

YouGov Survey Results

Sample Size: 1003
Fieldwork: 20th - 25th January 2012

Total	Gender		Age					Social Grade		Region							
Base	Male	Female	18 to 24	25 to 34	35 to 44	45 to 54	55+	ABC1	C2DE	North	Midlands	East	London	South	Wales	Scotland	Northern Ireland

Which, if any, of the following sectors do you work in/ does the company or organisation that you work for operate in?

Base: All UK Sole Traders	1003	701	302	4	71	166	286	476	747	256	176	146	107	138	306	54	71	5
Private sector firm or company (e.g. limited companies and PLCs)	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Nationalised industry or public corporation (e.g. post office, BBC)	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Other public sector employer (e.g. central government, civil service, LEA, NHS, police, armed forces)	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Charity/ voluntary sector (e.g. charitable companies, churches, trade unions)	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Other	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Not applicable – I do not work	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-

What level of management responsibility do you hold in your current position?

Base: All UK Sole Traders	1003	701	302	4	71	166	286	476	747	256	176	146	107	138	306	54	71	5
Owner/ Proprietor	87%	87%	86%	75%	86%	85%	88%	86%	87%	85%	88%	87%	82%	88%	85%	94%	89%	80%
Partner	1%	1%	1%	-	-	1%	1%	1%	1%	1%	1%	3%	2%	1%	-	-	1%	-
Chairman	0%	0%	-	-	-	-	-	0%	0%	-	-	-	-	-	0%	-	-	-
Chief Executive	0%	0%	-	-	-	-	-	0%	0%	-	1%	-	-	-	-	-	-	-
Managing Director	4%	4%	2%	-	7%	2%	4%	3%	5%	1%	3%	3%	5%	4%	3%	4%	4%	20%
Non-Executive Director	0%	0%	-	-	-	1%	-	0%	0%	-	-	1%	-	-	-	-	-	1%
Other board level manager/ director	1%	1%	0%	-	-	1%	1%	1%	1%	0%	2%	-	2%	-	1%	-	3%	-
Other	7%	6%	10%	25%	7%	10%	5%	8%	5%	13%	6%	6%	9%	8%	10%	2%	1%	-
Middle manager	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Junior manager/ team leader/ supervisor	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Executive/ clerical/ other worker with no managerial responsibilities	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Other	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-

YouGov Survey Results

Sample Size: 1003
Fieldwork: 20th - 25th January 2012

Total	Marital Status						Children in Household					
Base	Married/ Civil Partnership	Living as married	Separated/ Divorced	Widowed	Never Married	Refused	0	1	2	3+	All with children in household (NET)	Refused

Which, if any, of the following sectors do you work in/ does the company or organisation that you work for operate in?

Base: All UK Sole Traders	1003	565	136	96	24	182	-	791	98	83	29	210	2
Private sector firm or company (e.g. limited companies and PLCs)	100%	100%	100%	100%	100%	100%	-	100%	100%	100%	100%	100%	100%
Nationalised industry or public corporation (e.g. post office, BBC)	-	-	-	-	-	-	-	-	-	-	-	-	-
Other public sector employer (e.g. central government, civil service, LEA, NHS, police, armed forces)	-	-	-	-	-	-	-	-	-	-	-	-	-
Charity/ voluntary sector (e.g. charitable companies, churches, trade unions)	-	-	-	-	-	-	-	-	-	-	-	-	-
Other	-	-	-	-	-	-	-	-	-	-	-	-	-
Not applicable – I do not work	-	-	-	-	-	-	-	-	-	-	-	-	-

What level of management responsibility do you hold in your current position?

Base: All UK Sole Traders	1003	565	136	96	24	182	-	791	98	83	29	210	2
Owner/ Proprietor	87%	89%	82%	83%	79%	85%	-	86%	94%	84%	83%	89%	100%
Partner	1%	2%	-	-	4%	1%	-	1%	-	2%	-	1%	-
Chairman	0%	-	-	1%	-	-	-	0%	-	-	-	-	-
Chief Executive	0%	0%	-	-	-	-	-	0%	-	-	-	-	-
Managing Director	4%	3%	5%	5%	-	5%	-	3%	4%	7%	3%	5%	-
Non-Executive Director	0%	0%	1%	-	-	-	-	0%	-	-	-	-	-
Other board level manager/ director	1%	1%	1%	3%	4%	-	-	1%	-	-	3%	0%	-
Other	7%	6%	12%	7%	13%	9%	-	8%	2%	6%	10%	5%	-
Middle manager	-	-	-	-	-	-	-	-	-	-	-	-	-
Junior manager/ team leader/ supervisor	-	-	-	-	-	-	-	-	-	-	-	-	-
Executive/ clerical/ other worker with no managerial responsibilities	-	-	-	-	-	-	-	-	-	-	-	-	-
Other	-	-	-	-	-	-	-	-	-	-	-	-	-

YouGov Survey Results

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Fieldwork: 20th - 25th January 2012

Total	Government Region							Government Region				
Base	North East	North West	Yorkshire and the Humber	East Midlands	West Midlands	East of England	London	South East	South West	Wales	Scotland	Northern Ireland

Which, if any, of the following sectors do you work in/ does the company or organisation that you work for operate in?

Base: All UK Sole Traders	1003	14	97	65	73	73	107	138	183	123	54	71	5
Private sector firm or company (e.g. limited companies and PLCs)	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Nationalised industry or public corporation (e.g. post office, BBC)	-	-	-	-	-	-	-	-	-	-	-	-	-
Other public sector employer (e.g. central government, civil service, LEA, NHS, police, armed forces)	-	-	-	-	-	-	-	-	-	-	-	-	-
Charity/ voluntary sector (e.g. charitable companies, churches, trade unions)	-	-	-	-	-	-	-	-	-	-	-	-	-
Other	-	-	-	-	-	-	-	-	-	-	-	-	-
Not applicable – I do not work	-	-	-	-	-	-	-	-	-	-	-	-	-

What level of management responsibility do you hold in your current position?

Base: All UK Sole Traders	1003	14	97	65	73	73	107	138	183	123	54	71	5
Owner/ Proprietor	87%	93%	85%	91%	90%	84%	82%	88%	87%	82%	94%	89%	80%
Partner	1%	-	1%	2%	-	5%	2%	1%	1%	1%	-	1%	-
Chairman	0%	-	-	-	-	-	-	-	1%	-	-	-	-
Chief Executive	0%	-	-	2%	-	-	-	-	-	-	-	-	-
Managing Director	4%	-	4%	2%	5%	1%	5%	4%	2%	6%	4%	4%	20%
Non-Executive Director	0%	-	-	-	1%	-	-	-	-	-	-	1%	-
Other board level manager/ director	1%	7%	-	3%	-	-	2%	-	1%	1%	-	3%	-
Other	7%	-	10%	2%	3%	10%	9%	8%	10%	11%	2%	1%	-
Middle manager	-	-	-	-	-	-	-	-	-	-	-	-	-
Junior manager/ team leader/ supervisor	-	-	-	-	-	-	-	-	-	-	-	-	-
Executive/ clerical/ other worker with no managerial responsibilities	-	-	-	-	-	-	-	-	-	-	-	-	-
Other	-	-	-	-	-	-	-	-	-	-	-	-	-

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Fieldwork: 20th - 25th January 2012

Total	What level of management responsibility do you hold in your current position?						
Base	Owner/ Proprietor	Partner	Chairman	Chief Executive	Managing Director	Non-Executive Director	Other board level manager/ director

Which, if any, of the following sectors do you work in/ does the company or organisation that you work for operate in?

	1003	868	12	1	1	36	2	9
Base: All UK Sole Traders	1003	868	12	1	1	36	2	9
Private sector firm or company (e.g. limited companies and PLCs)	100%	100%	100%	100%	100%	100%	100%	100%
Nationalised industry or public corporation (e.g. post office, BBC)	-	-	-	-	-	-	-	-
Other public sector employer (e.g. central government, civil service, LEA, NHS, police, armed forces)	-	-	-	-	-	-	-	-
Charity/ voluntary sector (e.g. charitable companies, churches, trade unions)	-	-	-	-	-	-	-	-
Other	-	-	-	-	-	-	-	-
Not applicable – I do not work	-	-	-	-	-	-	-	-

What level of management responsibility do you hold in your current position?

	1003	868	12	1	1	36	2	9
Base: All UK Sole Traders	1003	868	12	1	1	36	2	9
Owner/ Proprietor	87%	100%	-	-	-	-	-	-
Partner	1%	-	100%	-	-	-	-	-
Chairman	0%	-	-	100%	-	-	-	-
Chief Executive	0%	-	-	-	100%	-	-	-
Managing Director	4%	-	-	-	-	100%	-	-
Non-Executive Director	0%	-	-	-	-	-	100%	-
Other board level manager/ director	1%	-	-	-	-	-	-	100%
Other	7%	-	-	-	-	-	-	-
Middle manager	-	-	-	-	-	-	-	-
Junior manager/ team leader/ supervisor	-	-	-	-	-	-	-	-
Executive/ clerical/ other worker with no managerial responsibilities	-	-	-	-	-	-	-	-
Other	-	-	-	-	-	-	-	-

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Fieldwork: 20th - 25th January 2012

Total	What level of management responsibility do you hold in your current position?				
Base	Other	Middle manager	Junior manager/ team leader/ supervisor	Executive/ clerical/ other worker with no managerial responsibilities	Other

Which, if any, of the following sectors do you work in/ does the company or organisation that you work for operate in?

	1003	74	-	-	-	-
Base: All UK Sole Traders	1003	74	-	-	-	-
Private sector firm or company (e.g. limited companies and PLCs)	100%	100%	-	-	-	-
Nationalised industry or public corporation (e.g. post office, BBC)	-	-	-	-	-	-
Other public sector employer (e.g. central government, civil service, LEA, NHS, police, armed forces)	-	-	-	-	-	-
Charity/ voluntary sector (e.g. charitable companies, churches, trade unions)	-	-	-	-	-	-
Other	-	-	-	-	-	-
Not applicable – I do not work	-	-	-	-	-	-

What level of management responsibility do you hold in your current position?

	1003	74	-	-	-	-
Base: All UK Sole Traders	1003	74	-	-	-	-
Owner/ Proprietor	87%	-	-	-	-	-
Partner	1%	-	-	-	-	-
Chairman	0%	-	-	-	-	-
Chief Executive	0%	-	-	-	-	-
Managing Director	4%	-	-	-	-	-
Non-Executive Director	0%	-	-	-	-	-
Other board level manager/ director	1%	-	-	-	-	-
Other	7%	100%	-	-	-	-
Middle manager	-	-	-	-	-	-
Junior manager/ team leader/ supervisor	-	-	-	-	-	-
Executive/ clerical/ other worker with no managerial responsibilities	-	-	-	-	-	-
Other	-	-	-	-	-	-

YouGov Survey Results

Sample Size: 1003

Fieldwork: 20th - 25th January 2012

Total	Which ONE of the following industry sectors do you work in/ does the company or organisation that you work for operate in?							
Base	Manufacturing	Construction	Retail	Financial services	Hospitality and leisure	Accountancy	Legal	IT & telecoms

Which, if any, of the following sectors do you work in/ does the company or organisation that you work for operate in?

	1003	33	76	93	50	41	45	14	132
Base: All UK Sole Traders	100%	100%	100%	100%	100%	100%	100%	100%	100%
Private sector firm or company (e.g. limited companies and PLCs)	100%	100%	100%	100%	100%	100%	100%	100%	100%
Nationalised industry or public corporation (e.g. post office, BBC)	-	-	-	-	-	-	-	-	-
Other public sector employer (e.g. central government, civil service, LEA, NHS, police, armed forces)	-	-	-	-	-	-	-	-	-
Charity/ voluntary sector (e.g. charitable companies, churches, trade unions)	-	-	-	-	-	-	-	-	-
Other	-	-	-	-	-	-	-	-	-
Not applicable – I do not work	-	-	-	-	-	-	-	-	-

What level of management responsibility do you hold in your current position?

	1003	33	76	93	50	41	45	14	132
Base: All UK Sole Traders	87%	79%	84%	90%	86%	78%	98%	100%	91%
Owner/ Proprietor	87%	79%	84%	90%	86%	78%	98%	100%	91%
Partner	1%	-	1%	2%	2%	5%	-	-	-
Chairman	0%	-	-	-	2%	-	-	-	-
Chief Executive	0%	-	-	-	-	-	-	-	-
Managing Director	4%	-	5%	2%	8%	7%	-	-	6%
Non-Executive Director	0%	-	-	-	-	-	-	-	-
Other board level manager/ director	1%	9%	-	-	-	-	-	-	-
Other	7%	12%	9%	5%	2%	10%	2%	-	3%
Middle manager	-	-	-	-	-	-	-	-	-
Junior manager/ team leader/ supervisor	-	-	-	-	-	-	-	-	-
Executive/ clerical/ other worker with no managerial responsibilities	-	-	-	-	-	-	-	-	-
Other	-	-	-	-	-	-	-	-	-

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Sample Size: 1003

Fieldwork: 20th - 25th January 2012

Total	Which ONE of the following industry sectors do you work in/ does the company or organisation that you work for operate in?					
Base	Media/ marketing/ advertising/ PR & sales	Medical & health services	Education	Transportation & distribution	Real estate	Other

Which, if any, of the following sectors do you work in/ does the company or organisation that you work for operate in?

	1003	112	40	43	23	32	269
Base: All UK Sole Traders	1003	112	40	43	23	32	269
Private sector firm or company (e.g. limited companies and PLCs)	100%	100%	100%	100%	100%	100%	100%
Nationalised industry or public corporation (e.g. post office, BBC)	-	-	-	-	-	-	-
Other public sector employer (e.g. central government, civil service, LEA, NHS, police, armed forces)	-	-	-	-	-	-	-
Charity/ voluntary sector (e.g. charitable companies, churches, trade unions)	-	-	-	-	-	-	-
Other	-	-	-	-	-	-	-
Not applicable – I do not work	-	-	-	-	-	-	-

What level of management responsibility do you hold in your current position?

	1003	112	40	43	23	32	269
Base: All UK Sole Traders	1003	112	40	43	23	32	269
Owner/ Proprietor	87%	81%	80%	86%	91%	88%	86%
Partner	1%	2%	-	-	-	6%	1%
Chairman	0%	-	-	-	-	-	-
Chief Executive	0%	-	-	-	-	-	0%
Managing Director	4%	3%	3%	2%	-	-	4%
Non-Executive Director	0%	-	3%	-	-	-	0%
Other board level manager/ director	1%	2%	-	2%	-	3%	1%
Other	7%	13%	15%	9%	9%	3%	8%
Middle manager	-	-	-	-	-	-	-
Junior manager/ team leader/ supervisor	-	-	-	-	-	-	-
Executive/ clerical/ other worker with no managerial responsibilities	-	-	-	-	-	-	-
Other	-	-	-	-	-	-	-

Total	Gender		Age					Social Grade		Region							
Base	Male	Female	18 to 24	25 to 34	35 to 44	45 to 54	55+	ABC1	C2DE	North	Midlands	East	London	South	Wales	Scotland	Northern Ireland

Which ONE of the following industry sectors do you work in/ does the company or organisation that you work for operate in?

Base: All UK Sole Traders	1003	701	302	4	71	166	286	476	747	256	176	146	107	138	306	54	71	5
Manufacturing	3%	4%	1%	-	-	1%	3%	5%	3%	5%	7%	3%	4%	1%	2%	2%	4%	-
Construction	8%	10%	3%	25%	6%	7%	7%	9%	6%	12%	9%	8%	4%	7%	8%	13%	7%	-
Retail	9%	8%	11%	-	7%	10%	11%	8%	7%	17%	11%	12%	6%	7%	11%	7%	6%	-
Financial services	5%	6%	3%	25%	6%	4%	5%	5%	6%	2%	4%	5%	8%	4%	6%	-	3%	-
Hospitality and leisure	4%	4%	4%	50%	4%	5%	4%	4%	4%	5%	4%	5%	4%	3%	4%	2%	7%	20%
Accountancy	4%	4%	5%	-	3%	4%	4%	5%	6%	0%	3%	7%	5%	1%	4%	6%	8%	-
Legal	1%	1%	1%	-	3%	3%	0%	1%	2%	0%	1%	-	2%	3%	1%	2%	3%	-
IT & telecoms	13%	16%	6%	-	17%	13%	19%	9%	15%	7%	13%	10%	12%	10%	16%	13%	18%	-
Media/ marketing/ advertising/ PR & sales	11%	10%	14%	-	15%	13%	8%	12%	11%	12%	6%	10%	14%	22%	12%	7%	3%	-
Medical & health services	4%	2%	8%	-	4%	6%	4%	3%	4%	3%	5%	6%	3%	4%	4%	4%	-	-
Education	4%	3%	7%	-	6%	5%	3%	4%	5%	2%	2%	1%	6%	4%	6%	6%	7%	-
Transportation & distribution	2%	3%	1%	-	-	1%	2%	3%	1%	6%	1%	3%	5%	3%	2%	2%	1%	-
Real estate	3%	3%	3%	-	-	2%	4%	3%	4%	2%	6%	2%	4%	3%	2%	2%	4%	20%
Other	27%	24%	32%	-	30%	24%	26%	28%	27%	27%	29%	28%	25%	28%	23%	35%	28%	60%

Do you think the Government's economic policies will or will not stimulate growth in 2012?

Base: All UK Sole Traders	1003	701	302	4	71	166	286	476	747	256	176	146	107	138	306	54	71	5
WILL stimulate growth	22%	25%	13%	25%	15%	16%	20%	26%	23%	19%	20%	17%	19%	28%	26%	9%	18%	-
WILL NOT stimulate growth	55%	54%	57%	25%	48%	55%	61%	53%	54%	57%	60%	60%	53%	49%	51%	57%	62%	60%
Don't know	23%	21%	29%	50%	37%	29%	20%	21%	23%	24%	20%	23%	28%	23%	22%	33%	20%	40%

Do you think the Chancellor (i.e George Osborne) does or does not have the right policies on the UK economy?

Base: All UK Sole Traders	1003	701	302	4	71	166	286	476	747	256	176	146	107	138	306	54	71	5
He does have the right policies on the economy	42%	49%	27%	25%	28%	34%	41%	49%	46%	32%	38%	33%	40%	41%	54%	31%	37%	60%
He does NOT have the right policies on the economy	41%	38%	50%	50%	37%	45%	43%	40%	40%	47%	48%	47%	45%	39%	32%	48%	49%	20%
Don't know	16%	13%	23%	25%	35%	22%	16%	11%	15%	21%	14%	20%	15%	20%	14%	20%	14%	20%

Total	Marital Status						Children in Household					
Base	Married/ Civil Partnership	Living as married	Separated/ Divorced	Widowed	Never Married	Refused	0	1	2	3+	All with children in household (NET)	Refused

Which ONE of the following industry sectors do you work in/ does the company or organisation that you work for operate in?

Base: All UK Sole Traders	1003	565	136	96	24	182	-	791	98	83	29	210	2
Manufacturing	3%	4%	2%	4%	4%	2%	-	4%	2%	-	7%	2%	-
Construction	8%	10%	7%	3%	8%	3%	-	7%	6%	12%	10%	9%	-
Retail	9%	8%	9%	11%	8%	13%	-	10%	7%	8%	10%	8%	-
Financial services	5%	6%	4%	3%	4%	3%	-	5%	5%	8%	7%	7%	-
Hospitality and leisure	4%	4%	5%	2%	4%	5%	-	4%	6%	4%	3%	5%	-
Accountancy	4%	5%	3%	5%	8%	4%	-	5%	4%	2%	7%	4%	-
Legal	1%	1%	1%	2%	-	2%	-	1%	1%	-	7%	1%	-
IT & telecoms	13%	12%	8%	13%	13%	20%	-	12%	17%	17%	10%	16%	-
Media/ marketing/ advertising/ PR & sales	11%	10%	13%	10%	17%	14%	-	11%	15%	12%	7%	13%	-
Medical & health services	4%	3%	4%	6%	4%	4%	-	4%	3%	2%	-	2%	-
Education	4%	4%	6%	4%	-	5%	-	5%	4%	4%	-	3%	-
Transportation & distribution	2%	2%	4%	3%	-	1%	-	3%	-	4%	-	1%	-
Real estate	3%	4%	2%	4%	-	2%	-	3%	1%	5%	10%	4%	-
Other	27%	27%	32%	28%	29%	23%	-	27%	28%	22%	21%	24%	100%

Do you think the Government's economic policies will or will not stimulate growth in 2012?

Base: All UK Sole Traders	1003	565	136	96	24	182	-	791	98	83	29	210	2
WILL stimulate growth	22%	23%	18%	32%	13%	16%	-	23%	20%	13%	24%	18%	-
WILL NOT stimulate growth	55%	56%	57%	50%	58%	53%	-	54%	53%	64%	59%	58%	100%
Don't know	23%	21%	25%	18%	29%	31%	-	23%	27%	23%	17%	24%	-

Do you think the Chancellor (i.e George Osborne) does or does not have the right policies on the UK economy?

Base: All UK Sole Traders	1003	565	136	96	24	182	-	791	98	83	29	210	2
He does have the right policies on the economy	42%	45%	36%	43%	33%	40%	-	44%	40%	33%	48%	38%	-
He does NOT have the right policies on the economy	41%	40%	46%	43%	54%	40%	-	41%	41%	46%	41%	43%	100%
Don't know	16%	15%	18%	15%	13%	21%	-	15%	19%	22%	10%	19%	-

Total	Government Region							Government Region				
	North East	North West	Yorkshire and the Humber	East Midlands	West Midlands	East of England	London	South East	South West	Wales	Scotland	Northern Ireland

Which ONE of the following industry sectors do you work in/ does the company or organisation that you work for operate in?

Base: All UK Sole Traders	1003	14	97	65	73	73	107	138	183	123	54	71	5
Manufacturing	3%	7%	5%	9%	1%	9%	4%	1%	2%	2%	2%	4%	-
Construction	8%	21%	10%	5%	8%	8%	4%	7%	8%	7%	13%	7%	-
Retail	9%	14%	12%	9%	15%	8%	6%	7%	9%	14%	7%	6%	-
Financial services	5%	7%	5%	2%	7%	4%	8%	4%	9%	2%	-	3%	-
Hospitality and leisure	4%	-	4%	5%	4%	5%	4%	3%	1%	8%	2%	7%	20%
Accountancy	4%	14%	1%	5%	7%	7%	5%	1%	4%	5%	6%	8%	-
Legal	1%	-	1%	-	-	-	2%	3%	2%	-	2%	3%	-
IT & telecoms	13%	7%	8%	20%	10%	10%	12%	10%	18%	13%	13%	18%	-
Media/ marketing/ advertising/ PR & sales	11%	14%	3%	8%	5%	14%	14%	22%	11%	13%	7%	3%	-
Medical & health services	4%	-	4%	6%	4%	8%	3%	4%	4%	3%	4%	-	-
Education	4%	-	4%	-	1%	-	6%	4%	6%	6%	6%	7%	-
Transportation & distribution	2%	-	2%	-	4%	3%	5%	3%	2%	1%	2%	1%	-
Real estate	3%	7%	7%	3%	1%	3%	4%	3%	1%	3%	2%	4%	20%
Other	27%	7%	32%	29%	32%	25%	25%	28%	22%	23%	35%	28%	60%

Do you think the Government's economic policies will or will not stimulate growth in 2012?

Base: All UK Sole Traders	1003	14	97	65	73	73	107	138	183	123	54	71	5
WILL stimulate growth	22%	21%	18%	23%	15%	19%	19%	28%	25%	29%	9%	18%	-
WILL NOT stimulate growth	55%	57%	62%	57%	67%	53%	53%	49%	52%	50%	57%	62%	60%
Don't know	23%	21%	21%	20%	18%	27%	28%	23%	23%	21%	33%	20%	40%

Do you think the Chancellor (i.e George Osborne) does or does not have the right policies on the UK economy?

Base: All UK Sole Traders	1003	14	97	65	73	73	107	138	183	123	54	71	5
He does have the right policies on the economy	42%	36%	42%	32%	29%	37%	40%	41%	54%	53%	31%	37%	60%
He does NOT have the right policies on the economy	41%	50%	46%	51%	56%	38%	45%	39%	31%	33%	48%	49%	20%
Don't know	16%	14%	11%	17%	15%	25%	15%	20%	15%	14%	20%	14%	20%

Total	What level of management responsibility do you hold in your current position?						
Base	Owner/ Proprietor	Partner	Chairman	Chief Executive	Managing Director	Non-Executive Director	Other board level manager/ director

Which ONE of the following industry sectors do you work in/ does the company or organisation that you work for operate in?

Base: All UK Sole Traders	1003	868	12	1	1	36	2	9
Manufacturing	3%	3%	-	-	-	-	-	33%
Construction	8%	7%	8%	-	-	11%	-	-
Retail	9%	10%	17%	-	-	6%	-	-
Financial services	5%	5%	8%	100%	-	11%	-	-
Hospitality and leisure	4%	4%	17%	-	-	8%	-	-
Accountancy	4%	5%	-	-	-	-	-	-
Legal	1%	2%	-	-	-	-	-	-
IT & telecoms	13%	14%	-	-	-	22%	-	-
Media/ marketing/ advertising/ PR & sales	11%	10%	17%	-	-	8%	-	22%
Medical & health services	4%	4%	-	-	-	3%	50%	-
Education	4%	4%	-	-	-	3%	-	11%
Transportation & distribution	2%	2%	-	-	-	-	-	-
Real estate	3%	3%	17%	-	-	-	-	11%
Other	27%	27%	17%	-	100%	28%	50%	22%

Do you think the Government's economic policies will or will not stimulate growth in 2012?

Base: All UK Sole Traders	1003	868	12	1	1	36	2	9
WILL stimulate growth	22%	22%	25%	-	100%	25%	-	22%
WILL NOT stimulate growth	55%	55%	42%	-	-	56%	100%	67%
Don't know	23%	23%	33%	100%	-	19%	-	11%

Do you think the Chancellor (i.e George Osborne) does or does not have the right policies on the UK economy?

Base: All UK Sole Traders	1003	868	12	1	1	36	2	9
He does have the right policies on the economy	42%	42%	50%	100%	100%	50%	-	56%
He does NOT have the right policies on the economy	41%	41%	17%	-	-	36%	100%	44%
Don't know	16%	16%	33%	-	-	14%	-	-

Total	What level of management responsibility do you hold in your current position?				
Base	Other	Middle manager	Junior manager/ team leader/ supervisor	Executive/ clerical/ other worker with no managerial responsibilities	Other

Which ONE of the following industry sectors do you work in/ does the company or organisation that you work for operate in?

	1003	74	-	-	-	-
Base: All UK Sole Traders	1003	74	-	-	-	-
Manufacturing	3%	5%	-	-	-	-
Construction	8%	9%	-	-	-	-
Retail	9%	7%	-	-	-	-
Financial services	5%	1%	-	-	-	-
Hospitality and leisure	4%	5%	-	-	-	-
Accountancy	4%	1%	-	-	-	-
Legal	1%	-	-	-	-	-
IT & telecoms	13%	5%	-	-	-	-
Media/ marketing/ advertising/ PR & sales	11%	19%	-	-	-	-
Medical & health services	4%	8%	-	-	-	-
Education	4%	5%	-	-	-	-
Transportation & distribution	2%	3%	-	-	-	-
Real estate	3%	1%	-	-	-	-
Other	27%	28%	-	-	-	-

Do you think the Government's economic policies will or will not stimulate growth in 2012?

	1003	74	-	-	-	-
Base: All UK Sole Traders	1003	74	-	-	-	-
WILL stimulate growth	22%	14%	-	-	-	-
WILL NOT stimulate growth	55%	57%	-	-	-	-
Don't know	23%	30%	-	-	-	-

Do you think the Chancellor (i.e George Osborne) does or does not have the right policies on the UK economy?

	1003	74	-	-	-	-
Base: All UK Sole Traders	1003	74	-	-	-	-
He does have the right policies on the economy	42%	38%	-	-	-	-
He does NOT have the right policies on the economy	41%	49%	-	-	-	-
Don't know	16%	14%	-	-	-	-

Total	Which ONE of the following industry sectors do you work in/ does the company or organisation that you work for operate in?							
Base	Manufacturing	Construction	Retail	Financial services	Hospitality and leisure	Accountancy	Legal	IT & telecoms

Which ONE of the following industry sectors do you work in/ does the company or organisation that you work for operate in?

Base: All UK Sole Traders	1003	33	76	93	50	41	45	14	132
Manufacturing	3%	100%	-	-	-	-	-	-	-
Construction	8%	-	100%	-	-	-	-	-	-
Retail	9%	-	-	100%	-	-	-	-	-
Financial services	5%	-	-	-	100%	-	-	-	-
Hospitality and leisure	4%	-	-	-	-	100%	-	-	-
Accountancy	4%	-	-	-	-	-	100%	-	-
Legal	1%	-	-	-	-	-	-	100%	-
IT & telecoms	13%	-	-	-	-	-	-	-	100%
Media/ marketing/ advertising/ PR & sales	11%	-	-	-	-	-	-	-	-
Medical & health services	4%	-	-	-	-	-	-	-	-
Education	4%	-	-	-	-	-	-	-	-
Transportation & distribution	2%	-	-	-	-	-	-	-	-
Real estate	3%	-	-	-	-	-	-	-	-
Other	27%	-	-	-	-	-	-	-	-

Do you think the Government's economic policies will or will not stimulate growth in 2012?

Base: All UK Sole Traders	1003	33	76	93	50	41	45	14	132
WILL stimulate growth	22%	27%	30%	13%	28%	17%	29%	36%	18%
WILL NOT stimulate growth	55%	64%	54%	60%	56%	66%	47%	29%	52%
Don't know	23%	9%	16%	27%	16%	17%	24%	36%	30%

Do you think the Chancellor (i.e George Osborne) does or does not have the right policies on the UK economy?

Base: All UK Sole Traders	1003	33	76	93	50	41	45	14	132
He does have the right policies on the economy	42%	52%	46%	35%	64%	37%	53%	64%	46%
He does NOT have the right policies on the economy	41%	45%	43%	44%	22%	51%	31%	21%	36%
Don't know	16%	3%	11%	20%	14%	12%	16%	14%	18%

Total	Which ONE of the following industry sectors do you work in/ does the company or organisation that you work for operate in?					
Base	Media/ marketing/ advertising/ PR & sales	Medical & health services	Education	Transportation & distribution	Real estate	Other

Which ONE of the following industry sectors do you work in/ does the company or organisation that you work for operate in?

Base: All UK Sole Traders	1003	112	40	43	23	32	269
Manufacturing	3%	-	-	-	-	-	-
Construction	8%	-	-	-	-	-	-
Retail	9%	-	-	-	-	-	-
Financial services	5%	-	-	-	-	-	-
Hospitality and leisure	4%	-	-	-	-	-	-
Accountancy	4%	-	-	-	-	-	-
Legal	1%	-	-	-	-	-	-
IT & telecoms	13%	-	-	-	-	-	-
Media/ marketing/ advertising/ PR & sales	11%	100%	-	-	-	-	-
Medical & health services	4%	-	100%	-	-	-	-
Education	4%	-	-	100%	-	-	-
Transportation & distribution	2%	-	-	-	100%	-	-
Real estate	3%	-	-	-	-	100%	-
Other	27%	-	-	-	-	-	100%

Do you think the Government's economic policies will or will not stimulate growth in 2012?

Base: All UK Sole Traders	1003	112	40	43	23	32	269
WILL stimulate growth	22%	18%	20%	23%	9%	13%	25%
WILL NOT stimulate growth	55%	52%	60%	49%	57%	63%	56%
Don't know	23%	30%	20%	28%	35%	25%	20%

Do you think the Chancellor (i.e George Osborne) does or does not have the right policies on the UK economy?

Base: All UK Sole Traders	1003	112	40	43	23	32	269
He does have the right policies on the economy	42%	39%	40%	35%	13%	41%	40%
He does NOT have the right policies on the economy	41%	46%	48%	47%	52%	41%	43%
Don't know	16%	15%	13%	19%	35%	19%	17%

Total	Gender		Age					Social Grade		Region							
Base	Male	Female	18 to 24	25 to 34	35 to 44	45 to 54	55+	ABC1	C2DE	North	Midlands	East	London	South	Wales	Scotland	Northern Ireland

To what extent do you agree or disagree with the following statement?

On a day to day basis, my business would benefit from having more up to date financial information (e.g cash flow, profit and loss and tax deadlines and liabilities)?

Base: All UK Sole Traders	1003	701	302	4	71	166	286	476	747	256	176	146	107	138	306	54	71	5
Strongly agree	4%	4%	4%	25%	7%	5%	5%	3%	4%	4%	3%	1%	6%	6%	4%	11%	4%	-
Agree	15%	15%	14%	-	27%	10%	15%	14%	13%	19%	13%	14%	15%	16%	15%	19%	15%	-
Neither agree nor disagree	47%	46%	50%	25%	39%	48%	45%	49%	46%	49%	50%	49%	47%	49%	45%	35%	49%	40%
Disagree	23%	24%	21%	-	17%	22%	24%	24%	25%	17%	22%	27%	21%	19%	25%	20%	23%	60%
Strongly disagree	8%	8%	6%	-	4%	8%	8%	8%	8%	7%	10%	6%	10%	7%	7%	7%	7%	-
Don't know	3%	2%	5%	50%	6%	7%	2%	2%	3%	5%	3%	3%	2%	4%	3%	7%	1%	-

To what extent do you agree or disagree with each of the following statements? (Please tick one option per row)

The self-employed sector is crucial to stimulating the economy:

Base: All UK Sole Traders	1003	701	302	4	71	166	286	476	747	256	176	146	107	138	306	54	71	5
Strongly agree	54%	54%	51%	50%	48%	41%	54%	59%	55%	48%	49%	58%	56%	54%	51%	54%	61%	60%
Agree	35%	34%	38%	50%	41%	42%	34%	33%	34%	39%	39%	32%	36%	33%	36%	39%	30%	40%
Neither agree nor disagree	8%	8%	9%	-	7%	11%	9%	7%	8%	9%	7%	7%	7%	8%	10%	4%	8%	-
Disagree	2%	2%	1%	-	-	3%	2%	1%	2%	1%	3%	1%	1%	2%	2%	-	1%	-
Strongly disagree	0%	0%	-	-	-	-	1%	0%	0%	-	1%	-	-	-	0%	-	-	-
Don't know	1%	1%	1%	-	4%	4%	1%	0%	1%	2%	1%	1%	-	3%	1%	4%	-	-

Total	Marital Status						Children in Household					
Base	Married/ Civil Partnership	Living as married	Separated/ Divorced	Widowed	Never Married	Refused	0	1	2	3+	All with children in household (NET)	Refused

To what extent do you agree or disagree with the following statement?

On a day to day basis, my business would benefit from having more up to date financial information (e.g cash flow, profit and loss and tax deadlines and liabilities)?

Base: All UK Sole Traders	1003	565	136	96	24	182	-	791	98	83	29	210	2
Strongly agree	4%	4%	4%	7%	4%	3%	-	4%	5%	7%	7%	6%	-
Agree	15%	16%	10%	11%	17%	16%	-	15%	17%	11%	17%	15%	-
Neither agree nor disagree	47%	48%	51%	48%	58%	40%	-	47%	51%	39%	48%	46%	100%
Disagree	23%	23%	23%	21%	21%	24%	-	23%	18%	31%	17%	23%	-
Strongly disagree	8%	6%	10%	10%	-	11%	-	8%	6%	6%	7%	6%	-
Don't know	3%	3%	2%	2%	-	5%	-	3%	2%	6%	3%	4%	-

To what extent do you agree or disagree with each of the following statements? (Please tick one option per row)

The self-employed sector is crucial to stimulating the economy:

Base: All UK Sole Traders	1003	565	136	96	24	182	-	791	98	83	29	210	2
Strongly agree	54%	55%	49%	55%	50%	51%	-	55%	53%	49%	41%	50%	-
Agree	35%	33%	40%	33%	29%	38%	-	35%	34%	35%	41%	35%	-
Neither agree nor disagree	8%	8%	6%	10%	17%	8%	-	8%	6%	11%	14%	9%	50%
Disagree	2%	2%	3%	1%	-	1%	-	1%	3%	1%	3%	2%	50%
Strongly disagree	0%	1%	-	-	-	-	-	0%	1%	1%	-	1%	-
Don't know	1%	1%	1%	-	4%	2%	-	1%	3%	2%	-	2%	-

Total	Government Region							Government Region				
Base	North East	North West	Yorkshire and the Humber	East Midlands	West Midlands	East of England	London	South East	South West	Wales	Scotland	Northern Ireland

To what extent do you agree or disagree with the following statement?

On a day to day basis, my business would benefit from having more up to date financial information (e.g cash flow, profit and loss and tax deadlines and liabilities)?

Base: All UK Sole Traders	1003	14	97	65	73	73	107	138	183	123	54	71	5
Strongly agree	4%	-	3%	3%	-	1%	6%	6%	4%	5%	11%	4%	-
Agree	15%	7%	14%	12%	12%	15%	15%	16%	13%	18%	19%	15%	-
Neither agree nor disagree	47%	57%	45%	55%	48%	51%	47%	49%	46%	44%	35%	49%	40%
Disagree	23%	21%	22%	22%	32%	22%	21%	19%	24%	27%	20%	23%	60%
Strongly disagree	8%	14%	11%	6%	5%	7%	10%	7%	9%	4%	7%	7%	-
Don't know	3%	-	4%	2%	3%	4%	2%	4%	4%	2%	7%	1%	-

To what extent do you agree or disagree with each of the following statements? (Please tick one option per row)

The self-employed sector is crucial to stimulating the economy:

Base: All UK Sole Traders	1003	14	97	65	73	73	107	138	183	123	54	71	5
Strongly agree	54%	57%	45%	54%	49%	67%	56%	54%	52%	50%	54%	61%	60%
Agree	35%	29%	41%	37%	41%	23%	36%	33%	34%	38%	39%	30%	40%
Neither agree nor disagree	8%	7%	8%	6%	7%	7%	7%	8%	10%	10%	4%	8%	-
Disagree	2%	-	4%	2%	1%	1%	1%	2%	2%	1%	-	1%	-
Strongly disagree	0%	7%	1%	-	-	-	-	-	1%	-	-	-	-
Don't know	1%	-	-	2%	1%	1%	-	3%	1%	2%	4%	-	-

Total	What level of management responsibility do you hold in your current position?						
Base	Owner/ Proprietor	Partner	Chairman	Chief Executive	Managing Director	Non-Executive Director	Other board level manager/ director

To what extent do you agree or disagree with the following statement?

On a day to day basis, my business would benefit from having more up to date financial information (e.g cash flow, profit and loss and tax deadlines and liabilities)?

Base: All UK Sole Traders	1003	868	12	1	1	36	2	9
Strongly agree	4%	4%	8%	-	-	3%	-	11%
Agree	15%	15%	8%	-	-	11%	-	33%
Neither agree nor disagree	47%	47%	58%	-	100%	44%	100%	33%
Disagree	23%	23%	17%	100%	-	31%	-	11%
Strongly disagree	8%	8%	8%	-	-	8%	-	11%
Don't know	3%	3%	-	-	-	3%	-	-

To what extent do you agree or disagree with each of the following statements? (Please tick one option per row)

The self-employed sector is crucial to stimulating the economy:

Base: All UK Sole Traders	1003	868	12	1	1	36	2	9
Strongly agree	54%	56%	92%	-	-	47%	-	56%
Agree	35%	34%	8%	100%	100%	39%	-	22%
Neither agree nor disagree	8%	7%	-	-	-	8%	100%	22%
Disagree	2%	2%	-	-	-	3%	-	-
Strongly disagree	0%	0%	-	-	-	-	-	-
Don't know	1%	1%	-	-	-	3%	-	-

Total	What level of management responsibility do you hold in your current position?				
Base	Other	Middle manager	Junior manager/ team leader/ supervisor	Executive/ clerical/ other worker with no managerial responsibilities	Other

To what extent do you agree or disagree with the following statement?

On a day to day basis, my business would benefit from having more up to date financial information (e.g cash flow, profit and loss and tax deadlines and liabilities)?

Base: All UK Sole Traders	1003	74	-	-	-	-
Strongly agree	4%	-	-	-	-	-
Agree	15%	11%	-	-	-	-
Neither agree nor disagree	47%	50%	-	-	-	-
Disagree	23%	22%	-	-	-	-
Strongly disagree	8%	8%	-	-	-	-
Don't know	3%	9%	-	-	-	-

To what extent do you agree or disagree with each of the following statements? (Please tick one option per row)

The self-employed sector is crucial to stimulating the economy:

Base: All UK Sole Traders	1003	74	-	-	-	-
Strongly agree	54%	26%	-	-	-	-
Agree	35%	51%	-	-	-	-
Neither agree nor disagree	8%	18%	-	-	-	-
Disagree	2%	3%	-	-	-	-
Strongly disagree	0%	-	-	-	-	-
Don't know	1%	3%	-	-	-	-

Total	Which ONE of the following industry sectors do you work in/ does the company or organisation that you work for operate in?							
Base	Manufacturing	Construction	Retail	Financial services	Hospitality and leisure	Accountancy	Legal	IT & telecoms

To what extent do you agree or disagree with the following statement?

On a day to day basis, my business would benefit from having more up to date financial information (e.g cash flow, profit and loss and tax deadlines and liabilities)?

Base: All UK Sole Traders	1003	33	76	93	50	41	45	14	132
Strongly agree	4%	6%	8%	6%	6%	-	7%	14%	-
Agree	15%	18%	16%	14%	8%	24%	11%	14%	18%
Neither agree nor disagree	47%	42%	39%	45%	44%	49%	47%	57%	47%
Disagree	23%	18%	28%	20%	32%	20%	16%	7%	27%
Strongly disagree	8%	15%	5%	10%	8%	-	18%	7%	6%
Don't know	3%	-	4%	4%	2%	7%	2%	-	2%

To what extent do you agree or disagree with each of the following statements? (Please tick one option per row)

The self-employed sector is crucial to stimulating the economy:

Base: All UK Sole Traders	1003	33	76	93	50	41	45	14	132
Strongly agree	54%	64%	57%	56%	58%	68%	62%	50%	52%
Agree	35%	27%	29%	29%	38%	24%	31%	36%	39%
Neither agree nor disagree	8%	9%	8%	11%	4%	7%	7%	14%	7%
Disagree	2%	-	4%	1%	-	-	-	-	1%
Strongly disagree	0%	-	1%	1%	-	-	-	-	-
Don't know	1%	-	1%	2%	-	-	-	-	2%

Total	Which ONE of the following industry sectors do you work in/ does the company or organisation that you work for operate in?					
Base	Media/ marketing/ advertising/ PR & sales	Medical & health services	Education	Transportation & distribution	Real estate	Other

To what extent do you agree or disagree with the following statement?

On a day to day basis, my business would benefit from having more up to date financial information (e.g cash flow, profit and loss and tax deadlines and liabilities)?

Base: All UK Sole Traders	1003	112	40	43	23	32	269
Strongly agree	4%	3%	5%	5%	-	6%	4%
Agree	15%	14%	15%	9%	13%	9%	15%
Neither agree nor disagree	47%	59%	38%	49%	57%	50%	45%
Disagree	23%	18%	23%	26%	22%	22%	24%
Strongly disagree	8%	5%	13%	9%	4%	6%	8%
Don't know	3%	1%	8%	2%	4%	6%	4%

To what extent do you agree or disagree with each of the following statements? (Please tick one option per row)

The self-employed sector is crucial to stimulating the economy:

Base: All UK Sole Traders	1003	112	40	43	23	32	269
Strongly agree	54%	49%	40%	49%	57%	59%	51%
Agree	35%	38%	38%	47%	26%	31%	38%
Neither agree nor disagree	8%	7%	15%	5%	13%	6%	8%
Disagree	2%	4%	3%	-	-	3%	2%
Strongly disagree	0%	1%	-	-	-	-	-
Don't know	1%	2%	5%	-	4%	-	1%

Total	Gender		Age					Social Grade		Region							
Base	Male	Female	18 to 24	25 to 34	35 to 44	45 to 54	55+	ABC1	C2DE	North	Midlands	East	London	South	Wales	Scotland	Northern Ireland

In general, UK public limited companies rely too heavily on full time employees and would benefit from adopting a more flexible workforce:

Base: All UK Sole Traders	1003	701	302	4	71	166	286	476	747	256	176	146	107	138	306	54	71	5
Strongly agree	12%	12%	13%	25%	8%	11%	10%	14%	13%	10%	12%	8%	18%	15%	12%	7%	13%	20%
Agree	35%	34%	39%	25%	42%	39%	34%	34%	37%	31%	34%	40%	33%	44%	33%	30%	28%	40%
Neither agree nor disagree	25%	25%	26%	50%	23%	22%	27%	25%	24%	28%	23%	25%	24%	23%	25%	28%	31%	-
Disagree	17%	19%	14%	-	14%	17%	20%	17%	18%	16%	18%	18%	16%	8%	18%	24%	24%	40%
Strongly disagree	6%	6%	4%	-	6%	2%	5%	7%	5%	6%	7%	4%	6%	4%	7%	4%	4%	-
Don't know	5%	5%	5%	-	7%	9%	4%	3%	3%	9%	6%	4%	4%	5%	6%	7%	-	-

To what extent do you agree or disagree with each of the following statements? (Please tick one option per row)

Generally, I know how much money I can safely take out of my business after tax liabilities have been taken in to consideration:

Base: All UK Sole Traders	1003	701	302	4	71	166	286	476	747	256	176	146	107	138	306	54	71	5
Strongly agree	34%	35%	30%	25%	24%	27%	33%	38%	36%	26%	35%	34%	33%	31%	33%	30%	38%	60%
Agree	48%	48%	50%	75%	45%	46%	50%	49%	49%	47%	51%	48%	51%	46%	49%	52%	42%	20%
Neither agree nor disagree	9%	9%	9%	-	10%	10%	10%	8%	7%	15%	5%	13%	10%	8%	8%	15%	11%	20%
Disagree	5%	5%	3%	-	8%	8%	4%	3%	4%	6%	5%	4%	3%	6%	6%	-	4%	-
Strongly disagree	2%	1%	3%	-	7%	2%	1%	1%	2%	2%	2%	1%	3%	4%	0%	2%	1%	-
Don't know	3%	2%	5%	-	6%	7%	2%	1%	2%	4%	2%	1%	-	5%	4%	2%	3%	-

I would like to be more up to date on my business finances, including how much money I can safely take out of my business after tax liabilities have been taken in to consideration :

Base: All UK Sole Traders	1003	701	302	4	71	166	286	476	747	256	176	146	107	138	306	54	71	5
Strongly agree	4%	4%	4%	50%	11%	7%	2%	2%	4%	4%	5%	3%	5%	9%	2%	2%	1%	-
Agree	18%	18%	19%	25%	30%	16%	23%	15%	18%	19%	17%	17%	17%	18%	19%	20%	24%	40%
Neither agree nor disagree	37%	36%	39%	-	32%	42%	36%	36%	34%	44%	36%	39%	37%	39%	35%	39%	35%	20%
Disagree	28%	30%	23%	25%	15%	25%	24%	33%	30%	22%	27%	25%	27%	24%	32%	24%	28%	-
Strongly disagree	11%	11%	11%	-	7%	5%	13%	13%	12%	8%	14%	14%	14%	6%	9%	13%	10%	40%
Don't know	2%	1%	4%	-	4%	5%	2%	1%	2%	4%	2%	1%	-	4%	3%	2%	1%	-

Total	Marital Status						Children in Household					
Base	Married/ Civil Partnership	Living as married	Separated/ Divorced	Widowed	Never Married	Refused	0	1	2	3+	All with children in household (NET)	Refused

In general, UK public limited companies rely too heavily on full time employees and would benefit from adopting a more flexible workforce:

Base: All UK Sole Traders	1003	565	136	96	24	182	-	791	98	83	29	210	2
Strongly agree	12%	12%	11%	17%	8%	12%	-	12%	14%	10%	21%	13%	-
Agree	35%	33%	40%	36%	33%	36%	-	34%	41%	36%	34%	38%	50%
Neither agree nor disagree	25%	25%	26%	26%	21%	23%	-	25%	20%	29%	28%	25%	50%
Disagree	17%	17%	17%	14%	17%	20%	-	18%	14%	16%	10%	14%	-
Strongly disagree	6%	7%	4%	4%	13%	3%	-	6%	6%	2%	3%	4%	-
Don't know	5%	5%	1%	3%	8%	7%	-	5%	4%	7%	3%	5%	-

To what extent do you agree or disagree with each of the following statements? (Please tick one option per row)

Generally, I know how much money I can safely take out of my business after tax liabilities have been taken in to consideration:

Base: All UK Sole Traders	1003	565	136	96	24	182	-	791	98	83	29	210	2
Strongly agree	34%	34%	31%	44%	21%	31%	-	34%	29%	33%	38%	31%	-
Agree	48%	50%	51%	41%	58%	43%	-	49%	49%	46%	45%	47%	100%
Neither agree nor disagree	9%	9%	10%	7%	17%	10%	-	9%	11%	10%	10%	10%	-
Disagree	5%	4%	4%	2%	-	8%	-	4%	5%	8%	7%	7%	-
Strongly disagree	2%	1%	2%	2%	-	3%	-	2%	3%	2%	-	2%	-
Don't know	3%	1%	1%	4%	4%	6%	-	3%	3%	1%	-	2%	-

I would like to be more up to date on my business finances, including how much money I can safely take out of my business after tax liabilities have been taken in to consideration :

Base: All UK Sole Traders	1003	565	136	96	24	182	-	791	98	83	29	210	2
Strongly agree	4%	2%	8%	3%	-	6%	-	4%	4%	4%	3%	4%	-
Agree	18%	19%	14%	23%	13%	19%	-	17%	31%	24%	14%	26%	-
Neither agree nor disagree	37%	35%	46%	29%	33%	38%	-	38%	24%	36%	45%	32%	50%
Disagree	28%	30%	24%	27%	46%	21%	-	28%	27%	27%	28%	27%	50%
Strongly disagree	11%	13%	7%	16%	4%	9%	-	12%	11%	8%	10%	10%	-
Don't know	2%	1%	1%	2%	4%	6%	-	2%	3%	1%	-	2%	-

Total	Government Region							Government Region				
Base	North East	North West	Yorkshire and the Humber	East Midlands	West Midlands	East of England	London	South East	South West	Wales	Scotland	Northern Ireland

In general, UK public limited companies rely too heavily on full time employees and would benefit from adopting a more flexible workforce:

Base: All UK Sole Traders	1003	14	97	65	73	73	107	138	183	123	54	71	5
Strongly agree	12%	14%	11%	12%	7%	10%	18%	15%	12%	11%	7%	13%	20%
Agree	35%	14%	37%	32%	41%	40%	33%	44%	34%	30%	30%	28%	40%
Neither agree nor disagree	25%	14%	22%	28%	25%	26%	24%	23%	27%	22%	28%	31%	-
Disagree	17%	36%	19%	14%	19%	16%	16%	8%	17%	20%	24%	24%	40%
Strongly disagree	6%	14%	7%	6%	3%	5%	6%	4%	4%	10%	4%	4%	-
Don't know	5%	7%	4%	8%	5%	3%	4%	5%	5%	7%	7%	-	-

To what extent do you agree or disagree with each of the following statements? (Please tick one option per row)

Generally, I know how much money I can safely take out of my business after tax liabilities have been taken in to consideration:

Base: All UK Sole Traders	1003	14	97	65	73	73	107	138	183	123	54	71	5
Strongly agree	34%	29%	40%	29%	30%	37%	33%	31%	33%	34%	30%	38%	60%
Agree	48%	50%	45%	58%	48%	48%	51%	46%	51%	46%	52%	42%	20%
Neither agree nor disagree	9%	7%	3%	8%	14%	12%	10%	8%	8%	8%	15%	11%	20%
Disagree	5%	7%	5%	3%	5%	3%	3%	6%	4%	8%	-	4%	-
Strongly disagree	2%	7%	3%	-	1%	-	3%	4%	1%	-	2%	1%	-
Don't know	3%	-	3%	2%	1%	-	-	5%	4%	3%	2%	3%	-

I would like to be more up to date on my business finances, including how much money I can safely take out of my business after tax liabilities have been taken in to consideration :

Base: All UK Sole Traders	1003	14	97	65	73	73	107	138	183	123	54	71	5
Strongly agree	4%	-	8%	-	3%	4%	5%	9%	2%	2%	2%	1%	-
Agree	18%	7%	18%	18%	19%	15%	17%	18%	19%	18%	20%	24%	40%
Neither agree nor disagree	37%	36%	37%	34%	32%	47%	37%	39%	36%	33%	39%	35%	20%
Disagree	28%	29%	20%	37%	33%	18%	27%	24%	33%	32%	24%	28%	-
Strongly disagree	11%	29%	15%	9%	12%	16%	14%	6%	8%	11%	13%	10%	40%
Don't know	2%	-	2%	2%	1%	-	-	4%	3%	3%	2%	1%	-

Total	What level of management responsibility do you hold in your current position?						
Base	Owner/ Proprietor	Partner	Chairman	Chief Executive	Managing Director	Non-Executive Director	Other board level manager/ director

In general, UK public limited companies rely too heavily on full time employees and would benefit from adopting a more flexible workforce:

Base: All UK Sole Traders	1003	868	12	1	1	36	2	9
Strongly agree	12%	12%	17%	-	-	6%	-	33%
Agree	35%	37%	42%	100%	100%	31%	-	-
Neither agree nor disagree	25%	24%	17%	-	-	31%	50%	22%
Disagree	17%	17%	-	-	-	28%	-	33%
Strongly disagree	6%	5%	17%	-	-	3%	50%	11%
Don't know	5%	5%	8%	-	-	3%	-	-

To what extent do you agree or disagree with each of the following statements? (Please tick one option per row)

Generally, I know how much money I can safely take out of my business after tax liabilities have been taken in to consideration:

Base: All UK Sole Traders	1003	868	12	1	1	36	2	9
Strongly agree	34%	35%	58%	-	-	28%	-	22%
Agree	48%	49%	33%	100%	100%	50%	50%	67%
Neither agree nor disagree	9%	8%	-	-	-	11%	50%	11%
Disagree	5%	4%	-	-	-	8%	-	-
Strongly disagree	2%	2%	-	-	-	-	-	-
Don't know	3%	1%	8%	-	-	3%	-	-

I would like to be more up to date on my business finances, including how much money I can safely take out of my business after tax liabilities have been taken in to consideration :

Base: All UK Sole Traders	1003	868	12	1	1	36	2	9
Strongly agree	4%	4%	-	-	-	6%	-	-
Agree	18%	18%	8%	100%	-	25%	-	22%
Neither agree nor disagree	37%	37%	33%	-	100%	25%	100%	33%
Disagree	28%	28%	17%	-	-	33%	-	44%
Strongly disagree	11%	12%	33%	-	-	8%	-	-
Don't know	2%	1%	8%	-	-	3%	-	-

Total	What level of management responsibility do you hold in your current position?				
Base	Other	Middle manager	Junior manager/ team leader/ supervisor	Executive/ clerical/ other worker with no managerial responsibilities	Other

In general, UK public limited companies rely too heavily on full time employees and would benefit from adopting a more flexible workforce:

Base: All UK Sole Traders	1003	74	-	-	-	-
Strongly agree	12%	11%	-	-	-	-
Agree	35%	23%	-	-	-	-
Neither agree nor disagree	25%	35%	-	-	-	-
Disagree	17%	16%	-	-	-	-
Strongly disagree	6%	11%	-	-	-	-
Don't know	5%	4%	-	-	-	-

To what extent do you agree or disagree with each of the following statements? (Please tick one option per row)

Generally, I know how much money I can safely take out of my business after tax liabilities have been taken in to consideration:

Base: All UK Sole Traders	1003	74	-	-	-	-
Strongly agree	34%	14%	-	-	-	-
Agree	48%	46%	-	-	-	-
Neither agree nor disagree	9%	18%	-	-	-	-
Disagree	5%	5%	-	-	-	-
Strongly disagree	2%	1%	-	-	-	-
Don't know	3%	16%	-	-	-	-

I would like to be more up to date on my business finances, including how much money I can safely take out of my business after tax liabilities have been taken in to consideration :

Base: All UK Sole Traders	1003	74	-	-	-	-
Strongly agree	4%	4%	-	-	-	-
Agree	18%	16%	-	-	-	-
Neither agree nor disagree	37%	42%	-	-	-	-
Disagree	28%	18%	-	-	-	-
Strongly disagree	11%	4%	-	-	-	-
Don't know	2%	16%	-	-	-	-

Total	Which ONE of the following industry sectors do you work in/ does the company or organisation that you work for operate in?							
Base	Manufacturing	Construction	Retail	Financial services	Hospitality and leisure	Accountancy	Legal	IT & telecoms

In general, UK public limited companies rely too heavily on full time employees and would benefit from adopting a more flexible workforce:

Base: All UK Sole Traders	1003	33	76	93	50	41	45	14	132
Strongly agree	12%	24%	17%	6%	8%	20%	16%	14%	11%
Agree	35%	21%	29%	30%	36%	34%	33%	50%	39%
Neither agree nor disagree	25%	27%	26%	33%	22%	22%	22%	21%	20%
Disagree	17%	15%	17%	14%	30%	17%	20%	14%	20%
Strongly disagree	6%	12%	4%	9%	-	2%	4%	-	6%
Don't know	5%	-	7%	8%	4%	5%	4%	-	5%

To what extent do you agree or disagree with each of the following statements? (Please tick one option per row)

Generally, I know how much money I can safely take out of my business after tax liabilities have been taken in to consideration:

Base: All UK Sole Traders	1003	33	76	93	50	41	45	14	132
Strongly agree	34%	30%	24%	30%	42%	29%	64%	21%	26%
Agree	48%	58%	58%	40%	50%	49%	27%	71%	55%
Neither agree nor disagree	9%	6%	12%	15%	4%	7%	2%	-	12%
Disagree	5%	3%	3%	6%	4%	7%	4%	7%	7%
Strongly disagree	2%	3%	1%	3%	-	2%	-	-	-
Don't know	3%	-	3%	5%	-	5%	2%	-	1%

I would like to be more up to date on my business finances, including how much money I can safely take out of my business after tax liabilities have been taken in to consideration :

Base: All UK Sole Traders	1003	33	76	93	50	41	45	14	132
Strongly agree	4%	3%	7%	4%	8%	5%	4%	7%	1%
Agree	18%	12%	20%	16%	8%	32%	9%	43%	23%
Neither agree nor disagree	37%	36%	45%	40%	28%	22%	18%	29%	37%
Disagree	28%	30%	26%	25%	38%	32%	36%	14%	30%
Strongly disagree	11%	18%	1%	11%	18%	5%	31%	7%	8%
Don't know	2%	-	1%	4%	-	5%	2%	-	1%

Total	Which ONE of the following industry sectors do you work in/ does the company or organisation that you work for operate in?					
Base	Media/ marketing/ advertising/ PR & sales	Medical & health services	Education	Transportation & distribution	Real estate	Other

In general, UK public limited companies rely too heavily on full time employees and would benefit from adopting a more flexible workforce:

Base: All UK Sole Traders	1003	112	40	43	23	32	269
Strongly agree	12%	10%	10%	5%	4%	31%	12%
Agree	35%	38%	20%	37%	48%	19%	40%
Neither agree nor disagree	25%	19%	38%	30%	26%	22%	26%
Disagree	17%	21%	15%	19%	17%	16%	14%
Strongly disagree	6%	9%	5%	5%	-	9%	5%
Don't know	5%	4%	13%	5%	4%	3%	4%

To what extent do you agree or disagree with each of the following statements? (Please tick one option per row)

Generally, I know how much money I can safely take out of my business after tax liabilities have been taken in to consideration:

Base: All UK Sole Traders	1003	112	40	43	23	32	269
Strongly agree	34%	35%	25%	35%	35%	53%	35%
Agree	48%	49%	55%	49%	26%	34%	49%
Neither agree nor disagree	9%	6%	10%	9%	26%	9%	7%
Disagree	5%	4%	3%	5%	4%	3%	4%
Strongly disagree	2%	4%	5%	-	-	-	2%
Don't know	3%	2%	3%	2%	9%	-	3%

I would like to be more up to date on my business finances, including how much money I can safely take out of my business after tax liabilities have been taken in to consideration :

Base: All UK Sole Traders	1003	112	40	43	23	32	269
Strongly agree	4%	3%	-	-	9%	3%	4%
Agree	18%	18%	25%	19%	17%	16%	17%
Neither agree nor disagree	37%	37%	33%	44%	43%	28%	40%
Disagree	28%	32%	28%	23%	26%	22%	24%
Strongly disagree	11%	8%	13%	14%	-	31%	11%
Don't know	2%	3%	3%	-	4%	-	3%

Total	Gender		Age					Social Grade		Region							
Base	Male	Female	18 to 24	25 to 34	35 to 44	45 to 54	55+	ABC1	C2DE	North	Midlands	East	London	South	Wales	Scotland	Northern Ireland

How many times, if at all, have you received an **unexpectedly** large tax bill from HMRC because you haven't had enough up to date financial information, including your business's tax liabilities?

Base: All UK Sole Traders	1003	701	302	4	71	166	286	476	747	256	176	146	107	138	306	54	71	5
Never	72%	72%	70%	75%	55%	72%	70%	75%	73%	68%	78%	73%	72%	64%	72%	69%	69%	60%
Once	13%	13%	13%	-	13%	10%	12%	15%	13%	14%	12%	12%	15%	17%	12%	9%	15%	20%
Twice	4%	4%	4%	-	4%	5%	5%	4%	4%	5%	3%	4%	4%	4%	4%	9%	3%	-
Three times	1%	1%	2%	-	1%	2%	2%	1%	1%	1%	-	1%	1%	3%	1%	2%	1%	20%
Four times	0%	0%	-	-	-	-	-	0%	0%	-	-	1%	-	-	0%	-	-	-
Five times	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
More than five times	1%	1%	1%	-	1%	-	1%	1%	1%	0%	1%	-	1%	2%	1%	-	-	-
Don't know/ can't recall	5%	5%	4%	-	7%	5%	7%	4%	5%	6%	3%	5%	5%	4%	6%	9%	6%	-
Not applicable - I've not yet filed a tax return/ it's my first year of trading	4%	3%	6%	25%	18%	6%	4%	1%	3%	5%	2%	4%	3%	6%	4%	2%	6%	-

To what extent do you agree or disagree with each of the following statements? (Please tick one option per row)

Having more up to date financial information about my business (e.g. cash flow and tax liabilities) would help me make better business decisions :

Base: All UK Sole Traders	1003	701	302	4	71	166	286	476	747	256	176	146	107	138	306	54	71	5
Strongly agree	6%	5%	7%	25%	7%	7%	5%	5%	6%	5%	6%	3%	7%	8%	7%	4%	4%	-
Agree	28%	28%	28%	50%	48%	25%	27%	27%	27%	31%	28%	24%	29%	30%	26%	41%	32%	40%
Neither agree nor disagree	41%	40%	42%	25%	30%	46%	42%	40%	40%	42%	40%	47%	39%	40%	39%	39%	42%	40%
Disagree	17%	18%	16%	-	8%	13%	17%	20%	18%	14%	16%	21%	15%	13%	20%	11%	20%	-
Strongly disagree	6%	7%	4%	-	4%	4%	6%	7%	6%	5%	9%	5%	7%	7%	5%	2%	1%	20%
Don't know	2%	2%	3%	-	3%	4%	2%	1%	2%	3%	2%	-	3%	3%	3%	4%	-	-

Total	Marital Status						Children in Household					
Base	Married/ Civil Partnership	Living as married	Separated/ Divorced	Widowed	Never Married	Refused	0	1	2	3+	All with children in household (NET)	Refused

How many times, if at all, have you received an **unexpectedly** large tax bill from HMRC because you haven't had enough up to date financial information, including your business's tax liabilities?

Base: All UK Sole Traders	1003	565	136	96	24	182	-	791	98	83	29	210	2
Never	72%	73%	69%	73%	58%	71%	-	72%	66%	71%	76%	70%	100%
Once	13%	15%	13%	11%	25%	8%	-	13%	12%	12%	10%	12%	-
Twice	4%	4%	6%	5%	4%	4%	-	4%	6%	6%	10%	7%	-
Three times	1%	1%	1%	1%	4%	2%	-	1%	-	4%	3%	2%	-
Four times	0%	0%	-	-	-	-	-	0%	1%	-	-	0%	-
Five times	-	-	-	-	-	-	-	-	-	-	-	-	-
More than five times	1%	1%	1%	1%	-	1%	-	1%	-	-	-	-	-
Don't know/ can't recall	5%	4%	5%	5%	8%	8%	-	5%	6%	2%	-	4%	-
Not applicable - I've not yet filed a tax return/ it's my first year of trading	4%	3%	4%	3%	-	7%	-	3%	8%	5%	-	6%	-

To what extent do you agree or disagree with each of the following statements? (Please tick one option per row)

Having more up to date financial information about my business (e.g. cash flow and tax liabilities) would help me make better business decisions :

Base: All UK Sole Traders	1003	565	136	96	24	182	-	791	98	83	29	210	2
Strongly agree	6%	5%	6%	10%	4%	4%	-	6%	3%	8%	3%	5%	-
Agree	28%	30%	24%	23%	42%	28%	-	28%	34%	22%	28%	28%	-
Neither agree nor disagree	41%	40%	43%	39%	46%	41%	-	40%	42%	46%	45%	44%	100%
Disagree	17%	16%	20%	20%	8%	18%	-	18%	14%	16%	17%	15%	-
Strongly disagree	6%	7%	6%	8%	-	4%	-	6%	6%	4%	7%	5%	-
Don't know	2%	2%	1%	-	-	4%	-	2%	1%	5%	-	2%	-

Total	Government Region							Government Region				
Base	North East	North West	Yorkshire and the Humber	East Midlands	West Midlands	East of England	London	South East	South West	Wales	Scotland	Northern Ireland

How many times, if at all, have you received an **unexpectedly** large tax bill from HMRC because you haven't had enough up to date financial information, including your business's tax liabilities?

Base: All UK Sole Traders	1003	14	97	65	73	73	107	138	183	123	54	71	5
Never	72%	79%	77%	80%	74%	73%	72%	64%	72%	71%	69%	69%	60%
Once	13%	14%	15%	6%	10%	14%	15%	17%	11%	13%	9%	15%	20%
Twice	4%	7%	1%	6%	4%	4%	4%	4%	5%	3%	9%	3%	-
Three times	1%	-	-	-	1%	1%	1%	3%	1%	1%	2%	1%	20%
Four times	0%	-	-	-	1%	-	-	-	1%	-	-	-	-
Five times	-	-	-	-	-	-	-	-	-	-	-	-	-
More than five times	1%	-	-	2%	-	-	1%	2%	2%	-	-	-	-
Don't know/ can't recall	5%	-	3%	5%	4%	5%	5%	4%	4%	8%	9%	6%	-
Not applicable - I've not yet filed a tax return/ it's my first year of trading	4%	-	3%	2%	5%	3%	3%	6%	4%	4%	2%	6%	-

To what extent do you agree or disagree with each of the following statements? (Please tick one option per row)

Having more up to date financial information about my business (e.g. cash flow and tax liabilities) would help me make better business decisions :

Base: All UK Sole Traders	1003	14	97	65	73	73	107	138	183	123	54	71	5
Strongly agree	6%	-	9%	2%	1%	4%	7%	8%	8%	6%	4%	4%	-
Agree	28%	21%	27%	31%	23%	25%	29%	30%	25%	28%	41%	32%	40%
Neither agree nor disagree	41%	29%	41%	40%	49%	44%	39%	40%	43%	34%	39%	42%	40%
Disagree	17%	21%	13%	18%	19%	23%	15%	13%	17%	23%	11%	20%	-
Strongly disagree	6%	29%	8%	6%	7%	4%	7%	7%	5%	6%	2%	1%	20%
Don't know	2%	-	1%	3%	-	-	3%	3%	2%	3%	4%	-	-

Total	What level of management responsibility do you hold in your current position?						
Base	Owner/ Proprietor	Partner	Chairman	Chief Executive	Managing Director	Non-Executive Director	Other board level manager/ director

How many times, if at all, have you received an **unexpectedly** large tax bill from HMRC because you haven't had enough up to date financial information, including your business's tax liabilities?

Base: All UK Sole Traders	1003	868	12	1	1	36	2	9
Never	72%	73%	75%	100%	100%	64%	50%	78%
Once	13%	13%	17%	-	-	17%	50%	11%
Twice	4%	4%	8%	-	-	3%	-	11%
Three times	1%	1%	-	-	-	-	-	-
Four times	0%	0%	-	-	-	-	-	-
Five times	-	-	-	-	-	-	-	-
More than five times	1%	1%	-	-	-	-	-	-
Don't know/ can't recall	5%	4%	-	-	-	11%	-	-
Not applicable - I've not yet filed a tax return/ it's my first year of trading	4%	4%	-	-	-	6%	-	-

To what extent do you agree or disagree with each of the following statements? (Please tick one option per row)

Having more up to date financial information about my business (e.g. cash flow and tax liabilities) would help me make better business decisions :

Base: All UK Sole Traders	1003	868	12	1	1	36	2	9
Strongly agree	6%	6%	8%	-	-	6%	-	11%
Agree	28%	28%	8%	100%	100%	22%	50%	33%
Neither agree nor disagree	41%	41%	42%	-	-	36%	50%	33%
Disagree	17%	17%	8%	-	-	25%	-	22%
Strongly disagree	6%	6%	25%	-	-	8%	-	-
Don't know	2%	1%	8%	-	-	3%	-	-

Total	What level of management responsibility do you hold in your current position?				
Base	Other	Middle manager	Junior manager/ team leader/ supervisor	Executive/ clerical/ other worker with no managerial responsibilities	Other

How many times, if at all, have you received an unexpectedly large tax bill from HMRC because you haven't had enough up to date financial information, including your business's tax liabilities?

Base: All UK Sole Traders	1003	74	-	-	-	-
Never	72%	59%	-	-	-	-
Once	13%	15%	-	-	-	-
Twice	4%	1%	-	-	-	-
Three times	1%	1%	-	-	-	-
Four times	0%	-	-	-	-	-
Five times	-	-	-	-	-	-
More than five times	1%	-	-	-	-	-
Don't know/ can't recall	5%	15%	-	-	-	-
Not applicable - I've not yet filed a tax return/ it's my first year of trading	4%	8%	-	-	-	-

To what extent do you agree or disagree with each of the following statements? (Please tick one option per row)

Having more up to date financial information about my business (e.g. cash flow and tax liabilities) would help me make better business decisions :

Base: All UK Sole Traders	1003	74	-	-	-	-
Strongly agree	6%	4%	-	-	-	-
Agree	28%	30%	-	-	-	-
Neither agree nor disagree	41%	41%	-	-	-	-
Disagree	17%	16%	-	-	-	-
Strongly disagree	6%	1%	-	-	-	-
Don't know	2%	8%	-	-	-	-

Total	Which ONE of the following industry sectors do you work in/ does the company or organisation that you work for operate in?							
Base	Manufacturing	Construction	Retail	Financial services	Hospitality and leisure	Accountancy	Legal	IT & telecoms

How many times, if at all, have you received an **unexpectedly** large tax bill from HMRC because you haven't had enough up to date financial information, including your business's tax liabilities?

Base: All UK Sole Traders	1003	33	76	93	50	41	45	14	132
Never	72%	70%	64%	77%	78%	54%	91%	43%	72%
Once	13%	18%	18%	6%	6%	27%	2%	36%	15%
Twice	4%	6%	7%	1%	6%	10%	2%	14%	3%
Three times	1%	-	1%	-	-	2%	-	7%	2%
Four times	0%	-	3%	-	-	-	-	-	-
Five times	-	-	-	-	-	-	-	-	-
More than five times	1%	6%	-	1%	4%	-	-	-	-
Don't know/ can't recall	5%	-	-	10%	2%	5%	2%	-	5%
Not applicable - I've not yet filed a tax return/ it's my first year of trading	4%	-	7%	4%	4%	2%	2%	-	3%

To what extent do you agree or disagree with each of the following statements? (Please tick one option per row)

Having more up to date financial information about my business (e.g. cash flow and tax liabilities) would help me make better business decisions :

Base: All UK Sole Traders	1003	33	76	93	50	41	45	14	132
Strongly agree	6%	9%	9%	9%	10%	5%	7%	14%	2%
Agree	28%	24%	30%	25%	22%	39%	22%	50%	33%
Neither agree nor disagree	41%	36%	47%	38%	32%	37%	44%	29%	44%
Disagree	17%	21%	9%	16%	22%	12%	16%	-	15%
Strongly disagree	6%	9%	4%	9%	12%	2%	11%	7%	5%
Don't know	2%	-	-	4%	2%	5%	-	-	2%

Total	Which ONE of the following industry sectors do you work in/ does the company or organisation that you work for operate in?					
Base	Media/ marketing/ advertising/ PR & sales	Medical & health services	Education	Transportation & distribution	Real estate	Other

How many times, if at all, have you received an **unexpectedly** large tax bill from HMRC because you haven't had enough up to date financial information, including your business's tax liabilities?

Base: All UK Sole Traders	1003	112	40	43	23	32	269
Never	72%	70%	55%	77%	61%	81%	74%
Once	13%	13%	20%	12%	13%	9%	12%
Twice	4%	2%	10%	7%	9%	-	3%
Three times	1%	3%	3%	-	-	3%	1%
Four times	0%	-	-	-	-	-	-
Five times	-	-	-	-	-	-	-
More than five times	1%	1%	-	-	-	-	1%
Don't know/ can't recall	5%	8%	8%	-	13%	3%	5%
Not applicable - I've not yet filed a tax return/ it's my first year of trading	4%	4%	5%	5%	4%	3%	4%

To what extent do you agree or disagree with each of the following statements? (Please tick one option per row)

Having more up to date financial information about my business (e.g. cash flow and tax liabilities) would help me make better business decisions :

Base: All UK Sole Traders	1003	112	40	43	23	32	269
Strongly agree	6%	5%	8%	2%	4%	-	6%
Agree	28%	27%	33%	28%	39%	22%	27%
Neither agree nor disagree	41%	46%	33%	44%	30%	41%	41%
Disagree	17%	16%	18%	16%	13%	25%	22%
Strongly disagree	6%	5%	5%	7%	4%	13%	4%
Don't know	2%	1%	5%	2%	9%	-	2%

Total	Gender		Age					Social Grade		Region							
Base	Male	Female	18 to 24	25 to 34	35 to 44	45 to 54	55+	ABC1	C2DE	North	Midlands	East	London	South	Wales	Scotland	Northern Ireland

Generally, not having regular updates on financial information (such as tax liabilities, profit and loss and cash flow) is damaging for small UK businesses:

Base: All UK Sole Traders	1003	701	302	4	71	166	286	476	747	256	176	146	107	138	306	54	71	5
Strongly agree	14%	15%	13%	25%	18%	11%	12%	16%	16%	11%	18%	10%	17%	14%	15%	11%	13%	-
Agree	45%	45%	44%	50%	46%	45%	47%	43%	45%	44%	46%	42%	42%	46%	44%	43%	54%	60%
Neither agree nor disagree	27%	27%	29%	25%	20%	28%	29%	27%	26%	30%	23%	35%	22%	27%	27%	31%	27%	40%
Disagree	5%	6%	4%	-	7%	5%	4%	6%	5%	5%	4%	8%	11%	3%	5%	6%	1%	-
Strongly disagree	1%	1%	1%	-	-	1%	2%	1%	1%	1%	2%	2%	-	1%	1%	-	-	-
Don't know	7%	7%	8%	-	8%	10%	7%	7%	6%	9%	8%	3%	7%	9%	8%	9%	6%	-

To what extent do you agree or disagree with the following statement?

I think that accountants should be more pro-active in providing self-employed professionals and SMEs with more frequent and up to date financial information (e.g. tax liabilities, profit and loss and cash flow)

Base: All UK Sole Traders	1003	701	302	4	71	166	286	476	747	256	176	146	107	138	306	54	71	5
Strongly agree	14%	14%	15%	25%	21%	12%	9%	16%	15%	11%	14%	9%	20%	17%	13%	17%	11%	-
Agree	37%	39%	34%	75%	28%	35%	38%	39%	37%	39%	39%	37%	36%	41%	38%	30%	34%	40%
Neither agree nor disagree	34%	33%	35%	-	30%	33%	36%	34%	33%	36%	31%	38%	29%	30%	34%	43%	39%	60%
Disagree	7%	7%	8%	-	10%	11%	9%	5%	8%	5%	8%	10%	8%	4%	8%	2%	10%	-
Strongly disagree	1%	2%	1%	-	-	2%	1%	1%	2%	0%	1%	1%	3%	1%	2%	2%	-	-
Don't know	6%	5%	7%	-	11%	8%	6%	4%	5%	9%	7%	5%	5%	7%	6%	7%	6%	-

Are you informed on a daily basis about how much money you can take out of your business, after your tax liabilities have been taken into consideration?

Base: All UK Sole Traders	1003	701	302	4	71	166	286	476	747	256	176	146	107	138	306	54	71	5
Yes, I am	26%	28%	22%	25%	18%	18%	26%	30%	29%	18%	27%	25%	23%	25%	26%	35%	28%	-
No, I'm not	70%	69%	72%	75%	79%	74%	70%	67%	68%	75%	70%	73%	75%	67%	69%	59%	70%	100%
Don't know	4%	3%	7%	-	3%	8%	4%	3%	3%	7%	3%	2%	2%	9%	5%	6%	1%	-

Total	Marital Status						Children in Household					
Base	Married/ Civil Partnership	Living as married	Separated/ Divorced	Widowed	Never Married	Refused	0	1	2	3+	All with children in household (NET)	Refused

Generally, not having regular updates on financial information (such as tax liabilities, profit and loss and cash flow) is damaging for small UK businesses:

Base: All UK Sole Traders	1003	565	136	96	24	182	-	791	98	83	29	210	2
Strongly agree	14%	14%	16%	19%	4%	14%	-	16%	9%	11%	3%	9%	-
Agree	45%	46%	43%	41%	54%	44%	-	44%	45%	43%	62%	47%	100%
Neither agree nor disagree	27%	27%	28%	28%	29%	27%	-	26%	37%	30%	31%	33%	-
Disagree	5%	5%	6%	6%	8%	3%	-	5%	3%	8%	-	5%	-
Strongly disagree	1%	1%	1%	1%	-	1%	-	1%	3%	-	3%	2%	-
Don't know	7%	7%	6%	5%	4%	11%	-	8%	3%	7%	-	4%	-

To what extent do you agree or disagree with the following statement?

I think that accountants should be more pro-active in providing self-employed professionals and SMEs with more frequent and up to date financial information (e.g. tax liabilities, profit and loss and cash flow)

Base: All UK Sole Traders	1003	565	136	96	24	182	-	791	98	83	29	210	2
Strongly agree	14%	15%	11%	20%	4%	13%	-	14%	14%	12%	10%	13%	-
Agree	37%	39%	38%	31%	46%	33%	-	38%	33%	39%	38%	36%	-
Neither agree nor disagree	34%	35%	32%	35%	38%	32%	-	34%	38%	33%	34%	35%	50%
Disagree	7%	5%	10%	8%	8%	12%	-	6%	10%	10%	14%	10%	50%
Strongly disagree	1%	1%	1%	2%	4%	2%	-	1%	1%	1%	-	1%	-
Don't know	6%	5%	7%	3%	-	9%	-	6%	4%	6%	3%	5%	-

Are you informed on a daily basis about how much money you can take out of your business, after your tax liabilities have been taken into consideration?

Base: All UK Sole Traders	1003	565	136	96	24	182	-	791	98	83	29	210	2
Yes, I am	26%	28%	25%	28%	38%	18%	-	26%	30%	19%	31%	26%	50%
No, I'm not	70%	70%	73%	67%	50%	73%	-	70%	65%	77%	69%	70%	50%
Don't know	4%	2%	2%	5%	13%	9%	-	4%	5%	4%	-	4%	-

Total	Government Region							Government Region				
Base	North East	North West	Yorkshire and the Humber	East Midlands	West Midlands	East of England	London	South East	South West	Wales	Scotland	Northern Ireland

Generally, not having regular updates on financial information (such as tax liabilities, profit and loss and cash flow) is damaging for small UK businesses:

Base: All UK Sole Traders	1003	14	97	65	73	73	107	138	183	123	54	71	5
Strongly agree	14%	14%	23%	11%	7%	14%	17%	14%	16%	13%	11%	13%	-
Agree	45%	21%	51%	45%	45%	38%	42%	46%	45%	43%	43%	54%	60%
Neither agree nor disagree	27%	36%	15%	31%	36%	34%	22%	27%	26%	29%	31%	27%	40%
Disagree	5%	-	4%	5%	7%	8%	11%	3%	5%	4%	6%	1%	-
Strongly disagree	1%	14%	1%	-	1%	3%	-	1%	1%	1%	-	-	-
Don't know	7%	14%	6%	9%	4%	3%	7%	9%	6%	10%	9%	6%	-

To what extent do you agree or disagree with the following statement?

I think that accountants should be more pro-active in providing self-employed professionals and SMEs with more frequent and up to date financial information (e.g. tax liabilities, profit and loss and cash flow)

Base: All UK Sole Traders	1003	14	97	65	73	73	107	138	183	123	54	71	5
Strongly agree	14%	7%	19%	9%	7%	11%	20%	17%	14%	11%	17%	11%	-
Agree	37%	43%	39%	38%	34%	40%	36%	41%	38%	37%	30%	34%	40%
Neither agree nor disagree	34%	29%	27%	37%	41%	36%	29%	30%	33%	35%	43%	39%	60%
Disagree	7%	7%	9%	6%	11%	8%	8%	4%	8%	7%	2%	10%	-
Strongly disagree	1%	-	1%	2%	-	1%	3%	1%	2%	1%	2%	-	-
Don't know	6%	14%	5%	8%	7%	4%	5%	7%	4%	9%	7%	6%	-

Are you informed on a daily basis about how much money you can take out of your business, after your tax liabilities have been taken into consideration?

Base: All UK Sole Traders	1003	14	97	65	73	73	107	138	183	123	54	71	5
Yes, I am	26%	50%	29%	18%	26%	23%	23%	25%	25%	28%	35%	28%	-
No, I'm not	70%	50%	67%	80%	70%	77%	75%	67%	69%	67%	59%	70%	100%
Don't know	4%	-	4%	2%	4%	-	2%	9%	6%	4%	6%	1%	-

Total	What level of management responsibility do you hold in your current position?						
Base	Owner/ Proprietor	Partner	Chairman	Chief Executive	Managing Director	Non-Executive Director	Other board level manager/ director

Generally, not having regular updates on financial information (such as tax liabilities, profit and loss and cash flow) is damaging for small UK businesses:

Base: All UK Sole Traders	1003	868	12	1	1	36	2	9
Strongly agree	14%	15%	8%	-	-	8%	-	11%
Agree	45%	45%	25%	100%	-	42%	50%	56%
Neither agree nor disagree	27%	27%	33%	-	100%	31%	50%	33%
Disagree	5%	5%	8%	-	-	11%	-	-
Strongly disagree	1%	1%	-	-	-	-	-	-
Don't know	7%	6%	25%	-	-	8%	-	-

To what extent do you agree or disagree with the following statement?

I think that accountants should be more pro-active in providing self-employed professionals and SMEs with more frequent and up to date financial information (e.g. tax liabilities, profit and loss and cash flow)

Base: All UK Sole Traders	1003	868	12	1	1	36	2	9
Strongly agree	14%	15%	17%	-	-	14%	-	11%
Agree	37%	37%	25%	100%	100%	42%	-	56%
Neither agree nor disagree	34%	34%	42%	-	-	31%	100%	22%
Disagree	7%	7%	8%	-	-	8%	-	11%
Strongly disagree	1%	1%	-	-	-	3%	-	-
Don't know	6%	5%	8%	-	-	3%	-	-

Are you informed on a daily basis about how much money you can take out of your business, after your tax liabilities have been taken into consideration?

Base: All UK Sole Traders	1003	868	12	1	1	36	2	9
Yes, I am	26%	27%	42%	-	100%	22%	-	33%
No, I'm not	70%	70%	50%	100%	-	75%	100%	67%
Don't know	4%	3%	8%	-	-	3%	-	-

Total	What level of management responsibility do you hold in your current position?				
Base	Other	Middle manager	Junior manager/ team leader/ supervisor	Executive/ clerical/ other worker with no managerial responsibilities	Other

Generally, not having regular updates on financial information (such as tax liabilities, profit and loss and cash flow) is damaging for small UK businesses:

Base: All UK Sole Traders	1003	74	-	-	-	-
Strongly agree	14%	5%	-	-	-	-
Agree	45%	42%	-	-	-	-
Neither agree nor disagree	27%	31%	-	-	-	-
Disagree	5%	8%	-	-	-	-
Strongly disagree	1%	-	-	-	-	-
Don't know	7%	14%	-	-	-	-

To what extent do you agree or disagree with the following statement?

I think that accountants should be more pro-active in providing self-employed professionals and SMEs with more frequent and up to date financial information (e.g. tax liabilities, profit and loss and cash flow)

Base: All UK Sole Traders	1003	74	-	-	-	-
Strongly agree	14%	8%	-	-	-	-
Agree	37%	42%	-	-	-	-
Neither agree nor disagree	34%	30%	-	-	-	-
Disagree	7%	5%	-	-	-	-
Strongly disagree	1%	-	-	-	-	-
Don't know	6%	15%	-	-	-	-

Are you informed on a daily basis about how much money you can take out of your business, after your tax liabilities have been taken into consideration?

Base: All UK Sole Traders	1003	74	-	-	-	-
Yes, I am	26%	16%	-	-	-	-
No, I'm not	70%	65%	-	-	-	-
Don't know	4%	19%	-	-	-	-

Total	Which ONE of the following industry sectors do you work in/ does the company or organisation that you work for operate in?							
Base	Manufacturing	Construction	Retail	Financial services	Hospitality and leisure	Accountancy	Legal	IT & telecoms

Generally, not having regular updates on financial information (such as tax liabilities, profit and loss and cash flow) is damaging for small UK businesses:

Base: All UK Sole Traders	1003	33	76	93	50	41	45	14	132
Strongly agree	14%	24%	14%	16%	12%	12%	42%	36%	9%
Agree	45%	45%	39%	30%	64%	46%	36%	50%	46%
Neither agree nor disagree	27%	27%	29%	35%	12%	24%	13%	14%	25%
Disagree	5%	3%	8%	8%	6%	5%	4%	-	6%
Strongly disagree	1%	-	3%	1%	-	-	4%	-	2%
Don't know	7%	-	7%	10%	6%	12%	-	-	11%

To what extent do you agree or disagree with the following statement?

I think that accountants should be more pro-active in providing self-employed professionals and SMEs with more frequent and up to date financial information (e.g. tax liabilities, profit and loss and cash flow)

Base: All UK Sole Traders	1003	33	76	93	50	41	45	14	132
Strongly agree	14%	15%	14%	9%	14%	15%	29%	29%	11%
Agree	37%	39%	51%	35%	34%	44%	31%	43%	32%
Neither agree nor disagree	34%	42%	21%	38%	38%	24%	20%	29%	39%
Disagree	7%	-	7%	10%	10%	7%	18%	-	8%
Strongly disagree	1%	3%	-	1%	4%	-	2%	-	3%
Don't know	6%	-	7%	8%	-	10%	-	-	7%

Are you informed on a daily basis about how much money you can take out of your business, after your tax liabilities have been taken into consideration?

Base: All UK Sole Traders	1003	33	76	93	50	41	45	14	132
Yes, I am	26%	27%	13%	26%	36%	20%	71%	7%	27%
No, I'm not	70%	70%	87%	66%	64%	76%	29%	86%	72%
Don't know	4%	3%	-	9%	-	5%	-	7%	2%

Total	Which ONE of the following industry sectors do you work in/ does the company or organisation that you work for operate in?					
Base	Media/ marketing/ advertising/ PR & sales	Medical & health services	Education	Transportation & distribution	Real estate	Other

Generally, not having regular updates on financial information (such as tax liabilities, profit and loss and cash flow) is damaging for small UK businesses:

Base: All UK Sole Traders	1003	112	40	43	23	32	269
Strongly agree	14%	10%	18%	9%	13%	16%	12%
Agree	45%	46%	38%	49%	52%	41%	48%
Neither agree nor disagree	27%	32%	28%	30%	13%	28%	30%
Disagree	5%	6%	3%	2%	-	6%	5%
Strongly disagree	1%	-	-	2%	4%	3%	-
Don't know	7%	5%	15%	7%	17%	6%	5%

To what extent do you agree or disagree with the following statement?

I think that accountants should be more pro-active in providing self-employed professionals and SMEs with more frequent and up to date financial information (e.g. tax liabilities, profit and loss and cash flow)

Base: All UK Sole Traders	1003	112	40	43	23	32	269
Strongly agree	14%	15%	18%	12%	13%	9%	14%
Agree	37%	42%	28%	51%	39%	38%	34%
Neither agree nor disagree	34%	33%	33%	26%	30%	41%	38%
Disagree	7%	5%	5%	7%	-	6%	7%
Strongly disagree	1%	-	3%	-	-	3%	1%
Don't know	6%	4%	15%	5%	17%	3%	6%

Are you informed on a daily basis about how much money you can take out of your business, after your tax liabilities have been taken into consideration?

Base: All UK Sole Traders	1003	112	40	43	23	32	269
Yes, I am	26%	20%	20%	19%	30%	34%	25%
No, I'm not	70%	74%	73%	81%	57%	63%	70%
Don't know	4%	6%	8%	-	13%	3%	5%