

## QUESTIONNAIRE ON ENTREPRENEURIAL INTENTION

The purpose of this Questionnaire is to assess your entrepreneurial intention and factors that would influence your intention to become an entrepreneur. Work as quickly as you can and do not stop to think too deeply about the answers. Please answer all questions by circling the number which best represent your choice. Where requested to tick the appropriate option please does so. Your cooperation and sincerity is highly appreciated.

Strongly Disagree	1	2	3	4	5	Strongly Agree
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### **PART A: PERSONAL DETAILS (Tick where appropriate)**

#### **1. Age**

Below 25	35 - 45

#### **2. Gender**

Male	
Female	

#### **3. Nationality**

Kenyan	
Others (Specify)	

#### **4. Residential area**

City	Town	Village

#### **5. Highest Education Level**

PHD	Masters	First Degree	Diploma	Certificate	Primary & Below

#### **6. Area of Study**

Engineering	Commerce	Technical	Science

**PART B: PAST EXPERIENCE (Tick where appropriate)**

	Do you have experience in the following areas?	TICK
a)	Sales experience	
b)	Supervisory role	
c)	Handling business account	
d)	Running some own businesses(excluding family business)	
e)	Running some businesses for others	
f)	Working for business owner of small firm(less than 30 workers)	
g)	Working for business owner of medium size firm(less than 200 workers)	
h)	Working for business owner of large firm(more than 200 workers)	

**PART C: Occupation/ Profession (Tick where appropriate)**

	Do you have experience in the following areas?	TICK
a)	Professional- Own Business	
b)	Professional- Salaried Worker	
c)	Teacher	
d)	Executives clerks	
e)	Skilled Workers(Technician, Designers, Mechanics, etc)	
f)	Non-Skilled Workers	
g)	Uniformed Group	
h)	Own business with i. Less than 30 workers ii. Less than 200 workers iii. More than 200 workers	
i)	Agriculture(Including Farmer, Fisherman, etc)	
j)	Not Working	
k)	Retiree	

**PART D: ENTREPRENEURIAL INTENTION**

**Please answer all questions**

The grading scale is from (1) to (5) with (1) being strongly disagree and (5) being strongly agree

Your answer should be base on first thought that comes into mind

**Questions: Attitude towards Entrepreneurship**

- a) I have always worked hard in order to be among the best in my field.

Strongly Disagree	1	2	3	4	5	Strongly Agree
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- b) I believe that concrete results are necessary in order to judge business success

Strongly Disagree	1	2	3	4	5	Strongly Agree
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- c) I spend a considerable amount of time making my organization I belong to function better.

Strongly Disagree	1	2	3	4	5	Strongly Agree
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- d) I believe that authority I have in business is due mainly to my expertise in certain area.

Strongly Disagree	1	2	3	4	5	Strongly Agree
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- e) I often sacrifice personal comfort in order to take advantage of business opportunities.

Strongly Disagree	1	2	3	4	5	Strongly Agree
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- f) I get my biggest thrills when my work is among the best.

Strongly Disagree	1	2	3	4	5	Strongly Agree
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- g) I feel energetic working with innovative colleagues in a dynamic business climate.

Strongly Disagree	1	2	3	4	5	Strongly Agree
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#### Questions: Perceived Support & Barriers

- a) Entrepreneurs have a positive image within society.

Strongly Disagree	1	2	3	4	5	Strongly Agree
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- b) The vibrant economic atmosphere inspires me to develop ideas for new business

Strongly Disagree	1	2	3	4	5	Strongly Agree
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- c) My family encourages me to set up my own business

Strongly Disagree	1	2	3	4	5	Strongly Agree
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- d) I am aware of the start-up support provided by financial institutions.

Strongly Disagree	1	2	3	4	5	Strongly Agree
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- e) Qualified consultants and service support for new companies is made available for me to access.

Strongly Disagree	1	2	3	4	5	Strongly Agree
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f) Do you think your experience and knowledge gained stimulate you to become an entrepreneur?

Strongly Disagree	1	2	3	4	5	Strongly Agree
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g) Banks do not readily give credit to startup companies.

Strongly Disagree	1	2	3	4	5	Strongly Agree
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h) The law is not in favour to running a company.

Strongly Disagree	1	2	3	4	5	Strongly Agree
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i) It is hard to find a business idea that has not been realized before.

Strongly Disagree	1	2	3	4	5	Strongly Agree
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j) I don't have the necessary skills to start my own business.

Strongly Disagree	1	2	3	4	5	Strongly Agree
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k) I have to struggle to raise the capital necessary to start a business.

Strongly Disagree	1	2	3	4	5	Strongly Agree
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l) I lack the confidence to start my own business.

Strongly Disagree	1	2	3	4	5	Strongly Agree
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m) The risks involved in setting up a business are too high

Strongly Disagree	1	2	3	4	5	Strongly Agree
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### Questions: Locus of Control

a).I have taken a risk in the past six months.

Strongly Disagree	1	2	3	4	5	Strongly Agree
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b) Do you try new things?

Strongly Disagree	1	2	3	4	5	Strongly Agree
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c) Have you ever made any invention?

Strongly Disagree	1	2	3	4	5	Strongly Agree
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d) Do you develop any strategy to detect opportunities

Strongly Disagree	1	2	3	4	5	Strongly Agree
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e) Do you think you possess the required qualities to implement an opportunity

Strongly Disagree	1	2	3	4	5	Strongly Agree
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f).I will create my own business once an opportunity is detected.

Strongly Disagree	1	2	3	4	5	Strongly Agree
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g). I am confident of my skills and abilities to start a business

Strongly Disagree	1	2	3	4	5	Strongly Agree
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h). Diligence and hard work usually lead to success.

Strongly Disagree	1	2	3	4	5	Strongly Agree
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i). I do not really believe in luck.

Strongly Disagree	1	2	3	4	5	Strongly Agree
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k). If I do not succeed on a task, I tend to give up.

Strongly Disagree	1	2	3	4	5	Strongly Agree
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### Questions: Need for Achievement

a).I will choose a career as an entrepreneur.

Strongly Disagree	1	2	3	4	5	Strongly Agree
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b) I will choose a career as an employee in a company or an organization

Strongly Disagree	1	2	3	4	5	Strongly Agree
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c).I prefer to be an entrepreneur rather than to be an employee in a company or an organization

Strongly Disagree	1	2	3	4	5	Strongly Agree
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d) The idea of one day starting your own business is appealing

Strongly Disagree	1	2	3	4	5	Strongly Agree
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e).I would rather form a company than to be a manager of an existing one.

Strongly Disagree	1	2	3	4	5	Strongly Agree
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f). I want the freedom to express myself in my own business

Strongly Disagree	1	2	3	4	5	Strongly Agree
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g).I would rather be my own boss than have a secure job.

Strongly Disagree	1	2	3	4	5	Strongly Agree
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h). I relish the challenge of creating a new business

Strongly Disagree	1	2	3	4	5	Strongly Agree
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i).You can only make big money if you are self-employed

Strongly Disagree	1	2	3	4	5	Strongly Agree
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**Questions: Instrumental Readiness**

a).I have capital to start my own enterprise.(Tick where necessary. Amount stated is in Kenyan Shillings)

	<i>TICK</i>
Below 500,000	
500,000-1000,000	
Above 1,000,000	

b).I have good social networks that can be utilized when I decide to be an

Strongly Disagree	1	2	3	4	5	Strongly Agree
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c) I have access to supportive information to be an entrepreneur.

Strongly Disagree	1	2	3	4	5	Strongly Agree
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**THANK YOU**