

Startuppers 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

1. Age *

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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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2. STARTUPPER'S EDUCATION & TRAINING

2.1 Educational Qualification

4. High-school diploma *

Mark only one oval.

☐ YES

☐ NO

5. 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

6. 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

7. Did you get your Master's Degree or are you still studying?*Mark only one oval.*

- ☐ Graduate
- ☐ Master student

8. Ph.D.

please specify the research topic

.....

9. Did you get your Ph.D. or are you still studying?*Mark only one oval.*

- ☐ Ph.D.
- ☐ Ph.D. student

2.2 Other experiences and information

10. Did you have experiences of study/research/work abroad? **Mark only one oval.*

- ☐ Yes
- ☐ No

11. Do you own any patents? **Mark only one oval.*☐ YES☐ NO**12. If YES, how many?**

n°

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13. How many of your patents are part of your business?

n°

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

n°

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15. Is any of your relatives an entrepreneur? **Mark only one oval.*☐ Yes☐ No**16. If YES, please indicate if your parents are entrepreneurs***Mark only one oval.*☐ Yes☐ No**17. 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:

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18. 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

19. **Please indicate how you think the tools used during entrepreneurship courses were adequate**

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

3. BUSINESS START-UP

3.1 General Information

20. **Name of the company**

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21. **Country ***

Mark only one oval.

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

22. **Year of foundation ***

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23. **Sector/activity ***

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24. **Total number of employees ***

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

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26. **Number of graduates**

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27. **Number of Ph.Ds**

.....

28. Please answer the following questions regarding your start-up **Mark only one oval per row.*

	Yes	No
Is the core business of the company based on the know-how gained during university research?	☐	☐
Do university professors own shares in the equity of your company?	☐	☐
Does your company participate in other start-ups' equity?	☐	☐
Do investors own an equity share of your company?	☐	☐
Is/was the business located in Science & Technology Park	☐	☐
Is the business aggregated with a network of companies and/or an Innovation Pole	☐	☐

3.2 Business Plan Competition

29. Did you take part in any Business Plan competition? **Mark only one oval.*

☐ YES

☐ NO

30. Do you think that the Business Plan competition is a useful tool to raise awareness and relevant contacts for the start up of a new business? *

Key: 0 = don't know; 1 = very low; 2 = low; 3 = neutral; 4 = high; 5 = very high

Mark only one oval per row.

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

4. COLLABORATIONS WITH THE ACTORS OF THE “ENTREPRENEURIAL ECOSYSTEM” FOR THE CREATION OF A NEW BUSINESS

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

multiple choice is possible

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

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

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

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

33. Investors **Check all that apply.*

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

34. Enterprises **Check all that apply.*

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

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

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

36. Universities **Check all that apply.*

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

37. **4.2 How do you think incubators, science & technology parks, and innovation poles provide an adequate support for the creation of new businesses in relation to the following items? ***

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	☐	☐	☐	☐	☐

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

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39. **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

40. **4.3 How do you think fab labs provide an adequate support for the creation of new businesses in relation to the following items?**

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	☐	☐	☐	☐	☐

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

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42. 4.3 Do you think that universities provide an adequate support for the creation of new businesses? *

Mark only one oval.

- ☐ Yes
- ☐ No
- ☐ Don't know

43. If NO, please explain why

Check all that apply.

- ☐ Poor information
- ☐ Poor links with Science & Tech Parks/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
- ☐ Training offer not focused on business creation issues
- ☐ Tools used not adequate for business practice
- ☐ Other:

44. 4.4 Did you take advantage of the support of a Business/Trade Association to start your business? *

Mark only one oval.

- ☐ Yes
- ☐ No

45. **4.5 Please indicate how Business/Trade Associations provide an adequate support for the creation of new business in relation to the following services ***

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	☐	☐	☐	☐	☐
Burocratic, administrative and fiscal assistance	☐	☐	☐	☐	☐

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

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47. **4.5 Please indicate how the following subjects are effective in communicating issues related to new venture creation ***

Key: 1 = ineffective; 2 = medium ; 3 = effective

Mark only one oval per row.

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

48. **4.6 How much did the following subjects respond to your needs? ***

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	☐	☐	☐	☐	☐
Business/Trade Associations	☐	☐	☐	☐	☐
Investors	☐	☐	☐	☐	☐
Enterprises	☐	☐	☐	☐	☐
Public Bodies	☐	☐	☐	☐	☐
Universities	☐	☐	☐	☐	☐

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

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50. **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	☐	☐	☐	☐	☐
Dedicated structures (eg. Incubators, Technology Parks, etc.)	☐	☐	☐	☐	☐
Public calls for funding	☐	☐	☐	☐	☐
Sectorial business networks (eg. Innovation Poles)	☐	☐	☐	☐	☐
Matchmaking events	☐	☐	☐	☐	☐
Training start-up/companies	☐	☐	☐	☐	☐

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

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5. ENTREPRENEURIAL TRAINING

52. **5.1 Do you think your company has all the requested skills to be competitive on the market? ***

Mark only one oval.

- ☐ Yes
- ☐ No

53. If NO, which professional profiles would be required? Please, specify

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54. **5.2 Which of the following subjects do you think might help to identify and/or train the professional profiles needed?**

Mark only one oval per row.

	Identify	Train	Both
Science & Tech Parks/Incubators/Innovation Poles	☐	☐	☐
Fab Labs, Prototyping Labs	☐	☐	☐
Business/Trade Associations	☐	☐	☐
Investors	☐	☐	☐
Enterprises	☐	☐	☐
Public Bodies	☐	☐	☐
Universities	☐	☐	☐

55. **5.3 Has your company been invited to take part in entrepreneurship courses promoted by other subjects? ***

Mark only one oval.

- ☐ Yes
- ☐ No

56. **If YES, in which of the following roles?**

Check all that apply.

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

57. **5.4 Please indicate which among the following aspects could be favored by the participation in events/courses about entrepreneurship/business creation. ***

Check all that apply.

- ☐ Enhancing entrepreneurial know-how
- ☐ Collecting useful contacts for the development of business and technological partnerships
- ☐ Human Resources scouting
- ☐ Developing intellectual property management skills
- ☐ Other:

5.5 Start-ups training in companies

58. **Do you think a period of “on field” entrepreneurial training in an established company could help your start-up? If YES, at what stage? ***

Mark only one oval.

- ☐ I think it could not help my start-up development
- ☐ Yes, at early stage
- ☐ Yes, at later stage
- ☐ I don't know
- ☐ Other:

59. **If you think collaboration with established companies could be helpful, please indicate which among the following activities you think you could carry out thanks to collaboration with them.**

Check all that apply.

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

6. HOW RELEVANT ARE THE FOLLOWING ASPECTS IN SUPPORTING THE CREATION OF A START UP?

60. **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 funding	☐	☐	☐	☐	☐
Access to investment found/crowdfunding	☐	☐	☐	☐	☐
Access to credit	☐	☐	☐	☐	☐
Potential partners with managerial skills and motivation	☐	☐	☐	☐	☐
Availability of patents	☐	☐	☐	☐	☐
Access to 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	☐	☐	☐	☐	☐
Facilitation of connections between big business and start ups	☐	☐	☐	☐	☐

61. **6.2 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)	☐	☐	☐	☐	☐

62. Other(specify)

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63. 6.3 PROBLEMS - In your opinion, how much the following aspects could 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	☐	☐	☐	☐	☐
Lack of managerial skills	☐	☐	☐	☐	☐
Availability of facilities at concessional rates	☐	☐	☐	☐	☐

64. Other(specify)

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ENDuRE contacts

65. 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:
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