UNIVERSITY OF TUZLA

 FACULTY OF ECONOMY

Impact of University Business Start-up Centers on the Development of Entrepreneurship in the Western Balkans Countries.

## Questionnaire for the Master’s thesis

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| Candidate: Sanja Hajdukov dipl. ing. | Mentor: prof.dr.sc. Bahrija Umihanić |

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The questionnaire is part of the empiric research in the master’s thesis named “Impact of University Business Start-up Centers on the Development of Entrepreneurship in the Western Balkans Countries”.

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| QUESTIONNAIREfor young entrepreneurs who undergone entrepreneurial education at University Business Start-up Centers.  |

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| I: PROFILE |

In order to create the right image of profile and experience of our respondents, we kindly ask you to respond the following personal questions. It is ok if you prefer to remain anonymous.

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| **Name:** |       |
| **Business Start-Up Center:** |       |
| **State:** |       |
| **Gender** |
| [ ]  | Female |
| [ ]  | Male |
| **Current status** |
| [ ]  | Student |
| [x]  | Self employed/entrepreneur |
| [ ]  | Employee of the state institution |
| [ ]  | Unemployed |
| **Age** |
| [ ]  | Younger than 25 years |
| [ ]  | Between 25 and 30 years |
| [ ]  | Over 30 years old |
| **Education** |
| [ ]  | Faculty |
| [ ]  | Postgraduate study |
| [ ]  | Doctorate study |
| **Field of science** |
| [ ]  | Technical science |
| [ ]  | Natural science |
| [ ]  | Social science |
| [ ]  | Biomedical science |
| [ ]  | Humanities science |
|  **Entrepreneurial education at BSCs** |
| [ ]  | Attended entrepreneurial education |
| [ ]  | Attended entrepreneurial education and considering starting up business |
| [ ]  | Attended entrepreneurial education and started own business  |

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| II: REASONS AND MOTIVES FOR ATTENDING ENTREPRENEURIAL EDUCATION |

Please click on one or more answers that best describes the reasons and motives to attend entrepreneurial training.

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| **Reasons to attend entrepreneurial training** |
| [ ]  | Wish to learn more on how to start my own business  |
| [ ]  | I am in private business already, but feel that have no adequate entrepreneurial skills |
| [ ]  | Wish to become an entrepreneur |
| [ ]  | Because I am unemployed currently |
| [ ]  | Wish to change job |
| [ ]  | Wish to continue family business |
| **Motives to attend entrepreneurial training** |
| [ ]  | Wish to be independent – own boss |
| [ ]  | I want to get rewarded for the best business plan |
| [ ]  | Want to get access to micro or other loan |
| [ ]  | Believe that in private business will be making more money |
| [ ]  | Status and image |
| [ ]  | Future planning autonomy |
| [ ]  | Other |

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| III: VOLUME OF ENTREPRENEURIAL EDUCATION ATTENDANCE  |

Please click on one or more answers that best describes the volume of entrepreneurial education attendance.

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| **Entrepreneurial education that you have attended was composed of.** |
| [ ]  | Less than 30 hours of entrepreneurial training |
| [ ]  | 30 hours of entrepreneurial training |
| [ ]  | Less than 45 hours of entrepreneurial training |
| [ ]  | 45 hours of entrepreneurial training |
| [ ]  | 90 hours of entrepreneurial training |
| **You have attended:**  |
| [ ]  | Less than 30% training program |
| [ ]  | Less than 50% training program |
| [ ]  | Less than 70% training program |
| [ ]  | More than 70% training program |
| [ ]  | 100% training program |
|  |  |
| **Business plan** |
| [ ]  | I took part in the competition for the best business plan |
| [ ]  | I didn’t take part in the competition for the best business plan |
| **Individual or group** |
| [ ]  | I created business plan for my business idea |
| [ ]  | I created business pan in partnership with my colleagues.  |
| **Whether is it your business plan rewarded** |
| [ ]  | Yes |
| [ ]  | No |

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| IV: QUALITY OF ENTREPRENEURIAL EDUCATION DEVELOPMENT  |

Please answer the following questions by ticking the box with the number that best describes your assessment of the quality of entrepreneurial education development modules, where the numbers presents the following meanings:

 *1=VERY BAD 2=INSUFFICIENT, 3=SUFFICIENT, 4=VERY GOOD, 5=EXCELLENT*

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| **MODULE** | **1** | **2** | **3** | **4** | **5** |
| Product and service development  | [ ]  | [ ]  | [ ]  | [ ]  | [ ]  |
| Introduction to entrepreneurship | [ ]  | [ ]  | [ ]  | [ ]  | [ ]  |
| Market research | [ ]  | [ ]  | [ ]  | [ ]  | [ ]  |
| Marketing | [ ]  | [ ]  | [ ]  | [ ]  | [ ]  |
| Business communication | [ ]  | [ ]  | [ ]  | [ ]  | [ ]  |
| Management | [ ]  | [ ]  | [ ]  | [ ]  | [ ]  |
| Legal framework for registration of businesses | [ ]  | [ ]  | [ ]  | [ ]  | [ ]  |
| Finances and accounting | [ ]  | [ ]  | [ ]  | [ ]  | [ ]  |
| Business plan | [ ]  | [ ]  | [ ]  | [ ]  | [ ]  |

The next question is *only for those students* who attended entrepreneurial education in Business Start-Up Centre, which is more oriented towards the development of additional business skills.SlušajtePročitajte fonetski

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| **Business skills** | **1** | **2** | **3** | **4** | **5** |
| Development of managerial skills - couching | [ ]  | [ ]  | [ ]  | [ ]  | [ ]  |
| Change management | [ ]  | [ ]  | [ ]  | [ ]  | [ ]  |
| Quality management | [ ]  | [ ]  | [ ]  | [ ]  | [ ]  |
| Innovation management | [ ]  | [ ]  | [ ]  | [ ]  | [ ]  |
| Service management | [ ]  | [ ]  | [ ]  | [ ]  | [ ]  |
| Organization and development of business | [ ]  | [ ]  | [ ]  | [ ]  | [ ]  |
| Local business potentials | [ ]  | [ ]  | [ ]  | [ ]  | [ ]  |
| Public presentation skills | [ ]  | [ ]  | [ ]  | [ ]  | [ ]  |
| Small business strategy | [ ]  | [ ]  | [ ]  | [ ]  | [ ]  |
| Successful trade strategy | [ ]  | [ ]  | [ ]  | [ ]  | [ ]  |
| Project cycle management | [ ]  | [ ]  | [ ]  | [ ]  | [ ]  |
| Psychology of successful entrepreneur | [ ]  | [ ]  | [ ]  | [ ]  | [ ]  |

The next question is *only for those students* who attended entrepreneurial education in Business Start-Up Centre that offer trainings related to following fields:

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| **TRAINING** | **1** | **2** | **3** | **4** | **5** |
| Support women in agribusiness  | [ ]  | [ ]  | [ ]  | [ ]  | [ ]  |
| How to apply to EU grants | [ ]  | [ ]  | [ ]  | [ ]  | [ ]  |
| Corporate social marketing | [ ]  | [ ]  | [ ]  | [ ]  | [ ]  |
| Graphic design | [ ]  | [ ]  | [ ]  | [ ]  | [ ]  |
| Photoshop  | [ ]  | [ ]  | [ ]  | [ ]  | [ ]  |
| Other program – please put on the list |       |

The next question is *only for the program that you have attended during the entrepreneurial education course.*

Open ended response: Please list three suggestions on how to improve entrepreneurial education course in your opinion ***(A1 – A3)***, three suggestions on how to improve trainings on entrepreneurial skills ***(B1 – B3)***, and three suggestions on how to improve entrepreneurial trainings ***(C1 – C3).***

|  |  |
| --- | --- |
| A1 |       |
| A2 |       |
| A3 |       |
| B1 |       |
| B2 |       |
| B3 |       |
| C1 |       |
| C2 |       |
| C3 |       |

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| VI: QUALITY OF IMPLEMENTATION OF ENTREPRENEURIAL EDUCATION |

Please answer the following questions by ticking the box with the number that best describes your assessment of the quality development of entrepreneurial education modules, where the numbers presents the following meanings:

*1=VERY BAD 2=INSUFFICIENT, 3=SUFFICIENT, 4=VERY GOOD, 5=EXCELLENT*

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| **QUALITY ASSESMENT** | **1** | **2** | **3** | **4** | **5** |
| Trainers/lecturers | [ ]  | [ ]  | [ ]  | [ ]  | [ ]  |
| Training material - content | [ ]  | [ ]  | [ ]  | [ ]  | [ ]  |
| Hours of entrepreneurial training (min 30 to max 90 hours in total) | [ ]  | [ ]  | [ ]  | [ ]  | [ ]  |
| Professional attitude toward students | [ ]  | [ ]  | [ ]  | [ ]  | [ ]  |
| The level of technical equipment and education facilities  | [ ]  | [ ]  | [ ]  | [ ]  | [ ]  |
| Work in smaller groups | [ ]  | [ ]  | [ ]  | [ ]  | [ ]  |
| Interactive work | [ ]  | [ ]  | [ ]  | [ ]  | [ ]  |
| Consultancy support | [ ]  | [ ]  | [ ]  | [ ]  | [ ]  |
| The rating of overall quality | [ ]  | [ ]  | [ ]  | [ ]  | [ ]  |

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| VII: EFFECT OF BUSINESS EDUCATION ON THE DEVELOPMENT OF PASSIVE COMPONENTS OF ENTREPRENEURSHIP |

Please answer the following questions by ticking the box with the number that best describes your assessment of the quality development of entrepreneurial education modules, where the numbers presents the following meanings:

*1=NO INFLUENCE, 2=INSUFFICIENT INFLUENCE, 3=SUFFICIENT INFLUENCE, 4=VERY GOOD INFLUENCE, 5=EXCEPTIONAL INFLUENCE*

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| **POTENTIALS/EFFECTS** | **1** | **2** | **3** | **4** | **5** |
| Developing leadership skills | [ ]  | [ ]  | [ ]  | [ ]  | [ ]  |
| Developing motivation skills | [ ]  | [ ]  | [ ]  | [ ]  | [ ]  |
| Developing entrepreneurial attitudes | [ ]  | [ ]  | [ ]  | [ ]  | [ ]  |
| Changing behavior - the entrepreneurial mindset | [ ]  | [ ]  | [ ]  | [ ]  | [ ]  |
| Developing contact network | [ ]  | [ ]  | [ ]  | [ ]  | [ ]  |

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| VIII: EFFECT OF BUSINESS EDUCATION IN DEVELOPMENT ACTIVE COMPONENTS OF ENTREPRENEURSHIP |

Please answer the following questions by simply clicking on one of the offered positions to highlight your attitude about the impact of entrepreneurship education on the decision to actively participate in business - to become an entrepreneur.

|  |  |  |  |
| --- | --- | --- | --- |
| **ATTITUDE****QUESTION** | **POSITIVE** | **NEUTRAL** | **NEGATIVE** |
| I find entrepreneurial education I attended at BSC was very useful? | [ ]  | [ ]  | [ ]  |
| BSC Activities in which I participated had an objective and positive impact on the development of my entrepreneurial potential? | [ ]  | [ ]  | [ ]  |
| Services provided by the BSC are effective way to help young people decide to start own business in the future? | [ ]  | [ ]  | [ ]  |
| I would recommend the BSC entrepreneurial trainings to my friends and colleagues. | [ ]  | [ ]  | [ ]  |
| I believe that entrepreneurship education should be part of full time study at any university | [ ]  | [ ]  | [ ]  |
| Do you as an entrepreneur recognize yourself a stronger and more capable person?  | [ ]  | [ ]  | [ ]  |
| Do you see yourself in the status of entrepreneur in the future? | [ ]  | [ ]  | [ ]  |

Next question answer only those respondents who after the business education started their business

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| **I started my own business after the entrepreneurial education** |
| [ ]  | The same year |
| [ ]  | One year later |
| [ ]  | Two years later |
| [ ]  | More than two years later |
| **My business is based on entrepreneurial idea** |
| [ ]  | That I have developed during the entrepreneurial education  |
| [ ]  | That other student developed and I only adapted  |
| [ ]  | That was developed by the team which I was member of, during the entrepreneurial education |
| [ ]  | That was not elaborated at the entrepreneurial education (taking in account all BSC business ideas)  |
| **My business started the way that** |
| [ ]  | I created my business |
| [ ]  | Bought already existed business |
| [ ]  | Started franchise arrangement |
| [ ]  | Other way |
| **Way to enter the business – alone or in partnership** |
| [ ]  | The individual ownership - I am owner of a business |
| [ ]  | Partnership with colleagues with whom I developed business plan during entrepreneurial education |
| [ ]  | Partnership with students who have attended entrepreneurial training, but we didn’t participate together in developing a business plan |
| [ ]  | Partnership with people who didn’t attend the entrepreneurial education |
| **Business area** |
| [ ]  | Production |
| [ ]  | Service |
| [ ]  | Business is related to my primer education |
| [ ]  | Business is not connected to my primer education |
| **My business exist since** |
| [ ]  | Less than 12 months ago |
| [ ]  | Less than 24 months ago |
| [ ]  | Less than 42 months ago |
| [ ]  | More than 42 months |
| **Number of employees in my business** |
| [ ]  | Self-employment (I am only employee) |
| [ ]  | Less than 5 employees |
| [ ]  | Less than 10 employees |
| [ ]  | Less than 50 employees |
| [ ]  | More than 50 employees |
| **My business could be described as**  |
| [ ]  | Moderately profitable |
| [ ]  | Profitable |
| [ ]  | Highly profitable  |
| [ ]  | Non profitable |

Next question respond only those entrepreneurs who started their own business after the entrepreneurial training

Please answer the following questions by ticking the box with the number that best describes the reasons for disruption the faster development of business, according to the following scale where numbers have following meaning:

*1=NOT THE PROBLEM, 2=SMALL PROBLEM, 3= PROBLEM, 4= BIG PROBLEM, 5=VERY BIG PROBLEM*

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| **REASONS FOR DISRUPTION THE FASTER DEVELOPMENT OF BUSINESS** | **1** | **2** | **3** | **4** | **5** |
| Lack of finances | [ ]  | [ ]  | [ ]  | [ ]  | [ ]  |
| Legal framework | [ ]  | [ ]  | [ ]  | [ ]  | [ ]  |
| Lack of knowledge | [ ]  | [ ]  | [ ]  | [ ]  | [ ]  |
| Non-friendly business environment | [ ]  | [ ]  | [ ]  | [ ]  | [ ]  |
| Un-loyal competition  | [ ]  | [ ]  | [ ]  | [ ]  | [ ]  |
| Adverse credit line | [ ]  | [ ]  | [ ]  | [ ]  | [ ]  |
| Less developed market | [ ]  | [ ]  | [ ]  | [ ]  | [ ]  |
| Low purchasing power | [ ]  | [ ]  | [ ]  | [ ]  | [ ]  |

**IMPORTANT:** After you have completed the questionnaire, save it using "Save as" to your computer and then send the mail to hajdukov.sanja@gmail.com or sanja.hajdukov@untz.ba

 If you skip to do it, all data would be lost.

**Thank you for your contribution to this Master’s thesis!**