

Business/Trade Associations Questionnaire

Please take few minutes to respond to this questionnaire to help shape the ENDuRE project, and ultimately help European startups become more successful.

ENDuRE is an innovative project for entrepreneurs aimed at increasing the resilience and competitiveness of European startups.

Leave us your email so we can keep you up to date with our progress.

The project is funded by the European Union (Erasmus+ Knowledge Alliances) and involves 3 Universities and 4 Companies from Denmark, Italy and United Kingdom.

Thank you for your contribution!

* Required

1. General Information

1. Name of the association

.....

2. Country *

Mark only one oval.

☐ Denmark

☐ Italy

☐ United Kingdom

☐ Other:

.....

3. E-mail

Leave your email if you wish to receive the investigation report and future info about ENDuRE project.

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4. Associated companies are mainly *

Check all that apply.

☐ Micro - less than 10 employees

☐ Small - between 11 and 50 employees

☐ Medium - between 51 and 250 employees

☐ Big - more than 250 employees

5. Reference sector/s **Mark only one oval.*

- ☐ Traditional
- ☐ Hi tech
- ☐ Both

6. Does your Association have a section dedicated to new venture creation? **Mark only one oval.*

- ☐ YES
- ☐ NO

2. Context**7. 2.1 Does your Association take part in the equity of the following subjects? ****Mark only one oval per row.*

	YES	NO
Technology	☐	☐
Parks/Incubators/Innovation Poles	☐	☐
Fab Labs, Prototyping Labs	☐	☐
Companies of specific interest	☐	☐

2.2 Please, indicate the reasons why your organization collaborates with the following subjects

8. Technology Parks/Incubators/Innovation Poles **Check all that apply.*

- ☐ Information/Educational paths to support the creation of new businesses
- ☐ Business plan competition events
- ☐ Scouting of business ideas
- ☐ Support for new business start up
- ☐ Member in commissions/committees assessing business ideas
- ☐ Business growth needs
- ☐ Call for funding
- ☐ Participation in the equity
- ☐ Matchmaking
- ☐ Market development (client/supplier relationship)
- ☐ Financial resources for innovation
- ☐ Search for scientific/commercial partners
- ☐ No collaborations
- ☐ Other:

9. Fab Labs, Prototyping Labs **Check all that apply.*

- ☐ Information/Educational paths to support the creation of new businesses
- ☐ Business plan competition events
- ☐ Scouting of business ideas
- ☐ Support for new business start up
- ☐ Member in commissions/committees assessing business ideas
- ☐ Business' growth needs
- ☐ Call for funding
- ☐ Participation in the equity
- ☐ Matchmaking
- ☐ Market development (client/supplier relationship)
- ☐ Financial resources for innovation
- ☐ Search for scientific/commercial partners
- ☐ No collaborations
- ☐ Other:

10. Other Business/Trade Association **Check all that apply.*

- ☐ Information/Educational paths to support the creation of new businesses
- ☐ Business plan competition events
- ☐ Scouting of business ideas
- ☐ Support for new business start up
- ☐ Member in commissions/committees assessing business ideas
- ☐ Business growth needs
- ☐ Call for funding
- ☐ Participation in the equity
- ☐ Matchmaking
- ☐ Market development (client/supplier relationship)
- ☐ Financial resources for innovation
- ☐ Search for scientific/commercial partners
- ☐ No collaborations
- ☐ Other:

11. Investors **Check all that apply.*

- ☐ Information/Educational paths to support the creation of new businesses
- ☐ Business plan competition events
- ☐ Scouting of business ideas
- ☐ Support for new business start up
- ☐ Member in commissions/committees assessing business ideas
- ☐ Business growth needs
- ☐ Call for funding
- ☐ Participation in the equity
- ☐ Matchmaking
- ☐ Market development (client/supplier relationship)
- ☐ Financial resources for innovation
- ☐ Search for scientific/commercial partners
- ☐ No collaborations
- ☐ Other:

12. Enterprises **Check all that apply.*

- ☐ Information/Educational paths to support the creation of new businesses
- ☐ Business plan competition events
- ☐ Scouting of business ideas
- ☐ Support for new business start up
- ☐ Member in commissions/committees assessing business ideas
- ☐ Business growth needs
- ☐ Call for funding
- ☐ Participation in the equity
- ☐ Matchmaking
- ☐ Market development (client/supplier relationship)
- ☐ Financial resources for innovation
- ☐ Search for scientific/commercial partners
- ☐ No collaborations
- ☐ Other:

13. Public Bodies **Check all that apply.*

- ☐ Information/Educational paths to support the creation of new businesses
- ☐ Business plan competition events
- ☐ Scouting of business ideas
- ☐ Support for new business start up
- ☐ Member in commissions/committees assessing business ideas
- ☐ Business' growth needs
- ☐ Call for funding
- ☐ Participation in the equity
- ☐ Matchmaking
- ☐ Market development (client/supplier relationship)
- ☐ Financial resources for innovation
- ☐ Search for scientific/commercial partners
- ☐ No collaborations
- ☐ Other:

14. Universities **Check all that apply.*

- ☐ Information/Educational paths to support the creation of new businesses
- ☐ Business plan competition events
- ☐ Scouting of business ideas
- ☐ Support for new business start up
- ☐ Member in commissions/committees assessing business ideas
- ☐ Business growth needs
- ☐ Call for funding
- ☐ Participation in the equity
- ☐ Matchmaking
- ☐ Market development (client/supplier relationship)
- ☐ Financial resources for innovation
- ☐ Search for scientific/commercial partners
- ☐ No collaborations
- ☐ Other:

15. 2.3 Were collaborations with the above mentioned subjects satisfactory?

Key: 1 = very unsatisfactory; 2 = unsatisfactory; 3 = neither unsatisfactory nor satisfactory; 4 = satisfactory; 5 = very satisfactory

Mark only one oval per row.

	1	2	3	4	5
Technology Parks/Incubators/Innovation Poles	☐	☐	☐	☐	☐
Fab Lab, Prototyping Labs	☐	☐	☐	☐	☐
Business/Trade Association	☐	☐	☐	☐	☐
Investors	☐	☐	☐	☐	☐
Enterprises	☐	☐	☐	☐	☐
Public Bodies	☐	☐	☐	☐	☐
Universities	☐	☐	☐	☐	☐

16. If "very unsatisfactory" or "unsatisfactory", please give reasons

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2.4 What ways of collaborating do you find more useful to facilitate new business creation?

17. Technology Parks/Incubators/Innovation Poles *

Check all that apply.

- ☐ Joint communication activities
- ☐ Participation of own staff in activities promoted by other local subjects
- ☐ Involvement in entrepreneurship/new business creation partnership financed projects
- ☐ Contract on favourable terms
- ☐ Contract at market conditions
- ☐ No collaborations
- ☐ Other:

18. Fab Lab, Prototyping Labs **Check all that apply.*

- ☐ Joint communication activities
- ☐ Participation of own staff in activities promoted by other local subjects
- ☐ Involvement in entrepreneurship/new business creation partnership financed projects
- ☐ Contract on favourable terms
- ☐ Contract at market conditions
- ☐ No collaborations
- ☐ Other:

19. Other Business/Trade Association **Check all that apply.*

- ☐ Joint communication activities
- ☐ Participation of own staff in activities promoted by other local subjects
- ☐ Involvement in entrepreneurship/new business creation partnership financed projects
- ☐ Contract on favourable terms
- ☐ Contract at market conditions
- ☐ No collaborations
- ☐ Other:

20. Investors **Check all that apply.*

- ☐ Joint communication activities
- ☐ Participation of own staff in activities promoted by other local subjects
- ☐ Involvement in entrepreneurship/new business creation partnership financed projects
- ☐ Contract on favourable terms
- ☐ Contract at market conditions
- ☐ No collaborations
- ☐ Other:

21. Enterprises **Check all that apply.*

- ☐ Joint communication activities
- ☐ Participation of own staff in activities promoted by other local subjects
- ☐ Involvement in entrepreneurship/new business creation partnership financed projects
- ☐ Contract on favourable terms
- ☐ Contract at market conditions
- ☐ No collaborations
- ☐ Other:

22. Public Bodies **Check all that apply.*

- ☐ Joint communication activities
- ☐ Participation of own staff in activities promoted by other local subjects
- ☐ Involvement in Entrepreneurship/New business creation partnership financed projects
- ☐ Contract on favourable terms
- ☐ Contract at market conditions
- ☐ No collaborations
- ☐ Other:

23. Universities **Check all that apply.*

- ☐ Joint communication activities
- ☐ Participation of own staff in activities promoted by other local subjects
- ☐ Involvement in entrepreneurship/new business creation partnership financed projects
- ☐ Contract on favourable terms
- ☐ Contract at market conditions
- ☐ No collaborations
- ☐ Other:

24. 2.7 How should local authorities facilitate new business creation?*Check all that apply.*

- ☐ New business call for funding
- ☐ Information events on local opportunities
- ☐ Public equipped areas in use of your organisation
- ☐ Training for new entrepreneurs
- ☐ Legislation and tax/contributory facilitations dedicated to start-ups
- ☐ Reducing the number of the subjects involved in the innovation chain
- ☐ Creating more collaboration among the subjects involved in the innovation chain
- ☐ Other:

25. 2.8 Do you think that university structures provide an adequate support for the creation of new businesses? **Mark only one oval.*

- ☐ YES
- ☐ NO

26. If NOT, why? Please explain*Check all that apply.*

- ☐ Poor information
- ☐ Poor links with PST/Incubators/Innovation Poles
- ☐ Poor support for patenting
- ☐ Lack of resources to dedicate to TT and creation of new business
- ☐ Lack of regulations to allow the use of laboratories for new businesses
- ☐ Sporadic relationships University - business
- ☐ A training offer little focused on business issues
- ☐ Tools used not adequate for business practice
- ☐ Academic course not adequate to the need of the SMEs
- ☐ Other:

3. Entrepreneurial Education**27. 3.1 How often does your association organise courses/seminars on entrepreneurship/business creation? ****Mark only one oval.*

- ☐ Several times during the year
- ☐ Every year
- ☐ Other:

28. **3.2 Does your association organise courses/seminars on entrepreneurship/business creation for the following subjects?**

Check all that apply.

- ☐ Associated enterprises
- ☐ Subjects who want to start a business
- ☐ New companies at Technology Parks/Incubators
- ☐ Young jobseekers
- ☐ Other:

29. **3.3 Were the tools used during courses on entrepreneurship developed by**

Check all that apply.

- ☐ Internal staff
- ☐ In collaboration with other local subjects
- ☐ Commercial tools
- ☐ Other:

4. Relevant aspects to favor new business creation

30. **4.1 NEEDS - Please specify the three most importance aspects**

Key: 1 = very unimportant; 2 = unimportant; 3 = neither unimportant nor important; 4 = important; 5 = very important

Mark only one oval per row.

	1	2	3	4	5
Training paths on entrepreneurship	☐	☐	☐	☐	☐
Opportunities of public fundings	☐	☐	☐	☐	☐
Access to investment funds/crowdfunding	☐	☐	☐	☐	☐
Access to credit	☐	☐	☐	☐	☐
Potential partners with managerial skills and motivation	☐	☐	☐	☐	☐
Availability of patents	☐	☐	☐	☐	☐
Availability of Technology Parks and Incubators in the area (equipped spaces and qualified services)	☐	☐	☐	☐	☐
Access to FabLabs and/or University laboratories on concessional terms	☐	☐	☐	☐	☐
University/Research Centres support	☐	☐	☐	☐	☐
Networking and strategic contacts	☐	☐	☐	☐	☐
Availability of mentoring/coaching programmes	☐	☐	☐	☐	☐
Support services for the definition of the Business Plan	☐	☐	☐	☐	☐
Coordination/cooperation among the different local actors of the innovation chain	☐	☐	☐	☐	☐
Contests and prizes	☐	☐	☐	☐	☐
Facilitate connections between big companies and start ups	☐	☐	☐	☐	☐

31. **4.2 INCENTIVES - Which of the following measures do you consider important to encourage the creation of new start-ups? ***

Key: 1 = very unimportant; 2 = unimportant; 3 = neither unimportant nor important; 4 = important; 5 = very important

Mark only one oval per row.

	1	2	3	4	5
Tax credit	☐	☐	☐	☐	☐
Contributory and insurance taxes deduction	☐	☐	☐	☐	☐
Facilities for fundraising through crowdfunding	☐	☐	☐	☐	☐
Start up tax exemption	☐	☐	☐	☐	☐
Voucher for the acquisition of specialized services for the start up (accountant, notary)	☐	☐	☐	☐	☐
Voucher for the acquisition of specialized services for the start up (incubation services and other services promoted by Business/Trade Associations)	☐	☐	☐	☐	☐

32. **Other(specify)**

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33. **4.3 PROBLEMS - In your opinion, how much could the following aspects be a problem for you to convert an idea into business? ***

Key: 1 = no problem; 2 = very small problem; 3 = small problem; 4 = moderate problem; 5 = big problem

Mark only one oval per row.

	1	2	3	4	5
Find qualified skills	☐	☐	☐	☐	☐
Access to credit	☐	☐	☐	☐	☐
Bureaucratic fulfillment	☐	☐	☐	☐	☐
Difficulty/access costs for incubators	☐	☐	☐	☐	☐
Business Plan drafting	☐	☐	☐	☐	☐
High costs for patenting	☐	☐	☐	☐	☐
Limited networking	☐	☐	☐	☐	☐
Lack of managerial skills	☐	☐	☐	☐	☐
Availability of the office at concessional rates	☐	☐	☐	☐	☐

34. **4.4 Please indicate how you agree with the following statements ***

Key: 1 = strongly disagree; 2 = disagree; 3 = neutral; 4 = agree; 5 = strongly agree

Mark only one oval per row.

	1	2	3	4	5
It is essential to systematize the support tools and subject for the creation of new business	☐	☐	☐	☐	☐
University regulations favorable to academic start up stimulate new business creation of an environment conducive to the creation of new business	☐	☐	☐	☐	☐
Continuous collaborations between Research organisations/Incubators/Technology Parks/Investors are necessary	☐	☐	☐	☐	☐
The credit/finance system needs a new culture and way of working as far as new business creation is concerned	☐	☐	☐	☐	☐
It is necessary that public bodies set Start-up funds to support local business creation	☐	☐	☐	☐	☐
Recognition of roles and functions of the various actors in the innovation chain is necessary	☐	☐	☐	☐	☐
A widespread culture of entrepreneurship at all training levels is necessary	☐	☐	☐	☐	☐
A dedicated national/regional legislation for new business creation is necessary	☐	☐	☐	☐	☐
Equipped spaces and common meeting areas are necessary to create and develop new businesses in a market perspective	☐	☐	☐	☐	☐

ENDuRE contacts

35. **Please indicate who, among the ENDuRE partners, forwarded you this questionnaire. ***

Mark only one oval.

- ☐ University of Pisa - IT
- ☐ IDEA - Entrepreneurship Centre - DK
- ☐ University of Surrey - UK
- ☐ CEDIT - IT
- ☐ Polo Tecnologico di Navacchio - IT
- ☐ Blue Ocean Robotics - DK
- ☐ iVeridis - UK
- ☐ Other:

