



OUTPUT 1 ANALYSIS

DEC 3rd 2018 Sofia

Dr. Anton Caro, PhD

YOUNG ENTREPRENEURS

1. Please, specify your gender:

	Male	Female
Belgium	59.3%	40.7%
Bulgaria	52.5%	47.5%
Italy	44.1%	55.9%
Spain	48%	52%

2. Please, specify your age:

- 2.1. From 18 to 20 y.o.
- 2.2. From 21 to 23 y.o.
- 2.3. From 24 to 26 y.o.
- 2.4. From 27 to 29 y.o.

	2.1.	2.2.	2.3.	2.4.
Belgium	29.6%	22.2%	14.8%	33.3%
Bulgaria	20%	10%	45%	25%
Italy	5.9%	58.8%	35.3%	-
Spain	20.8	25	14.6	39.6

3. Please, specify your acquired degree (or in process of acquiring):

- 3.1. Primary education
- 3.2. Secondary education
- 3.3. College
- 3.4. Bachelor degree
- 3.5. Master degree
- 3.6. PhD

	3.1.	3.2.	3.3.	3.4.	3.5.	3.6.
Belgium	0%	29.6%	0%	51.8%	18.5%	0%
Bulgaria	5%	17.5%	17.5%	22.5%	35%	2.5%
Italy	0%	5.9%	23.5%	44.1%	26.5%	0%
Spain	29.2	22.9	16.7	14.6	14.6	2.1

4. Please, specify your acquired specialty, if you have such:

Belgium	40 different fields	Economy & so on
Bulgaria	40 different fields	From Biology to Philology
Italy	anything	
Spain	29% no specialty	

5. Do you attend (or have you attended) out-of-school language courses?

	Yes	No
Belgium	93% - EN + NE / IT / ES	7%
Bulgaria	40% EN	60%
Italy	56% EN + ES / FR	44%
Spain	31% EN	69%

6. Do you attend (or have attended) out-of-school computer courses?

	Yes	No
Belgium	74%	26%
Bulgaria	25%	75%
Italy	26%	74%
Spain	27%	73%

7. Do you attend (or have you attended) out-of-school management courses?

	Yes	No
Belgium	70%	30%
Bulgaria	15%	85%
Italy	20.6%	79.4%
Spain	14.5%	85.5%

8. What other courses have you attended?

	Yes	No
Belgium	63% M&M / Droit	37%
Bulgaria	20% language courses	English / Photography
Italy	20.6%	79.4%
Spain	14.5% Entrepren. + 14.5%	71%

9. Have you obtained a certificate(s) from this / these additional course(s)?

	Yes	No
Belgium	85.2%	14.8%
Bulgaria	52.5%	47.5%
Italy	55.9%	44.1%
Spain	60.4%	39.6%

10. Have you held practice during your training? Could you explain in brief: company / position / duration, if so?

	Yes	No
Belgium	26%	74%
Bulgaria	25%	75%
Italy	26.5%	73.5%
Spain	33.3%	66.7%

11. What is your work experience: company / position / duration, if so?

Belgium	30% no experience	35% intern + 35% real job
Bulgaria	From 2 y to 10 y	IT / Office
Italy	50% no experience	30% volunt. + intern / 20
Spain	23% no experience	

12. Do you plan to continue your education / professional qualification at educational institution / organization?

	Yes	No
Belgium	52%	48%
Bulgaria	32.5% - old folks 😊	67.5%
Italy	79.5% - for a MA	20.5%
Spain	25%	75%

13. Do you plan to continue your education / professional qualification obtaining a specialty?

	Yes	No
Belgium	52	
Bulgaria	30%	70%
Italy	79.5%	20.5%
Spain	37.5%	62.5%

14. Do you plan to obtain new qualification?

	Yes	No
Belgium	52	
Bulgaria	35%	65%
Italy	71%	29%
Spain	33.3%	66.7%

15. Do you plan to start your own business? In which area?

	Yes	No
Belgium	70.4% trade / tourism / HR	29.6%
Bulgaria	72.5% IT / trade / tourism	27.5%
Italy	44% trade / tourism / IT	56%
Spain	50% trade / HR / IT / tour	50%

16. Please rate your available qualification for the following majors according to your specific activity:

- 16.1. Preparation of a business plan
- 16.2. Preparation of SWOT analysis
- 16.3. Planning revenues and expenses
- 16.4. Delegation of obligations
- 16.5. Planning and coordinating tasks
- 16.6. Requirements for staff selection
- 16.7. Search for clients
- 16.8. Financial reports
- 16.9. Cash flow managements
- 16.10. Budgeting
- 16.11. Formation of salaries
- 16.12. Calculating the cost of a product / service
- 16.13. Purchases / Sales
- 16.14. Legal and regulatory accounting requirements
- 16.15. Analysis of competition and customer network

- 16.16. Marketing research
- 16.17. Product / Service Advertising
- 16.18. Promoting and selling a product / Service
- 16.19. Presentation skills
- 16.20. Email
- 16.21. Documents and Spreadsheets / MS Office
- 16.22. Online search engines
- 16.23. Social networks
- 16.24. Online Banking
- 16.25. Online sales
- 16.26. Online marketing

	Belgium	Bulgaria	Italy	Spain
16.1.	2 & 3	1	1 to 4	1
16.2.	1 & 2	1	1	1
16.3.	3 & 4	1 & 5	1 & 4	1
16.4.	3	1, 4 & 5	1 & 2	1
16.5.	3	5	4	1 & 2

16.6.	3 & 4	1	1 to 3	1
16.7.	3	1 & 3	1 to 3	1
16.8.	3	1	1	1
16.9.	3	1 to 5	1, 3 & 2	1
16.10.	1 to 3	1 to 5	1, 2 & 3	1
16.11.	3	1 to 5	3 & 1	1
16.12.	1, 3 & 4	5	3, 1 & 2	1
16.13.	3 & 4	1 to 5	1 & 2	1
16.14.	1 & 3	1 to 5	3 & 1	1
16.15.	2 to 4	1 to 5	1	1
16.16.	4	1 to 5	Strong 1	1
16.17.	1 to 4	1 to 5	1	1
16.18.	1 to 4	1 to 5	1 & 2	1
16.19.	1 & 2	1 to 5	1 & 3	1
16.20.	2 & 3	1 to 5	1, 3 & 2	1
16.21.	1 to 5	5	4 & 3	1

16.22.	1 to 5	5	4	1
16.23.	4 & 5	1 to 5	4 & 3	1
16.24.	3 & 4	5	5	1
16.25.	5 & 4	5	5 & 4	1
16.26.	4 & 5	5	1 to 5	1

17. In which field would you like to increase your knowledge and skills in order to realize your business idea?

- 17.1. Business planning
- 17.2. Management
- 17.3. Accounting and Finance
- 17.4. Marketing
- 17.5. IT
- 17.6. No interest

	Belgium	Bulgaria	Italy	Spain
17.1.	40.7%	27.5	29.4	33.3
17.2.	59.3%	30	44.1	29.2
17.3.	44%	17.5	32.4	29.2
17.4.	25.9%	12.5	38.2	48
17.5.	14.8%	25	32.4	29.2
17.6.	-	15	2.9	8

18. To what extent do the following definitions reflect the main features of the social enterprise?
- 18.1. The social enterprise is a business with above all social objectives whose profit is reinvested in the activity or the community instead of being driven by the desire to maximize profits for shareholders and owners
- 18.2. A social enterprise is an organization or initiative that links the social mission of a non-profit or governmental program with a market-oriented approach to market
- 18.3. The social enterprise is a social economy operator whose main goal is to achieve social transformation

	Belgium	Bulgaria	Italy	Spain
18.1.	4 & 5	1	3, 4 & 5	4
18.2.	3	1	3 & 4	4
18.3.	3	1	3, 4 & 2	4

19. Social enterprises rely on:

- 19.1. Volunteering
- 19.2. Philanthropy
- 19.3. Corporate Social Responsibility
- 19.4. Competitiveness
- 19.5. Market

	Belgium	Bulgaria	Italy	Spain
19.1.	3	1 to 5	4 & 3	3 & 4
19.2.	4 & 3	1 to 5	4 & 3	4
19.3.	Strong 4	1 & 3	4, 3 & 5	Strong 4
19.4.	1 to 5	1	Strong 3 & 4	3
19.5.	4	1 & 5	Strong 3 & 4	3

20. Social entrepreneurship should be supported through:
- 20.1. State policy
 - 20.2. Strategies for regional and local development
 - 20.3. European programs
 - 20.4. National funding
 - 20.5. There is a need for specialized training in the field of social entrepreneurs
 - 20.6. Something else

	Belgium	Bulgaria	Italy	Spain
20.1.	4	1 to 5	4	4 & 5
20.2.	3 to 5	5	4	4 & 5
20.3.	4 & 5	1 to 5	4, 5 & 3	4 & 3
20.4.	3 to 5	1 to 5	4, 3 & 5	4 & 5
20.5.	5	5	3 & 4	4 & 5
20.6.	Strong 3	1 & 3	Strong 4	4 & 3

21. What entrepreneurial skills should social entrepreneurs have?

- 21.1. Communication skills
- 21.2. Risk assessment and management
- 21.3. Innovativeness
- 21.4. Networking
- 21.5. Volunteer management

	Belgium	Bulgaria	Italy	Spain
21.1.	5 & 4	5	5	4 & 5
21.2.	4 & 5	5	4	4 & 5
21.3.	4 & 5	5	5	4 & 5
21.4.	4 & 5	5	5 & 4	4 & 5
21.5.	4	1 & 5	3 & 5	4 & 5

SOCIAL ENTERPRISES

1. What organization you are a member of?
 - 1.1. NGO
 - 1.2. Local Authority
 - 1.3. SME
 - 1.4. Social services
 - 1.5. Large enterprise

	1.1.	1.2.	1.3.	1.4.	1.5.
Belgium	41.7%	18.7%	12.5%	22.9%	4.2%
Bulgaria	44.4%	29.6%	11.1%	7.4%	7.4%
Italy	57.1	14.3	8.6	5.7	2.9
Spain	39.3	0	7.1	0	53.6

2. If you are an NGO, please specify your area:

- 2.1. Social services
- 2.2. Tourism
- 2.3. Education and Training
- 2.4. Youth activities
- 2.5. Copyright for entrepreneurs
- 2.6. Health and social services

	2.1.	2.2.	2.3.	2.4.	2.5.	2.6.
Belgium	34.6	11.5	53.8	11.5	3.8	7.7
Bulgaria	36%	24%	24%	12%	24%	0
Italy	25	2.8	38.9	19.4	5.6	27.8
Spain	11.1	38.9	44.4	38.9	0	0

3. How do you raise funds?
 - 3.1. State or Local budget
 - 3.2. EU programs and projects
 - 3.3. Charity
 - 3.4. Commercial activity
 - 3.5. Renting
 - 3.6. Member shares
 - 3.7. Fees and inscriptions
 - 3.8. Bank credit

	3.1.	3.2.	3.3.	3.4.	3.5.	3.6.	3.7	3.8
Belgium	66.7	45.9	8.3	54.2	8.3	22.9	12.5	8.3
Bulgaria	14.8%	29.6%	22.2%	29.6%	11.1%	11.1%	11.1%	-
Italy	69.4	2.8	63.9	8.3	0	47.2	16.7	2.8
Spain	39.3	14.3	17.9	85.7	0	0	0	0

4. Does your organization have experience with social establishments?

	Yes	No
Belgium	91.7	8.3
Bulgaria	44.4%	55.6%
Italy	25	75
Spain	96.4	3.6

5. Which social establishments would you interact with?
- 5.1. Social establishments as providers of social and health services
 - 5.2. Social establishments as training organizations
 - 5.3. Social establishments as employers of people coming from marginal groups
 - 5.4. Social establishments enrolled in production and commerce

	5.1.	5.2.	5.3.	5.4.
Belgium	56.3	72.9	29.3	33.3
Bulgaria	29.6%	18.5%	22.2%	37%
Italy	Yes - No			
Spain	21.4	75	39.3	17.9

6. Does your organization plan to develop social entrepreneurship activities?
- 6.1. Yes, we are planning so
 - 6.2. We are still getting informed on what social entrepreneurship is
 - 6.3. It is now that we hear about social entrepreneurship
 - 6.4. No

	6.1.	6.2.	6.3.	6.4.
Belgium	52.1	31.3	6.3	10.4
Bulgaria	40.7%	14.8%	14.8%	29.6%
Italy	25	33.3	16.7	25
Spain	25	3.6	3.6	67.9

7. What target groups do you plan to work with in a social establishment?

7.1. Physically disabled people

7.2. People with mental disorders

7.3. Ethnical minorities

7.4. Children and families at risk

7.5. Adolescents who are not integrated in society

7.6. Women who are victims of violence

7.7. Elderly people

	7.1.	7.2.	7.3.	7.4.	7.5.	7.6.	7.7.
Belgium	22.9	18.8	39.6	22.9	20.8	14.6	10.4
Bulgaria	37%	22.2%	22.2%	37%	18.5%	14.8%	18.5%
Italy	8.3	5.6	13.9	16.7	19.4	2.8	11.1
Spain	50	39.3	78.6	25	35.7	35.7	3.6

8. What activities would you develop in a social establishment?
 - 8.1. Social services and activities
 - 8.2. Entertainment
 - 8.3. Consulting services
 - 8.4. Gardening and urban design
 - 8.5. Processing industry
 - 8.6. Construction
 - 8.7. Hotel industry
 - 8.8. Transport
 - 8.9. Telecommunications
 - 8.10. Culture
 - 8.11. Education
 - 8.12. Commerce

8.13. Agriculture

8.14. Social tourism

8.15. Iconography

8.16. Pastry making

	8.1.	8.2.	8.3.	8.4.	8.5.	8.6.	8.7.	8.8.	8.9.	8.10.	8.11.	8.12.	8.13.	8.14.	8.15.	8.16.
Belgium	62	19	27	12	2	19	8	4	10	25	50	6	4	15	2	8
Bulgaria	33	22	37	26	11	15	18	18	18	22	33	15	15	15	7	11
Italy	44	25	6	8	0	0	0	0	0	22	25	6	3	11	0	3
Spain	21	25	18	18	0	18	43	14	0	14	32	0	4	4	0	0

9. In which field would you like to increase your competencies?
- 9.1. Legal documentation concerning social entrepreneurship
 - 9.2. Idea generation and evaluation
 - 9.3. Organization and management of a social establishment
 - 9.4. Planning and financial stability
 - 9.5. Marketing
 - 9.6. Human resources

	9.1.	9.2.	9.3.	9.4.	9.5.	9.6.
Belgium	37.5	43.8	27.1	47.9	39.6	29.2
Bulgaria	51.9%	18.5%	29.6%	25.9%	22.2%	22.2%
Italy	47.2	22.2	41.7	27.8	38.9	36.1
Spain	21.4	32.1	14.3	39.3	35.7	32.1

10. What are the targets of a social establishment?

- 10.1. To reduce expenditures and cost
- 10.2. To boost productivity
- 10.3. To change or diversify the product line or services offered
- 10.4. To improve labor conditions
- 10.5. To adapt the services offered according the client demands
- 10.6. To penetrate new markets
- 10.7. To adapt to competition
- 10.8. Safety improvements
- 10.9. Implementation of strategies for social responsibility
- 10.10. To create conditions for people from marginal groups to adapt so society and increase their standard of living

	1	2	3	4	5	6	7	8	9	10
Belgium	21	17	33	42	37	27	10	10	54	50
Bulgaria	33	26	19	22	26	22	7	22	22	33
Italy	13.9	16.7	19.4	8.3	58.3	5.6	2.8	0	38.9	52.8
Spain	35.7	50	32.1	42.9	35.7	39.3	32.1	21.4	39.3	42.9

11. What do you expect from the responsible authorities for the development of social entrepreneurship?

11.1. To identify the issues

11.2. To solve the issues

11.3. To support partnership formation

11.4. To provide trainings and further qualification

	11.1.	11.2.	11.3.	11.4.
Belgium	8.3	12.5	50	29.2
Bulgaria	29.6%	37%	11.1%	22.2%
Italy	16.7	25	16.7	41.7
Spain	10.7	17.9	67.9	3.6

12. What do social enterprises need?

12.1. Financing

12.2. Training and consulting

12.3. To provide trainings and further qualification

12.4. Better legal framework

	12.1.	12.2.	12.3.	12.4.
Belgium	70.9	10.4	8.3	10.4
Bulgaria	29.6%	18.5%	25.9%	25.9%
Italy	27.8	41.7	16.7	13.9
Spain	64.3	7.1	3.6	25

13. What are the most important problems / barriers to the development of social entrepreneurship?

13.1. Local business environment

13.2. Funding opportunities

13.3. Lack of specific knowledge and skills

13.4. Lack of state policies

13.5. Other

	13.1.	13.2.	13.3.	13.4.	13.5.
Belgium	10.4	54.2	10.4	20.8	2.1
Bulgaria	44.4 ☹️	25.9	22.2	3.7	3.7
Italy	22.2	52.8	22.2	2.8	0
Spain	7.1	57.1	0	35.7	0

14. Ways to raise public awareness of social entrepreneurship:

- 14.1. Targeted information campaigns organized by state authorities
- 14.2. Targeted information campaigns organized by non-governmental organizations
- 14.3. Brochures, books and other materials
- 14.4. TV spots and other promotional materials
- 14.5. Social networks
- 14.6. Other

	14.1.	14.2.	14.3.	14.4.	14.5.	14.6.
Belgium	54.2	22.9	18.8	41.7	37.5	2.1
Bulgaria	29.6%	25.9%	29.6%	22.2%	25.9%	3.7
Italy	63.9	19.4	41.7	38.9	47.2	2.8
Spain	57.1	42.9	17.9	14.3	32.1	3.6



Thank you
for your
attention!