

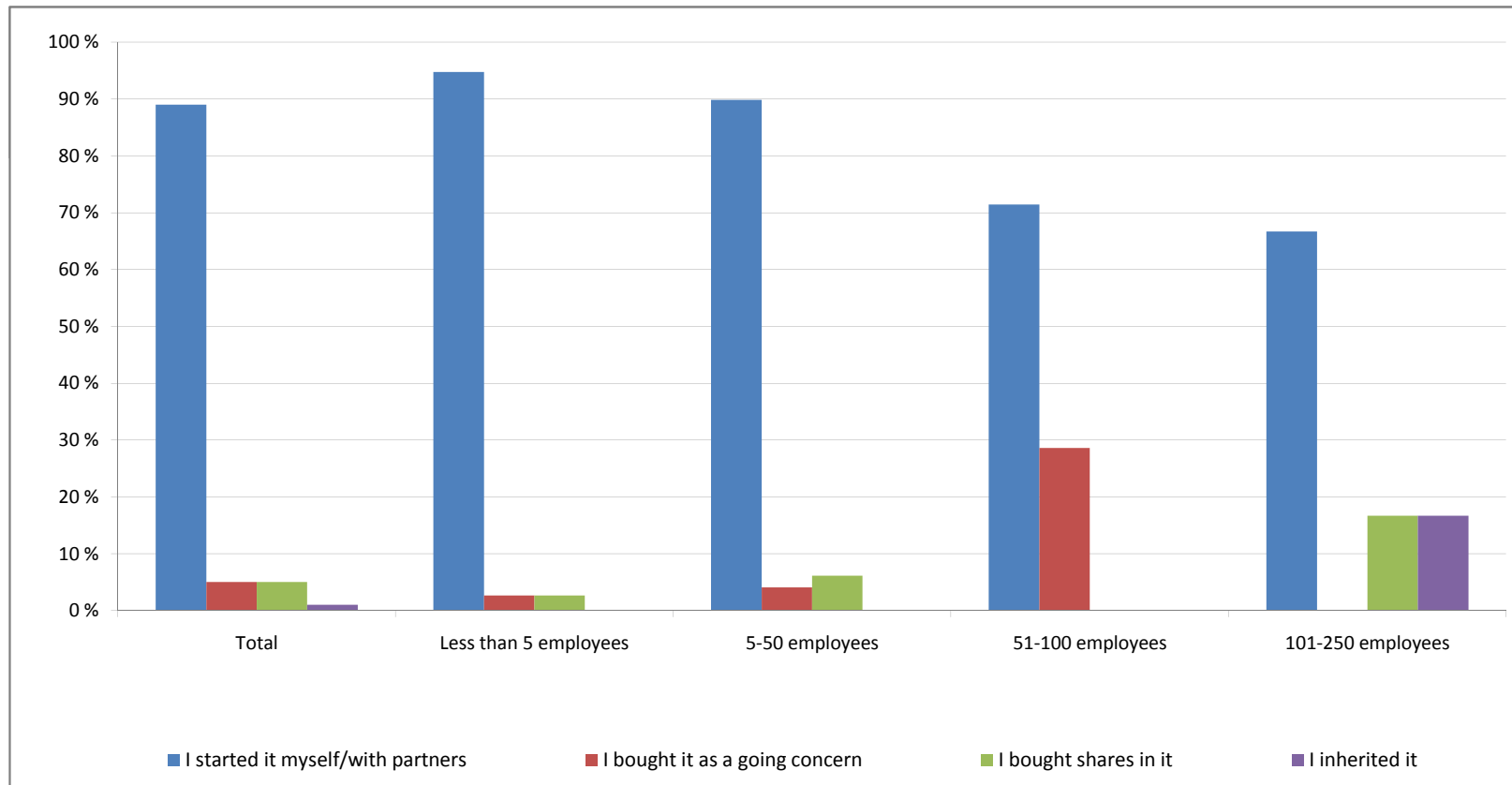
Vanson Bourne

Entrepreneurs survey

- 1 [How did you become to own this business?](#)
- 2 [Do you think that your family and social background had an influence on you becoming an entrepreneur?](#)
- 3 [Are any of your direct family members entrepreneurs?](#)
- 4 [How many of your family members are entrepreneurs?](#)
- 5 [Thinking about your circle of friends, which one of the following statements is most accurate?](#)
- 6 [Did friends or family encourage you to start your own business?](#)
- 7 [At what age did you start your own business?](#)
- 8 [Thinking back to your childhood, did you have ambitions to start your own business?](#)
[Do you feel that there are particular traits to your character - i.e. persistence and determination to succeed - that are quite different from your non-entrepreneur friends and colleagues and which you feel have assisted you as an entrepreneur?](#)
- 9 [Do you think you were born with those character traits \(ie you demonstrated them early in life\), or developed/learned them through life experience?](#)
- 10 [What inspired you to start your own business?](#)
- 11 [What inspired you to start your own business?](#)
- 12 [What inspired you to start your own business?](#)
- 13 [What inspired you to start your own business?](#)
- 14 [What inspired you to start your own business?](#)
- 15 [Did you receive financial backing from your family to help start your business?](#)
- 16 [How many jobs did you have before you went into business?](#)
- 17 [How many years were you in full-time paid employment before becoming an entrepreneur?](#)
- 18 [Did a career change or other significant event such as being made redundant influence your decision to start your own business?](#)
- 19 [Did you study business or management during your full time education?](#)
- 20 [Do you have any specific business qualifications?](#)
- 21 [At what age did you leave full time education?](#)
- 22 [Did you leave school with any qualifications?](#)
- 23 [Which of these qualifications do you have?](#)
- 24 [Was there a particular entrepreneurial individual who inspired you in your early life?](#)
- 25 [Which national entrepreneurial individual inspired you?](#)
[Educators believe that entrepreneurs can be made. Entrepreneurs often talk in ways that suggest that they were born to create business.](#)
- 26 [Do you think you were born an entrepreneur or made into one?](#)

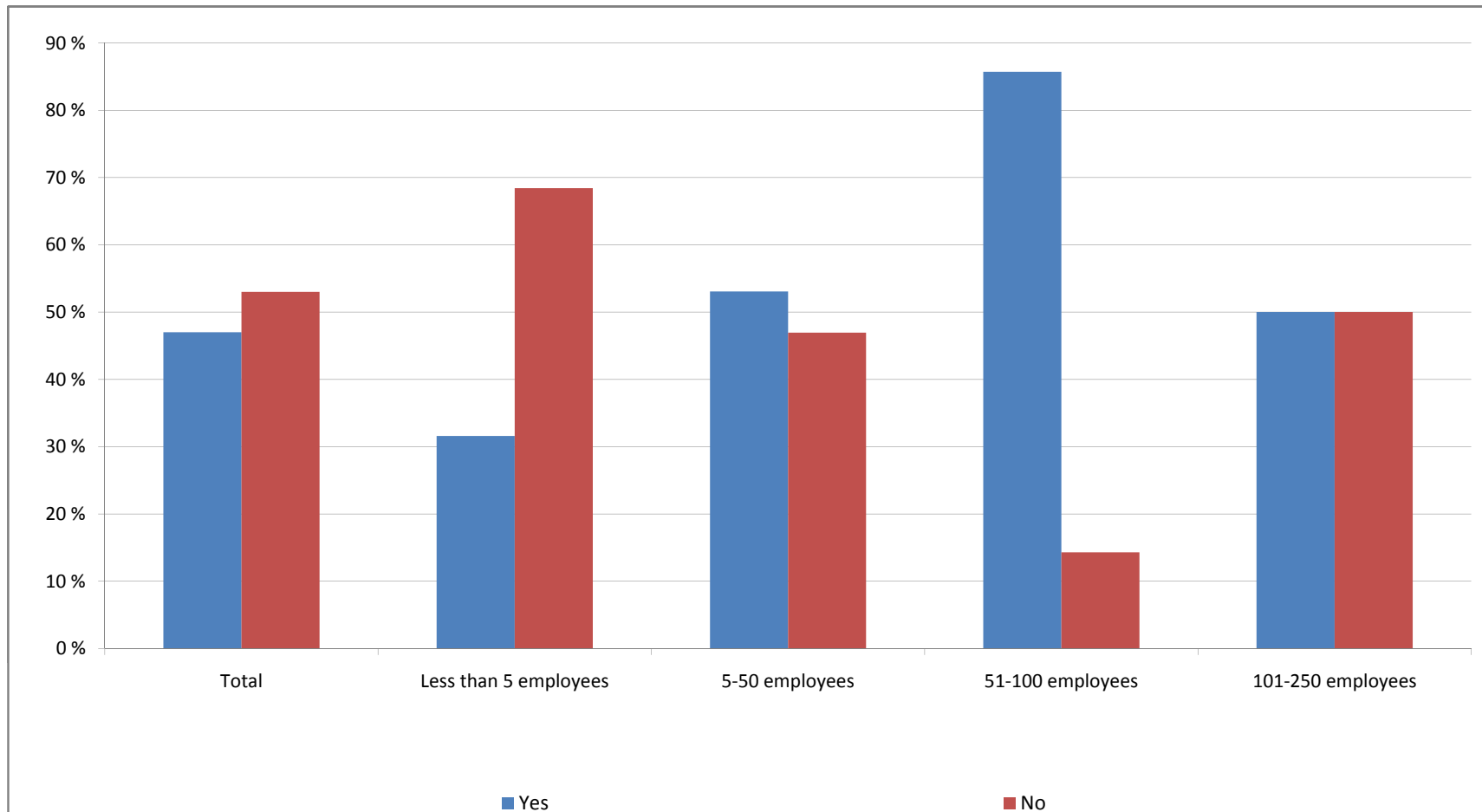
How did you become to own this business?

	Total	Less than 5 employees	5-50 employees	51-100 employees	101-250 employees
I started it myself/with partners	89 %	95 %	90 %	71 %	67 %
I bought it as a going concern	5 %	3 %	4 %	29 %	0 %
I bought shares in it	5 %	3 %	6 %	0 %	17 %
I inherited it	1 %	0 %	0 %	0 %	17 %
Base	100	38	49	7	6



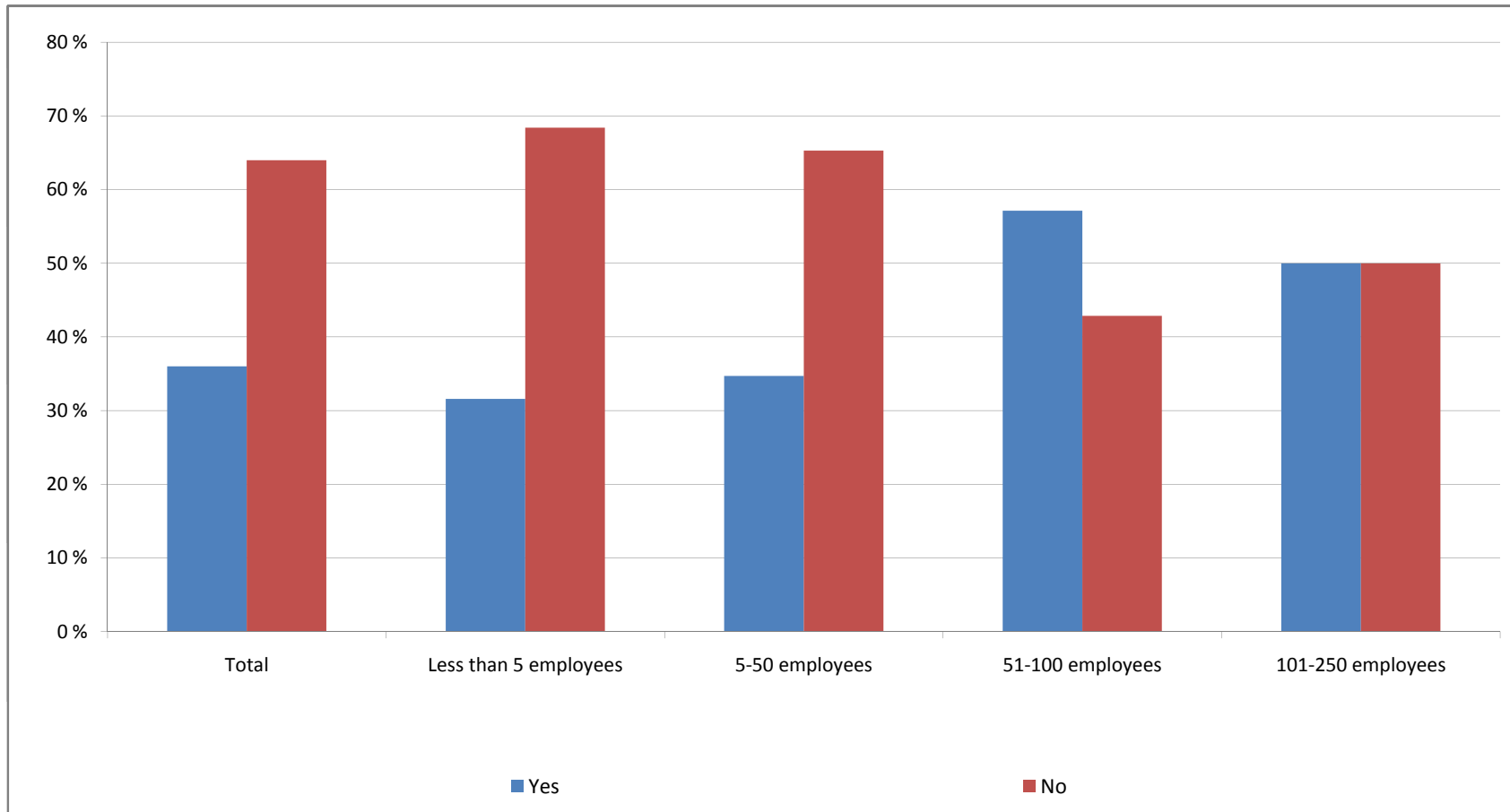
Do you think that your family and social background had an influence on you becoming an entrepreneur?

	Total	Less than 5 employees	5-50 employees	51-100 employees	101-250 employees
Yes	47 %	32 %	53 %	86 %	50 %
No	53 %	68 %	47 %	14 %	50 %



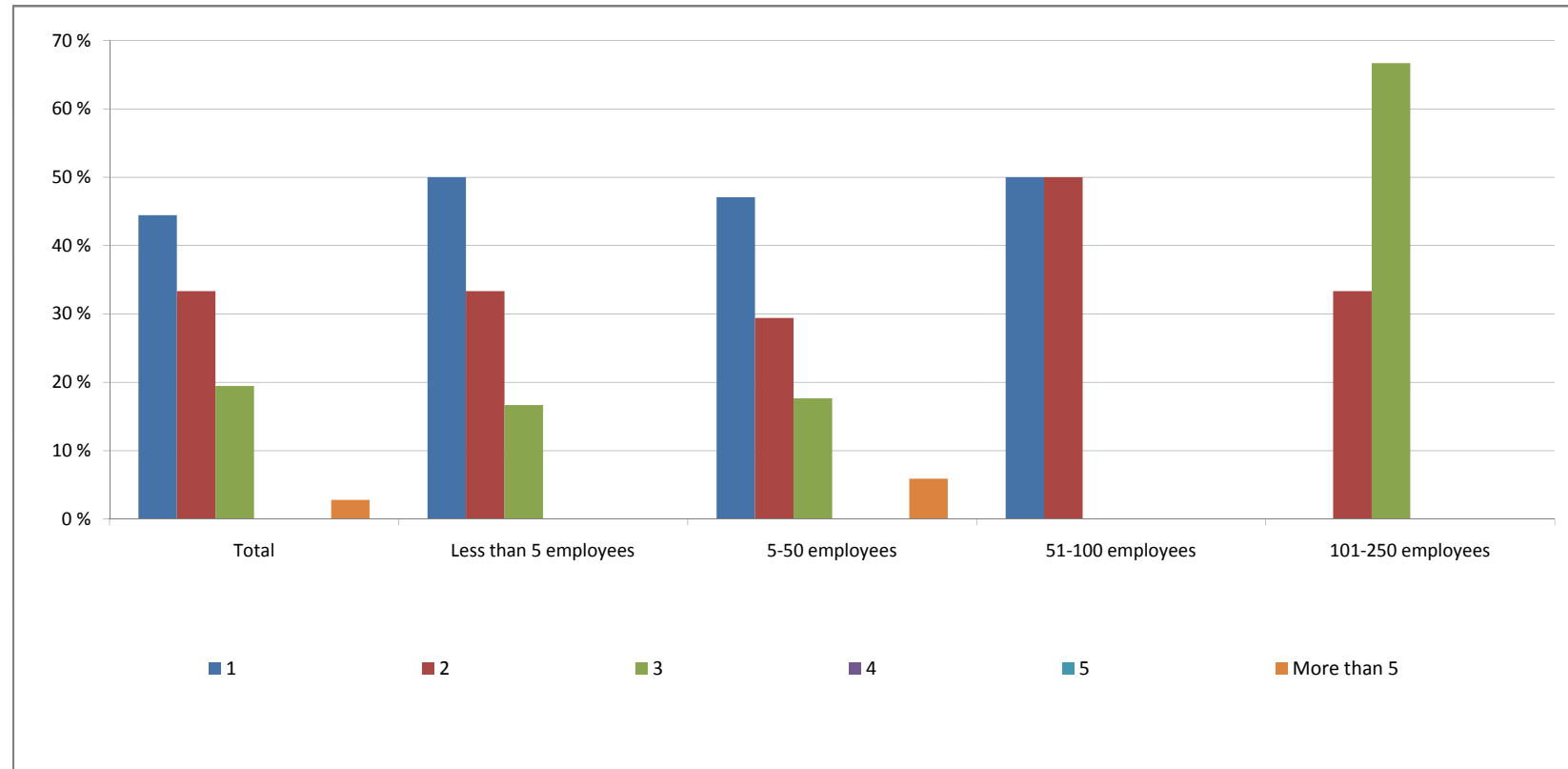
Are any of your direct family members entrepreneurs?

	Total	Less than 5 employees	5-50 employees	51-100 employees	101-250 employees
Yes	36 %	32 %	35 %	57 %	50 %
No	64 %	68 %	65 %	43 %	50 %



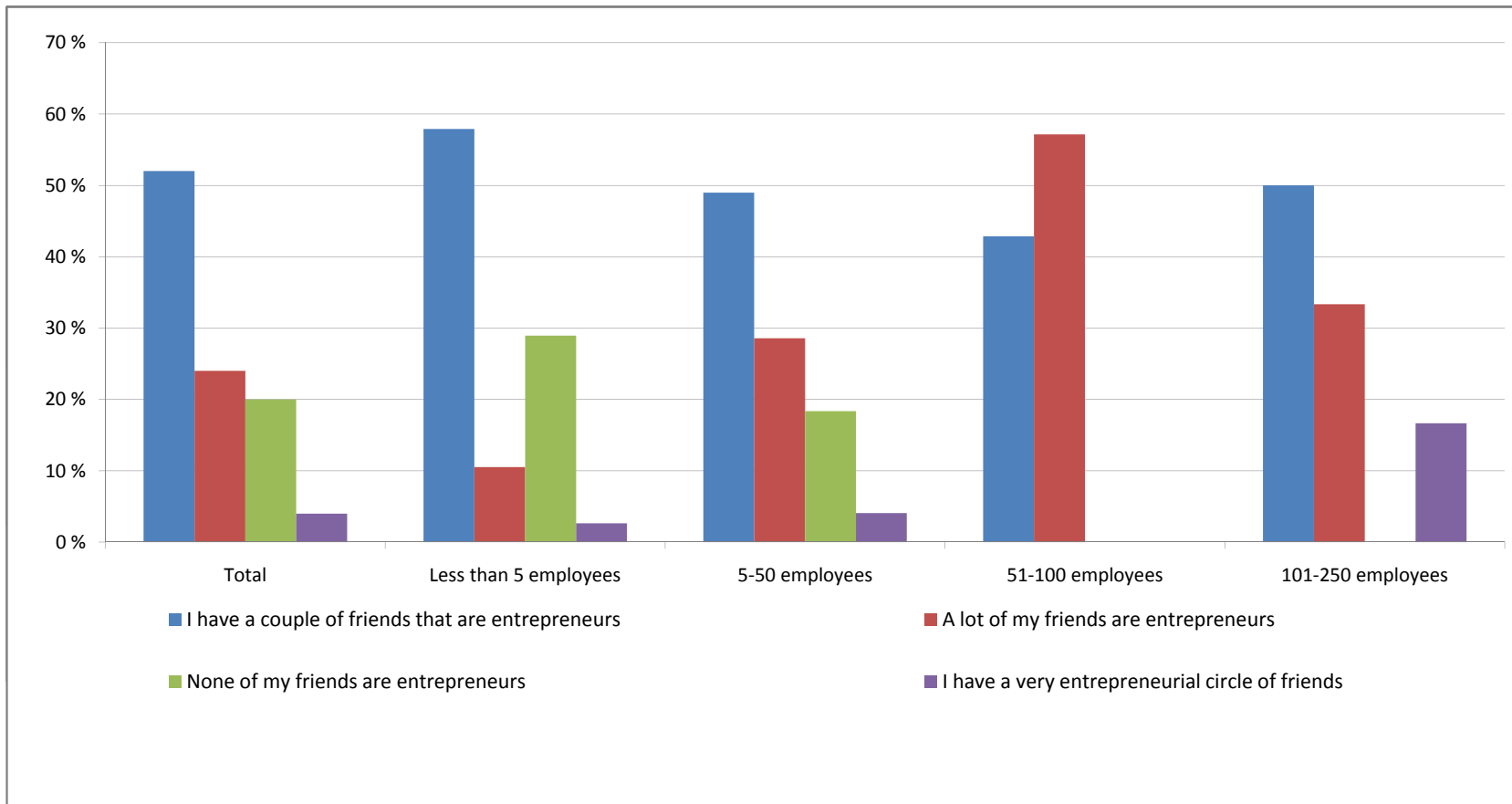
How many of your family members are entrepreneurs?

If answered 'yes' to other family members being entrepreneurs	Total	Less than 5 employees	5-50 employees	51-100 employees	101-250 employees
1	44 %	50 %	47 %	50 %	0 %
2	33 %	33 %	29 %	50 %	33 %
3	19 %	17 %	18 %	0 %	67 %
4	0 %	0 %	0 %	0 %	0 %
5	0 %	0 %	0 %	0 %	0 %
More than 5	3 %	0 %	6 %	0 %	0 %
AVG	2	2	2	2	3
Base	36	12	17	4	3



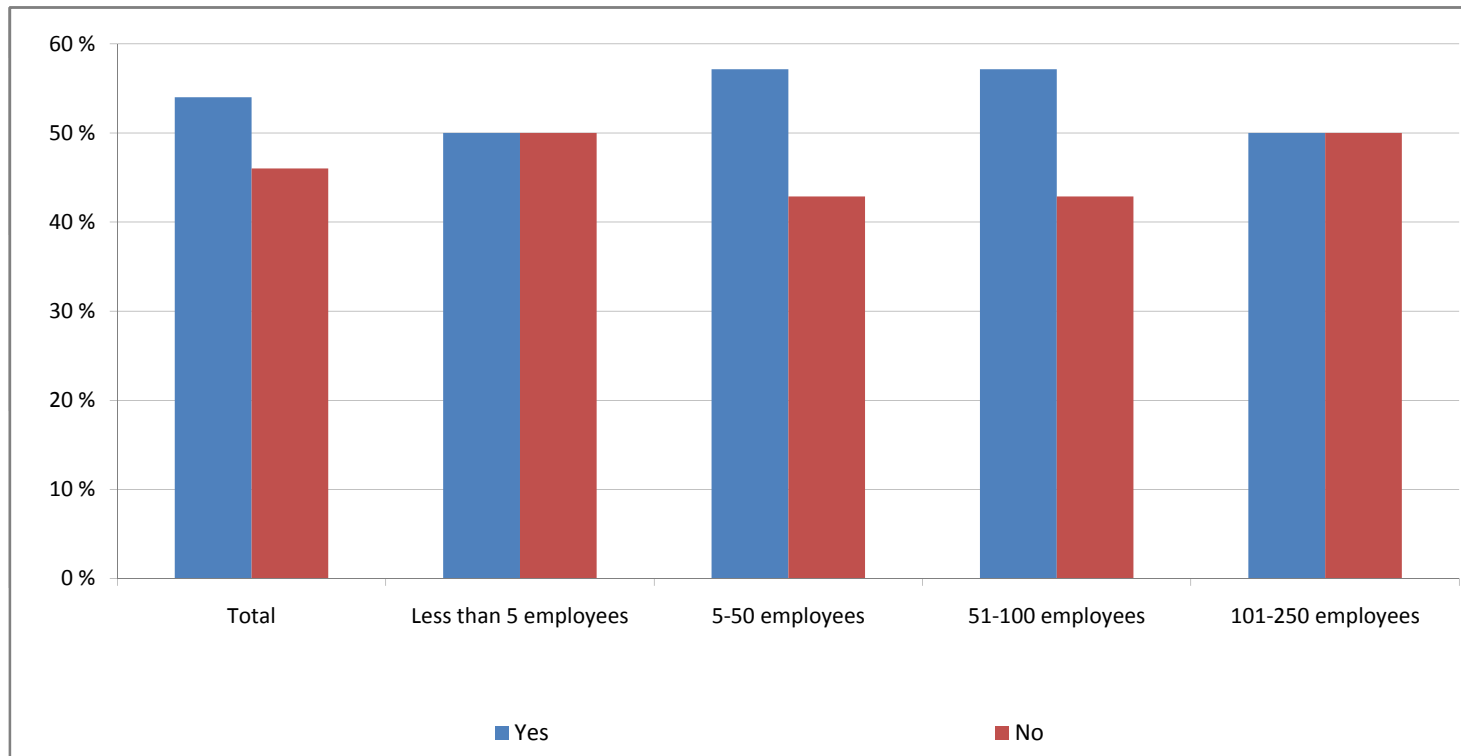
Thinking about your circle of friends, which one of the following statements is most accurate?

	Total	Less than 5 employees	5-50 employees	51-100 employees	101-250 employees
I have a couple of friends that are entrepreneurs	52 %	58 %	49 %	43 %	50 %
A lot of my friends are entrepreneurs	24 %	11 %	29 %	57 %	33 %
None of my friends are entrepreneurs	20 %	29 %	18 %	0 %	0 %
I have a very entrepreneurial circle of friends	4 %	3 %	4 %	0 %	17 %



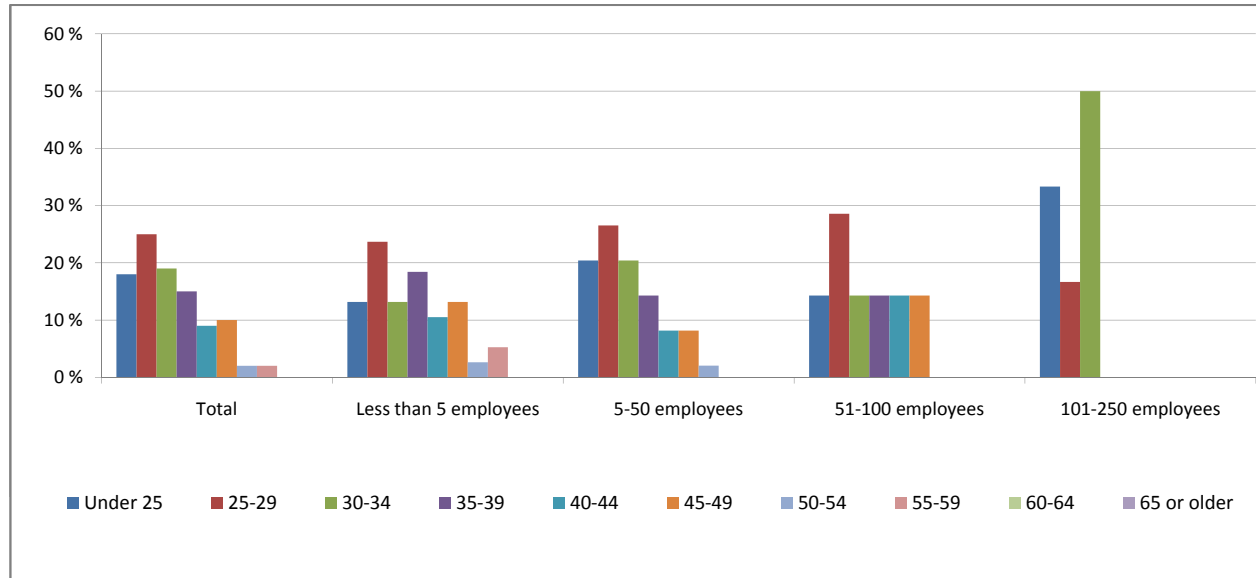
Did friends or family encourage you to start your own business?

	Total	Less than 5 employees	5-50 employees	51-100 employees	101-250 employees
Yes	54 %	50 %	57 %	57 %	50 %
No	46 %	50 %	43 %	43 %	50 %



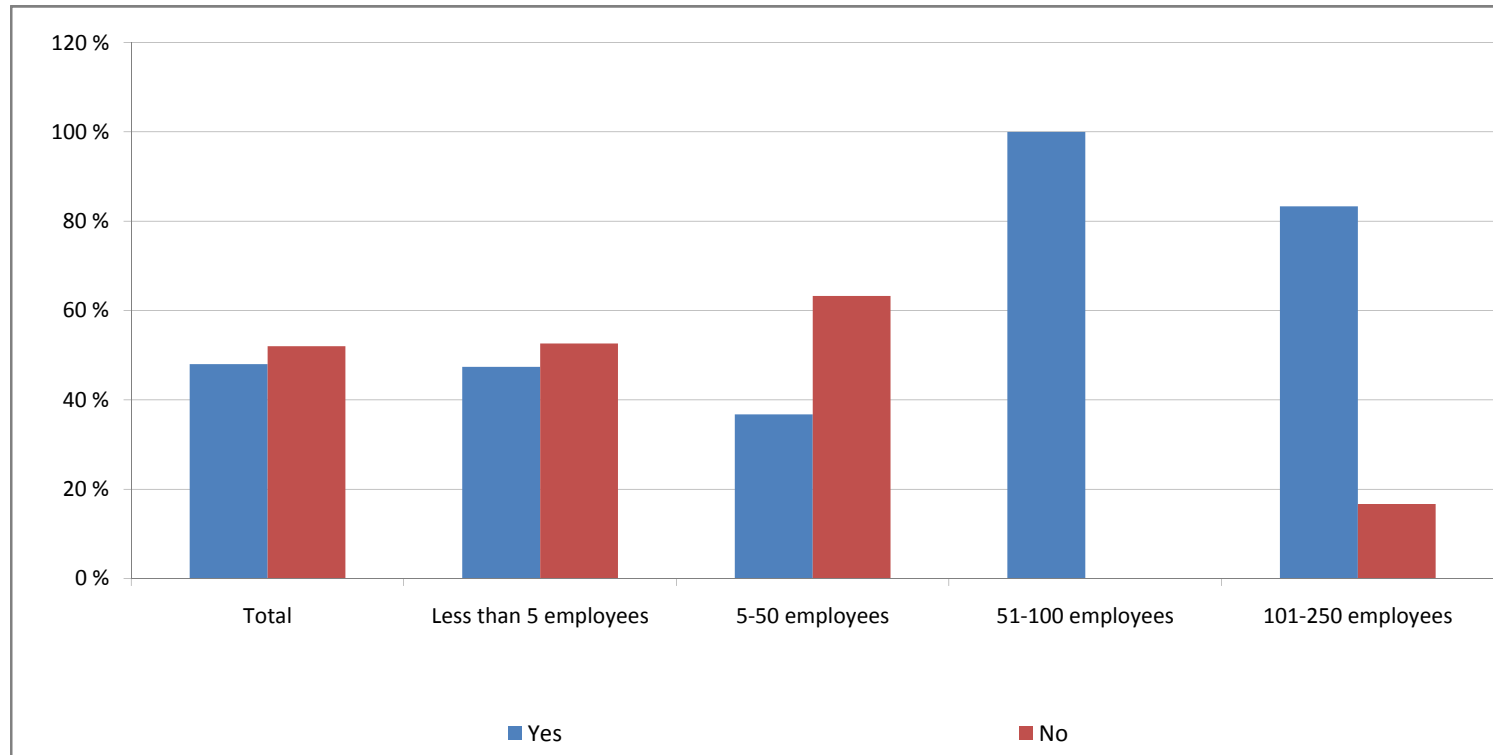
At what age did you start your own business?

	Total	Less than 5 employees	5-50 employees	51-100 employees	101-250 employees
Under 25	18 %	13 %	20 %	14 %	33 %
25-29	25 %	24 %	27 %	29 %	17 %
30-34	19 %	13 %	20 %	14 %	50 %
35-39	15 %	18 %	14 %	14 %	0 %
40-44	9 %	11 %	8 %	14 %	0 %
45-49	10 %	13 %	8 %	14 %	0 %
50-54	2 %	3 %	2 %	0 %	0 %
55-59	2 %	5 %	0 %	0 %	0 %
60-64	0 %	0 %	0 %	0 %	0 %
65 or older	0 %	0 %	0 %	0 %	0 %
AVG	33	35	31	33	27



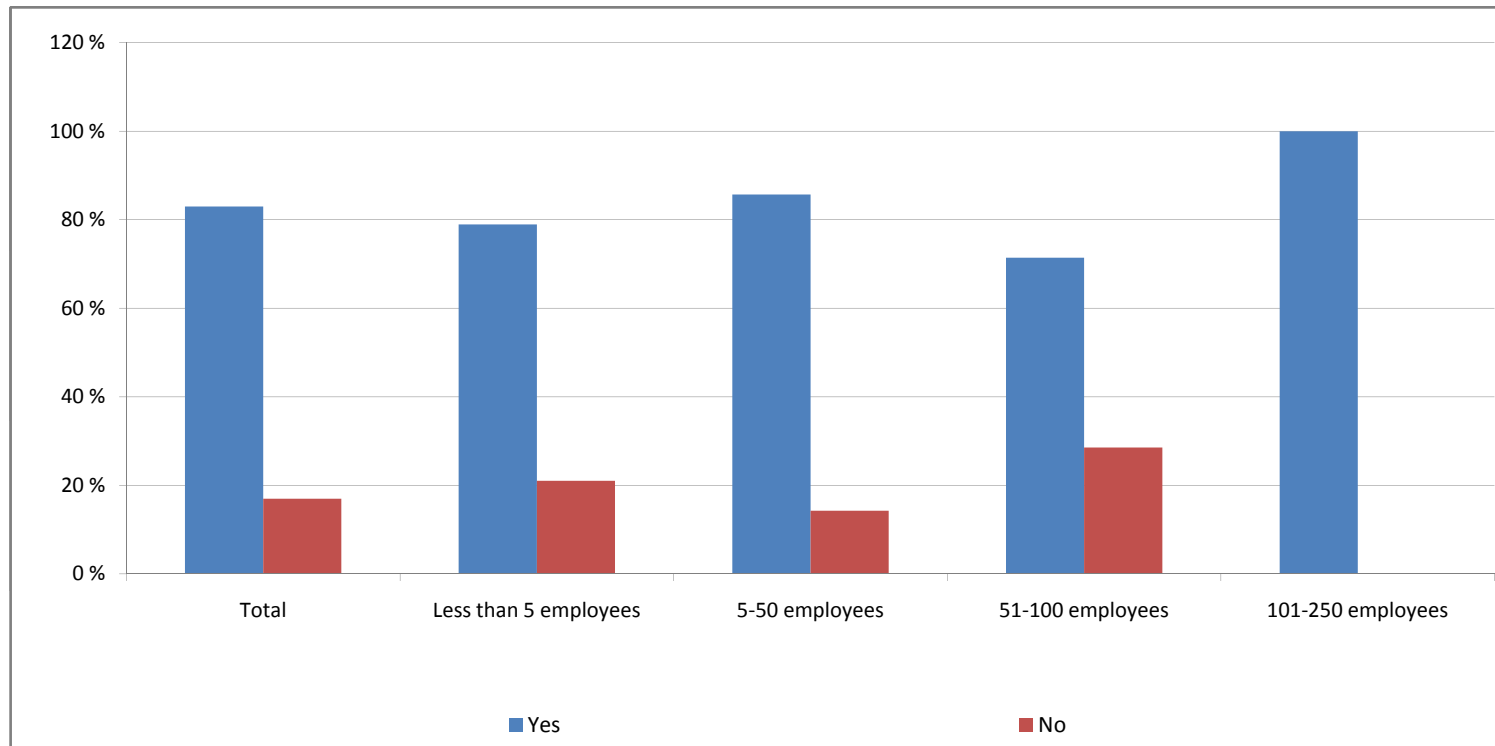
Thinking back to your childhood, did you have ambitions to start your own business?

	Total	Less than 5 employees	5-50 employees	51-100 employees	101-250 employees
Yes	48 %	47 %	37 %	100 %	83 %
No	52 %	53 %	63 %	0 %	17 %



Do you feel that there are particular traits to your character - i.e. persistence and determination to succeed - that are quite different from your non-entrepreneur friends and colleagues and which you feel have assisted you as an entrepreneur?

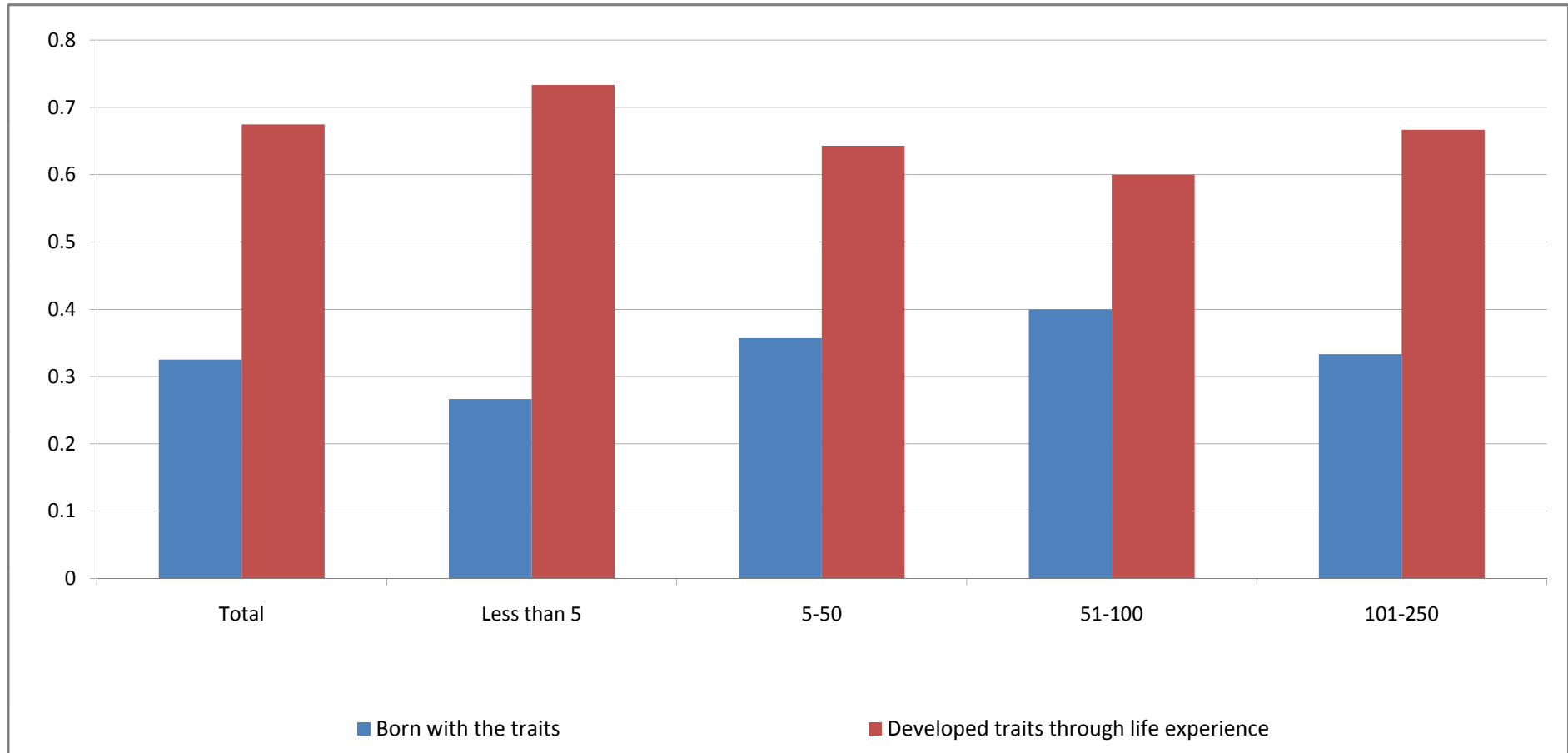
	Total	Less than 5 employees	5-50 employees	51-100 employees	101-250 employees
Yes	83 %	79 %	86 %	71 %	100 %
No	17 %	21 %	14 %	29 %	0 %



[<< Back](#)

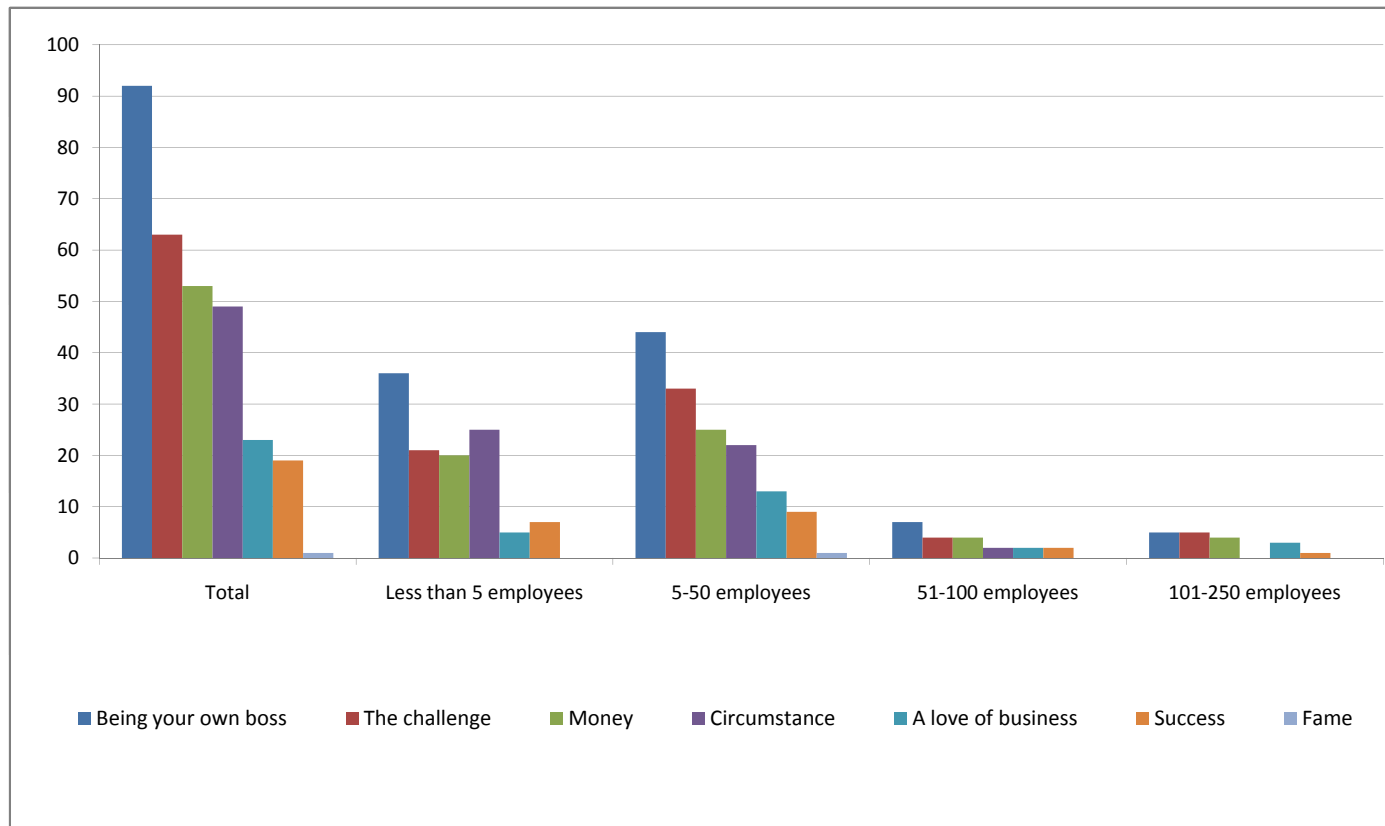
Do you think you were born with those character traits (ie you demonstrated them early in life), or developed/learned them through life experience?

	Total	Less than 5 employees	5-50 employees	51-100 employees	101-250 employees
Born with the traits	33 %	27 %	36 %	40 %	33 %
Developed traits through life experience	67 %	73 %	64 %	60 %	67 %



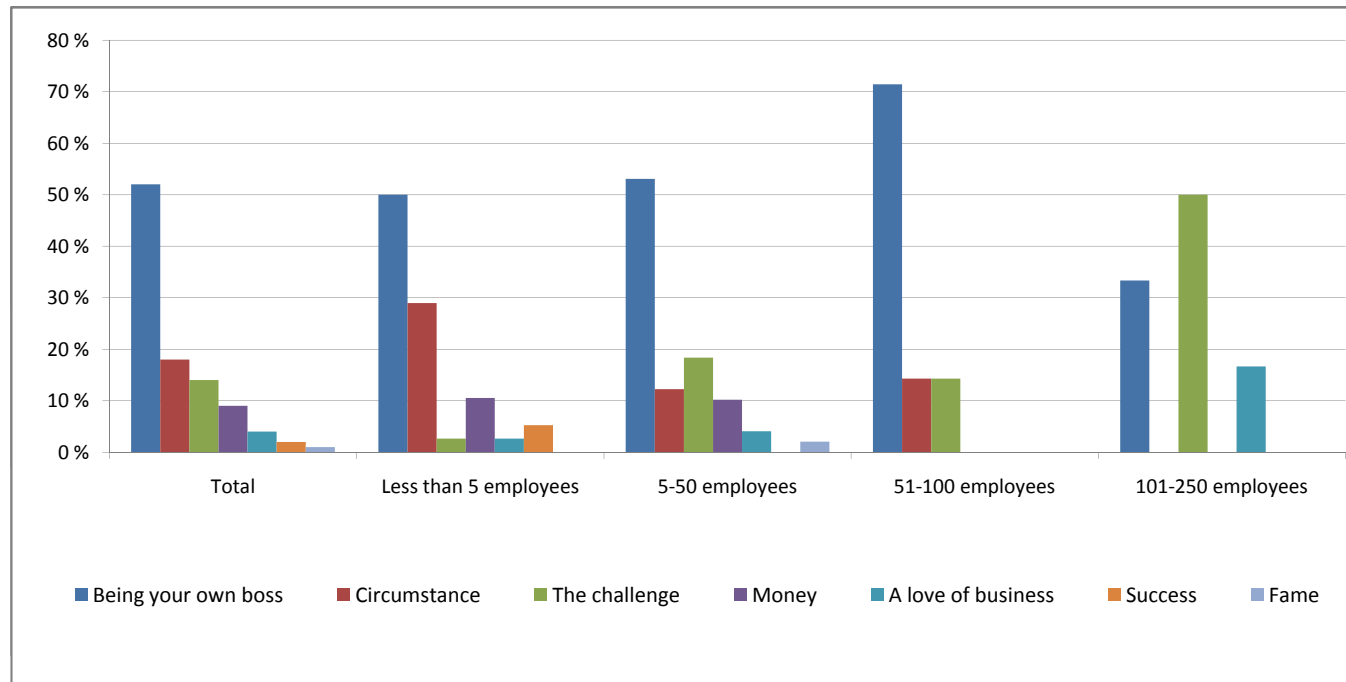
What inspired you to start your own business? TOTAL VOTES CAST FOR EACH

	Total	Less than 5 employees	5-50 employees	51-100 employees	101-250 employees
Being your own boss	92	36	44	7	5
The challenge	63	21	33	4	5
Money	53	20	25	4	4
Circumstance	49	25	22	2	0
A love of business	23	5	13	2	3
Success	19	7	9	2	1
Fame	1	0	1	0	0



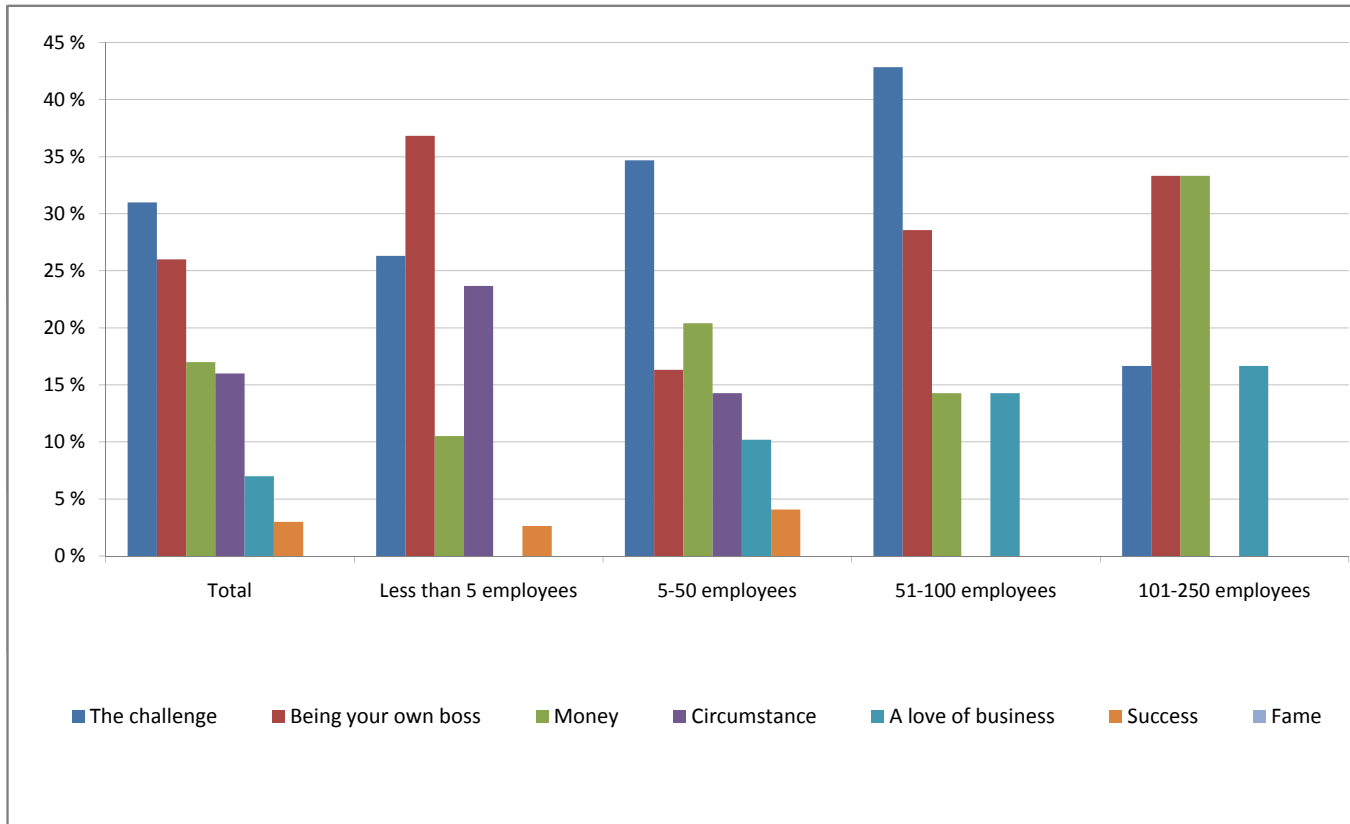
What inspired you to start your own business? Answer 1 (most important)

	Total	Less than 5 employees	5-50 employees	51-100 employees	101-250 employees
Being your own boss	52 %	50 %	53 %	71 %	33 %
Circumstance	18 %	29 %	12 %	14 %	0 %
The challenge	14 %	3 %	18 %	14 %	50 %
Money	9 %	11 %	10 %	0 %	0 %
A love of business	4 %	3 %	4 %	0 %	17 %
Success	2 %	5 %	0 %	0 %	0 %
Fame	1 %	0 %	2 %	0 %	0 %



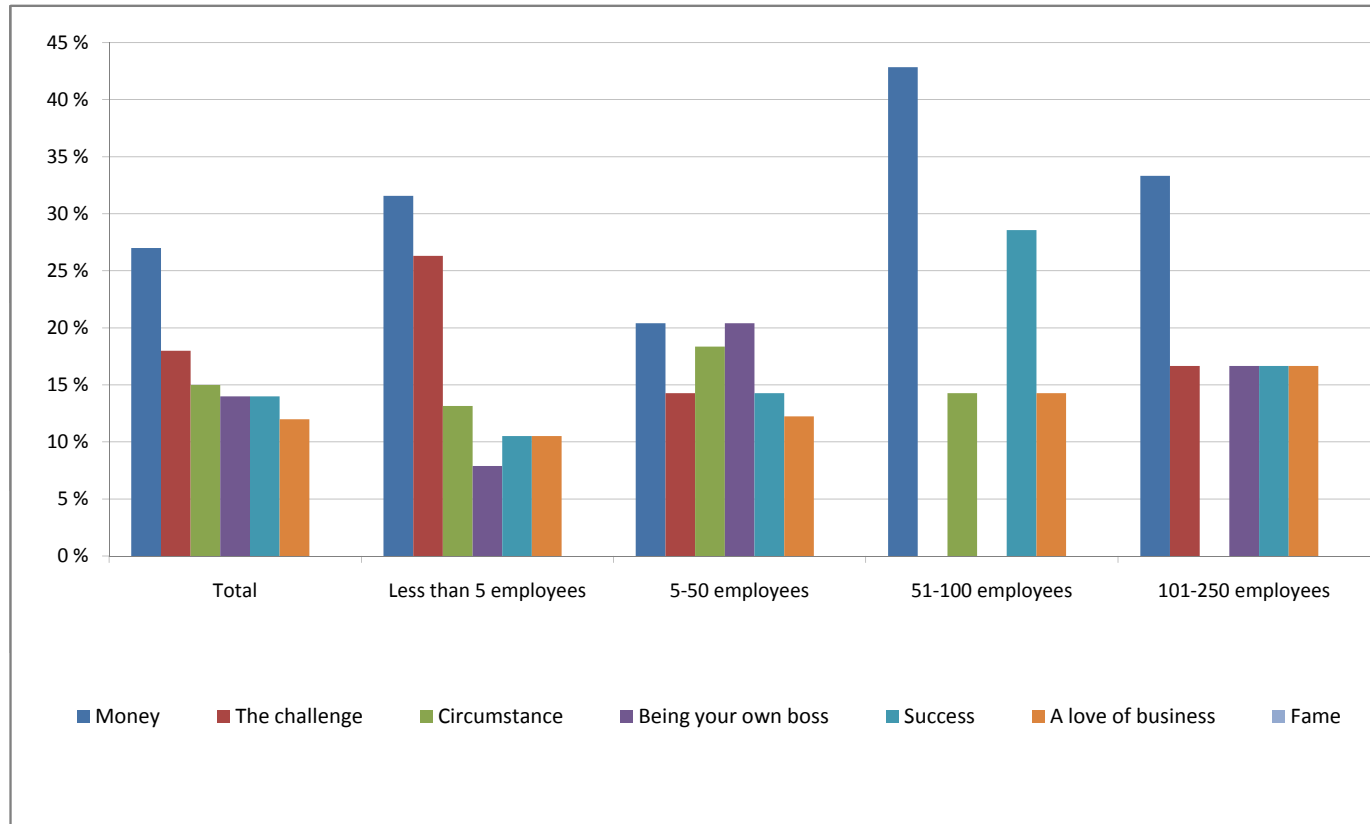
What inspired you to start your own business? Answer 2

	Total	Less than 5 employees	5-50 employees	51-100 employees	101-250 employees
The challenge	31 %	26 %	35 %	43 %	17 %
Being your own boss	26 %	37 %	16 %	29 %	33 %
Money	17 %	11 %	20 %	14 %	33 %
Circumstance	16 %	24 %	14 %	0 %	0 %
A love of business	7 %	0 %	10 %	14 %	17 %
Success	3 %	3 %	4 %	0 %	0 %
Fame	0 %	0 %	0 %	0 %	0 %



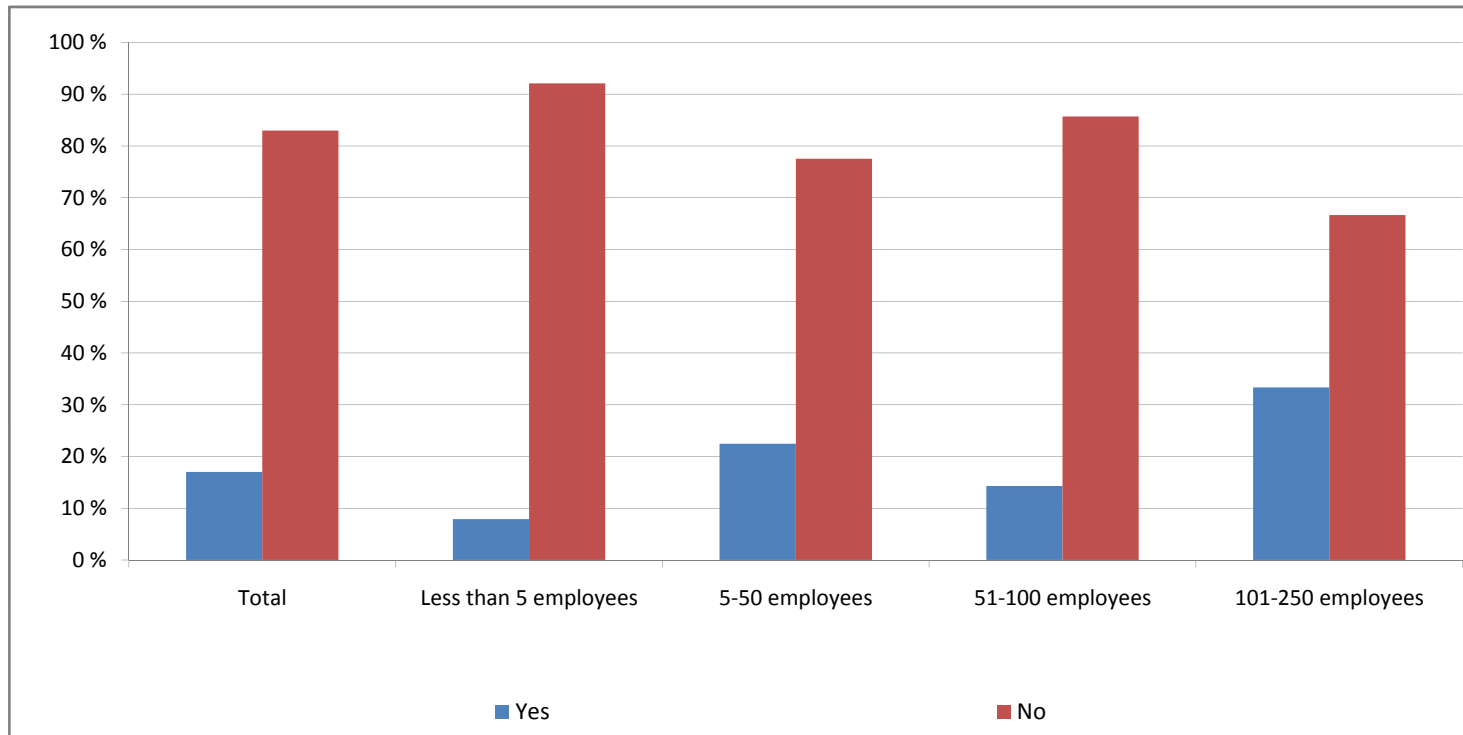
What inspired you to start your own business? Answer 3

	Total	Less than 5 employees	5-50 employees	51-100 employees	101-250 employees
Money	27 %	32 %	20 %	43 %	33 %
The challenge	18 %	26 %	14 %	0 %	17 %
Circumstance	15 %	13 %	18 %	14 %	0 %
Being your own boss	14 %	8 %	20 %	0 %	17 %
Success	14 %	11 %	14 %	29 %	17 %
A love of business	12 %	11 %	12 %	14 %	17 %
Fame	0 %	0 %	0 %	0 %	0 %



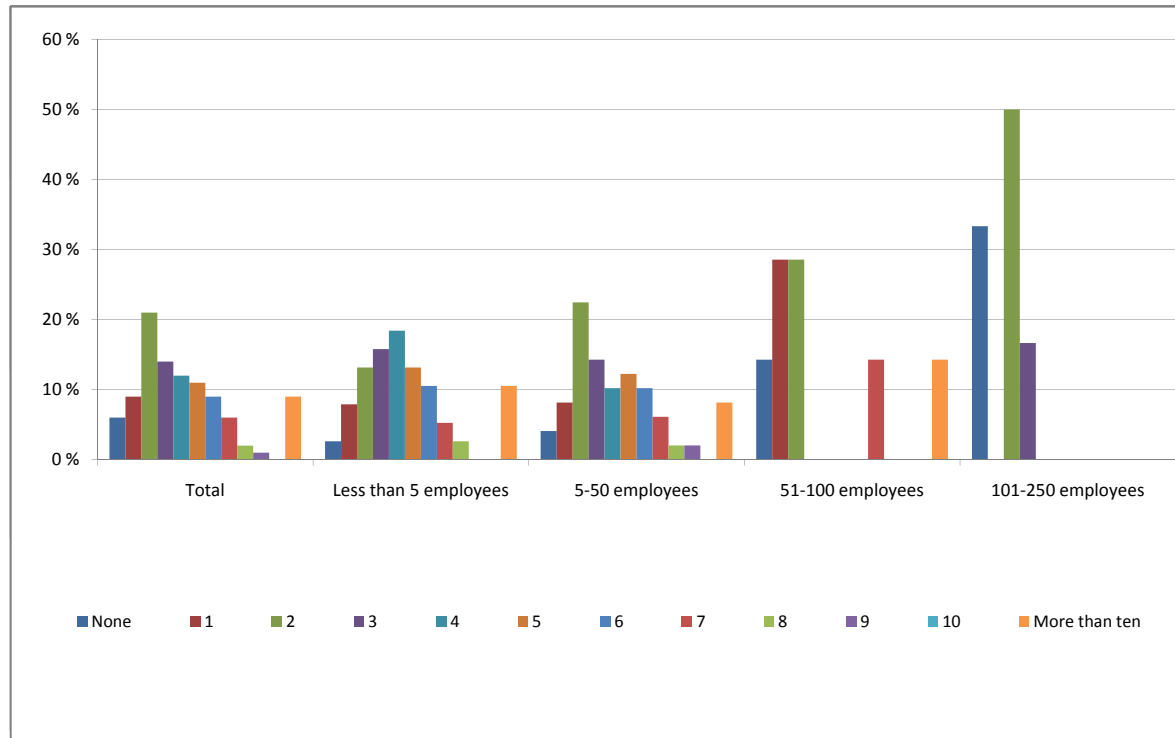
Did you receive financial backing from your family to help start your business?

	Total	Less than 5 employees	5-50 employees	51-100 employees	101-250 employees
Yes	17 %	8 %	22 %	14 %	33 %
No	83 %	92 %	78 %	86 %	67 %



How many jobs did you have before you went into business?

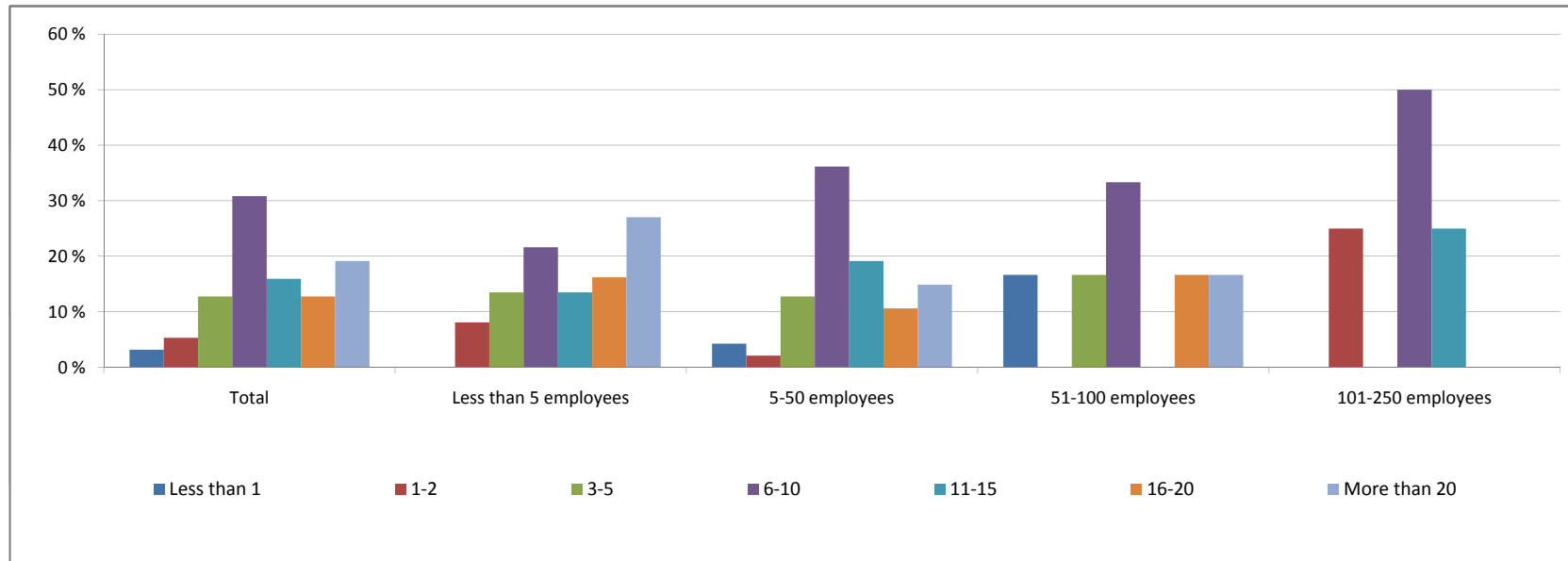
	Total	Less than 5 employees	5-50 employees	51-100 employees	101-250 employees
None	6 %	3 %	4 %	14 %	33 %
1	9 %	8 %	8 %	29 %	0 %
2	21 %	13 %	22 %	29 %	50 %
3	14 %	16 %	14 %	0 %	17 %
4	12 %	18 %	10 %	0 %	0 %
5	11 %	13 %	12 %	0 %	0 %
6	9 %	11 %	10 %	0 %	0 %
7	6 %	5 %	6 %	14 %	0 %
8	2 %	3 %	2 %	0 %	0 %
9	1 %	0 %	2 %	0 %	0 %
10	0 %	0 %	0 %	0 %	0 %
More than ten	9 %	11 %	8 %	14 %	0 %
AVG	4	5	4	4	2



How many years were you in full-time paid employment before becoming an entrepreneur?

If answered 1 or more to having previous jobs before starting own business

	Total	Less than 5 employees	5-50 employees	51-100 employees	101-250 employees
Less than 1	3 %	0 %	4 %	17 %	0 %
1-2	5 %	8 %	2 %	0 %	25 %
3-5	13 %	14 %	13 %	17 %	0 %
6-10	31 %	22 %	36 %	33 %	50 %
11-15	16 %	14 %	19 %	0 %	25 %
16-20	13 %	16 %	11 %	17 %	0 %
More than 20	19 %	27 %	15 %	17 %	0 %
AVG	12	13	11	10	8
Base	94	37	47	6	4

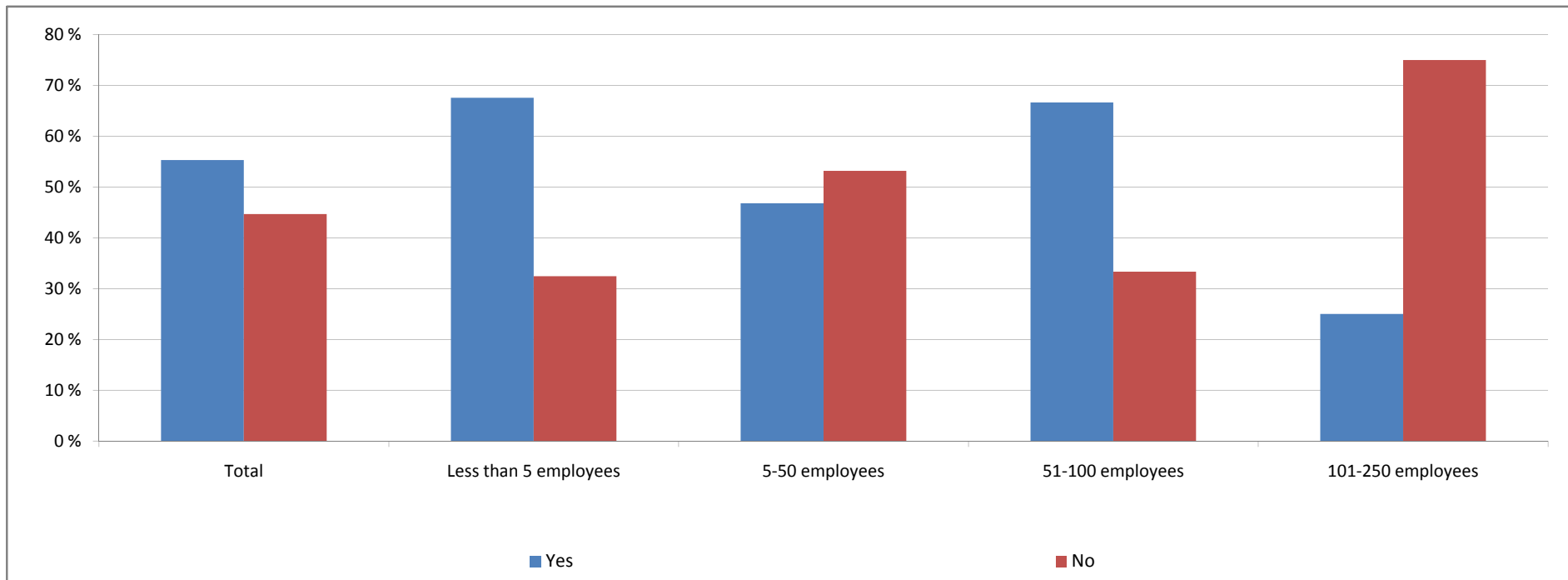


Did a career change or other significant event such as being made redundant influence your decision to start your own business?

If answered 1 or more to having previous jobs before starting own business

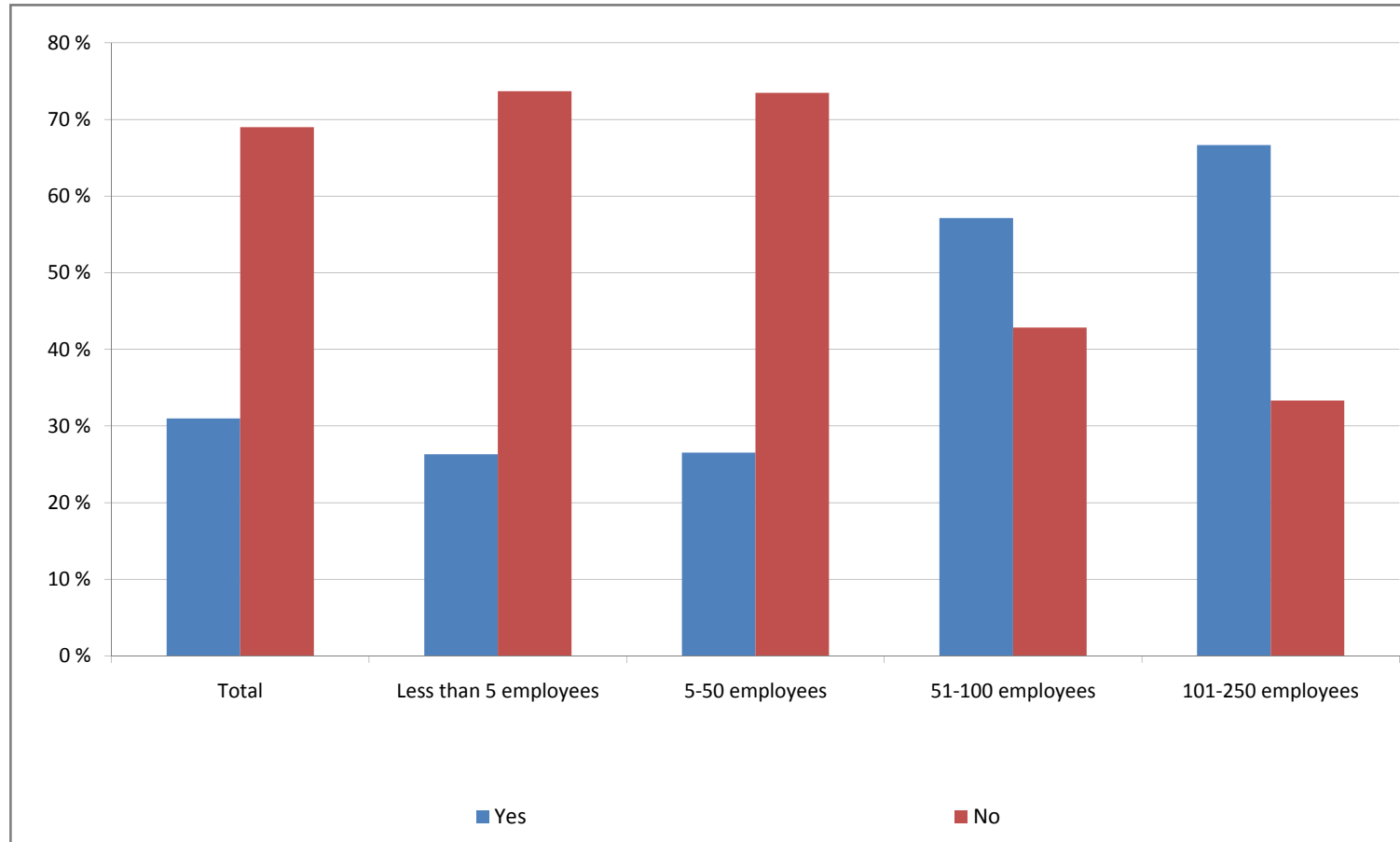
	Total	Less than 5 employees	5-50 employees	51-100 employees	101-250 employees
Yes	55 %	68 %	47 %	67 %	25 %
No	45 %	32 %	53 %	33 %	75 %

Base 94 37 47 6 4



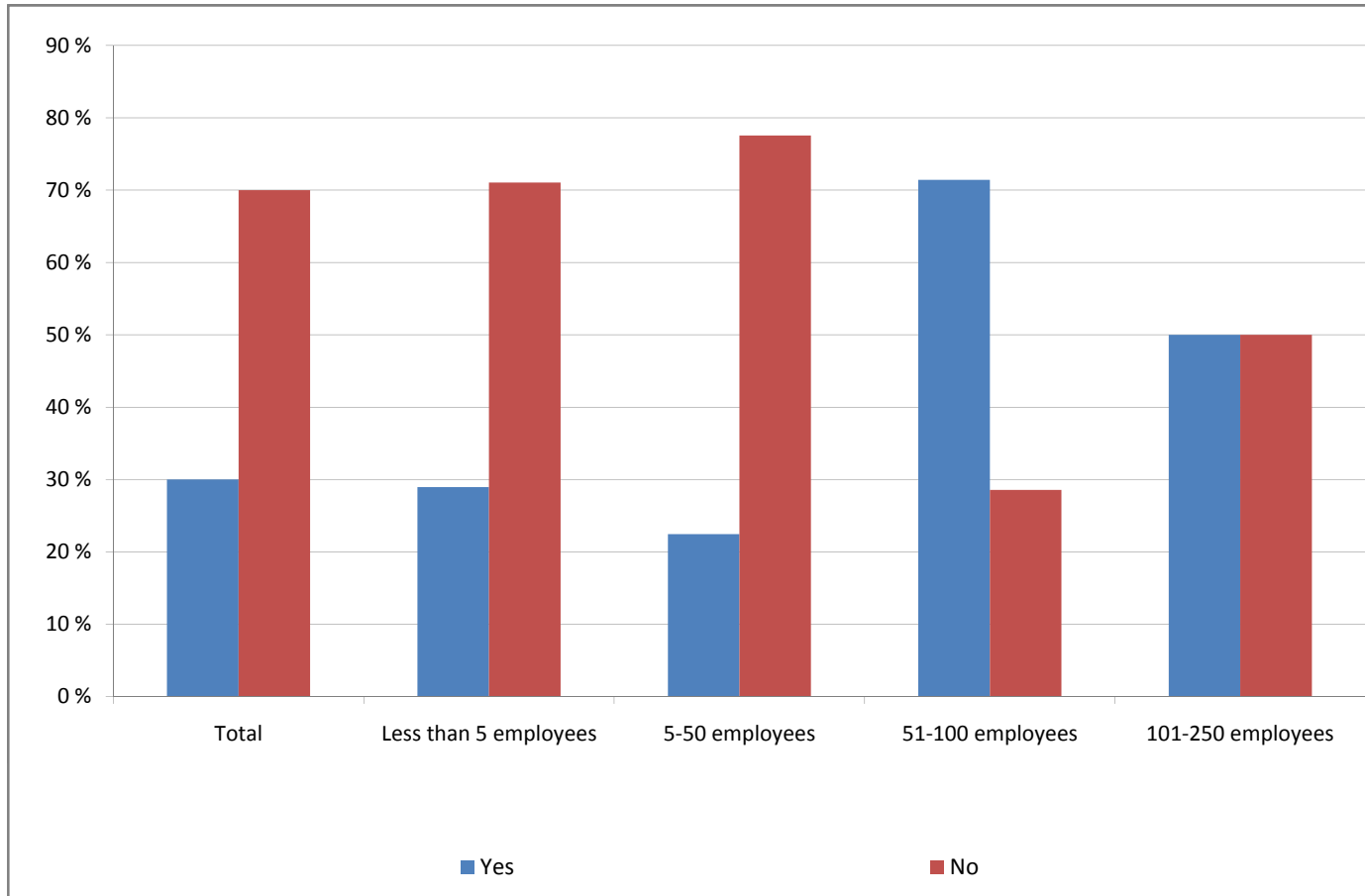
Did you study business or management during your full time education?

	Total	Less than 5 employees	5-50 employees	51-100 employees	101-250 employees
Yes	31 %	26 %	27 %	57 %	67 %
No	69 %	74 %	73 %	43 %	33 %



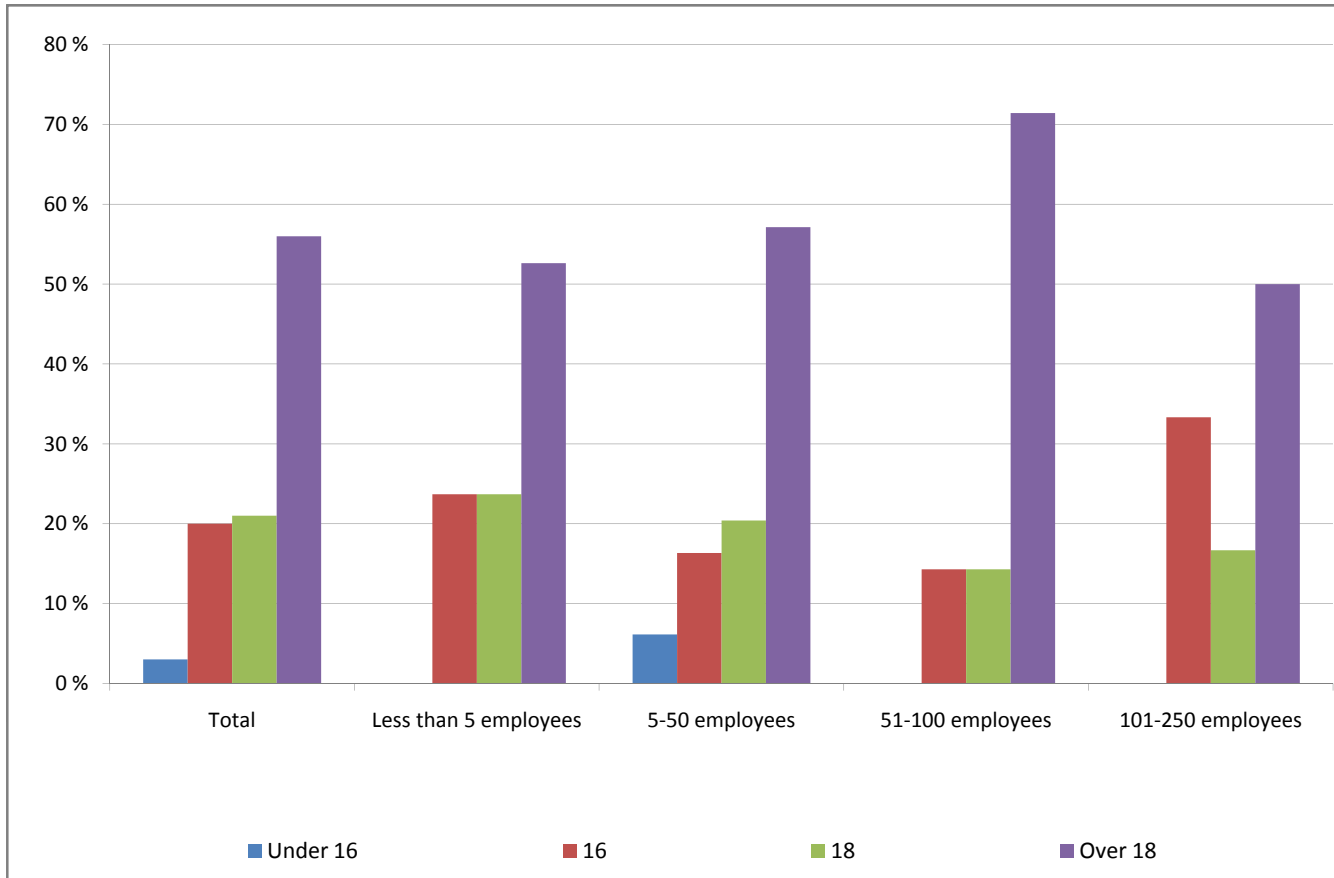
Do you have any specific business qualifications?

	Total	Less than 5 employees	5-50 employees	51-100 employees	101-250 employees
Yes	30 %	29 %	22 %	71 %	50 %
No	70 %	71 %	78 %	29 %	50 %



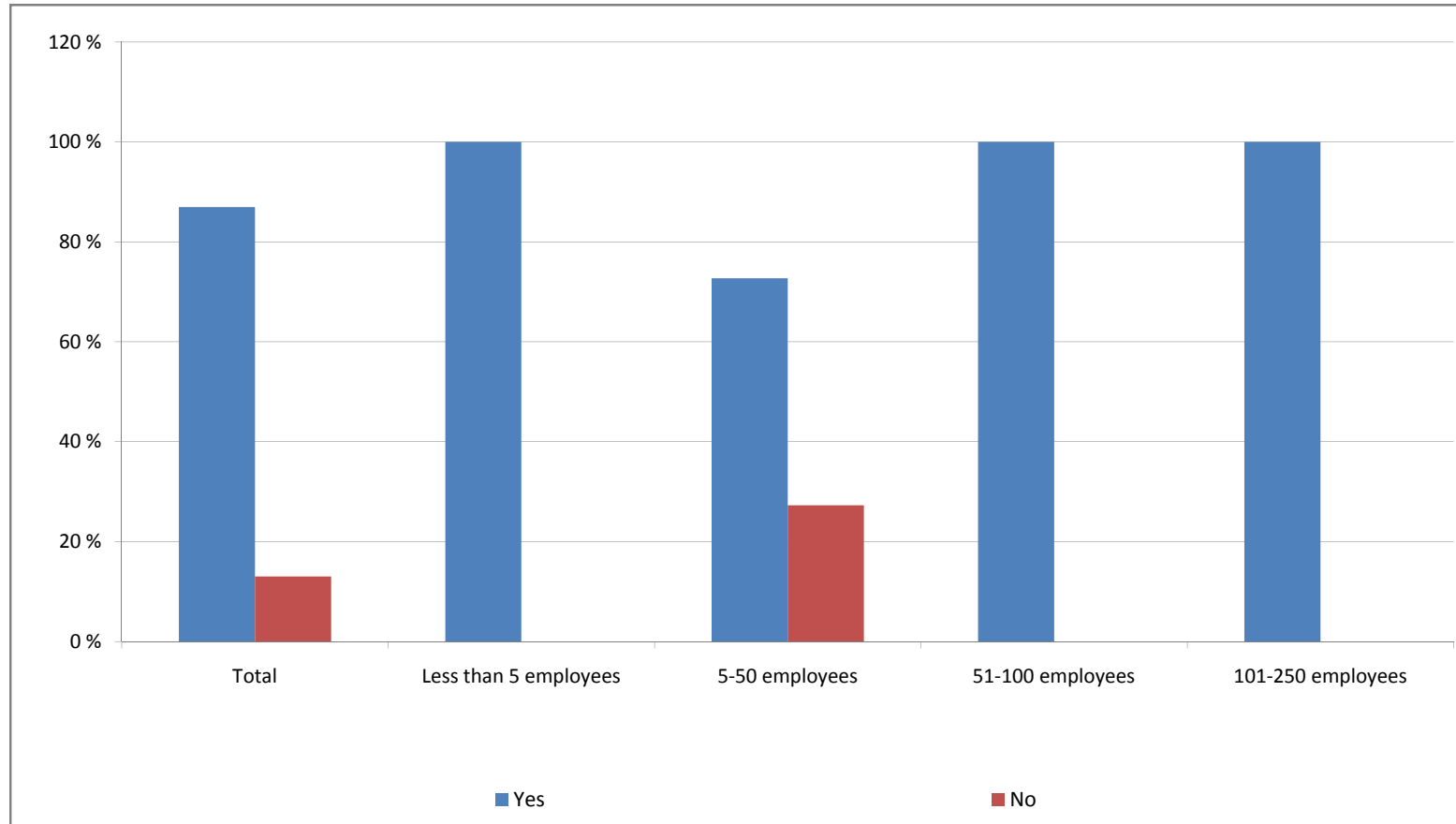
At what age did you leave full time education?

	Total	Less than 5 employees	5-50 employees	51-100 employees	101-250 employees
Under 16	3 %	0 %	6 %	0 %	0 %
16	20 %	24 %	16 %	14 %	33 %
18	21 %	24 %	20 %	14 %	17 %
Over 18	56 %	53 %	57 %	71 %	50 %



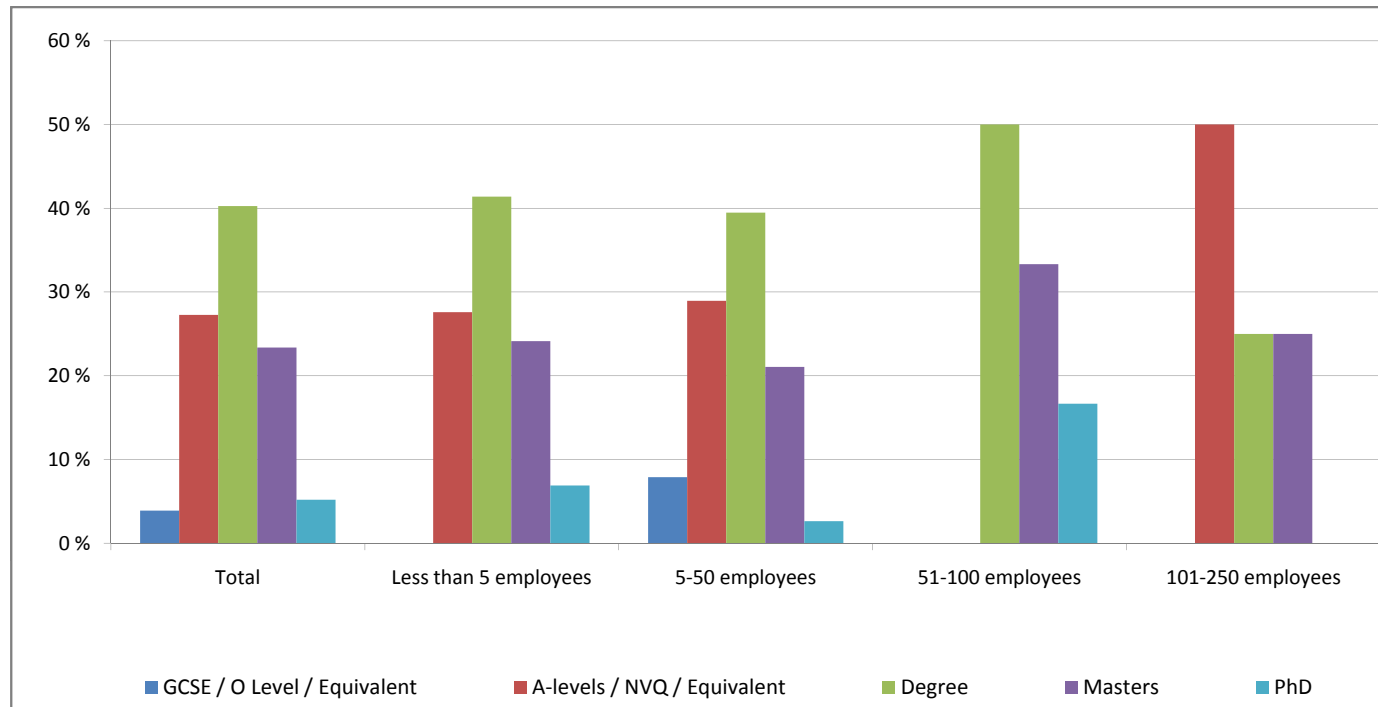
Did you leave school with any qualifications?

If left school aged 16 or under	Total	Less than 5 employees	5-50 employees	51-100 employees	101-250 employees
Yes	87 %	100 %	73 %	100 %	100 %
No	13 %	0 %	27 %	0 %	0 %
Base	23	9	11	1	2



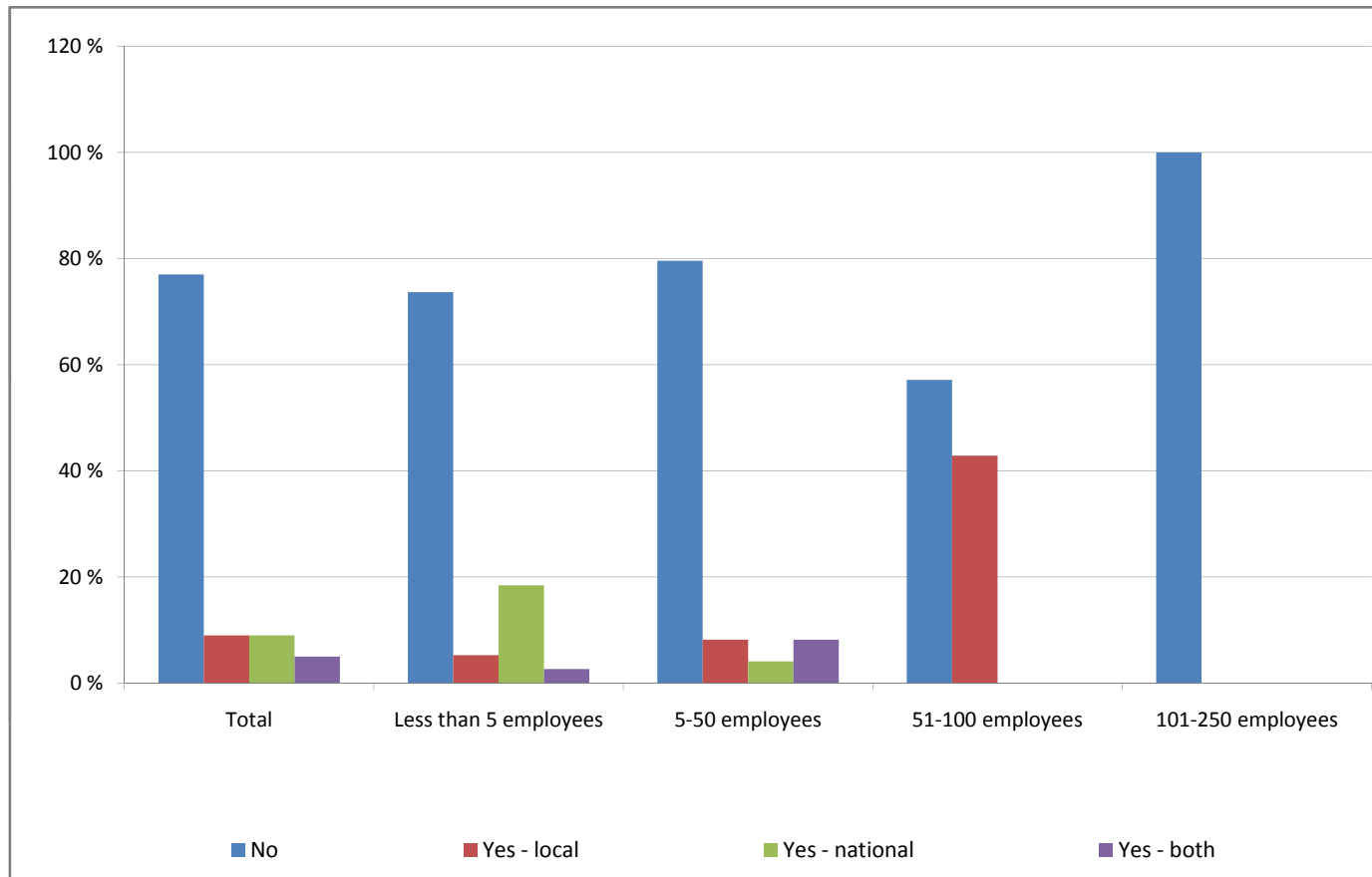
Which of these qualifications do you have?

If left school aged 18 or over	Total	Less than 5 employees	5-50 employees	51-100 employees	101-250 employees
GCSE / O Level / Equivalent	4 %	0 %	8 %	0 %	0 %
A-levels / NVQ / Equivalent	27 %	28 %	29 %	0 %	50 %
Degree	40 %	41 %	39 %	50 %	25 %
Masters	23 %	24 %	21 %	33 %	25 %
PhD	5 %	7 %	3 %	17 %	0 %
Base	77	29	38	6	4



Was there a particular entrepreneurial individual who inspired you in your early life?

	Total	Less than 5 employees	5-50 employees	51-100 employees	101-250 employees
No	77 %	74 %	80 %	57 %	100 %
Yes - local	9 %	5 %	8 %	43 %	0 %
Yes - national	9 %	18 %	4 %	0 %	0 %
Yes - both	5 %	3 %	8 %	0 %	0 %



Educators believe that entrepreneurs can be made. Entrepreneurs often talk in ways that suggest that they were born to create business. Do you think you were born an entrepreneur or made into one?

	Total	Less than 5 employees	5-50 employees	51-100 employees	101-250 employees
My working life experiences have made me into an entrepreneur	66 %	87 %	57 %	43 %	33 %
I was born to be an entrepreneur - it's in my family's genes	20 %	5 %	31 %	14 %	33 %
My education made me an entrepreneur / brought out my entrepreneurial tendencies	14 %	8 %	12 %	43 %	33 %

