

Dear STEP Student! Please, fill in the questions below. It is important that you yourself fill in the questionnaire. Please answer all the questions.

1. ▶ To be able to contact you, please give us the following details:

Name	Email	Mobile Phone
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1.1 ▶ Please indicate your sex. female male

1.2 ▶ Year of studies **Your faculty**

1.3 ▶ Does somebody in your family own his/her own business? yes no

1.4 ▶ Have you taken any business courses so far? yes no

2.1 ▶ How many opportunities for creating a business have you identified ("spotted") within the last three months?

2.2 ▶ Out of all those opportunities, how many were in your opinion profitable?

2.3 ▶ How many opportunities for creating a business have you pursued within the last three months?

3. ▶ What is your option to earn a living? Please tick one option.

Extremely likely as an employee	Likely as an employee	Likely as an entrepreneur	Extremely likely as an entrepreneur
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

4. ▶ In your opinion, what is the minimum amount of money you need to start a business?

ZAR

5. ▶ Within the next six months, do you intend to...

	Not at all ▼	Little ▼	Medium ▼	Much ▼	Very much ▼
discuss a business idea with business professionals?	()	()	()	()	()
organize a start-up team or look for partners?	()	()	()	()	()
do market research for a business idea?	()	()	()	()	()
look for equipment or a location for a business?	()	()	()	()	()
work on a business plan for a business idea?	()	()	()	()	()

6. ▶ How confident are you that you can...

	20% ▼	40% ▼	60% ▼	80% ▼	100% ▼
... start a business?	()	()	()	()	()
... become self-employed?	()	()	()	()	()
... perceive business opportunities well?	()	()	()	()	()
... do the marketing of a business well?	()	()	()	()	()
... overcome problems when starting a business?	()	()	()	()	()
... do pricing of products or services well?	()	()	()	()	()
... negotiate with other business men well?	()	()	()	()	()
... keep an overview of your financial affairs well?	()	()	()	()	()
... lead people well?	()	()	()	()	()
... manage a business well?	()	()	()	()	()
... write a business plan well?	()	()	()	()	()
... find financial capital for starting a business?	()	()	()	()	()

7.1 ► Do you intend to start a new business within the next 12 months?

yes

no

7.2 ► Are you starting a new business at the moment?

yes

no

7.3 ► Are you involved in this start-up...

	Not at all ▼	Little ▼	Medium ▼	Much ▼	Absolutely ▼
... to take advantage of a business opportunity?	()	()	()	()	()
... because you have no better choices for work?	()	()	()	()	()

7.4 ► It would be easy for me...

	Not at all easy ▼	Not so easy ▼	Medium ▼	Easy ▼	Very easy ▼
... to find an alternative job.	()	()	()	()	()
...to find an alternative way of getting enough money for myself without working in this business.	()	()	()	()	()

7.5 ► Please describe the product or service that you are going to offer in more detail.

7.6 ► What have you done so far to start the business?

I haven't done anything so far.

I have done something.

7.7 ► What have you done so far? How much *effort* have you *already* put into...

	Not at all effort ▼	Little effort ▼	Medium effort ▼	Much effort ▼	Very much effort ▼
checking whether there is a demand or need for your product/service in the market?	()	()	()	()	()
discussing your business idea with family, friends, advisors, or other business men?	()	()	()	()	()
gathering information about suppliers, customers, competitors, or your industry?	()	()	()	()	()
saving money as starting capital for your business?	()	()	()	()	()
seeking a partner, a start-up team, or employees?	()	()	()	()	()
doing market research?	()	()	()	()	()
finding a place where you will set-up the business?	()	()	()	()	()
outlining a business plan for your business?	()	()	()	()	()
getting starting capital for your business?	()	()	()	()	()
getting the equipment, raw materials, or other facilities for your business?	()	()	()	()	()
registering the business?	()	()	()	()	()
marketing (e.g., promotion, advertising) your business?	()	()	()	()	()

7.8 ► What are you planning to do in future to start the business?

I don't have any plans what to do. I have detailed plans.

7.9 ► What are you planning to do in future? How detailed are your plans to...

	Not at all detailed ▼	Little detailed ▼	Medium detailed ▼	Much detailed ▼	Very much detailed ▼
check whether there is a demand or need for your product/service in the market.	()	()	()	()	()
discuss your business idea with family, friends, advisors, or other business men.	()	()	()	()	()
gathering information about suppliers, customers, competitors, or your industry.	()	()	()	()	()
save money as starting capital for the business.	()	()	()	()	()
seek a partner, a start-up team, or employees.	()	()	()	()	()
do market research.	()	()	()	()	()
find a place where you will set-up the business.	()	()	()	()	()
outline a business plan for your business.	()	()	()	()	()
get starting capital for your business.	()	()	()	()	()
get the equipment, raw materials, or other facilities for your business.	()	()	()	()	()
register the business.	()	()	()	()	()
market (e.g., promotion, advertising) your business.	()	()	()	()	()

PLEASE CONTINUE HERE

8. ► Are you currently, alone or with others, the owner of a business?

yes no

8.1 ► Have you started the business alone or in a team with other people?

alone with other people

8.2 ► Has the business made any sales yet?

yes no

8.3 ► Please describe the product or service that you are offering in more detail.

8.4 ► On average, how much profit do you make?

per month ZAR

8.5 ► How many employees do you have (please enter a number)?

full-time ►
part-time ►

8.6 ► What is the monthly salary that you pay yourself? ZAR

8.7 ▶ How much starting capital did you invest to start the business? ZAR

8.8 ▶ In the last year, what was the sales level in a... (please fill in all three boxes)

good month ▶ please give the amount ZAR

bad month ▶ please give the amount ZAR

fair month ▶ please give the amount ZAR

8.9 ▶ In the last year, how many good months, how many bad months, and how many fair months did you have? (please fill in all three boxes)

number of good months ▶

number of bad months ▶

number of fair months ▶

8.10 ▶ In the last year how much money did you invest in your business? ZAR

PLEASE CONTINUE HERE

9. ▶ Have you ever started a business in the past?

yes no

9.1 ▶ All in all, how many businesses have you ever started?

9.2 ▶ How many businesses are still running?

9.3 ▶ Who is managing the businesses?

you family member professional manager another person

10.1 ▶ Are you currently employed?

yes ▶ What is your monthly salary? ZAR no

10.2 ▶ Have you ever been employed?

yes no

11. ▶ To what extent do you agree or disagree with the following statements?

	Strongly disagree ▼	Disagree ▼	Medium ▼	Agree ▼	Strongly agree ▼
In most ways my life is close to my ideal.	()	()	()	()	()
The conditions of my life are excellent.	()	()	()	()	()
I am satisfied with my life.	()	()	()	()	()
So far I have gotten the important things I want in life.	()	()	()	()	()
If I could live my life over, I would change almost nothing.	()	()	()	()	()

Thank you very much! Your STEP team!