

WE GET!
***Women Entrepreneurs- Generating Enhanced
Training: Opening New Perspectives***

Erasmus+ Program – KA2 Cooperation for innovation
and the exchange of good practices

***SPECIFIC SKILLS, KNOWLEDGE, ABILITIES
AND COMPETENCES SURVEY***

Dear Participant,

Women's entrepreneurship has an important contribution to the economic development in all countries. Women are now equally involved in the economy, business and society.

With this questionnaire, we aim to gather information among the would-be and young women entrepreneurs that will serve identifying the specific needs for acquiring new knowledge and skills or expanding those already acquired for women who want to start their own business and those who have recently entered the entrepreneurial market and are developing young business. The data obtained will also be used for mapping competences and skills needed in the entrepreneur market.

This study is conducted under the project "WE GET! - Women Entrepreneurs- Generating Enhanced Training: Opening New Perspectives" and the information and results will be used only for the purposes of the project. For questions related to the present survey, please contact Mrs. Stela Dionisieva by email: stela@rcci.bg. Thank you for your time!

I. Demographic and general information:

1. Age: <table border="1"> <tr><td>18 - 21 years</td><td></td></tr> <tr><td>22 - 29 years</td><td></td></tr> <tr><td>30 - 39 years</td><td></td></tr> <tr><td>40 - 49 years</td><td></td></tr> <tr><td>50 - 59 years</td><td></td></tr> <tr><td>60+ years</td><td></td></tr> </table>	18 - 21 years		22 - 29 years		30 - 39 years		40 - 49 years		50 - 59 years		60+ years		2. Country: <table border="1"> <tr><td>Netherlands</td><td></td></tr> <tr><td>Spain</td><td></td></tr> <tr><td>Italy</td><td></td></tr> <tr><td>United Kingdom</td><td></td></tr> <tr><td>France</td><td></td></tr> <tr><td>Bulgaria</td><td></td></tr> <tr><td>Other:</td><td></td></tr> </table>	Netherlands		Spain		Italy		United Kingdom		France		Bulgaria		Other:		3. How often do you use the ICT? <table border="1"> <tr><td>often (every day)</td><td></td></tr> <tr><td>regularly (every week)</td><td></td></tr> <tr><td>rarely (several times a month)</td><td></td></tr> <tr><td>I do not use Internet</td><td></td></tr> </table>	often (every day)		regularly (every week)		rarely (several times a month)		I do not use Internet	
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4. Education: <table border="1"> <tr><td>primary education and lower</td><td></td></tr> <tr><td>Secondary / College</td><td></td></tr> <tr><td>Bachelor</td><td></td></tr> <tr><td>Master</td><td></td></tr> <tr><td>Higher</td><td></td></tr> <tr><td>Currently a student</td><td></td></tr> </table>	primary education and lower		Secondary / College		Bachelor		Master		Higher		Currently a student		5. At the moment you are: <table border="1"> <tr><td>A student willing to start own business</td><td></td></tr> <tr><td>Full time employee, willing to start own business</td><td></td></tr> <tr><td>Working at home</td><td></td></tr> <tr><td>Unemployed, looking for work</td><td></td></tr> <tr><td>Part-time employee, wanting to change jobs</td><td></td></tr> <tr><td>Self-employed</td><td></td></tr> <tr><td>Company owner</td><td></td></tr> <tr><td>Employed or volunteer in the field of education</td><td></td></tr> </table>	A student willing to start own business		Full time employee, willing to start own business		Working at home		Unemployed, looking for work		Part-time employee, wanting to change jobs		Self-employed		Company owner		Employed or volunteer in the field of education								
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II. General aspects: Please rate how important you think the listed factors, knowledge and skills are for improving entrepreneurial abilities and personal qualities (1- not important at all, 2 - partly not important, 3 - partly important, 4 -very important)	1	2	3	4
1. The training of adults to be carried out according to their specific needs				
2. Opportunities for lifelong learning				
3. Motivation to learn and improve the digital skills				
4. Motivation to acquire more knowledge about entrepreneurial skills				
5. Motivation for acquiring better financial literacy and access to financing one's own business				
6. Unemployed people to be motivated for looking of new opportunities to work at				

home				
7. Women are creative enough to start their own business or income-generating activities at home.				
8. The acquisition of new competencies is an important aspect for starting one's own business				
9. Women find it harder to learn new skills				
10. Unemployed people who stay at home for a long time are less competitive				
11. Women are more active in looking for job than men				

The following competencies are key for the entrepreneur, according to the EntreComp: The Entrepreneurship Competence Framework. Please rate how important you think it is to be acquired through training (1- not important at all, 2 - partly not important, 3 - partly important, 4 -very important):

III. Entrepreneurial competencies

<i>Ideas and opportunities</i>	1	2	3	4
1. Spotting opportunities (<i>Using the imagination to identify / create opportunities.</i>)				
2. Creativity (<i>Development of creative and purposeful ideas. Generation of a good business idea</i>)				
3. Vision (<i>Making efforts to realize a future idea or a certain goal according to your own attitudes.</i>)				
4. Evaluation of ideas (<i>Combining ideas and opportunities to the maximum extent in the real environment</i>)				
5. Ethical and sustainable thinking (<i>Assessment of the consequences and impact of my own actions</i>)				
<i>Resources</i>	1	2	3	4
6. Mobilization of resources (<i>Ability to gather and manage my resources</i>)				
7. Mobilizing others (<i>Ability to motivate and inspire others to share my vision</i>)				
8. Financial and economic literacy (<i>Acquisition and updating of financial and economic knowledge</i>)				
9. Self-confidence, self-awareness and self-efficacy (<i>Faith in my own abilities, skills and passion for development</i>)				
10. Motivation and perseverance (<i>Skills for overcoming difficulties and keeping the enthusiasm to continue</i>)				
11. Developing and maintaining a contacts network				
<i>Action</i>	1	2	3	4
12. Learning through experience (<i>Learning from successes and failures</i>)				
13. Working with other people (<i>Teamwork, communication, cooperation and contacts</i>)				
14. Planning and management (<i>Organizing and tracking processes. Developing a good business plan</i>)				
15. Taking the initiative				
16. Dealing with ambiguity, uncertainty and risk				

IV. Financial & Economic Literacy

	1	2	3	4
1. Budgeting - reporting income and expenses				
2. Saving - getting the best return on your savings				
3. Business financing on the principle of "friends-family-naive"				
4. National programs and funding schemes				
5. European funding for starting a business				
6. The role of investors in starting a business				
7. Banks and banking programs for starting a business				
8. Crowdsourcing - how crowdsourcing affects business development				
9. Crowdfunding - how public funding affects business development				
10. Cybersecurity and fraud protection				

11. Taxes, insurance and other deductions				
12. Business finance - how business works				
13. Cryptocurrencies (e.g. Bitcoin)				
14. Business registration (how to register a legal business, what forms to choose)				
15. Pricing - determining market values				

Please rate how important it is for these skills to be acquired through training (1- not important at all, 2 - partly not important, 3 - partly important, 4 - very important):

V. Digital skills (according to DigiComp- European Framework for the Digital Competence):

	1	2	3	4
1. Finding and filtering information online				
2. Filling in online forms (for e-banking, taxes, accounts, etc.)				
3. Online sales (eBay, Amazon)				
4. Using social networks to promote business (Facebook, Twitter, Instagram, WhatsApp, Viber, Skype)				
5. Use of mobile technologies for business purposes				
6. Opportunity to advertise products and services online				
7. Capture videos with a mobile phone for business purposes and using podcasts as a marketing tool.				
8. Taking pictures with a mobile phone for business purposes				
9. Discover information online on topics related to starting a business				
10. Business analysis - finding online information about competitors, business needs, trends, etc.				
11. Protecting personal data and understand privacy policies				

VI. Have you participated in training courses for the development of entrepreneurial skills?

☐ Yes ☐ No

If "Yes", in what format was the training and was it certified?

VII. Do you think that meeting or exchange with successful women entrepreneurs could inspire you?

☐ Yes ☐ No

VIII. Can you list what knowledges and skills you lack to start your own business?

☐ Yes ☐ No

If "Yes", please write as much as you can?

IX. Is it true that women exhibit a lack of self-confidence in their own abilities as entrepreneurs compared to men entrepreneurs?

☐ Yes ☐ No

If "Yes", could you please explain why?

X. What does the term „entrepreneurship mean to you (in one sentence)?

XI. Would you like to join the trainings on the project, as well as receive information about upcoming events?

☐ Yes ☐ No

If “Yes”, please provide us with your contacts, which will be used only for the purposes of the project.

Name and surname	
E-mail	
Phone number*	

** Providing a contact phone number is only at your request and is not mandatory.*