



ELITE: LONGITUDINAL STUDY ON THE PROCESS OF EMERGENCE OF HIGH-IMPACT ENTREPRENEURS

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ELITE's Initial Questionnaire for Nascent Entrepreneurs

(DELIVERABLE E3).

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"Una manera de hacer Europa"

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Abstract

This questionnaire is part of the ELITE project (“Longitudinal study on the process of emergence of high-impact entrepreneurs”). It aims at providing a deep insight into the different stages of the entrepreneurial process, studying from the potential entrepreneur, the nascent entrepreneur, and to the new entrepreneur. In particular, this study focuses on the group of entrepreneurs with the greatest potential to generate high-impact firms in the economy (defined as those that respond to market opportunities by introducing wealth-generating innovations and growth). To do this, those entrepreneurs with high level of education (university degree) and an opportunity motivation will be analyzed.

To achieve these goals, two longitudinal studies will be carried out on two different samples of potential and nascent entrepreneurs. This questionnaire is addressed to the second sample of nascent entrepreneurs in contact with entrepreneur-support centers. The questionnaire is organized in five sections, plus a presentation and a final thank you page. It includes items to measure personal variables, contact networks, skills and perceptions of the regional environment. A final section includes questions about the respondents' personal data, qualifications and experience.

JEL codes: C81, D91, L26, M13

Keywords: Entrepreneurial process, nascent entrepreneur, personal variables, environment, questionnaire, longitudinal study

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Presentation

The objective of this project is to better understand the characteristics of nascent entrepreneurs better, and get to know how they carry out the process of creating a new company.

After this page, the questionnaire is made up of 4 sections with questions about your perceptions, your contact networks, your skills and your regional environment. The sixth section includes questions about your personal data, qualifications and experience. Finally, the seventh section thanks you for your participation.

It is important that you answer all the questions honestly. There are NO correct or incorrect answers, we just want to know your personal opinion. It will take approximately 20 minutes to answer all the questions. The answers will only be used for the purposes of the research and no personal data will be disclosed nor shared with anyone.

Your help is essential for the project and we want to thank you for your collaboration. Thus, all those who completely answer the questionnaire will participate in a raffle to win 3 AMAZON gift cards valued at €100, €50 and €25, respectively. Your contact email will be used to participate in the raffle, and will also be used to track the progress of your project within one year.

A. About yourself and your way of seeing things

A0. What stage are you in the creation process of your venture? *

	I have not thought about it yet	I expect to create it in the next 3 years	I am currently creating it	I created it in the last year	I created it 1 to 3 years ago	I created it more than three years ago
Your project						

A1. Please describe yourself: *

	Never	Rarely	Sometimes	Neutral	Often	Very often	Always
Gentle							
Sympathetic							
Has leadership abilities							
Acts like a leader							
Dominant							
Tender							
Warm							
Affectionate							
Strong personality							
Defends own's beliefs							
Sensitive to others' needs							
Makes decisions easily							

A2. Regarding the opinion about yourself, do you agree with the following statements? *

	1. Strongly disagree	2. Disagree	3. Neither agree or disagree	4. Agree	5. Strongly agree
In general, I am satisfied with myself					

I feel that I am a person worthy of appreciation, at least to the same extent as others					
I am convinced I have good qualities					
I am able to do things as well as most people					
I have a positive attitude towards myself					

A3. The idea of creating a company to commercialize my business idea ... *

	1. Strongly disagree	2. Disagree	3. Neither agree or disagree	4. Agree	5. Strongly agree
...does not fit my self-concept					
...is completely alien to me					
...fits well into the image I have of myself					

A4. Do you agree that the following activities are an important part of your identity as a person? *

	1. Strongly disagree	2. Disagree	3. Neither agree or disagree	4. Agree	5. Strongly agree
Inventing new solutions to problems					
To be a founder of a business					
To make companies grow and develop					

A5. Please indicate to what extent you would be able to effectively carry out the following tasks: *

	1. Very ineffective	2. Ineffective	3. Somewhat Effective	4. Effective	5. Very effective
To define my business idea and the strategy of a new company					

To maintain the process of creating a new company under control					
To negotiate and maintain favourable relationships with potential investors and banks					
To recognize opportunities in the market for new products and / or services					
To connect with key people to obtain capital to create a new company					
To start a new company					

A6. Do you agree that the following motivations are important for you to become an entrepreneur? *

	1. Strongly disagree	2. Disagree	3. Neither agree or disagree	4. Agree	5. Strongly agree
Developing myself personally and professionally					
Taking advantage of an economic opportunity					
Earning more money than I would as an employee					
Lacking other economic alternative (unemployment)					
Complementing the family income					
Insecure and precarious employment					
Flexibility in lifestyle					
Desire for independence and working for myself					

A7. Indicate your degree of agreement with the following statements: *

	1. Strongly disagree	2. Disagree	3. Neither agree or disagree	4. Agree	5. Strongly agree
It is very likely that I will start a venture one day					
I am willing to make every effort to become an entrepreneur					
I have serious doubts whether I will ever start a venture					
I am determined to start a venture in the future					
My professional objective is to be an entrepreneur					

A8. Have you thought in detail about the following aspects in the creation of your company?

	1. Nothing at all	2. Very little	3. I have a rough idea	4. I have a good idea	5. I have it totally planned
What specific steps I have to take to create my company					
When I will take each of the steps to create my company					
Where I will carry out each of the steps to create my company					

B. About the contact networks you have

B1. For the project you are creating now, do you have a team of partners? *

	No, I'm alone	Yes, we are 2	Yes, we are 3	Yes, we are 4 or more	I am not creating anyone now
Partners					

B2. Name of your Project: * _____

B3. To what extent do you agree with the following statements about your social network (family, friends, acquaintances, co-workers, other entrepreneurs, customers, etc.)? *

	1. Strongly disagree	2. Disagree	3. Neither agree or disagree	4. Agree	5. Strongly agree
My social network is very broad and diverse					
I often communicate with members of my social network					
I easily get information or other resources from my social network					
Generally, I locate myself in an important position within my social network (a central position with many connections with other members)					

B4. Value the following questions about the members of your social network of contacts: *

	1. Strongly disagree	2. Disagree	3. Neither agree or disagree	4. Agree	5. Strongly agree
There is a high level of trust between them					
I am sure that they fulfil their commitments to me					
I usually do them favours whenever possible					

They do me favours if I ask them					
I share with them a similar philosophy about business					
I share with them similar values and beliefs					
They have a similar vision about the future of our local community					

B5. Attitude to risk *

	1. Strongly disagree	2. Disagree	3. Neither agree or disagree	4. Agree	5. Strongly agree
I like to take risks, although I may fail					
For me, the best possible plan is the one that is free of risks					
I choose the safest option, although the rewards are more limited					
To obtain greater rewards, I am willing to take greater risks					
I'm looking for new experiences even if their results are risky					

B6. Regarding the creation of your company, to what extent do the following people approve this decision? *

	1. Strongly disapprove	2. Disapprove	3. Neither approve or disapprove	4. Approve	5. Strongly approve
My closest family					
My friends					
My colleagues					

B7. To what extent the opinion of the following people are important to you? *

	1. Not at all important	2. Somewhat important	3. Neither important or unimportant	4. Important	5. Very important
The opinion of my family					
The opinion of my friends					
The opinion of my colleagues					

C. About your abilities and skills

C1. Recognition of opportunities. Do you agree with the following statements? *

	1. Strongly disagree	2. Disagree	3. Neither agree or disagree	4. Agree	5. Strongly agree
I can identify the goods and / or services that customers want					
I perceive the unsatisfied needs of consumers					
I actively look for products or services that provide a real benefit to customers					

C2. Persuasion. Indicate your level of agreement with the following judgments. *

	1. Strongly disagree	2. Disagree	3. Neither agree or disagree	4. Agree	5. Strongly agree
I am able to influence people to do things that I want					
I am able to convince people to change their opinion					
I am easily able to persuade people					

C3. Creativity / innovation. Do you agree with the following statements? *

	1. Strongly disagree	2. Disagree	3. Neither agree or disagree	4. Agree	5. Strongly agree
People are frequently surprised by my original ideas					
People frequently ask me for help in creative activities					
I prefer to do routine jobs instead of creative ones					

C4. Resilience. Indicate your degree of agreement with the following statements.*

	1. Strongly disagree	2. Disagree	3. Neither agree or disagree	4. Agree	5. Strongly agree
I recover quickly from a stressful event					
I overcome difficult moments with ease					
I usually take a long time to get over the setbacks of my life					

C5. Leadership. What is your level of agreement or disagreement with the following statements? *

	1. Strongly disagree	2. Disagree	3. Neither agree or disagree	4. Agree	5. Strongly agree
I can easily lead people who have different ideas than my own					
I am easily able to mobilize people in my team to carry out the proposed activities.					
I enjoy taking responsibility for things in the project I am involved					

C6. Mobilization of resources. Do you agree with the following statements? *

	1. Strongly disagree	2. Disagree	3. Neither agree or disagree	4. Agree	5. Strongly agree
I can easily adapt the objectives of a project based on the resources available					
I can usually find the resources needed to implement my initiatives					
I am able to organize the existing resources to complete my projects					

C7. Vision / proactivity. Indicate your level of agreement or disagreement with the following statements. *

	1. Strongly disagree	2. Disagree	3. Neither agree or disagree	4. Agree	5. Strongly agree
If I see something I do not like, I fix it					
I am always looking for better ways to do things					
If I believe in an idea, no obstacle will prevent me from making it happen					

C8. Ambition / Growth capacity. To what extent do you agree with the following statements? *

	1. Strongly disagree	2. Disagree	3. Neither agree or disagree	4. Agree	5. Strongly agree
The idea that my company grows is very attractive to me					
Managing a large company would be an exciting challenge					
Having a large company would bring me more satisfactions than upsets					

D. About the characteristics of your regional environment

When answering the following questions, think about the predominant characteristics in the region where you live.

D1. When creating my company, the main personal difficulties I find are: *

	1. Strongly disagree	2. Disagree	3. Neither agree or disagree	4. Agree	5. Strongly agree
Lack of necessary knowledge					
Not knowing how to write a business plan					
Lack of experience in the business world					
Lack of own capital					
Lack of necessary skills					
Uncertainty about the future					
Fear of failure					

D2. When creating my company, the main difficulties I find in my region are: *

	1. Strongly disagree	2. Disagree	3. Neither agree or disagree	4. Agree	5. Strongly agree
Difficulty in obtaining external funding					
Lack of qualified human resources					
Lack of necessary facilities					
Lack of support (family, administration, cultural aspects)					
Lack of needed infrastructure					
Lack of mentors or counsellors					
Lack of specific supplies					

D3. In my regional environment *

	1. Strongly disagree	2. Disagree	3. Neither agree or disagree	4. Agree	5. Strongly agree
A new company usually faces a very low degree of competition					
It is very easy to identify new innovative business opportunities					
It is very easy to obtain financing (bank credit, venture capital, etc.)					
There are enough public policies and support programs for the creation of new companies					
There are qualified consultants who support the creation of new ventures					
There are few bureaucratic barriers for the creation of new companies					
There are regulations that encourage the creation of new companies					
A positive image of the entrepreneur exists					

D4. In my regional environment, there are favourable conditions ... *

	1. Strongly disagree	2. Disagree	3. Neither agree or disagree	4. Agree	5. Strongly agree
... to start a company					
... to manage a business					
... to own a business					

D5. The universities and higher education centres of my region ... *

	1. Strongly disagree	2. Disagree	3. Neither agree or disagree	4. Agree	5. Strongly agree
... prepare me to be an entrepreneur					
... provide suitable and quality training for the creation of new ventures					

D6. In my region, the predominant culture *

	1. Strongly disagree	2. Disagree	3. Neither agree or disagree	4. Agree	5. Strongly agree
... supports/values individual success obtained through personal effort					
... emphasizes self-sufficiency, autonomy and personal initiative					
... stimulates the assumption of business risk					
... stimulates creativity and innovation					
... emphasizes that the individual is responsible for managing their life					

E. Demographic data and previous experience

E1. How old are you? * _____

E2. Sex? *

___ MALE ___ FEMALE

E3. What is your country of birth? * _____

E4. If you were born outside Spain, what age did you arrive to Spain at? _____

E5. What is your province of residence? * : _____

E6. What is your socioeconomic level? *: _____

	Low	Medium-low	Medium	Medium-high	High
Indicate:					

E7. Do you personally know any entrepreneurs that can serve as a reference to you? How do you value their activity as entrepreneurs? *

	No	Yes, unfavourable valuation	Yes, favourable valuation
Father			
Mother			
Other close relatives			
Friends			
Workmates or bosses			

E8. Indicate who lives with you and makes up your household (tick all that apply)

*

	I live alone	My parents	My partner	My children	Other people (shared apartment, ...)
People in household					

E9. How many dependents (children, elderly or disabled) live with you? *

	No one	1	2	3	4 or more
Number of dependents					

E10. Is your family life a limitation for your entrepreneurial potential? *

	1. Never	2. Rarely	3. Sometimes	4. Often	5. Always
Indicate					

F. Training

F1. What level of education have you reached or are you currently studying? *

	Pre-university	University degree or similar	Master's degree or doctorate
Indicate			

F2. In what area did you receive this education? *

	Economy and business	Other social sciences and humanities	Health and experimental sciences	Engineering, architecture, etc	Other
Main area					

F3. Have you received specific training to create companies? *

Yes No

F3.1. If you received it, what was the content of that training?

	Opportunity identification	Venture creation	Business development	Other
Mark all that apply				

F3.2. If you have received it, how long has that training lasted?

	One or few days	A few weeks	Several months
Mark an option			

G. Experience

G1. Do you have any experience abroad, such as for training or work purposes?*

	No, none	Less than 3 months	From 3 to 6 months	From 6 months to 1 year	More than 1 year
Mark an option					

G2. Do you have previous work experience? *

	None	Less than 1 year	From 1 to 3 years	More than 3 years
As a an employee				
As self-employed / entrepreneur				

G3. Current job situation *

	I'm not working	Self-employed	Employee	Self-employed and employee simultaneously
Mark an option				

G3.1. If you do not have a job, how long have you been unemployed?

	I have never been employed	Less than 1 year	From 1 to 3 years	More than 3 years
Indicate				

G4. How many companies have you created before? *

	None	1	2	3	4 or more
Mark an option					

G5. Indicate the entrepreneurship centre you belong to *

- | | |
|--------------------------|----------------------|
| 1-Explorer | 2-Cámara de comercio |
| 3-Andalucía Emprende | 4-Catalunya Emprén |
| 5-Empréndelo (C. Madrid) | 6-Other |

H. Thank you very much!

To participate in the raffle, you have to indicate a valid email:

Enter your email *

Thanks for your participation! and good luck in the raffle.

For any questions or information, you can write to the following email address:
emprendedores@us.es

The raffle will be held on May 31, 2018, and the results will be communicated to all participants by email.

SCALES	SOURCE
A. ABOUT YOURSELF AND YOUR WAY OF SEEING THINGS	
<p><u>A1. Role GENDER identification</u></p>	<p>(Bem, 1974, BSRI -Bem's Sex Role Inventory-. Originally 60-item Likert-type scale. Reduced to 12 most common items).</p> <ul style="list-style-type: none"> • Bem, S. L. (1974). The measurement of psychological androgyny, <i>Journal of Consulting and Clinical Psychology</i>, 42 (2), 155 – 162. • Bem, S. L. (1979). Theory and measurement of androgyny: Reply, <i>Journal of Personality and Social Psychology</i>, 37 (6), 1047 – 1054. • Bem, S. L. (1981). <i>Bem Sex-Role Inventory: Professional manual</i> . Palo Alto, CA: Consulting Psychologists Press. • Colley, A., Mulhern, G., Maltby, J. and Wood, A.M. (2009). The short form BSRI: Instrumentality, expressiveness and gender associations among a United Kingdom sample, <i>Personality and Individual Differences</i>, 46, 384-387. • Pedhazur, E. J., & Tetenbaum, T. J. (1979). Bem Sex Role Inventory: A theoretical and methodological critique, <i>Journal of Personality and Social Psychology</i>, 37(6), 996-1016. • Carver L.F., Vafaei, A., Guerra, R., Freire, A. and Phillips, S.P. (2013) Gender Differences: Examination of the 12-Item Bem Sex Role Inventory (BSRI-12) in an Older Brazilian Population. <i>PLoS ONE</i> 8(10): e76356. https://doi.org/10.1371/journal.pone.0076356 • Hoffman, R. M. and Borders, L. D. (2001). Twenty-five years after the bem sex-role inventory: A reassessment and new issues regarding classification variability. <i>Measurement and Evaluation in Counseling and Development</i>, 34(1), 39.
<p><u>A2. Self-esteem</u></p>	<ul style="list-style-type: none"> • Obschonka, M., Duckworth, K., Silbereisen, R. K. and Schoon, I. (2012). Social competencies in childhood and adolescence and entrepreneurship in young adulthood: A two-study analysis.” <i>International Journal of Developmental Science</i>, 6, 137–150 • Laguna, M. (2013). Self-efficacy, self-esteem, and entrepreneurship among the unemployed, <i>Journal of Applied Social Psychology</i>, 43(2) 237-466 • Rosenberg, M. (1989). <i>Society and adolescent self-image</i>. Revised edition. Middletown(CT): Wesleyan University Press.
<p><u>A3. Entrepreneurial Self-Identity (creating a venture)</u></p>	<ul style="list-style-type: none"> • Obschonka, M., Silbereisen, R.K., Cantner, U. and Goethner, M. (2015). Entrepreneurial Self-Identity: Predictors and Effects Within the Theory of Planned Behavior Framework, <i>Journal of Business and Psychology</i>, 30 (4), 773–794

<p><u>A4.</u> <u>Entrepreneurial self-identity (entrepreneurial process stages)</u></p>	<p>Adapted from:</p> <ul style="list-style-type: none"> • Sparks, P. and Shepherd, R. (1992). Self-identity and the theory of planned behavior: Assessing the role of identification with “green consumerism”, <i>Social Psychology Quarterly</i>, 55(3), 388–399 • van Gelderen, M., Kautonen, T., Wincent, J. and Biniariet M. (2017) Implementation intentions in the entrepreneurial process: concept, empirical findings, and research agenda, <i>Small Business Economics, Online First</i>.
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<p><u>A7.</u> <u>Entrepreneurial goal intention.</u></p>	<ul style="list-style-type: none"> • Liñán, F., and Chen, Y. -W. (2009). Development and cross-cultural application of a specific instrument to measure entrepreneurial intentions, <i>Entrepreneurship Theory and Practice</i>, 33 (3) 593-617.
<p><u>A8.</u> <u>Implementation intention.</u></p>	<p>Based on</p> <ul style="list-style-type: none"> • Brandstätter, V., Heimbeck, D., Malzacher, J., and Frese, M. (2003). Goals need implementation intentions: The model of action phases tested in the applied setting of continuing

	<p>education, <i>European Journal of Work and Organizational Psychology</i>, 12 (1), 37-59.</p> <ul style="list-style-type: none"> • Ziegelmann, J. P., Luszczynska, A., Lippke, S., and Schwarzer, R. (2007). Are goal intentions or implementation intentions better predictors of health behavior? A longitudinal study in orthopedic rehabilitation, <i>Rehabilitation Psychology</i>, 52(1), 97–102.
<p>B. ABOUT THE CONTACT NETWORKS YOU HAVE</p>	
<p><u>B1. Entrepreneurial team</u></p>	<ul style="list-style-type: none"> • Barringer, B.R., Jones, F.F. and Neubaum D.O. (2005). A quantitative content analysis of the characteristics of rapid-growth firms and their founders, <i>Journal of Business Venturing</i>, 20, 663 – 687. • Watson, W., Steward, W. and BarNir, A. (2003). The effects of human capital, organizational demography, and interpersonal processes on venture partner perceptions of firm profit and growth, <i>Journal of Business Venturing</i>, 18 (2), 145–164
<p><u>B3-B4. Social network</u></p>	<ul style="list-style-type: none"> • Nahapiet, J. and Ghoshal, S. (1998). Social Capital, Intellectual Capital, and the Organizational Advantage, <i>The Academy of Management Review</i>, 23(2) 242-26 • Park, D. B., Lee, K. W., Choi, H. S. and Yoon, Y. (2012). Factors influencing social capital in rural tourism communities in South Korea. <i>Tourism Management</i>, 33(6), 1511–1520 • Runyan, R.C., Huddleston, P. and Swinney, J. (2006) Entrepreneurial orientation and social capital as small firm strategies: A study of gender differences from a resource-based view, <i>International Entrepreneurship and Management Journal</i>, 2:455 • Stam, W. and Elfring, T. (2008). Entrepreneurial orientation and new venture performance: The moderating role of intra- and extra-industry social capital, <i>Academy of Management Journal</i> 51(1), 97–111. • Stam, W., Arzlanian, S. and Elfring, T. (2014), Social capital of entrepreneurs and small firm performance: a meta-analysis of contextual and methodological moderators, <i>Journal of Business Venturing</i>, 29 (1), 152–73. • Tsai, W. and Ghoshal, S. (1998) Social capital and value creation: the role of intrafirm networks. <i>Academy of Management Journal</i>, 41, 464–476.
<p><u>B5. Risk Propensity</u></p>	<ul style="list-style-type: none"> • Hung, K.-T. and Tangpong, C. (2010). General risk propensity in multifaceted business decisions: Scale development, <i>Journal Of Managerial Issues</i>, 22(1), 88-106. • Santos, S., Caetano, A., Curral, L. (2013). Psychosocial aspects of entrepreneurial potential. <i>Journal of Small Business and Entrepreneurship</i>, 26 (6), 661-685

<p><u>B6-B7. Subjective norms</u></p>	<ul style="list-style-type: none"> • Liñán, F., and Chen, Y. W. (2009). Development and Cross-Cultural application of a specific instrument to measure entrepreneurial intentions, <i>Entrepreneurship Theory and Practice</i>, 33(3), 593-617 • Jaén, I. and Liñán, F. (2013). Work values in a changing economic environment: the role of entrepreneurial capital. <i>International Journal of Manpower</i>, 34(8), 939-960 • Kolvereid, L. (1996). Prediction of employment status choice intentions, <i>Entrepreneurship Theory and Practice</i>, 21, 47-57. • Liñán, F., Moriano, J.A. and Jaén, I. (2016): Individualism and entrepreneurship: Does the pattern depend on the social context?, <i>International Small Business Journal</i>, 34(6), 760–776
<p>C. ABOUT YOUR ABILITIES AND SKILLS</p>	
<p>C1. Recognition of opportunities.</p>	<ul style="list-style-type: none"> • Dyer, J.H., Gregersen, H.B. and Christensen, C. Entrepreneur Behaviors, Opportunity Recognition, and the Origins of Innovative Ventures. <i>Strategic Entrepreneurship Journal</i>, 2(4), 317–338. • Cui, Y., Sun, C., Xiao H. and Zhao C. (2016). How to become an excellent entrepreneur: The moderating effect of risk propensity on alertness to business ideas and entrepreneurial capabilities, <i>Technological Forecasting and Social Change</i> 112, 171-177.
<p>C2. Persuasion.</p>	<ul style="list-style-type: none"> • Baron, R. A., and Markman, G. D. (2003). Beyond social capital: The role of entrepreneurs' social competence in their financial success. <i>Journal of business venturing</i>, 18(1), 41-60 • Santos, S., Caetano, A., Curral, L. (2013). Psychosocial aspects of entrepreneurial potential. <i>Journal of Small Business and Entrepreneurship</i>, 26(6), 661-685
<p>C3. Creativity / innovation</p>	<ul style="list-style-type: none"> • Athayde, R. (2009). Measuring Enterprise Potential in Young People, <i>Entrepreneurship Theory and Practice</i>, 33(2), 481-500
<p>C4. Resilience</p>	<ul style="list-style-type: none"> • Smith, B.W., Dalen, J., Wiggins, K., Tooley, E., Christopher, P. and Bernard, J. (2008), The Brief Resilience Scale: Assessing the ability to bounce back, <i>International Journal of Behavioral Medicine</i>, 15 (3), 194-200. <p>Adapted by:</p> <ul style="list-style-type: none"> • Santos, S., Caetano, A. and Curral, L. (2013). Psychosocial aspects of entrepreneurial potential, <i>Journal of Small Business and Entrepreneurship</i>, 26(6) 661-685.
<p>C5. Leadership</p>	<ul style="list-style-type: none"> • Athayde, R. (2009): Measuring Enterprise Potential in Young People, <i>Entrepreneurship Theory and Practice</i>, 33(2), 481-500 • Santos, S., Caetano, A. and Curral, L. (2013). Psychosocial aspects of entrepreneurial potential, <i>Journal of Small Business and Entrepreneurship</i>, 26(6) 661-685.

<p>C6. Mobilization of resources</p>	<ul style="list-style-type: none"> Santos, S., Caetano, A. and Curral, L. (2013). Psychosocial aspects of entrepreneurial potential, <i>Journal of Small Business and Entrepreneurship</i>, 26(6) 661-685.
<p>C7. Vision / proactivity.</p>	<ul style="list-style-type: none"> Bateman, T. S. and Crant, J. M. (1993). The proactive component of organizational behavior: A measure and correlates. <i>Journal of Organizational Behavior</i>, 14(2), 103-118 Delle, E. and Amadu, I.M. (2015). Proactive personality and entrepreneurial intention: Employment status and student level as moderators, <i>International Journal of Small Business and Entrepreneurship Research</i> 3 (4), 1-13 Cui, Y., Sun, C., Xiao H. and Zhao C. (2016). How to become an excellent entrepreneur: The moderating effect of risk propensity on alertness to business ideas and entrepreneurial capabilities, <i>Technological Forecasting and Social Change</i> 112, 171-177
<p>C8. Ambition / Growth capacity</p>	<ul style="list-style-type: none"> Guzman, J. and Santos, F.J. (2001). The booster function and the entrepreneurial quality: An application to the province of Seville <i>Entrepreneurship and Regional Development</i>, 13(3), 211-228 Santos-Cumplido, F.J. and Liñán, F. (2007). Measuring entrepreneurial quality in southern Europe, <i>International Entrepreneurship and Management Journal</i>, 3 (1), 87-107. Fernández-Serrano, J. and Romero, I. (2013). Entrepreneurial quality and regional development: Characterizing SME sectors in low income areas, <i>Papers in Regional Science</i>, 92 (3), 495-513
<p>D. ABOUT THE CHARACTERISTICS OF YOUR REGIONAL ENVIRONMENT</p>	
<p>D1. Personal difficulties</p>	<ul style="list-style-type: none"> Adult Population Survey (APS, GEM) 2012. Reynolds, P., Bosma, N., Autio, E., Hunt, S., De Bono, N., Servais, I. and Chin, N. (2005). Global entrepreneurship monitor: Data collection design and implementation 1998–2003. <i>Small Business Economics</i>, 24(3), 205-231.
<p>D2. Environmental barriers</p>	<ul style="list-style-type: none"> Franke, N. and Lüthje, C. (2004). Entrepreneurial intentions of business students: A benchmarking study, <i>International Journal of Innovation and Technology Management</i>, 1(3), 269-288 National Expert Survey (NES, GEM): categories A (financial support), B (government policies), C (government programmes), K (opportunity perceptions): Reynolds, P., Bosma, N., Autio, E., Hunt, S., De Bono, N., Servais, I. and Chin, N. (2005). Global entrepreneurship monitor: Data collection design and implementation 1998–2003. <i>Small business economics</i>, 24(3), 205-231.
<p>D3. Environmental support (specific)</p>	<ul style="list-style-type: none"> National Expert Survey (NES, GEM): categories A (financial support), B (government policies), C (government programmes), K (opportunity perceptions): Reynolds, P., Bosma, N., Autio, E., Hunt, S., De Bono, N., Servais, I. and Chin, N. (2005). Global entrepreneurship monitor: Data collection design and

	<p>implementation 1998–2003. <i>Small Business Economics</i>, 24(3), 205-231.</p> <p>Adapted from:</p> <ul style="list-style-type: none"> • Lüthje, C. and Franke, N. (2003). The ‘making’ of an entrepreneur: testing a model of entrepreneurial intent among engineering students at MIT. <i>R&D Management</i>, 33(2), 135-147 • Franke, N. and Lüthje, C. (2004). Entrepreneurial intentions of business students: A benchmarking study, <i>International Journal of Innovation and Technology Management</i>, 1(3), 269-288
<p>D4. Environmental support (general)</p>	<p>Adapted from:</p> <ul style="list-style-type: none"> • Reynolds, P., Bosma, N., Autio, E., Hunt, S., De Bono, N., Servais, I. and Chin, N. (2005). Global entrepreneurship monitor: Data collection design and implementation 1998–2003. <i>Small Business Economics</i>, 24(3), 205-231.
<p>D5. Entrepreneurship education at university</p>	<ul style="list-style-type: none"> • Franke, N. and Lüthje, C. (2004). Entrepreneurial intentions of business students: A benchmarking study, <i>International Journal of Innovation and Technology Management</i>, 1(3), 269-288 • National Expert Survey (NES): Category D (education and training). Reynolds, P., Bosma, N., Autio, E., Hunt, S., De Bono, N., Servais, I. and Chin, N. (2005). Global entrepreneurship monitor: Data collection design and implementation 1998–2003. <i>Small Business Economics</i>, 24(3), 205-231.
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