

British Library – Business and IP Centre Survey

METHODOLOGY NOTE

ComRes interviewed 513 entrepreneurs who had started their business in the last 5 years online between 18th and 23rd June 2014. ComRes is a member of the British Polling Council and abides by its rules.

All press releases or other publications must be checked with ComRes before use. ComRes requires 48 hours to check a press release unless otherwise agreed.

To commission a voting intention poll or a public opinion survey please contact Katharine Peacock: katharine.peacock@comres.co.uk

To register for Pollwatch, a monthly newsletter update on the polls, please email: pollwatch@comres.co.uk

Survey of Entrepreneurs

Q1. Which of the following, if any, were the biggest challenges you faced in the early years of your business? Please select up to three.

Base: All respondents

	Gender		Age						Business age			
	Total	Male	Female	18-24	25-34	35-44	45-54	55-64	65+	12 months or less	1-2 years	3-5 years
Significance Level: 90%		a	b	a	b	c	d	e	f	a	b	c
Significance Level: 95%		A	B	A	B	C	D	E	F	A	B	C
	513	342	171	8	58	112	153	155	27	93	164	256
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Access to funding	139	92	47	3	22	38	41	31	4	22	45	72
	27%	27%	27%	38%	38%	34%	27%	20%	15%	24%	27%	28%
					EF	Ef						
Low awareness of what was needed to run a business	130	82	48	2	21	34	35	33	5	23	43	64
	25%	24%	28%	25%	36%	30%	23%	21%	19%	25%	26%	25%
					dE	e						
No formal, trusted advice on how to build my business	103	71	32	2	12	24	33	26	6	17	36	50
	20%	21%	19%	25%	21%	21%	22%	17%	22%	18%	22%	20%
Didn't know who to talk to for advice	87	50	37	1	13	23	29	15	6	23	24	40
	17%	15%	22%	13%	22%	21%	19%	10%	22%	25%	15%	16%
			A		E	E	E		e	Bc		
Confusing network of support services for start-ups	86	60	26	-	10	18	23	29	6	19	26	41
	17%	18%	15%	-	17%	16%	15%	19%	22%	20%	16%	16%
No obvious place to go for advice and support where I live	79	50	29	2	9	16	22	25	5	10	20	49
	15%	15%	17%	25%	16%	14%	14%	16%	19%	11%	12%	19%
												ab
Lack of face-to-face support tailored to my specific business needs	77	51	26	-	8	14	22	27	6	12	28	37
	15%	15%	15%	-	14%	13%	14%	17%	22%	13%	17%	14%
No network of people in similar situation	75	52	23	2	11	8	18	32	4	12	23	40
	15%	15%	13%	25%	19%	7%	12%	21%	15%	13%	14%	16%
				c	C			CD				
Didn't know how to protect my idea or brand from being replicated	27	17	10	3	3	5	7	7	2	7	9	11
	5%	5%	6%	38%	5%	4%	5%	5%	7%	8%	5%	4%
				BCDEF								
Don't know	85	57	28	1	5	17	28	31	3	14	34	37
	17%	17%	16%	13%	9%	15%	18%	20%	11%	15%	21%	14%
							b	B			c	

Columns Tested: A,B - A,B,C,D,E,F - A,B,C

Survey of Entrepreneurs

Q1. Which of the following, if any, were the biggest challenges you faced in the early years of your business? Please select up to three.

Base: All respondents

	Closest city																
	Total	Bel fast	Card iff	Aber deen	Glas gow	Edin burgh	New castle	Leeds	Man chester	Liver pool	Shef field	Birm ingham	Cov entry	Bris tol	London	Ports mouth	Ply mouth
	a	b	c	d	e	f	g	h	i	j	k	l	m	n	o	p	
	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	
Significance Level: 90%																	
Significance Level: 95%																	
	513	10	10	4	19	19	13	22	38	9	18	32	15	34	233	26	11
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Access to funding	139	2	4	-	5	5	3	6	16	5	6	9	4	9	56	5	4
	27%	20%	40%	-	26%	26%	23%	27%	42%	56%	33%	28%	27%	26%	24%	19%	36%
								No	cNO								
Low awareness of what was needed to run a business	130	3	2	1	4	4	4	1	9	1	2	5	6	6	72	7	3
	25%	30%	20%	25%	21%	21%	31%	5%	24%	11%	11%	16%	40%	18%	31%	27%	27%
		g					G		g				Gjk		Gjk	G	g
No formal, trusted advice on how to build my business	103	2	2	-	4	5	3	2	7	1	4	9	3	3	46	8	4
	20%	20%	20%	-	21%	26%	23%	9%	18%	11%	22%	28%	20%	9%	20%	31%	36%
						m						gM			gM	gM	
Didn't know who to talk to for advice	87	1	-	-	4	2	3	5	6	1	2	5	1	5	47	4	1
	17%	10%	-	-	21%	11%	23%	23%	16%	11%	11%	16%	7%	15%	20%	15%	9%
Confusing network of support services for start-ups	86	2	2	2	3	6	4	-	5	2	5	4	1	6	39	5	-
	17%	20%	20%	50%	16%	32%	31%	-	13%	22%	28%	13%	7%	18%	17%	19%	-
		G	G	GhkLnP	g	GIP	Gp		g	G	Gp	g		G	G	G	
No obvious place to go for advice and support where I live	79	3	2	-	6	3	3	4	9	1	3	7	5	5	25	3	-
	15%	30%	20%	-	32%	16%	23%	18%	24%	11%	17%	22%	33%	15%	11%	12%	-
		np			NP				Np			np	NoP				
Lack of face-to-face support tailored to my specific business needs	77	1	3	-	3	1	2	2	5	-	3	6	2	4	37	3	5
	15%	10%	30%	-	16%	5%	15%	9%	13%	-	17%	19%	13%	12%	16%	12%	45%
			ei														adEGHIkl MNO
No network of people in similar situation	75	-	-	-	3	2	3	4	1	1	1	6	5	3	40	5	1
	15%	-	-	-	16%	11%	23%	18%	3%	11%	6%	19%	33%	9%	17%	19%	9%
					h		H	H				H	abHJM		H	H	
Didn't know how to protect my idea or brand from being replicated	27	1	2	1	-	2	-	-	-	-	1	4	-	2	12	-	2
	5%	10%	20%	25%	-	11%	-	-	-	-	6%	13%	-	6%	5%	-	18%
		h	dGHINO	DfGHlnO		Ho					gHo						dGHlnO

Columns Tested: A,B,C,D,E,F,G,H,I,J,K,L,M,N,O,P

Survey of Entrepreneurs

Q1. Which of the following, if any, were the biggest challenges you faced in the early years of your business? Please select up to three.

Base: All respondents

Significance Level: 90%

Significance Level: 95%

Total	Closest city																
	Bel fast	Card iff	Aber deen	Glas gow	Edin burgh	New castle	Leeds	Man chester	Liver pool	Shef field	Birm ingham	Cov entry	Bris tol	London	Ports mouth	Ply mouth	
	a	b	c	d	e	f	g	h	i	j	k	l	m	n	o	p	
	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	
513	10	10	4	19	19	13	22	38	9	18	32	15	34	233	26	11	
100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	
Don't know	85	2	2	1	3	4	2	3	7	2	3	4	2	7	37	4	2
	17%	20%	20%	25%	16%	21%	15%	14%	18%	22%	17%	13%	13%	21%	16%	15%	18%

Columns Tested: A,B,C,D,E,F,G,H,I,J,K,L,M,N,O,P

Survey of Entrepreneurs

Q1. Which of the following, if any, were the biggest challenges you faced in the early years of your business? Please select up to three.

Base: All respondents

	Business size		Sector												
	1-9 employees	10-49 employees	Banking / Finance / Investment	Manufacturing / Engineering / Construction	Environment / Social / Sustainable	ICT / Telecomms	Professional Services / Consulting	Retail / Wholesale / Distribution	Creative / Media / Publishing	Education	Health / Social work	Leisure / Hospitality / Restaurant	Public sector / Government	Other	
Total	a	b	a	b	c	d	e	f	g	h	i	j	k	l	
	A	B	A	B	C	D	E	F	G	H	I	J	K	L	
Significance Level: 90%	513	480	33	27	33	8	34	149	88	39	11	18	38	7	61
Significance Level: 95%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Access to funding	139	122	17	5	15	3	7	26	33	10	-	4	15	2	19
	27%	25%	52%	19%	45%	38%	21%	17%	38%	26%	-	22%	39%	29%	31%
			A		ADEgH	H			adEH	h		adEH	h	EH	
Low awareness of what was needed to run a business	130	118	12	10	7	2	11	40	17	10	4	3	10	4	12
	25%	25%	36%	37%	21%	25%	32%	27%	19%	26%	36%	17%	26%	57%	20%
				fl										beFiL	
No formal, trusted advice on how to build my business	103	96	7	5	2	2	5	30	20	12	2	3	11	2	9
	20%	20%	21%	19%	6%	25%	15%	20%	23%	31%	18%	17%	29%	29%	15%
								b	B	BI			BI	b	
Didn't know who to talk to for advice	87	84	3	1	4	-	4	26	20	5	-	1	12	1	13
	17%	18%	9%	4%	12%	-	12%	17%	23%	13%	-	6%	32%	14%	21%
							a	a	Ahi			AbcDegHI		Ah	
Confusing network of support services for start-ups	86	80	6	8	4	3	7	23	11	7	2	2	7	1	11
	17%	17%	18%	30%	12%	38%	21%	15%	13%	18%	18%	11%	18%	14%	18%
				beF		bf									
No obvious place to go for advice and support where I live	79	74	5	2	5	2	4	19	17	4	2	-	12	3	9
	15%	15%	15%	7%	15%	25%	12%	13%	19%	10%	18%	-	32%	43%	15%
					i	l			l		i		ADEGIL	AdEGII	i
Lack of face-to-face support tailored to my specific business needs	77	69	8	-	5	4	4	29	15	5	1	3	6	1	4
	15%	14%	24%	-	15%	50%	12%	19%	17%	13%	9%	17%	16%	14%	7%
					A	ABDEFGhi		a	AL	Al	a		A	A	a

Columns Tested: A,B - A,B,C,D,E,F,G,H,I,J,K,L



Survey of Entrepreneurs

Q1. Which of the following, if any, were the biggest challenges you faced in the early years of your business? Please select up to three.

Base: All respondents

	Business size		Sector											
	1-9 employees	10-49 employees	Banking / Finance / Investment	Manufacturing / Engineering / Construction	Environment / Social / Sustainable	ICT / Telecomms	Professional Services / Consulting	Retail / Wholesale / Distribution	Creative / Media / Publishing	Education	Health / Social work	Leisure / Hospitality / Restaurant	Public sector / Government	Other
Total	a	b	a	b	c	d	e	f	g	h	i	j	k	l
	A	B	A	B	C	D	E	F	G	H	I	J	K	L
513 100%	480 100%	33 100%	27 100%	33 100%	8 100%	34 100%	149 100%	88 100%	39 100%	11 100%	18 100%	38 100%	7 100%	61 100%
No network of people in similar situation 75 15%	68 14%	7 21%	7 26%	- -	3 38%	4 12%	25 17%	15 17%	6 15%	1 9%	3 17%	4 11%	- -	7 11%
			Bl		Bdjkl	B	B	B	B	b	B	b		B
Didn't know how to protect my idea or brand from being replicated 27 5%	25 5%	2 6%	1 4%	2 6%	1 13%	- -	5 3%	8 9%	3 8%	- -	1 6%	4 11%	- -	2 3%
					D			de				de		
Don't know 85 17%	85 18%	- -	4 15%	6 18%	- -	10 29%	28 19%	6 7%	7 18%	3 27%	4 22%	2 5%	- -	15 25%
	B			fj		cFJ	FJ		fj	FJ	Fj			FJ

Columns Tested: A,B - A,B,C,D,E,F,G,H,I,J,K,L



Survey of Entrepreneurs

Q2. In the early years of your business, which of the following, if any, did you benefit from?

Base: All respondents

	Gender		Age						Business age			
	Total	Male	Female	18-24	25-34	35-44	45-54	55-64	65+	12 months or less	1-2 years	3-5 years
		a A	b B	a A	b B	c C	d D	e E	f F	a A	b B	c C
Significance Level: 90%												
Significance Level: 95%												
	513	342	171	8	58	112	153	155	27	93	164	256
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Access to online resources on how to start a business	162	102	60	3	25	40	48	40	6	35	53	74
	32%	30%	35%	38%	43%	36%	31%	26%	22%	38%	32%	29%
					Ef	e						
Meeting a network of other entrepreneurs	104	74	30	-	9	28	30	31	6	13	30	61
	20%	22%	18%	-	16%	25%	20%	20%	22%	14%	18%	24%
												A
Free government advice on starting a business (online)	94	56	38	3	11	21	28	28	3	19	25	50
	18%	16%	22%	38%	19%	19%	18%	18%	11%	20%	15%	20%
				f								
A face-to-face advice session with an expert	70	53	17	2	11	11	17	26	3	15	25	30
	14%	15%	10%	25%	19%	10%	11%	17%	11%	16%	15%	12%
		b			c							
A place to go for business support and advice in my area	56	33	23	1	8	15	15	14	3	15	12	29
	11%	10%	13%	13%	14%	13%	10%	9%	11%	16%	7%	11%
										B		
Free government advice on starting a business (face to face)	46	29	17	2	7	12	14	9	2	11	11	24
	9%	8%	10%	25%	12%	11%	9%	6%	7%	12%	7%	9%
				E								
Advice on how to protect my idea or brand	16	14	2	2	3	3	4	2	2	3	5	8
	3%	4%	1%	25%	5%	3%	3%	1%	7%	3%	3%	3%
		b		bCDE	e				E			
None of the above	183	120	63	1	14	42	54	58	14	30	64	89
	36%	35%	37%	13%	24%	38%	35%	37%	52%	32%	39%	35%
						b		b	aB			

Columns Tested: A,B - A,B,C,D,E,F - A,B,C

Survey of Entrepreneurs

Q2. In the early years of your business, which of the following, if any, did you benefit from?

Base: All respondents

	Closest city																
	Total	Bel fast	Card iff	Aber deen	Glas gow	Edin burgh	New castle	Leeds	Man chester	Liver pool	Shef field	Birm ingham	Cov entry	Bris tol	London	Ports mouth	Ply mouth
	a	b	c	d	e	f	g	h	i	j	k	l	m	n	o	p	
	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	
Significance Level: 90%																	
Significance Level: 95%																	
	513	10	10	4	19	19	13	22	38	9	18	32	15	34	233	26	11
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Access to online resources on how to start a business	162	-	2	1	5	4	8	2	8	3	5	9	5	11	89	7	3
	32%	-	20%	25%	26%	21%	62%	9%	21%	33%	28%	28%	33%	32%	38%	27%	27%
				a		AbdEGHJK				a	a	ag	ag	AG	AGH	a	a
Meeting a network of other entrepreneurs	104	1	2	-	1	7	6	2	5	3	4	9	2	8	45	7	2
	20%	10%	20%	-	5%	37%	46%	9%	13%	33%	22%	28%	13%	24%	19%	27%	18%
					DGHn	aDGHIN				d	dg		d		d		
Free government advice on starting a business (online)	94	3	1	1	5	1	6	5	5	2	2	3	4	11	37	5	3
	18%	30%	10%	25%	26%	5%	46%	23%	13%	22%	11%	9%	27%	32%	16%	19%	27%
		e		e		bEHJKNo						e	EhjKN			e	
A face-to-face advice session with an expert	70	1	-	1	4	3	2	-	2	3	3	2	1	6	31	6	5
	14%	10%	-	25%	21%	16%	15%	-	5%	33%	17%	6%	7%	18%	13%	23%	45%
				G	Gh	g	g			bGHKn	g		Gh	g	GHk	aBeGHKL	
																mN	
A place to go for business support and advice in my area	56	1	2	-	4	-	1	4	3	-	3	3	2	4	24	1	4
	11%	10%	20%	-	21%	-	8%	18%	8%	-	17%	9%	13%	12%	10%	4%	36%
			e		Eo			e			e						EfHiKmNO
Free government advice on starting a business (face to face)	46	3	1	1	5	-	3	1	1	1	2	3	-	4	17	-	4
	9%	30%	10%	25%	26%	-	23%	5%	3%	11%	11%	9%	-	12%	7%	-	36%
		EgHLNO		EhIO	EgHLNO		EHINO				o	o		o			EGHKLmNO
																	O
Advice on how to protect my idea or brand	16	-	-	-	-	-	-	-	1	-	-	2	1	1	10	-	1
	3%	-	-	-	-	-	-	-	3%	-	-	6%	7%	3%	4%	-	9%
None of the above	183	3	6	2	7	7	1	13	20	2	7	11	7	11	76	7	3
	36%	30%	60%	50%	37%	37%	8%	59%	53%	22%	39%	34%	47%	32%	33%	27%	27%
			Fno	f	f	f		FikmNOp	FmNO		f	f	F	f	f		

Columns Tested: A,B,C,D,E,F,G,H,I,J,K,L,M,N,O,P



Survey of Entrepreneurs

Q2. In the early years of your business, which of the following, if any, did you benefit from?

Base: All respondents

	Business size		Sector												
	1-9 employees	10-49 employees	Banking / Finance / Investment	Manufacturing / Engineering / Construction	Environment / Social / Sustainable	ICT / Telecomms	Professional Services / Consulting	Retail / Wholesale / Distribution	Creative / Media / Publishing	Education	Health / Social work	Leisure / Hospitality / Restaurant	Public sector / Government	Other	
Total	a	b	a	b	c	d	e	f	g	h	i	j	k	l	
	A	B	A	B	C	D	E	F	G	H	I	J	K	L	
Significance Level: 90%															
Significance Level: 95%															
	513	480	33	27	33	8	34	149	88	39	11	18	38	7	61
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Access to online resources on how to start a business	162	151	11	5	7	2	14	49	37	13	4	7	13	-	11
	32%	31%	33%	19%	21%	25%	41%	33%	42%	33%	36%	39%	34%	-	18%
							abKL	kL	ABKL	kl	k	kl	kl		
Meeting a network of other entrepreneurs	104	94	10	3	5	2	10	37	13	8	4	5	9	1	7
	20%	20%	30%	11%	15%	25%	29%	25%	15%	21%	36%	28%	24%	14%	11%
							afl	fl			afl	l			
Free government advice on starting a business (online)	94	91	3	5	9	3	6	22	19	7	2	4	8	-	9
	18%	19%	9%	19%	27%	38%	18%	15%	22%	18%	18%	22%	21%	-	15%
					e	ek									
A face-to-face advice session with an expert	70	60	10	5	7	1	6	21	8	7	5	-	4	1	5
	14%	13%	30%	19%	21%	13%	18%	14%	9%	18%	45%	-	11%	14%	8%
			A	i	fil		i	i		i	adEFGJL				
A place to go for business support and advice in my area	56	49	7	3	4	3	5	8	11	4	3	4	7	1	3
	11%	10%	21%	11%	12%	38%	15%	5%	13%	10%	27%	22%	18%	14%	5%
			a			abEfgL	e		e		EL	EL	EL		
Free government advice on starting a business (face to face)	46	44	2	2	5	2	3	10	9	5	2	3	3	-	2
	9%	9%	6%	7%	15%	25%	9%	7%	10%	13%	18%	17%	8%	-	3%
					L	eL				l	l	L			
Advice on how to protect my idea or brand	16	16	-	2	-	-	2	3	3	1	1	-	3	-	1
	3%	3%	-	7%	-	-	6%	2%	3%	3%	9%	-	8%	-	2%
										b		e			

Columns Tested: A,B - A,B,C,D,E,F,G,H,I,J,K,L

Survey of Entrepreneurs

Q2. In the early years of your business, which of the following, if any, did you benefit from?

Base: All respondents

Total	Business size		Sector											
	1-9 employees	10-49 employees	Banking / Finance / Investment	Manufacturing / Engineering / Construction	Environment / Social / Sustainable	ICT / Telecomms	Professional Services / Consulting	Retail / Wholesale / Distribution	Creative / Media / Publishing	Education	Health / Social work	Leisure / Hospitality / Restaurant	Public sector / Government	Other
	a	b	a	b	c	d	e	f	g	h	i	j	k	l
	A	B	A	B	C	D	E	F	G	H	I	J	K	L
513 100%	480 100%	33 100%	27 100%	33 100%	8 100%	34 100%	149 100%	88 100%	39 100%	11 100%	18 100%	38 100%	7 100%	61 100%
None of the above 36%	177 37%	6 18%	8 30%	11 33%	2 25%	13 38%	53 36%	26 30%	14 36%	1 9%	6 33%	10 26%	4 57%	35 57%
		B				h	h		h				H	ABcdEFG HiJ

Significance Level: 90%

Significance Level: 95%

None of the above

Columns Tested: A,B - A,B,C,D,E,F,G,H,I,J,K,L

Survey of Entrepreneurs

Q3. Thinking about your own experience, which, if any, of the following do you think would be of most use to people setting up their own business now? Please select up to three.

Base: All respondents

	Gender		Age						Business age			
	Total	Male	Female	18-24	25-34	35-44	45-54	55-64	65+	12 months or less	1-2 years	3-5 years
		a	b	A	B	C	D	E	F	a	b	c
Significance Level: 90%		A	B	A	B	C	D	E	F	A	B	C
Significance Level: 95%												
	513	342	171	8	58	112	153	155	27	93	164	256
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Access to a place in my local area for free, trusted business support and advice	248	151	97	5	27	51	70	81	14	47	77	124
	48%	44%	57%	63%	47%	46%	46%	52%	52%	51%	47%	48%
			A									
Face-to-face help and advice from experts	241	159	82	4	23	50	69	82	13	48	80	113
	47%	46%	48%	50%	40%	45%	45%	53%	48%	52%	49%	44%
							b					
Online resources for support and advice	237	151	86	3	26	50	78	69	11	40	80	117
	46%	44%	50%	38%	45%	45%	51%	45%	41%	43%	49%	46%
Training and workshops on relevant skills including how to protect my intellectual property, marketing and business planning	177	115	62	3	30	43	39	48	14	31	53	93
	35%	34%	36%	38%	52%	38%	25%	31%	52%	33%	32%	36%
				cDE	D			DE				
A place to network with other entrepreneurs	157	103	54	3	20	30	47	48	9	23	53	81
	31%	30%	32%	38%	34%	27%	31%	31%	33%	25%	32%	32%
Don't know	28	23	5	-	2	10	9	6	1	4	11	13
	5%	7%	3%	-	3%	9%	6%	4%	4%	4%	7%	5%
		b			e							

Columns Tested: A,B - A,B,C,D,E,F - A,B,C

Survey of Entrepreneurs

Q3. Thinking about your own experience, which, if any, of the following do you think would be of most use to people setting up their own business now? Please select up to three.

Base: All respondents

	Closest city																
	Total	Bel fast	Card iff	Aber deen	Glas gow	Edin burgh	New castle	Leeds	Man chester	Liver pool	Shef field	Birm ingham	Cov entry	Bris tol	London	Ports mouth	Ply mouth
	a	b	c	d	e	f	g	h	i	j	k	l	m	n	o	p	
	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	
Significance Level: 90%																	
Significance Level: 95%																	
513	10	10	4	19	19	13	22	38	9	18	32	15	34	233	26	11	
100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	
Access to a place in my local area for free, trusted business support and advice	248	7	4	1	6	9	7	11	17	5	10	16	12	18	109	12	4
48%	70%	40%	25%	32%	47%	54%	50%	45%	56%	56%	50%	80%	53%	47%	46%	36%	
		d										bcDegHk m NOP					
Face-to-face help and advice from experts	241	6	4	4	11	9	8	10	17	7	5	13	3	16	105	13	10
47%	60%	40%	100%	58%	47%	62%	45%	45%	78%	28%	41%	20%	47%	45%	50%	91%	
		l	begHJKL m No	jL		jL			hJkLn				l	l	l	LMNO	
Online resources for support and advice	237	2	6	2	7	10	7	10	21	2	9	17	9	14	103	11	7
46%	20%	60%	50%	37%	53%	54%	45%	55%	50%	22%	53%	60%	41%	44%	42%	64%	
		a						ai			a	ai				ai	
Training and workshops on relevant skills including how to protect my intellectual property, marketing and business planning	177	4	6	2	7	3	4	5	16	1	6	12	9	4	87	6	5
35%	40%	60%	50%	37%	16%	31%	23%	42%	11%	33%	38%	60%	12%	37%	23%	45%	
		M	EGIMO	m	M			eiM		m	M	EGIMnO		eM		eM	
A place to network with other entrepreneurs	157	3	1	1	4	5	6	5	11	2	5	12	5	13	70	11	3
31%	30%	10%	25%	21%	26%	46%	23%	29%	22%	28%	38%	33%	38%	30%	42%	27%	
						b							b		b		
Don't know	28	-	1	-	2	1	-	2	2	-	-	1	-	3	16	-	-
5%	-	10%	-	11%	5%	-	9%	5%	-	-	3%	-	9%	7%	-	-	
				o													

Columns Tested: A,B,C,D,E,F,G,H,I,J,K,L,M,N,O,P

Survey of Entrepreneurs

Q3. Thinking about your own experience, which, if any, of the following do you think would be of most use to people setting up their own business now? Please select up to three.

Base: All respondents

	Business size		Sector												
	1-9 employees	10-49 employees	Banking / Finance / Investment	Manufacturing / Engineering / Construction	Environment / Social / Sustainable	ICT / Telecomms	Professional Services / Consulting	Retail / Wholesale / Distribution	Creative / Media / Publishing	Education	Health / Social work	Leisure / Hospitality / Restaurant	Public sector / Government	Other	
Total	a	b	a	b	c	d	e	f	g	h	i	j	k	l	
	A	B	A	B	C	D	E	F	G	H	I	J	K	L	
Significance Level: 90%	513	480	33	27	33	8	34	149	88	39	11	18	38	7	61
Significance Level: 95%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Access to a place in my local area for free, trusted business support and advice	248	232	16	11	16	6	16	74	44	22	5	9	20	1	24
	48%	48%	48%	41%	48%	75% aKl	47%	50% k	50% k	56% Kl	45%	50%	53% k	14%	39%
Face-to-face help and advice from experts	241	226	15	8	18	5	13	73	43	18	8	8	15	6	26
	47%	47%	45%	30%	55% a	63%	38%	49% a	49% a	46%	73% AdjI	44%	39% ADefgiJL	86%	43%
Online resources for support and advice	237	224	13	13	13	6	21	69	37	17	5	8	18	2	28
	46%	47%	39%	48%	39%	75% bfk	62% bf	46%	42%	44%	45%	44%	47%	29%	46%
Training and workshops on relevant skills including how to protect my intellectual property, marketing and business planning	177	166	11	6	9	1	13	55	33	16	6	6	16	1	15
	35%	35%	33%	22%	27%	13%	38%	37% l	38% l	41% l	55% acL	33%	42% al	14%	25%
A place to network with other entrepreneurs	157	145	12	11	9	3	10	46	27	14	3	5	10	1	18
	31%	30%	36%	41%	27%	38%	29%	31%	31%	36%	27%	28%	26%	14%	30%
Don't know	28	27	1	4	-	-	2	7	3	3	-	-	2	-	7
	5%	6%	3%	15% BEFi	-	-	6%	5%	3%	8%	-	-	5%	-	11% Bef

Columns Tested: A,B - A,B,C,D,E,F,G,H,I,J,K,L

Survey of Entrepreneurs

Q4: How important, or otherwise, is the following when setting up a business?

Summary table

Base: All respondents

	Total						Nets	
		Very important	Fairly important	Not very important	Not at all important	Don't know	Important	Not important
		a	b	c	d	e	a	b
		A	B	C	D	E	A	B
Significance Level: 90%								
Significance Level: 95%								
Trusted, impartial advice on developing my business	513 100%	188 37%	272 53%	41 8%	10 2%	2 *	460 90%	51 10%
Free access to business information, such as market research, copyright advice	513 100%	181 35%	260 51%	55 11%	13 3%	4 1%	441 86%	68 13%
Access to a place in my local area for free, trusted business support and advice	513 100%	203 40%	224 44%	67 13%	16 3%	3 1%	427 83%	83 16%
Face-to-face tailored business support	513 100%	193 38%	228 44%	71 14%	15 3%	6 1%	421 82%	86 17%
Generic online business advice resources	513 100%	117 23%	286 56%	81 16%	25 5%	4 1%	403 79%	106 21%
Opportunity to network with other people in same position	513 100%	165 32%	234 46%	95 19%	15 3%	4 1%	399 78%	110 21%
Access to experts who can help me test my ideas and offer specific advice on copyright, market research etc.	513 100%	159 31%	234 46%	82 16%	27 5%	11 2%	393 77%	109 21%
Advice on how to protect my idea or brand	513 100%	132 26%	205 40%	127 25%	34 7%	15 3%	337 66%	161 31%

Columns Tested: A,B,C,D,E - A,B

Survey of Entrepreneurs

Q4: How important, or otherwise, is the following when setting up a business?

Generic online business advice resources

Base: All respondents

	Gender		Age						Business age			
	Total	Male	Female	18-24	25-34	35-44	45-54	55-64	65+	12 months or less	1-2 years	3-5 years
Significance Level: 90%		a	b	a	b	c	d	e	f	a	b	c
Significance Level: 95%		A	B	A	B	C	D	E	F	A	B	C
	513	342	171	8	58	112	153	155	27	93	164	256
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Very important	117	76	41	3	19	29	25	36	5	23	44	50
	23%	22%	24%	38%	33%	26%	16%	23%	19%	25%	27%	20%
					D	d					c	
Fairly important	286	192	94	4	28	58	94	86	16	50	84	152
	56%	56%	55%	50%	48%	52%	61%	55%	59%	54%	51%	59%
						b						
Not very important	81	53	28	1	8	18	25	25	4	16	21	44
	16%	15%	16%	13%	14%	16%	16%	16%	15%	17%	13%	17%
Not at all important	25	19	6	-	3	6	7	7	2	4	12	9
	5%	6%	4%	-	5%	5%	5%	5%	7%	4%	7%	4%
											c	
Don't know	4	2	2	-	-	1	2	1	-	-	3	1
	1%	1%	1%	-	-	1%	1%	1%	-	-	2%	*
Nets												
Important	403	268	135	7	47	87	119	122	21	73	128	202
	79%	78%	79%	88%	81%	78%	78%	79%	78%	78%	78%	79%
Not important	106	72	34	1	11	24	32	32	6	20	33	53
	21%	21%	20%	13%	19%	21%	21%	21%	22%	22%	20%	21%

Columns Tested: A,B - A,B,C,D,E,F - A,B,C

Survey of Entrepreneurs

Q4: How important, or otherwise, is the following when setting up a business?

Generic online business advice resources

Base: All respondents

Total	Closest city															
	Bel fast	Card iff	Aber deen	Glas gow	Edin burgh	New castle	Leeds	Man chester	Liver pool	Shef field	Birm ingham	Cov entry	Bris tol	London	Ports mouth	Ply mouth
	a	b	c	d	e	f	g	h	i	j	k	l	m	n	o	p
513 100%	10 100%	10 100%	4 100%	19 100%	19 100%	13 100%	22 100%	38 100%	9 100%	18 100%	32 100%	15 100%	34 100%	233 100%	26 100%	11 100%
Very important 117 23%	3 30%	2 20%	- -	2 11%	6 32%	4 31%	7 32%	11 29%	2 22%	- -	8 25%	5 33%	6 18%	51 22%	7 27%	3 27%
Fairly important 286 56%	7 70%	6 60%	3 75%	11 58%	10 53%	6 46%	9 41%	18 47%	6 67%	16 89%	17 53%	7 47%	23 68%	123 53%	16 62%	8 73%
Not very important 81 16%	- -	1 10%	1 25%	3 16%	2 11%	3 23%	4 18%	7 18%	- -	2 11%	5 16%	2 13%	4 12%	44 19%	3 12%	- -
Not at all important 25 5%	- -	1 10%	- -	3 16%	- -	- -	2 9%	2 5%	1 11%	- -	2 6%	1 7%	1 3%	12 5%	- -	- -
Don't know 4 1%	- -	- -	- -	- -	1 5%	- -	- -	- -	- -	- -	- -	- -	- -	3 1%	- -	- -
Nets																
Important 403 79%	10 100%	8 80%	3 75%	13 68%	16 84%	10 77%	16 73%	29 76%	8 89%	16 89%	25 78%	12 80%	29 85%	174 75%	23 88%	11 100%
Not important 106 21%	- -	2 20%	1 25%	6 32%	2 11%	3 23%	6 27%	9 24%	1 11%	2 11%	7 22%	3 20%	5 15%	56 24%	3 12%	- -

Columns Tested: A,B,C,D,E,F,G,H,I,J,K,L,M,N,O,P



Survey of Entrepreneurs

Q4: How important, or otherwise, is the following when setting up a business?

Generic online business advice resources

Base: All respondents

	Business size		Sector												
	1-9 employees	10-49 employees	Banking / Finance / Investment	Manufacturing / Engineering / Construction	Environment / Social / Sustainable	ICT / Telecomms	Professional Services / Consulting	Retail / Wholesale / Distribution	Creative / Media / Publishing	Education	Health / Social work	Leisure / Hospitality / Restaurant	Public sector / Government	Other	
Total	a	b	a	b	c	d	e	f	g	h	i	j	k	l	
	A	B	A	B	C	D	E	F	G	H	I	J	K	L	
Significance Level: 90%	513	480	33	27	33	8	34	149	88	39	11	18	38	7	61
Significance Level: 95%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Very important	117	109	8	5	4	1	11	25	29	9	4	6	6	1	16
	23%	23%	24%	19%	12%	13%	32%	17%	33%	23%	36%	33%	16%	14%	26%
							bE		BEj		b	be			
Fairly important	286	266	20	17	21	6	17	89	45	18	6	10	22	3	32
	56%	55%	61%	63%	64%	75%	50%	60%	51%	46%	55%	56%	58%	43%	52%
Not very important	81	77	4	3	8	1	5	27	8	10	1	1	6	2	9
	16%	16%	12%	11%	24%	13%	15%	18%	9%	26%	9%	6%	16%	29%	15%
					F		f		Fi						
Not at all important	25	24	1	2	-	-	1	8	4	1	-	1	3	1	4
	5%	5%	3%	7%	-	-	3%	5%	5%	3%	-	6%	8%	14%	7%
													B		
Don't know	4	4	-	-	-	-	-	-	2	1	-	-	1	-	-
	1%	1%	-	-	-	-	-	-	2%	3%	-	-	3%	-	-
									e	e		E			
Nets															
Important	403	375	28	22	25	7	28	114	74	27	10	16	28	4	48
	79%	78%	85%	81%	76%	88%	82%	77%	84%	69%	91%	89%	74%	57%	79%
									gk			k			
Not important	106	101	5	5	8	1	6	35	12	11	1	2	9	3	13
	21%	21%	15%	19%	24%	13%	18%	23%	14%	28%	9%	11%	24%	43%	21%
							f	f		f			Fi		

Columns Tested: A,B - A,B,C,D,E,F,G,H,I,J,K,L

Survey of Entrepreneurs

Q4: How important, or otherwise, is the following when setting up a business?

Face-to-face tailored business support

Base: All respondents

	Gender		Age						Business age			
	Total	Male	Female	18-24	25-34	35-44	45-54	55-64	65+	12 months or less	1-2 years	3-5 years
Significance Level: 90%		a	b	a	b	c	d	e	f	a	b	c
Significance Level: 95%		A	B	A	B	C	D	E	F	A	B	C
	513	342	171	8	58	112	153	155	27	93	164	256
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Very important	193	130	63	3	25	41	58	58	8	45	58	90
	38%	38%	37%	38%	43%	37%	38%	37%	30%	48%	35%	35%
										BC		
Fairly important	228	144	84	4	25	57	64	63	15	32	75	121
	44%	42%	49%	50%	43%	51%	42%	41%	56%	34%	46%	47%
						e				a	A	
Not very important	71	51	20	1	6	12	24	25	3	11	24	36
	14%	15%	12%	13%	10%	11%	16%	16%	11%	12%	15%	14%
Not at all important	15	12	3	-	1	1	6	6	1	2	6	7
	3%	4%	2%	-	2%	1%	4%	4%	4%	2%	4%	3%
Don't know	6	5	1	-	1	1	1	3	-	3	1	2
	1%	1%	1%	-	2%	1%	1%	2%	-	3%	1%	1%
										c		
Nets												
Important	421	274	147	7	50	98	122	121	23	77	133	211
	82%	80%	86%	88%	86%	88%	80%	78%	85%	83%	81%	82%
						dE						
Not important	86	63	23	1	7	13	30	31	4	13	30	43
	17%	18%	13%	13%	12%	12%	20%	20%	15%	14%	18%	17%
							c	c				

Columns Tested: A,B - A,B,C,D,E,F - A,B,C

Survey of Entrepreneurs

Q4: How important, or otherwise, is the following when setting up a business?

Face-to-face tailored business support

Base: All respondents

	Closest city																
	Total	Bel fast	Card iff	Aber deen	Glas gow	Edin burgh	New castle	Leeds	Man chester	Liver pool	Shef field	Birm ingham	Cov entry	Bris tol	London	Ports mouth	Ply mouth
	a	b	c	d	e	f	g	h	i	j	k	l	m	n	o	p	
	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	
Significance Level: 90%																	
Significance Level: 95%																	
	513	10	10	4	19	19	13	22	38	9	18	32	15	34	233	26	11
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Very important	193	5	3	2	7	8	6	7	16	4	6	12	7	14	77	13	6
	38%	50%	30%	50%	37%	42%	46%	32%	42%	44%	33%	38%	47%	41%	33%	50%	55%
															n		
Fairly important	228	5	6	2	6	9	6	11	15	5	10	13	4	16	105	10	5
	44%	50%	60%	50%	32%	47%	46%	50%	39%	56%	56%	41%	27%	47%	45%	38%	45%
Not very important	71	-	-	-	3	1	-	2	5	-	2	7	4	3	41	3	-
	14%	-	-	-	16%	5%	-	9%	13%	-	11%	22%	27%	9%	18%	12%	-
											fp	abefp		f			
Not at all important	15	-	1	-	2	1	-	2	2	-	-	-	-	1	6	-	-
	3%	-	10%	-	11%	5%	-	9%	5%	-	-	-	-	3%	3%	-	-
					kno			kn									
Don't know	6	-	-	-	1	-	1	-	-	-	-	-	-	-	4	-	-
	1%	-	-	-	5%	-	8%	-	-	-	-	-	-	2%	-	-	-
							h										
Nets																	
Important	421	10	9	4	13	17	12	18	31	9	16	25	11	30	182	23	11
	82%	100%	90%	100%	68%	89%	92%	82%	82%	100%	89%	78%	73%	88%	78%	88%	100%
		dln								d			d			Dkln	
Not important	86	-	1	-	5	2	-	4	7	-	2	7	4	4	47	3	-
	17%	-	10%	-	26%	11%	-	18%	18%	-	11%	22%	27%	12%	20%	12%	-
					afp							fp	afp		fp		

Columns Tested: A,B,C,D,E,F,G,H,I,J,K,L,M,N,O,P

Survey of Entrepreneurs

Q4: How important, or otherwise, is the following when setting up a business?

Face-to-face tailored business support

Base: All respondents

	Business size		Sector												
	1-9 employees	10-49 employees	Banking / Finance / Investment	Manufacturing / Engineering / Construction	Environment / Social / Sustainable	ICT / Telecomms	Professional Services / Consulting	Retail / Wholesale / Distribution	Creative / Media / Publishing	Education	Health / Social work	Leisure / Hospitality / Restaurant	Public sector / Government	Other	
Total	a	b	a	b	c	d	e	f	g	h	i	j	k	l	
	A	B	A	B	C	D	E	F	G	H	I	J	K	L	
Significance Level: 90%	513	480	33	27	33	8	34	149	88	39	11	18	38	7	61
Significance Level: 95%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Very important	193	180	13	7	9	2	10	58	37	15	8	5	17	4	21
	38%	38%	39%	26%	27%	25%	29%	39%	42%	38%	73%	28%	45%	57%	34%
										ABcDEfG	I	L			
Fairly important	228	211	17	12	19	6	14	60	40	16	3	11	14	3	30
	44%	44%	52%	44%	58%	75%	41%	40%	45%	41%	27%	61%	37%	43%	49%
					ehj	deghj					ehj				
Not very important	71	68	3	7	5	-	6	26	8	5	-	2	6	-	6
	14%	14%	9%	26%	15%	-	18%	17%	9%	13%	-	11%	16%	-	10%
				Fhl				f							
Not at all important	15	15	-	-	-	-	3	4	3	1	-	-	1	-	3
	3%	3%	-	-	-	-	9%	3%	3%	3%	-	-	3%	-	5%
							be								
Don't know	6	6	-	1	-	-	1	1	-	2	-	-	-	-	1
	1%	1%	-	4%	-	-	3%	1%	-	5%	-	-	-	-	2%
				f						EF					
Nets															
Important	421	391	30	19	28	8	24	118	77	31	11	16	31	7	51
	82%	81%	91%	70%	85%	100%	71%	79%	88%	79%	100%	89%	82%	100%	84%
						ad			AD		Ade				

Columns Tested: A,B - A,B,C,D,E,F,G,H,I,J,K,L

Survey of Entrepreneurs

Q4: How important, or otherwise, is the following when setting up a business?

Face-to-face tailored business support

Base: All respondents

	Business size		Sector												
	1-9 employees	10-49 employees	Banking / Finance / Investment	Manufacturing / Engineering / Construction	Environment / Social / Sustainable	ICT / Telecomms	Professional Services / Consulting	Retail / Wholesale / Distribution	Creative / Media / Publishing	Education	Health / Social work	Leisure / Hospitality / Restaurant	Public sector / Government	Other	
Total	a	b	a	b	c	d	e	f	g	h	i	j	k	l	
	A	B	A	B	C	D	E	F	G	H	I	J	K	L	
513	480	33	27	33	8	34	149	88	39	11	18	38	7	61	
100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	
Not important	86	83	3	7	5	-	9	30	11	6	-	2	7	-	9
	17%	17%	9%	26%	15%	-	26%	20%	13%	15%	-	11%	18%	-	15%
			fh			fh									

Significance Level: 90%

Significance Level: 95%

Not important

Columns Tested: A,B - A,B,C,D,E,F,G,H,I,J,K,L

Survey of Entrepreneurs

Q4: How important, or otherwise, is the following when setting up a business?

Access to a place in my local area for free, trusted business support and advice

Base: All respondents

	Gender		Age						Business age			
	Total	Male	Female	18-24	25-34	35-44	45-54	55-64	65+	12 months or less	1-2 years	3-5 years
Significance Level: 90%		a	b	a	b	c	d	e	f	a	b	c
Significance Level: 95%		A	B	A	B	C	D	E	F	A	B	C
	513	342	171	8	58	112	153	155	27	93	164	256
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Very important	203	129	74	5	33	48	50	52	15	40	61	102
	40%	38%	43%	63%	57%	43%	33%	34%	56%	43%	37%	40%
				de	cDE	d			DE			
Fairly important	224	141	83	2	21	48	68	78	7	36	78	110
	44%	41%	49%	25%	36%	43%	44%	50%	26%	39%	48%	43%
							f	bF				
Not very important	67	53	14	1	3	14	24	21	4	15	18	34
	13%	15%	8%	13%	5%	13%	16%	14%	15%	16%	11%	13%
		B					B	b				
Not at all important	16	16	-	-	1	2	9	3	1	1	6	9
	3%	5%	-	-	2%	2%	6%	2%	4%	1%	4%	4%
		B					ce					
Don't know	3	3	-	-	-	-	2	1	-	1	1	1
	1%	1%	-	-	-	-	1%	1%	-	1%	1%	*
Nets												
Important	427	270	157	7	54	96	118	130	22	76	139	212
	83%	79%	92%	88%	93%	86%	77%	84%	81%	82%	85%	83%
			A		De	d						
Not important	83	69	14	1	4	16	33	24	5	16	24	43
	16%	20%	8%	13%	7%	14%	22%	15%	19%	17%	15%	17%
		B					B					

Columns Tested: A,B - A,B,C,D,E,F - A,B,C

Survey of Entrepreneurs

Q4: How important, or otherwise, is the following when setting up a business?

Access to a place in my local area for free, trusted business support and advice

Base: All respondents

Total	Closest city															
	Bel fast	Card iff	Aber deen	Glas gow	Edin burgh	New castle	Leeds	Man chester	Liver pool	Shef field	Birm ingham	Cov entry	Bris tol	London	Ports mouth	Ply mouth
	a	b	c	d	e	f	g	h	i	j	k	l	m	n	o	p
	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P
513 100%	10 100%	10 100%	4 100%	19 100%	19 100%	13 100%	22 100%	38 100%	9 100%	18 100%	32 100%	15 100%	34 100%	233 100%	26 100%	11 100%
Very important 203 40%	4 40%	4 40%	2 50%	8 42%	7 37%	7 54%	9 41%	14 37%	4 44%	8 44%	14 44%	7 47%	18 53%	83 36%	10 38%	4 36%
Fairly important 224 44%	5 50%	5 50%	1 25%	8 42%	9 47%	5 38%	11 50%	15 39%	5 56%	6 33%	13 41%	7 47%	11 32%	105 45%	14 54%	4 36%
Not very important 67 13%	1 10%	- -	1 25%	2 11%	3 16%	- -	1 5%	6 16%	- -	3 17%	4 13%	1 7%	5 15%	35 15%	2 8%	3 27%
Not at all important 16 3%	- -	1 10%	- -	1 5%	- -	- -	1 5%	3 8%	- -	1 6%	1 3%	- -	- -	8 3%	- -	- -
Don't know 3 1%	- -	- -	- -	- -	- -	1 8%	- -	- -	- -	- -	- -	- -	- -	2 1%	- -	- -
Nets																
Important 427 83%	9 90%	9 90%	3 75%	16 84%	16 84%	12 92%	20 91%	29 76%	9 100%	14 78%	27 84%	14 93%	29 85%	188 81%	24 92%	8 73%
Not important 83 16%	1 10%	1 10%	1 25%	3 16%	3 16%	- -	2 9%	9 24%	- -	4 22%	5 16%	1 7%	5 15%	43 18%	2 8%	3 27%

Columns Tested: A,B,C,D,E,F,G,H,I,J,K,L,M,N,O,P

Survey of Entrepreneurs

Q4: How important, or otherwise, is the following when setting up a business?

Access to a place in my local area for free, trusted business support and advice

Base: All respondents

	Business size		Sector												
	1-9 employees	10-49 employees	Banking / Finance / Investment	Manufacturing / Engineering / Construction	Environment / Social / Sustainable	ICT / Telecomms	Professional Services / Consulting	Retail / Wholesale / Distribution	Creative / Media / Publishing	Education	Health / Social work	Leisure / Hospitality / Restaurant	Public sector / Government	Other	
Total	a	b	a	b	c	d	e	f	g	h	i	j	k	l	
	A	B	A	B	C	D	E	F	G	H	I	J	K	L	
Significance Level: 90%	513	480	33	27	33	8	34	149	88	39	11	18	38	7	61
Significance Level: 95%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Very important	203	188	15	7	13	4	13	54	34	15	7	8	19	1	28
	40%	39%	45%	26%	39%	50%	38%	36%	39%	38%	64%	44%	50%	14%	46%
											Aek	ak		a	
Fairly important	224	209	15	13	16	4	15	66	41	18	3	9	12	5	22
	44%	44%	45%	48%	48%	50%	44%	44%	47%	46%	27%	50%	32%	71%	36%
														hjl	
Not very important	67	64	3	6	2	-	4	24	10	4	1	1	7	1	7
	13%	13%	9%	22%	6%	-	12%	16%	11%	10%	9%	6%	18%	14%	11%
				b											
Not at all important	16	16	-	1	2	-	2	4	3	1	-	-	-	-	3
	3%	3%	-	4%	6%	-	6%	3%	3%	3%	-	-	-	-	5%
Don't know	3	3	-	-	-	-	-	1	-	1	-	-	-	-	1
	1%	1%	-	-	-	-	-	1%	-	3%	-	-	-	-	2%
Nets															
Important	427	397	30	20	29	8	28	120	75	33	10	17	31	6	50
	83%	83%	91%	74%	88%	100%	82%	81%	85%	85%	91%	94%	82%	86%	82%
												a			
Not important	83	80	3	7	4	-	6	28	13	5	1	1	7	1	10
	16%	17%	9%	26%	12%	-	18%	19%	15%	13%	9%	6%	18%	14%	16%
				i											

Columns Tested: A,B - A,B,C,D,E,F,G,H,I,J,K,L

Survey of Entrepreneurs

Q4: How important, or otherwise, is the following when setting up a business?

Free access to business information, such as market research, copyright advice

Base: All respondents

	Gender		Age						Business age			
	Total	Male	Female	18-24	25-34	35-44	45-54	55-64	65+	12 months or less	1-2 years	3-5 years
Significance Level: 90%		a	b	a	b	c	d	e	f	a	b	c
Significance Level: 95%		A	B	A	B	C	D	E	F	A	B	C
	513	342	171	8	58	112	153	155	27	93	164	256
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Very important	181	108	73	2	25	47	47	44	16	38	57	86
	35%	32%	43%	25%	43%	42%	31%	28%	59%	41%	35%	34%
			A		dE	dE			aDE			
Fairly important	260	185	75	5	32	47	70	96	10	46	83	131
	51%	54%	44%	63%	55%	42%	46%	62%	37%	49%	51%	51%
		B					CDF					
Not very important	55	37	18	-	1	14	30	9	1	9	16	30
	11%	11%	11%	-	2%	13%	20%	6%	4%	10%	10%	12%
						Be	BEF					
Not at all important	13	9	4	1	-	3	5	4	-	-	7	6
	3%	3%	2%	13%	-	3%	3%	3%	-	-	4%	2%
				Bf							A	
Don't know	4	3	1	-	-	1	1	2	-	-	1	3
	1%	1%	1%	-	-	1%	1%	1%	-	-	1%	1%
Nets												
Important	441	293	148	7	57	94	117	140	26	84	140	217
	86%	86%	87%	88%	98%	84%	76%	90%	96%	90%	85%	85%
					CDe			D	cD			
Not important	68	46	22	1	1	17	35	13	1	9	23	36
	13%	13%	13%	13%	2%	15%	23%	8%	4%	10%	14%	14%
						Be	BEF	b				

Columns Tested: A,B - A,B,C,D,E,F - A,B,C

Survey of Entrepreneurs

Q4: How important, or otherwise, is the following when setting up a business?

Free access to business information, such as market research, copyright advice

Base: All respondents

	Closest city																
	Total	Bel fast	Card iff	Aber deen	Glas gow	Edin burgh	New castle	Leeds	Man chester	Liver pool	Shef field	Birm ingham	Cov entry	Bris tol	London	Ports mouth	Ply mouth
	a	b	c	d	e	f	g	h	i	j	k	l	m	n	o	p	
	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	
Significance Level: 90%																	
Significance Level: 95%																	
	513	10	10	4	19	19	13	22	38	9	18	32	15	34	233	26	11
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Very important	181	2	4	2	4	8	4	10	17	3	5	13	5	12	82	7	3
	35%	20%	40%	50%	21%	42%	31%	45%	45%	33%	28%	41%	33%	35%	35%	27%	27%
								d									
Fairly important	260	7	4	2	11	9	8	10	13	4	11	15	8	17	121	14	6
	51%	70%	40%	50%	58%	47%	62%	45%	34%	44%	61%	47%	53%	50%	52%	54%	55%
		H		h		h			h		h			H			
Not very important	55	-	1	-	2	2	1	-	7	2	1	2	2	4	24	5	2
	11%	-	10%	-	11%	11%	8%	-	18%	22%	6%	6%	13%	12%	10%	19%	18%
								G	G			g			G	G	
Not at all important	13	1	1	-	1	-	-	2	1	-	1	2	-	1	3	-	-
	3%	10%	10%	-	5%	-	-	9%	3%	-	6%	6%	-	3%	1%	-	-
		N	N				N		n								
Don't know	4	-	-	-	1	-	-	-	-	-	-	-	-	-	3	-	-
	1%	-	-	-	5%	-	-	-	-	-	-	-	-	-	1%	-	-
Nets																	
Important	441	9	8	4	15	17	12	20	30	7	16	28	13	29	203	21	9
	86%	90%	80%	100%	79%	89%	92%	91%	79%	78%	89%	88%	87%	85%	87%	81%	82%
Not important	68	1	2	-	3	2	1	2	8	2	2	4	2	5	27	5	2
	13%	10%	20%	-	16%	11%	8%	9%	21%	22%	11%	13%	13%	15%	12%	19%	18%

Columns Tested: A,B,C,D,E,F,G,H,I,J,K,L,M,N,O,P

Survey of Entrepreneurs

Q4: How important, or otherwise, is the following when setting up a business?

Free access to business information, such as market research, copyright advice

Base: All respondents

	Business size		Sector												
	1-9 employees	10-49 employees	Banking / Finance / Investment	Manufacturing / Engineering / Construction	Environment / Social / Sustainable	ICT / Telecomms	Professional Services / Consulting	Retail / Wholesale / Distribution	Creative / Media / Publishing	Education	Health / Social work	Leisure / Hospitality / Restaurant	Public sector / Government	Other	
Total	a	b	a	b	c	d	e	f	g	h	i	j	k	l	
	A	B	A	B	C	D	E	F	G	H	I	J	K	L	
Significance Level: 90%															
Significance Level: 95%															
	513	480	33	27	33	8	34	149	88	39	11	18	38	7	61
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Very important	181	174	7	5	12	3	15	41	38	20	5	7	14	-	21
	35%	36%	21%	19%	36%	38%	44%	28%	43%	51%	45%	39%	37%	-	34%
		b			k	k	AeK		AEK	AEKI	ak	k	k		k
Fairly important	260	234	26	17	16	4	14	87	43	13	5	7	18	6	30
	51%	49%	79%	63%	48%	50%	41%	58%	49%	33%	45%	39%	47%	86%	49%
			A	dG			dG						bDfGjI		
Not very important	55	55	-	4	5	1	3	18	5	4	1	4	3	-	7
	11%	11%	-	15%	15%	13%	9%	12%	6%	10%	9%	22%	8%	-	11%
		B			f						F				
Not at all important	13	13	-	-	-	-	1	3	2	1	-	-	3	1	2
	3%	3%	-	-	-	-	3%	2%	2%	3%	-	-	8%	14%	3%
													e	aBEf	
Don't know	4	4	-	1	-	-	1	-	-	1	-	-	-	-	1
	1%	1%	-	4%	-	-	3%	-	-	3%	-	-	-	-	2%
				Ef			E			e					
Nets															
Important	441	408	33	22	28	7	29	128	81	33	10	14	32	6	51
	86%	85%	100%	81%	85%	88%	85%	86%	92%	85%	91%	78%	84%	86%	84%
			A						i						

Columns Tested: A,B - A,B,C,D,E,F,G,H,I,J,K,L

Survey of Entrepreneurs

Q4: How important, or otherwise, is the following when setting up a business?

Free access to business information, such as market research, copyright advice

Base: All respondents

	Business size		Sector											
	1-9 employees	10-49 employees	Banking / Finance / Investment	Manufacturing / Engineering / Construction	Environment / Social / Sustainable	ICT / Telecomms	Professional Services / Consulting	Retail / Wholesale / Distribution	Creative / Media / Publishing	Education	Health / Social work	Leisure / Hospitality / Restaurant	Public sector / Government	Other
Total	a	b	a	b	c	d	e	f	g	h	i	j	k	l
	A	B	A	B	C	D	E	F	G	H	I	J	K	L
513	480	33	27	33	8	34	149	88	39	11	18	38	7	61
100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Not important	68	-	4	5	1	4	21	7	5	1	4	6	1	9
	13%	-	15%	15%	13%	12%	14%	8%	13%	9%	22%	16%	14%	15%
		B									f			

Significance Level: 90%

Significance Level: 95%

Not important

Columns Tested: A,B - A,B,C,D,E,F,G,H,I,J,K,L

Survey of Entrepreneurs

Q4: How important, or otherwise, is the following when setting up a business?

Opportunity to network with other people in same position

Base: All respondents

Significance Level: 90%

Significance Level: 95%

	Gender		Age						Business age			
	Total	Male	Female	18-24	25-34	35-44	45-54	55-64	65+	12 months or less	1-2 years	3-5 years
	a	b		a	b	c	d	e	f	a	b	c
	A	B		A	B	C	D	E	F	A	B	C
	513	342	171	8	58	112	153	155	27	93	164	256
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Very important	165	110	55	1	24	43	37	53	7	30	51	84
	32%	32%	32%	13%	41%	38%	24%	34%	26%	32%	31%	33%
					D	D		d				
Fairly important	234	154	80	4	27	49	76	64	14	42	79	113
	46%	45%	47%	50%	47%	44%	50%	41%	52%	45%	48%	44%
Not very important	95	63	32	3	6	16	32	33	5	18	26	51
	19%	18%	19%	38%	10%	14%	21%	21%	19%	19%	16%	20%
				Bc			b	b				
Not at all important	15	12	3	-	-	3	7	4	1	3	5	7
	3%	4%	2%	-	-	3%	5%	3%	4%	3%	3%	3%
							b					
Don't know	4	3	1	-	1	1	1	1	-	-	3	1
	1%	1%	1%	-	2%	1%	1%	1%	-	-	2%	*
Nets												
Important	399	264	135	5	51	92	113	117	21	72	130	197
	78%	77%	79%	63%	88%	82%	74%	75%	78%	77%	79%	77%
					aDE							
Not important	110	75	35	3	6	19	39	37	6	21	31	58
	21%	22%	20%	38%	10%	17%	25%	24%	22%	23%	19%	23%
				B			Bc	B				

Columns Tested: A,B - A,B,C,D,E,F - A,B,C

Survey of Entrepreneurs

Q4: How important, or otherwise, is the following when setting up a business?

Opportunity to network with other people in same position

Base: All respondents

	Closest city																
	Total	Bel fast	Card iff	Aber deen	Glas gow	Edin burgh	New castle	Leeds	Man chester	Liver pool	Shef field	Birm ingham	Cov entry	Bris tol	London	Ports mouth	Ply mouth
	a	b	c	d	e	f	g	h	i	j	k	l	m	n	o	p	
	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	
Significance Level: 90%																	
Significance Level: 95%																	
	513	10	10	4	19	19	13	22	38	9	18	32	15	34	233	26	11
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Very important	165	3	4	-	6	7	7	8	12	4	3	9	5	13	73	7	4
	32%	30%	40%	-	32%	37%	54%	36%	32%	44%	17%	28%	33%	38%	31%	27%	36%
							cJh										
Fairly important	234	4	3	3	6	8	6	11	16	2	8	16	5	14	111	16	5
	46%	40%	30%	75%	32%	42%	46%	50%	42%	22%	44%	50%	33%	41%	48%	62%	45%
				i											bdl		
Not very important	95	3	2	1	7	3	-	2	9	3	5	6	5	6	38	3	2
	19%	30%	20%	25%	37%	16%	-	9%	24%	33%	28%	19%	33%	18%	16%	12%	18%
		F		f	FGNo			f	F	F		Fgno					
Not at all important	15	-	1	-	-	1	-	1	1	-	2	1	-	1	7	-	-
	3%	-	10%	-	-	5%	-	5%	3%	-	11%	3%	-	3%	3%	-	-
											no						
Don't know	4	-	-	-	-	-	-	-	-	-	-	-	-	-	4	-	-
	1%	-	-	-	-	-	-	-	-	-	-	-	-	2%	-	-	-
Nets																	
Important	399	7	7	3	12	15	13	19	28	6	11	25	10	27	184	23	9
	78%	70%	70%	75%	63%	79%	100%	86%	74%	67%	61%	78%	67%	79%	79%	88%	82%
							ABcDeHI										
							J										
							kLmn		dj						j	dJl	
Not important	110	3	3	1	7	4	-	3	10	3	7	7	5	7	45	3	2
	21%	30%	30%	25%	37%	21%	-	14%	26%	33%	39%	22%	33%	21%	19%	12%	18%
		F	F	f	Fgno	f		F	F	FgNO	f	Fo	f	f	f		

Columns Tested: A,B,C,D,E,F,G,H,I,J,K,L,M,N,O,P



Survey of Entrepreneurs

Q4: How important, or otherwise, is the following when setting up a business?

Opportunity to network with other people in same position

Base: All respondents

	Business size		Sector												
	1-9 employees	10-49 employees	Banking / Finance / Investment	Manufacturing / Engineering / Construction	Environment / Social / Sustainable	ICT / Telecomms	Professional Services / Consulting	Retail / Wholesale / Distribution	Creative / Media / Publishing	Education	Health / Social work	Leisure / Hospitality / Restaurant	Public sector / Government	Other	
Total	a	b	a	b	c	d	e	f	g	h	i	j	k	l	
	A	B	A	B	C	D	E	F	G	H	I	J	K	L	
Significance Level: 90%															
Significance Level: 95%															
	513	480	33	27	33	8	34	149	88	39	11	18	38	7	61
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Very important	165	154	11	6	11	2	16	44	30	14	6	8	12	2	14
	32%	32%	33%	22%	33%	25%	47%	30%	34%	36%	55%	44%	32%	29%	23%
							AeL				aeL	I			
Fairly important	234	219	15	15	13	6	10	77	38	15	3	7	19	1	30
	46%	46%	45%	56%	39%	75%	29%	52%	43%	38%	27%	39%	50%	14%	49%
				Dk	bDfghK		Dk					dk		dk	
Not very important	95	89	6	6	8	-	7	25	15	8	2	2	6	4	12
	19%	19%	18%	22%	24%	-	21%	17%	17%	21%	18%	11%	16%	57%	20%
													abCdEFG	I	
														JL	
Not at all important	15	14	1	-	1	-	1	3	4	-	-	1	1	-	4
	3%	3%	3%	-	3%	-	3%	2%	5%	-	-	6%	3%	-	7%
															e
Don't know	4	4	-	-	-	-	-	-	1	2	-	-	-	-	1
	1%	1%	-	-	-	-	-	-	1%	5%	-	-	-	-	2%
									E						
Nets															
Important	399	373	26	21	24	8	26	121	68	29	9	15	31	3	44
	78%	78%	79%	78%	73%	100%	76%	81%	77%	74%	82%	83%	82%	43%	72%
				k	KI		k	K	K			k	K		

Columns Tested: A,B - A,B,C,D,E,F,G,H,I,J,K,L

Survey of Entrepreneurs

Q4: How important, or otherwise, is the following when setting up a business?

Opportunity to network with other people in same position

Base: All respondents

	Business size		Sector											
	1-9 employees	10-49 employees	Banking / Finance / Investment	Manufacturing / Engineering / Construction	Environment / Social / Sustainable	ICT / Telecomms	Professional Services / Consulting	Retail / Wholesale / Distribution	Creative / Media / Publishing	Education	Health / Social work	Leisure / Hospitality / Restaurant	Public sector / Government	Other
Total	a	b	a	b	c	d	e	f	g	h	i	j	k	l
	A	B	A	B	C	D	E	F	G	H	I	J	K	L
513	480	33	27	33	8	34	149	88	39	11	18	38	7	61
100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Not important	110	103	7	6	9	-	8	28	19	8	2	3	7	4
	21%	21%	21%	22%	27%	-	24%	19%	22%	21%	18%	17%	18%	57%
														26%

Significance Level: 90%

Significance Level: 95%

Not important

Columns Tested: A,B - A,B,C,D,E,F,G,H,I,J,K,L

Survey of Entrepreneurs

Q4: How important, or otherwise, is the following when setting up a business?

Trusted, impartial advice on developing my business

Base: All respondents

	Gender		Age						Business age			
	Total	Male	Female	18-24	25-34	35-44	45-54	55-64	65+	12 months or less	1-2 years	3-5 years
Significance Level: 90%		a	b	a	b	c	d	e	f	a	b	c
Significance Level: 95%		A	B	A	B	C	D	E	F	A	B	C
	513	342	171	8	58	112	153	155	27	93	164	256
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Very important	188	120	68	3	22	48	51	54	10	39	71	78
	37%	35%	40%	38%	38%	43%	33%	35%	37%	42%	43%	30%
										C	C	
Fairly important	272	185	87	4	32	55	81	84	16	44	77	151
	53%	54%	51%	50%	55%	49%	53%	54%	59%	47%	47%	59%
												aB
Not very important	41	27	14	1	4	9	15	12	-	10	10	21
	8%	8%	8%	13%	7%	8%	10%	8%	-	11%	6%	8%
				f			f					
Not at all important	10	8	2	-	-	-	5	4	1	-	5	5
	2%	2%	1%	-	-	-	3%	3%	4%	-	3%	2%
							c	c	C		a	
Don't know	2	2	-	-	-	-	1	1	-	-	1	1
	*	1%	-	-	-	-	1%	1%	-	-	1%	*
Nets												
Important	460	305	155	7	54	103	132	138	26	83	148	229
	90%	89%	91%	88%	93%	92%	86%	89%	96%	89%	90%	89%
Not important	51	35	16	1	4	9	20	16	1	10	15	26
	10%	10%	9%	13%	7%	8%	13%	10%	4%	11%	9%	10%

Columns Tested: A,B - A,B,C,D,E,F - A,B,C

Survey of Entrepreneurs

Q4: How important, or otherwise, is the following when setting up a business?

Trusted, impartial advice on developing my business

Base: All respondents

	Closest city																	
	Total	Bel fast	Card iff	Aber deen	Glas gow	Edin burgh	New castle	Leeds	Man chester	Liver pool	Shef field	Birm ingham	Cov entry	Bris tol	London	Ports mouth	Ply mouth	
	a	b	c	d	e	f	g	h	i	j	k	l	m	n	o	p		
	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P		
Significance Level: 90%																		
Significance Level: 95%																		
	513	10	10	4	19	19	13	22	38	9	18	32	15	34	233	26	11	
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	
Very important	188	6	4	1	8	4	4	9	14	2	4	11	7	12	91	9	2	
	37%	60%	40%	25%	42%	21%	31%	41%	37%	22%	22%	34%	47%	35%	39%	35%	18%	
		Ejp																
Fairly important	272	4	2	3	8	14	7	11	19	6	14	16	8	17	118	16	9	
	53%	40%	20%	75%	42%	74%	54%	50%	50%	67%	78%	50%	53%	50%	51%	62%	82%	
				b	aBdhmn				b	b	aBDghkm				b	b	B	aBDghkm
											N						N	
Not very important	41	-	3	-	1	1	2	1	3	1	-	4	-	5	19	1	-	
	8%	-	30%	-	5%	5%	15%	5%	8%	11%	-	13%	-	15%	8%	4%	-	
		adeghJLN																
		Op																
Not at all important	10	-	1	-	2	-	-	1	2	-	-	1	-	-	3	-	-	
	2%	-	10%	-	11%	-	-	5%	5%	-	-	3%	-	-	1%	-	-	
			mN		mNo			j						j				
Don't know	2	-	-	-	-	-	-	-	-	-	-	-	-	-	2	-	-	
	*	-	-	-	-	-	-	-	-	-	-	-	-	-	1%	-	-	
Nets																		
Important	460	10	6	4	16	18	11	20	33	8	18	27	15	29	209	25	11	
	90%	100%	60%	100%	84%	95%	85%	91%	87%	89%	100%	84%	100%	85%	90%	96%	100%	
		B			B	B	B	b	Bdfkm			B	b	B	B	B	B	
Not important	51	-	4	-	3	1	2	2	5	1	-	5	-	5	22	1	-	
	10%	-	40%	-	16%	5%	15%	9%	13%	11%	-	16%	-	15%	9%	4%	-	
		AEGhJLm																
		NOP																
					j		j				j		j					

Columns Tested: A,B,C,D,E,F,G,H,I,J,K,L,M,N,O,P



Survey of Entrepreneurs

Q4: How important, or otherwise, is the following when setting up a business?

Trusted, impartial advice on developing my business

Base: All respondents

	Business size		Sector												
	1-9 employees	10-49 employees	Banking / Finance / Investment	Manufacturing / Engineering / Construction	Environment / Social / Sustainable	ICT / Telecomms	Professional Services / Consulting	Retail / Wholesale / Distribution	Creative / Media / Publishing	Education	Health / Social work	Leisure / Hospitality / Restaurant	Public sector / Government	Other	
Total	a	b	a	b	c	d	e	f	g	h	i	j	k	l	
	A	B	A	B	C	D	E	F	G	H	I	J	K	L	
Significance Level: 90%	513	480	33	27	33	8	34	149	88	39	11	18	38	7	61
Significance Level: 95%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Very important	188	175	13	10	10	2	15	44	41	17	7	5	15	3	19
	37%	36%	39%	37%	30%	25%	44%	30%	47%	44%	64%	28%	39%	43%	31%
Fairly important	272	254	18	11	19	4	16	93	42	15	4	11	19	3	35
	53%	53%	55%	41%	58%	50%	47%	62%	48%	38%	36%	61%	50%	43%	57%
Not very important	41	39	2	5	3	1	2	11	2	6	-	2	3	1	5
	8%	8%	6%	19%	9%	13%	6%	7%	2%	15%	-	11%	8%	14%	8%
Not at all important	10	10	-	1	1	1	1	1	3	-	-	-	1	-	1
	2%	2%	-	4%	3%	13%	3%	1%	3%	-	-	-	3%	-	2%
Don't know	2	2	-	-	-	-	-	-	-	1	-	-	-	-	1
	*	*	-	-	-	-	-	-	-	3%	-	-	-	-	2%
										e					
Nets															
Important	460	429	31	21	29	6	31	137	83	32	11	16	34	6	54
	90%	89%	94%	78%	88%	75%	91%	92%	94%	82%	100%	89%	89%	86%	89%
								Ag	ACG		ac				

Columns Tested: A,B - A,B,C,D,E,F,G,H,I,J,K,L

Survey of Entrepreneurs

Q4: How important, or otherwise, is the following when setting up a business?

Trusted, impartial advice on developing my business

Base: All respondents

Significance Level: 90%

Significance Level: 95%

Not important

Columns Tested: A,B - A,B,C,D,E,F,G,H,I,J,K,L

Total	Business size		Sector											
	1-9 employees	10-49 employees	Banking / Finance / Investment	Manufacturing / Engineering / Construction	Environment / Social / Sustainable	ICT / Telecomms	Professional Services / Consulting	Retail / Wholesale / Distribution	Creative / Media / Publishing	Education	Health / Social work	Leisure / Hospitality / Restaurant	Public sector / Government	Other
	a	b	a	b	c	d	e	f	g	h	i	j	k	l
	A	B	A	B	C	D	E	F	G	H	I	J	K	L
513	480	33	27	33	8	34	149	88	39	11	18	38	7	61
100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
51	49	2	6	4	2	3	12	5	6	-	2	4	1	6
10%	10%	6%	22%	12%	25%	9%	8%	6%	15%	-	11%	11%	14%	10%
			EFh		Fh				f					

Survey of Entrepreneurs

Q4: How important, or otherwise, is the following when setting up a business?

Access to experts who can help me test my ideas and offer specific advice on copyright, market research etc.

Base: All respondents

	Gender		Age						Business age			
	Total	Male	Female	18-24	25-34	35-44	45-54	55-64	65+	12 months or less	1-2 years	3-5 years
Significance Level: 90%		a	b	a	b	c	d	e	f	a	b	c
Significance Level: 95%		A	B	A	B	C	D	E	F	A	B	C
	513	342	171	8	58	112	153	155	27	93	164	256
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Very important	159	99	60	3	28	45	42	31	10	30	56	73
	31%	29%	35%	38%	48%	40%	27%	20%	37%	32%	34%	29%
					DE	DE			e			
Fairly important	234	166	68	4	24	50	66	79	11	40	72	122
	46%	49%	40%	50%	41%	45%	43%	51%	41%	43%	44%	48%
		b										
Not very important	82	52	30	1	6	11	31	28	5	17	22	43
	16%	15%	18%	13%	10%	10%	20%	18%	19%	18%	13%	17%
							bC	c				
Not at all important	27	18	9	-	-	2	12	13	-	2	12	13
	5%	5%	5%	-	-	2%	8%	8%	-	2%	7%	5%
							BC	BC			a	
Don't know	11	7	4	-	-	4	2	4	1	4	2	5
	2%	2%	2%	-	-	4%	1%	3%	4%	4%	1%	2%
Nets												
Important	393	265	128	7	52	95	108	110	21	70	128	195
	77%	77%	75%	88%	90%	85%	71%	71%	78%	75%	78%	76%
					DE	DE						
Not important	109	70	39	1	6	13	43	41	5	19	34	56
	21%	20%	23%	13%	10%	12%	28%	26%	19%	20%	21%	22%
							BC	BC				

Columns Tested: A,B - A,B,C,D,E,F - A,B,C

Survey of Entrepreneurs

Q4: How important, or otherwise, is the following when setting up a business?

Access to experts who can help me test my ideas and offer specific advice on copyright, market research etc.

Base: All respondents

	Closest city																
	Total	Bel fast	Card iff	Aber deen	Glas gow	Edin burgh	New castle	Leeds	Man chester	Liver pool	Shef field	Birm ingham	Cov entry	Bris tol	London	Ports mouth	Ply mouth
	a	b	c	d	e	f	g	h	i	j	k	l	m	n	o	p	
	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	
Significance Level: 90%																	
Significance Level: 95%																	
	513	10	10	4	19	19	13	22	38	9	18	32	15	34	233	26	11
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Very important	159	3	2	1	6	8	4	8	12	3	4	6	5	9	78	6	4
	31%	30%	20%	25%	32%	42%	31%	36%	32%	33%	22%	19%	33%	26%	33%	23%	36%
					k									k			
Fairly important	234	6	5	3	8	9	4	9	17	5	9	18	7	13	105	11	5
	46%	60%	50%	75%	42%	47%	31%	41%	45%	56%	50%	56%	47%	38%	45%	42%	45%
Not very important	82	1	1	-	2	2	4	4	6	1	2	6	2	8	35	7	1
	16%	10%	10%	-	11%	11%	31%	18%	16%	11%	11%	19%	13%	24%	15%	27%	9%
Not at all important	27	-	2	-	3	-	-	1	3	-	3	1	1	4	8	-	1
	5%	-	20%	-	16%	-	-	5%	8%	-	17%	3%	7%	12%	3%	-	9%
			ekNO		eNO						ekNO			No			
Don't know	11	-	-	-	-	-	1	-	-	-	-	1	-	-	7	2	-
	2%	-	-	-	-	-	8%	-	-	-	-	3%	-	-	3%	8%	-
						h									h		
Nets																	
Important	393	9	7	4	14	17	8	17	29	8	13	24	12	22	183	17	9
	77%	90%	70%	100%	74%	89%	62%	77%	76%	89%	72%	75%	80%	65%	79%	65%	82%
					fmo									m			
Not important	109	1	3	-	5	2	4	5	9	1	5	7	3	12	43	7	2
	21%	10%	30%	-	26%	11%	31%	23%	24%	11%	28%	22%	20%	35%	18%	27%	18%
													eN				

Columns Tested: A,B,C,D,E,F,G,H,I,J,K,L,M,N,O,P

Survey of Entrepreneurs

Q4: How important, or otherwise, is the following when setting up a business?

Access to experts who can help me test my ideas and offer specific advice on copyright, market research etc.

Base: All respondents

	Business size		Sector												
	1-9 employees	10-49 employees	Banking / Finance / Investment	Manufacturing / Engineering / Construction	Environment / Social / Sustainable	ICT / Telecomms	Professional Services / Consulting	Retail / Wholesale / Distribution	Creative / Media / Publishing	Education	Health / Social work	Leisure / Hospitality / Restaurant	Public sector / Government	Other	
Total	a	b	a	b	c	d	e	f	g	h	i	j	k	l	
	A	B	A	B	C	D	E	F	G	H	I	J	K	L	
Significance Level: 90%	513	480	33	27	33	8	34	149	88	39	11	18	38	7	61
Significance Level: 95%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Very important	159	150	9	7	6	2	15	38	38	13	6	6	12	2	14
	31%	31%	27%	26%	18%	25%	44%	26%	43%	33%	55%	33%	32%	29%	23%
							BEL		BEL		BEL				
Fairly important	234	214	20	15	18	4	9	69	30	18	4	10	18	4	35
	46%	45%	61%	56%	55%	50%	26%	46%	34%	46%	36%	56%	47%	57%	57%
			a	DF	DF		Df	d	d	Df	d	d	DF	DF	DF
Not very important	82	79	3	4	6	1	6	29	13	5	1	2	7	1	7
	16%	16%	9%	15%	18%	13%	18%	19%	15%	13%	9%	11%	18%	14%	11%
Not at all important	27	27	-	-	3	1	3	9	6	-	-	-	1	-	4
	5%	6%	-	-	9%	13%	9%	6%	7%	-	-	-	3%	-	7%
					g	aG	g	g	g						
Don't know	11	10	1	1	-	-	1	4	1	3	-	-	-	-	1
	2%	2%	3%	4%	-	-	3%	3%	1%	8%	-	-	-	-	2%
									fj						
Nets															
Important	393	364	29	22	24	6	24	107	68	31	10	16	30	6	49
	77%	76%	88%	81%	73%	75%	71%	72%	77%	79%	91%	89%	79%	86%	80%
Not important	109	106	3	4	9	2	9	38	19	5	1	2	8	1	11
	21%	22%	9%	15%	27%	25%	26%	26%	22%	13%	9%	11%	21%	14%	18%
		b						g							

Columns Tested: A,B - A,B,C,D,E,F,G,H,I,J,K,L

Survey of Entrepreneurs

Q4: How important, or otherwise, is the following when setting up a business?

Advice on how to protect my idea or brand

Base: All respondents

	Gender		Age						Business age			
	Total	Male	Female	18-24	25-34	35-44	45-54	55-64	65+	12 months or less	1-2 years	3-5 years
Significance Level: 90%		a	b	a	b	c	d	e	f	a	b	c
Significance Level: 95%		A	B	A	B	C	D	E	F	A	B	C
	513	342	171	8	58	112	153	155	27	93	164	256
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Very important	132	79	53	3	21	33	32	34	9	27	44	61
	26%	23%	31%	38%	36%	29%	21%	22%	33%	29%	27%	24%
			a		DE							
Fairly important	205	137	68	4	28	46	59	60	8	33	64	108
	40%	40%	40%	50%	48%	41%	39%	39%	30%	35%	39%	42%
Not very important	127	92	35	1	8	22	47	42	7	24	40	63
	25%	27%	20%	13%	14%	20%	31%	27%	26%	26%	24%	25%
							BC	B				
Not at all important	34	23	11	-	1	4	12	15	2	6	14	14
	7%	7%	6%	-	2%	4%	8%	10%	7%	6%	9%	5%
								bc				
Don't know	15	11	4	-	-	7	3	4	1	3	2	10
	3%	3%	2%	-	-	6%	2%	3%	4%	3%	1%	4%
						bd						
Nets												
Important	337	216	121	7	49	79	91	94	17	60	108	169
	66%	63%	71%	88%	84%	71%	59%	61%	63%	65%	66%	66%
			a		CDEF	de						
Not important	161	115	46	1	9	26	59	57	9	30	54	77
	31%	34%	27%	13%	16%	23%	39%	37%	33%	32%	33%	30%
							BC	BC	b			

Columns Tested: A,B - A,B,C,D,E,F - A,B,C

Survey of Entrepreneurs

Q4: How important, or otherwise, is the following when setting up a business?

Advice on how to protect my idea or brand

Base: All respondents

Total	Closest city															
	Bel fast	Card iff	Aber deen	Glas gow	Edin burgh	New castle	Leeds	Man chester	Liver pool	Shef field	Birm ingham	Cov entry	Bris tol	London	Ports mouth	Ply mouth
	a	b	c	d	e	f	g	h	i	j	k	l	m	n	o	p
	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P
513 100%	10 100%	10 100%	4 100%	19 100%	19 100%	13 100%	22 100%	38 100%	9 100%	18 100%	32 100%	15 100%	34 100%	233 100%	26 100%	11 100%
Very important 132 26%	2 20%	2 20%	2 50%	4 21%	6 32%	3 23%	7 32%	11 29%	2 22%	5 28%	7 22%	3 20%	7 21%	61 26%	8 31%	2 18%
Fairly important 205 40%	5 50%	5 50%	2 50%	5 26%	7 37%	5 38%	7 32%	15 39%	5 56%	7 39%	14 44%	6 40%	8 24%	99 42%	8 31%	7 64%
Not very important 127 25%	3 30%	2 20%	- -	5 26%	5 26%	4 31%	6 27%	9 24%	2 22%	5 28%	9 28%	5 33%	15 44%	49 21%	6 23%	2 18%
Not at all important 34 7%	- -	1 10%	- -	4 21%	1 5%	- -	2 9%	3 8%	- -	1 6%	- -	1 7%	3 9%	16 7%	2 8%	- -
Don't know 15 3%	- -	- -	- -	1 5%	- -	1 8%	- -	- -	- -	- -	2 6%	- -	1 3%	8 3%	2 8%	- -
Nets																
Important 337 66%	7 70%	7 70%	4 100%	9 47%	13 68%	8 62%	14 64%	26 68%	7 78%	12 67%	21 66%	9 60%	15 44%	160 69%	16 62%	9 82%
Not important 161 31%	3 30%	3 30%	- -	9 47%	6 32%	4 31%	8 36%	12 32%	2 22%	6 33%	9 28%	6 40%	18 53%	65 28%	8 31%	2 18%

Columns Tested: A,B,C,D,E,F,G,H,I,J,K,L,M,N,O,P

Survey of Entrepreneurs

Q4: How important, or otherwise, is the following when setting up a business?

Advice on how to protect my idea or brand

Base: All respondents

	Business size		Sector												
	1-9 employees	10-49 employees	Banking / Finance / Investment	Manufacturing / Engineering / Construction	Environment / Social / Sustainable	ICT / Telecomms	Professional Services / Consulting	Retail / Wholesale / Distribution	Creative / Media / Publishing	Education	Health / Social work	Leisure / Hospitality / Restaurant	Public sector / Government	Other	
Total	a	b	a	b	c	d	e	f	g	h	i	j	k	l	
	A	B	A	B	C	D	E	F	G	H	I	J	K	L	
Significance Level: 90%	513	480	33	27	33	8	34	149	88	39	11	18	38	7	61
Significance Level: 95%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Very important	132	123	9	7	6	1	6	25	36	12	5	7	11	2	14
	26%	26%	27%	26%	18%	13%	18%	17%	41%	31%	45%	39%	29%	29%	23%
									BDEL	e	bdE	dE	e		
Fairly important	205	185	20	10	14	4	17	62	28	15	3	7	17	2	26
	40%	39%	61%	37%	42%	50%	50%	42%	32%	38%	27%	39%	45%	29%	43%
			A				f								
Not very important	127	124	3	8	10	2	7	44	20	7	2	3	8	3	13
	25%	26%	9%	30%	30%	25%	21%	30%	23%	18%	18%	17%	21%	43%	21%
		B													
Not at all important	34	33	1	1	2	1	2	14	4	1	1	1	1	-	6
	7%	7%	3%	4%	6%	13%	6%	9%	5%	3%	9%	6%	3%	-	10%
Don't know	15	15	-	1	1	-	2	4	-	4	-	-	1	-	2
	3%	3%	-	4%	3%	-	6%	3%	-	10%	-	-	3%	-	3%
				f			F			EF					f
Nets															
Important	337	308	29	17	20	5	23	87	64	27	8	14	28	4	40
	66%	64%	88%	63%	61%	63%	68%	58%	73%	69%	73%	78%	74%	57%	66%
			A						E			e			
Not important	161	157	4	9	12	3	9	58	24	8	3	4	9	3	19
	31%	33%	12%	33%	36%	38%	26%	39%	27%	21%	27%	22%	24%	43%	31%
		B						fGj							

Columns Tested: A,B - A,B,C,D,E,F,G,H,I,J,K,L

Survey of Entrepreneurs

Q5. To what extent do you agree or disagree with the following statements?

Summary table

Base: All respondents

Significance Level: 90%

Significance Level: 95%

Providing support to entrepreneurs in the early start-up stage will make their businesses more successful and sustainable

Providing support to entrepreneurs will help to boost the UK economy

In order to help more start-up businesses thrive, it is crucial that more support, training and guidance is available

The government should do more to encourage people around the UK to start their own businesses

The business support currently on offer can be confusing and difficult to navigate

I wish I had had more support in the early years of my business

I didn't know who to go to for advice and support in the early years of my business

	Total						Nets	
		Strongly agree	Tend to agree	Tend to disagree	Strongly disagree	Don't know	Agree	Disagree
		a	b	c	d	e	a	b
		A	B	C	D	E	A	B
Providing support to entrepreneurs in the early start-up stage will make their businesses more successful and sustainable	513 100%	229 45%	242 47%	26 5%	2 *	14 3%	471 92%	28 5%
Providing support to entrepreneurs will help to boost the UK economy	513 100%	275 54%	195 38%	21 4%	2 *	20 4%	470 92%	23 4%
In order to help more start-up businesses thrive, it is crucial that more support, training and guidance is available	513 100%	188 37%	262 51%	33 6%	5 1%	25 5%	450 88%	38 7%
The government should do more to encourage people around the UK to start their own businesses	513 100%	224 44%	204 40%	57 11%	1 *	27 5%	428 83%	58 11%
The business support currently on offer can be confusing and difficult to navigate	513 100%	94 18%	282 55%	71 14%	6 1%	60 12%	376 73%	77 15%
I wish I had had more support in the early years of my business	513 100%	118 23%	243 47%	108 21%	22 4%	22 4%	361 70%	130 25%
I didn't know who to go to for advice and support in the early years of my business	513 100%	104 20%	236 46%	130 25%	22 4%	21 4%	340 66%	152 30%

Columns Tested: A,B,C,D,E - A,B

Survey of Entrepreneurs

Q5. To what extent do you agree or disagree with the following statements?

Summary table

Base: All respondents

Significance Level: 90%

Significance Level: 95%

Where I live there isn't one place I can go to get advice on starting a business

Too much of the support and advice is centred around London

I would consider going to my nearest city library for business information or advice

Columns Tested: A,B,C,D,E - A,B

Total						Nets	
	Strongly agree	Tend to agree	Tend to disagree	Strongly disagree	Don't know	Agree	Disagree
	a A	b B	c C	d D	e E	a A	b B
513 100%	79 15%	215 42%	117 23%	20 4%	82 16%	294 57%	137 27%
513 100%	129 25%	159 31%	88 17%	12 2%	125 24%	288 56%	100 19%
513 100%	88 17%	182 35%	154 30%	54 11%	35 7%	270 53%	208 41%

Survey of Entrepreneurs

Q5. To what extent do you agree or disagree with the following statements?

I wish I had had more support in the early years of my business

Base: All respondents

	Gender		Age						Business age			
	Total	Male	Female	18-24	25-34	35-44	45-54	55-64	65+	12 months or less	1-2 years	3-5 years
Significance Level: 90%		a	b	a	b	c	d	e	f	a	b	c
Significance Level: 95%		A	B	A	B	C	D	E	F	A	B	C
	513	342	171	8	58	112	153	155	27	93	164	256
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Strongly agree	118	72	46	3	15	33	39	22	6	17	34	67
	23%	21%	27%	38%	26%	29%	25%	14%	22%	18%	21%	26%
				e	E	E	E					
Tend to agree	243	167	76	3	32	51	72	68	17	51	80	112
	47%	49%	44%	38%	55%	46%	47%	44%	63%	55%	49%	44%
									e	c		
Tend to disagree	108	69	39	1	7	20	28	51	1	17	33	58
	21%	20%	23%	13%	12%	18%	18%	33%	4%	18%	20%	23%
						f	f	BCDF				
Strongly disagree	22	17	5	-	1	3	9	8	1	2	10	10
	4%	5%	3%	-	2%	3%	6%	5%	4%	2%	6%	4%
Don't know	22	17	5	1	3	5	5	6	2	6	7	9
	4%	5%	3%	13%	5%	4%	3%	4%	7%	6%	4%	4%
Nets												
Agree	361	239	122	6	47	84	111	90	23	68	114	179
	70%	70%	71%	75%	81%	75%	73%	58%	85%	73%	70%	70%
					E	E	E		E			
Disagree	130	86	44	1	8	23	37	59	2	19	43	68
	25%	25%	26%	13%	14%	21%	24%	38%	7%	20%	26%	27%
							f	BCDF				

Columns Tested: A,B - A,B,C,D,E,F - A,B,C

Survey of Entrepreneurs

Q5. To what extent do you agree or disagree with the following statements?

I wish I had had more support in the early years of my business

Base: All respondents

Total	Closest city																
	Bel fast	Card iff	Aber deen	Glas gow	Edin burgh	New castle	Leeds	Man chester	Liver pool	Shef field	Birm ingham	Cov entry	Bris tol	London	Ports mouth	Ply mouth	
	a	b	c	d	e	f	g	h	i	j	k	l	m	n	o	p	
	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	
Significance Level: 90%																	
Significance Level: 95%																	
Strongly agree	513 100%	10 100%	10 100%	4 100%	19 100%	19 100%	13 100%	22 100%	38 100%	9 100%	18 100%	32 100%	15 100%	34 100%	233 100%	26 100%	11 100%
Tend to agree	118 23%	3 30%	5 50%	- -	2 11%	4 21%	3 23%	3 14%	8 21%	5 56%	5 28%	9 28%	4 27%	3 9%	56 24%	3 12%	5 45%
Tend to disagree	243 47%	4 40%	4 40%	2 50%	10 53%	7 37%	7 54%	11 50%	17 45%	1 11%	7 39%	18 56%	6 40%	22 65%	108 46%	17 65%	2 18%
Strongly disagree	108 21%	2 20%	- -	2 50%	5 26%	8 42%	3 23%	5 23%	8 21%	3 33%	4 22%	1 3%	5 33%	6 18%	50 21%	3 12%	3 27%
Don't know	22 4%	- -	1 10%	- -	1 5%	- -	- -	2 9%	1 3%	- -	2 11%	1 3%	- -	2 6%	10 4%	1 4%	1 9%
Nets																	
Agree	361 70%	7 70%	9 90%	2 50%	12 63%	11 58%	10 77%	14 64%	25 66%	6 67%	12 67%	27 84%	10 67%	25 74%	164 70%	20 77%	7 64%
Disagree	130 25%	2 20%	1 10%	2 50%	6 32%	8 42%	3 23%	7 32%	9 24%	3 33%	6 33%	2 6%	5 33%	8 24%	60 26%	4 15%	4 36%

Columns Tested: A,B,C,D,E,F,G,H,I,J,K,L,M,N,O,P



Survey of Entrepreneurs

Q5. To what extent do you agree or disagree with the following statements?

I wish I had had more support in the early years of my business

Base: All respondents

	Business size		Sector												
	1-9 employees	10-49 employees	Banking / Finance / Investment	Manufacturing / Engineering / Construction	Environment / Social / Sustainable	ICT / Telecomms	Professional Services / Consulting	Retail / Wholesale / Distribution	Creative / Media / Publishing	Education	Health / Social work	Leisure / Hospitality / Restaurant	Public sector / Government	Other	
Total	a	b	a	b	c	d	e	f	g	h	i	j	k	l	
	A	B	A	B	C	D	E	F	G	H	I	J	K	L	
Significance Level: 90%															
Significance Level: 95%															
	513	480	33	27	33	8	34	149	88	39	11	18	38	7	61
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Strongly agree	118	108	10	-	7	2	4	27	34	10	1	4	11	2	16
	23%	23%	30%	-	21%	25%	12%	18%	39%	26%	9%	22%	29%	29%	26%
					A	A	a	A	AbDEh	A		A	Ad	A	A
Tend to agree	243	225	18	19	16	5	18	61	41	18	7	8	21	4	25
	47%	47%	55%	70%	48%	63%	53%	41%	47%	46%	64%	44%	55%	57%	41%
				bEFgiL											
Tend to disagree	108	104	4	7	9	1	7	46	7	8	3	4	3	1	12
	21%	22%	12%	26%	27%	13%	21%	31%	8%	21%	27%	22%	8%	14%	20%
				Fj	FJ		f	FJ		F	Fj	f			F
Strongly disagree	22	21	1	1	1	-	4	8	-	2	-	1	2	-	3
	4%	4%	3%	4%	3%	-	12%	5%	-	5%	-	6%	5%	-	5%
				f			F	F		F		F	F		F
Don't know	22	22	-	-	-	-	1	7	6	1	-	1	1	-	5
	4%	5%	-	-	-	-	3%	5%	7%	3%	-	6%	3%	-	8%
															b
Nets															
Agree	361	333	28	19	23	7	22	88	75	28	8	12	32	6	41
	70%	69%	85%	70%	70%	88%	65%	59%	85%	72%	73%	67%	84%	86%	67%
			a						abDEgiL			dEI			

Columns Tested: A,B - A,B,C,D,E,F,G,H,I,J,K,L

Survey of Entrepreneurs

Q5. To what extent do you agree or disagree with the following statements?

I wish I had had more support in the early years of my business

Base: All respondents

Total	Business size		Sector												
	1-9 employees	10-49 employees	Banking / Finance / Investment	Manufacturing / Engineering / Construction	Environment / Social / Sustainable	ICT / Telecomms	Professional Services / Consulting	Retail / Wholesale / Distribution	Creative / Media / Publishing	Education	Health / Social work	Leisure / Hospitality / Restaurant	Public sector / Government	Other	
	a	b	a	b	c	d	e	f	g	h	i	j	k	l	
	A	B	A	B	C	D	E	F	G	H	I	J	K	L	
513	480	33	27	33	8	34	149	88	39	11	18	38	7	61	
100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	
Disagree	130	125	5	8	10	1	11	54	7	10	3	5	5	1	15
	25%	26%	15%	30%	30%	13%	32%	36%	8%	26%	27%	28%	13%	14%	25%
			F	Fj		Fj	FJ		F	F	F			F	

Significance Level: 90%

Significance Level: 95%

Disagree

Columns Tested: A,B - A,B,C,D,E,F,G,H,I,J,K,L

Survey of Entrepreneurs

Q5. To what extent do you agree or disagree with the following statements?

Where I live there isn't one place I can go to get advice on starting a business

Base: All respondents

	Gender		Age						Business age			
	Total	Male	Female	18-24	25-34	35-44	45-54	55-64	65+	12 months or less	1-2 years	3-5 years
Significance Level: 90%		a	b	a	b	c	d	e	f	a	b	c
Significance Level: 95%		A	B	A	B	C	D	E	F	A	B	C
Strongly agree	513 100%	342 100%	171 100%	8 100%	58 100%	112 100%	153 100%	155 100%	27 100%	93 100%	164 100%	256 100%
Tend to agree	79 15%	52 15%	27 16%	2 25%	8 14%	21 19%	18 12%	22 14%	8 30%	17 18%	19 12%	43 17%
Tend to disagree	215 42%	149 44%	66 39%	4 50%	23 40%	47 42%	64 42%	64 41%	13 48%	38 41%	78 48%	99 39%
Strongly disagree	117 23%	75 22%	42 25%	- -	14 24%	19 17%	39 25%	42 27%	3 11%	18 19%	40 24%	59 23%
Don't know	20 4%	14 4%	6 4%	- -	3 5%	4 4%	6 4%	6 4%	1 4%	6 6%	4 2%	10 4%
Nets												
Agree	294 57%	201 59%	93 54%	6 75%	31 53%	68 61%	82 54%	86 55%	21 78%	55 59%	97 59%	142 55%
Disagree	137 27%	89 26%	48 28%	- -	17 29%	23 21%	45 29%	48 31%	4 15%	24 26%	44 27%	69 27%

Columns Tested: A,B - A,B,C,D,E,F - A,B,C

Survey of Entrepreneurs

Q5. To what extent do you agree or disagree with the following statements?

Where I live there isn't one place I can go to get advice on starting a business

Base: All respondents

Total	Closest city																
	Bel fast	Card iff	Aber deen	Glas gow	Edin burgh	New castle	Leeds	Man chester	Liver pool	Shef field	Birm ingham	Cov entry	Bris tol	London	Ports mouth	Ply mouth	
	a	b	c	d	e	f	g	h	i	j	k	l	m	n	o	p	
	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	
513 100%	10 100%	10 100%	4 100%	19 100%	19 100%	13 100%	22 100%	38 100%	9 100%	18 100%	32 100%	15 100%	34 100%	233 100%	26 100%	11 100%	
Strongly agree	79 15%	2 20%	1 10%	- -	1 5%	3 16%	3 23%	4 18%	6 16%	2 22%	3 17%	7 22%	3 20%	4 12%	33 14%	4 15%	3 27%
Tend to agree	215 42%	3 30%	4 40%	1 25%	5 26%	8 42%	5 38%	6 27%	19 50%	6 67%	6 33%	10 31%	8 53%	17 50%	102 44%	11 42%	4 36%
Tend to disagree	117 23%	4 40%	3 30%	2 50%	10 53%	6 32%	4 31%	7 32%	4 11%	1 11%	4 22%	5 16%	2 13%	6 18%	51 22%	5 19%	3 27%
Strongly disagree	20 4%	- -	- -	1 25%	1 5%	- -	- -	1 5%	1 3%	- -	3 17%	1 3%	- -	2 6%	9 4%	1 4%	- -
Don't know	82 16%	1 10%	2 20%	- -	2 11%	2 11%	1 8%	4 18%	8 21%	- -	2 11%	9 28%	2 13%	5 15%	38 16%	5 19%	1 9%
Nets																	
Agree	294 57%	5 50%	5 50%	1 25%	6 32%	11 58%	8 62%	10 45%	25 66%	8 89%	9 50%	17 53%	11 73%	21 62%	135 58%	15 58%	7 64%
Disagree	137 27%	4 40%	3 30%	3 75%	11 58%	6 32%	4 31%	8 36%	5 13%	1 11%	7 39%	6 19%	2 13%	8 24%	60 26%	6 23%	3 27%

Columns Tested: A,B,C,D,E,F,G,H,I,J,K,L,M,N,O,P



Survey of Entrepreneurs

Q5. To what extent do you agree or disagree with the following statements?

Where I live there isn't one place I can go to get advice on starting a business

Base: All respondents

Significance Level: 90%

Significance Level: 95%

	Business size		Sector											
	1-9 employees	10-49 employees	Banking / Finance / Investment	Manufacturing / Engineering / Construction	Environment / Social / Sustainable	ICT / Telecomms	Professional Services / Consulting	Retail / Wholesale / Distribution	Creative / Media / Publishing	Education	Health / Social work	Leisure / Hospitality / Restaurant	Public sector / Government	Other
Total	a	b	a	b	c	d	e	f	g	h	i	j	k	l
	A	B	A	B	C	D	E	F	G	H	I	J	K	L
513	480	33	27	33	8	34	149	88	39	11	18	38	7	61
100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Strongly agree	79	78	1	2	3	1	4	26	17	5	1	2	7	10
	15%	16%	3%	7%	9%	13%	12%	17%	19%	13%	9%	11%	18%	14%
		B												
Tend to agree	215	192	23	18	12	4	11	62	41	11	6	9	13	5
	42%	40%	70%	67%	36%	50%	32%	42%	47%	28%	55%	50%	34%	71%
			A	BDEFgJL					g				bdGjl	
Tend to disagree	117	109	8	5	9	2	13	34	17	7	2	4	15	-
	23%	23%	24%	19%	27%	25%	38%	23%	19%	18%	18%	22%	39%	-
							aeFgkL					aEFGKL		9
Strongly disagree	20	20	-	-	2	1	2	7	1	2	-	1	1	2
	4%	4%	-	-	6%	13%	6%	5%	1%	5%	-	6%	3%	3%
					aF								aF	
Don't know	82	81	1	2	7	-	4	20	12	14	2	2	2	17
	16%	17%	3%	7%	21%	-	12%	13%	14%	36%	18%	11%	5%	28%
		B			J				ACDEFiJk					AcdeFJ
Nets														
Agree	294	270	24	20	15	5	15	88	58	16	7	11	20	33
	57%	56%	73%	74%	45%	63%	44%	59%	66%	41%	64%	61%	53%	54%
			a	BDGjl				G	BDG				bdG	

Columns Tested: A,B - A,B,C,D,E,F,G,H,I,J,K,L



Survey of Entrepreneurs

Q5. To what extent do you agree or disagree with the following statements?

Where I live there isn't one place I can go to get advice on starting a business

Base: All respondents

Total	Business size		Sector												
	1-9 employees	10-49 employees	Banking / Finance / Investment	Manufacturing / Engineering / Construction	Environment / Social / Sustainable	ICT / Telecomms	Professional Services / Consulting	Retail / Wholesale / Distribution	Creative / Media / Publishing	Education	Health / Social work	Leisure / Hospitality / Restaurant	Public sector / Government	Other	
	a	b	a	b	c	d	e	f	g	h	i	j	k	l	
	A	B	A	B	C	D	E	F	G	H	I	J	K	L	
513	480	33	27	33	8	34	149	88	39	11	18	38	7	61	
100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	
Disagree	137	129	8	5	11	3	15	41	18	9	2	5	16	1	11
	27%	27%	24%	19%	33%	38%	44%	28%	20%	23%	18%	28%	42%	14%	18%
					I		AeFgL					AeFgL			

Significance Level: 90%

Significance Level: 95%

Disagree

Columns Tested: A,B - A,B,C,D,E,F,G,H,I,J,K,L

Survey of Entrepreneurs

Q5. To what extent do you agree or disagree with the following statements?

Too much of the support and advice is centred around London

Base: All respondents

Significance Level: 90%

Significance Level: 95%

	Gender		Age						Business age			
	Total	Male	Female	18-24	25-34	35-44	45-54	55-64	65+	12 months or less	1-2 years	3-5 years
	a	b		a	b	c	d	e	f	a	b	c
	A	B		A	B	C	D	E	F	A	B	C
Strongly agree	513 100%	342 100%	171 100%	8 100%	58 100%	112 100%	153 100%	155 100%	27 100%	93 100%	164 100%	256 100%
Tend to agree	129 25%	87 25%	42 25%	3 38%	19 33%	22 20%	38 25%	38 25%	9 33%	24 26%	44 27%	61 24%
Tend to disagree	159 31%	107 31%	52 30%	3 38%	15 26%	38 34%	44 29%	50 32%	9 33%	21 23%	52 32%	86 34%
Strongly disagree	88 17%	61 18%	27 16%	1 13%	10 17%	18 16%	27 18%	28 18%	4 15%	19 20%	26 16%	43 17%
Don't know	12 2%	9 3%	3 2%	- -	1 2%	6 5%	3 2%	2 1%	- -	1 1%	2 1%	9 4%
Nets						e						
Agree	288 56%	194 57%	94 55%	6 75%	34 59%	60 54%	82 54%	88 57%	18 67%	45 48%	96 59%	147 57%
Disagree	100 19%	70 20%	30 18%	1 13%	11 19%	24 21%	30 20%	30 19%	4 15%	20 22%	28 17%	52 20%

Columns Tested: A,B - A,B,C,D,E,F - A,B,C

Survey of Entrepreneurs

Q5. To what extent do you agree or disagree with the following statements?

Too much of the support and advice is centred around London

Base: All respondents

	Closest city																
	Total	Bel fast	Card iff	Aber deen	Glas gow	Edin burgh	New castle	Leeds	Man chester	Liver pool	Shef field	Birm ingham	Cov entry	Bris tol	London	Ports mouth	Ply mouth
	a	b	c	d	e	f	g	h	i	j	k	l	m	n	o	p	
	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	
Significance Level: 90%																	
Significance Level: 95%																	
	513	10	10	4	19	19	13	22	38	9	18	32	15	34	233	26	11
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Strongly agree	129	1	3	1	7	7	8	8	14	4	7	14	5	13	26	6	5
	25%	10%	30%	25%	37%	37%	62%	36%	37%	44%	39%	44%	33%	38%	11%	23%	45%
			n	N	N	ANO	N	N	N	N	N	aN	N	aN	n	aN	
Tend to agree	159	3	3	1	6	5	1	5	12	4	4	12	4	5	80	11	3
	31%	30%	30%	25%	32%	26%	8%	23%	32%	44%	22%	38%	27%	15%	34%	42%	27%
								fm	fm		fM			FM	FM		
Tend to disagree	88	2	1	2	3	5	1	5	3	-	4	-	3	6	50	3	-
	17%	20%	10%	50%	16%	26%	8%	23%	8%	-	22%	-	20%	18%	21%	12%	-
		K	k	fHIKoP	K	hKp		Kp			K		K	K	hKp	k	
Strongly disagree	12	-	-	-	-	-	-	-	-	-	-	-	-	-	10	-	2
	2%	-	-	-	-	-	-	-	-	-	-	-	-	4%	-	-	18%
																	deGHjKIM NO
Don't know	125	4	3	-	3	2	3	4	9	1	3	6	3	10	67	6	1
	24%	40%	30%	-	16%	11%	23%	18%	24%	11%	17%	19%	20%	29%	29%	23%	9%
		e												e			
Nets																	
Agree	288	4	6	2	13	12	9	13	26	8	11	26	9	18	106	17	8
	56%	40%	60%	50%	68%	63%	69%	59%	68%	89%	61%	81%	60%	53%	45%	65%	73%
				n	n	n	n	N	AmN		AgMN				n	n	
Disagree	100	2	1	2	3	5	1	5	3	-	4	-	3	6	60	3	2
	19%	20%	10%	50%	16%	26%	8%	23%	8%	-	22%	-	20%	18%	26%	12%	18%
		K	k	fHIKo	K	hK		K			K		K	K	HiK	k	K

Columns Tested: A,B,C,D,E,F,G,H,I,J,K,L,M,N,O,P

Survey of Entrepreneurs

Q5. To what extent do you agree or disagree with the following statements?

Too much of the support and advice is centred around London

Base: All respondents

	Business size		Sector												
	1-9 employees	10-49 employees	Banking / Finance / Investment	Manufacturing / Engineering / Construction	Environment / Social / Sustainable	ICT / Telecomms	Professional Services / Consulting	Retail / Wholesale / Distribution	Creative / Media / Publishing	Education	Health / Social work	Leisure / Hospitality / Restaurant	Public sector / Government	Other	
Total	a	b	a	b	c	d	e	f	g	h	i	j	k	l	
	A	B	A	B	C	D	E	F	G	H	I	J	K	L	
Significance Level: 90%	513	480	33	27	33	8	34	149	88	39	11	18	38	7	61
Significance Level: 95%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Strongly agree	129	118	11	6	6	2	7	34	27	14	5	3	8	3	14
	25%	25%	33%	22%	18%	25%	21%	23%	31%	36%	45%	17%	21%	43%	23%
Tend to agree	159	148	11	11	5	2	13	50	26	10	2	6	17	3	14
	31%	31%	33%	41%	15%	25%	38%	34%	30%	26%	18%	33%	45%	43%	23%
Tend to disagree	88	80	8	7	13	2	4	27	10	1	3	4	5	1	11
	17%	17%	24%	26%	39%	25%	12%	18%	11%	3%	27%	22%	13%	14%	18%
Strongly disagree	12	12	-	-	1	-	-	6	2	-	1	-	-	-	2
	2%	3%	-	-	3%	-	-	4%	2%	-	9%	-	-	-	3%
Don't know	125	122	3	3	8	2	10	32	23	14	-	5	8	-	20
	24%	25%	9%	11%	24%	25%	29%	21%	26%	36%	-	28%	21%	-	33%
Nets		B			h	h	aH	h	h	AeHk	h			AeHk	
Agree	288	266	22	17	11	4	20	84	53	24	7	9	25	6	28
	56%	55%	67%	63%	33%	50%	59%	56%	60%	62%	64%	50%	66%	86%	46%
				B			B	B	Bl	B	b	Bl	Bl		

Columns Tested: A,B - A,B,C,D,E,F,G,H,I,J,K,L

Survey of Entrepreneurs

Q5. To what extent do you agree or disagree with the following statements?

Too much of the support and advice is centred around London

Base: All respondents

Total	Business size		Sector											
	1-9 employees	10-49 employees	Banking / Finance / Investment	Manufacturing / Engineering / Construction	Environment / Social / Sustainable	ICT / Telecomms	Professional Services / Consulting	Retail / Wholesale / Distribution	Creative / Media / Publishing	Education	Health / Social work	Leisure / Hospitality / Restaurant	Public sector / Government	Other
	a	b	a	b	c	d	e	f	g	h	i	j	k	l
	A	B	A	B	C	D	E	F	G	H	I	J	K	L
513	480	33	27	33	8	34	149	88	39	11	18	38	7	61
100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Disagree	100	92	8	7	14	2	4	33	12	1	4	4	5	1
	19%	19%	24%	26%	42%	25%	12%	22%	14%	3%	36%	22%	13%	14%
				G	DEFGJL	G		G	g		dfGj	G	g	G

Significance Level: 90%

Significance Level: 95%

Disagree

Columns Tested: A,B - A,B,C,D,E,F,G,H,I,J,K,L

Survey of Entrepreneurs

Q5. To what extent do you agree or disagree with the following statements?

I didn't know who to go to for advice and support in the early years of my business

Base: All respondents

	Gender		Age						Business age			
	Total	Male	Female	18-24	25-34	35-44	45-54	55-64	65+	12 months or less	1-2 years	3-5 years
Significance Level: 90%		a	b	a	b	c	d	e	f	a	b	c
Significance Level: 95%		A	B	A	B	C	D	E	F	A	B	C
Strongly agree	513 100%	342 100%	171 100%	8 100%	58 100%	112 100%	153 100%	155 100%	27 100%	93 100%	164 100%	256 100%
Tend to agree	236 46%	164 48%	72 42%	4 50%	29 50%	55 49%	68 44%	67 43%	13 48%	44 47%	86 52%	106 41%
Tend to disagree	130 25%	91 27%	39 23%	1 13%	8 14%	23 21%	37 24%	55 35%	6 22%	26 28%	40 24%	64 25%
Strongly disagree	22 4%	16 5%	6 4%	- -	1 2%	2 2%	6 4%	13 8%	- -	3 3%	6 4%	13 5%
Don't know	21 4%	15 4%	6 4%	- -	4 7%	4 4%	8 5%	5 3%	- -	2 2%	11 7%	8 3%
Nets												
Agree	340 66%	220 64%	120 70%	7 88%	45 78%	83 74%	102 67%	82 53%	21 78%	62 67%	107 65%	171 67%
Disagree	152 30%	107 31%	45 26%	1 13%	9 16%	25 22%	43 28%	68 44%	6 22%	29 31%	46 28%	77 30%
							b	aBCDF				

Columns Tested: A,B - A,B,C,D,E,F - A,B,C

Survey of Entrepreneurs

Q5. To what extent do you agree or disagree with the following statements?

I didn't know who to go to for advice and support in the early years of my business

Base: All respondents

Total	Closest city																
	Bel fast	Card iff	Aber deen	Glas gow	Edin burgh	New castle	Leeds	Man chester	Liver pool	Shef field	Birm ingham	Cov entry	Bris tol	London	Ports mouth	Ply mouth	
	a	b	c	d	e	f	g	h	i	j	k	l	m	n	o	p	
	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	
513 100%	10 100%	10 100%	4 100%	19 100%	19 100%	13 100%	22 100%	38 100%	9 100%	18 100%	32 100%	15 100%	34 100%	233 100%	26 100%	11 100%	
Strongly agree	104 20%	2 20%	3 30%	- -	- -	4 21%	3 23%	5 23%	7 18%	3 33%	2 11%	7 22%	3 20%	8 24%	51 22%	2 8%	4 36%
		d	Do		D	D	D	d	Do		D	D	D	Do		DO	
Tend to agree	236 46%	4 40%	5 50%	3 75%	11 58%	9 47%	7 54%	7 32%	14 37%	3 33%	9 50%	16 50%	4 27%	15 44%	113 48%	15 58%	1 9%
			p	IP	IP	P	P	p		P	P	P	P	P	gP		
Tend to disagree	130 25%	3 30%	2 20%	- -	5 26%	5 26%	2 15%	7 32%	14 37%	2 22%	5 28%	7 22%	7 47%	7 21%	53 23%	7 27%	4 36%
								n				fkmN					
Strongly disagree	22 4%	- -	- -	1 25%	1 5%	1 5%	- -	- -	2 5%	1 11%	1 6%	1 3%	- -	2 6%	9 4%	1 4%	2 18%
			fGkIN													GkIN	
Don't know	21 4%	1 10%	- -	- -	2 11%	- -	1 8%	3 14%	1 3%	- -	1 6%	1 3%	1 7%	2 6%	7 3%	1 4%	- -
				n			N										
Nets																	
Agree	340 66%	6 60%	8 80%	3 75%	11 58%	13 68%	10 77%	12 55%	21 55%	6 67%	11 61%	23 72%	7 47%	23 68%	164 70%	17 65%	5 45%
														hlp			
Disagree	152 30%	3 30%	2 20%	1 25%	6 32%	6 32%	2 15%	7 32%	16 42%	3 33%	6 33%	8 25%	7 47%	9 26%	62 27%	8 31%	6 55%
								fn				fn				fkmN	

Columns Tested: A,B,C,D,E,F,G,H,I,J,K,L,M,N,O,P

Survey of Entrepreneurs

Q5. To what extent do you agree or disagree with the following statements?

I didn't know who to go to for advice and support in the early years of my business

Base: All respondents

	Business size		Sector												
	1-9 employees	10-49 employees	Banking / Finance / Investment	Manufacturing / Engineering / Construction	Environment / Social / Sustainable	ICT / Telecomms	Professional Services / Consulting	Retail / Wholesale / Distribution	Creative / Media / Publishing	Education	Health / Social work	Leisure / Hospitality / Restaurant	Public sector / Government	Other	
Total	a	b	a	b	c	d	e	f	g	h	i	j	k	l	
	A	B	A	B	C	D	E	F	G	H	I	J	K	L	
Significance Level: 90%															
Significance Level: 95%															
	513	480	33	27	33	8	34	149	88	39	11	18	38	7	61
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Strongly agree	104	100	4	5	4	-	4	18	28	11	2	3	13	2	14
	20%	21%	12%	19%	12%	-	12%	12%	32%	28%	18%	17%	34%	29%	23%
									BcDE	bcdE		BcDE		E	
Tend to agree	236	213	23	15	19	5	19	63	43	16	6	8	14	3	25
	46%	44%	70%	56%	58%	63%	56%	42%	49%	41%	55%	44%	37%	43%	41%
			A		j										
Tend to disagree	130	124	6	5	6	3	9	54	13	8	3	5	9	2	13
	25%	26%	18%	19%	18%	38%	26%	36%	15%	21%	27%	28%	24%	29%	21%
								aBFgL							
Strongly disagree	22	22	-	1	1	-	2	11	1	1	-	1	-	-	4
	4%	5%	-	4%	3%	-	6%	7%	1%	3%	-	6%	-	-	7%
								Fj						f	
Don't know	21	21	-	1	3	-	-	3	3	3	-	1	2	-	5
	4%	4%	-	4%	9%	-	-	2%	3%	8%	-	6%	5%	-	8%
					dE					e				dE	
Nets															
Agree	340	313	27	20	23	5	23	81	71	27	8	11	27	5	39
	66%	65%	82%	74%	70%	63%	68%	54%	81%	69%	73%	61%	71%	71%	64%
			a		e				EiL	e		e			

Columns Tested: A,B - A,B,C,D,E,F,G,H,I,J,K,L

Survey of Entrepreneurs

Q5. To what extent do you agree or disagree with the following statements?

I didn't know who to go to for advice and support in the early years of my business

Base: All respondents

Total	Business size		Sector											
	1-9 employees	10-49 employees	Banking / Finance / Investment	Manufacturing / Engineering / Construction	Environment / Social / Sustainable	ICT / Telecomms	Professional Services / Consulting	Retail / Wholesale / Distribution	Creative / Media / Publishing	Education	Health / Social work	Leisure / Hospitality / Restaurant	Public sector / Government	Other
	a	b	a	b	c	d	e	f	g	h	i	j	k	l
	A	B	A	B	C	D	E	F	G	H	I	J	K	L
513	480	33	27	33	8	34	149	88	39	11	18	38	7	61
100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Disagree	152	146	6	7	3	11	65	14	9	3	6	9	2	17
	30%	30%	18%	22%	21%	38%	32%	44%	16%	23%	27%	33%	24%	29%
							F	ABFGJL			f			f

Significance Level: 90%

Significance Level: 95%

Disagree

Columns Tested: A,B - A,B,C,D,E,F,G,H,I,J,K,L

Survey of Entrepreneurs

Q5. To what extent do you agree or disagree with the following statements?

In order to help more start-up businesses thrive, it is crucial that more support, training and guidance is available

Base: All respondents

	Gender		Age						Business age			
	Total	Male	Female	18-24	25-34	35-44	45-54	55-64	65+	12 months or less	1-2 years	3-5 years
Significance Level: 90%		a	b	a	b	c	d	e	f	a	b	c
Significance Level: 95%		A	B	A	B	C	D	E	F	A	B	C
Strongly agree	513 100%	342 100%	171 100%	8 100%	58 100%	112 100%	153 100%	155 100%	27 100%	93 100%	164 100%	256 100%
Tend to agree	188 37%	114 33%	74 43%	3 38%	22 38%	46 41%	52 34%	53 34%	12 44%	39 42%	55 34%	94 37%
Tend to disagree	262 51%	185 54%	77 45%	3 38%	30 52%	56 50%	78 51%	82 53%	13 48%	47 51%	82 50%	133 52%
Strongly disagree	33 6%	22 6%	11 6%	1 13%	3 5%	5 4%	12 8%	11 7%	1 4%	5 5%	12 7%	16 6%
Don't know	5 1%	3 1%	2 1%	- -	- -	1 1%	1 1%	3 2%	- -	1 1%	3 2%	1 *
Nets												
Agree	450 88%	299 87%	151 88%	6 75%	52 90%	102 91%	130 85%	135 87%	25 93%	86 92%	137 84%	227 89%
Disagree	38 7%	25 7%	13 8%	1 13%	3 5%	6 5%	13 8%	14 9%	1 4%	6 6%	15 9%	17 7%

Columns Tested: A,B - A,B,C,D,E,F - A,B,C

Survey of Entrepreneurs

Q5. To what extent do you agree or disagree with the following statements?

In order to help more start-up businesses thrive, it is crucial that more support, training and guidance is available

Base: All respondents

	Closest city																
	Total	Bel fast	Card iff	Aber deen	Glas gow	Edin burgh	New castle	Leeds	Man chester	Liver pool	Shef field	Birm ingham	Cov entry	Bris tol	London	Ports mouth	Ply mouth
		a	b	c	d	e	f	g	h	i	j	k	l	m	n	o	p
Significance Level: 90%		A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P
Significance Level: 95%																	
	513	10	10	4	19	19	13	22	38	9	18	32	15	34	233	26	11
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Strongly agree	188	3	6	2	5	8	8	8	13	8	4	13	6	13	77	9	5
	37%	30%	60%	50%	26%	42%	62%	36%	34%	89%	22%	41%	40%	38%	33%	35%	45%
			djn				dhjN					ADEGHJ					
												K					
												LMNOp					
Tend to agree	262	6	4	2	10	9	5	10	19	1	12	15	6	17	128	13	5
	51%	60%	40%	50%	53%	47%	38%	45%	50%	11%	67%	47%	40%	50%	55%	50%	45%
		l			l	i		i	l		l	i		l	l	l	
Tend to disagree	33	-	-	-	1	2	-	1	5	-	1	1	3	4	12	2	1
	6%	-	-	-	5%	11%	-	5%	13%	-	6%	3%	20%	12%	5%	8%	9%
									n				fkN				
Strongly disagree	5	-	-	-	2	-	-	1	-	-	1	-	-	-	1	-	-
	1%	-	-	-	11%	-	-	5%	-	-	6%	-	-	-	*	-	-
					HkmNo			N			N						
Don't know	25	1	-	-	1	-	-	2	1	-	-	3	-	-	15	2	-
	5%	10%	-	-	5%	-	-	9%	3%	-	-	9%	-	-	6%	8%	-
		m						m				m					
Nets																	
Agree	450	9	10	4	15	17	13	18	32	9	16	28	12	30	205	22	10
	88%	90%	100%	100%	79%	89%	100%	82%	84%	100%	89%	88%	80%	88%	88%	85%	91%
							dl										
Disagree	38	-	-	-	3	2	-	2	5	-	2	1	3	4	13	2	1
	7%	-	-	-	16%	11%	-	9%	13%	-	11%	3%	20%	12%	6%	8%	9%
					n				n				fkN				

Columns Tested: A,B,C,D,E,F,G,H,I,J,K,L,M,N,O,P

Survey of Entrepreneurs

Q5. To what extent do you agree or disagree with the following statements?

In order to help more start-up businesses thrive, it is crucial that more support, training and guidance is available

Base: All respondents

	Business size		Sector												
	1-9 employees	10-49 employees	Banking / Finance / Investment	Manufacturing / Engineering / Construction	Environment / Social / Sustainable	ICT / Telecomms	Professional Services / Consulting	Retail / Wholesale / Distribution	Creative / Media / Publishing	Education	Health / Social work	Leisure / Hospitality / Restaurant	Public sector / Government	Other	
Total	a	b	a	b	c	d	e	f	g	h	i	j	k	l	
	A	B	A	B	C	D	E	F	G	H	I	J	K	L	
Significance Level: 90%	513	480	33	27	33	8	34	149	88	39	11	18	38	7	61
Significance Level: 95%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Strongly agree	188	182	6	6	12	2	13	50	39	16	7	5	13	2	23
	37%	38%	18%	22%	36%	25%	38%	34%	44%	41%	64%	28%	34%	29%	38%
		B							Ae		AEij				
Tend to agree	262	241	21	18	16	6	17	80	39	18	4	10	20	5	29
	51%	50%	64%	67%	48%	75%	50%	54%	44%	46%	36%	56%	53%	71%	48%
				Fh		f									
Tend to disagree	33	28	5	2	3	-	3	10	5	2	-	1	4	-	3
	6%	6%	15%	7%	9%	-	9%	7%	6%	5%	-	6%	11%	-	5%
			A												
Strongly disagree	5	4	1	-	1	-	1	2	-	-	-	-	1	-	-
	1%	1%	3%	-	3%	-	3%	1%	-	-	-	-	3%	-	-
Don't know	25	25	-	1	1	-	-	7	5	3	-	2	-	-	6
	5%	5%	-	4%	3%	-	-	5%	6%	8%	-	11%	-	-	10%
										j		dJ			dJ
Nets															
Agree	450	423	27	24	28	8	30	130	78	34	11	15	33	7	52
	88%	88%	82%	89%	85%	100%	88%	87%	89%	87%	100%	83%	87%	100%	85%
Disagree	38	32	6	2	4	-	4	12	5	2	-	1	5	-	3
	7%	7%	18%	7%	12%	-	12%	8%	6%	5%	-	6%	13%	-	5%
			A												

Columns Tested: A,B - A,B,C,D,E,F,G,H,I,J,K,L

Survey of Entrepreneurs

Q5. To what extent do you agree or disagree with the following statements?

The government should do more to encourage people around the UK to start their own businesses

Base: All respondents

	Gender		Age						Business age			
	Total	Male	Female	18-24	25-34	35-44	45-54	55-64	65+	12 months or less	1-2 years	3-5 years
Significance Level: 90%		a	b	a	b	c	d	e	f	a	b	c
Significance Level: 95%		A	B	A	B	C	D	E	F	A	B	C
	513	342	171	8	58	112	153	155	27	93	164	256
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Strongly agree	224	146	78	3	25	54	65	66	11	44	72	108
	44%	43%	46%	38%	43%	48%	42%	43%	41%	47%	44%	42%
Tend to agree	204	139	65	4	22	41	64	62	11	35	63	106
	40%	41%	38%	50%	38%	37%	42%	40%	41%	38%	38%	41%
Tend to disagree	57	40	17	1	9	8	14	21	4	9	15	33
	11%	12%	10%	13%	16%	7%	9%	14%	15%	10%	9%	13%
Strongly disagree	1	1	-	-	-	-	1	-	-	-	-	1
	*	*	-	-	-	-	1%	-	-	-	-	*
Don't know	27	16	11	-	2	9	9	6	1	5	14	8
	5%	5%	6%	-	3%	8%	6%	4%	4%	5%	9%	3%
					c			c			C	
Nets												
Agree	428	285	143	7	47	95	129	128	22	79	135	214
	83%	83%	84%	88%	81%	85%	84%	83%	81%	85%	82%	84%
Disagree	58	41	17	1	9	8	15	21	4	9	15	34
	11%	12%	10%	13%	16%	7%	10%	14%	15%	10%	9%	13%
					c			c				

Columns Tested: A,B - A,B,C,D,E,F - A,B,C

Survey of Entrepreneurs

Q5. To what extent do you agree or disagree with the following statements?

The government should do more to encourage people around the UK to start their own businesses

Base: All respondents

	Closest city																
	Total	Bel fast	Card iff	Aber deen	Glas gow	Edin burgh	New castle	Leeds	Man chester	Liver pool	Shef field	Birm ingham	Cov entry	Bris tol	London	Ports mouth	Ply mouth
	a	b	c	d	e	f	g	h	i	j	k	l	m	n	o	p	
	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	
Significance Level: 90%																	
Significance Level: 95%																	
	513	10	10	4	19	19	13	22	38	9	18	32	15	34	233	26	11
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Strongly agree	224	5	5	3	6	9	7	7	17	4	8	15	8	14	97	11	8
	44%	50%	50%	75%	32%	47%	54%	32%	45%	44%	44%	47%	53%	41%	42%	42%	73%
																	DGmNo
Tend to agree	204	3	4	1	7	7	5	13	13	3	6	11	4	15	98	11	3
	40%	30%	40%	25%	37%	37%	38%	59%	34%	33%	33%	34%	27%	44%	42%	42%	27%
								hklp									
Tend to disagree	57	1	1	-	4	3	-	1	5	1	2	5	3	4	26	1	-
	11%	10%	10%	-	21%	16%	-	5%	13%	11%	11%	16%	20%	12%	11%	4%	-
					fo								f				
Strongly disagree	1	-	-	-	-	-	-	-	-	-	-	-	-	1	-	-	-
	*	-	-	-	-	-	-	-	-	-	-	-	-	3%	-	-	-
													N				
Don't know	27	1	-	-	2	-	1	1	3	1	2	1	-	-	12	3	-
	5%	10%	-	-	11%	-	8%	5%	8%	11%	11%	3%	-	-	5%	12%	-
		m			m				m	m	m				M		
Nets																	
Agree	428	8	9	4	13	16	12	20	30	7	14	26	12	29	195	22	11
	83%	80%	90%	100%	68%	84%	92%	91%	79%	78%	78%	81%	80%	85%	84%	85%	100%
								d							d		D
Disagree	58	1	1	-	4	3	-	1	5	1	2	5	3	5	26	1	-
	11%	10%	10%	-	21%	16%	-	5%	13%	11%	11%	16%	20%	15%	11%	4%	-
					fo								f				

Columns Tested: A,B,C,D,E,F,G,H,I,J,K,L,M,N,O,P

Survey of Entrepreneurs

Q5. To what extent do you agree or disagree with the following statements?

The government should do more to encourage people around the UK to start their own businesses

Base: All respondents

	Business size		Sector												
	1-9 employees	10-49 employees	Banking / Finance / Investment	Manufacturing / Engineering / Construction	Environment / Social / Sustainable	ICT / Telecomms	Professional Services / Consulting	Retail / Wholesale / Distribution	Creative / Media / Publishing	Education	Health / Social work	Leisure / Hospitality / Restaurant	Public sector / Government	Other	
Total	a	b	a	b	c	d	e	f	g	h	i	j	k	l	
	A	B	A	B	C	D	E	F	G	H	I	J	K	L	
Significance Level: 90%	513	480	33	27	33	8	34	149	88	39	11	18	38	7	61
Significance Level: 95%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Strongly agree	224	214	10	11	17	2	14	54	46	16	4	6	21	4	29
	44%	45%	30%	41%	52%	25%	41%	36%	52%	41%	36%	33%	55%	57%	48%
									E			E			
Tend to agree	204	184	20	12	12	4	13	67	29	16	5	9	11	2	24
	40%	38%	61%	44%	36%	50%	38%	45%	33%	41%	45%	50%	29%	29%	39%
			A					fj							
Tend to disagree	57	54	3	3	2	1	5	22	6	4	2	1	5	1	5
	11%	11%	9%	11%	6%	13%	15%	15%	7%	10%	18%	6%	13%	14%	8%
								f							
Strongly disagree	1	1	-	-	1	-	-	-	-	-	-	-	-	-	-
	*	*	-	-	3%	-	-	-	-	-	-	-	-	-	-
					E										
Don't know	27	27	-	1	1	1	2	6	7	3	-	2	1	-	3
	5%	6%	-	4%	3%	13%	6%	4%	8%	8%	-	11%	3%	-	5%
Nets															
Agree	428	398	30	23	29	6	27	121	75	32	9	15	32	6	53
	83%	83%	91%	85%	88%	75%	79%	81%	85%	82%	82%	83%	84%	86%	87%
Disagree	58	55	3	3	3	1	5	22	6	4	2	1	5	1	5
	11%	11%	9%	11%	9%	13%	15%	15%	7%	10%	18%	6%	13%	14%	8%
								f							

Columns Tested: A,B - A,B,C,D,E,F,G,H,I,J,K,L

Survey of Entrepreneurs

Q5. To what extent do you agree or disagree with the following statements?

Providing support to entrepreneurs in the early start-up stage will make their businesses more successful and sustainable

Base: All respondents

	Gender		Age						Business age			
	Total	Male	Female	18-24	25-34	35-44	45-54	55-64	65+	12 months or less	1-2 years	3-5 years
Significance Level: 90%		a	b	a	b	c	d	e	f	a	b	c
Significance Level: 95%		A	B	A	B	C	D	E	F	A	B	C
Strongly agree	513 100%	342 100%	171 100%	8 100%	58 100%	112 100%	153 100%	155 100%	27 100%	93 100%	164 100%	256 100%
Tend to agree	229 45%	147 43%	82 48%	4 50%	31 53%	54 48%	61 40%	64 41%	15 56%	43 46%	75 46%	111 43%
Tend to disagree	242 47%	165 48%	77 45%	2 25%	21 36%	52 46%	78 51%	77 50%	12 44%	43 46%	72 44%	127 50%
Strongly disagree	26 5%	20 6%	6 4%	2 25%	5 9%	3 3%	8 5%	8 5%	- -	5 5%	9 5%	12 5%
Don't know	14 3%	9 3%	5 3%	- -	1 2%	3 3%	6 4%	4 3%	- -	2 2%	7 4%	5 2%
Nets												
Agree	471 92%	312 91%	159 93%	6 75%	52 90%	106 95%	139 91%	141 91%	27 100%	86 92%	147 90%	238 93%
Disagree	28 5%	21 6%	7 4%	2 25%	5 9%	3 3%	8 5%	10 6%	- -	5 5%	10 6%	13 5%

Columns Tested: A,B - A,B,C,D,E,F - A,B,C

Survey of Entrepreneurs

Q5. To what extent do you agree or disagree with the following statements?

Providing support to entrepreneurs in the early start-up stage will make their businesses more successful and sustainable

Base: All respondents

Total	Closest city																
	Bel fast	Card iff	Aber deen	Glas gow	Edin burgh	New castle	Leeds	Man chester	Liver pool	Shef field	Birm ingham	Cov entry	Bris tol	London	Ports mouth	Ply mouth	
	a	b	c	d	e	f	g	h	i	j	k	l	m	n	o	p	
	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	
Significance Level: 90%																	
Significance Level: 95%																	
Strongly agree	513 100%	10 100%	10 100%	4 100%	19 100%	19 100%	13 100%	22 100%	38 100%	9 100%	18 100%	32 100%	15 100%	34 100%	233 100%	26 100%	11 100%
Tend to agree	229 45%	6 60%	4 40%	1 25%	5 26%	5 26%	10 77%	9 41%	19 50%	6 67%	6 33%	16 50%	7 47%	16 47%	101 43%	12 46%	6 55%
Tend to disagree	242 47%	4 40%	4 40%	3 75%	11 58%	12 63%	3 23%	9 41%	16 42%	3 33%	9 50%	13 41%	7 47%	16 47%	113 48%	14 54%	5 45%
Strongly disagree	26 5%	- -	2 20%	- -	1 5%	2 11%	- -	2 9%	1 3%	- -	2 11%	3 9%	1 7%	1 3%	11 5%	- -	- -
Don't know	2 *	- -	- -	1 5%	- -	- -	- -	1 3%	- -	- -	- -	- -	- -	- -	- -	- -	- -
	14 3%	- -	- -	1 5%	- -	- -	2 9%	1 3%	- -	1 6%	- -	- -	1 3%	8 3%	- -	- -	
Nets																	
Agree	471 92%	10 100%	8 80%	4 100%	16 84%	17 89%	13 100%	18 82%	35 92%	9 100%	15 83%	29 91%	14 93%	32 94%	214 92%	26 100%	11 100%
Disagree	28 5%	- -	2 20%	- -	2 11%	2 11%	- -	2 9%	2 5%	- -	2 11%	3 9%	1 7%	1 3%	11 5%	- -	- -

Columns Tested: A,B,C,D,E,F,G,H,I,J,K,L,M,N,O,P

Survey of Entrepreneurs

Q5. To what extent do you agree or disagree with the following statements?

Providing support to entrepreneurs in the early start-up stage will make their businesses more successful and sustainable

Base: All respondents

	Business size		Sector												
	1-9 employees	10-49 employees	Banking / Finance / Investment	Manufacturing / Engineering / Construction	Environment / Social / Sustainable	ICT / Telecomms	Professional Services / Consulting	Retail / Wholesale / Distribution	Creative / Media / Publishing	Education	Health / Social work	Leisure / Hospitality / Restaurant	Public sector / Government	Other	
Total	a	b	a	b	c	d	e	f	g	h	i	j	k	l	
	A	B	A	B	C	D	E	F	G	H	I	J	K	L	
Significance Level: 90%															
Significance Level: 95%															
	513	480	33	27	33	8	34	149	88	39	11	18	38	7	61
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Strongly agree	229	216	13	9	12	3	14	67	46	23	5	7	15	6	22
	45%	45%	39%	33%	36%	38%	41%	45%	52%	59%	45%	39%	39%	86%	36%
									al	AbjL			ABcDEfIJL		
Tend to agree	242	224	18	14	16	4	15	75	37	13	6	9	20	1	32
	47%	47%	55%	52%	48%	50%	44%	50%	42%	33%	55%	50%	53%	14%	52%
				k				gk				gk		gk	gk
Tend to disagree	26	24	2	3	4	1	4	5	3	1	-	1	2	-	2
	5%	5%	6%	11%	12%	13%	12%	3%	3%	3%	-	6%	5%	-	3%
				e	Ef		Ef								
Strongly disagree	2	2	-	-	-	-	-	-	-	-	-	-	1	-	1
	*	*	-	-	-	-	-	-	-	-	-	-	3%	-	2%
													E		
Don't know	14	14	-	1	1	-	1	2	2	2	-	1	-	-	4
	3%	3%	-	4%	3%	-	3%	1%	2%	5%	-	6%	-	-	7%
															E
Nets															
Agree	471	440	31	23	28	7	29	142	83	36	11	16	35	7	54
	92%	92%	94%	85%	85%	88%	85%	95%	94%	92%	100%	89%	92%	100%	89%
								ABDI	b						

Columns Tested: A,B - A,B,C,D,E,F,G,H,I,J,K,L

Survey of Entrepreneurs

Q5. To what extent do you agree or disagree with the following statements?

Providing support to entrepreneurs in the early start-up stage will make their businesses more successful and sustainable

Base: All respondents

	Business size		Sector												
	1-9 employees	10-49 employees	Banking / Finance / Investment	Manufacturing / Engineering / Construction	Environment / Social / Sustainable	ICT / Telecomms	Professional Services / Consulting	Retail / Wholesale / Distribution	Creative / Media / Publishing	Education	Health / Social work	Leisure / Hospitality / Restaurant	Public sector / Government	Other	
Total	a	b	a	b	c	d	e	f	g	h	i	j	k	l	
	A	B	A	B	C	D	E	F	G	H	I	J	K	L	
513	480	33	27	33	8	34	149	88	39	11	18	38	7	61	
100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	
Disagree	28	26	2	3	4	1	4	5	3	1	-	1	3	-	3
	5%	5%	6%	11%	12%	13%	12%	3%	3%	3%	-	6%	8%	-	5%
			e	Ef		Ef									

Significance Level: 90%

Significance Level: 95%

Disagree

Columns Tested: A,B - A,B,C,D,E,F,G,H,I,J,K,L

Survey of Entrepreneurs

Q5. To what extent do you agree or disagree with the following statements?

Providing support to entrepreneurs will help to boost the UK economy

Base: All respondents

	Gender		Age						Business age			
	Total	Male	Female	18-24	25-34	35-44	45-54	55-64	65+	12 months or less	1-2 years	3-5 years
Significance Level: 90%		a	b	a	b	c	d	e	f	a	b	c
Significance Level: 95%		A	B	A	B	C	D	E	F	A	B	C
Strongly agree	513 100%	342 100%	171 100%	8 100%	58 100%	112 100%	153 100%	155 100%	27 100%	93 100%	164 100%	256 100%
Tend to agree	275 54%	176 51%	99 58%	3 38%	35 60%	66 59%	74 48%	79 51%	18 67%	53 57%	90 55%	132 52%
Tend to disagree	21 4%	16 5%	5 3%	1 13%	3 5%	3 3%	10 7%	4 3%	- -	3 3%	4 2%	14 5%
Strongly disagree	2 *	2 1%	- -	- -	- -	- -	1 1%	1 1%	- -	- -	- -	2 1%
Don't know	20 4%	15 4%	5 3%	- -	3 5%	5 4%	7 5%	5 3%	- -	2 2%	11 7%	7 3%
Nets												
Agree	470 92%	309 90%	161 94%	7 88%	52 90%	104 93%	135 88%	145 94%	27 100% abd	88 95%	149 91%	233 91%
Disagree	23 4%	18 5%	5 3%	1 13%	3 5%	3 3%	11 7%	5 3%	- -	3 3%	4 2%	16 6%

Columns Tested: A,B - A,B,C,D,E,F - A,B,C

Survey of Entrepreneurs

Q5. To what extent do you agree or disagree with the following statements?

Providing support to entrepreneurs will help to boost the UK economy

Base: All respondents

	Business size		Sector												
	1-9 employees	10-49 employees	Banking / Finance / Investment	Manufacturing / Engineering / Construction	Environment / Social / Sustainable	ICT / Telecomms	Professional Services / Consulting	Retail / Wholesale / Distribution	Creative / Media / Publishing	Education	Health / Social work	Leisure / Hospitality / Restaurant	Public sector / Government	Other	
Total	a	b	a	b	c	d	e	f	g	h	i	j	k	l	
	A	B	A	B	C	D	E	F	G	H	I	J	K	L	
Significance Level: 90%															
Significance Level: 95%															
	513	480	33	27	33	8	34	149	88	39	11	18	38	7	61
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Strongly agree	275	262	13	13	17	3	18	82	47	26	5	7	21	6	30
	54%	55%	39%	48%	52%	38%	53%	55%	53%	67%	45%	39%	55%	86%	49%
		b							il					acll	
Tend to agree	195	178	17	9	10	5	14	59	34	11	6	9	14	-	24
	38%	37%	52%	33%	30%	63%	41%	40%	39%	28%	55%	50%	37%	-	39%
			a	k		bgK	K	K	K		K	K	k		K
Tend to disagree	21	19	2	3	6	-	-	5	3	-	-	-	1	1	2
	4%	4%	6%	11%	18%	-	-	3%	3%	-	-	-	3%	14%	3%
				deG	DEFGIJL									DG	
Strongly disagree	2	2	-	-	-	-	-	-	-	-	-	-	1	-	1
	*	*	-	-	-	-	-	-	-	-	-	-	3%	-	2%
													E		
Don't know	20	19	1	2	-	-	2	3	4	2	-	2	1	-	4
	4%	4%	3%	7%	-	-	6%	2%	5%	5%	-	11%	3%	-	7%
												bE			e
Nets															
Agree	470	440	30	22	27	8	32	141	81	37	11	16	35	6	54
	92%	92%	91%	81%	82%	100%	94%	95%	92%	95%	100%	89%	92%	86%	89%
								AB		ab					

Columns Tested: A,B - A,B,C,D,E,F,G,H,I,J,K,L

Survey of Entrepreneurs

Q5. To what extent do you agree or disagree with the following statements?

Providing support to entrepreneurs will help to boost the UK economy

Base: All respondents

Total	Business size		Sector											
	1-9 employees	10-49 employees	Banking / Finance / Investment	Manufacturing / Engineering / Construction	Environment / Social / Sustainable	ICT / Telecomms	Professional Services / Consulting	Retail / Wholesale / Distribution	Creative / Media / Publishing	Education	Health / Social work	Leisure / Hospitality / Restaurant	Public sector / Government	Other
	a	b	a	b	c	d	e	f	g	h	i	j	k	l
	A	B	A	B	C	D	E	F	G	H	I	J	K	L
513	480	33	27	33	8	34	149	88	39	11	18	38	7	61
100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Disagree	23	21	2	3	6	-	-	5	3	-	-	-	2	1
	4%	4%	6%	11%	18%	-	-	3%	3%	-	-	-	5%	14%
			deG	DEFGjL									DG	

Significance Level: 90%

Significance Level: 95%

Disagree

Columns Tested: A,B - A,B,C,D,E,F,G,H,I,J,K,L

Survey of Entrepreneurs

Q5. To what extent do you agree or disagree with the following statements?

The business support currently on offer can be confusing and difficult to navigate

Base: All respondents

	Gender		Age						Business age			
	Total	Male	Female	18-24	25-34	35-44	45-54	55-64	65+	12 months or less	1-2 years	3-5 years
Significance Level: 90%		a	b	a	b	c	d	e	f	a	b	c
Significance Level: 95%		A	B	A	B	C	D	E	F	A	B	C
	513	342	171	8	58	112	153	155	27	93	164	256
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Strongly agree	94	62	32	3	11	19	28	28	5	19	25	50
	18%	18%	19%	38%	19%	17%	18%	18%	19%	20%	15%	20%
Tend to agree	282	190	92	3	32	70	79	79	19	44	95	143
	55%	56%	54%	38%	55%	63%	52%	51%	70%	47%	58%	56%
						de			de			
Tend to disagree	71	49	22	2	7	11	23	26	2	16	19	36
	14%	14%	13%	25%	12%	10%	15%	17%	7%	17%	12%	14%
Strongly disagree	6	1	5	-	1	1	2	2	-	1	2	3
	1%	*	3%	-	2%	1%	1%	1%	-	1%	1%	1%
			A									
Don't know	60	40	20	-	7	11	21	20	1	13	23	24
	12%	12%	12%	-	12%	10%	14%	13%	4%	14%	14%	9%
Nets												
Agree	376	252	124	6	43	89	107	107	24	63	120	193
	73%	74%	73%	75%	74%	79%	70%	69%	89%	68%	73%	75%
						de			DE			
Disagree	77	50	27	2	8	12	25	28	2	17	21	39
	15%	15%	16%	25%	14%	11%	16%	18%	7%	18%	13%	15%
								c				

Columns Tested: A,B - A,B,C,D,E,F - A,B,C

Survey of Entrepreneurs

Q5. To what extent do you agree or disagree with the following statements?

The business support currently on offer can be confusing and difficult to navigate

Base: All respondents

	Closest city																
	Total	Bel fast	Card iff	Aber deen	Glas gow	Edin burgh	New castle	Leeds	Man chester	Liver pool	Shef field	Birm ingham	Cov entry	Bris tol	London	Ports mouth	Ply mouth
	a	b	c	d	e	f	g	h	i	j	k	l	m	n	o	p	
	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	
Significance Level: 90%																	
Significance Level: 95%																	
	513	10	10	4	19	19	13	22	38	9	18	32	15	34	233	26	11
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Strongly agree	94	1	2	1	1	4	5	4	9	2	4	13	4	5	33	4	2
	18%	10%	20%	25%	5%	21%	38%	18%	24%	22%	22%	41%	27%	15%	14%	15%	18%
							DmN		d			aDgMNO	d				
Tend to agree	282	8	5	2	12	11	6	8	17	6	8	12	7	20	138	16	6
	55%	80%	50%	50%	63%	58%	46%	36%	45%	67%	44%	38%	47%	59%	59%	62%	55%
		GhJk			gk								k	GhK	gk		
Tend to disagree	71	1	2	1	1	4	1	5	7	1	3	5	3	4	27	3	3
	14%	10%	20%	25%	5%	21%	8%	23%	18%	11%	17%	16%	20%	12%	12%	12%	27%
																	d
Strongly disagree	6	-	-	-	-	-	-	-	-	-	-	-	-	-	6	-	-
	1%	-	-	-	-	-	-	-	-	-	-	-	-	-	3%	-	-
Don't know	60	-	1	-	5	-	1	5	5	-	3	2	1	5	29	3	-
	12%	-	10%	-	26%	-	8%	23%	13%	-	17%	6%	7%	15%	12%	12%	-
					aEKnp			Ekp		e			e				
Nets																	
Agree	376	9	7	3	13	15	11	12	26	8	12	25	11	25	171	20	8
	73%	90%	70%	75%	68%	79%	85%	55%	68%	89%	67%	78%	73%	74%	73%	77%	73%
		g					g			g		g		g			
Disagree	77	1	2	1	1	4	1	5	7	1	3	5	3	4	33	3	3
	15%	10%	20%	25%	5%	21%	8%	23%	18%	11%	17%	16%	20%	12%	14%	12%	27%
																	d

Columns Tested: A,B,C,D,E,F,G,H,I,J,K,L,M,N,O,P

Survey of Entrepreneurs

Q5. To what extent do you agree or disagree with the following statements?

The business support currently on offer can be confusing and difficult to navigate

Base: All respondents

	Business size		Sector												
	1-9 employees	10-49 employees	Banking / Finance / Investment	Manufacturing / Engineering / Construction	Environment / Social / Sustainable	ICT / Telecomms	Professional Services / Consulting	Retail / Wholesale / Distribution	Creative / Media / Publishing	Education	Health / Social work	Leisure / Hospitality / Restaurant	Public sector / Government	Other	
Total	a	b	a	b	c	d	e	f	g	h	i	j	k	l	
	A	B	A	B	C	D	E	F	G	H	I	J	K	L	
Significance Level: 90%															
Significance Level: 95%															
	513	480	33	27	33	8	34	149	88	39	11	18	38	7	61
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Strongly agree	94	89	5	3	6	3	5	25	20	5	-	3	11	2	11
	18%	19%	15%	11%	18%	38%	15%	17%	23%	13%	-	17%	29%	29%	18%
					agH				h			aegH	h		
Tend to agree	282	260	22	13	13	4	21	86	46	23	8	10	24	4	30
	55%	54%	67%	48%	39%	50%	62%	58%	52%	59%	73%	56%	63%	57%	49%
							b	b		b		B			
Tend to disagree	71	66	5	5	8	-	5	25	11	3	2	3	1	1	7
	14%	14%	15%	19%	24%	-	15%	17%	13%	8%	18%	17%	3%	14%	11%
				J	gJ		j	J	j		j	j			
Strongly disagree	6	6	-	-	-	-	1	1	1	2	-	-	-	-	1
	1%	1%	-	-	-	-	3%	1%	1%	5%	-	-	-	-	2%
									E						
Don't know	60	59	1	6	6	1	2	12	10	6	1	2	2	-	12
	12%	12%	3%	22%	18%	13%	6%	8%	11%	15%	9%	11%	5%	-	20%
				dEJ	ej										dEJ
Nets															
Agree	376	349	27	16	19	7	26	111	66	28	8	13	35	6	41
	73%	73%	82%	59%	58%	88%	76%	74%	75%	72%	73%	72%	92%	86%	67%
								b	b			ABdEFGh	i		L

Columns Tested: A,B - A,B,C,D,E,F,G,H,I,J,K,L

Survey of Entrepreneurs

Q5. To what extent do you agree or disagree with the following statements?

The business support currently on offer can be confusing and difficult to navigate

Base: All respondents

	Business size		Sector												
	1-9 employees	10-49 employees	Banking / Finance / Investment	Manufacturing / Engineering / Construction	Environment / Social / Sustainable	ICT / Telecomms	Professional Services / Consulting	Retail / Wholesale / Distribution	Creative / Media / Publishing	Education	Health / Social work	Leisure / Hospitality / Restaurant	Public sector / Government	Other	
Total	a	b	a	b	c	d	e	f	g	h	i	j	k	l	
	A	B	A	B	C	D	E	F	G	H	I	J	K	L	
513	480	33	27	33	8	34	149	88	39	11	18	38	7	61	
100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	
Disagree	77	72	5	5	8	-	6	26	12	5	2	3	1	1	8
	15%	15%	15%	19%	24%	-	18%	17%	14%	13%	18%	17%	3%	14%	13%
			J	J		J	J	j	j	j	j	j		j	

Significance Level: 90%

Significance Level: 95%

Disagree

Columns Tested: A,B - A,B,C,D,E,F,G,H,I,J,K,L

Survey of Entrepreneurs

Q5. To what extent do you agree or disagree with the following statements?

I would consider going to my nearest city library for business information or advice

Base: All respondents

Significance Level: 90%

Significance Level: 95%

	Gender		Age						Business age			
	Total	Male	Female	18-24	25-34	35-44	45-54	55-64	65+	12 months or less	1-2 years	3-5 years
	a	b		a	b	c	d	e	f	a	b	c
	A	B		A	B	C	D	E	F	A	B	C
Strongly agree	513 100%	342 100%	171 100%	8 100%	58 100%	112 100%	153 100%	155 100%	27 100%	93 100%	164 100%	256 100%
Tend to agree	88 17%	52 15%	36 21%	1 13%	14 24%	18 16%	26 17%	25 16%	4 15%	20 22%	22 13%	46 18%
Tend to disagree	182 35%	119 35%	63 37%	3 38%	21 36%	46 41%	48 31%	56 36%	8 30%	29 31%	60 37%	93 36%
Strongly disagree	154 30%	109 32%	45 26%	4 50%	10 17%	32 29%	50 33%	47 30%	11 41%	29 31%	52 32%	73 29%
Don't know	54 11%	41 12%	13 8%	- -	7 12%	6 5%	18 12%	20 13%	3 11%	8 9%	18 11%	28 11%
Nets												
Agree	270 53%	171 50%	99 58%	4 50%	35 60%	64 57%	74 48%	81 52%	12 44%	49 53%	82 50%	139 54%
Disagree	208 41%	150 44%	58 34%	4 50%	17 29%	38 34%	68 44%	67 43%	14 52%	37 40%	70 43%	101 39%

Columns Tested: A,B - A,B,C,D,E,F - A,B,C

Survey of Entrepreneurs

Q5. To what extent do you agree or disagree with the following statements?

I would consider going to my nearest city library for business information or advice

Base: All respondents

	Closest city																
	Total	Bel fast	Card iff	Aber deen	Glas gow	Edin burgh	New castle	Leeds	Man chester	Liver pool	Shef field	Birm ingham	Cov entry	Bris tol	London	Ports mouth	Ply mouth
	a	b	c	d	e	f	g	h	i	j	k	l	m	n	o	p	
	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	
Significance Level: 90%																	
Significance Level: 95%																	
	513	10	10	4	19	19	13	22	38	9	18	32	15	34	233	26	11
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Strongly agree	88	1	1	1	2	3	6	-	8	5	3	5	4	1	41	4	3
	17%	10%	10%	25%	11%	16%	46%	-	21%	56%	17%	16%	27%	3%	18%	15%	27%
				Gm		gm	abDeGhJK		GM	ABDEGHJ	gm	gm	GM		GM	gm	GM
Tend to agree	182	1	5	-	9	7	3	11	15	3	9	11	-	6	90	8	4
	35%	10%	50%	-	47%	37%	23%	50%	39%	33%	50%	34%	-	18%	39%	31%	36%
			aLM		aCLM	L	I	AcLM	aLM	L	AcLM	L		I	aLM	L	L
Tend to disagree	154	5	4	3	4	8	2	5	13	1	3	9	7	15	64	8	3
	30%	50%	40%	75%	21%	42%	15%	23%	34%	11%	17%	28%	47%	44%	27%	31%	27%
		fij		DFGIJKNo		j							fij	dfijN			
Strongly disagree	54	1	-	-	3	1	2	3	1	-	2	6	2	7	21	4	1
	11%	10%	-	-	16%	5%	15%	14%	3%	-	11%	19%	13%	21%	9%	15%	9%
				h		h					Hn			HN		h	
Don't know	35	2	-	-	1	-	-	3	1	-	1	1	2	5	17	2	-
	7%	20%	-	-	5%	-	-	14%	3%	-	6%	3%	13%	15%	7%	8%	-
		eHk												eh			
Nets																	
Agree	270	2	6	1	11	10	9	11	23	8	12	16	4	7	131	12	7
	53%	20%	60%	25%	58%	53%	69%	50%	61%	89%	67%	50%	27%	21%	56%	46%	64%
			aM		aLM	M	ALM	M	ALM	ACegKLM					ALM	M	aLM
Disagree	208	6	4	3	7	9	4	8	14	1	5	15	9	22	85	12	4
	41%	60%	40%	75%	37%	47%	31%	36%	37%	11%	28%	47%	60%	65%	36%	46%	36%
		I		lj		i						i	ljn	dFGHIJN		i	

Columns Tested: A,B,C,D,E,F,G,H,I,J,K,L,M,N,O,P

Survey of Entrepreneurs

Q5. To what extent do you agree or disagree with the following statements?

I would consider going to my nearest city library for business information or advice

Base: All respondents

	Business size		Sector												
	1-9 employees	10-49 employees	Banking / Finance / Investment	Manufacturing / Engineering / Construction	Environment / Social / Sustainable	ICT / Telecomms	Professional Services / Consulting	Retail / Wholesale / Distribution	Creative / Media / Publishing	Education	Health / Social work	Leisure / Hospitality / Restaurant	Public sector / Government	Other	
Total	a	b	a	b	c	d	e	f	g	h	i	j	k	l	
	A	B	A	B	C	D	E	F	G	H	I	J	K	L	
Significance Level: 90%															
Significance Level: 95%															
	513	480	33	27	33	8	34	149	88	39	11	18	38	7	61
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Strongly agree	88	86	2	3	6	2	6	19	17	7	4	4	5	1	14
	17%	18%	6%	11%	18%	25%	18%	13%	19%	18%	36%	22%	13%	14%	23%
		b								aEj				e	
Tend to agree	182	169	13	10	8	2	8	56	37	7	4	9	14	4	23
	35%	35%	39%	37%	24%	25%	24%	38%	42%	18%	36%	50%	37%	57%	38%
				g				G	bdG		bdG	g	bdG	G	
Tend to disagree	154	141	13	8	14	1	15	46	22	17	2	3	12	1	13
	30%	29%	39%	30%	42%	13%	44%	31%	25%	44%	18%	17%	32%	14%	21%
				fiL			FIL			FIL					
Strongly disagree	54	50	4	1	2	1	4	22	5	4	-	1	7	1	6
	11%	10%	12%	4%	6%	13%	12%	15%	6%	10%	-	6%	18%	14%	10%
								F				aF			
Don't know	35	34	1	5	3	2	1	6	7	4	1	1	-	-	5
	7%	7%	3%	19%	9%	25%	3%	4%	8%	10%	9%	6%	-	-	8%
				DEJ	j	DEJ			j	J	j				j
Nets															
Agree	270	255	15	13	14	4	14	75	54	14	8	13	19	5	37
	53%	53%	45%	48%	42%	50%	41%	50%	61%	36%	73%	72%	50%	71%	61%
									bdG		bdG	BDeG		g	bdG

Columns Tested: A,B - A,B,C,D,E,F,G,H,I,J,K,L

Survey of Entrepreneurs

Q5. To what extent do you agree or disagree with the following statements?

I would consider going to my nearest city library for business information or advice

Base: All respondents

Total	Business size		Sector												
	1-9 employees	10-49 employees	Banking / Finance / Investment	Manufacturing / Engineering / Construction	Environment / Social / Sustainable	ICT / Telecomms	Professional Services / Consulting	Retail / Wholesale / Distribution	Creative / Media / Publishing	Education	Health / Social work	Leisure / Hospitality / Restaurant	Public sector / Government	Other	
	a	b	a	b	c	d	e	f	g	h	i	j	k	l	
	A	B	A	B	C	D	E	F	G	H	I	J	K	L	
513	480	33	27	33	8	34	149	88	39	11	18	38	7	61	
100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	
Disagree	208	191	17	9	16	2	19	68	27	21	2	4	19	2	19
	41%	40%	52%	33%	48%	25%	56%	46%	31%	54%	18%	22%	50%	29%	31%
					fhi		aFHIL	Fhil		FHIL		Fhil			

Significance Level: 90%

Significance Level: 95%

Disagree

Columns Tested: A,B - A,B,C,D,E,F,G,H,I,J,K,L