

# AMWAY GLOBAL ENTREPRENEURSHIP REPORT

## WHAT DRIVES THE ENTREPRENEURIAL SPIRIT ?

### QUESTION

### GLOBAL AVERAGES

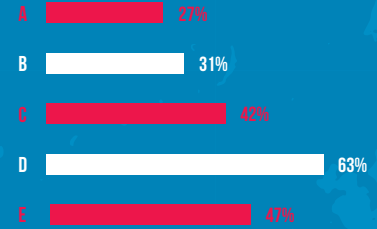
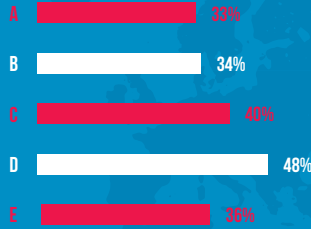
### BELGIAN AVERAGES

#### QUESTION 1

The following questions are about entrepreneurship. We define entrepreneurship as starting a business and providing a product or service to customers. With which of the following statements about your country do you agree?

For starting and running a business, ...

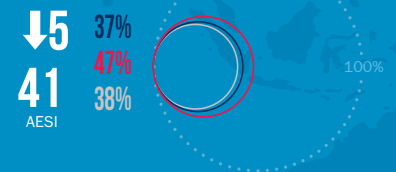
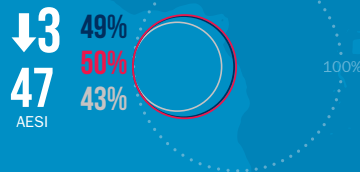
- A... *dealing with taxes in my country is manageable*
- B... my country provides rules and regulations that are easy to understand and follow
- C... *the education system in my country teaches people the skills they need*
- D... my country has technology available that makes entrepreneurship easier
- E... *the economic situation in my country is beneficial*



#### QUESTION 2

If you think of yourself, do you agree with the following statements?

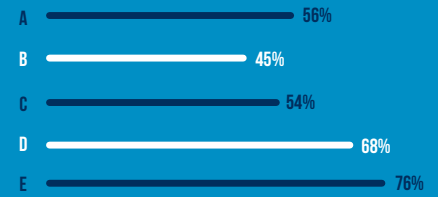
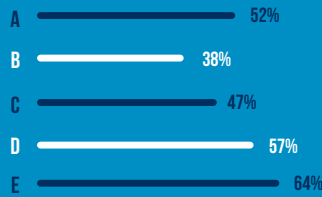
- Desire: I consider starting a business as a desirable career opportunity for myself
- Stability: My family or friends could never dissuade me from starting a business
- Feasibility: I possess the necessary skills and resources for starting a business



#### QUESTION 3

Please imagine starting a business. With which of the following statements about yourself do you agree?

- A. I can develop business ideas
- B. I know how to raise money for my business idea
- C. I am willing to take the risk of failing
- D. I am willing to sacrifice my free time to work on my business idea
- E. I think that my family and friends are supportive

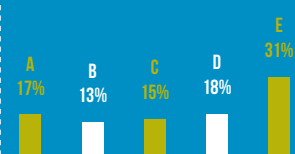
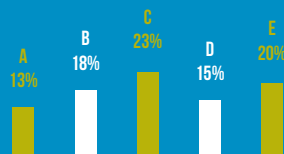


#### QUESTION 4

Please think of yourself. What would be most helpful for you, if you would start a business?

Support in ...

- A... *setting up my business idea*
- B... identifying customers and marketing my products or services
- C... *raising money for my business idea*
- D... hiring the right people
- E... *dealing with finances, taxes and regulations*



#### QUESTION 5

Please imagine starting a business. How would you describe it? For each of the following pairs of statements please indicate which of these two statements applies more to you:

- |   |  |
|---|--|
| <input type="checkbox"/> Social-oriented            | <input type="checkbox"/> Profit-oriented           |
| <input type="checkbox"/> Working alone              | <input type="checkbox"/> Hiring people             |
| <input type="checkbox"/> In a metropolitan area     | <input type="checkbox"/> In the countryside        |
| <input type="checkbox"/> Serve customers personally | <input type="checkbox"/> Serve customers digitally |
| <input type="checkbox"/> Products                   | <input type="checkbox"/> Services                  |

