

**ZA5439**

**Flash Eurobarometer 283  
(Entrepreneurship in the EU and Beyond)**

**Country Specific Questionnaire  
USA**

# FLASH 283 ENTREPRENEURSHIP

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## D1. Gender

*[DO NOT ASK MARK APPROPRIATE]*

- Male ..... 1
- Female..... 2

## D2. How old are you?

- [][]..... REFUSAL/NO ANSWER
- [years old] ..... 99

## D3. How old were you when you stopped full-time education?

*[WRITE IN THE AGE WHEN EDUCATION WAS TERMINATED]*

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

## D4. As far as your current occupation is concerned, would you say you are self-employed, in paid employment or would you say that you are without a professional activity?

*[READ OUT LEFT ITEMS THEN ASK TO SPECIFY ("THAT IS TO SAY") ONLY ONE ANSWER]*

### - Self-employed

→ i.e. :

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

### In paid employment

→ i.e. :

#### **White-collar**

- professional (employed doctor, lawyer, accountant, architect)..... 21

- general management, director or top management ..... 22
- middle management ..... 23
- middle management ..... 24
- Civil servant ..... 25
- office clerk ..... 26
- other ..... 27

**Blue-collar**

- supervisor / foreman (team manager, etc...) ..... 31
- Skilled manual worker ..... 32
- unskilled manual worker ..... 33
- other ..... 34

**Without a professional activity**

→ i.e. :

- looking after the home ..... 41
- student (full time) ..... 42
- retired ..... 43
- seeking a job ..... 44
- other ..... 45
- Refusal/no answer ..... 99

**D6. Would you say you live in a ...?**

- metropolitan zone ..... 1
- other town/urban centre ..... 2
- rural zone ..... 3
- [Refusal] ..... 9

**D7. Could you tell me the occupation of your father? Is he or was he self-employed, white-collar employee in private sector, blue-collar employee in private sector, civil servant or without a professional activity?**

*[READ OUT – ONLY ONE ANSWER]*

- self-employed ..... 1
- white-collar employee in private sector ..... 2
- blue-collar employee in private sector ..... 3
- civil servant ..... 4
- without a professional activity ..... 5
- Other ..... 6

- [DK/NA] ..... 9

**D8. Could you tell me the occupation of your mother? Is she or was she self-employed, white-collar employee in private sector, blue-collar employee in private sector, civil servant or without a professional activity?**

*[READ OUT – ONLY ONE ANSWER]*

- self-employed ..... 1
- white-collar employee in private sector ..... 2
- blue-collar employee in private sector ..... 3
- civil servant ..... 4
- without a professional activity..... 5
- Other ..... 6
- [DK/NA] ..... 9

**D9. Which of the following phrases describe best your feelings about your household’s income these days:**

*[READ 1 - 4 – ONLY ONE ANSWER]*

- Live comfortably on the present income ..... 1
- Get by on the present income ..... 2
- Find it difficult to manage on the present income ..... 3
- Find it very hard to manage on the present income ..... 4
- DK ..... 5
- Refusal to answer..... 6

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

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

- Strongly agree ..... 1
- Agree ..... 2
- Disagree ..... 3
- Strongly disagree..... 4
- [DK/NA] ..... 9

- a) In general, I am willing to take risks ..... 1 2 3 4 9
- b) Generally, when facing difficult tasks, I am certain that I will accomplish them ..... 1 2 3 4 9
- c) My life is determined by my own actions, not by others or by chance ..... 1 2 3 4 9
- d) If I see something I do not like, I change it ..... 1 2 3 4 9

- e) The possibility of being rejected by others for standing up for my decisions would not stop me 1 2 3 4 9
- f) I am an inventive person who has ideas ..... 1 2 3 4 9
- g) I am optimistic about my future ..... 1 2 3 4 9
- h) I like situations in which I compete with others ..... 1 2 3 4 9
- i) When confronted with difficult tasks I can count on luck and the help of others ..... 1 2 3 4 9

**We are conducting a survey in the 27 countries of the European Union and in some other countries concerning entrepreneurial activity.**

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

*[READ OUT – ONLY ONE ANSWER]*

- Being an employee..... 1
- or being self-employed ..... 2
- [none of these]..... 3
- [DK/NA] ..... 9

***[TO THOSE WHO ANSWERED “EMPLOYEE” IN Q1 (Q1=1)]***

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

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

- Regular, fixed income (versus irregular, variable income)..... 1
- Stability of employment..... 2
- Fixed working hours..... 3
- Protection by social security and/or insurances ..... 4
- Lack of business idea..... 5
- Lack of finances for self-employment..... 6
- Lack of skills for self-employment..... 7
- Severity of decision – difficult to reverse decision/ being tied  
to business ..... 8
- Afraid of Red tape, problems with public authorities ..... 9
- Afraid of legal and social consequences if I fail..... 10
- Other ..... 11
- [DK/NA] ..... 99

***[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 – MULTIPLE ANSWERS POSSIBLE]*

- Personal independence/self-fulfilment/interesting tasks ..... 1

- Realisation of a business opportunity..... 2
- Better income prospects..... 3
- Freedom to choose place and time of working..... 4
- Lack of attractive employment opportunities ..... 5
- Members of family / friends are self-employed..... 6
- Favourable economic climate..... 7
- To avoid uncertainties related to employment ..... 8
- To contribute to society ..... 9
- Other ..... 10
- [DK/NA] ..... 99

**[TO THOSE WHO DID NOT ANSWER “SELF-EMPLOYED” IN D4 I.E. ARE CURRENTLY NOT SELF-EMPLOYED]**

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

*[READ OUT – ONLY ONE ANSWER]*

- Very feasible..... 1
- Quite feasible ..... 2
- Not very feasible ..... 3
- Not feasible at all ..... 4
- [DK/NA] ..... 9

**[TO THOSE WHO ANSWERED “NOT VERY FEASIBLE” OR “NOT FEASIBLE AT ALL” IN Q4]**

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

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

- Lack of business idea/opportunity..... 1
- Lack of finances for self-employment..... 2
- Lack of skills for self-employment..... 3
- Burden of red tape / Administrative difficulties ..... 4
- The risk of failure and its legal and social consequences is too big ..... 5
- It would be difficult to reconcile with my family situation ..... 6
- The current economic climate is not good for a start-up ..... 7
- Other ..... 8
- [DK/NA] ..... 9

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

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

- strongly agree ..... 1
- agree ..... 2
- disagree..... 3
- strongly disagree..... 4
- [DK/NA] ..... 9

- a) My school education helped me to develop my sense of initiative – a sort of entrepreneurial attitude..... 1 2 3 4 9
- b) My school education helped me to better understand the role of entrepreneurs in society 1 2 3 4 9
- c) My school education made me interested to become an entrepreneur..... 1 2 3 4 9
- d) My school education gave me skills and know how that enable me to run a business ..... 1 2 3 4 9

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

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

- Strongly agree ..... 1
- agree ..... 2
- disagree..... 3
- Strongly disagree..... 4
- [DK/NA] ..... 9

- a) Entrepreneurs create new products and services and benefit us all ..... 1 2 3 4 9
- b) Entrepreneurs think only about their own wallet..... 1 2 3 4 9
- c) Entrepreneurs are job creators..... 1 2 3 4 9
- d) Entrepreneurs exploit other people’s work ..... 1 2 3 4 9

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

[READ OUT – ONLY ONE ANSWER]

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

**IF Q8 = 2, I.E. FOR PEOPLE WHO NEVER STARTED A BUSINESS**

**Q9. How would you describe your situation:**

- It never came to your mind to start up a business ..... 1
- You are thinking about starting up a business ..... 2
- You thought of it or you had already taken steps to start a  
business but gave up..... 3
- [DK/NA] ..... 9

**IF Q8 = 1, I.E. PEOPLE WHO HAVE STARTED A BUSINESS OR DOING IT NOW**

**Q10. How would you describe your situation:**

- You are currently taking steps to start a new business ..... 1
- You have started or taken over a business in the last three  
years which is still active today ..... 2
- You started or took over a business more than three years ago  
and it's still active..... 3
- Once started a business, but currently you are no longer an  
entrepreneur since business has failed.....4
- Once started a business, but currently you are no longer an  
entrepreneur since business was sold, transferred or closed ..... 5
- [DK/NA] ..... 9

**TO THOSE WHO ANSWERED Q8 = 1 OR Q9 =3, I.E. PEOPLE WHO ARE TAKING STEPS TO START, ARE RUNNING A BUSINESS, HAD  
ONE IN THE PAST OR HAD TAKEN STEPS TO START BUT GAVE UP**

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

*[READ OUT – ROTATE – ONE ANSWER PER LINE]*

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

- a) Dissatisfaction with regard to your previous situation..... 1 2 3 4 9
- b) An appropriate business idea ..... 1 2 3 4 9
- c) Contact with an appropriate business partner ..... 1 2 3 4 9
- d) Receiving the necessary financial means ..... 1 2 3 4 9
- e) A role model ..... 1 2 3 4 9
- f) Addressing an unmet social or ecological need ..... 1 2 3 4 9



**TO THOSE WHO ANSWERED Q8 = 1, I.E. PEOPLE WHO AT SOME TIME STARTED A BUSINESS OR ARE TAKING STEPS TO DO SO**

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

*[READ OUT – ONLY ONE ANSWER]*

- You started it because you came across an opportunity ..... 1
- You started it because it was a necessity ..... 2
- [Both] ..... 3
- [DK/NA] ..... 9

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

*[READ OUT – ONLY ONE ANSWER]*

- Set up a new one ..... 1
- Take over an existing business ..... 2
- [None of these, not interested] ..... 3
- [DK/NA] ..... 9

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

*[READ OUT – ROTATE – MAXIMUM TWO ANSWERS]*

- The uncertainty of your income ..... 1
- Job insecurity ..... 2
- The risk of losing your property ..... 3
- The need to devote too much energy or time to it ..... 4
- The possibility of suffering a personal failure ..... 5
- The possibility of going bankrupt ..... 6
- [DK/NA] ..... 9

a) First mention ..... 1 2 3 4 5 6 9

b) Second mention ..... 1 2 3 4 5 6 9

**Q15. What is your opinion about the following groups of persons? Is it ...**

*[READ OUT – ONE ANSWER ONLY]*

- Rather favourable ..... 1
- Neutral ..... 2

- Rather unfavourable ..... 3
- [DK/NA] ..... 9
  
- a) Entrepreneurs (Self-employed, business owners)..... 1 2 3 9
- b) Civil servants..... 1 2 3 9
- c) Top-Managers in large production companies..... 1 2 3 9
- d) Managers in a bank or a similar institutions..... 1 2 3 9
- e) Politicians..... 1 2 3 9
- f) Liberal professions (Architects, Lawyers, Artist etc.) ..... 1 2 3 9

**Q16. Please imagine, that you suddenly inherited 100,000 GBP. What would you do with the money?**

*[READ OUT – ROTATE – ONE ANSWER ONLY]*

- Start a business (alone or with a partner)..... 1
- Buy a house (or repay my mortgage)..... 2
- Save the money (saving account, shares etc.) ..... 3
- Spend it on things I always wanted to buy (voyages, car, luxury items)  
 ..... 4
- Work less / stop working ..... 5
- [DK/NA] ..... 9

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

*[READ OUT – ROTATE – ONE ANSWER ONLY]*

- Try to expand the business quickly OR ..... 1
- Grow slowly if at all..... 2
- [DK/NA] ..... 9

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

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

- strongly agree ..... 1
- agree ..... 2
- disagree..... 3
- strongly disagree..... 4
- [DK/NA] ..... 9

- a) It is difficult to start one's own business due to a lack of available financial support..... 1 2 3 4 9
- b) It is difficult to start one's own business due to the complex administrative procedures..... 1 2 3 4 9
- c) It is difficult to obtain sufficient information on how to start a business..... 1 2 3 4 9
- d) One should not start a business if there is a risk it might fail..... 1 2 3 4 9
- e) People who have started their own business and have failed should be given a second chance1 2 3 4 9