

YouGov / Kleinwort Benson

Entrepreneurs

Fieldwork Dates: 20th - 24th July 2015

Sample size: 299 Small Business Owners

Total	Organisation size			Gender		Work industry													
	Small	Medium	Large	Male	Female	Manufacturing	Construction	Retail	Financial services and Accounting	Hospitality and leisure	Legal	IT & telecoms	Media/ marketing/ advertising/ PR & sales	Medical & health services	Education	Transportation & distribution	Real estate	Other	

Which, if any, of the following have you EVER experienced in regards to your **self-employed** working life? (Please select all that apply)

Base: All small business owners	299	299	-	-	207	92	14	27	44	22	26	8	24	32	10	18	2	10	62
Difficulty finding finance (e.g. backing, loans to start the business)	14%	14%	-	-	14%	13%	14%	11%	18%	5%	19%	13%	8%	28%	-	6%	-	20%	11%
Problems finding/ paying for childcare arrangements	2%	2%	-	-	1%	4%	-	-	5%	5%	8%	-	4%	3%	-	-	-	-	-
Late payments from clients	43%	43%	-	-	44%	40%	43%	59%	30%	36%	23%	13%	50%	63%	20%	33%	100%	60%	48%
Negative impacts on the business based on my age (e.g. not being taken seriously, being overlooked by investors etc.)	9%	9%	-	-	9%	10%	21%	-	7%	9%	12%	13%	-	19%	-	11%	-	10%	10%
Negative impacts on the business based on my gender (e.g. not being taken seriously, being overlooked by investors etc.)	4%	4%	-	-	0%	12%	7%	4%	5%	-	8%	-	-	3%	-	6%	-	-	6%
The fear of failing when setting up my own business	37%	37%	-	-	36%	40%	50%	30%	43%	41%	35%	38%	38%	25%	30%	22%	50%	30%	45%
Having to overcome obstacles when setting up my own business (e.g. developing my product/ service, generating sales etc.)	35%	35%	-	-	32%	42%	50%	19%	39%	27%	38%	38%	25%	38%	40%	44%	50%	10%	40%
Legal difficulties (e.g. understanding patents, copyrights and trademarks, obtaining licences and permits etc.)	9%	9%	-	-	7%	12%	21%	-	14%	5%	8%	-	4%	9%	10%	6%	50%	10%	10%
None of these	27%	27%	-	-	29%	23%	14%	26%	25%	32%	31%	38%	29%	22%	60%	44%	-	10%	23%
Don't know	1%	1%	-	-	1%	-	-	-	-	-	-	-	-	3%	-	-	-	-	2%

For the following question, by "failed to set up a successful business", we mean things such as: failing to generate a gross profit in the first 5 years of trading, having to stop operating the business, having to file for bankruptcy, giving up on the business etc. Would you say you have EVER personally failed to set up a successful business?

Base: All small business owners	299	299	-	-	207	92	14	27	44	22	26	8	24	32	10	18	2	10	62
Yes, I would	15%	15%	-	-	17%	11%	29%	15%	14%	18%	15%	13%	8%	25%	-	11%	-	-	18%
No, I wouldn't	83%	83%	-	-	81%	87%	71%	85%	86%	82%	81%	88%	88%	75%	100%	83%	100%	100%	79%
Prefer not to say	2%	2%	-	-	1%	2%	-	-	-	-	4%	-	4%	-	-	6%	-	-	3%

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Total	Company annual turnover							Region mainly work							
Base	First year of trading	Less than £1 million (NET)	£1 million - £9.9 million (NET)	£10 million or more (NET)	Don't know	Not applicable	Prefer not to answer	North	Midlands	East	London	South	Wales	Scotland	Elsewhere (i.e. outside of Great Britain)

Which, if any, of the following have you EVER experienced in regards to your **self-employed** working life? (Please select all that apply)

Base: All small business owners	299	23	228	-	-	8	-	40	56	46	22	40	87	15	30	3
Difficulty finding finance (e.g. backing, loans to start the business)	14%	26%	13%	-	-	-	-	13%	13%	9%	27%	8%	16%	20%	13%	-
Problems finding/ paying for childcare arrangements	2%	9%	2%	-	-	-	-	-	2%	4%	-	3%	1%	7%	3%	-
Late payments from clients	43%	30%	45%	-	-	63%	-	35%	41%	39%	32%	50%	51%	27%	37%	33%
Negative impacts on the business based on my age (e.g. not being taken seriously, being overlooked by investors etc.)	9%	26%	7%	-	-	-	-	13%	7%	2%	18%	8%	11%	13%	7%	33%
Negative impacts on the business based on my gender (e.g. not being taken seriously, being overlooked by investors etc.)	4%	4%	4%	-	-	-	-	3%	2%	4%	5%	-	6%	13%	3%	-
The fear of failing when setting up my own business	37%	57%	37%	-	-	13%	-	33%	32%	37%	36%	30%	39%	60%	43%	-
Having to overcome obstacles when setting up my own business (e.g. developing my product/ service, generating sales etc.)	35%	52%	37%	-	-	13%	-	20%	34%	35%	41%	25%	36%	67%	33%	-
Legal difficulties (e.g. understanding patents, copyrights and trademarks, obtaining licences and permits etc.)	9%	9%	8%	-	-	-	-	13%	4%	7%	18%	-	10%	20%	13%	33%
None of these	27%	22%	25%	-	-	25%	-	40%	34%	39%	23%	20%	20%	13%	37%	33%
Don't know	1%	-	1%	-	-	-	-	-	-	-	-	3%	1%	-	-	-

For the following question, by "failed to set up a successful business", we mean things such as: failing to generate a gross profit in the first 5 years of trading, having to stop operating the business, having to file for bankruptcy, giving up on the business etc. Would you say you have EVER personally failed to set up a successful business?

Base: All small business owners	299	23	228	-	-	8	-	40	56	46	22	40	87	15	30	3
Yes, I would	15%	-	16%	-	-	-	-	25%	11%	20%	18%	10%	16%	13%	20%	33%
No, I wouldn't	83%	91%	83%	-	-	100%	-	73%	89%	78%	77%	88%	83%	80%	80%	67%
Prefer not to say	2%	9%	1%	-	-	-	-	3%	-	2%	5%	3%	1%	7%	-	-

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Total	NETS			NETS			Company age			
	Region mainly work			Age						
Base	Midlands and Wales	Scotland and North	London and south	Up to 45	46 to 54	55+	Up to 5 years	Over 5 years, up to 20 years	Over 20 years, up to 50 years	Over 50 years

Which, if any, of the following have you EVER experienced in regards to your ****self-employed**** working life? (Please select all that apply)

Base: All small business owners	299	61	86	127	45	56	198	96	125	70	3
Difficulty finding finance (e.g. backing, loans to start the business)	14%	11%	13%	13%	27%	7%	13%	19%	13%	10%	-
Problems finding/ paying for childcare arrangements	2%	5%	2%	2%	9%	-	2%	5%	2%	-	-
Late payments from clients	43%	36%	40%	50%	29%	50%	44%	34%	45%	54%	33%
Negative impacts on the business based on my age (e.g. not being taken seriously, being overlooked by investors etc.)	9%	5%	7%	10%	20%	4%	8%	15%	5%	10%	-
Negative impacts on the business based on my gender (e.g. not being taken seriously, being overlooked by investors etc.)	4%	7%	2%	4%	2%	11%	3%	3%	6%	1%	-
The fear of failing when setting up my own business	37%	43%	36%	36%	47%	41%	34%	51%	33%	29%	33%
Having to overcome obstacles when setting up my own business (e.g. developing my product/ service, generating sales etc.)	35%	43%	34%	32%	47%	36%	32%	42%	37%	26%	-
Legal difficulties (e.g. understanding patents, copyrights and trademarks, obtaining licences and permits etc.)	9%	10%	7%	7%	16%	9%	7%	10%	10%	6%	-
None of these	27%	33%	35%	20%	27%	18%	30%	23%	28%	29%	33%
Don't know	1%	-	-	2%	2%	2%	-	-	1%	1%	-

For the following question, by "failed to set up a successful business", we mean things such as: failing to generate a gross profit in the first 5 years of trading, having to stop operating the business, having to file for bankruptcy, giving up on the business etc. Would you say you have EVER personally failed to set up a successful business?

Base: All small business owners	299	61	86	127	45	56	198	96	125	70	3
Yes, I would	15%	18%	14%	14%	22%	14%	14%	15%	18%	11%	-
No, I wouldn't	83%	79%	86%	84%	71%	84%	85%	82%	82%	89%	100%
Prefer not to say	2%	3%	-	2%	7%	2%	1%	3%	1%	-	-