

Enterprise Questionnaire

ENDuRE is an innovative approach for new entrepreneurs' education and support aimed at increasing the resilience and competitiveness of European startups.

The project will design and develop an holistic framework to transform ideas into technically and economically sustainable businesses. ENDuRE mixes learning by doing, cross-border collaboration and startups' strategic support by successful companies in a win-win environment.

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

Through this questionnaire, you will help us develop the ENDuRE framework and meet the needs of the entire entrepreneurship support ecosystem. Thank you for your contribution!

* Required

1. PERSONAL INFORMATION (of person completing questionnaire)

1. Age *

.....

2. Sex *

Mark only one oval.

☐ Male

☐ Female

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. Role within the company *

IF YOUR ANSWER IS "ENTREPRENEUR" GO TO SECTION 2, OTHERWISE MOVE TO SECTION 3

Mark only one oval.

☐ Entrepreneur

☐ Manager

☐ Administrative officer

2. ENTREPRENEUR'S EDUCATION AND TRAINING

to be completed only if your role within the company is "Entrepreneur"

2.1 Educational qualification

5. **High-school diploma ***

Mark only one oval.

☐ YES

☐ NO

6. **Bachelor's Degree**

Mark only one oval.

☐ Agriculture and veterinary

☐ Humanities

☐ Engineering

☐ Economics, law and social science

☐ Medicine and pharmacy

☐ Mathematics, physics and natural science

7. **Master's Degree**

Mark only one oval.

☐ Agriculture and veterinary

☐ Humanities

☐ Engineering

☐ Economics, law and social science

☐ Medicine and pharmacy

☐ Mathematics, physics and natural science

8. **Ph.D.**

please specify the research topic

.....

2.2 Other experiences

9. **Is any of your relatives an entrepreneur?**

Mark only one oval.

☐ Yes

☐ No

10. **If YES, please indicate if your parents are entrepreneurs**

Mark only one oval.

☐ Yes

☐ No

11. During your studies, did you get/are you having work experience?*Mark only one oval.*

- ☐ Yes
- ☐ No

12. Have you attended/are you attending entrepreneurship courses? If so, of what kind?*Check all that apply.*

- ☐ I have never participated in entrepreneurship courses
- ☐ Curricular
- ☐ Extra-curricular
- ☐ Seminars
- ☐ Other:

13. Do you think the contents of the entrepreneurship courses you attended were interesting?*Mark only one oval.*

- ☐ Yes
- ☐ No
- ☐ Don't know

14. If NO, why?

.....

15. Do you believe that training/education for entrepreneurship is an important driver for the creation of a new business?*Mark only one oval.*

- ☐ Yes
- ☐ No

16. Please indicate how relevant you think the tools used during entrepreneurship courses are

Key: 1 = very low; 2 = low; 3 = medium; 4 = high; 5 = very high

Mark only one oval.

	1	2	3	4	5	
very low	☐	☐	☐	☐	☐	very high

17. Have you taken part in any Business Plan competition?*Mark only one oval.*

- ☐ Yes
- ☐ No

18. **Do you think that Business Plan competitions are useful to raise awareness and provide relevant contacts for the start up of a new business?**

Key: 0 = Don't know; 1 = very unimportant; 2 = unimportant; 3 = neither unimportant nor important; 4 = important; 5 = very important

Mark only one oval per row.

	0	1	2	3	4	5
DEGREE OF USEFULNESS	☐	☐	☐	☐	☐	☐

3. ENTERPRISES INFORMATION

3.1 General information

19. **Name of the company**

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20. **Country ***

Mark only one oval.

- ☐ Denmark
- ☐ Italy
- ☐ United Kingdom
- ☐ Other:

21. **Year of foundation ***

.....

22. **Sector/activity ***

.....

23. **Total number of employees ***

.....

24. **Number of R&D employees**

.....

25. **Number of graduates ***

.....

26. **Number of Ph.Ds**

.....

27. Please indicate if you agree or not with the following statements about your company *

Mark only one oval per row.

	Yes	No
The core business of the company is based on know-how gained by university research	☐	☐
University professors own equity in my company	☐	☐
My company owns equity in other start-ups	☐	☐
An investor owns equity in my company	☐	☐
The business is/was incubated	☐	☐
The business is/was located in a Scientific & Technology Park	☐	☐
The business is enrolled in a Business/Trade Association	☐	☐
The business is aggregated with a network of companies and/or an Innovation Pole	☐	☐

3.2 Other information

28. Does your company own patents? *

Mark only one oval.

☐ Yes

☐ No

29. If, Yes, how many?

n°

.....

30. How many of your patents are used in your business?

n°

.....

31. How many of your patents were sold/licensed to other companies?

n°

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4. COLLABORATION WITH THE ACTORS OF THE ENTREPRENEURIAL ECOSYSTEMS

4.1 If you collaborate with the following subjects to start your business, please indicate the reasons of

collaboration

Multiple choice is possible

32. Technology Parks/Incubators/Innovation Poles *

Check all that apply.

- ☐ Entrepreneurial training
- ☐ Business planning support
- ☐ Support for business creation
- ☐ Technological scouting
- ☐ Communication and marketing services
- ☐ Equipped areas and laboratories
- ☐ Participation in Technological Clusters and qualified networks
- ☐ Matchmaking events participation
- ☐ Research and development
- ☐ New products, processes and services development
- ☐ Market development (client/supplier)
- ☐ Prototyping, trials and testing
- ☐ Financial support
- ☐ Coaching and mentoring programmes
- ☐ No collaborations
- ☐ Other:

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

- ☐ Entrepreneurial training
- ☐ Business planning support
- ☐ Support for business creation
- ☐ Technological scouting
- ☐ Communication and marketing services
- ☐ Equipped areas and laboratories
- ☐ Participation in Technological Clusters and qualified networks
- ☐ Matchmaking events participation
- ☐ Research and development
- ☐ New products, processes and services development
- ☐ Market development (client/supplier)
- ☐ Prototyping, trials and testing
- ☐ Financial support
- ☐ Coaching and mentoring programmes
- ☐ No collaborations
- ☐ Other:

34. Investors **Check all that apply.*

- ☐ Entrepreneurial training
- ☐ Business planning support
- ☐ Support for business creation
- ☐ Technological scouting
- ☐ Communication and marketing services
- ☐ Equipped areas and laboratories
- ☐ Participation in Technological Clusters and qualified networks
- ☐ Matchmaking events participation
- ☐ Research and development
- ☐ New products, processes and services development
- ☐ Market development (client/supplier)
- ☐ Prototyping, trials and testing
- ☐ Financial support
- ☐ Coaching and mentoring programmes
- ☐ No collaborations
- ☐ Other:

35. Other Enterprises **Check all that apply.*

- ☐ Entrepreneurial training
- ☐ Business planning support
- ☐ Support for business creation
- ☐ Technological scouting
- ☐ Communication and marketing services
- ☐ Equipped areas and laboratories
- ☐ Participation in Technological Clusters and qualified networks
- ☐ Matchmaking events participation
- ☐ Research and development
- ☐ New products, processes and services development
- ☐ Market development (client/supplier)
- ☐ Prototyping, trials and testing
- ☐ Financial support
- ☐ Coaching and mentoring programmes
- ☐ No collaborations
- ☐ Other:

36. Public bodies **Check all that apply.*

- ☐ Entrepreneurial training
- ☐ Business planning support
- ☐ Support for business creation
- ☐ Technological scouting
- ☐ Communication and marketing services
- ☐ Equipped areas and laboratories
- ☐ Participation in Technological Clusters and qualified networks
- ☐ Matchmaking events participation
- ☐ Research and development
- ☐ New products, processes and services development
- ☐ Market development (client/supplier)
- ☐ Prototyping, trials and testing
- ☐ Financial support
- ☐ Coaching and mentoring programmes
- ☐ No collaborations
- ☐ Other:

37. Universities **Check all that apply.*

- ☐ Entrepreneurial training
- ☐ Business planning support
- ☐ Support for business creation
- ☐ Technological scouting
- ☐ Communication and marketing services
- ☐ Equipped areas and laboratories
- ☐ Participation in Technological Clusters and qualified networks
- ☐ Matchmaking events participation
- ☐ Research and development
- ☐ New products, processes and services development
- ☐ Market development (client/supplier)
- ☐ Prototyping, trials and testing
- ☐ Financial support
- ☐ Coaching and mentoring programmes
- ☐ No collaborations
- ☐ Other:

38. 4.2 Please indicate how much the following subjects responded to your company needs during its start up phase?

Key: 1 = not at all; 2 = little; 3 = sufficiently; 4 = a lot; 5 = much

Mark only one oval per row.

	1	2	3	4	5
Science & Tech Parks/Incubators/Innovation Poles	☐	☐	☐	☐	☐
Fab Labs, Prototyping Labs	☐	☐	☐	☐	☐
Investors	☐	☐	☐	☐	☐
Enterprises	☐	☐	☐	☐	☐
Public Bodies	☐	☐	☐	☐	☐
Universities	☐	☐	☐	☐	☐

39. If "not at all" or "little" please give reason.

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40. **4.3 Please indicate how much the following subjects responded to your company needs during its development phase?**

Key: 1 = not at all; 2 = little; 3 = sufficiently; 4 = a lot; 5 = much
Mark only one oval per row.

	1	2	3	4	5
Science & Tech Parks/Incubators/Innovation Poles	☐	☐	☐	☐	☐
Fab Lab, Prototyping Labs	☐	☐	☐	☐	☐
Business/Trade Associations	☐	☐	☐	☐	☐
Investors	☐	☐	☐	☐	☐
Enterprises	☐	☐	☐	☐	☐
Public Bodies	☐	☐	☐	☐	☐
Universities	☐	☐	☐	☐	☐

41. **If "not at all" or "little" please give reason.**

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42. **4.4 In relation to the following services, how much support did Incubators, Science & Technology Parks and Innovation Poles provide you with during the creation of your business**

Key: 1 = not at all; 2 = little; 3 = sufficiently; 4 = a lot; 5 = much
Mark only one oval per row.

	1	2	3	4	5
Equipped spaces	☐	☐	☐	☐	☐
Cost savings	☐	☐	☐	☐	☐
Visibility	☐	☐	☐	☐	☐
Networking	☐	☐	☐	☐	☐
Consulting services	☐	☐	☐	☐	☐
Entrepreneurial training	☐	☐	☐	☐	☐
Product development and prototyping	☐	☐	☐	☐	☐

43. **If "not at all" or "little" please give reason.**

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44. **Do you think that services offered by incubators, science & technology parks, and innovation poles are too expensive? ***

Mark only one oval.

- ☐ Yes
- ☐ No
- ☐ Don't know

45. **Did you take advantage of the support of a Business/Trade Association to start your business? ***

Mark only one oval.

☐ Yes

☐ No

46. **4.5 In relation to the following services, how much support did Business/Trade Associations provide you with during the creation of your business**

Key: 1 = not at all; 2 = little; 3 = sufficiently; 4 = a lot; 5 = much

Mark only one oval per row.

	1	2	3	4	5
Equipped spaces	☐	☐	☐	☐	☐
Cost savings	☐	☐	☐	☐	☐
Visibility	☐	☐	☐	☐	☐
Networking	☐	☐	☐	☐	☐
Consulting services	☐	☐	☐	☐	☐
Entrepreneurial training	☐	☐	☐	☐	☐
Bureaucratic, administrative and fiscal assistance	☐	☐	☐	☐	☐

47. **If "not at all" or "little" please give reason.**

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48. **In relation to the following services, how much support did Fab Labs provide you with during the creation of your business**

Key: 1 = not at all; 2 = little; 3 = sufficiently; 4 = a lot; 5 = much

Mark only one oval per row.

	1	2	3	4	5
Equipped spaces	☐	☐	☐	☐	☐
Cost savings	☐	☐	☐	☐	☐
Visibility	☐	☐	☐	☐	☐
Networking	☐	☐	☐	☐	☐
Consulting services	☐	☐	☐	☐	☐
Entrepreneurial training	☐	☐	☐	☐	☐
Product development and prototyping	☐	☐	☐	☐	☐

49. If "not at all" or "little" please give reason.

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50. **4.6 Do you think that universities provide an adequate support for the creation of new businesses? ***

Mark only one oval.

- ☐ Yes
- ☐ No

51. **If NO, why?**

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 businesses
- ☐ 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
- ☐ Other:

52. **4.7 Please indicate how the following items can contribute to strengthen the collaboration between start-ups and companies**

Key: 1 = not at all; 2 = little; 3 = sufficiently; 4 = a lot; 5 = much

Mark only one oval per row.

	1	2	3	4	5
Networking	☐	☐	☐	☐	☐
Subjects/Dedicated structures (eg. Incubators , Technology Parks, etc.)	☐	☐	☐	☐	☐
Public calls for funding	☐	☐	☐	☐	☐
Sectorial Business networks (eg. Innovation Poles)	☐	☐	☐	☐	☐
Matchmaking events	☐	☐	☐	☐	☐
Training start-up/companies	☐	☐	☐	☐	☐
product/services/process supply integrated offer	☐	☐	☐	☐	☐

53. Other (specify)

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54. 4.8 Do you think your company could benefit from collaborating with a start-up? **Mark only one oval.*

- ☐ Yes
- ☐ No
- ☐ Don't know

55. If Yes, please indicate which among the following activities you could carry out thanks to collaboration with a start-up.*Check all that apply.*

- ☐ New products development
- ☐ New processes and/or organization models development
- ☐ Commercial agreements
- ☐ R&D agreements
- ☐ Patenting
- ☐ New venture creation/spin-in
- ☐ Human resource scouting
- ☐ Other:

56. If your company already collaborates with a start-up, please indicate which, among the following benefits, you obtained as a direct result of this collaboration*Check all that apply.*

- ☐ New products development
- ☐ New processes and/or organization models development
- ☐ Commercial agreements
- ☐ R&D agreements
- ☐ Patenting
- ☐ New venture creation/spin-in
- ☐ Human resource scouting
- ☐ Other:

5. ENTREPRENEURIAL TRAINING

57. 5.1 Does your company organize internal entrepreneurship courses? **Mark only one oval.*

- ☐ Yes
- ☐ No

58. If NO, does your company make its employees attend other courses about entrepreneurship?*Mark only one oval.*

- ☐ Yes
- ☐ No

59. 5.2 Has your company been invited to participate in entrepreneurship courses run by third parties? **Mark only one oval.*

- ☐ Yes
- ☐ No

60. If YES, in which of the following roles?*Check all that apply.*

- ☐ Teacher
- ☐ Tutor
- ☐ Business expert
- ☐ Testimonial
- ☐ Other:

61. 5.3 Among the following, please indicate which you believe can result from the participation of your company in events/courses about entrepreneurship/business creation.*Check all that apply.*

- ☐ Entrepreneurial and intrapreneurial know-how acquisition
- ☐ Useful contacts for the development of business and technological partnerships
- ☐ Human Resources scouting
- ☐ Access to intellectual property
- ☐ Other:

5.4 Start-up training in established companies

62. Do you think a period of training in an established company could help start-ups to strengthen their business model? *

Mark only one oval.

- ☐ I think it could not help start-ups to develop their business model
- ☐ Yes, at early stage
- ☐ Yes, at later stage
- ☐ I don't know
- ☐ Other:

63. If YES, please explain why startupperes could benefit from being hosted in your company for a training period.

Check all that apply.

- ☐ Acquisition of managerial/entrepreneurial skills
- ☐ Development of technical collaborations
- ☐ Development of commercial collaborations
- ☐ Business model development
- ☐ Understanding of market dynamics
- ☐ Understanding of internationalization processes
- ☐ Processes and organization models development
- ☐ Products development
- ☐ Patenting
- ☐ Research & Development agreements
- ☐ Other:

6. HOW RELEVANT DO YOU CONSIDER THE FOLLOWING ASPECTS TO FACILITATE THE CREATION OF A START-UP?

64. **6.1 NEEDS - Please specify the importance of the following needs ***

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 found/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 business and start ups	☐	☐	☐	☐	☐

65. **Other**

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66. **6.2 INCENTIVES - Which of the following do you consider are important factors to encouraging 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)	☐	☐	☐	☐	☐

67. **Other (specify)**

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68. **6.3 PROBLEMS - In your opinion, how much the following aspects could impede the transformation of 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	☐	☐	☐	☐	☐
High technical and scientific knowledge - Lack of managerial skills	☐	☐	☐	☐	☐
Availability of the office at concessional rates	☐	☐	☐	☐	☐

69. Other (specify)

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ENDuRE contacts

70. 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: