, but above all only 70 in Estonia, 71 in Ireland, 61 in Lithuania, 41 in Slovenia, 48 in Malta and 35 in Latvia.

Q9. All in all, would you say you started, or are starting, your business because you saw an opportunity or you started it out of necessity?

■ You came across an opportunity
 ■ It was a necessity
 ■ [Both – SPONTANEOUS]
 ■ [DK/NA]



Even if it is necessary to be cautious when analysing the results by socio-demographic variables, the table below shows that among **European Union** entrepreneurs:

- younger entrepreneurs are setting up or have set up their business most often through opportunism;
- the higher the level of education of the European entrepreneur, the more often he or she cites opportunism as the reason for setting up his or her own business;
- slightly more people living in rural zones acknowledge that they set up their own business for reasons of necessity;

Q9.	You came across an opportunity	It was a necessity	[Both – SPONTANEOUS]	[DK/NA]
EU 25	55%	32%	10%	3%
SEXE - SEX				
Hommes/ Men	56%	31%	11%	3%
Femmes/ Women	54%	33%	9%	4%
AGE				
15-24	70%	18%	4%	8%
25-39	54%	30%	15%	1%
40-54	57%	31%	9%	2%
55&+	52%	36%	7%	4%
EDUCATION				
15& -	43%	46%	8%	3%
16-20	57%	29%	11%	3%
21& +	61%	25%	11%	3%
Etudie encore/ Still studying	73%	14%	4%	9%
HABITAT - LOCALITY TYPE				
Metropol.	55%	31%	10%	3%
Villes / Towns	56%	29%	12%	3%
Zones rurales / Rurale zones	54%	35%	8%	3%
OCCUPATION PARENTS				
Indpdt's/Self-empl.	52%	35%	8%	5%
Indpdt&Empl./Self-empl&Empl.	63%	22%	13%	3%
Employés/Employees	56%	31%	10%	2%

4.4. Setting up a new business or taking over an existing one?

** Source questionnaire: Q10

The last point in this chapter is devoted to experiences in the area of business ventures, consists in assessing the preference between setting up a business and taking over an existing one. This question, moreover, was asked in the previous surveys.

a. Situation in 2004

- Start-up rather than a take-over -

The results obtained in the **European Union** (EU25) seem very similar to those recorded in the **United States**: a majority of respondents seem to prefer a start-up (53-54%) rather than taking over an existing business (29%).

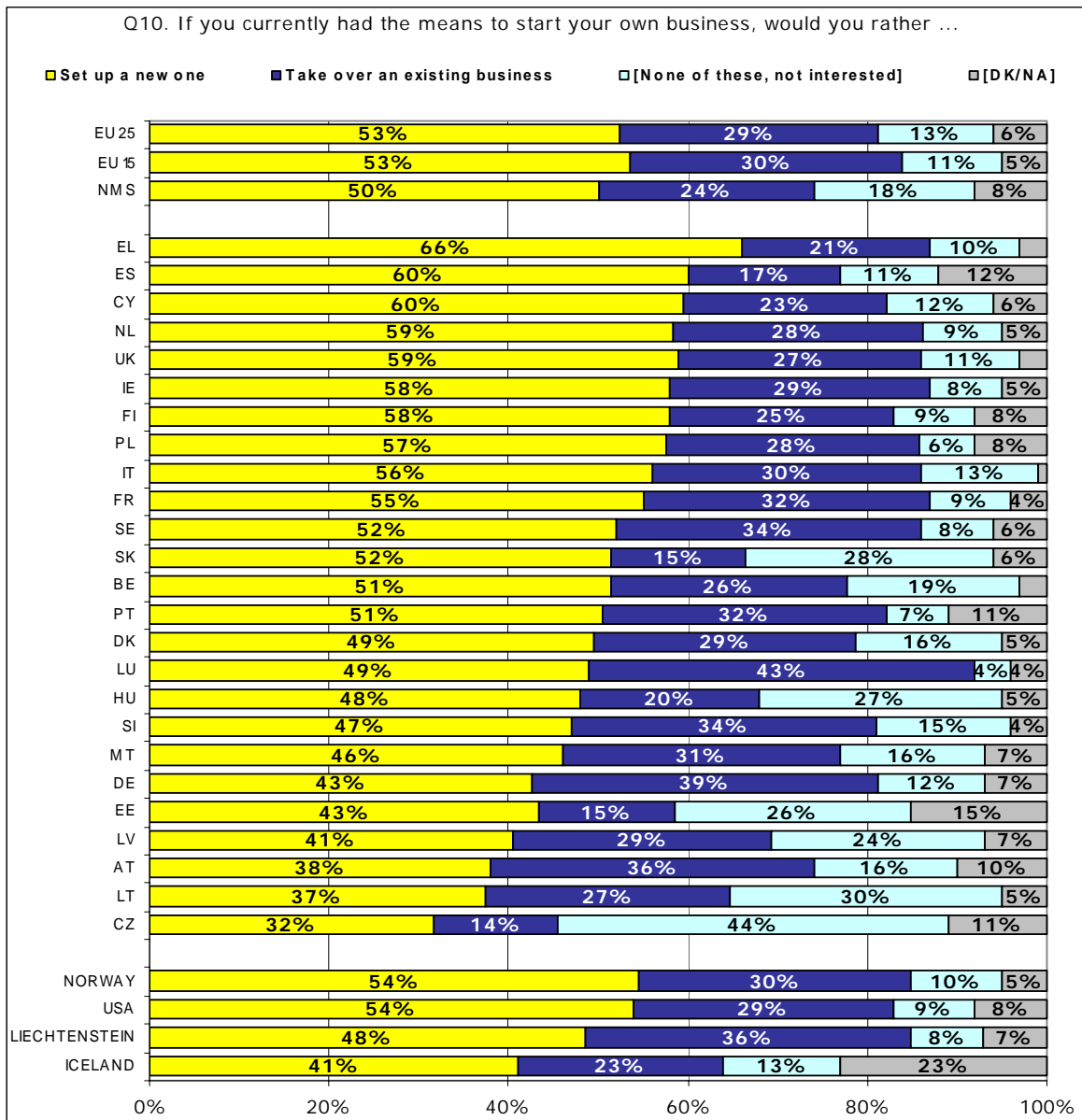
An analysis by country confirms this average and shows that in the 29 countries which participated in the survey in 2004, a larger proportion of respondents would prefer to set up a new business rather than take over an existing business.

The highest score to that effect was obtained in **Greece** (66%), followed by **Spain** and **Cyprus** (60%).

However, citizens in **Luxembourg** and **Austria** seem to be particularly divided on this question:

- 49% of **Luxembourg** citizens would prefer to set up their own business, while 43% would prefer to take over an existing business,
- in **Austria**, the percentages for the two options are 38% and 36% respectively.

Finally, in the **Czech Republic**, 44% of respondents do not indicate a preference for either solution.



As regards the European Union:

- If they had the opportunity, more men (56%) than women (50%) would opt for a start-up.
- The youngest respondents are more interested in start-ups. With age this interest becomes less marked.
- The higher the level of education of the European Union citizen, the more he or she tends to want to set up his or her new business.
- Respondents with no professional activity, as well as manual workers, seem less interested in start-ups.

Q10.	Set up a new one	Take over an existing business	[None of these, not interested]	[DK/NA]
EU 25	53%	29%	13%	6%
SEXE - SEX				
Hommes/ Men	56%	28%	11%	5%
Femmes/ Women	50%	30%	14%	6%
AGE				
15-24	65%	30%	3%	3%
25-39	62%	27%	6%	6%
40-54	52%	30%	12%	6%
55&+	39%	31%	23%	7%
EDUCATION				
15& -	44%	29%	21%	6%
16-20	51%	30%	12%	6%
21& +	60%	27%	8%	5%
Etudie encore/ Still studying	64%	31%	2%	3%
OCCUPATION				
Indpdt. / Self-empl.	57%	26%	10%	8%
Employé / Employee	59%	27%	9%	4%
Ouvrier / Manual worker	51%	29%	14%	6%
Ss act.prof. / Without prof.act.	48%	31%	15%	6%
HABITAT - LOCALITY TYPE				
Metropol.	53%	29%	12%	6%
Villes / Towns	53%	29%	12%	5%
Zones rurales / Rurale zones	51%	29%	13%	7%
OCCUPATION PARENTS				
Indpdt&Self-empl.	50%	30%	13%	8%
Indpdt&Empl./Self-empl&Empl.	58%	31%	7%	4%
Employés/Employees	53%	29%	13%	5%

b. Changes in relation to previous surveys

The opinion of citizens from the old **European Union** Member States (EU15) has changed little since 2003. The proportion of respondents in favour of either a start-up or buying an existing business is more or less unchanged.

It is to be noted that the percentage of people not interested in either solution, has increased by 2 points.

In the **United States**, the trend which emerged in 2003, namely less interest in start-ups, seems to have continued into 2004 (-3 points). The level of interest in start-ups is now close to that of the **European Union** (EU15). On the other hand, since 2002, **Americans** seem slightly more interested in taking over an existing business.

	Set up a new one				Take over an existing business				[None of these, not interested]			
	Flash 107 09/01	Flash 146 09/03	Flash 160 04/04	Diff. 2003-2004	Flash 107 09/01	Flash 146 09/03	Flash 160 04/04	Diff. 2003-2004	Flash 107 09/02	Flash 146 09/03	Flash 160 04/04	Diff. 2003-2004
EU 15	58%	54%	53%	-1	31%	30%	29%	-1	6%	11%	13%	2
BE	52%	51%	51%	0	32%	25%	26%	1	13%	19%	19%	0
DK	51%	47%	49%	2	31%	29%	29%	0	13%	18%	16%	-2
DE	47%	44%	43%	-1	44%	41%	39%	-2	5%	11%	12%	1
EL	57%	68%	66%	-2	26%	23%	21%	-2	10%	8%	10%	2
ES	61%	59%	60%	1	24%	19%	17%	-2	5%	8%	11%	3
FR	61%	59%	55%	-4	30%	28%	32%	4	5%	10%	9%	-1
IE	64%	64%	58%	-6	30%	25%	29%	4	2%	7%	8%	1
IT	70%	58%	56%	-2	26%	27%	30%	3	4%	13%	13%	0
LU	53%	50%	49%	-1	39%	38%	43%	5	4%	7%	4%	-3
NL	61%	55%	59%	4	29%	34%	28%	-6	4%	8%	9%	1
AT	48%	38%	38%	0	36%	35%	36%	1	10%	19%	16%	-3
PT	61%	54%	51%	-3	17%	30%	32%	2	7%	7%	7%	0
FI	59%	52%	58%	6	26%	33%	25%	-8	10%	9%	9%	0
SE	56%	53%	52%	-1	31%	31%	34%	3	7%	7%	8%	1
UK	60%	58%	59%	1	27%	28%	27%	-1	8%	10%	11%	1
Iceland	/	46%	41%	-5	/	19%	23%	4	/	15%	13%	-2
Liechtenstein	/	48%	48%	0	/	39%	36%	-3	/	8%	8%	0
Norway	/	50%	54%	4	/	31%	30%	-1	/	14%	10%	-4
USA	62%	57%	54%	-3	27%	28%	29%	1	6%	9%	9%	0

The most noticeable changes in the old **European Union** Member States (EU15) in 2004 concerned:

- **Finland**, where the percentage of respondents who would prefer to take over an existing business has fallen by 8 points. There is now a stronger majority of **Finns** in favour of start-ups (6 points);
- the **Irish**, who are less in favour of start-ups (-6 points) in 2004.

In **Iceland** (46%/-5 points in 2004) there seems very little interest in taking over an existing business, unlike **Norway** (54%/+4 points).

5. The key success factors in running a business

** Source questionnaire: Q13

After having measured the opinion of the respondents concerning employee status or self-employed status and then collected their opinions on start-ups and purchasing an existing business, we address in this fifth chapter, the key success factors in running a business.

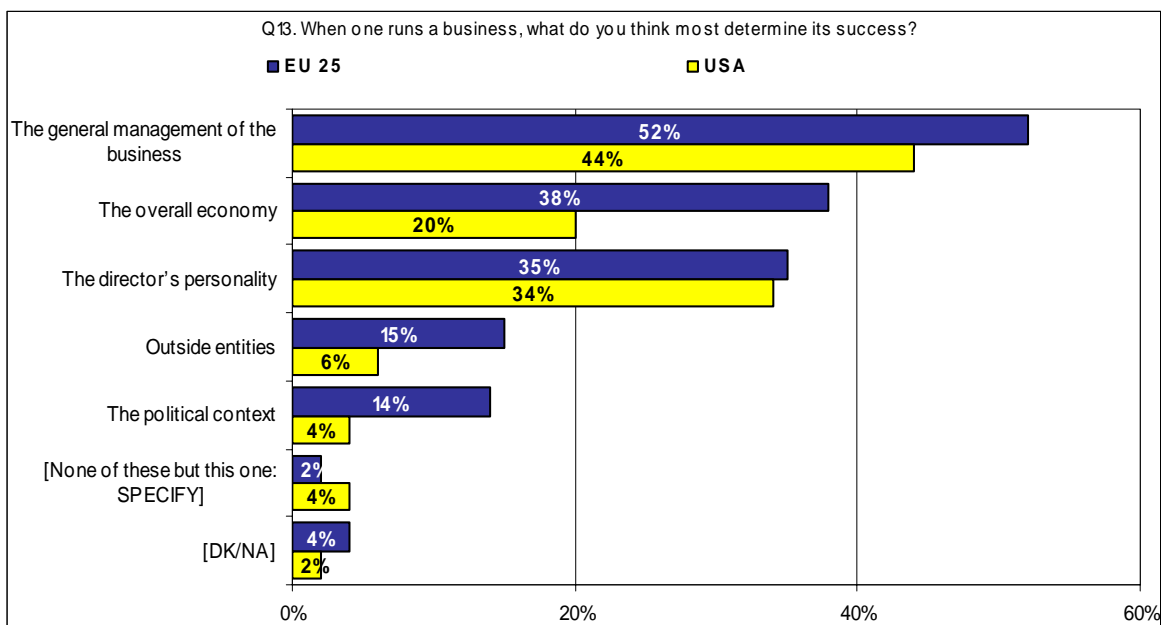
- Management, the director's personality and the economic context determine the company's success -

The general management of the company is seen as the key element which determines the success of a business, both in the **European Union** and in the **United States**. In fact, 52% of **Europeans** and 44% of **Americans** cite that answer as the main reason.

- The Americans consider that external business factors have less influence -

If the economy in general – external factor – is the second reason cited by citizens from the **European Union** (38%), it is the manager's personality – internal factor – which comes in second place in the **United States** (34%). It is to be noted that 35% of Europeans also consider this element to be a determining factor.

It is interesting to note that **Americans** attach less importance to the economic context as a key success factor. They also see other external factors such, as outside entities or the political context, as less influential.



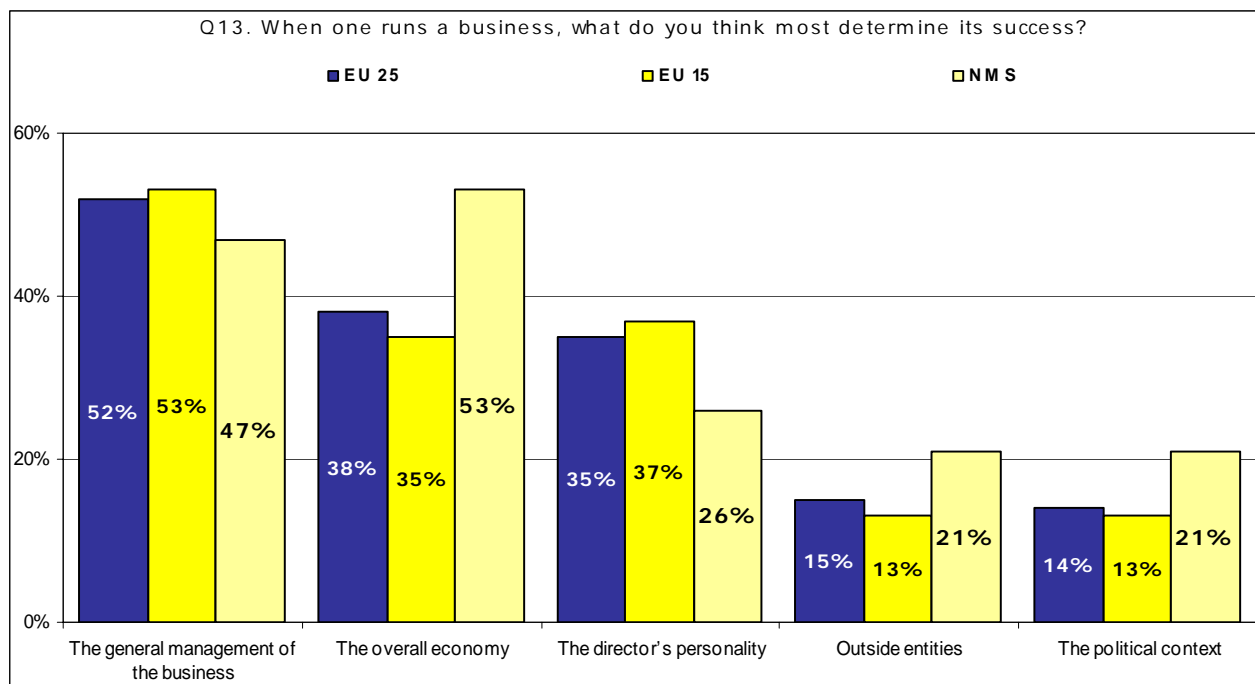
- Respondents from the new Member States consider that external factors are more important-

This question also helps to highlight strong divisions between the answers from the new Member States and those from the old European Union Member States.

The more recent advent of the market economy in several of the ten new European Union Member States probably explains the greater importance attached to the influence of external factors.

In fact, the overall economy seems to be a particularly determining factor for the **NMS** whereas in the **EU15** the general management of the business and the director's personality are seen as more important.

Respondents from the new Member States also attach more importance to other external factors (outside entities, the political context notably).



An analysis of the results for all the 29 countries studied also shows that:

- The importance attached to the general management of the business as a key success factor varies considerably from one country to the next. In fact, this general management of the company is seen as essential for 70% of the **English** and **Irish** while the percentage is only 22% for **Latvians** and 29% for **Estonians**.
- The influence of the overall economy is cited more frequently in several of the 10 new Member States, in particular in **Hungary** (76%), **Latvia** (63%) and in the **Czech Republic** (61%). This factor is put forward by only 27% of the **Irish** and 29% of **Spaniards**.
- More **Hungarians** (77%), **Greeks** (56%), and citizens of **Liechtenstein** (52%) attach importance to the manager's personality as a key success factor. Only 13% of **Czechs** and 15% of **Poles** consider this factor to be one of the most important.
- More than 20% of **Germans**, **Latvians**, **Lithuanians** and **Slovenes** consider that the political context is one of the factors which contribute the most to the success of a business. On average only 14% of European Union respondents and only 2% of **Finns** see this factor as determining.
- It is also noteworthy that a third of the respondents in **Iceland** indicate outside entities as a determining element in the success of a business. The same proportion represents only 3% in **France**, and 4% in **Italy** and **Spain**.

An analysis of the socio-demographic variables of the **European Union** respondents reveals that:

- the oldest category (55 and over) attaches less importance than the other age categories to the management of a company as a key success factor;
- the longer the period of education of the respondent, the more he or she considers that the general management of a business is a key success factor;
- self-employed people tend to attach more importance to the manager's personality as a determining factor for its success.

Q13.	The general management of the business	The overall economy	The director's personality	Outside entities	The political context
EU 25	52%	38%	35%	15%	14%
SEXE - SEX					
Hombres/ Men	53%	38%	35%	16%	15%
Femmes/ Women	51%	39%	36%	14%	14%
AGE					
15-24	56%	36%	32%	16%	13%
25-39	57%	39%	36%	16%	12%
40-54	53%	41%	34%	16%	15%
55&+	45%	36%	38%	12%	16%
EDUCATION					
15& -	46%	34%	38%	11%	14%
16-20	52%	41%	33%	17%	15%
21& +	57%	36%	40%	15%	13%
Etudie encore/ Still studying	58%	36%	32%	15%	12%
OCCUPATION					
Indpdt. / Self-empl.	50%	37%	43%	14%	13%
Employé / Employee	58%	40%	38%	15%	14%
Ouvrier / Manual worker	54%	39%	29%	18%	12%
Ss act.prof. / Without prof.act.	48%	37%	35%	13%	15%
HABITAT - LOCALITY TYPE					
Metropol.	52%	37%	39%	15%	14%
Villes / Towns	53%	38%	34%	15%	14%
Zones rurales / Rurale zones	51%	39%	35%	14%	14%
OCCUPATION PARENTS					
Indpdt&Self-empl.	50%	35%	38%	10%	13%
Indpdt&Empl./Self-empl&Empl.	55%	37%	36%	17%	13%
Employés/Employees	52%	39%	35%	16%	14%

6. The most feared risks

** Source questionnaire: Q11

An important element in start-ups or rather in the reluctance to set up a business, is the risk-taking. The aim of this chapter is to gain a better understanding of the fears of the interviewees regarding start-ups.

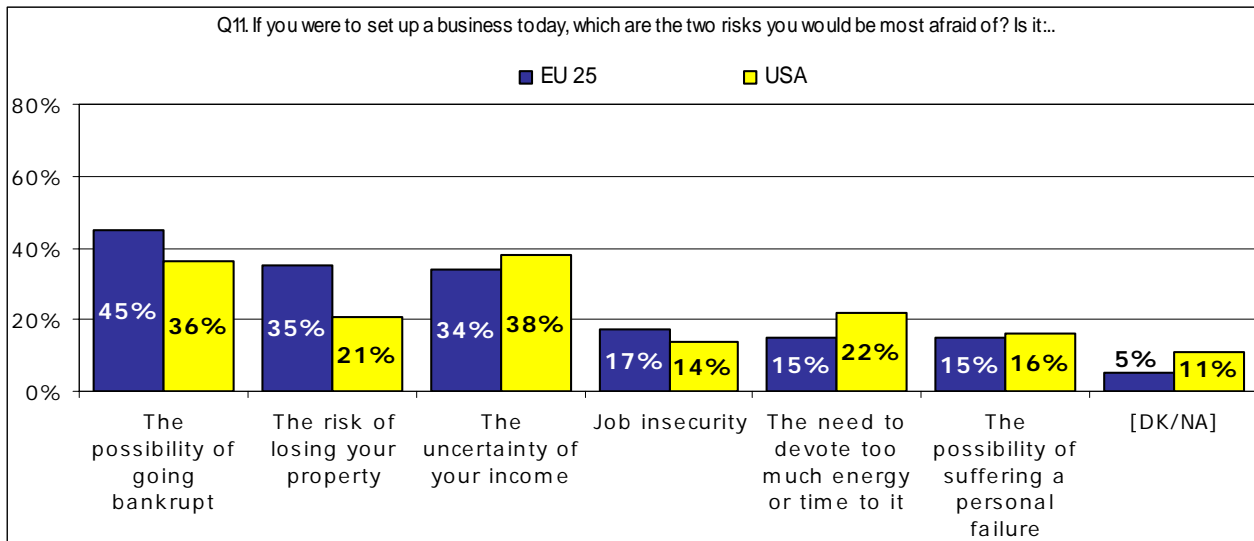
This question was also posed in the previous surveys (except in the 10 new Member States). Point b is devoted to an analysis of changes in the results.

a. Situation in 2004

- Importance of financial risks-

Both in the **United States** and in the **European Union** (EU25), financial risks are the most frequently cited risks attached to start-ups. On the other hand, it is noteworthy that **Americans** and **Europeans** prioritise differently these financial risks:

- the risk of bankruptcy seems to be the most important risk for **Europeans** (45%), followed by the risk of losing one's property (35%) and the uncertainty of income (34%);
- **Americans** see the uncertainty of income as the main risk (38%), followed by the risk of bankruptcy (36%). They also seem to be more concerned about having to devote too much energy or time to it.



A more detailed analysis of the results obtained in all the 29 countries studied reveals the following: (see the table on the next page)

- the divisions between the results for the 10 new **European Union** Member States (NMS) and the old Member States (EU15) seem far less striking than in the previous questions. The most significant difference (5 points) concerns the risk of bankruptcy which is considered as more anxiety-provoking in the 10 new Member States as a whole.

- Fears are sometimes ranked in different order according to the country-

- The possibility of going bankrupt is a greater fear for a majority of the respondents in **Lithuania** (65%), **Luxembourg** (55%), **Slovenia** (53%), **Poland** and the **Czech Republic** (52%). On the other hand, this risk seems to hold fewer fears for **Finns** (28%) and **Cypriots** (26%).
- The risk of losing their property is more feared by the interviewees from **Lithuania** (52%), **Germany** (50%), **Hungary** (48%) and the **United Kingdom** (47%). Only 13% of **Maltese** and 17% of **Greeks** and **Italians** consider this risk as one of the two most important risks.
- The **Hungarians** (50%), **Greeks** (48%), **Dutch** (44%) and **Italians** (43%) consider the uncertainty of income as an important business start-up related risk.
- Job insecurity seems to hold far more fears for the **Greeks** (38%) than citizens in the other countries which participated in the survey.
- Devoting too much energy or time to their new company seems to be more anxiety-provoking for citizens of the 4 **Scandinavian** countries (approximately 30%).
- The **Maltese** (40%) are more afraid than their neighbours about the possibility of suffering a personal failure.

Q11.	The possibility of going bankrupt	The risk of losing your property	The uncertainty of your income	Job insecurity	The need to devote too much energy or time to it	The possibility of suffering a personal failure	(DK&NA)
EU 25	45%	35%	34%	17%	15%	15%	5%
EU 15	44%	35%	33%	18%	15%	15%	5%
NMS	50%	35%	36%	16%	13%	14%	6%
BE	48%	25%	39%	18%	16%	12%	5%
DK	42%	31%	34%	11%	29%	11%	7%
DE	47%	50%	30%	17%	12%	15%	5%
EL	42%	17%	48%	38%	11%	25%	2%
ES	41%	35%	23%	16%	10%	15%	10%
FR	47%	29%	25%	19%	16%	19%	4%
IE	45%	31%	28%	13%	22%	15%	4%
IT	44%	17%	43%	18%	17%	13%	2%
LU	55%	37%	29%	15%	12%	19%	4%
NL	38%	25%	44%	22%	21%	10%	6%
AT	42%	34%	29%	15%	18%	14%	7%
PT	48%	34%	30%	14%	8%	15%	11%
FI	28%	30%	40%	9%	32%	10%	11%
SE	35%	28%	28%	16%	30%	7%	3%
UK	47%	47%	38%	15%	18%	16%	4%
CY	26%	27%	31%	17%	21%	17%	9%
CZ	52%	34%	41%	29%	17%	10%	4%
EE	43%	25%	24%	19%	13%	16%	19%
HU	37%	48%	50%	19%	14%	13%	7%
LV	54%	36%	35%	17%	10%	17%	7%
LT	65%	52%	19%	18%	11%	20%	6%
MT	43%	13%	34%	21%	20%	40%	5%
PL	52%	31%	35%	9%	11%	14%	5%
SK	48%	35%	31%	28%	14%	9%	7%
SI	53%	36%	31%	15%	11%	22%	8%
ICELAND	43%	32%	48%	16%	20%	7%	13%
LIECHTENSTEIN	39%	21%	39%	16%	25%	14%	8%
NORWAY	36%	27%	47%	17%	32%	16%	2%
USA	36%	21%	38%	14%	22%	16%	11%

It is possible to glean the following additional information from an analysis of the socio-demographic variables of the European respondents:

- The younger the respondent the more he or she is afraid of going bankrupt. This apprehension about bankruptcy seems to be particularly striking in the 15-24 age group.
- The uncertainty of income seems to be the main concern for the 25-39 age group.
- The longer the respondent's period of education, the more he or she seems to be concerned about the uncertainty of income, but above all of being obliged to devote too much energy or time to the business.
- Self-employed people are less afraid of bankruptcy than the other socio-professional categories.

Q11.	The possibility of going bankrupt	The risk of losing your property	The uncertainty of your income	Job insecurity	The need to devote too much energy or time to it	The possibility of suffering a personal failure	(DK & NA)
UE 25	45%	35%	34%	17%	15%	15%	5%
SEXE - SEX							
Hommes/ Men	45%	35%	33%	17%	15%	15%	5%
Femmes/ Women	46%	34%	34%	18%	16%	15%	5%
AGE							
15-24	62%	33%	32%	17%	12%	20%	2%
25-39	46%	33%	40%	18%	17%	14%	2%
40-54	41%	35%	36%	17%	18%	13%	4%
55&+	40%	36%	28%	17%	13%	14%	10%
EDUCATION							
15& -	43%	33%	32%	18%	12%	13%	7%
16-20	45%	37%	34%	17%	15%	15%	5%
21& +	40%	34%	37%	16%	21%	15%	5%
Etudie encore/ Still studying	62%	31%	31%	18%	13%	19%	1%
OCCUPATION							
Indpdt. / Self-empl.	35%	34%	36%	15%	18%	14%	8%
Employé / Employee	45%	35%	39%	19%	18%	14%	2%
Ouvrier / Manual worker	48%	35%	35%	17%	16%	14%	4%
Ss act.prof. / Without prof.act.	46%	34%	30%	17%	13%	16%	6%
HABITAT - LOCALITY TYPE							
Metropol.	44%	38%	31%	17%	15%	16%	5%
Villes / Towns	46%	32%	36%	17%	15%	14%	4%
Zones rurales / Rurale zones	45%	35%	33%	17%	15%	15%	6%
OCCUPATION PARENTS							
Indpdt./Self-empl.	43%	30%	33%	17%	15%	15%	7%
Indpdt&Empl./Self-empl&Empl.	45%	38%	33%	15%	19%	18%	4%
Employés/Employees	46%	36%	35%	18%	15%	14%	5%

b. Changes

- The fear of losing one's property has declined, while the fear of being obliged to devote too much energy or time to the business has increased -

In the **European Union** (EU15), there has been a sharp decline in apprehension about losing one's property in 2004 (-12 points). On the other hand, the fear of "having to devote too much energy or time to starting up a business" has increased by 5 points (15%) and is now at the same level as the possibility of suffering a personal failure.

The same holds true for the **United States** where the fear of losing one's property has declined (21% in 2004, -9 points). **Americans** also seem less afraid in 2004 of job insecurity (14%, -5 points) and the possibility of bankruptcy (36%, -3 points). As in the 15 old **European Union** Member States, the fear of having to devote too much time or energy to setting up one's own business has increased and reached 22% in 2004 (+8 points).

The order of importance of the fears seems to have changed in 2004, in particular in the **United States**.

	EU 15					USA				
	Flash 107 09/01	Flash 134 11/02	Flash 146 09/03	Flash 160 04/04	Diff. 2003- 2004	Flash 107 09/01	Flash 134 11/02	Flash 146 09/03	Flash 160 04/04	Diff. 2003- 2004
a) The uncertainty of your income	30%	33%	32%	33%	2	43%	45%	41%	38%	-3
b) Job insecurity	17%	19%	18%	18%	-1	13%	13%	19%	14%	-5
c) The risk of losing your property	45%	50%	47%	35%	-12	28%	39%	30%	21%	-9
d) The need to devote too much energy or time to it	12%	12%	10%	15%	5	17%	15%	14%	22%	8
e) The possibility of suffering a personal failure	18%	16%	17%	15%	-2	15%	19%	14%	16%	2
f) The possibility of going bankrupt	44%	44%	45%	44%	0	33%	49%	39%	36%	-3
g) [DK/NA]	4%	4%	3%	5%	2	9%	7%	7%	11%	4

7. Evaluation of entrepreneurial difficulties

** Source questionnaire: Q12

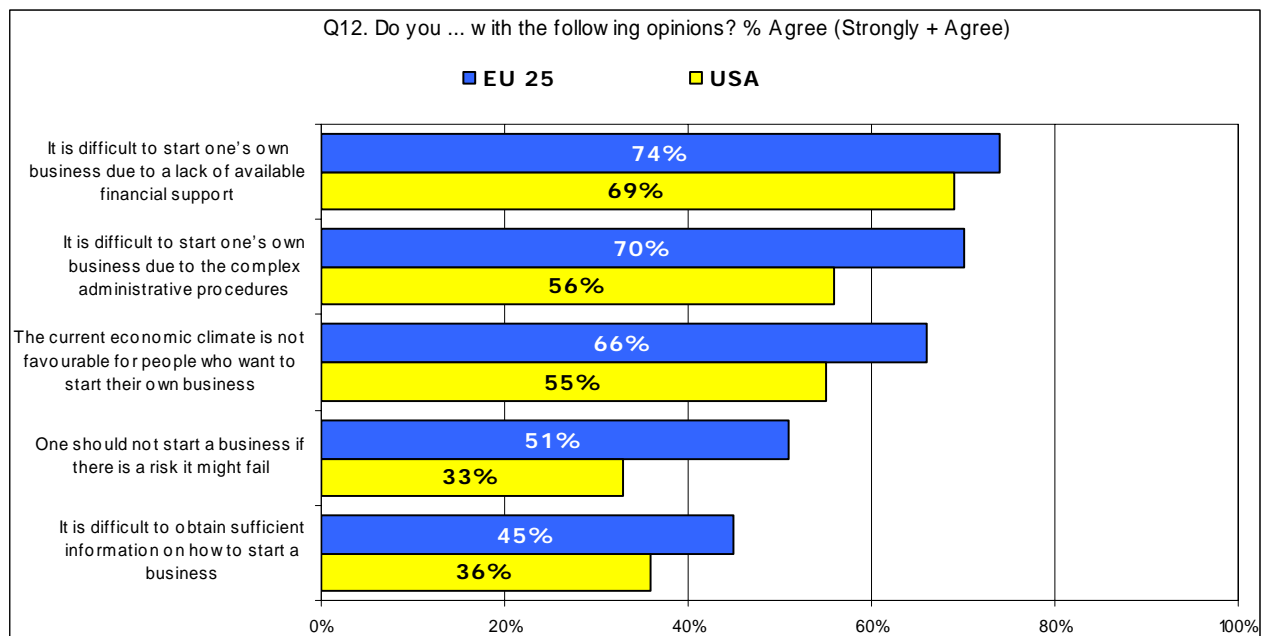
This last part of the report attempts to assess the opinion of the people interviewed with regard to five proposals relating to potential obstacles to business start-ups, namely: the lack of financial support, the complexity of administrative procedures, difficulties in obtaining useful information, the risk of failure and the economic outlook.

As this question was posed, at least partially, in the previous surveys, we will analyse under point b, changes in the way citizens in the European Union perceive these different issues.

a. The situation in 2004

- Setting up a business seems more difficult for European Union citizens -

The following graph highlights the difference between the **European** and **American** perception of the difficulties that are an obstacle to entrepreneurship. Although, overall, the difficulties seem to be ranked in the same order in the two continents, **Americans** seem as a whole to be less apprehensive of these difficulties.



More than two thirds of **European Union** (EU25) respondents seem to agree that the lack of available financial support, the complexity of administrative procedures and the economic climate are an obstacle to starting-up their own business. The same factors are also seen as obstacles to start-ups by a majority of **Americans**. On the other hand, the risk of failure linked to starting one's own business, as well as the difficulties in obtaining information seem to have considerably less influence on Americans.

If we take into consideration the results (see the following table) obtained in the 29 countries in the survey, it is to be noted that:

- in the **European Union**, the respondents from the 10 new European Union Member States (NMS) adhere more to the 5 proposals. However, we cannot generalise this observation if the situation is analysed country by country;
- in **Iceland**, and to a lesser extent in **Finland** and **Norway**, the respondents seem less inclined to consider the 5 proposals as obstacles to setting up their own business. Only a minority of them are in agreement with most of the 5 affirmations.

Q12. % "Agree"	It is difficult to start one's own business due to a lack of available financial support	It is difficult to start one's own business due to the complex administrative procedures	The current economic climate is not favourable for people who want to start their own business	One should not start a business if there is a risk it might fail	It is difficult to obtain sufficient information on how to start a business
EU 25	74%	70%	66%	51%	45%
EU 15	72%	69%	65%	50%	45%
NMS	84%	72%	70%	62%	46%
BE	74%	71%	64%	52%	50%
DK	53%	71%	44%	51%	34%
DE	72%	72%	74%	61%	43%
EL	89%	74%	81%	43%	61%
ES	73%	67%	55%	44%	47%
FR	80%	72%	67%	43%	48%
IE	60%	64%	36%	29%	33%
IT	87%	77%	82%	51%	57%
LU	78%	64%	62%	55%	45%
NL	45%	58%	63%	44%	19%
AT	66%	56%	57%	61%	30%
PT	82%	78%	82%	62%	66%
FI	43%	60%	43%	41%	21%
SE	65%	68%	61%	49%	38%
UK	57%	61%	42%	43%	34%
CY	80%	61%	65%	53%	49%
CZ	74%	70%	77%	61%	40%
EE	59%	55%	49%	58%	28%
HU	83%	74%	61%	80%	48%
LV	93%	74%	65%	62%	34%
LT	81%	83%	70%	69%	50%
MT	78%	57%	65%	70%	27%
PL	87%	70%	70%	56%	48%
SK	93%	77%	76%	60%	51%
SI	84%	79%	69%	69%	48%
ICELAND	46%	37%	33%	47%	34%
LIECHTENSTEIN	68%	43%	59%	50%	22%
NORWAY	47%	68%	40%	40%	32%
USA	69%	56%	55%	33%	36%

It seems, however, difficult to establish global observations, since the various obstacles to setting up a business have a different weight from one country to another.

It is therefore necessary to analyse each of them separately. We will revert to this under point b.

It is possible, from an analysis of the socio-demographic variables for the 5 proposals (see the table on the next page), to establish certain information according to the category of respondents involved:

- Women (54%) seem to more averse to entrepreneurial than men (48%). For the other proposals, gender seems to make little difference.
- The youngest age category (aged 15-24) seems to be the strongest supporters of the affirmation that the lack of available financial support is an obstacle to setting up a business.
On the other hand, as regards the complexity of administrative procedures, the risk linked to start-ups and obtaining information on how to start a business, the older the respondent the more he or she seems to agree that the 3 proposals are an obstacle to starting a business.
- Depending on the level of education, it is noteworthy that people who studied longer (aged 21 and over) are less often in agreement with the 5 proposals.
It is also to be noted that a minority of respondents (39%) in this category adhere to the propositions whereby:
 - o on the one hand, one should not start a business if there is a risk that it might fail;
 - o and, on the other hand, it is difficult to obtain sufficient information on how to start a business.

The same view also applies among people still studying. This is an important piece of information since, as was noted above, these are **the categories that are the most prepared to set up a business.**

- Depending on the respondent's occupation, it is to be noted that the opinions of employees and self-employed people are relatively close. Manual workers and unemployed people are more inclined than them to support all the affirmations.

Q12. % "Agree"	It is difficult to start one's own business due to a lack of available financial support	It is difficult to start one's own business due to the complex administrative procedures	The current economic climate is not favourable for people who want to start their own business	One should not start a business if there is a risk it might fail	It is difficult to obtain sufficient information on how to start a business
EU 25	74%	70%	66%	51%	45%
SEXE - SEX					
Hommes/ Men	73%	69%	64%	48%	44%
Femmes/ Women	75%	69%	67%	54%	44%
AGE					
15-24	78%	67%	65%	42%	39%
25-39	73%	67%	67%	46%	43%
40-55	73%	68%	67%	53%	43%
55&+	73%	72%	65%	59%	49%
EDUCATION					
15& -	77%	74%	71%	61%	53%
16-20	74%	70%	66%	55%	43%
21& +	68%	64%	61%	39%	39%
Etudie encore/ Still studying	77%	68%	63%	40%	39%
OCCUPATION					
Indpdt. / Self-empl.	71%	64%	64%	43%	45%
Employé / Employee	71%	65%	66%	47%	39%
Ouvrier / Manual worker	73%	70%	67%	55%	49%
Ss act.prof. / Without prof.act.	76%	72%	66%	55%	46%
HABITAT - LOCALITY TYPE					
Metropol.	71%	68%	65%	48%	42%
Villes / Towns	75%	70%	67%	53%	45%
Zones rurales / Rurale zones	74%	69%	65%	53%	44%
OCCUPATION PARENTS					
Indpdt./Self-empl.	74%	70%	66%	50%	46%
Indpdt&Empl./Self-empl&Empl.	72%	66%	63%	43%	42%
Employés/Employees	73%	69%	66%	53%	44%

b. Changes

Item a) It is difficult to start one's own business due to a lack of available financial support

- Lack of financial support: a key obstacle but less important than in the past -

Both in the **United States** and the **European Union** (EU15), there has been a drop in the number of respondents who are in agreement with the proposal whereby a lack of financial support is an obstacle to setting up a business. Such a decline had not been observed since 2000.

This constraint is, however, still important for a majority of **Europeans** and **Americans** .

In the fifteen old Member States, the differences between the results obtained in 2004 and those recorded in previous years vary considerably between countries. In several countries, there has been a significant fall in the number of respondents who support the affirmation that a lack of available financial support is an obstacle to setting up a business. This is particularly true in **Denmark** (-23 points compared with 2003), **Finland** (-18 points), **Sweden** (-11 points) and **Ireland** (-10 points).

Q12. % Agree (strongly + agree)

	Flash 83 09/00	Flash 107 09/01	Flash 134 11/02	Flash 146 09/03	Flash 160 04/04	Diff. 2003- 2004
EU 15	80%	75%	76%	77%	72%	-5
BE	81%	74%	74%	83%	74%	-9
DK	65%	69%	68%	76%	53%	-23
DE	76%	73%	75%	79%	72%	-7
EL	86%	89%	89%	88%	89%	1
ES	87%	81%	77%	78%	73%	-5
FR	89%	79%	82%	84%	80%	-4
IE	76%	67%	73%	70%	60%	-10
IT	87%	86%	88%	86%	87%	1
LU	86%	76%	74%	80%	78%	-2
NL	43%	50%	58%	53%	45%	-8
AT	75%	68%	71%	69%	66%	-3
PT	88%	83%	84%	84%	82%	-2
FI	66%	48%	62%	61%	43%	-18
SE	64%	76%	68%	76%	65%	-11
UK	79%	73%	63%	66%	57%	-9
USA	84%	71%	76%	74%	69%	-5

Item b) It is difficult to start one's own business due to the complex administrative procedures

- Administrative complexity less burdensome in 2004 -

Administrative complexity also seems to be seen as less of an obstacle by both **Americans** and **Europeans** (EU15) in 2004. In fact, on both continents, the number of respondents affirming that administrative complexity is a barrier to setting up a business has fallen by a approximately 5 points compared with 2003.

Since 2000, the results recorded have varied either upwards or downwards. The 69% of respondents in agreement with this proposal recorded in 2004, represents the lowest percentage ever recorded since the survey was first launched.

Q12. % Agree (strongly + agree)

	Flash 83 09/00	Flash 107 09/01	Flash 134 11/02	Flash 146 09/03	Flash 160 04/04	Diff. 2003- 2004
EU 15	73%	71%	69%	74%	69%	-5
BE	77%	74%	75%	78%	71%	-7
DK	73%	75%	74%	81%	71%	-10
DE	70%	62%	63%	77%	72%	-5
EL	70%	71%	71%	74%	74%	0
ES	75%	66%	70%	70%	67%	-3
FR	85%	80%	78%	80%	72%	-8
IE	66%	67%	67%	70%	64%	-6
IT	83%	84%	78%	79%	77%	-2
LU	61%	63%	66%	71%	64%	-7
NL	53%	57%	56%	68%	58%	-10
AT	66%	58%	61%	66%	56%	-10
PT	79%	82%	86%	79%	78%	-1
FI	70%	67%	67%	68%	60%	-8
SE	76%	74%	69%	74%	68%	-6
UK	64%	67%	61%	65%	61%	-4
USA	58%	48%	60%	62%	56%	-6

In the "pre-enlargement" **European Union** (EU15), the proportion of respondents in agreement with this proposal has fallen, notably by 10 points in **Denmark**, the **Netherlands** and **Austria**. On the other hand, this proportion is less important in the Southern European countries.

Item d) One should not start a business if there is a risk it might fail**- The fear of the business failing has increased -**

Both in the **United States** (+4 points) and in the fifteen old **European Union** Member States (+6 points), the number of respondents worried about the fear of failure has increased.

If this proportion is still relatively low in the **United States**, a majority of **EU15** citizens (50%) are now in agreement with this affirmation.

Q12. % Agree (strongly + agree)

	Flash 83 09/00	Flash 107 09/01	Flash 134 11/02	Flash 146 09/03	Flash 160 04/04	Diff. 2003- 2004
EU 15	45%	43%	46%	44%	50%	6
BE	51%	54%	50%	54%	52%	-2
DK	41%	47%	39%	39%	51%	12
DE	56%	51%	57%	52%	61%	9
EL	38%	46%	48%	42%	43%	1
ES	42%	41%	42%	40%	44%	4
FR	40%	33%	42%	38%	43%	5
IE	25%	28%	27%	25%	29%	4
IT	43%	48%	44%	46%	51%	5
LU	59%	55%	51%	47%	55%	8
NL	48%	51%	46%	49%	44%	-5
AT	53%	53%	55%	54%	61%	7
PT	51%	53%	53%	57%	62%	5
FI	44%	40%	44%	43%	41%	-2
SE	52%	51%	55%	51%	49%	-2
UK	37%	30%	34%	34%	43%	9
USA	27%	26%	25%	29%	33%	4

- Different attitudes to failure according to the countries -

In the 15 old **European Union** Member States (EU15), the changes recorded since 2003 differ considerably:

- in 11 of the 15 countries, the fear of failure has increased. That is particularly true in **Denmark** (+12 points), **Germany** (+9 points) and **Great Britain** (+9 points).
- on the other hand, the proportion has fallen since 2003 in 4 other countries, in particular in the **Netherlands** (-5 points).

The differences between the results recorded within the **European Union** continue to be important: only 29% of the **Irish** agree with the proposals that one should not start a business if there is a risk that it might fail, while the percentage is 61% in **Germany** and **Austria** and 62% in **Portugal**.

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

- An unfavourable economic climate -

A majority of **Europeans** (EU 15) and **Americans** consider that the economic climate is not conducive to starting a business. On this point, the results are much in line with those obtained in 2003⁷.

- However, opinions vary from one country to another -

Once again, when analysed country by country, the results reveal important divergences:

- only 33% of **Norwegians** and 36% of **Irish** are in agreement with this proposal, while the proportion is as high as 82% in **Italy** and **Portugal**,
- the variations in results since 2003 also seem to vary considerably between countries: the proportion of respondents adhering to this proposal has fallen by 20 points in **Ireland** and by 28 points in **Norway**. On the other hand, in **Liechtenstein** (+6 points), **Italy** and **Portugal** more respondents consider that the economic climate deteriorated in 2004.

Q12. % Agree (strongly + agree)

	Flash 146 09/03	Flash 160 04/04	Diff. 2003- 2004
EU 15	66%	65%	-1
BE	69%	64%	-5
DK	53%	44%	-9
DE	75%	74%	-1
EL	78%	81%	3
ES	58%	55%	-3
FR	63%	67%	4
IE	56%	36%	-20
IT	77%	82%	5
LU	61%	62%	1
NL	69%	63%	-6
AT	57%	57%	0
PT	77%	82%	5
FI	53%	43%	-10
SE	61%	61%	0
UK	47%	42%	-5
USA	52%	55%	3
Iceland	38%	33%	-5
Liechtenstein	53%	59%	6
Norway	68%	40%	-28

⁷ This item has only been included in the questionnaire since 2003

CONCLUSION

This survey, conducted for the fourth consecutive year, includes for the first time the ten new European Union Member States. It is, therefore, unprecedented in scope, covering no less than 29 countries.

Once again, **the perception of self-employment varies strongly** between Americans and citizens in the 25 European Union Member States. If they had the choice, a majority of European Union citizens would opt for employee status, while Americans would prefer to be self-employed. This trend has been constant over the years and seems even to be becoming more marked. European Union citizens explain their preference for employee status by the stability of income. On the other hand, Americans who would like to set up their own business consider self-employment as being an opportunity to create their own working environment.

More than two out three Europeans (67%), as well as for a majority of Americans, **find it difficult to conceive becoming self-employed over the next 5 years**. In addition, the older people get, the more the transition to becoming self-employed seems difficult. This observation must, however, be qualified by the fact that opinions on this subject vary considerably from one Member State to another. In addition, a far from negligible number of European Union citizens who are not self-employed at the current time, claim to be attracted by self-employed status. In fact, a third of them would be tempted by becoming self-employed over the next 5 years. That proportion is 46% in the United States.

When respondents were asked whether they have recently set up a business or taken steps to that end, it appears that **a majority of them have never even considered the idea**. Furthermore, that is particularly true in the case of women. This indicator is practically unchanged from the result obtained in earlier years.

People who have set up their own business did so above all because they wanted to grasp an opportunity. That applies both in the European Union and in the United States. In terms of age categories, it is to be noted that younger entrepreneurs were more motivated by an opportunity, unlike the older categories whose decision to become self-employed stemmed from necessity. Dissatisfaction with their personal situation is, moreover, a more important motivation in the ten new Member States than in the fifteen old Member States.

In the 29 countries, as a whole, covered by the 2004 survey, a majority of respondents are **in favour of setting up a new business rather than taking over an existing structure**. Younger entrepreneurs are more in favour of a setting up a new business.

Both Americans and Europeans seem to see **the general management** of a business, the manager's personality and the economic context as the key success factors.

On the other hand, Americans clearly seem to attach less importance than European to **external factors**, such as the overall economy, the influence of outside entities or the political context. It is also noteworthy that respondents from the new European Union Member States attach more importance than their new neighbours to external factors. **Self-employed people, drawing on their own entrepreneurial experience, tend to highlight the manager's personality as the key success factor.**

The financial risks seem to be the leading concern with regard to setting up a business. Among the risks facing potential entrepreneurs, the fear of losing one's property declined however in 2004, while the fear of being required to devote too much energy or time increased. Finally, it is worth emphasising that setting up a business seems to be more difficult in the eyes of Europeans than Americans.

Compared with the results obtained during the previous surveys, it is notable that **although the lack of financial support continues to be seen as a key obstacle to entrepreneurship, it is less important than before.** If administrative complexity is also seen as less of a constraint in 2004, it seems that the fear of failure has increased. Finally, it is to be noted that a majority of Americans and European Union citizens consider that **the economic climate is still unfavourable in 2004** to starting a business.

ANNEXES

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

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

	Total	être un employé/ being an employee	être indépendant / being self-employed	(aucun des deux) / (none of these)	[NSP/SR] / [DK/NA]
UE 25	18547	50%	45%	2%	3%
UE 15	12022	51%	45%	2%	3%
UE 10	6525	47%	44%	4%	4%
BE	1000	58%	34%	5%	2%
DK	503	55%	38%	1%	5%
DE	1000	56%	39%	2%	3%
EL	1000	46%	52%	1%	1%
ES	1001	34%	56%	2%	8%
FR	1007	55%	42%	1%	1%
IE	500	39%	58%	1%	2%
IT	1004	42%	55%	2%	1%
LU	500	49%	48%	1%	3%
NL	1000	66%	33%	1%	1%
AT	500	56%	37%	1%	6%
PT	1000	32%	62%	2%	4%
FI	501	68%	28%	1%	4%
SE	500	61%	35%	1%	3%
UK	1006	55%	41%	2%	1%
CY	500	32%	56%	7%	4%
CZ	1008	55%	30%	8%	7%
EE	503	48%	37%	8%	7%
HU	1000	45%	42%	8%	4%
LV	510	53%	42%	3%	3%
LT	500	39%	52%	8%	2%
MT	500	49%	44%	6%	2%
PL	1000	44%	51%	2%	4%
SK	504	56%	30%	7%	7%
SI	500	60%	32%	6%	2%
ICELAND	501	31%	58%	4%	7%
LIECHTENSTEIN	500	47%	48%	1%	3%
NORWAY	500	60%	35%	1%	4%
USA	1003	34%	61%	3%	2%

Q1.	Total	être un employé/ being an employee	être indépendant / being self-employed	(aucun des deux) / (none of these)	[NSP/SR] / [DK/NA]
UE 25	18547	50%	45%	2%	3%
SEXE - SEX					
Hommes/ Men	9961	44%	51%	2%	3%
Femmes/ Women	11090	56%	39%	2%	3%
AGE					
15-24	3269	42%	55%	1%	2%
25-49	5666	51%	45%	2%	2%
40-54	5606	54%	42%	1%	2%
55&+	6468	50%	41%	4%	4%
EDUCATION					
15& -	3723	50%	43%	4%	4%
16-20	8910	54%	42%	2%	2%
21& +	5565	50%	47%	1%	2%
Etudie encore/ Still studying	2263	39%	58%	1%	2%
OCCUPATION					
Indpdt. / Self-empl.	2209	21%	75%	1%	2%
Employé / Employee	6607	60%	37%	1%	2%
Ouvrier / Manual worker	2773	58%	38%	2%	3%
Ss act.prof. / Without prof.act.	9378	48%	45%	3%	4%
HABITAT - LOCALITY TYPE					
Metropol.	5153	51%	43%	2%	4%
Villes / Towns	8633	50%	45%	2%	2%
Zones rurales / Rurale zones	7265	49%	46%	2%	3%
OCCUPATION PARENTS					
Indpdt/Self-empl.	4224	43%	52%	2%	3%
Indpdt&Empl./Self-empl&Empl.	1656	46%	51%	2%	2%
Employés/Employees	14289	53%	42%	2%	3%

[A CEUX QUI ONT REPONDU "EMPLOYE" A Q1 (Q1=1)]

Q2. Pourquoi préféreriez-vous être un employé plutôt qu'indépendant?

[TO THOSE WHO ANSWERED "EMPLOYEE" IN Q1 (Q1=1)]

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

	Total	Revenu rég. ctr rev. irrég./ Reg. income vs irreg. Inc.	Stabil. emploi /Stability of empl.	Séc. soc., ass./ Soc. sec., ins.	Manq. d'idée d'esprit d'entr. / Lack of entr. idea	Manq. de temps /Lack of time	Manq. int. pour indpdt / Lack of int. self-empl.	Manq. fin. pour indpdt / Lack of fin. for self-empl.	Manq. comp. pour indpdt / Lack of skills for self-empl.	Manq. conn. indpdt / Lack of know. self-empl.	Rigueur de la décis. /Sever. of decis.	Chose normale/ It is normal	Pas si risqué/ Climat éco. défav / It is not as risky /Unfav. eco. climate	Lourd- deur admin. / Red tape	Autre / Other	NSP/SR /DK/NA
UE 25	9269	30%	24%	12%	5%	10%	8%	8%	6%	4%	6%	5%	21%	5%	18%	4%
UE 15	6141	29%	23%	11%	5%	12%	7%	6%	5%	3%	6%	4%	20%	5%	19%	5%
UE 10	3128	37%	32%	16%	9%	5%	13%	18%	11%	10%	6%	7%	21%	7%	14%	4%
BE	585	17%	16%	25%	3%	11%	4%	5%	2%	1%	4%	2%	10%	4%	16%	8%
DK	290	9%	10%	1%	1%	5%	9%	1%	2%	1%	0%	3%	6%	8%	56%	3%
DE	547	29%	13%	17%	7%	21%	9%	17%	8%	7%	10%	6%	47%	7%	16%	3%
EL	462	63%	56%	10%	1%	6%	1%	1%	1%	1%	1%	3%	15%	1%	0%	2%
ES	339	20%	23%	4%	3%	2%	2%	4%	4%	2%	10%	4%	12%	1%	21%	8%
FR	558	13%	9%	4%	4%	10%	5%	3%	5%	0%	1%	3%	21%	7%	51%	8%
IE	196	28%	12%	2%	2%	7%	16%	2%	6%	6%	7%	3%	6%	6%	21%	2%
IT	439	54%	48%	15%	7%	9%	6%	2%	2%	1%	1%	5%	9%	2%	1%	0%
LU	248	24%	22%	5%	1%	6%	2%	4%	2%	1%	2%	2%	11%	1%	34%	7%
NL	670	33%	21%	18%	4%	12%	6%	1%	6%	4%	2%	3%	11%	3%	15%	6%
AT	282	43%	40%	29%	4%	12%	4%	2%	2%	1%	2%	2%	7%	2%	3%	3%
PT	319	32%	18%	7%	7%	2%	8%	9%	4%	2%	5%	5%	23%	6%	3%	3%
FI	342	35%	13%	2%	3%	8%	16%	1%	6%	4%	9%	4%	18%	2%	0%	4%
SE	305	17%	18%	1%	1%	19%	3%	1%	1%	2%	5%	2%	6%	4%	26%	3%
UK	559	25%	29%	9%	2%	7%	9%	3%	5%	3%	9%	3%	6%	6%	12%	6%
CY	160	54%	56%	9%	0%	7%	4%	4%	1%	1%	2%	4%	12%	1%	1%	1%
CZ	552	67%	57%	53%	28%	15%	46%	43%	18%	26%	16%	30%	38%	17%	8%	1%
EE	238	25%	34%	13%	10%	1%	11%	11%	15%	13%	1%	5%	13%	3%	3%	3%
HU	454	39%	37%	8%	15%	2%	8%	13%	12%	7%	3%	3%	8%	1%	27%	2%
LV	265	36%	39%	30%	9%	1%	12%	19%	13%	9%	5%	6%	22%	3%	7%	2%
LT	193	35%	24%	18%	10%	3%	7%	26%	14%	7%	5%	6%	15%	4%	3%	2%
MT	248	44%	42%	10%	1%	2%	9%	8%	5%	0%	20%	6%	10%	1%	0%	2%
PL	437	24%	23%	5%	1%	3%	5%	10%	9%	6%	4%	2%	20%	6%	16%	6%
SK	285	55%	29%	18%	7%	3%	18%	28%	7%	12%	4%	5%	23%	11%	4%	1%
SI	296	35%	23%	11%	2%	5%	4%	3%	3%	3%	2%	1%	7%	1%	13%	15%
ICELAND	156	7%	27%	0%	3%	1%	20%	0%	5%	2%	7%	6%	6%	3%	0%	12%
LIECHTENSTEIN	239	26%	22%	17%	2%	9%	10%	1%	8%	4%	19%	2%	21%	3%	9%	3%
NORWAY	300	19%	25%	3%	1%	16%	5%	3%	7%	3%	3%	8%	13%	11%	11%	3%
USA	346	16%	10%	13%	6%	2%	1%	1%	1%	1%	28%	3%	5%	1%	5%	7%

Q2.	Total	Revenu rég. ctr rev. irrég./ Reg. income vs irreg. Inc.	Stabil. emploi /Stability of empl.	Séc. soc., ass./ Soc. sec., ins.	Manq. d'idée d'entr. / Lack of entr. idea	Manq. de temps /Lack of time	Manq. int. pour indpdt / Lack of int. self-empl.	Manq. fin. pour indpdt / Lack of fin. for self-empl.	Manq. comp. pour indpdt / Lack of skills for self-empl.	Manq. conn. indpdt / Lack of know. self-empl.	Rigueur de la décis. /Sever. of decis.	Chose normale/ It is normal	Pas si risqué/ Climat éco. défav / It is not as risky /Unfav. eco. climate	Lourd- deur admin. / Red tape	Autre / Other	NSP/SR /DK/NA
UE 25	9269	30%	24%	12%	5%	10%	8%	8%	6%	4%	6%	5%	21%	5%	18%	4%
SEXE - SEX																
Hommes/ Men	4259	30%	25%	12%	5%	10%	7%	7%	5%	3%	5%	5%	22%	5%	19%	4%
Femmes/ Women	6051	30%	24%	13%	5%	11%	9%	8%	7%	4%	7%	4%	19%	5%	18%	5%
AGE																
15-24	1351	28%	26%	12%	6%	6%	9%	11%	9%	8%	8%	3%	20%	6%	18%	8%
25-49	2845	31%	25%	13%	4%	13%	7%	7%	4%	3%	6%	4%	20%	5%	19%	4%
40-54	2925	32%	23%	13%	4%	12%	7%	7%	5%	4%	5%	4%	21%	6%	17%	3%
55&+	3173	28%	23%	11%	6%	9%	9%	8%	6%	3%	6%	6%	21%	5%	18%	4%
EDUCATION																
15& -	1741	35%	28%	12%	5%	9%	8%	7%	5%	4%	7%	4%	16%	4%	13%	4%
16-20	4655	30%	23%	14%	5%	12%	8%	10%	6%	4%	6%	5%	24%	6%	19%	4%
21& + Etudie encore/ Still studying	2788 892	27% 24%	23% 23%	12% 8%	4% 7%	10% 7%	7% 7%	5% 7%	4% 10%	3% 6%	5% 7%	4% 3%	19% 17%	6% 5%	22% 17%	5% 11%
OCCUPATION																
Indpdt. / Self-empl.	417	45%	21%	13%	2%	13%	2%	10%	1%	1%	6%	1%	20%	7%	14%	3%
Employé / Employee	3871	31%	26%	15%	5%	12%	9%	8%	5%	4%	6%	4%	21%	6%	19%	3%
Ouvrier / Manual worker	1534	29%	22%	11%	4%	13%	9%	6%	6%	4%	5%	4%	21%	6%	21%	3%
Ss act.prof. / Without prof.act.	4449	28%	24%	11%	6%	8%	7%	8%	7%	5%	6%	5%	20%	4%	17%	6%
HABITAT - LOCALITY TYPE																
Metropol.	2473	26%	20%	13%	7%	10%	8%	9%	5%	3%	6%	4%	22%	6%	22%	5%
Villes / Towns	4320	33%	26%	12%	4%	11%	7%	7%	6%	4%	5%	5%	18%	5%	17%	4%
Zones rurales / Rurale zones	3517	31%	25%	13%	5%	10%	9%	8%	6%	4%	7%	4%	22%	5%	15%	4%
OCCUPATION PARENTS																
Indpdt/Self-empl.	1771	35%	24%	11%	3%	9%	5%	4%	4%	2%	4%	4%	18%	4%	19%	3%
Indpdt&Empl./Self-empl&Empl.	717	27%	22%	9%	2%	12%	6%	6%	3%	1%	4%	3%	22%	5%	20%	4%
Employés/Employees	7425	29%	24%	13%	6%	11%	8%	9%	7%	5%	7%	5%	21%	6%	18%	5%

[A CEUX QUI ONT REPONDU "INDEPENDANT" A Q1 (Q1=2)]

Q3. Pourquoi préféreriez-vous être indépendant plutôt qu'un employé?

[TO THOSE WHO ANSWERED "SELF-EMPLOYED" IN Q1 (Q1=2)]

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

	Total	Indpdc pers./ Pers. Indpdc	Une opp. d'affaire / A business opp.	Propre envirr./ Own envirr.	Meilleures perspectives de revenu / Better income prospects	Manque opp. d'empl. en gén / Lack of empl. opp. gen.	Manque opp. d'empl. région / Lack of empl. opp. Region	Famille, amis indpdc/ Family, friends self-empl.	Climat éco. favorable / Fav. eco. climate	Eviter incert. Empl. / Uncert. Empl.	Autre / Other	NSP/SR / DK/NA
UE 25	8048	77%	8%	16%	23%	2%	1%	3%	2%	4%	5%	3%
UE 15	5350	79%	8%	15%	20%	2%	1%	3%	2%	3%	5%	3%
UE 10	2698	67%	10%	19%	34%	4%	3%	4%	3%	8%	6%	4%
BE	342	68%	5%	10%	11%	2%	0%	6%	2%	1%	10%	5%
DK	186	83%	1%	6%	7%	1%	0%	0%	0%	1%	11%	3%
DE	414	85%	12%	22%	27%	4%	4%	6%	3%	8%	4%	1%
EL	520	80%	14%	30%	53%	2%	1%	2%	17%	4%	2%	0%
ES	559	66%	5%	7%	14%	1%	0%	1%	1%	1%	8%	9%
FR	427	86%	1%	12%	17%	0%	0%	0%	0%	0%	4%	3%
IE	289	84%	1%	4%	15%	1%	1%	0%	0%	1%	3%	4%
IT	533	80%	11%	18%	17%	1%	1%	3%	2%	2%	1%	0%
LU	237	59%	3%	19%	8%	1%	0%	1%	2%	1%	31%	2%
NL	315	72%	10%	30%	11%	0%	0%	2%	0%	1%	11%	1%
AT	183	76%	5%	19%	20%	3%	0%	4%	2%	3%	4%	3%
PT	618	62%	17%	11%	31%	1%	0%	1%	2%	2%	2%	4%
FI	137	79%	1%	22%	13%	1%	1%	3%	1%	1%	0%	3%
SE	174	75%	3%	9%	6%	0%	0%	0%	2%	0%	15%	1%
UK	416	81%	7%	9%	23%	2%	1%	2%	3%	3%	9%	3%
CY	282	69%	15%	11%	27%	5%	0%	2%	10%	3%	1%	4%
CZ	307	81%	28%	55%	61%	21%	17%	24%	18%	30%	13%	0%
EE	182	84%	9%	7%	27%	0%	2%	1%	4%	12%	1%	4%
HU	423	65%	14%	26%	43%	4%	3%	3%	3%	4%	20%	2%
LV	214	61%	19%	43%	30%	6%	4%	2%	7%	15%	3%	3%
LT	256	64%	11%	26%	37%	2%	2%	3%	3%	11%	0%	1%
MT	211	80%	4%	8%	37%	0%	1%	4%	4%	2%	0%	0%
PL	511	66%	5%	10%	27%	1%	1%	1%	0%	5%	3%	5%
SK	148	64%	10%	28%	43%	9%	12%	10%	6%	13%	2%	1%
SI	164	73%	11%	5%	16%	1%	1%	0%	1%	4%	8%	5%
ICELAND	290	67%	2%	7%	9%	1%	2%	1%	0%	1%	4%	6%
LIECHTENSTEIN	240	80%	5%	28%	15%	1%	1%	1%	2%	5%	2%	0%
NORWAY	175	77%	2%	14%	13%	1%	0%	2%	3%	1%	2%	4%
USA	605	21%	2%	61%	9%	0%	0%	0%	1%	2%	1%	3%

Q3.	Total	Indpdc pers./ Pers. Indpdc	Une opp. d'affaire / A business opp.	Propre envirr./ Own envirr.	Meilleures perspectives de revenu / Better income prospects	Manque opp. d'empl. en gén / Lack of empl. opp. gen.	Manque opp. d'empl. région / Lack of empl. opp. Region	Famille, amis indpdc/ Family, friends self-empl.	Climat éco. favorable / Fav. eco. climate	Eviter incert. Empl. / Uncert. Empl.	Autre / Other	NSP/SR / DK/NA
UE 25	8048	77%	8%	16%	23%	2%	1%	3%	2%	4%	5%	3%
SEXE - SEX												
Hommes/ Men	5120	77%	8%	16%	26%	2%	1%	3%	2%	4%	5%	2%
Femmes/ Women	4238	76%	8%	16%	17%	2%	2%	3%	2%	4%	6%	4%
AGE												
15-24	1782	77%	7%	16%	20%	2%	1%	3%	3%	3%	3%	5%
25-49	2577	79%	8%	16%	26%	2%	2%	2%	2%	4%	6%	2%
40-54	2415	77%	8%	17%	24%	2%	1%	2%	3%	3%	5%	2%
55&+	2562	75%	9%	15%	19%	2%	1%	4%	2%	5%	6%	3%
EDUCATION												
15& -	1592	75%	10%	16%	20%	2%	1%	4%	2%	3%	5%	3%
16-20	3724	77%	8%	16%	27%	2%	2%	2%	3%	4%	6%	2%
21& +	2515	81%	7%	17%	19%	2%	1%	2%	2%	4%	5%	2%
Etudie encore/ Still studying	1263	75%	7%	16%	19%	2%	1%	3%	3%	3%	4%	6%
OCCUPATION												
Indpdt. / Self-empl.	1696	82%	7%	17%	21%	2%	2%	3%	4%	4%	6%	2%
Employé / Employee	2453	80%	9%	19%	26%	2%	1%	2%	2%	2%	5%	1%
Ouvrier / Manual worker	1108	72%	8%	14%	29%	1%	0%	2%	2%	4%	4%	3%
Ss act.prof. / Without prof.act.	4064	75%	8%	15%	19%	2%	1%	3%	2%	4%	5%	4%
HABITAT - LOCALITY TYPE												
Metropol.	2363	81%	8%	15%	21%	2%	1%	2%	2%	3%	5%	2%
Villes / Towns	3736	76%	8%	16%	23%	2%	2%	3%	2%	4%	5%	3%
Zones rurales / Rurale zones	3259	74%	8%	17%	23%	2%	1%	3%	3%	4%	5%	3%
OCCUPATION PARENTS												
Indpdc/Self-empl.	2207	77%	8%	15%	20%	2%	1%	4%	3%	3%	4%	4%
Indpdt&Empl./Self-empl&Empl.	865	78%	10%	17%	25%	2%	1%	5%	3%	5%	7%	2%
Employés/Employees	5910	77%	8%	17%	23%	2%	2%	2%	2%	4%	5%	2%

[A CEUX QUI ONT REPONDU "INDEPENDANT" A Q1 (Q1=2)]

Q4. Préféreriez-vous posséder votre propre entreprise et y investir ou alors travailler pour vous-même **mais pas nécessairement posséder votre propre entreprise?**

[TO THOSE WHO ANSWERED "SELF-EMPLOYED" IN Q1 (Q1=2)]

Q4. Would you prefer to own your own company and invest in it or rather to work for yourself **but not necessarily own your own company?**

	Total	Posséder votre propre entreprise / To own your own company	Travailler pour vous-m. mais pas néc. propre entr. / To work for yourself but not nec. own your own cy	[NSP/SR] / [DK/NA]
UE 25	8048	60%	36%	4%
UE 15	5350	60%	36%	4%
UE 10	2698	60%	36%	5%
BE	342	67%	30%	3%
DK	186	75%	18%	7%
DE	414	58%	39%	3%
EL	520	78%	21%	1%
ES	559	61%	29%	10%
FR	427	57%	37%	5%
IE	289	57%	39%	4%
IT	533	50%	48%	2%
LU	237	63%	33%	4%
NL	315	65%	31%	5%
AT	183	64%	31%	5%
PT	618	78%	18%	4%
FI	137	80%	14%	7%
SE	174	72%	23%	5%
UK	416	60%	36%	3%
CY	282	53%	41%	5%
CZ	307	66%	30%	4%
EE	182	61%	34%	5%
HU	423	38%	59%	3%
LV	214	48%	42%	10%
LT	256	42%	56%	2%
MT	211	41%	56%	3%
PL	511	65%	30%	5%
SK	148	73%	25%	2%
SI	164	69%	27%	4%
ICELAND	290	63%	28%	9%
LIECHTENSTEIN	240	53%	42%	5%
NORWAY	175	79%	18%	3%
USA	605	68%	28%	4%

Q4.	Total	Posséder votre propre entreprise / To own your own company	Travailler pour vous-m. mais pas néc. propre entr. / To work for yourself but not nec. own your own cy	[NSP/SR] / [DK/NA]
UE 25	8048	60%	36%	4%
SEXE - SEX				
Hommes/ Men	5120	66%	31%	3%
Femmes/ Women	4238	51%	43%	6%
AGE				
15-24	1782	63%	35%	2%
25-49	2577	61%	36%	3%
40-54	2415	59%	37%	4%
55&+	2562	56%	37%	7%
EDUCATION				
15& -	1592	55%	39%	6%
16-20	3724	61%	35%	4%
21& +	2515	58%	37%	5%
Etudie encore/ Still studying	1263	63%	35%	2%
OCCUPATION				
Indpdt. / Self-empl.	1696	68%	26%	5%
Employé / Employee	2453	60%	37%	3%
Ouvrier / Manual worker	1108	57%	39%	4%
Ss act.prof. / Without prof.act.	4064	57%	38%	5%
HABITAT - LOCALITY TYPE				
Metropol.	2363	61%	34%	5%
Villes / Towns	3736	58%	38%	4%
Zones rurales / Rurale zones	3259	60%	35%	4%
OCCUPATION PARENTS				
Indpdt&Self-empl.	2207	64%	30%	6%
Indpdt&Empl./Self-empl&Empl.	865	66%	32%	2%
Employés/Employees	5910	57%	39%	4%

[A CEUX QUI N'ONT PAS REPONDU "INDEPENDANT" A D4]

Q5. Personnellement, dans quelle mesure est-ce **tentant** pour vous de devenir indépendant au cours des 5 prochaines années?

[TO THOSE WHO DID NOT ANSWER "SELF-EMPLOYED" IN D4]

Q5. Personally, how **desirable** is it for you to become self-employed within the next 5 years?

	Total	Très tentant /Very desirable	Plutôt tentant/ Rather desirable	Plutôt pas tentant /Rather undesirable	Pas tentant du tout / Not desirable at all	[NSP/SR] / [DK/NA]	Tentant /Desirable	Pas tentant /Undesirable
UE 25	16669	9%	24%	20%	43%	4%	33%	63%
UE 15	10755	10%	22%	19%	46%	3%	32%	65%
UE 10	5914	8%	32%	23%	27%	10%	40%	50%
BE	894	5%	14%	20%	58%	3%	19%	78%
DK	467	9%	17%	18%	56%	1%	26%	73%
DE	903	6%	17%	26%	49%	2%	23%	75%
EL	797	12%	27%	13%	47%	1%	39%	60%
ES	913	13%	36%	12%	29%	9%	50%	42%
FR	951	10%	28%	18%	39%	4%	38%	58%
IE	424	12%	26%	14%	46%	2%	38%	60%
IT	901	13%	25%	20%	42%	0%	38%	62%
LU	473	9%	19%	16%	54%	2%	28%	70%
NL	888	8%	18%	23%	48%	3%	26%	71%
AT	446	6%	12%	22%	58%	3%	18%	79%
PT	902	13%	35%	8%	39%	5%	48%	47%
FI	445	5%	10%	25%	58%	2%	15%	83%
SE	451	4%	16%	30%	50%	1%	20%	79%
UK	900	10%	15%	15%	57%	2%	25%	72%
CY	426	12%	32%	20%	34%	1%	44%	55%
CZ	877	6%	16%	24%	43%	11%	22%	67%
EE	467	7%	23%	13%	49%	8%	30%	62%
HU	897	10%	25%	14%	43%	8%	34%	57%
LV	490	8%	33%	18%	33%	8%	41%	51%
LT	475	19%	29%	18%	31%	4%	47%	49%
MT	476	7%	25%	23%	40%	6%	32%	62%
PL	886	8%	42%	28%	12%	11%	50%	39%
SK	442	3%	12%	21%	48%	17%	15%	68%
SI	478	9%	18%	18%	54%	2%	27%	71%
ICELAND	430	18%	23%	20%	28%	11%	41%	48%
LIECHTENSTEIN	429	9%	15%	33%	40%	3%	24%	73%
NORWAY	448	5%	18%	27%	48%	2%	23%	75%
USA	866	18%	28%	16%	35%	3%	46%	50%

Q5.	Total	Très tentant /Very desirable	Plutôt tentant/ Rather desirable	Plutôt pas tentant /Rather undesirable	Pas tentant du tout / Not desirable at all	[NSP/SR] / [DK/NA]	Tentant /Desirable	Pas tentant /Undesirable
UE 25	16669	9%	24%	20%	43%	4%	33%	63%
SEXE - SEX								
Hommes/ Men	8515	11%	26%	21%	38%	4%	37%	59%
Femmes/ Women	10327	8%	22%	20%	47%	4%	30%	66%
AGE								
15-24	3177	15%	40%	26%	17%	3%	55%	43%
25-49	4959	12%	29%	25%	31%	3%	41%	57%
40-54	4713	9%	20%	21%	46%	3%	30%	67%
55&+	5957	5%	13%	13%	63%	7%	18%	76%
EDUCATION								
15& -	3395	7%	17%	14%	57%	5%	24%	71%
16-20	7923	9%	22%	22%	44%	4%	31%	65%
21& +	4755	9%	24%	24%	38%	4%	34%	62%
Etudie encore/ Still studying	2234	15%	44%	23%	14%	3%	60%	38%
OCCUPATION								
Indpdt. / Self-empl.	0%	0%	0%	0%	0%	0%	0%	0%
Employé / Employee	6607	9%	24%	25%	39%	2%	33%	65%
Ouvrier / Manual worker	2773	9%	23%	22%	42%	3%	33%	64%
Ss act.prof. / Without prof.act.	9378	10%	23%	17%	45%	5%	33%	62%
HABITAT - LOCALITY TYPE								
Metropol.	4640	10%	23%	22%	41%	4%	33%	63%
Villes / Towns	7812	10%	24%	19%	42%	4%	34%	62%
Zones rurales / Rurale zones	6390	8%	23%	20%	44%	4%	32%	65%
OCCUPATION PARENTS								
Indpdt/Self-empl.	3474	11%	23%	17%	44%	5%	34%	61%
Indpdt&Empl./Self-empl&Empl.	1449	11%	27%	23%	35%	3%	38%	58%
Employés/Employees	13102	9%	23%	21%	43%	4%	32%	64%

[A CEUX QUI N'ONT PAS REPONDU "INDEPENDANT" A D4]

Q6. Que vous vouliez ou non devenir indépendant, serait-ce **raisonnable** pour vous d'être indépendant au cours des 5 prochaines années ?

[TO THOSE WHO DID NOT ANSWER "SELF-EMPLOYED" IN D4]

Q6. Regardless of whether or not you would like to become self-employed, would it be **reasonable** for you to be self-employed within the next 5 years?

	Total	Très raisonnable /Very reasonable	Plutôt raisonnable/ Rather reasonable	Plutôt irraisonnable /Rather unreasonable	Pas raisonnable du tout / Not reasonable at all	[NSP/SR] / [DK/NA]	Raisnable /Reasonable	Irraisonnable /Unreasonable
UE 25	16669	7%	24%	25%	42%	2%	31%	67%
UE 15	10755	7%	23%	24%	44%	2%	30%	68%
UE 10	5914	6%	28%	28%	31%	8%	34%	59%
BE	894	7%	23%	23%	44%	2%	31%	67%
DK	467	15%	33%	19%	32%	2%	47%	51%
DE	903	6%	22%	33%	38%	1%	29%	71%
EL	797	5%	26%	19%	49%	1%	31%	68%
ES	913	6%	19%	22%	50%	3%	25%	72%
FR	951	6%	30%	24%	38%	2%	36%	62%
IE	424	10%	25%	19%	43%	2%	36%	62%
IT	901	5%	22%	26%	47%	0%	26%	73%
LU	473	10%	32%	21%	37%	1%	42%	57%
NL	888	4%	12%	17%	65%	1%	16%	82%
AT	446	8%	25%	19%	43%	4%	33%	62%
PT	902	9%	25%	17%	44%	5%	34%	61%
FI	445	10%	21%	22%	45%	2%	31%	67%
SE	451	19%	36%	23%	21%	0%	55%	44%
UK	900	10%	22%	15%	51%	2%	32%	66%
CY	426	9%	23%	30%	36%	3%	31%	65%
CZ	877	1%	8%	30%	49%	11%	10%	79%
EE	467	5%	22%	18%	47%	7%	27%	66%
HU	897	10%	33%	13%	24%	21%	42%	36%
LV	490	4%	20%	33%	36%	8%	24%	68%
LT	475	7%	20%	28%	41%	4%	27%	69%
MT	476	2%	18%	28%	45%	7%	20%	74%
PL	886	7%	36%	31%	24%	2%	42%	55%
SK	442	3%	14%	30%	38%	16%	17%	67%
SI	478	5%	19%	21%	54%	1%	24%	74%
ICELAND	430	19%	36%	14%	25%	6%	55%	39%
LIECHTENSTEIN	429	25%	25%	27%	22%	2%	50%	49%
NORWAY	448	13%	39%	19%	24%	4%	53%	43%
USA	866	17%	26%	18%	36%	2%	43%	54%

Q6.	Total	Très faisable /Very feasible	Plutôt faisable/ Rather feasible	Plutôt infaisable /Rather unfeasible	Pas faisable du tout / Not feasible at all	[NSP/SR] / [DK/NA]	Faisable /Feasible	Infaisable /Unfeasible
UE 25	16669	7%	24%	25%	42%	2%	31%	67%
SEXE - SEX								
Hommes/ Men	8515	10%	28%	25%	35%	2%	38%	60%
Femmes/ Women	10327	5%	21%	24%	47%	3%	26%	71%
AGE								
15-24	3177	6%	35%	34%	22%	3%	41%	56%
25-49	4959	10%	30%	29%	28%	2%	40%	58%
40-54	4713	9%	23%	25%	42%	2%	31%	67%
55&+	5957	5%	15%	15%	62%	3%	19%	77%
EDUCATION								
15& -	3395	4%	15%	18%	61%	3%	19%	78%
16-20	7923	7%	24%	27%	40%	2%	30%	67%
21& +	4755	12%	29%	25%	32%	2%	41%	57%
Etudie encore/ Still studying	2234	7%	37%	32%	22%	2%	44%	54%
OCCUPATION								
Indpdt. / Self-empl.	0%	0%	0%	0%	0%	0%	0%	0%
Employé / Employee	6607	10%	27%	28%	33%	2%	37%	61%
Ouvrier / Manual worker	2773	8%	24%	27%	39%	2%	32%	66%
Ss act.prof. / Without prof.act.	9378	6%	23%	22%	47%	3%	28%	69%
HABITAT - LOCALITY TYPE								
Metropol.	4640	7%	25%	26%	39%	2%	33%	65%
Villes / Towns	7812	6%	25%	23%	44%	2%	31%	67%
Zones rurales / Rurale zones	6390	8%	22%	25%	41%	3%	31%	66%
OCCUPATION PARENTS								
Indpdt/Self-empl.	3474	9%	24%	20%	44%	2%	33%	65%
Indpdt&Empl./Self-empl&Empl.	1449	12%	27%	27%	33%	1%	39%	60%
Employés/Employees	13102	6%	24%	25%	42%	3%	30%	67%

Q7. Avez-vous créé une entreprise récemment ou avez-vous entrepris des démarches dans ce sens ?

Q7. Have you started a business recently or are you taking steps to start one ?

	Total	Jamais venu à l'esprit / Never came to your mind	Non mais en train d' y penser / No, but thinking about it	Y avez renoncé / Gave up	Oui, actu. en train / Yes, currently	Oui, au cours de ces 3 années tjs en activité / Yes, in the last 3 years and still active	Oui, il y plus de 3 ans, tjs en act. / Yes, more than 3 years ago and still active	Non, créé autrefois mais plus entrepreneur / No, once started but no longer entrepreneur	(NSP & SR) / (DK/NA)
UE 25	18547	57%	16%	8%	2%	3%	5%	7%	2%
UE 15	12022	59%	15%	8%	3%	2%	5%	7%	2%
UE 10	6525	52%	22%	8%	1%	3%	6%	6%	2%
BE	1000	68%	9%	8%	1%	1%	5%	5%	3%
DK	503	54%	17%	8%	1%	4%	5%	9%	1%
DE	1000	47%	18%	15%	2%	3%	4%	8%	4%
EL	1000	45%	23%	5%	2%	5%	9%	10%	0%
ES	1001	70%	13%	2%	3%	1%	4%	5%	1%
FR	1007	66%	11%	11%	1%	1%	3%	4%	2%
IE	500	61%	22%	1%	3%	2%	6%	3%	2%
IT	1004	62%	15%	4%	3%	2%	6%	7%	0%
LU	500	57%	12%	12%	3%	2%	5%	5%	3%
NL	1000	51%	14%	11%	2%	3%	6%	10%	3%
AT	500	53%	18%	4%	3%	3%	6%	7%	5%
PT	1000	65%	16%	4%	2%	2%	5%	5%	0%
FI	501	51%	13%	11%	2%	1%	11%	9%	0%
SE	500	64%	17%	1%	3%	2%	6%	7%	0%
UK	1006	59%	16%	3%	5%	3%	4%	8%	1%
CY	500	59%	18%	5%	1%	3%	7%	5%	1%
CZ	1008	53%	14%	8%	2%	5%	8%	7%	3%
EE	503	46%	29%	3%	5%	3%	5%	2%	7%
HU	1000	57%	15%	4%	2%	3%	8%	9%	2%
LV	510	58%	29%	4%	2%	1%	2%	2%	1%
LT	500	47%	37%	2%	2%	1%	3%	6%	2%
MT	500	67%	13%	6%	1%	1%	6%	3%	2%
PL	1000	50%	23%	11%	1%	3%	5%	6%	1%
SK	504	46%	26%	7%	4%	5%	5%	3%	4%
SI	500	59%	30%	1%	2%	1%	3%	3%	1%
ICELAND	501	53%	16%	1%	2%	4%	9%	10%	5%
LIECHTENSTEIN	500	50%	13%	12%	3%	6%	7%	5%	4%
NORWAY	500	60%	6%	8%	2%	5%	8%	11%	0%
USA	1003	44%	28%	1%	8%	4%	3%	1%	11%

Q7.	Total	Jamais venu à l'esprit / Never came to your mind	Non mais en train d' y penser /No, but thinking about it	Y avez renoncé / Gave up	Oui, actu. en train /Yes, currently	Oui, au cours de ces 3 années tjs en activité / Yes, in the last 3 years and still active	Oui, il y plus de 3 ans, tjs en act./Yes, more than 3 years ago and still active	Non, créé autrefois mais plus entrepreneur /No, once started but no longer entrepreneur	(NSP & SR) / (DK/NA)
UE 25	18547	57%	16%	8%	2%	3%	5%	7%	2%
SEXE - SEX									
Hommes/ Men	9961	49%	18%	9%	3%	4%	7%	8%	2%
Femmes/ Women	11090	65%	15%	6%	2%	2%	3%	6%	2%
AGE									
15-24	3269	61%	27%	5%	3%	1%	0%	1%	1%
25-49	5666	48%	24%	10%	4%	4%	4%	4%	1%
40-54	5606	53%	14%	9%	3%	4%	9%	7%	1%
55&+	6468	65%	6%	7%	1%	1%	4%	12%	4%
EDUCATION									
15& -	3723	66%	9%	6%	1%	1%	5%	9%	3%
16-20	8910	55%	17%	9%	2%	3%	5%	7%	2%
21& +	5565	48%	18%	11%	4%	5%	7%	6%	2%
Etudie encore/ Still studying	2263	66%	27%	2%	3%	0%	0%	1%	1%
OCCUPATION									
Indpdt. / Self-empl.	2209	17%	5%	2%	5%	22%	44%	4%	1%
Employé / Employee	6607	57%	21%	11%	3%	1%	1%	5%	1%
Ouvrier / Manual worker	2773	60%	19%	11%	2%	1%	1%	5%	1%
Ss act.prof. / Without prof.act.	9378	65%	15%	6%	2%	0%	1%	9%	3%
HABITAT - LOCALITY TYPE									
Metropol.	5153	57%	16%	9%	3%	3%	4%	7%	2%
Villes / Towns	8633	58%	17%	7%	2%	2%	4%	7%	2%
Zones rurales / Rurale zones	7265	57%	15%	8%	2%	3%	6%	6%	2%
OCCUPATION PARENTS									
Indpdt/Self-empl.	4224	52%	14%	7%	3%	3%	8%	10%	3%
Indpdt&Empl./Self-empl&Empl.	1656	49%	22%	8%	4%	3%	6%	6%	2%
Employés/Employeees	14289	59%	16%	8%	2%	3%	4%	6%	2%

[A CEUX QUI ONT REPONDU ITEMS 3, 4, 5, 6 ou 7 A Q7]

Q8. Pour chacun des éléments suivants, pouvez-vous me dire s'il était très important, plutôt important, plutôt pas important ou pas important du tout pour vous faire entreprendre les démarches pour créer une nouvelle entreprise ou en reprendre une.

a) L'insatisfaction par rapport à votre situation précédente**[TO THOSE WHO ANSWERED ITEMS 3, 4, 5, 6 or 7 IN Q7]**

Q8. For each of the following elements, please tell me if it was very important, rather important, rather not important or not important at all for making you take steps to start a new business or take over one.

a) Dissatisfaction with regard to your previous situation

	Total	Très important/ Very important	Plutôt important /Rather important	Plutôt pas important /Rather not important	Pas important du tout / Not important at all	[NSP/ SR] / [DK/ NA]	Important	Pas important /Not important
UE 25	4357	26%	29%	20%	22%	4%	55%	42%
UE 15	2970	24%	28%	21%	24%	3%	52%	44%
UE 10	1387	31%	34%	16%	14%	4%	66%	30%
BE	205	22%	24%	19%	30%	5%	46%	49%
DK	141	17%	15%	27%	37%	4%	32%	64%
DE	325	22%	25%	29%	22%	3%	46%	50%
EL	316	21%	40%	22%	13%	4%	60%	36%
ES	169	26%	34%	18%	15%	7%	60%	33%
FR	214	28%	33%	14%	22%	3%	61%	36%
IE	77	27%	30%	12%	21%	10%	57%	32%
IT	228	21%	32%	20%	27%	0%	52%	48%
LU	141	29%	20%	21%	23%	7%	49%	43%
NL	341	26%	24%	19%	25%	6%	49%	44%
AT	119	18%	21%	26%	28%	7%	39%	54%
PT	191	33%	28%	20%	15%	4%	61%	35%
FI	168	17%	27%	20%	28%	8%	45%	48%
SE	97	9%	26%	26%	37%	1%	35%	63%
UK	238	33%	25%	10%	28%	3%	58%	39%
CY	112	28%	25%	24%	13%	11%	53%	37%
CZ	297	37%	33%	18%	10%	2%	70%	27%
EE	87	28%	29%	13%	16%	14%	57%	30%
HU	262	35%	32%	14%	17%	2%	67%	31%
LV	56	42%	25%	16%	7%	10%	67%	23%
LT	70	43%	28%	11%	15%	2%	71%	26%
MT	78	26%	38%	16%	12%	8%	63%	28%
PL	262	27%	36%	16%	16%	5%	63%	32%
SK	115	41%	36%	17%	6%	1%	77%	22%
SI	48	31%	28%	7%	26%	9%	58%	33%
ICELAND	126	15%	16%	20%	28%	20%	31%	49%
LIECHTENSTEIN	167	25%	19%	26%	24%	5%	44%	51%
NORWAY	191	17%	22%	19%	41%	1%	39%	60%
USA	170	38%	26%	13%	22%	0%	64%	35%

Q8.a)	Total	Très important/ Very important	Plutôt important /Rather important	Plutôt pas important /Rather not important	Pas important du tout / Not important at all	[NSP/ SR] / [DK/ NA]	Important	Pas important /Not important
UE 25	4357	26%	29%	20%	22%	4%	55%	42%
SEXE - SEX								
Hommes/ Men	3060	25%	28%	20%	23%	4%	53%	44%
Femmes/ Women	1951	26%	30%	20%	21%	4%	56%	40%
AGE								
15-24	296	21%	36%	26%	14%	2%	57%	41%
25-49	1496	27%	31%	19%	19%	3%	58%	39%
40-54	1734	27%	28%	19%	23%	3%	55%	42%
55&+	1473	23%	26%	20%	26%	5%	49%	46%
EDUCATION								
15& -	779	25%	28%	16%	26%	5%	54%	42%
16-20	2255	26%	28%	22%	19%	3%	55%	42%
21& +	1716	26%	29%	18%	24%	3%	55%	42%
Etudie encore/ Still studying	158	12%	34%	28%	25%	2%	46%	53%
OCCUPATION								
Indpdt. / Self-empl.	1681	31%	24%	17%	25%	3%	55%	42%
Employé / Employee	1342	23%	30%	22%	22%	2%	54%	44%
Ouvrier / Manual worker	521	23%	37%	21%	12%	6%	61%	33%
Ss act.prof. / Without prof.act.	1452	23%	29%	21%	23%	4%	52%	44%
HABITAT - LOCALITY TYPE								
Metropol.	1228	26%	27%	20%	22%	4%	54%	42%
Villes / Towns	1952	25%	30%	19%	23%	3%	54%	42%
Zones rurales / Rurale zones	1831	26%	29%	21%	21%	4%	54%	42%
OCCUPATION PARENTS								
Indpdt&Empl./Self-empl&Empl.	1311	23%	27%	21%	25%	4%	50%	46%
Employés/Employees	3095	27%	29%	19%	21%	3%	56%	41%

[A CEUX QUI ONT REPONDU ITEMS 3, 4, 5, 6 ou 7 A Q7]

Q8. Pour chacun des éléments suivants, pouvez-vous me dire s'il était très important, plutôt important, plutôt pas important ou pas important du tout pour vous faire entreprendre les démarches pour créer une nouvelle entreprise ou en reprendre une.

b) Une idée adéquate d'entreprise**[TO THOSE WHO ANSWERED ITEMS 3, 4, 5, 6 or 7 IN Q7]**

Q8. For each of the following elements, please tell me if it was very important, rather important, rather not important or not important at all for making you take steps to start a new business or take over one.

b) An appropriate business idea

	Total	Très important/ Very important	Plutôt important /Rather important	Plutôt pas important /Rather not important	Pas important du tout / Not important at all	[NSP/SR] / [DK/NA]	Important	Pas important / Not important
UE 25	4357	48%	33%	8%	9%	3%	80%	16%
UE 15	2970	48%	32%	7%	10%	4%	79%	17%
UE 10	1387	48%	37%	8%	3%	3%	86%	12%
BE	205	47%	28%	8%	10%	7%	75%	19%
DK	141	54%	28%	7%	7%	3%	82%	14%
DE	325	50%	25%	9%	13%	2%	75%	22%
EL	316	42%	44%	8%	3%	3%	86%	11%
ES	169	45%	39%	5%	5%	6%	84%	10%
FR	214	42%	39%	7%	9%	3%	81%	16%
IE	77	51%	27%	9%	6%	6%	78%	16%
IT	228	29%	50%	11%	7%	3%	79%	18%
LU	141	63%	23%	8%	2%	4%	86%	10%
NL	341	52%	27%	9%	8%	4%	79%	17%
AT	119	59%	19%	12%	5%	5%	77%	17%
PT	191	42%	40%	8%	6%	5%	81%	14%
FI	168	59%	27%	5%	5%	4%	86%	10%
SE	97	62%	25%	5%	4%	4%	87%	9%
UK	238	61%	19%	3%	14%	4%	80%	16%
CY	112	39%	46%	5%	5%	4%	85%	11%
CZ	297	37%	42%	11%	6%	4%	79%	17%
EE	87	66%	25%	2%	3%	4%	91%	5%
HU	262	62%	26%	7%	4%	1%	88%	11%
LV	56	54%	41%	2%	2%	2%	94%	4%
LT	70	68%	23%	3%	1%	5%	91%	4%
MT	78	51%	34%	4%	6%	5%	85%	10%
PL	262	47%	39%	8%	2%	3%	86%	11%
SK	115	43%	41%	10%	4%	2%	84%	14%
SI	48	47%	38%	5%	8%	2%	86%	12%
ICELAND	126	58%	16%	6%	8%	12%	74%	15%
LIECHTENSTEIN	167	64%	24%	9%	1%	1%	89%	10%
NORWAY	191	32%	46%	9%	11%	2%	78%	20%
USA	170	63%	26%	4%	5%	2%	89%	9%

Q8.b)	Total	Très important/ Very important	Plutôt important /Rather important	Plutôt pas important /Rather not important	Pas important du tout / Not important at all	[NSP/SR] / [DK/NA]	Important	Pas important /Not important
UE 25	4357	48%	33%	8%	9%	3%	80%	16%
SEXE - SEX								
Hommes/ Men	3060	48%	34%	7%	8%	2%	82%	16%
Femmes/ Women	1951	48%	30%	8%	9%	5%	79%	17%
AGE								
15-24	296	53%	35%	4%	6%	2%	88%	10%
25-49	1496	51%	32%	8%	7%	2%	83%	15%
40-54	1734	50%	34%	8%	6%	2%	84%	13%
55&+	1473	43%	30%	8%	13%	6%	73%	21%
EDUCATION								
15& -	779	38%	35%	7%	14%	6%	73%	21%
16-20	2255	49%	34%	9%	6%	2%	83%	15%
21& +	1716	54%	28%	6%	7%	4%	83%	14%
Etude encore/ Still studying	158	55%	25%	5%	14%	1%	80%	18%
OCCUPATION								
Indpdt. / Self-empl.	1681	49%	34%	8%	6%	2%	83%	15%
Employé / Employee	1342	55%	30%	7%	7%	1%	85%	14%
Ouvrier / Manual worker	521	40%	40%	9%	6%	5%	80%	15%
Ss act.prof. / Without prof.act.	1452	46%	30%	7%	11%	5%	76%	18%
HABITAT - LOCALITY TYPE								
Metropol.	1228	52%	29%	6%	11%	3%	81%	17%
Villes / Towns	1952	45%	35%	9%	8%	4%	79%	17%
Zones rurales / Rurale zones	1831	49%	32%	8%	7%	3%	82%	15%
OCCUPATION PARENTS								
Indpdts/Self-empl.	1311	46%	32%	9%	10%	3%	78%	19%
Indpdt&Empl./Self-empl&Empl.	449	56%	30%	5%	7%	1%	86%	13%
Employés/Employees	3095	48%	33%	8%	8%	4%	81%	15%

[A CEUX QUI ONT REPONDU ITEMS 3, 4, 5, 6 ou 7 A Q7]

Q8. Pour chacun des éléments suivants, pouvez-vous me dire s'il était très important, plutôt important, plutôt pas important ou pas important du tout pour vous faire entreprendre les démarches pour créer une nouvelle entreprise ou en reprendre une.

c) Contact avec un partenaire d'affaire adéquat**[TO THOSE WHO ANSWERED ITEMS 3, 4, 5, 6 or 7 IN Q7]**

Q8. For each of the following elements, please tell me if it was very important, rather important, rather not important or not important at all for making you take steps to start a new business or take over one.

c) Contact with an appropriate business partner

	Total	Très important/ Very important	Plutôt important /Rather important	Plutôt pas important /Rather not important	Pas important du tout / Not important at all	[NSP/SR] / [DK/NA]	Important	Pas important /Not important
UE 25	4357	33%	26%	14%	25%	3%	59%	38%
UE 15	2970	32%	26%	14%	25%	2%	59%	39%
UE 10	1387	37%	23%	14%	21%	4%	60%	35%
BE	205	35%	28%	10%	23%	4%	63%	33%
DK	141	32%	28%	17%	22%	2%	60%	39%
DE	325	33%	25%	19%	22%	1%	58%	41%
EL	316	18%	29%	18%	32%	2%	47%	51%
ES	169	25%	22%	12%	38%	4%	47%	50%
FR	214	40%	37%	7%	13%	3%	78%	20%
IE	77	26%	17%	9%	35%	13%	43%	44%
IT	228	24%	29%	14%	33%	0%	53%	47%
LU	141	34%	29%	15%	19%	2%	64%	34%
NL	341	38%	20%	14%	24%	4%	58%	38%
AT	119	54%	16%	12%	14%	4%	70%	26%
PT	191	35%	27%	12%	20%	7%	61%	32%
FI	168	34%	24%	8%	28%	5%	58%	36%
SE	97	42%	26%	16%	15%	1%	68%	31%
UK	238	31%	23%	10%	33%	3%	54%	43%
CY	112	39%	22%	16%	18%	4%	62%	34%
CZ	297	37%	28%	17%	13%	6%	64%	30%
EE	87	45%	32%	6%	6%	10%	78%	13%
HU	262	59%	21%	8%	10%	1%	81%	18%
LV	56	52%	38%	6%	2%	2%	90%	8%
LT	70	57%	17%	6%	19%	1%	74%	25%
MT	78	44%	23%	13%	13%	7%	68%	26%
PL	262	29%	22%	15%	29%	5%	51%	44%
SK	115	39%	25%	18%	13%	5%	64%	31%
SI	48	50%	25%	2%	16%	8%	74%	18%
ICELAND	126	42%	25%	6%	12%	14%	67%	19%
LIECHTENSTEIN	167	44%	25%	16%	14%	1%	69%	30%
NORWAY	191	28%	33%	11%	25%	3%	62%	36%
USA	170	39%	24%	11%	24%	2%	62%	35%

Q8.c)	Total	Très important/ Very important	Plutôt important/ Rather important	Plutôt pas important/ Rather not important	Pas important du tout / Not important at all	[NSP/SR] / [DK/NA]	Important	Pas important / Not important
UE 25	4357	33%	26%	14%	25%	3%	59%	38%
SEXE - SEX								
Hommes/ Men	3060	32%	27%	13%	26%	2%	58%	39%
Femmes/ Women	1951	36%	25%	14%	22%	3%	60%	37%
AGE								
15-24	296	44%	39%	6%	10%	1%	83%	16%
25-49	1496	37%	27%	15%	20%	1%	63%	35%
40-54	1734	35%	22%	15%	26%	2%	57%	41%
55&+	1473	27%	26%	12%	30%	4%	53%	43%
EDUCATION								
15& -	779	24%	24%	11%	38%	3%	48%	49%
16-20	2255	35%	25%	16%	22%	2%	60%	38%
21& +	1716	36%	29%	13%	20%	3%	64%	33%
Etudie encore/ Still studying	158	50%	37%	8%	6%	0%	87%	13%
OCCUPATION								
Indpdt. / Self-empl.	1681	34%	20%	14%	29%	2%	54%	43%
Employé / Employee	1342	39%	31%	14%	15%	1%	70%	29%
Ouvrier / Manual worker	521	31%	27%	16%	23%	3%	58%	39%
Ss act.prof. / Without prof.act.	1452	30%	27%	13%	27%	3%	57%	39%
HABITAT - LOCALITY TYPE								
Metropol.	1228	36%	26%	13%	23%	2%	63%	36%
Villes / Towns	1952	33%	24%	14%	26%	3%	57%	40%
Zones rurales / Rurale zones	1831	32%	27%	14%	24%	3%	59%	39%
OCCUPATION PARENTS								
Indpdt's/Self-empl.	1311	31%	23%	13%	30%	3%	54%	43%
Indpdt&Empl./Self-empl&Empl.	449	31%	29%	15%	23%	2%	60%	38%
Employés/Employees	3095	35%	26%	13%	23%	2%	61%	36%

[A CEUX QUI ONT REPONDU ITEMS 3, 4, 5, 6 ou 7 A Q7]

Q8. Pour chacun des éléments suivants, pouvez-vous me dire s'il était très important, plutôt important, plutôt pas important ou pas important du tout pour vous faire entreprendre les démarches pour créer une nouvelle entreprise ou en reprendre une.

d) Recevoir les moyens financiers nécessaires**[TO THOSE WHO ANSWERED ITEMS 3, 4, 5, 6 or 7 IN Q7]**

Q8. For each of the following elements, please tell me if it was very important, rather important, rather not important or not important at all for making you take steps to start a new business or take over one.

d) Receiving the necessary financial means

	Total	Très important/ Very important	Plutôt important /Rather important	Plutôt pas important /Rather not important	Pas important du tout / Not important at all	[NSP/SR] / [DK/NA]	Important	Pas important /Not important
UE 25	4357	48%	29%	11%	11%	2%	76%	22%
UE 15	2970	47%	29%	11%	11%	2%	76%	22%
UE 10	1387	51%	28%	10%	9%	2%	79%	19%
BE	205	52%	24%	11%	9%	4%	75%	20%
DK	141	21%	28%	22%	23%	6%	49%	45%
DE	325	49%	31%	13%	5%	2%	80%	19%
EL	316	43%	43%	8%	3%	3%	86%	10%
ES	169	50%	27%	8%	10%	5%	77%	18%
FR	214	58%	30%	5%	6%	0%	89%	11%
IE	77	48%	18%	16%	16%	3%	66%	31%
IT	228	31%	32%	20%	17%	0%	63%	37%
LU	141	60%	23%	13%	2%	2%	83%	14%
NL	341	44%	27%	15%	9%	5%	71%	24%
AT	119	52%	19%	14%	11%	5%	70%	25%
PT	191	30%	22%	11%	33%	4%	52%	44%
FI	168	44%	28%	11%	12%	4%	72%	24%
SE	97	37%	42%	11%	7%	2%	79%	19%
UK	238	55%	20%	4%	19%	2%	75%	24%
CY	112	59%	35%	4%	2%	1%	94%	5%
CZ	297	36%	31%	14%	14%	5%	66%	28%
EE	87	49%	27%	9%	11%	4%	76%	20%
HU	262	66%	23%	8%	3%	1%	89%	10%
LV	56	54%	37%	3%	2%	3%	91%	6%
LT	70	72%	19%	6%	3%	0%	91%	9%
MT	78	47%	43%	4%	2%	3%	91%	6%
PL	262	50%	29%	10%	10%	2%	79%	19%
SK	115	55%	25%	10%	9%	1%	81%	19%
SI	48	47%	16%	13%	18%	6%	63%	31%
ICELAND	126	50%	25%	6%	9%	10%	74%	15%
LIECHTENSTEIN	167	49%	26%	15%	9%	1%	74%	24%
NORWAY	191	29%	32%	14%	19%	6%	61%	32%
USA	170	61%	23%	10%	6%	1%	84%	16%

Q8.d)	Total	Très important/ Very important	Plutôt important/ Rather important	Plutôt pas important/ Rather not important	Pas important du tout / Not important at all	[NSP/SR] / [DK/NA]	Important	Pas important / Not important
UE 25	4357	48%	29%	11%	11%	2%	76%	22%
SEXE – SEX								
Hommes/ Men	3060	46%	28%	12%	12%	2%	75%	24%
Femmes/ Women	1951	50%	29%	10%	9%	2%	79%	19%
AGE								
15-24	296	53%	36%	6%	5%	0%	89%	11%
25-49	1496	49%	31%	11%	7%	1%	81%	18%
40-54	1734	47%	26%	12%	13%	2%	73%	25%
55&+	1473	45%	28%	11%	12%	3%	73%	24%
EDUCATION								
15& -	779	41%	31%	11%	15%	3%	71%	26%
16-20	2255	51%	28%	10%	9%	2%	79%	19%
21& +	1716	46%	28%	13%	11%	2%	75%	24%
Etudie encore/ Still studying	158	50%	35%	8%	7%	0%	85%	15%
OCCUPATION								
Indpdt. / Self-empl.	1681	41%	30%	13%	13%	3%	71%	26%
Employé / Employee	1342	49%	31%	10%	9%	1%	81%	19%
Ouvrier / Manual worker	521	49%	29%	9%	11%	1%	78%	21%
Ss act.prof. / Without prof.act.	1452	51%	26%	11%	9%	2%	77%	20%
HABITAT - LOCALITY TYPE								
Metropol.	1228	49%	31%	10%	8%	1%	80%	18%
Villes / Towns	1952	44%	29%	12%	12%	2%	73%	24%
Zones rurales / Rurale zones	1831	50%	26%	11%	11%	2%	76%	22%
OCCUPATION PARENTS								
Indpdt's/Self-empl.	1311	46%	28%	12%	12%	3%	74%	24%
Indpdt&Empl./Self-empl&Empl.	449	48%	29%	9%	12%	1%	77%	21%
Employés/Employees	3095	48%	29%	11%	10%	2%	77%	21%

[A CEUX QUI ONT REPONDU ITEMS 3, 4, 5, 6 ou 7 A Q7]

Q8. Pour chacun des éléments suivants, pouvez-vous me dire s'il était très important, plutôt important, plutôt pas important ou pas important du tout pour vous faire entreprendre les démarches pour créer une nouvelle entreprise ou en reprendre une.

e) Des changements de circonstances familiales**[TO THOSE WHO ANSWERED ITEMS 3, 4, 5, 6 or 7 IN Q7]**

Q8. For each of the following elements, please tell me if it was very important, rather important, rather not important or not important at all for making you take steps to start a new business or take over one.

e) Changes in family circumstances

	Total	Très important/ Very important	Plutôt important /Rather important	Plutôt pas important /Rather not important	Pas important du tout / Not important at all	[NSP/SR] / [DK/NA]	Important	Pas important /Not important
UE 25	4357	28%	26%	17%	26%	3%	54%	43%
UE 15	2970	28%	25%	17%	27%	3%	53%	44%
UE 10	1387	28%	30%	17%	22%	3%	58%	39%
BE	205	32%	24%	13%	27%	3%	56%	40%
DK	141	21%	19%	16%	38%	5%	41%	54%
DE	325	28%	21%	25%	20%	6%	49%	45%
EL	316	25%	40%	16%	14%	4%	66%	30%
ES	169	27%	27%	12%	29%	5%	54%	41%
FR	214	34%	26%	16%	22%	2%	60%	38%
IE	77	29%	18%	17%	26%	10%	47%	43%
IT	228	19%	37%	13%	30%	0%	56%	44%
LU	141	35%	23%	16%	23%	3%	58%	39%
NL	341	30%	21%	14%	31%	4%	51%	45%
AT	119	26%	19%	21%	29%	6%	45%	49%
PT	191	22%	31%	14%	30%	3%	53%	44%
FI	168	15%	13%	16%	51%	5%	28%	67%
SE	97	15%	20%	19%	41%	5%	35%	60%
UK	238	37%	18%	9%	36%	1%	54%	45%
CY	112	33%	34%	21%	9%	4%	67%	29%
CZ	297	16%	27%	22%	30%	4%	44%	52%
EE	87	13%	21%	11%	31%	24%	35%	42%
HU	262	23%	23%	18%	29%	7%	46%	47%
LV	56	11%	19%	34%	30%	5%	31%	64%
LT	70	22%	19%	20%	38%	2%	40%	57%
MT	78	28%	28%	23%	13%	8%	56%	36%
PL	262	35%	34%	14%	15%	1%	69%	29%
SK	115	17%	33%	18%	31%	2%	50%	48%
SI	48	29%	12%	7%	42%	10%	41%	49%
ICELAND	126	13%	19%	15%	37%	17%	32%	52%
LIECHTENSTEIN	167	26%	26%	23%	22%	3%	51%	45%
NORWAY	191	13%	17%	14%	53%	3%	30%	67%
USA	170	42%	18%	11%	28%	1%	60%	39%

Q8.e)	Total	Très important/ Very important	Plutôt important /Rather important	Plutôt pas important /Rather not important	Pas important du tout / Not important at all	[NSP/SR] / [DK/NA]	Important	Pas important /Not important
UE 25	4357	28%	26%	17%	26%	3%	54%	43%
SEXE - SEX								
Hommes/ Men	3060	24%	25%	19%	29%	4%	49%	48%
Femmes/ Women	1951	34%	27%	14%	22%	2%	61%	36%
AGE								
15-24	296	29%	30%	20%	20%	2%	59%	39%
25-49	1496	26%	26%	20%	27%	1%	52%	46%
40-54	1734	29%	25%	16%	27%	3%	54%	44%
55&+	1473	28%	25%	15%	26%	6%	54%	40%
EDUCATION								
15& -	779	27%	31%	13%	24%	6%	57%	36%
16-20	2255	32%	25%	18%	23%	2%	56%	41%
21& +	1716	22%	24%	18%	34%	3%	46%	52%
Etudie encore/ Still studying	158	31%	22%	25%	22%	0%	53%	46%
OCCUPATION								
Indpdt. / Self-empl.	1681	24%	24%	18%	31%	2%	48%	49%
Employé / Employee	1342	27%	28%	19%	25%	1%	55%	44%
Ouvrier / Manual worker	521	27%	29%	16%	25%	3%	57%	40%
Ss act.prof. / Without prof.act.	1452	32%	24%	15%	22%	6%	57%	38%
HABITAT - LOCALITY TYPE								
Metropol.	1228	26%	21%	17%	31%	5%	47%	48%
Villes / Towns	1952	26%	31%	16%	25%	2%	57%	41%
Zones rurales / Rurale zones	1831	31%	24%	18%	23%	3%	56%	41%
OCCUPATION PARENTS								
Indpdt&Self-empl.	1311	27%	29%	16%	25%	3%	56%	41%
Indpdt&Empl./Self-empl&Empl.	449	24%	24%	22%	27%	4%	48%	49%
Employés/Employees	3095	29%	25%	17%	26%	3%	53%	43%

[A CEUX QUI ONT REPONDU ITEMS 3, 4, 5, 6 ou 7 A Q7]

Q8. Pour chacun des éléments suivants, pouvez-vous me dire s'il était très important, plutôt important, plutôt pas important ou pas important du tout pour vous faire entreprendre les démarches pour créer une nouvelle entreprise ou en reprendre une.

f) C'était la meilleure ou la seule alternative possible à ce moment-là**[TO THOSE WHO ANSWERED ITEMS 3, 4, 5, 6 or 7 IN Q7]**

Q8. For each of the following elements, please tell me if it was very important, rather important, rather not important or not important at all for making you take steps to start a new business or take over one.

f) It was the best or the only possible alternative at that time

	Total	Très important/ Very important	Plutôt important /Rather important	Plutôt pas important /Rather not important	Pas important du tout / Not important at all	[NSP/SR] /[DK/NA]	Important	Pas important /Not important
UE 25	4357	33%	33%	17%	13%	5%	65%	30%
UE 15	2970	31%	32%	17%	14%	5%	63%	31%
UE 10	1387	40%	36%	15%	5%	4%	76%	20%
BE	205	32%	29%	15%	22%	2%	61%	37%
DK	141	35%	28%	12%	17%	7%	64%	29%
DE	325	25%	29%	25%	14%	8%	54%	38%
EL	316	30%	48%	13%	4%	5%	78%	17%
ES	169	33%	31%	19%	9%	8%	64%	28%
FR	214	27%	40%	11%	16%	5%	67%	27%
IE	77	39%	30%	6%	16%	9%	69%	22%
IT	228	34%	41%	16%	8%	1%	75%	24%
LU	141	30%	27%	24%	13%	6%	57%	37%
NL	341	27%	22%	23%	20%	8%	49%	43%
AT	119	43%	20%	22%	11%	4%	63%	33%
PT	191	37%	34%	13%	11%	5%	71%	24%
FI	168	34%	23%	16%	22%	5%	58%	38%
SE	97	36%	35%	10%	13%	6%	71%	23%
UK	238	40%	26%	8%	22%	4%	66%	30%
CY	112	42%	28%	13%	7%	10%	70%	21%
CZ	297	36%	34%	17%	7%	6%	70%	24%
EE	87	42%	31%	6%	3%	18%	73%	9%
HU	262	48%	27%	12%	8%	5%	76%	20%
LV	56	23%	45%	11%	4%	18%	68%	15%
LT	70	42%	42%	9%	8%	0%	84%	16%
MT	78	42%	36%	10%	9%	4%	78%	19%
PL	262	40%	38%	16%	4%	2%	78%	20%
SK	115	38%	37%	19%	2%	4%	76%	21%
SI	48	43%	28%	4%	18%	8%	70%	22%
ICELAND	126	26%	24%	6%	17%	28%	50%	23%
LIECHTENSTEIN	167	30%	27%	24%	14%	6%	57%	37%
NORWAY	191	27%	36%	15%	19%	3%	63%	34%
USA	170	42%	23%	17%	16%	3%	64%	33%

Q8.f)	Total	Très important/ Very important	Plutôt important/ Rather important	Plutôt pas important/ Rather not important	Pas important du tout / Not important at all	[NSP/SR] / [DK/NA]	Important	Pas important / Not important
UE 25	4357	33%	33%	17%	13%	5%	65%	30%
SEXE - SEX								
Hommes/ Men	3060	31%	31%	19%	14%	5%	62%	33%
Femmes/ Women	1951	35%	34%	14%	11%	6%	69%	25%
AGE								
15-24	296	26%	33%	24%	10%	7%	59%	34%
25-49	1496	27%	36%	20%	13%	4%	63%	33%
40-54	1734	35%	31%	17%	11%	5%	66%	29%
55&+	1473	36%	31%	12%	14%	6%	67%	27%
EDUCATION								
15& -	779	33%	37%	12%	15%	4%	69%	27%
16-20	2255	33%	33%	18%	11%	6%	65%	29%
21& +	1716	33%	29%	19%	14%	5%	62%	33%
Etudie encore/ Still studying	158	24%	30%	29%	15%	2%	54%	44%
OCCUPATION								
Indpdt. / Self-empl.	1681	43%	33%	9%	10%	3%	77%	20%
Employé / Employee	1342	23%	32%	25%	15%	4%	55%	40%
Ouvrier / Manual worker	521	20%	34%	23%	11%	12%	54%	34%
Ss act.prof. / Without prof.act.	1452	34%	31%	16%	14%	5%	65%	29%
HABITAT - LOCALITY TYPE								
Metropol.	1228	32%	30%	19%	14%	5%	62%	33%
Villes / Towns	1952	33%	32%	17%	13%	6%	65%	29%
Zones rurales / Rurale zones	1831	32%	35%	15%	12%	5%	67%	28%
OCCUPATION PARENTS								
Indpdt's/Self-empl.	1311	34%	35%	15%	11%	5%	69%	26%
Indpdt&Empl./Self-empl&Empl.	449	31%	30%	21%	13%	6%	61%	34%
Employés/Employees	3095	32%	32%	17%	14%	6%	64%	31%

[A CEUX QUI ONT REPONDU ITEMS 4, 5, 6 ou 7 A Q7]

Q9. En prenant tout en considération, diriez-vous que vous avez créé, ou que vous créez, votre entreprise parce que vous avez vu une opportunité ou vous l'avez créée par nécessité?

[TO THOSE WHO ANSWERED ITEMS 4, 5, 6 or 7 IN Q7]

Q9. All in all, would you say you started, or are starting, your business because you saw an opportunity or you started it out of necessity?

	Total	Oportunité / Opportunity	Nécessité / Necessity	[Les deux] / [Both]	[NSP/SR] / [DK/NA]
UE 25	3139	55%	32%	10%	3%
UE 15	2127	56%	32%	9%	3%
UE 10	1012	48%	33%	16%	2%
BE	127	58%	28%	4%	9%
DK	98	78%	14%	8%	0%
DE	177	49%	38%	9%	3%
EL	265	42%	42%	16%	1%
ES	145	50%	36%	9%	5%
FR	99	48%	35%	12%	6%
IE	71	61%	30%	6%	4%
IT	180	52%	37%	11%	0%
LU	81	75%	15%	5%	5%
NL	223	76%	14%	4%	7%
AT	100	51%	28%	7%	14%
PT	148	43%	42%	12%	3%
FI	113	63%	26%	9%	3%
SE	90	78%	12%	5%	6%
UK	210	67%	25%	7%	1%
CY	85	36%	40%	21%	2%
CZ	214	46%	31%	19%	4%
EE	70	48%	32%	14%	6%
HU	220	57%	23%	19%	1%
LV	35	56%	29%	12%	3%
LT	61	43%	38%	18%	2%
MT	48	46%	31%	23%	0%
PL	156	49%	36%	12%	2%
SK	82	33%	41%	24%	2%
SI	41	41%	30%	27%	2%
ICELAND	118	48%	24%	14%	14%
LIECHTENSTEIN	106	75%	15%	7%	3%
NORWAY	145	77%	14%	6%	3%
USA	162	71%	13%	10%	5%

Q9.	Total	Oportunité / Opportunity	Nécessité / Necessity	[Les deux] / [Both]	[NSP/SR] / [DK/NA]
UE 25	3139	55%	32%	10%	3%
SEXE - SEX					
Hommes/ Men	2312	56%	31%	11%	3%
Femmes/ Women	1358	54%	33%	9%	4%
AGE					
15-24	187	70%	18%	4%	8%
25-49	1061	54%	30%	15%	1%
40-54	1288	57%	31%	9%	2%
55&+	1124	52%	36%	7%	4%
EDUCATION					
15& -	611	43%	46%	8%	3%
16-20	1619	57%	29%	11%	3%
21& +	1245	61%	25%	11%	3%
Etude encore/ Still studying	107	73%	14%	4%	9%
OCCUPATION					
Indpdt. / Self-empl.	1640	53%	32%	13%	2%
Employé / Employee	738	61%	27%	9%	3%
Ouvrier / Manual worker	291	64%	26%	7%	2%
Ss act.prof. / Without prof.act.	990	53%	35%	7%	5%
HABITAT - LOCALITY TYPE					
Metropol.	896	55%	31%	10%	3%
Villes / Towns	1410	56%	29%	12%	3%
Zones rurales / Rurale zones	1364	54%	35%	8%	3%
OCCUPATION PARENTS					
Indpdt/Self-empl.	1056	52%	35%	8%	5%
Indpdt&Empl./Self-empl&Empl.	341	63%	22%	13%	3%
Employés/Employeees	2153	56%	31%	10%	2%

Q10. Si aujourd'hui vous aviez les moyens de lancer votre propre affaire, préféreriez-vous en créer une nouvelle ou racheter une affaire qui existe déjà?

Q10. If you currently had the means to start your own business, would you rather set up a new one or take over an existing one?

	Total	En créer une nouvelle / Setup a new one	Racheter une affaire qui existe déjà / Take over an existing business	(ni l'un ni l'autre, pas intéressé) / (none of these, not interested)	(NSP&SR) / (DK/NA)
UE 25	18547	53%	29%	13%	6%
UE 15	12022	53%	30%	11%	5%
UE 10	6525	50%	24%	18%	8%
BE	1000	51%	26%	19%	3%
DK	503	49%	29%	16%	5%
DE	1000	43%	39%	12%	7%
EL	1000	66%	21%	10%	3%
ES	1001	60%	17%	11%	12%
FR	1007	55%	32%	9%	4%
IE	500	58%	29%	8%	5%
IT	1004	56%	30%	13%	1%
LU	500	49%	43%	4%	4%
NL	1000	59%	28%	9%	5%
AT	500	38%	36%	16%	10%
PT	1000	51%	32%	7%	11%
FI	501	58%	25%	9%	8%
SE	500	52%	34%	8%	6%
UK	1006	59%	27%	11%	3%
CY	500	60%	23%	12%	6%
CZ	1008	32%	14%	44%	11%
EE	503	43%	15%	26%	15%
HU	1000	48%	20%	27%	5%
LV	510	41%	29%	24%	7%
LT	500	37%	27%	30%	5%
MT	500	46%	31%	16%	7%
PL	1000	57%	28%	6%	8%
SK	504	52%	15%	28%	6%
SI	500	47%	34%	15%	4%
ICELAND	501	41%	23%	13%	23%
LIECHTENSTEIN	500	48%	36%	8%	7%
NORWAY	500	54%	30%	10%	5%
USA	1003	54%	29%	9%	8%

Q10.	Total	En créer une nouvelle / Setup a new one	Racheter une affaire qui existe déjà / Take over an existing business	(ni l'un ni l'autre, pas intéressé) / (none of these, not interested)	(NSP&SR) / (DK/NA)
UE 25	18547	53%	29%	13%	6%
SEXE - SEX					
Hommes/ Men	9961	56%	28%	11%	5%
Femmes/ Women	11090	50%	30%	14%	6%
AGE					
15-24	3269	65%	30%	3%	3%
25-49	5666	62%	27%	6%	6%
40-54	5606	52%	30%	12%	6%
55&+	6468	39%	31%	23%	7%
EDUCATION					
15& -	3723	44%	29%	21%	6%
16-20	8910	51%	30%	12%	6%
21& +	5565	60%	27%	8%	5%
Etudie encore/ Still studying	2263	64%	31%	2%	3%
OCCUPATION					
Indpdt. / Self-empl.	2209	57%	26%	10%	8%
Employé / Employee	6607	59%	27%	9%	4%
Ouvrier / Manual worker	2773	51%	29%	14%	6%
Ss act.prof. / Without prof.act.	9378	48%	31%	15%	6%
HABITAT - LOCALITY TYPE					
Metropol.	5153	53%	29%	12%	6%
Villes / Towns	8633	53%	29%	12%	5%
Zones rurales / Rurale zones	7265	51%	29%	13%	7%
OCCUPATION PARENTS					
Indpdt&Self-empl.	4224	50%	30%	13%	8%
Indpdt&Empl./Self-empl&Empl.	1656	58%	31%	7%	4%
Employés/Employees	14289	53%	29%	13%	5%

Q11. Si vous deviez créer une affaire de nos jours, quels sont les deux risques que vous craindriez le plus ? Est-ce :

Q11. If you were to set up a business today, which are the two risks you would be most afraid of? Is it:

	Total	L'incertitu de votre revenu /The uncertainty of your income	L'insécurité de l'emploi / Job insecurity	Le risque de perdre vos biens / The risk of losing your property	Y consacrer trop d'énergie ou de temps / To devote too much energy or time to it	Possibilité de vivre un échec pers./ Possibility of suffering a pers. failure	La possibilité de faire faillite / The possibility of going bankrupt	(NSP&SR) / (DK/NA)
UE 25	18547	34%	17%	35%	15%	15%	45%	5%
UE 15	12022	33%	18%	35%	15%	15%	44%	5%
UE 10	6525	36%	16%	35%	13%	14%	50%	6%
BE	1000	39%	18%	25%	16%	12%	48%	5%
DK	503	34%	11%	31%	29%	11%	42%	7%
DE	1000	30%	17%	50%	12%	15%	47%	5%
EL	1000	48%	38%	17%	11%	25%	42%	2%
ES	1001	23%	16%	35%	10%	15%	41%	10%
FR	1007	25%	19%	29%	16%	19%	47%	4%
IE	500	28%	13%	31%	22%	15%	45%	4%
IT	1004	43%	18%	17%	17%	13%	44%	2%
LU	500	29%	15%	37%	12%	19%	55%	4%
NL	1000	44%	22%	25%	21%	10%	38%	6%
AT	500	29%	15%	34%	18%	14%	42%	7%
PT	1000	30%	14%	34%	8%	15%	48%	11%
FI	501	40%	9%	30%	32%	10%	28%	11%
SE	500	28%	16%	28%	30%	7%	35%	3%
UK	1006	38%	15%	47%	18%	16%	47%	4%
CY	500	31%	17%	27%	21%	17%	26%	9%
CZ	1008	41%	29%	34%	17%	10%	52%	4%
EE	503	24%	19%	25%	13%	16%	43%	19%
HU	1000	50%	19%	48%	14%	13%	37%	7%
LV	510	35%	17%	36%	10%	17%	54%	7%
LT	500	19%	18%	52%	11%	20%	65%	6%
MT	500	34%	21%	13%	20%	40%	43%	5%
PL	1000	35%	9%	31%	11%	14%	52%	5%
SK	504	31%	28%	35%	14%	9%	48%	7%
SI	500	31%	15%	36%	11%	22%	53%	8%
ICELAND	501	48%	16%	32%	20%	7%	43%	13%
LIECHTENSTEIN	500	39%	16%	21%	25%	14%	39%	8%
NORWAY	500	47%	17%	27%	32%	16%	36%	2%
USA	1003	38%	14%	21%	22%	16%	36%	11%

Q11.	Total	L'incertitu de votre revenu /The uncertainty of your income	L'insécurité de l'emploi / Job insecurity	Le risque de perdre vos biens / The risk of losing your property	Y consacrer trop d'énergie ou de temps / To devote too much energy or time to it	Possibilité de vivre un échec pers./ Possibility of suffering a pers. failure	La possibilité de faire faillite / The possibility of going bankrupt	(NSP&SR) / (DK/NA)
UE 25	18547	34%	17%	35%	15%	15%	45%	5%
SEXE - SEX								
Hombres/ Men	9961	33%	17%	35%	15%	15%	45%	5%
Femmes/ Women	11090	34%	18%	34%	16%	15%	46%	5%
AGE								
15-24	3269	32%	17%	33%	12%	20%	62%	2%
25-49	5666	40%	18%	33%	17%	14%	46%	2%
40-54	5606	36%	17%	35%	18%	13%	41%	4%
55&+	6468	28%	17%	36%	13%	14%	40%	10%
EDUCATION								
15& -	3723	32%	18%	33%	12%	13%	43%	7%
16-20	8910	34%	17%	37%	15%	15%	45%	5%
21& +	5565	37%	16%	34%	21%	15%	40%	5%
Etudie encore/ Still studying	2263	31%	18%	31%	13%	19%	62%	1%
OCCUPATION								
Indpdt. / Self-empl.	2209	36%	15%	34%	18%	14%	35%	8%
Employé / Employee	6607	39%	19%	35%	18%	14%	45%	2%
Ouvrier / Manual worker	2773	35%	17%	35%	16%	14%	48%	4%
Ss act.prof. / Without prof.act.	9378	30%	17%	34%	13%	16%	46%	6%
HABITAT - LOCALITY TYPE								
Metropol.	5153	31%	17%	38%	15%	16%	44%	5%
Villes / Towns	8633	36%	17%	32%	15%	14%	46%	4%
Zones rurales / Rurale zones	7265	33%	17%	35%	15%	15%	45%	6%
OCCUPATION PARENTS								
Indpdt&Self-empl.	4224	33%	17%	30%	15%	15%	43%	7%
Indpdt&Empl./Self-empl&Empl.	1656	33%	15%	38%	19%	18%	45%	4%
Employés/Employees	14289	35%	18%	36%	15%	14%	46%	5%

Q12. Etes-vous tout à fait d'accord, d'accord, pas d'accord ou pas d'accord du tout, avec les opinions suivantes ?

a) Il est difficile de créer sa propre affaire à cause d'un manque de soutien financier disponible

Q12. Do you strongly agree, agree, disagree or strongly disagree with the following opinions?

a) It is difficult to start one's own business due to a lack of available financial support

	Total	Tout à fait d'accord / Strongly agree	D'accord / Agree	Pas d'accord / Disagree	Pas d'accord du tout / Strongly disagree	(NSP&SR) / (DK/NA)	(1+2) d'accord/ agree	(3+4) pas d'accord / disagree
UE 25	18547	30%	44%	16%	4%	6%	74%	20%
UE 15	12022	27%	44%	18%	4%	6%	72%	22%
UE 10	6525	44%	40%	10%	2%	4%	84%	12%
BE	1000	27%	46%	18%	4%	4%	74%	22%
DK	503	18%	35%	29%	5%	13%	53%	34%
DE	1000	26%	46%	18%	5%	5%	72%	23%
EL	1000	44%	45%	9%	1%	1%	89%	10%
ES	1001	26%	47%	14%	3%	10%	73%	17%
FR	1007	36%	44%	12%	4%	4%	80%	16%
IE	500	13%	47%	29%	3%	8%	60%	32%
IT	1004	32%	54%	11%	1%	1%	87%	12%
LU	500	27%	52%	14%	4%	4%	78%	18%
NL	1000	11%	34%	36%	5%	14%	45%	41%
AT	500	31%	35%	16%	10%	9%	66%	26%
PT	1000	29%	53%	12%	1%	5%	82%	13%
FI	501	15%	28%	31%	17%	10%	43%	48%
SE	500	30%	36%	11%	10%	14%	65%	21%
UK	1006	20%	36%	27%	6%	11%	57%	33%
CY	500	38%	43%	13%	3%	4%	80%	16%
CZ	1008	38%	35%	16%	4%	6%	74%	20%
EE	503	39%	20%	13%	6%	22%	59%	19%
HU	1000	55%	28%	8%	2%	8%	83%	10%
LV	510	49%	43%	4%	1%	2%	93%	5%
LT	500	46%	35%	9%	1%	9%	81%	10%
MT	500	44%	33%	11%	6%	5%	78%	17%
PL	1000	39%	48%	10%	2%	2%	87%	11%
SK	504	63%	30%	4%	1%	2%	93%	5%
SI	500	61%	22%	7%	5%	5%	84%	12%
ICELAND	501	13%	33%	29%	6%	19%	46%	35%
LIECHTENSTEIN	500	23%	45%	21%	4%	7%	68%	25%
NORWAY	500	11%	37%	27%	5%	21%	47%	32%
USA	1003	18%	51%	22%	4%	5%	69%	27%

Q12.a)	Total	Tout à fait d'accord / Strongly agree	D'accord / Agree	Pas d'accord / Disagree	Pas d'accord du tout / Strongly disagree	(NSP&SR) / (DK/NA)	(1+2) d'accord/ agree	(3+4) pas d'accord /disagree
UE 25	18547	30%	44%	16%	4%	6%	74%	20%
SEXE - SEX								
Hommes/ Men	9961	28%	44%	18%	4%	5%	73%	22%
Femmes/ Women	11090	31%	43%	15%	4%	7%	75%	19%
AGE								
15-24	3269	24%	54%	16%	2%	4%	78%	18%
25-49	5666	29%	43%	18%	4%	6%	73%	22%
40-54	5606	33%	41%	17%	5%	5%	73%	22%
55&+	6468	32%	41%	15%	5%	7%	73%	20%
EDUCATION								
15& -	3723	34%	43%	13%	4%	6%	77%	17%
16-20	8910	31%	43%	16%	4%	6%	74%	20%
21& +	5565	26%	42%	20%	5%	7%	68%	25%
Etudie encore/ Still studying	2263	23%	54%	17%	2%	4%	77%	19%
OCCUPATION								
Indpdt. / Self-empl.	2209	33%	38%	21%	5%	4%	71%	26%
Employé / Employee	6607	29%	42%	19%	4%	6%	71%	23%
Ouvrier / Manual worker	2773	29%	44%	16%	4%	7%	73%	20%
Ss act.prof. / Without prof.act.	9378	30%	46%	14%	4%	6%	76%	18%
HABITAT - LOCALITY TYPE								
Metropol.	5153	28%	43%	18%	5%	7%	71%	22%
Villes / Towns	8633	31%	44%	15%	4%	6%	75%	19%
Zones rurales / Rurale zones	7265	30%	43%	17%	4%	6%	74%	21%
OCCUPATION PARENTS								
Indpdt/Self-empl.	4224	30%	44%	16%	4%	5%	74%	20%
Indpdt&Empl./Self-empl&Empl.	1656	27%	45%	18%	4%	5%	72%	23%
Employés/Employees	14289	30%	43%	17%	4%	6%	73%	20%

Q12. Etes-vous tout à fait d'accord, d'accord, pas d'accord ou pas d'accord du tout, avec les opinions suivantes ?

b) Il est difficile de créer sa propre affaire à cause de la complexité des procédures administratives

Q12. Do you strongly agree, agree, disagree or strongly disagree with the following opinions?

b) It is difficult to start one's own business due to the complex administrative procedures

	Total	Tout à fait d'accord / Strongly agree	D'accord / Agree	Pas d'accord / Disagree	Pas d'accord du tout / Strongly disagree	(NSP&SR) / (DK/NA)	(1+2) d'accord/ agree	(3+4) pas d'accord / disagree
UE 25	18547	29%	41%	19%	5%	6%	70%	24%
UE 15	12022	28%	42%	19%	5%	6%	69%	24%
UE 10	6525	35%	37%	18%	4%	7%	72%	22%
BE	1000	26%	45%	18%	6%	5%	71%	24%
DK	503	29%	41%	16%	2%	11%	71%	18%
DE	1000	30%	41%	18%	6%	4%	72%	25%
EL	1000	29%	45%	22%	2%	2%	74%	24%
ES	1001	22%	46%	18%	4%	11%	67%	22%
FR	1007	35%	37%	18%	5%	6%	72%	22%
IE	500	15%	49%	24%	2%	10%	64%	26%
IT	1004	26%	51%	17%	3%	3%	77%	19%
LU	500	27%	37%	24%	5%	6%	64%	29%
NL	1000	21%	37%	30%	5%	7%	58%	34%
AT	500	24%	32%	21%	12%	11%	56%	33%
PT	1000	26%	52%	13%	2%	8%	78%	15%
FI	501	28%	32%	20%	13%	7%	60%	33%
SE	500	34%	34%	13%	12%	8%	68%	25%
UK	1006	23%	38%	23%	6%	9%	61%	30%
CY	500	19%	42%	30%	2%	7%	61%	32%
CZ	1008	32%	38%	17%	5%	7%	70%	22%
EE	503	35%	20%	14%	6%	25%	55%	20%
HU	1000	42%	31%	15%	4%	8%	74%	19%
LV	510	35%	40%	15%	1%	9%	74%	16%
LT	500	48%	35%	7%	2%	8%	83%	9%
MT	500	24%	33%	22%	8%	13%	57%	30%
PL	1000	32%	38%	21%	3%	5%	70%	25%
SK	504	33%	44%	14%	4%	5%	77%	17%
SI	500	57%	22%	6%	7%	8%	79%	12%
ICELAND	501	10%	27%	32%	6%	25%	37%	37%
LIECHTENSTEIN	500	10%	33%	33%	12%	12%	43%	45%
NORWAY	500	20%	49%	17%	4%	11%	68%	21%
USA	1003	15%	41%	29%	5%	9%	56%	35%

Q12.b)	Total	Tout à fait d'accord / Strongly agree	D'accord / Agree	Pas d'accord / Disagree	Pas d'accord du tout / Strongly disagree	(NSP&SR) / (DK/NA)	(1+2) d'accord/ agree	(3+4) pas d'accord / disagree
UE 25	18547	29%	41%	19%	5%	6%	70%	24%
SEXE - SEX								
Hommes/ Men	9961	29%	40%	20%	5%	5%	69%	25%
Femmes/ Women	11090	27%	42%	19%	5%	8%	69%	23%
AGE								
15-24	3269	18%	49%	23%	3%	7%	67%	25%
25-49	5666	26%	41%	22%	5%	6%	67%	27%
40-54	5606	30%	39%	20%	5%	6%	68%	26%
55&+	6468	34%	38%	15%	6%	7%	72%	21%
EDUCATION								
15& -	3723	32%	42%	14%	6%	7%	74%	19%
16-20	8910	30%	40%	19%	5%	7%	70%	24%
21& +	5565	28%	36%	24%	6%	6%	64%	30%
Etudie encore/ Still studying	2263	17%	51%	23%	3%	7%	68%	26%
OCCUPATION								
Indpdt. / Self-empl.	2209	32%	33%	26%	6%	3%	64%	33%
Employé / Employee	6607	27%	38%	23%	6%	6%	65%	28%
Ouvrier / Manual worker	2773	27%	44%	18%	4%	7%	70%	22%
Ss act.prof. / Without prof.act.	9378	29%	43%	16%	5%	7%	72%	21%
HABITAT - LOCALITY TYPE								
Metropol.	5153	29%	39%	20%	6%	7%	68%	25%
Villes / Towns	8633	28%	42%	19%	5%	6%	70%	24%
Zones rurales / Rurale zones	7265	28%	41%	19%	5%	8%	69%	23%
OCCUPATION PARENTS								
Indpdt/Self-empl.	4224	29%	40%	19%	5%	6%	70%	24%
Indpdt&Empl./Self-empl&Empl.	1656	27%	39%	23%	6%	6%	66%	28%
Employés/Employees	14289	28%	41%	19%	5%	7%	69%	24%

Q12. Etes-vous tout à fait d'accord, d'accord, pas d'accord ou pas d'accord du tout, avec les opinions suivantes ?

c) Il est difficile d'obtenir des informations suffisantes sur la façon de créer une affaire

Q12. Do you strongly agree, agree, disagree or strongly disagree with the following opinions?

c) It is difficult to obtain sufficient information on how to start a business

	Total	Tout à fait d'accord / Strongly agree	D'accord / Agree	Pas d'accord / Disagree	Pas d'accord du tout / Strongly disagree	(NSP&SR) / (DK/NA)	(1+2) d'accord/ agree	(3+4) pas d'accord / disagree
UE 25	18547	14%	31%	35%	11%	9%	45%	46%
UE 15	12022	13%	32%	35%	11%	9%	45%	46%
UE 10	6525	17%	30%	35%	10%	9%	46%	45%
BE	1000	14%	36%	33%	9%	8%	50%	42%
DK	503	10%	24%	41%	10%	16%	34%	51%
DE	1000	9%	33%	38%	12%	7%	43%	50%
EL	1000	22%	40%	30%	7%	2%	61%	36%
ES	1001	14%	33%	32%	10%	11%	47%	41%
FR	1007	19%	30%	31%	9%	11%	48%	41%
IE	500	7%	26%	50%	9%	9%	33%	59%
IT	1004	15%	42%	34%	6%	4%	57%	39%
LU	500	14%	31%	37%	11%	8%	45%	47%
NL	1000	4%	15%	54%	15%	13%	19%	68%
AT	500	11%	20%	28%	26%	16%	30%	54%
PT	1000	17%	50%	20%	3%	10%	66%	24%
FI	501	7%	14%	32%	40%	7%	21%	72%
SE	500	13%	25%	24%	29%	8%	38%	53%
UK	1006	11%	23%	40%	12%	14%	34%	52%
CY	500	12%	37%	35%	11%	5%	49%	45%
CZ	1008	15%	26%	34%	19%	7%	40%	53%
EE	503	14%	14%	23%	24%	25%	28%	47%
HU	1000	24%	24%	30%	11%	11%	48%	41%
LV	510	10%	24%	45%	12%	10%	34%	57%
LT	500	23%	27%	30%	8%	12%	50%	38%
MT	500	10%	17%	37%	21%	14%	27%	59%
PL	1000	14%	34%	38%	6%	8%	48%	43%
SK	504	17%	33%	33%	10%	6%	51%	43%
SI	500	28%	20%	20%	23%	10%	48%	43%
ICELAND	501	9%	25%	34%	9%	23%	34%	43%
LIECHTENSTEIN	500	7%	16%	39%	30%	8%	22%	69%
NORWAY	500	7%	25%	46%	9%	13%	32%	55%
USA	1003	7%	28%	45%	13%	6%	36%	58%

Q12.c)	Total	Tout à fait d'accord / Strongly agree	D'accord / Agree	Pas d'accord / Disagree	Pas d'accord du tout / Strongly disagree	(NSP&SR) / (DK/NA)	(1+2) d'accord/ agree	(3+4) pas d'accord /disagree
UE 25	18547	14%	31%	35%	11%	9%	45%	46%
SEXE - SEX								
Hommes/ Men	9961	13%	31%	36%	13%	7%	44%	49%
Femmes/ Women	11090	13%	31%	34%	10%	11%	44%	45%
AGE								
15-24	3269	7%	31%	43%	12%	6%	39%	55%
25-49	5666	13%	30%	37%	12%	7%	43%	49%
40-54	5606	14%	29%	36%	13%	8%	43%	48%
55&+	6468	16%	33%	29%	9%	13%	49%	38%
EDUCATION								
15& -	3723	17%	36%	28%	7%	12%	53%	35%
16-20	8910	13%	30%	36%	12%	9%	43%	47%
21& +	5565	13%	26%	38%	15%	8%	39%	53%
Etudie encore/ Still studying	2263	8%	31%	43%	13%	5%	39%	57%
OCCUPATION								
Indpdt. / Self-empl.	2209	16%	29%	35%	15%	4%	45%	51%
Employé / Employee	6607	12%	27%	40%	13%	8%	39%	54%
Ouvrier / Manual worker	2773	15%	34%	31%	11%	9%	49%	42%
Ss act.prof. / Without prof.act.	9378	13%	33%	33%	10%	11%	46%	43%
HABITAT - LOCALITY TYPE								
Metropol.	5153	13%	29%	36%	13%	9%	42%	48%
Villes / Towns	8633	13%	32%	35%	10%	9%	45%	46%
Zones rurales / Rurale zones	7265	14%	31%	35%	12%	9%	44%	46%
OCCUPATION PARENTS								
Indpdt/Self-empl.	4224	14%	32%	34%	11%	9%	46%	45%
Indpdt&Empl./Self-empl&Empl.	1656	12%	30%	38%	14%	7%	42%	51%
Employés/Employees	14289	13%	31%	35%	11%	9%	44%	47%

Q12. Etes-vous tout à fait d'accord, d'accord, pas d'accord ou pas d'accord du tout, avec les opinions suivantes ?

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

Q12. Do you strongly agree, agree, disagree or strongly disagree with the following opinions?

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

	Total	Tout à fait d'accord / Strongly agree	D'accord / Agree	Pas d'accord / Disagree	Pas d'accord du tout / Strongly disagree	(NSP&SR) / (DK/NA)	(1+2) d'accord/ agree	(3+4) pas d'accord / disagree
UE 25	18547	21%	31%	33%	13%	3%	51%	46%
UE 15	12022	19%	30%	34%	14%	2%	50%	48%
UE 10	6525	28%	33%	27%	7%	5%	62%	34%
BE	1000	21%	31%	32%	13%	3%	52%	45%
DK	503	22%	29%	35%	11%	3%	51%	46%
DE	1000	25%	36%	26%	11%	2%	61%	37%
EL	1000	10%	33%	43%	13%	1%	43%	56%
ES	1001	11%	33%	37%	13%	6%	44%	50%
FR	1007	19%	24%	39%	17%	1%	43%	56%
IE	500	4%	25%	51%	18%	2%	29%	69%
IT	1004	18%	33%	38%	11%	0%	51%	49%
LU	500	26%	29%	32%	11%	2%	55%	43%
NL	1000	15%	29%	40%	14%	1%	44%	54%
AT	500	37%	24%	19%	17%	4%	61%	36%
PT	1000	20%	42%	29%	5%	3%	62%	34%
FI	501	23%	18%	27%	27%	5%	41%	54%
SE	500	24%	24%	14%	36%	1%	49%	50%
UK	1006	16%	27%	39%	14%	4%	43%	53%
CY	500	21%	32%	34%	9%	4%	53%	43%
CZ	1008	28%	33%	23%	13%	3%	61%	36%
EE	503	37%	22%	15%	10%	17%	58%	25%
HU	1000	56%	23%	11%	5%	5%	80%	16%
LV	510	20%	42%	28%	6%	4%	62%	34%
LT	500	35%	34%	22%	4%	5%	69%	26%
MT	500	31%	39%	16%	9%	5%	70%	25%
PL	1000	20%	36%	34%	6%	4%	56%	40%
SK	504	23%	37%	27%	7%	6%	60%	34%
SI	500	46%	22%	11%	14%	6%	69%	25%
ICELAND	501	17%	30%	33%	11%	9%	47%	44%
LIECHTENSTEIN	500	21%	29%	33%	15%	2%	50%	48%
NORWAY	500	10%	30%	44%	14%	2%	40%	58%
USA	1003	9%	23%	47%	18%	2%	33%	65%

Q12.d)	Total	Tout à fait d'accord / Strongly agree	D'accord / Agree	Pas d'accord / Disagree	Pas d'accord du tout / Strongly disagree	(NSP&SR) / (DK/NA)	(1+2) d'accord/ agree	(3+4) pas d'accord /disagree
UE 25	18547	21%	31%	33%	13%	3%	51%	46%
SEXE - SEX								
Hommes/ Men	9961	18%	30%	35%	14%	2%	48%	49%
Femmes/ Women	11090	23%	32%	32%	11%	3%	54%	43%
AGE								
15-24	3269	13%	29%	42%	15%	1%	42%	57%
25-49	5666	17%	29%	37%	16%	2%	46%	52%
40-54	5606	22%	31%	31%	13%	3%	53%	44%
55&+	6468	26%	33%	27%	9%	5%	59%	36%
EDUCATION								
15& -	3723	25%	36%	26%	9%	4%	61%	35%
16-20	8910	23%	32%	32%	11%	3%	55%	43%
21& +	5565	15%	24%	41%	18%	2%	39%	58%
Etudie encore/ Still studying	2263	12%	28%	41%	18%	0%	40%	59%
OCCUPATION								
Indpdt. / Self-empl.	2209	18%	25%	36%	18%	2%	43%	55%
Employé / Employee	6607	18%	29%	38%	14%	1%	47%	52%
Ouvrier / Manual worker	2773	22%	33%	30%	13%	3%	55%	42%
Ss act.prof. / Without prof.act.	9378	22%	33%	31%	10%	4%	55%	41%
HABITAT - LOCALITY TYPE								
Metropol.	5153	20%	28%	33%	16%	3%	48%	49%
Villes / Towns	8633	21%	32%	33%	12%	2%	53%	45%
Zones rurales / Rurale zones	7265	21%	31%	33%	11%	3%	53%	44%
OCCUPATION PARENTS								
Indpdt/Self-empl.	4224	20%	30%	33%	13%	4%	50%	46%
Indpdt&Empl./Self-empl&Empl.	1656	16%	27%	39%	16%	2%	43%	55%
Employés/Employees	14289	21%	32%	33%	12%	2%	53%	45%

Q12. Etes-vous tout à fait d'accord, d'accord, pas d'accord ou pas d'accord du tout, avec les opinions suivantes ?
e) Il est difficile de créer sa propre affaire à cause d'un manque de soutien financier disponible

Q12. Do you strongly agree, agree, disagree or strongly disagree with the following opinions?
e) It is difficult to start one's own business due to a lack of available financial support

	Total	Tout à fait d'accord / Strongly agree	D'accord / Agree	Pas d'accord / Disagree	Pas d'accord du tout / Strongly disagree	(NSP&SR) / (DK/NA)	(1+2) d'accord/ agree	(3+4) pas d'accord / disagree
UE 25	18547	26%	40%	22%	6%	6%	66%	28%
UE 15	12022	25%	40%	22%	7%	6%	65%	29%
UE 10	6525	30%	39%	18%	4%	8%	70%	22%
BE	1000	24%	40%	24%	8%	4%	64%	32%
DK	503	13%	31%	35%	6%	15%	44%	41%
DE	1000	29%	45%	17%	7%	2%	74%	24%
EL	1000	37%	44%	16%	2%	1%	81%	18%
ES	1001	13%	42%	25%	7%	13%	55%	31%
FR	1007	29%	38%	23%	6%	5%	67%	28%
IE	500	7%	29%	47%	8%	8%	36%	56%
IT	1004	38%	44%	14%	3%	1%	82%	17%
LU	500	22%	40%	26%	7%	4%	62%	33%
NL	1000	17%	46%	30%	5%	3%	63%	34%
AT	500	23%	34%	21%	10%	12%	57%	32%
PT	1000	32%	50%	11%	2%	5%	82%	12%
FI	501	13%	30%	29%	17%	11%	43%	46%
SE	500	24%	36%	15%	13%	11%	61%	28%
UK	1006	14%	28%	35%	11%	12%	42%	46%
CY	500	21%	44%	25%	3%	7%	65%	28%
CZ	1008	41%	36%	12%	5%	6%	77%	17%
EE	503	25%	24%	19%	9%	23%	49%	28%
HU	1000	34%	28%	20%	6%	13%	61%	25%
LV	510	28%	37%	21%	5%	9%	65%	25%
LT	500	37%	33%	16%	5%	9%	70%	20%
MT	500	31%	34%	15%	8%	13%	65%	22%
PL	1000	24%	46%	19%	4%	7%	70%	23%
SK	504	41%	35%	17%	2%	5%	76%	19%
SI	500	41%	28%	12%	9%	11%	69%	20%
ICELAND	501	7%	26%	33%	10%	25%	33%	43%
LIECHTENSTEIN	500	16%	43%	27%	7%	7%	59%	35%
NORWAY	500	9%	31%	39%	7%	15%	40%	45%
USA	1003	16%	40%	32%	7%	6%	55%	39%

Q12.e)	Total	Tout à fait d'accord / Strongly agree	D'accord / Agree	Pas d'accord / Disagree	Pas d'accord du tout / Strongly disagree	(NSP&SR) / (DK/NA)	(1+2) d'accord/ agree	(3+4) pas d'accord /disagree
UE 25	18547	26%	40%	22%	6%	6%	66%	28%
SEXE - SEX								
Hommes/ Men	9961	25%	39%	23%	7%	5%	64%	30%
Femmes/ Women	11090	26%	40%	20%	6%	7%	67%	26%
AGE								
15-24	3269	18%	46%	25%	5%	6%	65%	29%
25-49	5666	25%	41%	22%	6%	5%	67%	28%
40-54	5606	30%	37%	22%	6%	5%	67%	28%
55&+	6468	27%	38%	20%	7%	8%	65%	27%
EDUCATION								
15& -	3723	30%	40%	15%	7%	7%	71%	22%
16-20	8910	27%	39%	22%	6%	6%	66%	28%
21& +	5565	23%	38%	26%	7%	6%	61%	33%
Etudie encore/ Still studying	2263	18%	45%	26%	5%	6%	63%	31%
OCCUPATION								
Indpdt. / Self-empl.	2209	29%	35%	24%	8%	4%	64%	32%
Employé / Employee	6607	26%	40%	24%	6%	5%	66%	29%
Ouvrier / Manual worker	2773	26%	41%	20%	7%	6%	67%	27%
Ss act.prof. / Without prof.act.	9378	25%	40%	21%	6%	8%	66%	27%
HABITAT - LOCALITY TYPE								
Metropol.	5153	25%	40%	22%	7%	6%	65%	29%
Villes / Towns	8633	27%	39%	21%	6%	6%	67%	27%
Zones rurales / Rurale zones	7265	24%	41%	22%	7%	6%	65%	28%
OCCUPATION PARENTS								
Indpdts/Self-empl.	4224	27%	39%	21%	6%	7%	66%	27%
Indpdt&Empl./Self-empl&Empl.	1656	24%	40%	25%	6%	5%	63%	32%
Employés/Employees	14289	26%	40%	21%	6%	6%	66%	28%

Q13. A votre avis, lorsque l'on dirige une entreprise, qu'est ce qui détermine le plus son succès ?

Q13. When one runs a business, what do you think most determine its success?

	Total	La personnalité du dirigeant / The director's personality	La gestion générale de l'entreprise / The general management of the business	L'économie en général / The overall economy	Le contexte politique / The political context	Des entités extérieures / Outside entities	[Aucun de ceux-ci] / [None of these]	[NSP/SR] / [DK/NA]
UE 25	18547	35%	52%	38%	14%	15%	2%	4%
UE 15	12022	37%	53%	35%	13%	13%	1%	4%
UE 10	6525	26%	47%	53%	21%	21%	3%	5%
BE	1000	34%	49%	34%	11%	7%	1%	5%
DK	503	34%	52%	31%	6%	23%	4%	7%
DE	1000	37%	47%	49%	27%	21%	0%	2%
EL	1000	56%	58%	39%	7%	19%	2%	1%
ES	1001	36%	51%	29%	6%	4%	1%	9%
FR	1007	44%	59%	30%	8%	3%	2%	3%
IE	500	20%	70%	27%	6%	7%	2%	3%
IT	1004	48%	47%	28%	13%	4%	1%	1%
LU	500	27%	61%	40%	6%	23%	1%	1%
NL	1000	33%	53%	30%	8%	25%	4%	3%
AT	500	43%	39%	37%	6%	12%	2%	6%
PT	1000	20%	41%	40%	10%	7%	0%	14%
FI	501	42%	36%	37%	2%	15%	5%	4%
SE	500	14%	42%	34%	16%	21%	4%	5%
UK	1006	23%	70%	34%	8%	24%	1%	6%
CY	500	50%	38%	33%	5%	14%	1%	6%
CZ	1008	13%	55%	61%	12%	32%	6%	3%
EE	503	50%	29%	43%	14%	12%	2%	13%
HU	1000	77%	68%	76%	46%	58%	7%	4%
LV	510	36%	22%	53%	21%	15%	1%	6%
LT	500	18%	46%	63%	23%	24%	1%	10%
MT	500	27%	68%	43%	9%	8%	0%	6%
PL	1000	15%	43%	44%	18%	10%	2%	4%
SK	504	19%	36%	56%	19%	19%	6%	8%
SI	500	44%	62%	38%	21%	17%	4%	3%
ICELAND	501	31%	63%	40%	7%	34%	0%	17%
LIECHTENSTEIN	500	52%	51%	34%	10%	11%	3%	2%
NORWAY	500	44%	48%	40%	12%	29%	0%	0%
USA	1003	34%	44%	20%	4%	6%	4%	2%

Q13.	Total	La personnalité du dirigeant / The director's personality	La gestion générale de l'entreprise / The general management of the business	L'économie en général / The overall economy	Le contexte politique / The political context	Des entités extérieures / Outside entities	[Aucun de ceux-ci] / [None of these]	[NSP/SR] / [DK/NA]
UE 25	18547	35%	52%	38%	14%	15%	2%	4%
SEXE - SEX								
Hommes/ Men	9961	35%	53%	38%	15%	16%	2%	3%
Femmes/ Women	11090	36%	51%	39%	14%	14%	1%	5%
AGE								
15-24	3269	32%	56%	36%	13%	16%	1%	3%
25-49	5666	36%	57%	39%	12%	16%	1%	3%
40-54	5606	34%	53%	41%	15%	16%	2%	3%
55&+	6468	38%	45%	36%	16%	12%	2%	7%
EDUCATION								
15& -	3723	38%	46%	34%	14%	11%	1%	6%
16-20	8910	33%	52%	41%	15%	17%	2%	4%
21& +	5565	40%	57%	36%	13%	15%	2%	2%
Etudie encore/ Still studying	2263	32%	58%	36%	12%	15%	1%	2%
OCCUPATION								
Indpdt. / Self-empl.	2209	43%	50%	37%	13%	14%	3%	3%
Employé / Employee	6607	38%	58%	40%	14%	15%	2%	2%
Ouvrier / Manual worker	2773	29%	54%	39%	12%	18%	1%	5%
Ss act.prof. / Without prof.act.	9378	35%	48%	37%	15%	13%	1%	6%
HABITAT - LOCALITY TYPE								
Metropol.	5153	39%	52%	37%	14%	15%	2%	3%
Villes / Towns	8633	34%	53%	38%	14%	15%	2%	4%
Zones rurales / Rurale zones	7265	35%	51%	39%	14%	14%	2%	5%
OCCUPATION PARENTS								
Indpdt&Self-empl.	4224	38%	50%	35%	13%	10%	2%	5%
Indpdt&Empl./Self-empl&Empl.	1656	36%	55%	37%	13%	17%	1%	3%
Employés/Employees	14289	35%	52%	39%	14%	16%	2%	4%

Fiche Technique

Technical Note

Réalisation de ce sondage

Ce sondage FLASH EUROBAROMETRE 160 sur l'esprit d'entreprise a été réalisé pour la Commission européenne.

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

Les interviews ont été réalisées du 12/04/2004 au 29/04/2004 par les 29 Instituts EOS GALLUP EUROPE dont la liste suit :

Belgique	B	TNS DIMARSO - BRUXELLES
Danemark	DK	TNS GALLUP - KOBENHAVN
Allemagne	D	TNS EMNID - BIELEFELD
Grèce	EL	TNS ICAP - ATHENS
Espagne	E	TNS DEMOSCOPIA - MADRID
France	F	TNS SOFRES - MONTRouGE
Irlande	IRL	IRISH MKTG SURVEYS - DUBLIN
Italie	I	DOXA - MILANO
Luxembourg	L	TNS ILReS - LUXEMBOURG
Pays-Bas	NL	TNS NIPO - AMSTERDAM
Autriche	A	ÖSTERREICHISCHES GALLUP-VIENNA
Portugal	P	TNS EUROTESTE - LISBOA
Finlande	FIN	TNS SUOMEN GALLUP - ESPOO
Suède	S	TNS SVENSKA GALLUP - STOCKHOLM
Royaume Uni	UK	ICM - LONDON
Chypre	CY	SYNOVATE - NICOSA
Rép. Tchèque	CZ	TNS FACTUM - PRAHA
Estonie	EE	TNS EMOR - TALLINN
Hongrie	HU	TNS HUNGARY - BUDAPEST
Lettonie	LV	TNS BALTIC DATA HOUSE - RIGA
Lithuanie	LT	TNS GALLUP - VILNIUS
Malte	MT	MISCO - VALLETTA
Pologne	PL	TNS OBOP - WARSZAWA
Slovaquie	SK	TNS FACTUM - BRATISLAVA
Slovenie	SI	RM PLUS - MARIBOR
Islande	IC	GALLUP ICELAND - REYKJAVIK
Norvège	NO	TNS GALLUP - OSLO
Etats-Unis	US	PRINCETON SURVEY RESEARCH ASS.-PRINC.
Liechtenstein	LI	ISOPUBLIC -ZURICH

Représentativité des résultats

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

Tailles des échantillons

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

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

Conduction of this survey

This Survey FLASH EUROBAROMETRE 160 on the entrepreneurship has been conducted for the European Commission.

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

The interviews have been conducted between the 12/04/2004 and the 29/04/2004 by these 29 EOS GALLUP EUROPE Institutes :

(Interviews : 13/04/2004 – 26/04/2004)	Belgium
(Interviews : 14/04/2004 – 19/04/2004)	Denmark
(Interviews : 13/04/2004 – 22/04/2004)	Germany
(Interviews : 13/04/2004 – 22/04/2004)	Greece
(Interviews : 20/04/2004 – 26/04/2004)	Spain
(Interviews : 13/04/2004 – 21/04/2004)	France
(Interviews : 13/04/2004 – 27/04/2004)	Ireland
(Interviews : 15/04/2004 – 19/04/2004)	Italy
(Interviews : 13/04/2004 – 15/04/2004)	Luxemburg
(Interviews : 13/04/2004 – 27/04/2004)	Netherlands
(Interviews : 16/04/2004 – 24/04/2004)	Austria
(Interviews : 13/04/2004 – 28/04/2004)	Portugal
(Interviews : 13/04/2004 – 15/04/2004)	Finland
(Interviews : 13/04/2004 – 19/04/2004)	Sweden
(Interviews : 13/04/2004 – 29/04/2004)	United Kingdom
(Interviews : 14/04/2004 – 19/04/2004)	Cyprus
(Interviews : 13/04/2004 – 22/04/2004)	Czech Republic
(Interviews : 12/04/2004 – 25/04/2004)	Estonia
(Interviews : 13/04/2004 – 29/04/2004)	Hungary
(Interviews : 15/04/2004 – 25/04/2004)	Latvia
(Interviews : 18/04/2004 – 25/04/2004)	Lithuania
(Interviews : 13/04/2004 – 19/04/2004)	Malta
(Interviews : 14/04/2004 – 20/04/2004)	Poland
(Interviews : 13/04/2004 – 19/04/2004)	Slovakia
(Interviews : 13/04/2004 – 16/04/2004)	Slovenia
(Interviews : 13/04/2004 – 27/04/2004)	Iceland
(Interviews : 15/04/2004 – 22/04/2004)	Norway
(Interviews : 13/04/2004 – 25/04/2004)	United States
(Interviews : 15/04/2004 – 16/04/2004)	Liechtenstein

Representativity of the results

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

Sizes of the sample

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

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

Ci-dessous sont présentés côte à côte les nombres d'interviews:

(1) effectivement réalisées dans chaque pays

(2) découlant de la pondération selon les populations de chaque pays qui participent à la construction de l'Union Européenne.

Here below we have presented, side by side, the number of interviews:

(1) actually conducted in each country

(2) derived from the weighting in proportion of the population of each country participating in the construction of the European Union.

	TOTAL INTERVIEWS			
	(1)	(1)	(2)	(2)
	Réalisées Conducted	% du total % on total	Pondérées UE25 Weighted EU25	% du total (Pondéré) % on Total (Weighted)
Total UE 25	18547	100,0%	18547	100,0%
Belgique	1000	5,4%	419	2,3%
Danmark	503	2,7%	216	1,2%
Deutschland	1000	5,4%	3428	18,5%
Ellas	1000	5,4%	443	2,4%
Espana	1001	5,4%	1659	8,9%
France	1007	5,4%	2390	12,9%
Ireland	500	2,7%	148	0,8%
Italia	1004	5,4%	2450	13,2%
Luxembourg	500	2,7%	18	0,1%
Nederland	1000	5,4%	644	3,5%
Österreich	500	2,7%	334	1,8%
Portugal	1000	5,4%	413	2,2%
Finland	501	2,7%	210	1,1%
Sweden	500	2,7%	358	1,9%
United Kingdom	1006	5,4%	2396	12,9%
Cyprus	500	2,7%	29	0,2%
Czech Republic	1008	5,4%	424	2,3%
Estonia	503	2,7%	55	0,3%
Hungary	1000	5,4%	412	2,2%
Latvia	510	2,7%	96	0,5%
Lithuania	500	2,7%	147	0,8%
Malta	500	2,7%	16	0,1%
Poland	1000	5,4%	1545	8,3%
Slovakia	504	2,7%	214	1,2%
Slovenia	500	2,7%	83	0,4%

	TOTAL INTERVIEWS			
	(1)	(1)	(2)	(2)
	Réalisées Conducted	% du total % on total	Pondérées UE10 Weighted EU10	% du total (Pondéré) % on Total (Weighted)
Total UE 10	6525	100,0%	6525	100,0%
Cyprus	500	7,7%	62	1,0%
Czech Republic	1008	15,4%	916	14,0%
Estonia	503	7,7%	119	1,8%
Hungary	1000	15,3%	889	13,6%
Latvia	510	7,8%	208	3,2%
Lithuania	500	7,7%	317	4,9%
Malta	500	7,7%	34	0,5%
Poland	1000	15,3%	3338	51,2%
Slovakia	504	7,7%	463	7,1%
Slovenia	500	7,7%	179	2,7%

	TOTAL INTERVIEWS			
	(1)	(1)	(2)	(2)
	Réalisées Conducted	% du total % on total	Pondérées UE15 Weighted EU15	% du total (Pondéré) % on Total (Weighted)
Total UE 15	12022	100,0%	12022	100,0%
Belgique	1000	8,3%	324	2,7%
Danmark	503	4,2%	167	1,4%
Deutschland	1000	8,3%	2655	22,1%
Ellas	1000	8,3%	343	2,9%
Espana	1001	8,3%	1285	10,7%
France	1007	8,4%	1850	15,4%
Ireland	500	4,2%	114	0,9%
Italia	1004	8,4%	1897	15,8%
Luxembourg	500	4,2%	14	0,1%
Nederland	1000	8,3%	499	4,2%
Österreich	500	4,2%	259	2,2%
Portugal	1000	8,3%	320	2,7%
Finland	501	4,2%	162	1,3%
Sweden	500	4,2%	277	2,3%
United Kingdom	1006	8,4%	1856	15,4%

	TOTAL INTERVIEWS			
	(1)	(1)	(2)	(2)
	Réalisées Conducted	% du total % on total	Pondérées UE15 Weighted EU15	% du total (Pondéré) % on Total (Weighted)
4 Pays – 4 countries				
Iceland	501	100,0%	501	100,0%
Norway	500	100,0%	500	100,0%
United States	500	100,0%	500	100,0%
Liechtenstein	1003	100,0%	1003	100,0%

Questionnaires

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

Tableaux des résultats

* VOLUME A : PAYS PAR PAYS

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

* VOLUMES B : DEMOGRAPHIQUES DES REpondANTS

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

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

* VOLUME(S) C : CHAQUE PAYS

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

Questionnaires

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

Tables of results

* VOLUME A : COUNTRY BY COUNTRY

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

* VOLUMES B : RESPONDENTS' DEMOGRAPHICS

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

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

* VOLUME(S) C : EACH COUNTRY

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

Valeurs statistiques des résultats

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

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

A titre d'exemple, prenons un cas imaginaire :

1. 500 personnes ont répondu à une question ;
2. Le résultat analysé est de 50 % environ ;
3. On choisit un degré de certitude de 95 % (c'est le niveau le plus utilisé par les statisticiens, et c'est celui adopté pour la table ci-après) ;

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

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

Statistical significance of the results

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

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

As an example, examine this illustrative case :

1. One question has been answered by 500 people ;
2. The analysed result is around 50%;
3. We choose a significance level of 95 % (it is the level most often used by the statisticians, and it is the one chosen for the Table hereafter);

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

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

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

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

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

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

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

QUESTIONNAIRE

- D1. Sexe** [1] Homme
[2] Femme
- D2. Age exact :** [][] ans
[00] [REFUS/ S.R.]
- D3. Age de fin d'études :** [AGE EXACT EN 2 CHIFFRES]
[][] ans
[00] [REFUS/ SR]
[01] [JAMAIS ETE A L'ECOLE PLEIN TEMPS]
[99] [ENCORE A L'ECOLE PLEIN TEMPS]
- D4.** Sur le plan professionnel, peut-on dire qu'actuellement vous êtes indépendant, employé, ouvrier ou êtes-vous sans activité professionnelle ?
[LIRE ITEMS A GAUCHE - ENSUITE FAIRE PRECISER (« c'est-à-dire »)
- UNE SEULE REPONSE]

- Indépendant

- c'est-à-dire : - exploitant agricole, forestier, pêcheur 11
- commerçant, artisan 12
- de profession libérale (avocat, médecin, comptable, architecte,...) 13
- chef d'entreprise 14
- autre (PRECISER) 15

- Employé

- c'est-à-dire : - de profession libérale (médecin, avocat, comptable, architecte,...) 21
- cadre supérieur/dirigeant d'entreprise 22
- cadre moyen 23
- fonctionnaire 24
- employé de bureau 25
- autre employé (vendeur, infirmier, etc...) 26
- autre (PRECISER) 27

- Ouvrier

- c'est-à-dire : - agent de maîtrise (chef d'équipe) 31
- ouvrier qualifié 32
- ouvrier non qualifié 33
- autre (PRECISER) 34

- Sans activité professionnelle

- c'est-à-dire : - vous occupant de votre ménage 41
- étudiant (à temps plein) 42
- retraité 43
- à la recherche d'un emploi 44
- autre (PRECISER) 45

- (Refus) 99

[SI INDEPENDANT A D4 (CODES 11 A 15), POSER D4b]

- D1. Sex** [1] Male
[2] Female

- D2. Exact Age:** [][] years old
[00] [REFUSAL/NO ANSWER]

- D3. Age when finished full time education :** [EXACT AGE IN 2 DIGITS]

- [][] years old
[00] [REFUSAL/ NO ANSWER]
[01] [NEVER BEEN IN FULL TIME EDUCATION]
[99] [STILL IN FULL TIME EDUCATION]

- D4.** As far as your current occupation is concerned, would you say you are self-employed, an employee, a manual worker or would you say that you are without a professional activity?
[READ OUT LEFT ITEMS - THEN ASK TO SPECIFY ("that is to say")
- ONLY ONE ANSWER]

- Self-employed

- i.e.: - farmer, forester, fisherman 11
- owner of a shop, craftsman 12
- professional (lawyer, medical practitioner, accountant, architect,...) 13
- manager of a company 14
- other (SPECIFY) 15

- Employee

- i.e.: - professional (employed doctor, lawyer, accountant, architect) 21
- general management, director or top management 22
- middle management, 23
- Civil servant 24
- office clerk 25
- other employee (salesman, nurse, etc...) 26
- other (SPECIFY) 27

- Manual worker

- i.e. : - supervisor / foreman (team manager, etc ...) 31
- manual worker 32
- unskilled manual worker 33
- other (SPECIFY) 34

- Without a professional activity

- i.e. : - looking after the home 41
- student (full time) 42
- retired 43
- seeking a job 44
- other (SPECIFY) 45

- (Refusal) 99

[IF SELF-EMPLOYED IN D4 (CODES 11 to 15), ASK D4b]

- D4b.** En tant qu'indépendant, possédez-vous une entreprise?
- Oui..... 1
 - Non..... 2
 - (NSP/SR)..... 3

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

- D6.** Type de localité?
- zone métropolitaine..... 1
 - autre ville/centre urbain..... 2
 - zone rurale..... 3

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

[LIRE – UNE SEULE REPONSE]

- a) Père :
- indépendant..... 1
 - employé..... 2
 - fonctionnaire..... 3
 - ouvrier..... 4
 - sans activité professionnelle..... 5
 - (NSP/SR)..... 6
- b) Mère :
- indépendante..... 1
 - employée..... 2
 - fonctionnaire..... 3
 - ouvrière..... 4
 - sans activité professionnelle..... 5
 - (NSP/SR)..... 6

[TREND – FLASH 146 D7]

- D4b.** As a self-employed person, do you own a business?
- YES..... 1
 - NO..... 2
 - (DK/NA)..... 3

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

- D6.** Type of Locality?
- metropolitan zone..... 1
 - other town/urban centre..... 2
 - rural zone..... 3

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

[READ OUT – ONLY ONE ANSWER]

- a) Father:
- self-employed..... 1
 - employee..... 2
 - civil servant..... 3
 - manual worker..... 4
 - without a professional activity..... 5
 - (DK/NA)..... 6
- b) Mother:
- self-employed..... 1
 - employee..... 2
 - civil servant..... 3
 - manual worker..... 4
 - without a professional activity..... 5
 - (DK/NA)..... 6

[TREND – FLASH 146 D7]

Nous réalisons une étude ayant pour thème l'esprit d'entreprise dans les 15 pays de l'Union européenne ainsi que dans les 10 pays adhérents, aux USA, en Norvège, en Islande et au Lichtenstein.

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

[LIRE – UNE SEULE REPONSE]

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

[TREND - FLASH 146 Q1]

[A CEUX QUI ONT REPONDU "EMPLOYE" A Q1 (Q1=1)]

Q2. Pourquoi préféreriez-vous être un employé plutôt qu'indépendant?

[- QUESTION OUVERTE - SPONTANE – RECODER ENSUITE LES REPONSES CI-DESSOUS]

- a) Revenu régulier, fixe contre revenu irrégulier, variable 1
- b) Stabilité de l'emploi 1
- c) Sécurité sociale et/ou assurances 1
- d) Manque d'idée d'esprit d'entreprise 1
- e) Manque de temps 1
- f) Manque d'intérêt pour devenir indépendant 1
- g) Manque de finances pour le statut d'indépendant 1
- h) Manque de compétences pour le statut d'indépendant 1
- i) Manque de connaissance/de familiarité par rapport au statut d'indépendant 1
- j) Rigueur de la décision – difficulté à revenir sur sa décision / être lié à ses affaires 1
- k) C'est une chose normale/attendue / n'a jamais pensé à être indépendant auparavant 1
- l) Car ce n'est pas si risqué / Climat économique défavorable 1
- m) Lourdeur/ barrières administratives 1
- n) Autre, PRÉCISER 1
- o) NSP/SR 1

We are conducting a survey in the 15 countries of the European Union, the 10 acceding countries and in some other countries including the United States, Norway, Iceland and Liechtenstein concerning entrepreneurial activity.

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

[READ OUT – ONE ANSWER ONLY]

- being an employee 1
- or being self-employed ? 2
- (none of these) 3
- [DK/NA] 4

[TREND - FLASH 146 Q1]

[TO THOSE WHO ANSWERED "EMPLOYEE" IN Q1 (Q1=1)]

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

[- OPEN-ENDED QUESTION – SPONTANEOUS –RECODE THEN THE ANSWERS BELOW]

- a) Regular, fixed income versus irregular, variable income 1
- b) Stability of employment 1
- c) Social security and/or insurances 1
- d) Lack of entrepreneurial idea 1
- e) Lack of time 1
- f) Lack of interest to become self-employed 1
- g) Lack of finances for self-employment 1
- h) Lack of skills for self-employment 1
- i) Lack of knowledge/familiarity with regards to self-employment 1
- j) Severity of decision – difficult to reverse decision / being tied to business 1
- k) It is the normal/expected thing to do / never thought of being self-employed before 1
- l) Because it is not as risky /Unfavourable economic climate 1
- m) Red tape / Administrative barriers 1
- n) Other, SPECIFY 1
- o) DK/NA 1

[A CEUX QUI ONT REPONDU "INDEPENDANT" A Q1 (Q1=2)]

Q3. Pourquoi préféreriez-vous être indépendant plutôt qu'un employé?

[NE PAS LIRE – SPONTANE – CODER LES REPONSES CI-DESSOUS]

- a) Indépendance personnelle/accomplissement/
tâches intéressantes..... 1
- b) Une opportunité d'affaire 1
- c) Pas besoin de s'adapter à un environnement/ la
possibilité de créer son propre environnement 1
- d) De meilleures perspectives de revenu 1
- e) Manque d'opportunités d'emploi attrayantes en général 1
- f) Manque d'opportunités d'emploi attrayantes
dans ma région particulièrement 1
- g) Des membres de la famille/ des amis sont indépendants..... 1
- h) Climat économique favorable..... 1
- i) Pour éviter des incertitudes liées à l'emploi 1
- j) Autre, PRECISER..... 1
- k) NSP/SR..... 1

[NEW]

[A CEUX QUI ONT REPONDU "INDEPENDANT" A Q1 (Q1=2)]

Q4. Préfèreriez-vous posséder votre propre entreprise et y investir ou alors travailler pour vous-même **mais pas nécessairement posséder votre propre entreprise?**

[LIRE – UNE SEULE REPONSE]

- Vous préféreriez posséder votre propre entreprise 1
- Vous préféreriez travailler pour vous-même mais pas
nécessairement posséder votre propre entreprise 2
- [NSP/SR] 3

[NEW]

[TO THOSE WHO ANSWERED "SELF-EMPLOYED" IN Q1 (Q1=2)]

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

[DO NOT READ OUT – SPONTANEOUS – CODE THE ANSWERS BELOW]

- a) Personal independence/self-fulfilment/interesting tasks..... 1
- b) A business opportunity 1
- c) No need to adapt to an environment / the
possibility to create own environment 1
- d) Better income prospects 1
- e) Lack of attractive employment opportunities generally 1
- f) Lack of attractive employment opportunities
in my region specifically 1
- g) Members of family / friends are self-employed 1
- h) Favourable economic climate 1
- i) To avoid uncertainties related to employment 1
- j) Other, SPECIFY 1
- k) DK/NA..... 1

[NEW]

[TO THOSE WHO ANSWERED "SELF-EMPLOYED" IN Q1 (Q1=2)]

Q4. Would you prefer to own your own company and invest in it or rather to work for yourself **but not necessarily own your own company?**

[READ OUT – ONE ANSWER ONLY]

- You would prefer to own your own company 1
- You would prefer to work for yourself but not necessarily
own your own company..... 2
- [DK/NA] 3

[NEW]

[A CEUX QUI N'ONT PAS REPONDU "INDEPENDANT" A D4]

Q5. Personnellement, dans quelle mesure est-ce **tendant** pour vous de devenir indépendant au cours des 5 prochaines années?

[LIRE – UNE SEULE REPONSE]

- Très tentant 1
- Plutôt tentant 2
- Plutôt pas tentant 3
- Pas tentant du tout 4
- [NSP/SR] 5

[NEW]

[A CEUX QUI N'ONT PAS REPONDU "INDEPENDANT" A D4]

Q6. Que vous vouliez ou non devenir indépendant, serait-ce **faisable** pour vous d'être indépendant au cours des 5 prochaines années ?

[LIRE – UNE SEULE REPONSE]

- Très faisable 1
- Plutôt faisable 2
- Plutôt infaisable 3
- Pas faisable du tout 4
- [NSP/SR] 5

[NEW]

[TO THOSE WHO DID NOT ANSWER "SELF-EMPLOYED" IN D4]

Q5. Personally, how **desirable** is it for you to become self-employed within the next 5 years?

[READ OUT – ONE ANSWER ONLY]

- Very desirable 1
- Rather desirable 2
- Rather undesirable 3
- Not desirable at all 4
- [DK/NA] 5

[NEW]

[TO THOSE WHO DID NOT ANSWER "SELF-EMPLOYED" IN D4]

Q6. Regardless of whether or not you would like to become self-employed, would it be **feasible** for you to be self-employed within the next 5 years?

[READ OUT – ONE ANSWER ONLY]

- Very feasible 1
- Rather feasible 2
- Rather unfeasible 3
- Not feasible at all 4
- [DK/NA] 5

[NEW]

[A TOUS]

Q7. Avez-vous créé une entreprise récemment ou avez-vous entrepris des démarches dans ce sens ?

[LIRE – UNE SEULE REPONSE]

- Cela ne vous est jamais venu à l'esprit.....1
- Non mais vous êtes en train d'y penser.....2
- Non, vous y aviez pensé ou vous aviez déjà entrepris des démarches dans ce sens mais vous y avez renoncé.....3
- Oui, vous êtes actuellement en train d'entreprendre des démarches pour créer une nouvelle entreprise.....4
- Oui, vous avez créé ou repris une entreprise au cours de ces trois dernières années toujours en activité aujourd'hui5
- Oui, vous avez créé ou repris une entreprise, il y plus de trois ans, qui toujours en activité aujourd'hui.....6
- Non, Vous avez créé autrefois une entreprise mais vous n'êtes plus actuellement entrepreneur (faillite de l'entreprise, vente de l'entreprise ou le répondant a pris sa retraite)7
- (NSP/SR) 8

[TREND - FLASH 146 Q2]

[TO ALL]

Q7. Have you started a business recently or are you taking steps to start one ?

[READ OUT – ONE ANSWER ONLY]

- It never came to your mind 1
- No, but you are thinking about it 2
- No, you thought of it or you had already taken steps to start a business but gave up 3
- Yes, you are currently taking steps to start a new business..... 4
- Yes, you have started or taken over a business in the last three years which is still active today 5
- Yes, you started or took over a business more than three years ago and it's still active 6
- No, you once started a business, but currently you are no longer an entrepreneur (business has failed, business was sold or the interviewee has retired) 7
- (DK/NA) 8

[TREND - FLASH 146 Q2]

[A CEUX QUI ONT REPONDU ITEMS 3, 4, 5, 6 ou 7 A Q7]

Q8. Pour chacun des éléments suivants, pouvez-vous me dire s'il était très important, plutôt important, plutôt pas important ou pas important du tout pour vous faire entreprendre les démarches pour créer une nouvelle entreprise ou en reprendre une.

[LIRE – ROTATION - UNE REPONSE PAR LIGNE]

- Très important..... 1
 - Plutôt important..... 2
 - Plutôt pas important..... 3
 - Pas important du tout..... 4
 - [NSP/SR] 5
-
- a)- L'insatisfaction par rapport à votre situation précédente 1 2 3 4 5
 - b)- Une idée adéquate d'entreprise 1 2 3 4 5
 - c)- Contact avec un partenaire d'affaire adéquat 1 2 3 4 5
 - d)- Recevoir les moyens financiers nécessaires 1 2 3 4 5
 - e)- Des changements de circonstances familiales 1 2 3 4 5
 - f)- C'était la meilleure ou la seule alternative possible à ce moment-là..... 1 2 3 4 5

[NEW]

[A CEUX QUI ONT REPONDU ITEMS 4, 5, 6 ou 7 A Q7]

Q9. En prenant tout en considération, diriez-vous que vous avez créé, ou que vous créez, votre entreprise parce que vous avez vu une opportunité ou vous l'avez créée par nécessité?

[LIRE – UNE SEULE REPONSE]

- Vous l'avez créée parce vous avez rencontré une opportunité..... 1
- Vous l'avez créée parce que c'était une nécessité..... 2
- [Les deux – SPONTANE] 3
- [NSP/SR] 4

[NEW]

[TO THOSE WHO ANSWERED ITEMS 3, 4, 5, 6 or 7 IN Q7]

Q8. For each of the following elements, please tell me if it was very important, rather important, rather not important or not important at all for making you take steps to start a new business or take over one.

[READ OUT – ROTATE - ONE ANSWER PER LINE]

- Very important..... 1
 - Rather important 2
 - Rather not important 3
 - Not important at all 4
 - [DK/NA] 5
-
- a)- Dissatisfaction with regard to your previous situation 1 2 3 4 5
 - b)- An appropriate business idea 1 2 3 4 5
 - c)- Contact with an appropriate business partner 1 2 3 4 5
 - d)- Receiving the necessary financial means 1 2 3 4 5
 - e)- Changes in family circumstances 1 2 3 4 5
 - f)- It was the best or the only possible alternative at that time 1 2 3 4 5

[NEW]

[TO THOSE WHO ANSWERED ITEMS 4, 5, 6 or 7 IN Q7]

Q9. All in all, would you say you started, or are starting, your business because you saw an opportunity or you started it out of necessity?

[READ OUT – ONE ANSWER ONLY]

- You started it because you came across an opportunity..... 1
- You started it because it was a necessity 2
- [Both – SPONTANEOUS] 3
- [DK/NA] 4

[NEW]

[A TOUS]

Q10. Si aujourd'hui vous aviez les moyens de lancer votre propre affaire, préféreriez-vous en créer une nouvelle ou racheter une affaire qui existe déjà?

[LIRE – UNE SEULE REPONSE]

- En créer une nouvelle 1
- Racheter une affaire qui existe déjà... .. 2
- [Ni l'un ni l'autre, pas intéressé] 3
- [NSP/SR] 4

[TREND - FLASH 146 Q3]

Q11. Si vous deviez créer une affaire de nos jours, quels sont les deux risques que vous craindriez le plus ? Est-ce ...

[LIRE – ROTATION - DEUX REPONSES AU MAXIMUM]

- a) L'incertitude votre revenu..... 1
- b) L'insécurité de l'emploi..... 1
- c) Le risque de perdre vos biens..... 1
- d) Devoir y consacrer trop d'énergie ou de temps..... 1
- e) La possibilité de vivre un échec personnel..... 1
- f) La possibilité de faire faillite 1
- g) [NSP/SR] 1

[TREND – FLASH 146 Q7]

[TO ALL]

Q10. If you currently had the means to start your own business, would you rather set up a new one or take over an existing one?

[READ OUT – ONE ANSWER ONLY]

- Set up a new one 1
- Take over an existing business 2
- [None of these, not interested] 3
- [DK/NA] 4

[TREND - FLASH 146 Q3]

Q11. If you were to set up a business today, which are the two risks you would be most afraid of? Is it:..

[READ OUT – ROTATE - MAXIMUM TWO ANSWERS]

- a) The uncertainty of your income..... 1
- b) Job insecurity 1
- c) The risk of losing your property..... 1
- d) The need to devote too much energy or time to it 1
- e) The possibility of suffering a personal failure 1
- f) The possibility of going bankrupt 1
- g) [DK/NA] 1

[TREND – FLASH 146 Q7]

Q12. Etes-vous tout à fait d'accord, d'accord, pas d'accord ou pas d'accord du tout, avec les opinions suivantes ?

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

- tout à fait d'accord 1
- d'accord 2
- pas d'accord 3
- pas d'accord du tout 4
- [NSP/SR] 5

- a) Il est difficile de créer sa propre affaire à cause d'un manque de soutien financier disponible 1 2 3 4 5
- b) Il est difficile de créer sa propre affaire à cause de la complexité des procédures administratives 1 2 3 4 5
- c) Il est difficile d'obtenir des informations suffisantes sur la façon de créer une affaire 1 2 3 4 5
- d) On ne devrait pas créer une affaire s'il y a un risque que cela échoue.. 1 2 3 4 5
- e) Le climat économique actuel n'est pas favorable pour les personnes qui veulent lancer leur propre affaire 1 2 3 4 5

[TREND MODIFIED – FLASH 146 Q6]

Q13. A votre avis, lorsque l'on dirige une entreprise, qu'est ce qui détermine le plus son succès ?

[LIRE – ROTATION Items 1-4 – DEUX REPONSES AU MAXIMUM]

- a- La personnalité du dirigeant1
- b- La gestion générale de l'entreprise.....1
- c- L'économie en général.....1
- d- Le contexte politique.....1
- e- Des entités extérieures.....1
- f- [Aucun de ceux-ci mais: PRECISER]1
- g- [NSP/SR]1

[NEW]

Q12. Do you strongly agree, agree, disagree or strongly disagree with the following opinions?

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

- strongly agree 1
- agree 2
- disagree 3
- strongly disagree 4
- [DK/NA] 5

- a) It is difficult to start one's own business due to a lack of available financial support 1 2 3 4 5
- b) It is difficult to start one's own business due to the complex administrative procedures 1 2 3 4 5
- c) It is difficult to obtain sufficient information on how to start a business 1 2 3 4 5
- d) One should not start a business if there is a risk it might fail 1 2 3 4 5
- e) The current economic climate is not favourable for people who want to start their own business 1 2 3 4 5

[TREND MODIFIED – FLASH 146 Q6]

Q13. When one runs a business, what do you think most determine its success?

[READ OUT – ROTATE Items 1-4 – MAXIMUM TWO ANSWERS]

- a- The director's personality 1
- b- The general management of the business 1
- c- The overall economy 1
- d- The political context 1
- e- Outside entities 1
- f- [None of these but this one: SPECIFY] 1
- g- [DK/NA] 1

[NEW]