

Investor 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. GENERAL INFORMATION

1. Name of the investor

.....

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.

.....

4. Typology (venture, business angel, crowdfunding, etc) *

Check all that apply.

☐ Business angel

☐ Venture capitalist

☐ Public Investor

☐ Bank

☐ Crowdfunding

☐ Other:

.....

2. INVESTED RESOURCES

5. Please indicate the origin of the financial resources you use to fund companies *

Mark only one oval.

- ☐ Public
- ☐ Private
- ☐ Mixed

6. Do you develop crowdfunding initiatives? *

Mark only one oval.

- ☐ Yes
- ☐ No

3. PHASES AND SECTORS OF INVESTMENT

7. Type of investments / Sectors *

Mark only one oval per row.

	Hi-Tech	Not Hi-Tech	Both Hi-Tech and Not Hi-Tech	NO
Seed	☐	☐	☐	☐
Early Stage	☐	☐	☐	☐
Later Stage	☐	☐	☐	☐

4. DIMENSION OF BUSINESSES INVOLVED IN THE INVESTMENT

8. Dimension of the company you invest in *

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. CONTEXT

9. 5.1 Do you take part in the equity of Technology Parks/Incubators? *

Mark only one oval.

- ☐ Yes
- ☐ No

10. **5.2 Does your country have a legislation that encourages investments in start-ups through deductions/tax deductions? ***

Mark only one oval.

- ☐ Yes
- ☐ No
- ☐ I don't know

5.3 If applicable, please indicate the reasons why you collaborate with the following organisations

11. **Technology Parks/Incubators/Innovation Poles ***

Check all that apply.

- ☐ Educational paths for new business creation
- ☐ Business competition and other events
- ☐ Scouting of business ideas
- ☐ Assessment of business ideas
- ☐ Call for funding
- ☐ Participation in the equity
- ☐ No collaborations
- ☐ Other:

12. **Fab Labs and Prototyping Labs ***

Check all that apply.

- ☐ Educational paths for new business creation
- ☐ Business competition and other events
- ☐ Scouting of business ideas
- ☐ Assessment of business ideas
- ☐ Call for funding
- ☐ Participation in the equity
- ☐ No collaborations
- ☐ Other:

13. Business/Trade Associations **Check all that apply.*

- ☐ Educational paths for new business creation
- ☐ Business competition and other events
- ☐ Scouting of business ideas
- ☐ Assessment of business ideas
- ☐ Call for funding
- ☐ Participation in the equity
- ☐ No collaborations
- ☐ Other:

14. Other Investors **Check all that apply.*

- ☐ Educational paths for new business creation
- ☐ Business competition and other events
- ☐ Scouting of business ideas
- ☐ Assessment of business ideas
- ☐ Call for funding
- ☐ Participation in the equity
- ☐ No collaborations
- ☐ Other:

15. Enterprises **Check all that apply.*

- ☐ Educational paths for new business creation
- ☐ Business competition and other events
- ☐ Scouting of business ideas
- ☐ Assessment of business ideas
- ☐ Call for funding
- ☐ Participation in the equity
- ☐ No collaborations
- ☐ Other:

16. Public Bodies

Check all that apply.

- ☐ Educational paths for new business creation
- ☐ Business competition and other events
- ☐ Scouting of business ideas
- ☐ Assessment of business ideas
- ☐ Call for funding
- ☐ Participation in the equity
- ☐ No collaborations
- ☐ Other:

17. Universities *

Check all that apply.

- ☐ Educational paths for new business creation
- ☐ Business competition and other events
- ☐ Scouting of business ideas
- ☐ Assessment of business ideas
- ☐ Call for funding
- ☐ Participation in the equity
- ☐ No collaborations
- ☐ Other:

18. 5.3.1 Were collaborations with the following 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 Labs, Prototyping Labs	☐	☐	☐	☐	☐
Business/Trade Associations	☐	☐	☐	☐	☐
Enterprises	☐	☐	☐	☐	☐
Public Bodies	☐	☐	☐	☐	☐

19. If "very unsatisfactory" or "unsatisfactory", please give reason.

.....

.....

.....

.....

.....

6. SCOUTING OF BUSINESS IDEAS

20. **6.1 With which of the following subjects do you collaborate more frequently to identify successful business ideas? ***

Check all that apply.

- ☐ Technology Parks/Incubators/Innovation Poles
- ☐ Fab Labs, Prototyping Labs
- ☐ Business/Trade Associations
- ☐ Enterprises
- ☐ Public Bodies
- ☐ Universities
- ☐ Other:

21. **6.2 Do you think the following subjects provide investors with a useful support to identify successful business ideas? ***

Mark only one oval per row.

	Yes	No	Don't know
Technology Parks/Incubators/Innovation Poles	☐	☐	☐
Fab Labs, Prototyping Labs	☐	☐	☐
Business/Trade Associations	☐	☐	☐
Enterprises	☐	☐	☐
Public Bodies	☐	☐	☐
Universities	☐	☐	☐

22. **If NO, why?**

Check all that apply.

- ☐ Little additional information on business
- ☐ Poor capacity of local actors to align themselves with investors' working methods
- ☐ Unsuitable dimensions of business/investment
- ☐ Difficulty in making partnerships/collaborations stable
- ☐ Tools used by different subjects to describe business are inadequate
- ☐ Other:

23. **6.3 What are the initiatives that could facilitate scouting for entrepreneurial projects on which to invest? ***

Check all that apply.

- ☐ Events/Seminars/Workshops
- ☐ Business Plan competition
- ☐ Periodic meetings with Universities
- ☐ Participations in committees for business idea evaluation
- ☐ Formalized agreements with Universities
- ☐ Participation in entrepreneurship courses promoted by different subjects
- ☐ Periodic meetings with Science & Tech Parks, Incubators and Innovation Poles
- ☐ Formalized agreements with Science & Tech Parks, Incubators and Innovation Poles
- ☐ Other:

7. EVALUATION OF THE BUSINESS IDEA

24. **7.1 Which one of the following team characteristics do you value more? ***

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
Motivations	☐	☐	☐	☐	☐
Start-up experience	☐	☐	☐	☐	☐
Industry experience	☐	☐	☐	☐	☐
Experience in leading teams	☐	☐	☐	☐	☐
Investing own money	☐	☐	☐	☐	☐
General likeability	☐	☐	☐	☐	☐
Inter-team acquaintance	☐	☐	☐	☐	☐
Education	☐	☐	☐	☐	☐

25. **7.2 When evaluating the startup team, how important is it for you that startupper acquire knowledge and skills in the following topics? ***

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
Intellectual Property	☐	☐	☐	☐	☐
Product Design	☐	☐	☐	☐	☐
Business Development	☐	☐	☐	☐	☐
Accounting	☐	☐	☐	☐	☐
Organizational Management	☐	☐	☐	☐	☐
Marketing	☐	☐	☐	☐	☐
Entrepreneurial mindset	☐	☐	☐	☐	☐
Communication	☐	☐	☐	☐	☐
Law	☐	☐	☐	☐	☐
Internationalization	☐	☐	☐	☐	☐
Production processes/prototyping	☐	☐	☐	☐	☐

26. **7.3 Which among the following tools, do you think is the more effective to evaluate a business idea? ***

Mark only one oval.

- ☐ Business plan
- ☐ Attitudinal test
- ☐ Attitudinal interview
- ☐ Other:

ENDuRE contacts

27. **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:

Powered by

