

ASSOCIATION OF INDEPENDENT PROFESSIONALS AND THE SELF-EMPLOYED – SELF-EMPLOYMENT SURVEY, AUTUMN 2017

Methodology: ComRes surveyed 1,003 UK adults aged 18+ who are self-employed between 27th October and 13th November 2017. Data were weighted to be representative of all self-employed UK adults aged 18+ by age, gender, region and SOC code. ComRes is a member of the British Polling Council and abides by its rules.

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Four Millbank | London | SW1P 3JA | T. +44 (0)20 7871 8660

Rond-Point Schuman / Schumanplein 6 | Box 5 | 1040 Bruxelles | T. +32 (0)2 234 63 82

51/F Raffles City | No.268 Xi Zang Middle Road | HuangPu District Shanghai | 200001 China | T. +86 (0)21 2312 7674

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Q1. Which of the following best describes your current working status?

Base: All respondents

	GENDER		AGE			REGION														
	Total	Male	Female	18-34	35-54	55+	London	South East	South West	East Midlands	West Midlands	Eastern	North West	North East	Yorkshire and Humberside	Wales	Northern Ireland	Scotland	England	Devolved Nations
	a	b	a	b	c	a	b	c	d	e	f	g	h	i	j	*k	l	m	n	
Significance Level: 95%																				
Unweighted Total	1003	587	412	93	485	425	146	195	108	81	74	52	95	34	88	42	14	74	873	130
Weighted Total	1003	678	320	201	468	334	140	201	80	60	90	40	100	50	80	50	20	90	843	160
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Self-employed (including working on a freelance / contractual basis for someone else or working through a limited company)	955	645	305	189	446	320	132	193	76	57	88	39	92	48	77	47	18	88	802	153
	95%	95%	95%	94%	95%	96%	94%	96%	94%	95%	97%	98%	92%	96%	96%	94%	90%	97%	95%	95%
Employed by someone else	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Self-employed in my main job, and employed in a second job	27	19	8	2	14	11	4	5	1	2	2	-	4	2	4	1	2	1	23	4
	3%	3%	2%	1%	3%	3%	3%	3%	1%	4%	2%	-	4%	4%	4%	2%	10%	1%	3%	3%
Employed in my main job, and self-employed in a second job	21	14	7	9	8	3	5	2	4	1	1	1	5	-	-	2	-	1	18	4
	2%	2%	2%	5%	2%	1%	3%	1%	5%	1%	1%	2%	5%	-	-	5%	-	1%	2%	2%

Columns Tested: a,b - a,b,c - a,b,c,d,e,f,g,h,i,j,k,l,m,n

Survey of the Self-Employed

Q1. Which of the following best describes your current working status?

Base: All respondents

	CURRENT WORK		TYPE OF BUSINESS			EDUCATION					LENGTH OF SELF-EMPLOYMENT					
	Work with spouse, relative or business partner	Work by themselves	Limited company	Partnership	Sole trader	Secondary school	University degree	Higher university degree	NET: Up to Secondary school	NET: University	Up to 3 years	3-6 years	6-10 years	10-15 years	More than 15 years	
Total	a	b	a	b	c	a	b	c	d	e	a	b	c	d	e	
Significance Level: 95%																
Unweighted Total	1003	103	900	126	41	807	455	403	130	458	533	156	196	174	172	305
Weighted Total	1003	96	907	134	38	801	472	383	134	475	517	185	207	173	165	273
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Self-employed (including working on a freelance / contractual basis for someone else or working through a limited company)	955	90	865	127	35	770	454	366	121	457	487	169	196	168	157	265
	95%	94%	95%	94%	91%	96%	96%	96%	90%	96%	94%	91%	95%	97%	95%	97%
							c	c		c				a		a
Employed by someone else	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Self-employed in my main job, and employed in a second job	27	4	23	1	3	21	14	8	5	14	13	8	4	3	5	8
	3%	4%	3%	1%	9%	3%	3%	2%	4%	3%	2%	4%	2%	2%	3%	3%
					ac											
Employed in my main job, and self-employed in a second job	21	2	19	6	-	10	4	9	8	4	17	8	8	2	3	-
	2%	2%	2%	4%	-	1%	1%	2%	6%	1%	3%	4%	4%	1%	2%	-
				c					abd	ad		e	e		e	

Columns Tested: a,b - a,b,c - a,b,c,d,e - a,b,c,d,e

Survey of the Self-Employed

Q1. Which of the following best describes your current working status?

Base: All respondents

	AWARENESS OF IPSE			SOC				HAPPINESS IN SELF-EMPLOYMENT			WORKING PLANS		AWARENESS OF TAX DEDUCTIBLES FOR TRAINING		
	Total	Know at least a little	Have at least heard of	Have never heard of	1-3	4-6	7-10	NET: 4-10	Happy	Neutral	Unhappy	Remain self-employed	Would consider or want to switch to work for someone else	Aware	Not aware
		a	b	c	a	b	c	d	a	b	c	a	b	a	b
Significance Level: 95%															
Unweighted Total	1003	58	192	811	513	291	199	490	808	148	38	727	225	261	742
Weighted Total	1003	64	202	801	501	300	201	501	800	159	35	702	243	254	749
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Self-employed (including working on a freelance / contractual basis for someone else or working through a limited company)	955	56	189	766	481	283	191	474	770	143	33	680	224	232	723
	95%	88%	94%	96%	96%	94%	95%	94%	96%	90%	94%	97%	92%	92%	96%
				a					b			b			a
Employed by someone else	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Self-employed in my main job, and employed in a second job	27	3	4	23	11	10	6	16	16	9	1	15	9	8	19
	3%	4%	2%	3%	2%	3%	3%	3%	2%	6%	2%	2%	4%	3%	3%
										a					
Employed in my main job, and self-employed in a second job	21	5	9	12	9	8	4	12	13	7	1	7	9	14	7
	2%	8%	4%	2%	2%	3%	2%	2%	2%	4%	4%	1%	4%	5%	1%
		c	c							a			a	b	

Columns Tested: a,b,c - a,b,c,d - a,b,c - a,b - a,b

Survey of the Self-Employed

Q1. Which of the following best describes your current working status?

Base: All respondents

	SELF-EMPLOYMENT SUPPORT/ADVICE AVAILABLE AT UNIVERSITY		AWARENESS OF MAKING TAX DIGITAL			CONCERN OVER BREXIT NEGOTIATIONS		CONCERN ABOUT SAVING FOR LATER LIFE		PENSION USAGE			IMPORTANCE OF SAVING FOR LATER LIFE		
	Total	To at least some extent	To no extent	Know at least a little about it	At least heard of it	Have not heard of it	Concerned	Not concerned	Concerned	Not concerned	Have used private/personal pension	Currently use private/personal pension	Have never saved through a private/personal pension	Important	Not important
		a	b	a	b	c	a	b	a	b	a	b	c	a	b
Significance Level: 95%															
Unweighted Total	1003	63	327	309	514	489	537	403	662	300	510	339	475	856	107
Weighted Total	1003	69	319	304	492	511	546	389	668	289	452	311	531	855	101
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Self-employed (including working on a freelance / contractual basis for someone else or working through a limited company)	955	58	305	287	471	484	518	373	634	278	430	294	506	815	96
	95%	84%	96%	94%	96%	95%	95%	96%	95%	96%	95%	95%	95%	95%	94%
Employed by someone else	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Self-employed in my main job, and employed in a second job	27	4	6	8	12	15	13	11	18	6	12	5	15	22	3
	3%	6%	2%	3%	2%	3%	2%	3%	3%	2%	3%	2%	3%	3%	3%
Employed in my main job, and self-employed in a second job	21	7	7	9	9	12	15	5	16	5	10	11	10	19	3
	2%	11%	2%	3%	2%	2%	3%	1%	2%	2%	2%	4%	2%	2%	3%

Columns Tested: a,b - a,b,c - a,b - a,b - a,b,c - a,b

Survey of the Self-Employed

Q2. Which of the following best describes how you currently work?

Base: All respondents

	GENDER		AGE			REGION															
	Total	Male	Female	18-34	35-54	55+	London	South East	South West	East Midlands	West Midlands	Eastern	North West	North East	Yorkshire and Humberside	Wales	Northern Ireland	Scotland	England	Devolved Nations	
	a	b		a	b	c	a	b	c	d	e	f	g	h	i	j	*k	l	m	n	
Significance Level: 95%																					
Unweighted Total	1003	587	412	93	485	425	146	195	108	81	74	52	95	34	88	42	14	74	873	130	
Weighted Total	1003	678	320	201	468	334	140	201	80	60	90	40	100	50	80	50	20	90	843	160	
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
I employ more than one other person	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
I work with a spouse, relative or business partner	96	68	28	15	42	39	9	19	17	3	13	4	5	8	7	2	2	8	85	11	
	10%	10%	9%	8%	9%	12%	6%	9%	22%	5%	14%	11%	5%	15%	9%	3%	8%	9%	10%	7%	
								abdgijlmn			ag										
I work by myself	907	610	292	185	427	295	132	182	63	57	77	36	95	42	73	49	18	82	758	149	
	90%	90%	91%	92%	91%	88%	94%	91%	78%	95%	86%	89%	95%	85%	91%	97%	92%	91%	90%	93%	
							ce	c		c			ce		c	c		c	c	c	

Columns Tested: a,b - a,b,c - a,b,c,d,e,f,g,h,i,j,k,l,m,n

Survey of the Self-Employed

Q2. Which of the following best describes how you currently work?

Base: All respondents

	CURRENT WORK		TYPE OF BUSINESS			EDUCATION					LENGTH OF SELF-EMPLOYMENT					
	Work with spouse, relative or business partner	Work by themselves	Limited company	Partnership	Sole trader	Secondary school	University degree	Higher university degree	NET: Up to Secondary school	NET: University	Up to 3 years	3-6 years	6-10 years	10-15 years	More than 15 years	
Total	a	b	a	b	c	a	b	c	d	e	a	b	c	d	e	
Significance Level: 95%																
Unweighted Total	1003	103	900	126	41	807	455	403	130	458	533	156	196	174	172	305
Weighted Total	1003	96	907	134	38	801	472	383	134	475	517	185	207	173	165	273
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
I employ more than one other person	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
I work with a spouse, relative or business partner	96	96	-	26	33	34	47	40	8	48	48	20	14	18	14	30
	10%	100%	-	19%	85%	4%	10%	10%	6%	10%	9%	11%	7%	10%	9%	11%
		b		c	ac											
I work by myself	907	-	907	109	6	767	425	343	126	427	469	165	193	156	151	243
	90%	-	100%	81%	15%	96%	90%	90%	94%	90%	91%	89%	93%	90%	91%	89%
		a		b	ab											

Columns Tested: a,b - a,b,c - a,b,c,d,e - a,b,c,d,e

Survey of the Self-Employed

Q2. Which of the following best describes how you currently work?

Base: All respondents

	AWARENESS OF IPSE			SOC				HAPPINESS IN SELF-EMPLOYMENT			WORKING PLANS		AWARENESS OF TAX DEDUCTIBLES FOR TRAINING		
	Total	Know at least a little	Have at least heard of	Have never heard of	1-3	4-6	7-10	NET: 4-10	Happy	Neutral	Unhappy	Remain self-employed	Would consider or want to switch to work for someone else	Aware	Not aware
		a	b	c	a	b	c	d	a	b	c	a	b	a	b
Significance Level: 95%															
Unweighted Total	1003	58	192	811	513	291	199	490	808	148	38	727	225	261	742
Weighted Total	1003	64	202	801	501	300	201	501	800	159	35	702	243	254	749
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
I employ more than one other person	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
I work with a spouse, relative or business partner	96	15	33	63	46	36	14	50	77	14	5	73	19	34	62
	10%	23%	16%	8%	9%	12%	7%	10%	10%	9%	15%	10%	8%	13%	8%
		c	c											b	
I work by myself	907	49	169	738	455	264	187	452	723	145	30	628	224	220	687
	90%	77%	84%	92%	91%	88%	93%	90%	90%	91%	85%	90%	92%	87%	92%
				ab											a

Columns Tested: a,b,c - a,b,c,d - a,b,c - a,b - a,b

Survey of the Self-Employed

Q2. Which of the following best describes how you currently work?

Base: All respondents

	SELF-EMPLOYMENT SUPPORT/ADVICE AVAILABLE AT UNIVERSITY		AWARENESS OF MAKING TAX DIGITAL			CONCERN OVER BREXIT NEGOTIATIONS		CONCERN ABOUT SAVING FOR LATER LIFE		PENSION USAGE			IMPORTANCE OF SAVING FOR LATER LIFE		
	Total	To at least some extent	To no extent	Know at least a little about it	At least heard of it	Have not heard of it	Concerned	Not concerned	Concerned	Not concerned	Have used private/personal pension	Currently use private/personal pension	Have never saved through a private/personal pension	Important	Not important
	a	b	a	b	c	a	b	a	b	a	b	c	a	b	
Significance Level: 95%															
Unweighted Total	1003	63	327	309	514	489	537	403	662	300	510	339	475	856	107
Weighted Total	1003	69	319	304	492	511	546	389	668	289	452	311	531	855	101
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
I employ more than one other person	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
I work with a spouse, relative or business partner	96	7	28	42	63	33	52	42	60	35	58	43	35	94	2
	10%	10%	9%	14%	13%	6%	10%	11%	9%	12%	13%	14%	7%	11%	2%
				c	c						c	c		b	
I work by myself	907	62	291	262	429	478	494	347	608	254	393	268	496	762	99
	90%	90%	91%	86%	87%	94%	90%	89%	91%	88%	87%	86%	93%	89%	98%
						ab							ab		a

Columns Tested: a,b - a,b,c - a,b - a,b - a,b,c - a,b

Survey of the Self-Employed

Q3. Which of the following best describes your business (in the job in which you are self-employed (including working through your own limited company))

Base: All respondents

	GENDER		AGE			REGION															
	Total	Male	Female	18-34	35-54	55+	London	South East	South West	East Midlands	West Midlands	Eastern	North West	North East	Yorkshire and Humberside	Wales	Northern Ireland	Scotland	England	Devolved Nations	
	a	b		a	b	c	a	b	c	d	e	f	g	h	i	j	*k	l	m	n	
Significance Level: 95%																					
Unweighted Total	1003	587	412	93	485	425	146	195	108	81	74	52	95	34	88	42	14	74	873	130	
Weighted Total	1003	678	320	201	468	334	140	201	80	60	90	40	100	50	80	50	20	90	843	160	
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Limited liability partnership	4	4	*	-	2	2	1	1	1	1	-	-	-	-	-	-	-	-	4	-	
	*	1%	*	-	*	1%	1%	*	1%	2%	-	-	-	-	-	-	-	-	*	-	
Limited company	134	103	31	28	69	37	38	37	10	6	10	3	10	1	8	2	2	9	122	12	
	13%	15%	10%	14%	15%	11%	27%	18%	13%	9%	11%	8%	10%	2%	9%	3%	8%	10%	14%	8%	
		b		cdefghijklmn				hjn											hjn		
Partnership	38	27	11	6	20	12	3	8	8	-	4	2	-	2	5	3	2	1	33	5	
	4%	4%	4%	3%	4%	4%	2%	4%	10%	-	5%	6%	-	4%	7%	5%	8%	1%	4%	3%	
					abdgln						dg	dg			dg	dg			g		
Sole trader	801	531	265	159	367	275	89	149	61	53	75	33	87	47	65	46	17	80	658	143	
	80%	78%	83%	79%	78%	82%	64%	74%	76%	88%	83%	82%	86%	93%	81%	91%	83%	82%	78%	89%	
		a		a	abcm		a	a	ab	abcm		a	abcm	a	abcm		abcm	abcm	a	abcm	
Umbrella company	9	5	4	4	5	-	5	-	-	-	-	-	2	-	2	-	-	-	9	-	
	1%	1%	1%	2%	1%	-	4%	-	-	-	-	-	2%	-	2%	-	-	-	1%	-	
				c	c		bcmn								b						
Other	16	8	8	4	5	7	4	6	-	*	2	2	2	1	1	-	-	-	16	-	
	2%	1%	3%	2%	1%	2%	3%	3%	-	1%	2%	4%	2%	1%	1%	-	-	-	2%	-	
							n					cn									

Columns Tested: a,b - a,b,c - a,b,c,d,e,f,g,h,i,j,k,l,m,n

Survey of the Self-Employed

Q3. Which of the following best describes your business (in the job in which you are self-employed (including working through your own limited company))

Base: All respondents

	CURRENT WORK		TYPE OF BUSINESS			EDUCATION					LENGTH OF SELF-EMPLOYMENT					
	Total	Work with spouse, relative or business partner	Work by themselves	Limited company	Partnership	Sole trader	Secondary school	University degree	Higher university degree	NET: Up to Secondary school	NET: University	Up to 3 years	3-6 years	6-10 years	10-15 years	More than 15 years
Significance Level: 95%	a	b	a	b	c	a	b	c	d	e	a	b	c	d	e	
Unweighted Total	1003	103	900	126	41	807	455	403	130	458	533	156	196	174	172	305
Weighted Total	1003	96	907	134	38	801	472	383	134	475	517	185	207	173	165	273
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Limited liability partnership	4	3	1	-	-	-	1	2	1	1	3	-	1	1	-	2
	*	3%	*	-	-	-	*	*	1%	*	1%	-	*	1%	-	1%
		b														
Limited company	134	26	109	134	-	-	33	75	27	33	102	27	32	26	26	23
	13%	27%	12%	100%	-	-	7%	19%	20%	7%	20%	14%	16%	15%	16%	9%
		b		bc				ad	ad	ad			e	e	e	
Partnership	38	33	6	-	38	-	23	10	4	24	14	6	10	5	5	12
	4%	34%	1%	-	100%	-	5%	3%	3%	5%	3%	3%	5%	3%	3%	4%
		b			ac											
Sole trader	801	34	767	-	-	801	405	289	95	407	384	143	157	139	130	233
	80%	36%	85%	-	-	100%	86%	75%	71%	86%	74%	77%	76%	80%	79%	85%
		a				ab	bce			bce						ab
Umbrella company	9	-	9	-	-	-	-	3	6	-	9	8	-	1	-	-
	1%	-	1%	-	-	-	-	1%	4%	-	2%	4%	-	1%	-	-
									abd		ad	bcde				
Other	16	-	16	-	-	-	10	5	1	10	6	2	7	1	3	2
	2%	-	2%	-	-	-	2%	1%	1%	2%	1%	1%	3%	1%	2%	1%
													e			

Columns Tested: a,b - a,b,c - a,b,c,d,e - a,b,c,d,e

Survey of the Self-Employed

Q3. Which of the following best describes your business (in the job in which you are self-employed (including working through your own limited company))

Base: All respondents

	AWARENESS OF IPSE			SOC				HAPPINESS IN SELF-EMPLOYMENT			WORKING PLANS		AWARENESS OF TAX DEDUCTIBLES FOR TRAINING		
	Total	Know at least a little	Have at least heard of	Have never heard of	1-3	4-6	7-10	NET: 4-10	Happy	Neutral	Unhappy	Remain self-employed	Would consider or want to switch to work for someone else	Aware	Not aware
	a	b	c	a	b	c	d	a	b	c	a	b	a	b	
Significance Level: 95%															
Unweighted Total	1003	58	192	811	513	291	199	490	808	148	38	727	225	261	742
Weighted Total	1003	64	202	801	501	300	201	501	800	159	35	702	243	254	749
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Limited liability partnership	4	1	1	3	3	1	-	1	4	-	-	3	-	3	1
	*	1%	*	*	1%	*	-	*	1%	-	-	*	-	1%	*
														b	
Limited company	134	19	41	93	105	21	8	29	116	15	4	94	36	40	94
	13%	29%	20%	12%	21%	7%	4%	6%	14%	9%	12%	13%	15%	16%	13%
		c	c		bcd										
Partnership	38	6	12	26	20	15	3	18	27	7	3	28	9	13	26
	4%	9%	6%	3%	4%	5%	1%	4%	3%	4%	10%	4%	4%	5%	3%
		c				c					a				
Sole trader	801	31	140	661	365	258	178	436	632	134	27	559	192	189	612
	80%	49%	69%	83%	73%	86%	89%	87%	79%	84%	78%	80%	79%	75%	82%
			a	ab		a	a	a							a
Umbrella company	9	7	7	2	4	-	4	4	7	1	-	4	4	7	2
	1%	11%	3%	*	1%	-	2%	1%	1%	1%	-	1%	2%	3%	*
		bc	c				b							b	
Other	16	-	1	15	4	4	8	13	14	2	-	14	2	2	14
	2%	-	1%	2%	1%	1%	4%	3%	2%	2%	-	2%	1%	1%	2%
							a	a							

Columns Tested: a,b,c - a,b,c,d - a,b,c - a,b - a,b

Survey of the Self-Employed

Q3. Which of the following best describes your business (in the job in which you are self-employed (including working through your own limited company))

Base: All respondents

	SELF-EMPLOYMENT SUPPORT/ADVICE AVAILABLE AT UNIVERSITY		AWARENESS OF MAKING TAX DIGITAL			CONCERN OVER BREXIT NEGOTIATIONS		CONCERN ABOUT SAVING FOR LATER LIFE		PENSION USAGE			IMPORTANCE OF SAVING FOR LATER LIFE		
	Total	To at least some extent	To no extent	Know at least a little about it	At least heard of it	Have not heard of it	Concerned	Not concerned	Concerned	Not concerned	Have used private/personal pension	Currently use private/personal pension	Have never saved through a private/personal pension	Important	Not important
	a	b	a	b	c	a	b	a	b	a	b	c	a	b	
Significance Level: 95%															
Unweighted Total	1003	63	327	309	514	489	537	403	662	300	510	339	475	856	107
Weighted Total	1003	69	319	304	492	511	546	389	668	289	452	311	531	855	101
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Limited liability partnership	4	-	2	1	3	1	1	3	3	1	3	2	1	4	-
	*	-	1%	*	1%	*	*	1%	*	*	1%	1%	*	*	-
Limited company	134	14	62	45	71	63	89	42	95	37	87	63	45	125	8
	13%	21%	20%	15%	14%	12%	16%	11%	14%	13%	19%	20%	9%	15%	8%
				b	c		b		c		c				
Partnership	38	4	4	15	28	10	20	17	27	10	23	13	15	38	-
	4%	6%	1%	5%	6%	2%	4%	4%	4%	3%	5%	4%	3%	4%	-
		b		c	c		b		b		b			b	
Sole trader	801	44	246	233	379	422	417	323	523	239	332	228	453	670	89
	80%	64%	77%	77%	77%	83%	76%	83%	78%	83%	74%	73%	85%	78%	88%
			a			ab		a					ab		a
Umbrella company	9	6	2	9	9	-	9	-	9	-	4	4	3	7	1
	1%	9%	*	3%	2%	-	2%	-	1%	-	1%	1%	1%	1%	1%
		b		c	c		b		b						
Other	16	*	4	1	2	14	9	4	11	2	2	2	13	12	3
	2%	1%	1%	*	*	3%	2%	1%	2%	1%	1%	1%	3%	1%	2%
						ab							ab		

Columns Tested: a,b - a,b,c - a,b - a,b - a,b,c - a,b

Survey of the Self-Employed

Q4. Which of the following best describes your current role at work (in the job in which you are self-employed (including working through your own limited company))?

Base: All respondents

	GENDER		AGE			REGION															
	Total	Male	Female	18-34	35-54	55+	London	South East	South West	East Midlands	West Midlands	Eastern	North West	North East	Yorkshire and Humberside	Wales	Northern Ireland	Scotland	England	Devolved Nations	
	a	b		a	b	c	a	b	c	d	e	f	g	h	i	j	*k	l	m	n	
Significance Level: 95%																					
Unweighted Total	1003	587	412	93	485	425	146	195	108	81	74	52	95	34	88	42	14	74	873	130	
Weighted Total	1003	678	320	201	468	334	140	201	80	60	90	40	100	50	80	50	20	90	843	160	
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Manager, director or senior official	233	160	72	64	96	74	37	56	19	16	17	9	17	7	19	8	9	20	196	37	
	23%	24%	23%	32%	20%	22%	26%	28%	23%	27%	18%	23%	17%	14%	24%	16%	47%	22%	23%	23%	
				b				g													
Professional (e.g. doctor, lawyer, teacher, engineer)	166	120	46	27	73	66	29	33	8	3	11	7	20	6	13	14	-	22	130	36	
	17%	18%	14%	13%	16%	20%	21%	17%	10%	4%	12%	18%	20%	12%	16%	27%	-	25%	15%	23%	
				cd			cd	d				d	d		d	cdem		cdm	d	cdm	
Associate professional / creative (e.g. nurse, technician, artist, personal trainer)	102	64	38	17	55	30	20	22	7	11	3	4	8	1	9	4	-	15	83	19	
	10%	9%	12%	8%	12%	9%	14%	11%	8%	18%	3%	11%	8%	1%	11%	7%	-	17%	10%	12%	
				eh			eh	e		ehm								eh		e	
Administrative / secretarial	66	21	42	14	28	24	12	15	7	4	7	3	4	5	7	1	-	2	62	4	
	7%	3%	13%	7%	6%	7%	8%	7%	9%	6%	8%	6%	4%	9%	8%	3%	-	3%	7%	2%	
				n			n	n	n						n			n			
Skilled tradesman / woman (e.g. farmer, plumber, electrician, carpenter)	214	181	33	36	112	65	15	39	19	13	37	6	24	12	15	16	5	13	181	33	
	21%	27%	10%	18%	24%	19%	10%	19%	24%	22%	41%	15%	24%	25%	18%	31%	23%	14%	21%	21%	
				a			a	a	a	abcdfgilmn			a	a		al			a	a	
Caring professional (e.g. childminder, care worker)	21	2	19	2	13	6	1	5	1	2	1	-	2	3	2	1	2	1	17	3	
	2%	*	6%	1%	3%	2%	*	3%	1%	4%	1%	-	2%	7%	2%	2%	9%	1%	2%	2%	
				a										a							
Leisure services (e.g. travel agent, hairdresser)	42	26	16	14	15	13	6	6	3	4	-	1	5	7	4	3	-	4	35	7	
	4%	4%	5%	7%	3%	4%	4%	3%	4%	6%	-	1%	5%	13%	5%	6%	-	5%	4%	4%	
				e					e					befm		e					
Sales or customer service	88	59	29	9	42	37	6	17	10	7	4	4	15	4	7	3	3	7	75	13	
	9%	9%	9%	5%	9%	11%	5%	9%	13%	11%	4%	11%	15%	8%	9%	6%	14%	8%	9%	8%	
				a					a				ae								

Columns Tested: a,b - a,b,c - a,b,c,d,e,f,g,h,i,j,k,l,m,n

Survey of the Self-Employed

Q4. Which of the following best describes your current role at work (in the job in which you are self-employed (including working through your own limited company))?

Base: All respondents

	GENDER			AGE			REGION														
	Total	Male	Female	18-34	35-54	55+	London	South East	South West	East Midlands	West Midlands	Eastern	North West	North East	Yorkshire and Humberside	Wales	Northern Ireland	Scotland	England	Devolved Nations	
	a	b		a	b	c	a	b	c	d	e	f	g	h	i	j	*k	l	m	n	
Significance Level: 95%																					
Unweighted Total	1003	587	412	93	485	425	146	195	108	81	74	52	95	34	88	42	14	74	873	130	
Weighted Total	1003	678	320	201	468	334	140	201	80	60	90	40	100	50	80	50	20	90	843	160	
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	
Process, plant and machine operators (e.g. taxi or train driver, factory or mill worker)	17 2%	15 2%	2 1%	5 2%	8 2%	4 1%	8 5%	- -	1 2%	- -	2 2%	- -	1 1%	2 5%	1 2%	- -	- -	1 1%	16 2%	1 1%	
							b							b							
Elementary trades (e.g. farm worker, window cleaner, security guard)	54 5%	31 5%	22 7%	13 6%	26 6%	15 5%	7 5%	7 4%	4 5%	2 3%	9 10%	6 14%	4 4%	4 8%	5 6%	1 2%	1 7%	4 5%	47 6%	6 4%	
											bd	abcdgjmn									
NETS																					
Net: 1-3	501 50%	343 51%	156 49%	107 53%	224 48%	170 51%	86 61%	111 55%	33 42%	29 49%	30 34%	21 52%	45 45%	13 26%	40 50%	25 50%	9 47%	58 64%	409 49%	92 57%	
							ceghm	ceh		h		eh			eh	h		ceghm	eh	ceh	
Net: 4-6	300 30%	204 30%	94 29%	53 26%	153 33%	95 28%	27 19%	59 29%	28 35%	19 32%	45 50%	9 22%	30 30%	20 41%	23 29%	18 36%	6 32%	16 18%	260 31%	40 25%	
								a	al	al	abcdfgilmn			al		al			al		
Net: 7-10	201 20%	131 19%	70 22%	41 20%	91 19%	69 21%	27 19%	31 15%	19 23%	12 20%	15 16%	10 26%	25 25%	17 33%	17 21%	7 14%	4 21%	17 19%	173 21%	28 17%	
												b		bjn							
Net: 4-10	501 50%	335 49%	163 51%	94 47%	244 52%	164 49%	54 39%	90 45%	47 58%	31 51%	60 66%	19 48%	56 55%	37 74%	40 50%	25 50%	11 53%	33 36%	433 51%	68 43%	
									abl		abfilmn		al	abdfijlmn					al		

Columns Tested: a,b - a,b,c - a,b,c,d,e,f,g,h,i,j,k,l,m,n

Survey of the Self-Employed

Q4. Which of the following best describes your current role at work (in the job in which you are self-employed (including working through your own limited company))?

Base: All respondents

	CURRENT WORK		TYPE OF BUSINESS			EDUCATION					LENGTH OF SELF-EMPLOYMENT					
	Total	Work with spouse, relative or business partner	Work by themselves	Limited company	Partnership	Sole trader	Secondary school	University degree	Higher university degree	NET: Up to Secondary school	NET: University	Up to 3 years	3-6 years	6-10 years	10-15 years	More than 15 years
	a	b	a	b	c	a	b	c	d	e	a	b	c	d	e	
Significance Level: 95%																
Unweighted Total	1003	103	900	126	41	807	455	403	130	458	533	156	196	174	172	305
Weighted Total	1003	96	907	134	38	801	472	383	134	475	517	185	207	173	165	273
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Manager, director or senior official	233	34	200	71	18	143	94	98	40	95	138	45	57	34	44	54
	23%	35%	22%	53%	46%	18%	20%	25%	30%	20%	27%	24%	28%	20%	27%	20%
		b		c	c			a	ad	ad			e			
Professional (e.g. doctor, lawyer, teacher, engineer)	166	11	155	24	3	135	25	90	51	25	141	30	26	26	25	58
	17%	12%	17%	18%	7%	17%	5%	23%	38%	5%	27%	16%	13%	15%	15%	21%
								ad	abde	ad						b
Associate professional / creative (e.g. nurse, technician, artist, personal trainer)	102	1	101	10	-	88	29	56	17	29	73	15	28	15	18	26
	10%	1%	11%	8%	-	11%	6%	15%	13%	6%	14%	8%	14%	8%	11%	10%
		a				b		ad	ad	ad						
Administrative / secretarial	66	12	54	2	8	51	43	20	2	43	22	16	14	15	10	10
	7%	12%	6%	2%	20%	6%	9%	5%	1%	9%	4%	9%	7%	9%	6%	4%
		b			ac	a	bce			bce		e		e		
Skilled tradesman / woman (e.g. farmer, plumber, electrician, carpenter)	214	23	191	19	7	188	151	53	5	153	58	30	32	39	30	84
	21%	24%	21%	14%	18%	23%	32%	14%	4%	32%	11%	16%	15%	22%	18%	31%
						a	bce	c		bce	c					abd
Caring professional (e.g. childminder, care worker)	21	1	20	*	1	19	12	8	1	12	9	4	7	5	2	4
	2%	1%	2%	*	2%	2%	2%	2%	1%	2%	2%	2%	3%	3%	1%	1%
Leisure services (e.g. travel agent, hairdresser)	42	3	40	-	1	41	17	16	8	18	24	8	3	12	10	9
	4%	3%	4%	-	2%	5%	4%	4%	6%	4%	5%	4%	1%	7%	6%	3%
						a								b	b	
Sales or customer service	88	6	82	4	2	80	55	25	5	55	30	17	23	14	17	17
	9%	6%	9%	3%	5%	10%	12%	6%	4%	12%	6%	9%	11%	8%	10%	6%
						a	bce			bce			e			

Columns Tested: a,b - a,b,c - a,b,c,d,e - a,b,c,d,e

Survey of the Self-Employed

Q4. Which of the following best describes your current role at work (in the job in which you are self-employed (including working through your own limited company))?

Base: All respondents

	CURRENT WORK		TYPE OF BUSINESS			EDUCATION					LENGTH OF SELF-EMPLOYMENT					
	Total	Work with spouse, relative or business partner	Work by themselves	Limited company	Partnership	Sole trader	Secondary school	University degree	Higher university degree	NET: Up to Secondary school	NET: University	Up to 3 years	3-6 years	6-10 years	10-15 years	More than 15 years
	a	b	a	b	c	a	b	c	d	e	a	b	c	d	e	
Significance Level: 95%																
Unweighted Total	1003	103	900	126	41	807	455	403	130	458	533	156	196	174	172	305
Weighted Total	1003	96	907	134	38	801	472	383	134	475	517	185	207	173	165	273
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Process, plant and machine operators (e.g. taxi or train driver, factory or mill worker)	17 2%	2 2%	15 2%	2 1%	- -	10 1%	3 1%	9 2% ad	4 ad	3 1%	14 3% ad	6 3% be	1 *	3 2%	5 3%	2 1%
Elementary trades (e.g. farm worker, window cleaner, security guard)	54 5%	3 3%	51 6%	2 2%	- -	47 6% a	44 9% bce	8 2%	- -	44 9% bce	8 2%	15 8% de	16 8% de	10 6%	5 3%	8 3%
NETS																
Net: 1-3	501 50%	46 48%	455 50%	105 78% bc	20 53%	365 46%	147 31%	244 64% ad	109 81% abde	148 31%	352 68% ad	89 48%	112 54% c	75 43%	87 53%	138 51%
Net: 4-6	300 30%	36 37%	264 29%	21 16%	15 40% a	258 32% a	206 44% bce	81 21% c	9 6%	207 44% bce	89 17% c	49 27%	52 25%	59 34%	42 25%	98 36% abd
Net: 7-10	201 20%	14 14%	187 21%	8 6%	3 7%	178 22% ab	119 25% bce	59 15%	17 12%	120 25% bce	75 15%	47 25% e	43 21% e	39 23% e	36 22% e	36 13%
Net: 4-10	501 50%	50 52%	452 50%	29 22%	18 47% a	436 54% a	325 69% bce	140 36% c	25 19%	327 69% bce	165 32% c	96 52%	95 46%	98 57%	78 47%	135 49%

Columns Tested: a,b - a,b,c - a,b,c,d,e - a,b,c,d,e

Survey of the Self-Employed

Q4. Which of the following best describes your current role at work (in the job in which you are self-employed (including working through your own limited company))?

Base: All respondents

	AWARENESS OF IPSE			SOC				HAPPINESS IN SELF-EMPLOYMENT			WORKING PLANS		AWARENESS OF TAX DEDUCTIBLES FOR TRAINING		
	Total	Know at least a little	Have at least heard of	Have never heard of	1-3	4-6	7-10	NET: 4-10	Happy	Neutral	Unhappy	Remain self-employed	Would consider or want to switch to work for someone else	Aware	Not aware
		a	b	c	a	b	c	d	a	b	c	a	b	a	b
Significance Level: 95%															
Unweighted Total	1003	58	192	811	513	291	199	490	808	148	38	727	225	261	742
Weighted Total	1003	64	202	801	501	300	201	501	800	159	35	702	243	254	749
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Manager, director or senior official	233	16	49	184	233	-	-	-	190	33	9	164	57	63	171
	23%	25%	24%	23%	47%	-	-	-	24%	21%	26%	23%	23%	25%	23%
					bcd										
Professional (e.g. doctor, lawyer, teacher, engineer)	166	8	27	139	166	-	-	-	138	20	5	126	33	63	103
	17%	12%	13%	17%	33%	-	-	-	17%	13%	13%	18%	13%	25%	14%
					bcd									b	
Associate professional / creative (e.g. nurse, technician, artist, personal trainer)	102	8	23	79	102	-	-	-	85	11	3	76	20	19	83
	10%	13%	12%	10%	20%	-	-	-	11%	7%	10%	11%	8%	7%	11%
					bcd										
Administrative / secretarial	66	3	9	57	-	66	-	66	52	11	1	37	25	17	49
	7%	4%	4%	7%	-	22%	-	13%	6%	7%	4%	5%	10%	7%	7%
						acd		ac					a		
Skilled tradesman / woman (e.g. farmer, plumber, electrician, carpenter)	214	18	56	158	-	214	-	214	169	38	7	141	56	48	165
	21%	28%	28%	20%	-	71%	-	43%	21%	24%	20%	20%	23%	19%	22%
						acd		ac							
Caring professional (e.g. childminder, care worker)	21	-	*	20	-	21	-	21	15	3	3	15	5	3	18
	2%	-	*	3%	-	7%	-	4%	2%	2%	8%	2%	2%	1%	2%
				b		ac		ac			a				
Leisure services (e.g. travel agent, hairdresser)	42	-	4	38	-	-	42	42	30	10	1	32	8	13	30
	4%	-	2%	5%	-	-	21%	8%	4%	7%	4%	5%	3%	5%	4%
							abd	ab							

Columns Tested: a,b,c - a,b,c,d - a,b,c - a,b - a,b

Survey of the Self-Employed

Q4. Which of the following best describes your current role at work (in the job in which you are self-employed (including working through your own limited company))?

Base: All respondents

	AWARENESS OF IPSE			SOC				HAPPINESS IN SELF-EMPLOYMENT			WORKING PLANS		AWARENESS OF TAX DEDUCTIBLES FOR TRAINING		
	Total	Know at least a little	Have at least heard of	Have never heard of	1-3	4-6	7-10	NET: 4-10	Happy	Neutral	Unhappy	Remain self-employed	Would consider or want to switch to work for someone else	Aware	Not aware
		a	b	c	a	b	c	d	a	b	c	a	b	a	b
Significance Level: 95%															
Unweighted Total	1003	58	192	811	513	291	199	490	808	148	38	727	225	261	742
Weighted Total	1003	64	202	801	501	300	201	501	800	159	35	702	243	254	749
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Sales or customer service	88	3	15	73	-	-	88	88	69	16	4	64	18	18	70
	9%	5%	7%	9%	-	-	44%	18%	9%	10%	12%	9%	7%	7%	9%
							abd	ab							
Process, plant and machine operators (e.g. taxi or train driver, factory or mill worker)	17	4	9	8	-	-	17	17	16	1	-	10	7	5	12
	2%	6%	5%	1%	-	-	8%	3%	2%	1%	-	1%	3%	2%	2%
		c	c				abd	ab							
Elementary trades (e.g. farm worker, window cleaner, security guard)	54	4	10	44	-	-	54	54	38	15	1	37	15	5	49
	5%	6%	5%	5%	-	-	27%	11%	5%	9%	4%	5%	6%	2%	7%
							abd	ab		a					a
NETS															
Net: 1-3	501	31	99	402	501	-	-	-	412	64	17	366	109	145	356
	50%	49%	49%	50%	100%	-	-	-	52%	41%	49%	52%	45%	57%	48%
					bcd				b					b	
Net: 4-6	300	21	65	235	-	300	-	300	236	52	11	193	86	68	232
	30%	33%	32%	29%	-	100%	-	60%	29%	33%	32%	28%	35%	27%	31%
						acd		ac					a		
Net: 7-10	201	11	38	163	-	-	201	201	152	42	7	143	48	41	161
	20%	18%	19%	20%	-	-	100%	40%	19%	27%	20%	20%	20%	16%	21%
							abd	ab		a					
Net: 4-10	501	32	103	399	-	300	201	501	388	95	18	336	134	109	393
	50%	51%	51%	50%	-	100%	100%	100%	48%	59%	51%	48%	55%	43%	52%
						a	a	a		a					a

Columns Tested: a,b,c - a,b,c,d - a,b,c - a,b - a,b

Survey of the Self-Employed

Q4. Which of the following best describes your current role at work (in the job in which you are self-employed (including working through your own limited company))?

Base: All respondents

	SELF-EMPLOYMENT SUPPORT/ADVICE AVAILABLE AT UNIVERSITY		AWARENESS OF MAKING TAX DIGITAL			CONCERN OVER BREXIT NEGOTIATIONS		CONCERN ABOUT SAVING FOR LATER LIFE		PENSION USAGE			IMPORTANCE OF SAVING FOR LATER LIFE		
	Total	To at least some extent	To no extent	Know at least a little about it	At least heard of it	Have not heard of it	Concerned	Not concerned	Concerned	Not concerned	Have used private/personal pension	Currently use private/personal pension	Have never saved through a private/personal pension	Important	Not important
Significance Level: 95%		a	b	a	b	c	a	b	a	b	a	b	c	a	b
Unweighted Total	1003	63	327	309	514	489	537	403	662	300	510	339	475	856	107
Weighted Total	1003	69	319	304	492	511	546	389	668	289	452	311	531	855	101
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Manager, director or senior official	233	14	79	73	117	117	121	102	150	75	116	76	112	204	23
	23%	20%	25%	24%	24%	23%	22%	26%	22%	26%	26%	25%	21%	24%	23%
Professional (e.g. doctor, lawyer, teacher, engineer)	166	22	98	62	92	74	105	52	112	49	101	71	61	149	13
	17%	32%	31%	21%	19%	15%	19%	13%	17%	17%	22%	23%	11%	17%	13%
				c			b				c	c			
Associate professional / creative (e.g. nurse, technician, artist, personal trainer)	102	12	36	35	53	49	75	22	74	25	48	33	54	85	11
	10%	17%	11%	12%	11%	10%	14%	6%	11%	9%	11%	11%	10%	10%	11%
				b			b								
Administrative / secretarial	66	3	16	22	36	30	40	23	46	17	39	27	26	58	3
	7%	4%	5%	7%	7%	6%	7%	6%	7%	6%	9%	9%	5%	7%	3%
											c	c			
Skilled tradesman / woman (e.g. farmer, plumber, electrician, carpenter)	214	10	39	57	97	117	100	92	136	65	70	53	139	178	23
	21%	14%	12%	19%	20%	23%	18%	24%	20%	22%	15%	17%	26%	21%	23%
							a				ab	ab			
Caring professional (e.g. childminder, care worker)	21	-	5	-	4	16	10	9	20	1	11	5	10	20	1
	2%	-	2%	-	1%	3%	2%	2%	3%	*	2%	2%	2%	2%	*
						ab			b						
Leisure services (e.g. travel agent, hairdresser)	42	1	13	13	21	21	23	14	30	8	10	9	30	33	5
	4%	2%	4%	4%	4%	4%	4%	4%	4%	3%	2%	3%	6%	4%	5%
											a	a			

Columns Tested: a,b - a,b,c - a,b - a,b - a,b,c - a,b

Survey of the Self-Employed

Q4. Which of the following best describes your current role at work (in the job in which you are self-employed (including working through your own limited company))?

Base: All respondents

	SELF-EMPLOYMENT SUPPORT/ADVICE AVAILABLE AT UNIVERSITY		AWARENESS OF MAKING TAX DIGITAL			CONCERN OVER BREXIT NEGOTIATIONS		CONCERN ABOUT SAVING FOR LATER LIFE		PENSION USAGE			IMPORTANCE OF SAVING FOR LATER LIFE		
	Total	To at least some extent	To no extent	Know at least a little about it	At least heard of it	Have not heard of it	Concerned	Not concerned	Concerned	Not concerned	Have used private/personal pension	Currently use private/personal pension	Have never saved through a private/personal pension	Important	Not important
		a	b	a	b	c	a	b	a	b	a	b	c	a	b
Significance Level: 95%															
Unweighted Total	1003	63	327	309	514	489	537	403	662	300	510	339	475	856	107
Weighted Total	1003	69	319	304	492	511	546	389	668	289	452	311	531	855	101
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Sales or customer service	88	4	19	25	44	44	45	36	51	32	35	22	52	71	13
	9%	6%	6%	8%	9%	9%	8%	9%	8%	11%	8%	7%	10%	8%	13%
Process, plant and machine operators (e.g. taxi or train driver, factory or mill worker)	17	4	7	9	11	6	10	7	16	1	7	8	8	14	3
	2%	6%	2%	3%	2%	1%	2%	2%	2%	*	2%	3%	1%	2%	3%
									b						
Elementary trades (e.g. farm worker, window cleaner, security guard)	54	-	7	7	18	36	17	34	35	16	15	7	39	43	7
	5%	-	2%	2%	4%	7%	3%	9%	5%	6%	3%	2%	7%	5%	6%
						ab		a					ab		
NETS															
Net: 1-3	501	48	213	171	261	240	301	176	335	149	265	180	226	439	47
	50%	69%	67%	56%	53%	47%	55%	45%	50%	51%	59%	58%	43%	51%	47%
				c			b				c	c			
Net: 4-6	300	12	60	79	137	163	149	123	202	83	120	85	175	255	27
	30%	18%	19%	26%	28%	32%	27%	32%	30%	29%	27%	27%	33%	30%	26%
													a		
Net: 7-10	201	9	46	54	94	107	95	90	131	58	67	46	130	161	27
	20%	13%	14%	18%	19%	21%	17%	23%	20%	20%	15%	15%	24%	19%	27%
								a					ab		a
Net: 4-10	501	22	106	133	231	270	245	213	333	140	187	131	305	416	54
	50%	31%	33%	44%	47%	53%	45%	55%	50%	49%	41%	42%	57%	49%	53%
						a		a					ab		

Columns Tested: a,b - a,b,c - a,b - a,b - a,b,c - a,b

Survey of the Self-Employed

Q5. Please enter your age in the box below.

Base: All respondents

	GENDER		AGE			REGION														
	Total	Male	Female	18-34	35-54	55+	London	South East	South West	East Midlands	West Midlands	Eastern	North West	North East	Yorkshire and Humberside	Wales	Northern Ireland	Scotland	England	Devolved Nations
	a	b	a	b	c	a	b	c	d	e	f	g	h	i	j	*k	l	m	n	
Significance Level: 95%																				
Unweighted Total	1003	587	412	93	485	425	146	195	108	81	74	52	95	34	88	42	14	74	873	130
Weighted Total	1003	678	320	201	468	334	140	201	80	60	90	40	100	50	80	50	20	90	843	160
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
18-24	16	8	8	16	-	-	-	2	-	-	2	2	5	3	2	-	-	-	16	-
	2%	1%	2%	8%	-	-	-	1%	-	-	2%	4%	5%	6%	3%	-	-	-	2%	-
				bc								acn	abcn	abcdln	an					
25-34	185	80	102	185	-	-	31	40	19	11	7	5	15	10	23	2	2	20	161	24
	18%	12%	32%	92%	-	-	22%	20%	24%	18%	8%	13%	14%	20%	28%	5%	10%	22%	19%	15%
			a	bc			ej	ej	ej	j			j	efgjmn				ej	ej	
35-44	176	105	71	-	176	-	31	43	9	7	18	10	11	13	14	6	-	15	155	21
	18%	16%	22%	-	38%	-	22%	21%	11%	12%	20%	24%	11%	26%	17%	12%	-	17%	18%	13%
			a		ac		cg	cg				cg		cg						
45-54	292	218	73	-	292	-	33	51	22	23	38	11	34	10	18	21	12	18	240	51
	29%	32%	23%	-	62%	-	24%	26%	27%	38%	42%	26%	34%	21%	22%	42%	60%	20%	29%	32%
		b			ac				abil	abchilm			l		abil					
55-64	234	186	48	-	-	234	32	44	21	12	18	7	28	8	18	14	5	27	188	46
	23%	27%	15%	-	-	70%	23%	22%	26%	20%	20%	17%	28%	16%	23%	28%	25%	30%	22%	29%
		b			ab															
65+	100	82	18	-	-	100	13	21	9	7	7	6	8	6	5	7	1	11	82	18
	10%	12%	6%	-	-	30%	9%	10%	11%	11%	8%	15%	8%	12%	7%	13%	5%	12%	10%	11%
		b			ab															
Mean score	48.1	50.5	43.0	29.9	45.5	62.6	47.2	47.6	48.7	48.6	48.2	47.2	48.7	45.7	45.4	53.2	50.4	49.5	47.6	50.8
		b			a	ab									abdefhim			i		abhim
Standard deviation	12.80	12.16	12.59	3.65	5.05	5.39	12.76	12.97	13.38	12.08	11.02	13.71	13.34	14.04	13.27	11.23	10.42	12.76	12.88	12.07
Standard error	.40	.50	.62	.38	.23	.26	1.06	.93	1.29	1.34	1.28	1.90	1.37	2.41	1.41	1.73	2.79	1.48	.44	1.06

Columns Tested: a,b - a,b,c - a,b,c,d,e,f,g,h,i,j,k,l,m,n

Survey of the Self-Employed

Q5. Please enter your age in the box below.

Base: All respondents

	CURRENT WORK		TYPE OF BUSINESS			EDUCATION					LENGTH OF SELF-EMPLOYMENT					
	Total	Work with spouse, relative or business partner	Work by themselves	Limited company	Partnership	Sole trader	Secondary school	University degree	Higher university degree	NET: Up to Secondary school	NET: University	Up to 3 years	3-6 years	6-10 years	10-15 years	More than 15 years
	a	b	a	b	c	a	b	c	d	e	a	b	c	d	e	
Significance Level: 95%																
Unweighted Total	1003	103	900	126	41	807	455	403	130	458	533	156	196	174	172	305
Weighted Total	1003	96	907	134	38	801	472	383	134	475	517	185	207	173	165	273
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
18-24	16 2%	- -	16 2%	- -	- -	16 2%	12 2%	4 1%	- -	12 2%	4 1%	12 7%	4 2%	- -	- -	- -
							e			e		bcd	e			
25-34	185 18%	15 16%	170 19%	28 21%	6 17%	143 18%	83 18%	70 18%	32 24%	83 18%	101 20%	68 37%	60 29%	37 21%	12 7%	8 3%
							cde	de	de	e						
35-44	176 18%	13 13%	164 18%	26 19%	4 9%	138 17%	78 17%	72 19%	25 19%	78 16%	97 19%	49 27%	47 23%	26 15%	29 18%	25 9%
							ce	e	e							
45-54	292 29%	29 30%	263 29%	43 32%	16 42%	229 29%	152 32%	98 25%	35 26%	154 32%	133 26%	29 15%	50 24%	61 35%	70 42%	83 30%
							be			be			a	ab	abe	a
55-64	234 23%	24 25%	210 23%	29 22%	6 16%	193 24%	105 22%	92 24%	35 26%	105 22%	127 25%	24 13%	36 17%	38 22%	38 23%	98 36%
							a							a	a	abcd
65+	100 10%	16 16%	85 9%	8 6%	6 16%	82 10%	42 9%	48 12%	8 6%	43 9%	55 11%	3 2%	10 5%	12 7%	16 10%	59 21%
		b			a			c						a	a	abcd
Mean score	48.1	51.1	47.8	46.7	49.9	48.3	47.5	49.0	46.8	47.6	48.4	38.9	44.0	47.4	50.4	56.3
		b											a	ab	abc	abcd
Standard deviation	12.80	12.48	12.80	11.31	12.54	12.95	12.75	13.15	11.87	12.78	12.85	11.87	12.43	11.36	10.22	10.26
Standard error	.40	1.23	.43	1.01	1.96	.46	.60	.65	1.04	.60	.56	.95	.89	.86	.78	.59

Columns Tested: a,b - a,b,c - a,b,c,d,e - a,b,c,d,e

Survey of the Self-Employed

Q5. Please enter your age in the box below.

Base: All respondents

	AWARENESS OF IPSE			SOC				HAPPINESS IN SELF-EMPLOYMENT			WORKING PLANS		AWARENESS OF TAX DEDUCTIBLES FOR TRAINING		
	Total	Know at least a little	Have at least heard of	Have never heard of	1-3	4-6	7-10	NET: 4-10	Happy	Neutral	Unhappy	Remain self-employed	Would consider or want to switch to work for someone else	Aware	Not aware
	a	b	c	a	b	c	d	a	b	c	a	b	a	b	
Significance Level: 95%															
Unweighted Total	1003	58	192	811	513	291	199	490	808	148	38	727	225	261	742
Weighted Total	1003	64	202	801	501	300	201	501	800	159	35	702	243	254	749
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
18-24	16	2	8	8	10	2	3	5	12	4	-	14	-	2	13
	2%	3%	4%	1%	2%	1%	2%	1%	1%	3%	-	2%	-	1%	2%
			c								b				
25-34	185	10	29	156	97	51	38	88	144	34	4	107	63	40	144
	18%	15%	14%	19%	19%	17%	19%	18%	18%	21%	12%	15%	26%	16%	19%
			a												
35-44	176	11	26	150	81	52	43	95	133	31	9	114	52	47	129
	18%	17%	13%	19%	16%	17%	21%	19%	17%	20%	25%	16%	21%	19%	17%
			a												
45-54	292	23	76	216	143	100	48	149	223	56	9	190	86	64	228
	29%	36%	38%	27%	29%	33%	24%	30%	28%	36%	27%	27%	36%	25%	30%
			c			c							a		
55-64	234	12	46	188	118	69	47	116	195	27	11	188	37	70	164
	23%	19%	23%	23%	23%	23%	23%	23%	24%	17%	32%	27%	15%	28%	22%
			b						b		b				
65+	100	6	16	84	52	25	23	48	91	7	1	89	5	30	71
	10%	9%	8%	10%	10%	8%	11%	10%	11%	4%	4%	13%	2%	12%	9%
			b						b		b				
Mean score	48.1	46.5	47.9	48.1	48.2	48.0	47.7	47.9	48.7	45.1	49.4	49.6	44.3	49.5	47.6
									b		b	b		b	
Standard deviation	12.80	12.83	12.65	12.85	13.05	12.22	13.07	12.56	12.98	11.38	12.98	12.90	11.33	12.88	12.75
Standard error	.40	1.68	.91	.45	.58	.72	.93	.57	.46	.94	2.10	.48	.76	.80	.47

Columns Tested: a,b,c - a,b,c,d - a,b,c - a,b - a,b

Survey of the Self-Employed

Q5. Please enter your age in the box below.

Base: All respondents

	SELF-EMPLOYMENT SUPPORT/ADVICE AVAILABLE AT UNIVERSITY		AWARENESS OF MAKING TAX DIGITAL			CONCERN OVER BREXIT NEGOTIATIONS		CONCERN ABOUT SAVING FOR LATER LIFE		PENSION USAGE			IMPORTANCE OF SAVING FOR LATER LIFE		
	Total	To at least some extent	To no extent	Know at least a little about it	At least heard of it	Have not heard of it	Concerned	Not concerned	Concerned	Not concerned	Have used private/personal pension	Currently use private/personal pension	Have never saved through a private/personal pension	Important	Not important
	a	b	a	b	c	a	b	a	b	a	b	c	a	b	
Significance Level: 95%															
Unweighted Total	1003	63	327	309	514	489	537	403	662	300	510	339	475	856	107
Weighted Total	1003	69	319	304	492	511	546	389	668	289	452	311	531	855	101
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
18-24	16	-	2	3	5	10	8	7	16	-	-	-	16	16	-
	2%	-	1%	1%	1%	2%	2%	2%	2%	-	-	-	3%	2%	-
									b				ab		
25-34	185	24	60	47	68	117	118	51	137	41	33	24	147	165	9
	18%	35%	19%	15%	14%	23%	22%	13%	21%	14%	7%	8%	28%	19%	9%
		b				ab	b		b				ab	b	
35-44	176	12	57	43	81	95	96	65	126	35	59	48	114	144	19
	18%	18%	18%	14%	17%	19%	17%	17%	19%	12%	13%	16%	21%	17%	19%
									b				ab		
45-54	292	19	80	86	141	151	146	116	202	71	131	97	153	249	29
	29%	27%	25%	28%	29%	30%	27%	30%	30%	24%	29%	31%	29%	29%	29%
55-64	234	6	91	93	137	97	123	104	139	91	155	105	77	201	25
	23%	9%	29%	30%	28%	19%	23%	27%	21%	32%	34%	34%	15%	24%	25%
			a	c	c				a		c	c			
65+	100	8	28	33	60	41	54	45	48	51	73	36	24	81	18
	10%	11%	9%	11%	12%	8%	10%	12%	7%	18%	16%	11%	5%	9%	18%
				c					a		c	c		a	a
Mean score	48.1	43.7	48.8	50.0	50.0	46.2	47.3	49.9	46.3	52.8	53.7	52.2	43.4	47.8	51.8
			a	c	c			a		a	c	c		a	a
Standard deviation	12.80	13.68	12.51	12.58	12.43	12.90	13.13	12.52	12.64	12.52	11.34	10.84	12.13	12.93	11.80
Standard error	.40	1.72	.69	.72	.55	.58	.57	.62	.49	.72	.50	.59	.56	.44	1.14

Columns Tested: a,b - a,b,c - a,b - a,b - a,b,c - a,b

Survey of the Self-Employed

Q6. Are you...?

Base: All respondents

	GENDER		AGE			REGION														
	Total	Male	Female	18-34	35-54	55+	London	South East	South West	East Midlands	West Midlands	Eastern	North West	North East	Yorkshire and Humberside	Wales	Northern Ireland	Scotland	England	Devolved Nations
	a	b	a	b	c	a	b	c	d	e	f	g	h	i	j	*k	l	m	n	
Significance Level: 95%																				
Unweighted Total	1003	587	412	93	485	425	146	195	108	81	74	52	95	34	88	42	14	74	873	130
Weighted Total	1003	678	320	201	468	334	140	201	80	60	90	40	100	50	80	50	20	90	843	160
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Male	678	678	-	88	323	267	96	128	54	39	65	23	68	33	52	36	16	68	558	120
	68%	100%	-	44%	69%	80%	68%	64%	67%	64%	72%	58%	68%	66%	65%	71%	81%	76%	66%	75%
		b		a	ab												f		bfm	
Female	320	-	320	110	144	66	43	69	26	22	25	17	32	17	28	14	4	22	280	40
	32%	-	100%	55%	31%	20%	31%	34%	33%	36%	28%	42%	32%	34%	35%	29%	19%	24%	33%	25%
		a		bc	c							ln								
Prefer not to say	4	-	-	3	1	-	1	3	-	-	-	-	-	-	-	-	-	-	4	-
	*	-	-	1%	*	-	1%	1%	-	-	-	-	-	-	-	-	-	-	*	-
				c																
I identify in another way	1	-	-	-	1	1	1	1	-	-	-	-	-	-	-	-	-	-	1	-
	*	-	-	-	*	*	*	*	-	-	-	-	-	-	-	-	-	-	*	-

Columns Tested: a,b - a,b,c - a,b,c - a,b,c,d,e,f,g,h,i,j,k,l,m,n

Survey of the Self-Employed

Q6. Are you...?

Base: All respondents

	CURRENT WORK		TYPE OF BUSINESS			EDUCATION					LENGTH OF SELF-EMPLOYMENT					
	Work with spouse, relative or business partner	Work by themselves	Limited company	Partnership	Sole trader	Secondary school	University degree	Higher university degree	NET: Up to Secondary school	NET: University	Up to 3 years	3-6 years	6-10 years	10-15 years	More than 15 years	
Total	a	b	a	b	c	a	b	c	d	e	a	b	c	d	e	
Significance Level: 95%																
Unweighted Total	1003	103	900	126	41	807	455	403	130	458	533	156	196	174	172	305
Weighted Total	1003	96	907	134	38	801	472	383	134	475	517	185	207	173	165	273
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Male	678	68	610	103	27	531	326	252	88	329	340	101	124	113	121	220
	68%	71%	67%	77%	70%	66%	69%	66%	66%	69%	66%	54%	60%	65%	73%	81%
				c											ab	abc
Female	320	28	292	31	11	265	146	128	45	146	173	84	82	57	43	53
	32%	29%	32%	23%	30%	33%	31%	33%	34%	31%	33%	46%	40%	33%	26%	19%
						a						cde	de	e		
Prefer not to say	4	-	4	-	-	4	-	4	-	-	4	-	-	4	-	-
	*	-	*	-	-	*	-	1%	-	-	1%	-	-	2%	-	-
								ad						be		
I identify in another way	1	-	1	-	-	1	1	-	1	1	1	-	1	-	1	-
	*	-	*	-	-	*	*	-	*	*	*	-	*	-	*	-

Columns Tested: a,b - a,b,c - a,b,c,d,e - a,b,c,d,e

Survey of the Self-Employed

Q6. Are you...?

Base: All respondents

	AWARENESS OF IPSE			SOC				HAPPINESS IN SELF-EMPLOYMENT			WORKING PLANS		AWARENESS OF TAX DEDUCTIBLES FOR TRAINING		
	Total	Know at least a little	Have at least heard of	Have never heard of	1-3	4-6	7-10	NET: 4-10	Happy	Neutral	Unhappy	Remain self-employed	Would consider or want to switch to work for someone else	Aware	Not aware
		a	b	c	a	b	c	d	a	b	c	a	b	a	b
Significance Level: 95%															
Unweighted Total	1003	58	192	811	513	291	199	490	808	148	38	727	225	261	742
Weighted Total	1003	64	202	801	501	300	201	501	800	159	35	702	243	254	749
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Male	678	47	154	524	343	204	131	335	542	106	22	482	149	174	505
	68%	75%	76%	65%	68%	68%	65%	67%	68%	67%	62%	69%	61%	68%	67%
			c									b			
Female	320	16	48	272	156	94	70	163	253	52	13	219	90	76	243
	32%	25%	24%	34%	31%	31%	35%	33%	32%	33%	38%	31%	37%	30%	32%
			b												
Prefer not to say	4	-	-	4	1	3	-	3	4	-	-	-	4	4	-
	*	-	-	*	*	1%	-	1%	*	-	-	-	2%	1%	-
													a	b	
I identify in another way	1	-	-	1	1	-	-	-	1	1	-	1	-	-	1
	*	-	-	*	*	-	-	-	*	*	-	*	-	-	*

Columns Tested: a,b,c - a,b,c,d - a,b,c - a,b - a,b

Survey of the Self-Employed

Q6. Are you...?

Base: All respondents

	SELF-EMPLOYMENT SUPPORT/ADVICE AVAILABLE AT UNIVERSITY		AWARENESS OF MAKING TAX DIGITAL			CONCERN OVER BREXIT NEGOTIATIONS		CONCERN ABOUT SAVING FOR LATER LIFE		PENSION USAGE			IMPORTANCE OF SAVING FOR LATER LIFE		
	Total	To at least some extent	To no extent	Know at least a little about it	At least heard of it	Have not heard of it	Concerned	Not concerned	Concerned	Not concerned	Have used private/personal pension	Currently use private/personal pension	Have never saved through a private/personal pension	Important	Not important
Significance Level: 95%															
Unweighted Total	1003	63	327	309	514	489	537	403	662	300	510	339	475	856	107
Weighted Total	1003	69	319	304	492	511	546	389	668	289	452	311	531	855	101
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Male	678	39	215	221	348	330	362	279	417	227	337	233	326	569	75
	68%	56%	67%	73%	71%	65%	66%	72%	62%	78%	75%	75%	61%	67%	74%
				c	c				a		c	c			
Female	320	27	104	82	143	176	179	110	247	62	111	75	203	282	26
	32%	40%	33%	27%	29%	35%	33%	28%	37%	21%	25%	24%	38%	33%	25%
						a			b				ab		
Prefer not to say	4	3	-	-	-	4	4	-	4	-	3	3	1	4	-
	*	4%	-	-	-	1%	1%	-	1%	-	1%	1%	*	*	-
		b													
I identify in another way	1	-	-	1	1	1	1	-	1	1	1	-	1	1	1
	*	-	-	*	*	*	*	-	*	*	*	-	*	*	1%

Columns Tested: a,b - a,b,c - a,b - a,b - a,b,c - a,b

Survey of the Self-Employed

Q7. Which of the following regions do you live in?

Base: All respondents

	GENDER			AGE			REGION														
	Total	Male	Female	18-34	35-54	55+	London	South East	South West	East Midlands	West Midlands	Eastern	North West	North East	Yorkshire and Humberside	Wales	Northern Ireland	Scotland	England	Devolved Nations	
	a	b		a	b	c	a	b	c	d	e	f	g	h	i	j	*k	l	m	n	
Significance Level: 95%																					
Unweighted Total	1003	587	412	93	485	425	146	195	108	81	74	52	95	34	88	42	14	74	873	130	
Weighted Total	1003	678	320	201	468	334	140	201	80	60	90	40	100	50	80	50	20	90	843	160	
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
London	140	96	43	31	64	45	140	-	-	-	-	-	-	-	-	-	-	-	140	-	
	14%	14%	14%	16%	14%	13%	100%	-	-	-	-	-	-	-	-	-	-	-	17%	-	
							bcdefg												bcdefghijn		
							hijlmn														
South East	201	128	69	42	94	64	-	201	-	-	-	-	-	-	-	-	-	-	201	-	
	20%	19%	22%	21%	20%	19%	-	100%	-	-	-	-	-	-	-	-	-	-	24%	-	
							acdefg												acdefghijn		
							hijlmn														
South West	80	54	26	19	31	30	-	-	80	-	-	-	-	-	-	-	-	-	80	-	
	8%	8%	8%	10%	7%	9%	-	-	100%	-	-	-	-	-	-	-	-	-	10%	-	
							abdefg												abdefghijn		
							hijlmn														
East Midlands	60	39	22	11	30	19	-	-	-	60	-	-	-	-	-	-	-	-	60	-	
	6%	6%	7%	5%	7%	6%	-	-	-	100%	-	-	-	-	-	-	-	-	7%	-	
							abcefg												abcefgijn		
							hijlmn														
West Midlands	90	65	25	9	56	25	-	-	-	-	90	-	-	-	-	-	-	-	90	-	
	9%	10%	8%	5%	12%	8%	-	-	-	-	100%	-	-	-	-	-	-	-	11%	-	
					ac		abcdfg												abcdfghijn		
							hijlmn														
Eastern	40	23	17	7	20	13	-	-	-	-	-	40	-	-	-	-	-	-	40	-	
	4%	3%	5%	3%	4%	4%	-	-	-	-	-	100%	-	-	-	-	-	-	5%	-	
							abcdeg												abcdgin		
							hijlmn														
North West	100	68	32	19	45	36	-	-	-	-	-	-	100	-	-	-	-	-	100	-	
	10%	10%	10%	10%	10%	11%	-	-	-	-	-	-	100%	-	-	-	-	-	12%	-	
							abcdef												abcdefhijn		
							hijlmn														
North East	50	33	17	13	23	14	-	-	-	-	-	-	-	50	-	-	-	-	50	-	
	5%	5%	5%	6%	5%	4%	-	-	-	-	-	-	-	100%	-	-	-	-	6%	-	
							abcdef												abcdegijn		
							ghjlmn														
Yorkshire and Humberside	80	52	28	25	32	23	-	-	-	-	-	-	-	-	80	-	-	-	80	-	
	8%	8%	9%	12%	7%	7%	-	-	-	-	-	-	-	-	100%	-	-	-	10%	-	
							abcde												abcde		
							fgjln												fgjln		

Columns Tested: a,b - a,b,c - a,b,c,d,e,f,g,h,i,j,k,l,m,n

Survey of the Self-Employed

Q7. Which of the following regions do you live in?

Base: All respondents

	GENDER		AGE			REGION														
	Total	Male	Female	18-34	35-54	55+	London	South East	South West	East Midlands	West Midlands	Eastern	North West	North East	Yorkshire and Humberside	Wales	Northern Ireland	Scotland	England	Devolved Nations
	a	b	a	b	c	a	b	c	d	e	f	g	h	i	j	*k	l	m	n	
Significance Level: 95%																				
Unweighted Total	1003	587	412	93	485	425	146	195	108	81	74	52	95	34	88	42	14	74	873	130
Weighted Total	1003	678	320	201	468	334	140	201	80	60	90	40	100	50	80	50	20	90	843	160
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Wales	50	36	14	2	27	21	-	-	-	-	-	-	-	-	-	50	-	-	-	50
	5%	5%	4%	1%	6%	6%	-	-	-	-	-	-	-	-	-	100%	-	-	-	31%
															abcdefghijklmn					abcdefghijklm
Northern Ireland	20	16	4	2	12	6	-	-	-	-	-	-	-	-	-	-	20	-	-	20
	2%	2%	1%	1%	3%	2%	-	-	-	-	-	-	-	-	-	-	100%	-	-	13%
																				abcdefghijklm
Scotland	90	68	22	20	33	37	-	-	-	-	-	-	-	-	-	-	-	90	-	90
	9%	10%	7%	10%	7%	11%	-	-	-	-	-	-	-	-	-	-	-	100%	-	56%
						b												abcdefghijklm		abcdefghijklm
NETS																				
Net: England	843	558	280	177	396	270	140	201	80	60	90	40	100	50	80	-	-	-	843	-
	84%	82%	87%	88%	85%	81%	100%	100%	100%	100%	100%	100%	100%	100%	100%	-	-	-	100%	-
			a				jl	jl	jl	jl	jl	jl	jl	jl	jl				jl	
Net: Devolved regions	160	120	40	24	73	64	-	-	-	-	-	-	-	-	-	50	20	90	-	160
	16%	18%	13%	12%	15%	19%	-	-	-	-	-	-	-	-	-	100%	100%	100%	-	100%
			b													abcdefghijklm		abcdefghijklm		abcdefghijklm

Columns Tested: a,b - a,b,c - a,b,c,d,e,f,g,h,i,j,k,l,m,n

Survey of the Self-Employed

Q7. Which of the following regions do you live in?

Base: All respondents

	CURRENT WORK		TYPE OF BUSINESS			EDUCATION					LENGTH OF SELF-EMPLOYMENT					
	Total	Work with spouse, relative or business partner	Work by themselves	Limited company	Partnership	Sole trader	Secondary school	University degree	Higher university degree	NET: Up to Secondary school	NET: University	Up to 3 years	3-6 years	6-10 years	10-15 years	More than 15 years
	a	b	a	b	c	a	b	c	d	e	a	b	c	d	e	
Significance Level: 95%																
Unweighted Total	1003	103	900	126	41	807	455	403	130	458	533	156	196	174	172	305
Weighted Total	1003	96	907	134	38	801	472	383	134	475	517	185	207	173	165	273
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
London	140	9	132	38	3	89	40	74	26	40	99	33	30	19	14	44
	14%	9%	15%	28%	8%	11%	8%	19%	19%	8%	19%	18%	14%	11%	9%	16%
				bc				ad	ad		ad	d				d
South East	201	19	182	37	8	149	100	79	21	101	100	37	48	46	28	42
	20%	19%	20%	27%	21%	19%	21%	21%	15%	21%	19%	20%	23%	26%	17%	15%
				c									e	de		
South West	80	17	63	10	8	61	41	31	7	42	38	11	18	18	14	20
	8%	18%	7%	7%	22%	8%	9%	8%	5%	9%	7%	6%	9%	10%	8%	7%
		b			ac											
East Midlands	60	3	57	6	-	53	28	19	10	28	30	15	7	10	12	16
	6%	3%	6%	4%	-	7%	6%	5%	8%	6%	6%	8%	4%	6%	7%	6%
West Midlands	90	13	77	10	4	75	59	26	5	59	31	7	15	12	22	34
	9%	13%	9%	7%	11%	9%	13%	7%	4%	12%	6%	4%	7%	7%	14%	12%
							bce			bce					abc	a
Eastern	40	4	36	3	2	33	24	12	4	24	16	4	13	5	10	9
	4%	4%	4%	2%	6%	4%	5%	3%	3%	5%	3%	2%	6%	3%	6%	3%
North West	100	5	95	10	-	87	51	39	9	51	48	23	13	15	22	28
	10%	5%	10%	8%	-	11%	11%	10%	7%	11%	9%	12%	6%	9%	13%	10%
						b						b			b	
North East	50	8	42	1	2	47	31	15	4	31	19	16	6	8	7	14
	5%	8%	5%	1%	5%	6%	7%	4%	3%	6%	4%	9%	3%	4%	4%	5%
						a	e			e		b				
Yorkshire and Humberside	80	7	73	8	5	65	41	26	10	41	36	13	26	14	10	17
	8%	7%	8%	6%	14%	8%	9%	7%	7%	9%	7%	7%	12%	8%	6%	6%
													de			
Wales	50	2	49	2	3	46	20	16	11	21	27	3	9	10	8	20
	5%	2%	5%	1%	7%	6%	4%	4%	8%	4%	5%	1%	4%	6%	5%	7%
						a								a		a
Northern Ireland	20	2	18	2	2	17	8	8	4	8	12	3	5	2	3	7
	2%	2%	2%	1%	4%	2%	2%	2%	3%	2%	2%	2%	2%	1%	2%	3%
Scotland	90	8	82	9	1	80	28	38	23	28	61	19	19	15	14	22
	9%	9%	9%	7%	2%	10%	6%	10%	17%	6%	12%	11%	9%	9%	8%	8%
								ad	abd	ad						

Columns Tested: a,b - a,b,c - a,b,c,d,e - a,b,c,d,e

Survey of the Self-Employed

Q7. Which of the following regions do you live in?

Base: All respondents

	CURRENT WORK		TYPE OF BUSINESS			EDUCATION					LENGTH OF SELF-EMPLOYMENT					
	Work with spouse, relative or business partner	Work by themselves	Limited company	Partnership	Sole trader	Secondary school	University degree	Higher university degree	NET: Up to Secondary school	NET: University	Up to 3 years	3-6 years	6-10 years	10-15 years	More than 15 years	
Total	a	b	a	b	c	a	b	c	d	e	a	b	c	d	e	
Significance Level: 95%																
Unweighted Total	1003	900	126	41	807	455	403	130	458	533	156	196	174	172	305	
Weighted Total	1003	907	134	38	801	472	383	134	475	517	185	207	173	165	273	
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	
NETS																
Net: England	843	758	122	33	658	415	322	96	417	418	159	174	146	139	223	
	84%	84%	91%	87%	82%	88%	84%	71%	88%	81%	86%	84%	84%	85%	82%	
			c			ce	c		ce	c						
Net: Devolved regions	160	149	12	5	143	57	61	38	58	100	26	33	27	26	49	
	16%	16%	9%	13%	18%	12%	16%	29%	12%	19%	14%	16%	16%	15%	18%	
					a			abde		ad						

Columns Tested: a,b - a,b,c - a,b,c,d,e - a,b,c,d,e

Survey of the Self-Employed

Q7. Which of the following regions do you live in?

Base: All respondents

	AWARENESS OF IPSE			SOC				HAPPINESS IN SELF-EMPLOYMENT			WORKING PLANS		AWARENESS OF TAX DEDUCTIBLES FOR TRAINING		
	Total	Know at least a little	Have at least heard of	Have never heard of	1-3	4-6	7-10	NET: 4-10	Happy	Neutral	Unhappy	Remain self-employed	Would consider or want to switch to work for someone else	Aware	Not aware
	a	b	c	a	b	c	d	a	b	c	a	b	a	b	
Significance Level: 95%															
Unweighted Total	1003	58	192	811	513	291	199	490	808	148	38	727	225	261	742
Weighted Total	1003	64	202	801	501	300	201	501	800	159	35	702	243	254	749
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
London	140	11	27	114	86	27	27	54	110	17	9	95	38	38	102
	14%	17%	13%	14%	17% bd	9%	14%	11%	14%	10%	26% ab	14%	15%	15%	14%
South East	201	7	36	165	111	59	31	90	157	39	3	138	55	52	148
	20%	11%	18%	21%	22% c	20%	15%	18%	20%	25% c	10%	20%	23%	21%	20%
South West	80	5	18	62	33	28	19	47	63	12	5	55	19	25	56
	8%	9%	9%	8%	7%	9%	9%	9%	8%	8%	13%	8%	8%	10%	7%
East Midlands	60	6	9	51	29	19	12	31	49	8	2	46	12	14	46
	6%	9%	5%	6%	6%	6%	6%	6%	6%	5%	6%	6%	5%	6%	6%
West Midlands	90	12	26	64	30	45	15	60	62	25	3	52	20	12	78
	9%	19% c	13% c	8%	6%	15% ac	7%	12% a	8%	16% a	8%	7%	8%	5%	10% a
Eastern	40	1	5	35	21	9	10	19	32	8	1	29	9	8	32
	4%	2%	3%	4%	4%	3%	5%	4%	4%	5%	2%	4%	4%	3%	4%
North West	100	6	21	79	45	30	25	56	86	13	2	72	25	28	72
	10%	10%	10%	10%	9%	10%	13%	11%	11%	8%	5%	10%	10%	11%	10%
North East	50	-	7	43	13	20	17	37	42	5	3	43	7	11	40
	5%	-	4%	5%	3%	7% a	8% a	7% a	5%	3%	7%	6%	3%	4%	5%
Yorkshire and Humberside	80	5	21	59	40	23	17	40	65	11	3	55	19	17	63
	8%	8%	10%	7%	8%	8%	8%	8%	8%	7%	8%	8%	8%	7%	8%
Wales	50	2	11	39	25	18	7	25	40	8	2	32	18	19	31
	5%	3%	6%	5%	5%	6%	3%	5%	5%	5%	7%	5%	7%	8% b	4%
Northern Ireland	20	3	5	15	9	6	4	11	17	3	-	15	6	6	14
	2%	5%	2%	2%	2%	2%	2%	2%	2%	2%	-	2%	2%	2%	2%
Scotland	90	5	15	75	58	16	17	33	76	11	3	69	16	22	68
	9%	7%	8%	9%	11% bd	5%	8%	7%	9%	7%	8%	10%	7%	9%	9%

Columns Tested: a,b,c - a,b,c,d - a,b,c - a,b - a,b

Survey of the Self-Employed

Q7. Which of the following regions do you live in?

Base: All respondents

	AWARENESS OF IPSE			SOC				HAPPINESS IN SELF-EMPLOYMENT			WORKING PLANS		AWARENESS OF TAX DEDUCTIBLES FOR TRAINING		
	Total	Know at least a little	Have at least heard of	Have never heard of	1-3	4-6	7-10	NET: 4-10	Happy	Neutral	Unhappy	Remain self-employed	Would consider or want to switch to work for someone else	Aware	Not aware
	a	b	c	a	b	c	d	a	b	c	a	b	a	b	
Significance Level: 95%															
Unweighted Total	1003	58	192	811	513	291	199	490	808	148	38	727	225	261	742
Weighted Total	1003	64	202	801	501	300	201	501	800	159	35	702	243	254	749
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
NETS															
Net: England	843	54	171	672	409	260	173	433	667	138	30	585	204	206	636
	84%	85%	85%	84%	82%	87%	86%	86% a	83%	87%	85%	83%	84%	81%	85%
Net: Devolved regions	160	10	31	129	92	40	28	68	133	21	5	116	39	47	113
	16%	15%	15%	16%	18%	13%	14%	14%	17%	13%	15%	17%	16%	19%	15%
							d								

Columns Tested: a,b,c - a,b,c,d - a,b,c - a,b - a,b

Survey of the Self-Employed

Q7. Which of the following regions do you live in?

Base: All respondents

	SELF-EMPLOYMENT SUPPORT/ADVICE AVAILABLE AT UNIVERSITY		AWARENESS OF MAKING TAX DIGITAL			CONCERN OVER BREXIT NEGOTIATIONS		CONCERN ABOUT SAVING FOR LATER LIFE		PENSION USAGE			IMPORTANCE OF SAVING FOR LATER LIFE		
	Total	To at least some extent	To no extent	Know at least a little about it	At least heard of it	Have not heard of it	Concerned	Not concerned	Concerned	Not concerned	Have used private/personal pension	Currently use private/personal pension	Have never saved through a private/personal pension	Important	Not important
	a	b	a	b	c	a	b	a	b	a	b	c	a	b	
Significance Level: 95%															
Unweighted Total	1003	63	327	309	514	489	537	403	662	300	510	339	475	856	107
Weighted Total	1003	69	319	304	492	511	546	389	668	289	452	311	531	855	101
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
London	140	13	61	34	61	79	96	39	99	35	59	45	77	116	19
	14%	19%	19%	11%	12%	16%	18%	10%	15%	12%	13%	14%	14%	14%	18%
							b								
South East	201	15	57	56	91	109	119	69	139	50	97	68	98	177	15
	20%	21%	18%	18%	19%	21%	22%	18%	21%	17%	21%	22%	18%	21%	15%
South West	80	6	16	32	54	27	45	32	51	26	36	25	44	69	6
	8%	8%	5%	11%	11%	5%	8%	8%	8%	9%	8%	8%	8%	8%	6%
				c	c										
East Midlands	60	3	19	13	27	34	25	31	44	13	36	22	22	53	5
	6%	4%	6%	4%	5%	7%	5%	8%	7%	5%	8%	7%	4%	6%	5%
							a				c				
West Midlands	90	3	17	25	39	51	39	35	53	25	33	19	55	77	7
	9%	5%	5%	8%	8%	10%	7%	9%	8%	9%	7%	6%	10%	9%	6%
													b		
Eastern	40	3	11	16	23	18	21	16	33	6	17	10	23	39	1
	4%	4%	3%	5%	5%	3%	4%	4%	5%	2%	4%	3%	4%	5%	1%
									b						
North West	100	7	29	29	42	58	47	49	65	28	46	38	54	85	10
	10%	10%	9%	9%	9%	11%	9%	13%	10%	10%	10%	12%	10%	10%	10%
North East	50	1	15	22	27	23	19	26	32	16	16	12	30	43	4
	5%	2%	5%	7%	6%	5%	4%	7%	5%	6%	4%	4%	6%	5%	4%
								a							
Yorkshire and Humberside	80	9	22	21	41	40	38	40	50	30	38	22	42	63	12
	8%	13%	7%	7%	8%	8%	7%	10%	8%	10%	9%	7%	8%	7%	12%
Wales	50	2	20	17	27	23	30	16	38	11	21	15	26	47	4
	5%	3%	6%	6%	5%	5%	5%	4%	6%	4%	5%	5%	5%	5%	3%
Northern Ireland	20	2	10	8	15	5	8	10	12	8	10	9	10	16	5
	2%	2%	3%	3%	3%	1%	1%	3%	2%	3%	2%	3%	2%	2%	4%
						c									

Columns Tested: a,b - a,b,c - a,b - a,b - a,b,c - a,b

Survey of the Self-Employed

Q7. Which of the following regions do you live in?

Base: All respondents

	SELF-EMPLOYMENT SUPPORT/ADVICE AVAILABLE AT UNIVERSITY		AWARENESS OF MAKING TAX DIGITAL			CONCERN OVER BREXIT NEGOTIATIONS		CONCERN ABOUT SAVING FOR LATER LIFE		PENSION USAGE			IMPORTANCE OF SAVING FOR LATER LIFE		
	Total	To at least some extent	To no extent	Know at least a little about it	At least heard of it	Have not heard of it	Concerned	Not concerned	Concerned	Not concerned	Have used private/personal pension	Currently use private/personal pension	Have never saved through a private/personal pension	Important	Not important
	a	b	a	b	c	a	b	a	b	a	b	c	a	b	
Significance Level: 95%															
Unweighted Total	1003	63	327	309	514	489	537	403	662	300	510	339	475	856	107
Weighted Total	1003	69	319	304	492	511	546	389	668	289	452	311	531	855	101
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Scotland	90	7	42	32	47	44	58	26	51	38	42	28	49	72	15
	9%	10%	13%	11%	9%	9%	11%	7%	8%	13%	9%	9%	9%	8%	15%
							b			a					a
NETS															
Net: England	843	59	247	247	404	438	449	336	567	231	378	259	446	722	78
	84%	85%	78%	81%	82%	86%	82%	86%	85%	80%	84%	83%	84%	84%	77%
Net: Devolved regions	160	10	72	57	88	72	96	53	101	58	73	52	85	134	23
	16%	15%	22%	19%	18%	14%	18%	14%	15%	20%	16%	17%	16%	16%	23%

Columns Tested: a,b - a,b,c - a,b - a,b - a,b,c - a,b

Survey of the Self-Employed

Q8. What is the highest educational level that you have achieved to date?

Base: All respondents

	GENDER		AGE			REGION															
	Total	Male	Female	18-34	35-54	55+	London	South East	South West	East Midlands	West Midlands	Eastern	North West	North East	Yorkshire and Humberside	Wales	Northern Ireland	Scotland	England	Devolved Nations	
	a	b		a	b	c	a	b	c	d	e	f	g	h	i	j	*k	l	m	n	
Significance Level: 95%																					
Unweighted Total	1003	587	412	93	485	425	146	195	108	81	74	52	95	34	88	42	14	74	873	130	
Weighted Total	1003	678	320	201	468	334	140	201	80	60	90	40	100	50	80	50	20	90	843	160	
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	
No formal education	8 1%	8 1%	-	-	4 1%	4 1%	1 *	-	-	2 3%	-	-	-	-	3 4%	2 4%	-	1 1%	5 1%	3 2%	
		b							b						bcm	bcm					
Primary school	3 *	3 *	-	-	2 *	1 *	-	1 1%	1 1%	-	-	-	-	-	-	1 2%	-	-	2 *	1 1%	
																m					
Secondary school, high school, NVQ levels 1-3 etc.	472 47%	326 48%	146 46%	95 48%	230 49%	147 44%	40 28%	100 50%	41 52%	28 47%	59 66%	24 60%	51 51%	31 61%	41 51%	20 40%	8 42%	28 32%	415 49%	57 36%	
								aln	aln	a	abdjlmn	aln	aln	aln	aln				aln		
University degree level or equivalent professional qualification, NVQ level 4 etc.	383 38%	252 37%	128 40%	74 37%	169 36%	140 42%	74 52%	79 40%	31 39%	19 32%	26 29%	12 29%	39 39%	15 31%	26 33%	16 32%	8 39%	38 42%	322 38%	61 38%	
							bcd	efghijmn													
Higher university degree, doctorate, MBA, NVQ level 5 etc.	134 13%	88 13%	45 14%	32 16%	60 13%	42 13%	26 18%	21 10%	7 9%	10 17%	5 5%	4 11%	9 9%	4 8%	10 12%	11 22%	4 19%	23 26%	96 11%	38 24%	
							bcegm		e						bcegm		bceghim		bceghim		
Don't know	3 *	2 *	1 *	-	2 1%	1 *	1 *	-	-	1 1%	-	-	2 2%	-	-	-	-	-	3 *	-	

Columns Tested: a,b - a,b,c - a,b,c,d,e,f,g,h,i,j,k,l,m,n

Survey of the Self-Employed

Q8. What is the highest educational level that you have achieved to date?

Base: All respondents

	CURRENT WORK		TYPE OF BUSINESS			EDUCATION					LENGTH OF SELF-EMPLOYMENT					
	Work with spouse, relative or business partner	Work by themselves	Limited company	Partnership	Sole trader	Secondary school	University degree	Higher university degree	NET: Up to Secondary school	NET: University	Up to 3 years	3-6 years	6-10 years	10-15 years	More than 15 years	
Total	a	b	a	b	c	a	b	c	d	e	a	b	c	d	e	
Significance Level: 95%																
Unweighted Total	1003	103	900	126	41	807	455	403	130	458	533	156	196	174	172	305
Weighted Total	1003	96	907	134	38	801	472	383	134	475	517	185	207	173	165	273
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
No formal education	8	-	8	-	1	7	-	-	-	-	-	3	-	3	1	1
	1%	-	1%	-	2%	1%	-	-	-	-	-	1%	-	2%	1%	*
Primary school	3	1	2	-	1	2	-	-	-	3	-	-	2	-	-	1
	*	1%	*	-	2%	*	-	-	-	1%	-	-	1%	-	-	*
					c											
Secondary school, high school, NVQ levels 1-3 etc.	472	47	425	33	23	405	472	-	-	472	-	75	102	76	76	143
	47%	49%	47%	24%	60%	51%	100%	-	-	99%	-	40%	49%	44%	46%	52%
					a	a	bce			bce						a
University degree level or equivalent professional qualification, NVQ level 4 etc.	383	40	343	75	10	289	-	383	-	-	383	67	87	71	63	96
	38%	42%	38%	56%	26%	36%	-	100%	-	-	74%	36%	42%	41%	38%	35%
				bc				acde		acd						
Higher university degree, doctorate, MBA, NVQ level 5 etc.	134	8	126	27	4	95	-	-	134	-	134	41	15	22	24	31
	13%	8%	14%	20%	11%	12%	-	-	100%	-	26%	22%	7%	13%	15%	11%
				c					abde	abd	bce				b	
Don't know	3	-	3	-	-	3	-	-	-	-	-	-	1	1	-	1
	*	-	*	-	-	*	-	-	-	-	-	-	1%	1%	-	*

Columns Tested: a, b - a, b, c - a, b, c, d, e - a, b, c, d, e

Survey of the Self-Employed

Q8. What is the highest educational level that you have achieved to date?

Base: All respondents

	AWARENESS OF IPSE			SOC				HAPPINESS IN SELF-EMPLOYMENT			WORKING PLANS		AWARENESS OF TAX DEDUCTIBLES FOR TRAINING		
	Total	Know at least a little	Have at least heard of	Have never heard of	1-3	4-6	7-10	NET: 4-10	Happy	Neutral	Unhappy	Remain self-employed	Would consider or want to switch to work for someone else	Aware	Not aware
		a	b	c	a	b	c	d	a	b	c	a	b	a	b
Significance Level: 95%															
Unweighted Total	1003	58	192	811	513	291	199	490	808	148	38	727	225	261	742
Weighted Total	1003	64	202	801	501	300	201	501	800	159	35	702	243	254	749
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
No formal education	8 1%	2 2%	4 2%	4 *	1 *	4 1%	3 2%	7 1%	3 *	3 2%	1 3%	5 1%	2 1%	1 *	7 1%
			c				a	a			a				
Primary school	3 *	1 1%	2 1%	1 *	1 *	1 *	1 1%	2 *	2 *	1 1%	- -	2 *	1 *	2 1%	1 *
Secondary school, high school, NVQ levels 1-3 etc.	472 47%	23 37%	98 49%	374 47%	147 29%	206 68%	119 59%	325 65%	380 48%	75 47%	15 43%	336 48%	107 44%	92 36%	380 51%
						ac	a	a							a
University degree level or equivalent professional qualification, NVQ level 4 etc.	383 38%	24 38%	70 35%	314 39%	244 49%	81 27%	59 29%	140 28%	305 38%	62 39%	14 41%	261 37%	103 42%	117 46%	266 36%
					bcd									b	
Higher university degree, doctorate, MBA, NVQ level 5 etc.	134 13%	14 22%	28 14%	106 13%	109 22%	9 3%	17 8%	25 5%	109 14%	16 10%	4 13%	96 14%	28 12%	41 16%	92 12%
					bcd		b								
Don't know	3 *	- -	- -	3 *	- -	1 *	2 1%	3 1%	- -	3 2%	- -	2 *	1 1%	- -	3 *
							a			a					

Columns Tested: a,b,c - a,b,c,d - a,b,c - a,b - a,b

Survey of the Self-Employed

Q8. What is the highest educational level that you have achieved to date?

Base: All respondents

	SELF-EMPLOYMENT SUPPORT/ADVICE AVAILABLE AT UNIVERSITY		AWARENESS OF MAKING TAX DIGITAL			CONCERN OVER BREXIT NEGOTIATIONS		CONCERN ABOUT SAVING FOR LATER LIFE		PENSION USAGE			IMPORTANCE OF SAVING FOR LATER LIFE		
	Total	To at least some extent	To no extent	Know at least a little about it	At least heard of it	Have not heard of it	Concerned	Not concerned	Concerned	Not concerned	Have used private/personal pension	Currently use private/personal pension	Have never saved through a private/personal pension	Important	Not important
		a	b	a	b	c	a	b	a	b	a	b	c	a	b
Significance Level: 95%															
Unweighted Total	1003	63	327	309	514	489	537	403	662	300	510	339	475	856	107
Weighted Total	1003	69	319	304	492	511	546	389	668	289	452	311	531	855	101
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
No formal education	8	-	-	2	2	5	3	5	4	3	2	1	6	5	3
	1%	-	-	*	*	1%	*	1%	1%	1%	*	*	1%	1%	3% a
Primary school	3	-	-	-	1	2	2	1	3	-	3	3	-	3	-
	*	-	-	-	*	*	*	*	*	-	1%	1%	-	*	-
												c			
Secondary school, high school, NVQ levels 1-3 etc.	472	-	-	135	219	253	220	210	295	148	184	131	279	392	49
	47%	-	-	44%	44%	50%	40%	54%	44%	51%	41%	42%	53%	46%	48%
								a		a			ab		
University degree level or equivalent professional qualification, NVQ level 4 etc.	383	53	234	121	190	193	234	129	271	100	193	123	186	336	37
	38%	76%	73%	40%	39%	38%	43%	33%	41%	35%	43%	40%	35%	39%	36%
							b				c				
Higher university degree, doctorate, MBA, NVQ level 5 etc.	134	17	85	46	79	55	87	42	93	36	68	52	59	116	13
	13%	24%	27%	15%	16%	11%	16%	11%	14%	12%	15%	17%	11%	14%	13%
					c		b					c			
Don't know	3	-	-	1	1	2	1	2	2	1	2	1	1	3	-
	*	-	-	*	*	*	*	*	*	*	1%	*	*	*	-

Columns Tested: a,b - a,b,c - a,b - a,b - a,b,c - a,b

Survey of the Self-Employed

Q9. For how long have you been self-employed?

Base: All respondents

	GENDER		AGE			REGION															
	Total	Male	Female	18-34	35-54	55+	London	South East	South West	East Midlands	West Midlands	Eastern	North West	North East	Yorkshire and Humberside	Wales	Northern Ireland	Scotland	England	Devolved Nations	
	a	b		a	b	c	a	b	c	d	e	f	g	h	i	j	*k	l	m	n	
Significance Level: 95%																					
Unweighted Total	1003	587	412	93	485	425	146	195	108	81	74	52	95	34	88	42	14	74	873	130	
Weighted Total	1003	678	320	201	468	334	140	201	80	60	90	40	100	50	80	50	20	90	843	160	
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Up to 3 years	185	101	84	80	78	27	33	37	11	15	7	4	23	16	13	3	3	19	159	26	
	18%	15%	26%	40%	17%	8%	24%	18%	14%	25%	7%	10%	23%	32%	17%	5%	17%	22%	19%	16%	
			a	bc	c		ce fj	ej		ce fj			ej	ce fj n				ej	ej		
3 - 6 years	207	124	82	64	97	46	30	48	18	7	15	13	13	6	26	9	5	19	174	33	
	21%	18%	26%	32%	21%	14%	21%	24%	22%	12%	17%	31%	13%	11%	32%	18%	23%	21%	21%	20%	
			a	bc	c			dg				dgh			deghm						
6 - 10 years	173	113	57	37	87	50	19	46	18	10	12	5	15	8	14	10	2	15	146	27	
	17%	17%	18%	18%	19%	15%	14%	23%	22%	17%	14%	11%	15%	15%	18%	20%	8%	17%	17%	17%	
								a													
10 - 15 years	165	121	43	12	99	54	14	28	14	12	22	10	22	7	10	8	3	14	139	26	
	16%	18%	14%	6%	21%	16%	10%	14%	17%	19%	25%	25%	22%	14%	13%	16%	17%	15%	17%	16%	
					a	a					abi	a	a								
More than 15 years	273	220	53	8	108	157	44	42	20	16	34	9	28	14	17	20	7	22	223	49	
	27%	32%	17%	4%	23%	47%	31%	21%	25%	27%	37%	22%	28%	27%	21%	40%	34%	25%	26%	31%	
		b			a	ab	b				bim				bim					b	
Mean score	11.4	12.6	8.8	5.1	10.3	16.7	11.7	10.3	12.0	11.3	12.8	11.2	12.6	10.2	9.3	14.9	11.8	10.6	11.2	12.1	
		b			a	ab					bi		i			bilm				i	
Standard deviation	9.96	10.20	9.00	4.58	8.03	11.91	11.11	9.28	10.73	9.53	8.37	9.22	11.88	8.49	8.05	11.68	8.76	9.73	9.88	10.38	
Standard error	.31	.42	.44	.48	.36	.58	.92	.66	1.03	1.06	.97	1.28	1.22	1.46	.86	1.80	2.34	1.13	.33	.91	

Columns Tested: a,b - a,b,c - a,b,c,d,e,f,g,h,i,j,k,l,m,n

Survey of the Self-Employed

Q9. For how long have you been self-employed?

Base: All respondents

	CURRENT WORK		TYPE OF BUSINESS			EDUCATION					LENGTH OF SELF-EMPLOYMENT					
	Total	Work with spouse, relative or business partner	Work by themselves	Limited company	Partnership	Sole trader	Secondary school	University degree	Higher university degree	NET: Up to Secondary school	NET: University	Up to 3 years	3-6 years	6-10 years	10-15 years	More than 15 years
	a	b	a	b	c	a	b	c	d	e	a	b	c	d	e	
Significance Level: 95%																
Unweighted Total	1003	103	900	126	41	807	455	403	130	458	533	156	196	174	172	305
Weighted Total	1003	96	907	134	38	801	472	383	134	475	517	185	207	173	165	273
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Up to 3 years	185	20	165	27	6	143	75	67	41	75	107	185	-	-	-	-
	18%	21%	18%	20%	15%	18%	16%	17%	31%	16%	21%	100%	-	-	-	-
								abde		ad		bcde				
3 - 6 years	207	14	193	32	10	157	102	87	15	104	102	-	207	-	-	-
	21%	15%	21%	24%	26%	20%	22%	23%	11%	22%	20%	-	100%	-	-	-
							c	c		c	c		acde			
6 - 10 years	173	18	156	26	5	139	76	71	22	76	93	-	-	173	-	-
	17%	19%	17%	19%	14%	17%	16%	18%	17%	16%	18%	-	-	100%	-	-
														abde		
10 - 15 years	165	14	151	26	5	130	76	63	24	76	88	-	-	-	165	-
	16%	15%	17%	19%	13%	16%	16%	17%	18%	16%	17%	-	-	-	100%	-
															abce	
More than 15 years	273	30	243	23	12	233	143	96	31	144	127	-	-	-	-	273
	27%	31%	27%	17%	32%	29%	30%	25%	23%	30%	25%	-	-	-	-	100%
						a	e			e						abcd
Mean score	11.4	12.1	11.3	9.3	11.2	11.8	11.8	11.3	9.8	11.9	10.9	1.6	4.5	8.1	12.1	24.9
						a	c			c			a	ab	abc	abcd
Standard deviation	9.96	10.33	9.93	7.85	9.86	10.15	9.81	10.25	8.96	9.94	9.94	.69	.96	1.29	1.55	8.51
Standard error	.31	1.02	.33	.70	1.54	.36	.46	.51	.79	.46	.43	.05	.07	.10	.12	.49

Columns Tested: a,b - a,b,c - a,b,c,d,e - a,b,c,d,e

Survey of the Self-Employed

Q9. For how long have you been self-employed?

Base: All respondents

	AWARENESS OF IPSE			SOC				HAPPINESS IN SELF-EMPLOYMENT			WORKING PLANS		AWARENESS OF TAX DEDUCTIBLES FOR TRAINING		
	Total	Know at least a little	Have at least heard of	Have never heard of	1-3	4-6	7-10	NET: 4-10	Happy	Neutral	Unhappy	Remain self-employed	Would consider or want to switch to work for someone else	Aware	Not aware
	a	b	c	a	b	c	d	a	b	c	a	b	a	b	
Significance Level: 95%															
Unweighted Total	1003	58	192	811	513	291	199	490	808	148	38	727	225	261	742
Weighted Total	1003	64	202	801	501	300	201	501	800	159	35	702	243	254	749
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Up to 3 years	185	13	36	149	89	49	47	96	142	28	10	113	59	51	134
	18%	21%	18%	19%	18%	16%	23%	19%	18%	18%	28%	16%	24% a	20%	18%
3 - 6 years	207	14	40	167	112	52	43	95	161	40	5	134	63	51	156
	21%	22%	20%	21%	22%	17%	21%	19%	20%	25%	14%	19%	26% a	20%	21%
6 - 10 years	173	13	37	137	75	59	39	98	136	31	6	117	50	44	130
	17%	20%	18%	17%	15%	20%	19%	20%	17%	20%	17%	17%	21%	17%	17%
10 - 15 years	165	9	33	132	87	42	36	78	139	22	3	113	43	43	122
	16%	13%	16%	17%	17%	14%	18%	15%	17%	14%	8%	16%	18%	17%	16%
More than 15 years	273	15	57	216	138	98	36	135	221	37	11	224	27	65	208
	27%	23%	28%	27%	28%	33%	18%	27%	28%	24%	33%	32% b	11%	25%	28%
Mean score	11.4	10.0	11.3	11.4	11.2	12.6	9.8	11.5	11.6	10.5	11.4	12.5	8.0	11.3	11.4
						c		c				b			
Standard deviation	9.96	9.11	9.62	10.06	9.56	10.81	9.44	10.36	10.02	9.50	10.63	10.55	7.22	10.56	9.76
Standard error	.31	1.20	.69	.35	.42	.63	.67	.47	.35	.78	1.72	.39	.48	.65	.36

Columns Tested: a,b,c - a,b,c,d - a,b,c - a,b - a,b

Survey of the Self-Employed

Q9. For how long have you been self-employed?

Base: All respondents

	SELF-EMPLOYMENT SUPPORT/ADVICE AVAILABLE AT UNIVERSITY		AWARENESS OF MAKING TAX DIGITAL			CONCERN OVER BREXIT NEGOTIATIONS		CONCERN ABOUT SAVING FOR LATER LIFE		PENSION USAGE			IMPORTANCE OF SAVING FOR LATER LIFE		
	Total	To at least some extent	To no extent	Know at least a little about it	At least heard of it	Have not heard of it	Concerned	Not concerned	Concerned	Not concerned	Have used private/personal pension	Currently use private/personal pension	Have never saved through a private/personal pension	Important	Not important
	a	b	a	b	c	a	b	a	b	a	b	c	a	b	
Significance Level: 95%															
Unweighted Total	1003	63	327	309	514	489	537	403	662	300	510	339	475	856	107
Weighted Total	1003	69	319	304	492	511	546	389	668	289	452	311	531	855	101
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Up to 3 years	185	17	67	50	85	100	115	59	142	38	59	34	122	167	13
	18%	24%	21%	17%	17%	20%	21%	15%	21%	13%	13%	11%	23%	20%	12%
							b		b			ab			
3 - 6 years	207	14	62	57	91	116	118	79	130	68	75	58	127	163	30
	21%	21%	19%	19%	18%	23%	22%	20%	20%	24%	17%	19%	24%	19%	29%
													a		a
6 - 10 years	173	9	58	53	84	90	103	60	126	44	84	61	85	160	11
	17%	13%	18%	18%	17%	18%	19%	16%	19%	15%	19%	20%	16%	19%	11%
														b	
10 - 15 years	165	9	56	54	96	69	69	82	108	47	76	51	87	140	18
	16%	13%	17%	18%	20%	13%	13%	21%	16%	16%	17%	16%	16%	16%	18%
					c			a							
More than 15 years	273	20	77	90	137	136	142	109	161	91	157	107	109	225	30
	27%	28%	24%	30%	28%	27%	26%	28%	24%	32%	35%	34%	20%	26%	29%
										a	c	c			
Mean score	11.4	11.3	11.0	12.4	12.1	10.7	10.7	12.2	10.6	12.8	13.2	13.0	9.9	11.2	11.9
				c	c			a		a	c	c			
Standard deviation	9.96	10.87	10.23	10.98	10.51	9.37	9.94	10.19	9.43	11.00	10.29	9.81	9.51	9.98	9.88
Standard error	.31	1.37	.57	.62	.46	.42	.43	.51	.37	.64	.46	.53	.44	.34	.96

Columns Tested: a,b - a,b,c - a,b - a,b - a,b,c - a,b

Survey of the Self-Employed

Q10. What if anything, do you know about the Association of Independent Professionals and the Self-Employed (IPSE)?

Base: All respondents

	GENDER		AGE			REGION															
	Total	Male	Female	18-34	35-54	55+	London	South East	South West	East Midlands	West Midlands	Eastern	North West	North East	Yorkshire and Humberside	Wales	Northern Ireland	Scotland	England	Devolved Nations	
	a	b		a	b	c	a	b	c	d	e	f	g	h	i	j	*k	l	m	n	
Significance Level: 95%																					
Unweighted Total	1003	587	412	93	485	425	146	195	108	81	74	52	95	34	88	42	14	74	873	130	
Weighted Total	1003	678	320	201	468	334	140	201	80	60	90	40	100	50	80	50	20	90	843	160	
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	
I have heard of and know a lot about them	12 1%	8 1%	4 1%	2 1%	8 2%	2 1%	1 1%	1 1%	1 1%	1 2%	3 3%	- -	3 3%	- -	1 1%	- -	- -	1 1%	11 1%	1 1%	
I have heard of and know a little about them	52 5%	39 6%	12 4%	10 5%	26 6%	16 5%	10 7%	6 3%	5 6%	5 8%	9 10%	1 3%	3 3%	- -	4 5%	2 3%	3 16%	3 4%	43 5%	8 5%	
I have heard of but don't know anything about them	138 14%	107 16%	32 10%	25 12%	69 15%	45 13%	16 11%	29 14%	13 16%	4 6%	14 15%	4 10%	15 15%	7 15%	16 20%	9 19%	2 8%	11 12%	117 14%	22 14%	
I have not heard of them	801 80%	524 77%	272 85%	164 82%	366 78%	272 81%	114 81%	165 82%	62 77%	51 84%	64 71%	35 87%	79 79%	43 85%	59 74%	39 78%	15 76%	75 83%	672 80%	129 81%	
NETS																					
Net: Know at least a little	64 6%	47 7%	16 5%	12 6%	34 7%	18 5%	11 8%	7 4%	5 7%	6 10%	12 13%	1 3%	6 6%	- -	5 6%	2 3%	3 16%	5 5%	54 6%	10 6%	
Net: Have at least heard of	202 20%	154 23%	48 15%	37 18%	103 22%	63 19%	27 19%	36 18%	18 23%	9 16%	26 29%	5 13%	21 21%	7 15%	21 26%	11 22%	5 24%	15 17%	171 20%	31 19%	

Columns Tested: a, b - a, b, c - a, b, c, d, e, f, g, h, i, j, k, l, m, n

Survey of the Self-Employed

Q10. What if anything, do you know about the Association of Independent Professionals and the Self-Employed (IPSE)?

Base: All respondents

	CURRENT WORK		TYPE OF BUSINESS			EDUCATION					LENGTH OF SELF-EMPLOYMENT					
	Total	Work with spouse, relative or business partner	Work by themselves	Limited company	Partnership	Sole trader	Secondary school	University degree	Higher university degree	NET: Up to Secondary school	NET: University	Up to 3 years	3-6 years	6-10 years	10-15 years	More than 15 years
	a	b	a	b	c	a	b	c	d	e	a	b	c	d	e	
Significance Level: 95%																
Unweighted Total	1003	103	900	126	41	807	455	403	130	458	533	156	196	174	172	305
Weighted Total	1003	96	907	134	38	801	472	383	134	475	517	185	207	173	165	273
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
I have heard of and know a lot about them	12 1%	1 1%	11 1%	4 3%	1 2%	4 1%	4 1%	4 1%	3 3%	4 1%	7 1%	2 1%	1 *	3 1%	2 1%	4 1%
I have heard of and know a little about them	52 5%	13 14%	38 4%	15 11%	5 14%	27 3%	19 4%	20 5%	10 8%	20 4%	30 6%	11 6%	13 6%	10 6%	6 4%	11 4%
I have heard of but don't know anything about them	138 14%	18 19%	120 13%	23 17%	6 16%	109 14%	75 16%	46 12%	14 11%	76 16%	60 12%	22 12%	26 13%	24 14%	24 15%	42 15%
I have not heard of them	801 80%	63 66%	738 81%	93 69%	26 69%	661 83%	374 79%	314 82%	106 79%	375 79%	419 81%	149 81%	167 81%	137 79%	132 80%	216 79%
NETS																
Net: Know at least a little	64 6%	15 15%	49 5%	19 14%	6 16%	31 4%	23 5%	24 6%	14 10%	24 5%	38 7%	13 7%	14 7%	13 7%	9 5%	15 5%
Net: Have at least heard of	202 20%	33 34%	169 19%	41 31%	12 31%	140 17%	98 21%	70 18%	28 21%	100 21%	98 19%	36 19%	40 19%	37 21%	33 20%	57 21%

Columns Tested: a,b - a,b,c - a,b,c,d,e - a,b,c,d,e

Survey of the Self-Employed

Q10. What if anything, do you know about the Association of Independent Professionals and the Self-Employed (IPSE)?

Base: All respondents

	AWARENESS OF IPSE			SOC				HAPPINESS IN SELF-EMPLOYMENT			WORKING PLANS		AWARENESS OF TAX DEDUCTIBLES FOR TRAINING		
	Total	Know at least a little	Have at least heard of	Have never heard of	1-3	4-6	7-10	NET: 4-10	Happy	Neutral	Unhappy	Remain self-employed	Would consider or want to switch to work for someone else	Aware	Not aware
		a	b	c	a	b	c	d	a	b	c	a	b	a	b
Significance Level: 95%															
Unweighted Total	1003	58	192	811	513	291	199	490	808	148	38	727	225	261	742
Weighted Total	1003	64	202	801	501	300	201	501	800	159	35	702	243	254	749
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
I have heard of and know a lot about them	12 1%	12 19% bc	12 6% c	-	7 1%	3 1%	2 1%	5 1%	12 1%	-	-	12 2%	-	4 2%	8 1%
I have heard of and know a little about them	52 5%	52 81% bc	52 26% c	-	25 5%	18 6%	9 4%	27 5%	40 5%	10 6%	2 5%	29 4%	18 7%	20 8% b	32 4%
I have heard of but don't know anything about them	138 14%	-	138 69% ac	-	68 13%	44 15%	27 13%	71 14%	117 15%	19 12%	2 6%	92 13%	46 19% a	43 17%	95 13%
I have not heard of them	801 80%	-	-	801 100% ab	402 80%	235 78%	163 81%	399 80%	631 79%	130 82%	31 89%	568 81% b	179 74%	186 73%	615 82% a
NETS															
Net: Know at least a little	64 6%	64 100% bc	64 31% c	-	31 6%	21 7%	11 6%	32 6%	52 6%	10 6%	2 5%	41 6%	18 7%	24 10% b	39 5%
Net: Have at least heard of	202 20%	64 100% c	202 100% c	-	99 20%	65 22%	38 19%	103 20%	168 21%	29 18%	4 11%	133 19%	64 26% a	68 27% b	134 18%

Columns Tested: a,b,c - a,b,c,d - a,b,c - a,b - a,b

Survey of the Self-Employed

Q10. What if anything, do you know about the Association of Independent Professionals and the Self-Employed (IPSE)?

Base: All respondents

	SELF-EMPLOYMENT SUPPORT/ADVICE AVAILABLE AT UNIVERSITY		AWARENESS OF MAKING TAX DIGITAL			CONCERN OVER BREXIT NEGOTIATIONS		CONCERN ABOUT SAVING FOR LATER LIFE		PENSION USAGE			IMPORTANCE OF SAVING FOR LATER LIFE		
	Total	To at least some extent	To no extent	Know at least a little about it	At least heard of it	Have not heard of it	Concerned	Not concerned	Concerned	Not concerned	Have used private/personal pension	Currently use private/personal pension	Have never saved through a private/personal pension	Important	Not important
		a	b	a	b	c	a	b	a	b	a	b	c	a	b
Significance Level: 95%															
Unweighted Total	1003	63	327	309	514	489	537	403	662	300	510	339	475	856	107
Weighted Total	1003	69	319	304	492	511	546	389	668	289	452	311	531	855	101
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
I have heard of and know a lot about them	12	4	2	5	10	2	8	4	11	1	7	6	4	12	-
	1%	5%	1%	2%	2%	*	1%	1%	2%	*	2%	2%	1%	1%	-
		b		c	c				b						
I have heard of and know a little about them	52	12	16	31	38	14	36	14	41	10	26	22	20	44	6
	5%	18%	5%	10%	8%	3%	7%	4%	6%	4%	6%	7%	4%	5%	6%
		b		c	c		b				c				
I have heard of but don't know anything about them	138	13	33	56	90	48	86	49	94	41	63	50	72	128	9
	14%	18%	10%	18%	18%	9%	16%	13%	14%	14%	14%	16%	14%	15%	9%
				c	c										
I have not heard of them	801	41	269	212	355	446	416	321	521	237	354	233	435	671	86
	80%	59%	84%	70%	72%	87%	76%	83%	78%	82%	78%	75%	82%	78%	85%
			a			ab		a					b		
NETS															
Net: Know at least a little	64	16	18	36	48	16	44	18	53	11	34	28	24	56	6
	6%	23%	6%	12%	10%	3%	8%	5%	8%	4%	8%	9%	4%	7%	6%
		b		c	c		b		b		c	c			
Net: Have at least heard of	202	28	50	92	138	64	130	67	147	52	97	77	96	184	15
	20%	41%	16%	30%	28%	13%	24%	17%	22%	18%	22%	25%	18%	22%	15%
		b		c	c		b				c				

Columns Tested: a,b - a,b,c - a,b - a,b - a,b,c - a,b

Survey of the Self-Employed

Q11_SUM. For which of the following reasons, if any, did you decide to be self-employed?

SUMMARY TABLE

Base: All respondents

	Total	1st choice	2nd choice	3rd choice	4th choice	5th choice	Not selected	NETS		
								Selected in top 3	Selected in top 5	Mean
I like to be in control of my own work	1003 100%	129 13%	108 11%	139 14%	122 12%	104 10%	401 40%	376 37%	602 60%	2.9
I have greater control of my hours	1003 100%	94 9%	130 13%	135 14%	125 12%	85 8%	434 43%	359 36%	569 57%	3.0
I enjoy the freedom to choose where I work	1003 100%	93 9%	113 11%	135 13%	110 11%	112 11%	440 44%	341 34%	563 56%	3.1
It provides a better work / life balance	1003 100%	94 9%	124 12%	94 9%	115 11%	102 10%	474 47%	312 31%	529 53%	3.0
I wanted to start my own business / be entrepreneurial	1003 100%	106 11%	73 7%	73 7%	54 5%	52 5%	646 64%	252 25%	357 36%	2.6
I am able to do a greater variety of work than if I wasn't self-employed	1003 100%	33 3%	47 5%	62 6%	75 7%	81 8%	705 70%	142 14%	298 30%	3.4
Self-employment is typical in my sector	1003 100%	88 9%	51 5%	52 5%	40 4%	57 6%	716 71%	190 19%	287 29%	2.7
I do not like reporting to someone else	1003 100%	33 3%	62 6%	45 5%	63 6%	59 6%	740 74%	141 14%	263 26%	3.2
I do not enjoy dealing with bureaucracy and office politics	1003 100%	50 5%	49 5%	52 5%	50 5%	61 6%	742 74%	150 15%	261 26%	3.1
There was a lack of other employment opportunities	1003 100%	77 8%	66 7%	32 3%	29 3%	44 4%	754 75%	176 18%	249 25%	2.6
I prefer to work alone than in a team	1003 100%	42 4%	45 4%	43 4%	44 4%	45 4%	784 78%	130 13%	219 22%	3.0
I lost my previous job	1003 100%	85 8%	51 5%	22 2%	14 1%	28 3%	803 80%	158 16%	200 20%	2.2

Survey of the Self-Employed

Q11_SUM. For which of the following reasons, if any, did you decide to be self-employed?

SUMMARY TABLE

Base: All respondents

	Total	1st choice	2nd choice	3rd choice	4th choice	5th choice	Not selected	NETS		
								Selected in top 3	Selected in top 5	Mean
There is more money in self-employment than in employment	1003 100%	39 4%	31 3%	36 4%	50 5%	18 2%	830 83%	106 11%	173 17%	2.9
It gives me the ability to waive my employment rights for more flexibility or pay	1003 100%	13 1%	9 1%	13 1%	13 1%	19 2%	935 93%	36 4%	68 7%	3.2
Other	1003 100%	27 3%	7 1%	4 *	6 1%	8 1%	950 95%	38 4%	53 5%	2.3

Survey of the Self-Employed

Q11_T3. For which of the following reasons, if any, did you decide to be self-employed?

TOP 3 SELECTION SUMMARY

Base: All respondents

	GENDER		AGE			REGION															
	Total	Male	Female	18-34	35-54	55+	London	South East	South West	East Midlands	West Midlands	Eastern	North West	North East	Yorkshire and Humberside	Wales	Northern Ireland	Scotland	England	Devolved Nations	
		a	b	a	b	c	a	b	c	d	e	f	g	h	i	j	*k	l	m	n	
Significance Level: 95%																					
Unweighted Total	1003	587	412	93	485	425	146	195	108	81	74	52	95	34	88	42	14	74	873	130	
Weighted Total	1003	678	320	201	468	334	140	201	80	60	90	40	100	50	80	50	20	90	843	160	
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	
I like to be in control of my own work	376 37%	262 39%	115 36%	79 39%	173 37%	125 37%	42 30%	58 29%	29 37%	30 49%	40 45%	19 47%	43 42%	21 42%	26 32%	22 43%	9 47%	37 41%	308 37%	68 43%	
									abim	ab	ab	ab							b	ab	
I have greater control of my hours	359 36%	218 32%	141 44%	72 36%	172 37%	116 35%	49 35%	79 39%	19 24%	28 47%	36 40%	16 39%	31 31%	20 40%	27 34%	17 34%	5 24%	32 36%	305 36%	54 34%	
			a					c	cg	c									c		
I enjoy the freedom to choose where I work	341 34%	218 32%	119 37%	75 37%	150 32%	116 35%	48 34%	68 34%	28 35%	20 34%	32 35%	12 29%	27 27%	29 58%	27 34%	15 31%	11 53%	23 25%	292 35%	49 31%	
													abcdefgijlmn								
It provides a better work / life balance	312 31%	187 28%	123 39%	44 22%	170 36%	97 29%	45 32%	64 32%	28 35%	14 22%	21 23%	13 33%	36 35%	19 37%	29 37%	17 34%	4 21%	23 25%	268 32%	44 27%	
			a		ac										d						
I wanted to start my own business / be entrepreneurial	252 25%	167 25%	84 26%	50 25%	123 26%	79 24%	26 18%	54 27%	27 33%	15 25%	28 31%	11 28%	30 30%	10 20%	17 22%	12 24%	1 5%	20 22%	219 26%	33 21%	
									an	a	a	a							a		
Self-employment is typical in my sector	190 19%	135 20%	53 16%	41 21%	89 19%	60 18%	44 32%	43 21%	17 21%	14 23%	11 12%	5 13%	9 9%	6 12%	11 14%	8 16%	4 21%	18 20%	160 19%	30 19%	
							befghijmn	g	g	g								g	g	g	
There was a lack of other employment opportunities	176 18%	125 18%	51 16%	35 17%	82 17%	59 18%	24 17%	25 13%	14 18%	9 16%	9 10%	10 26%	20 20%	12 24%	18 22%	11 21%	4 19%	19 21%	143 17%	33 21%	
												be			be						
I lost my previous job	158 16%	126 19%	32 10%	20 10%	62 13%	76 23%	17 12%	37 18%	11 13%	5 9%	24 26%	5 12%	23 23%	9 17%	11 13%	9 17%	-	9 10%	140 17%	18 11%	
		b			ab		d			acdilmn		adln									

Columns Tested: a,b - a,b,c - a,b,c,d,e,f,g,h,i,j,k,l,m,n

Survey of the Self-Employed

Q11_T3. For which of the following reasons, if any, did you decide to be self-employed?

TOP 3 SELECTION SUMMARY

Base: All respondents

	GENDER			AGE			REGION														
	Total	Male	Female	18-34	35-54	55+	London	South East	South West	East Midlands	West Midlands	Eastern	North West	North East	Yorkshire and Humberside	Wales	Northern Ireland	Scotland	England	Devolved Nations	
		a	b	a	b	c	a	b	c	d	e	f	g	h	i	j	*k	l	m	n	
Significance Level: 95%																					
Unweighted Total	1003	587	412	93	485	425	146	195	108	81	74	52	95	34	88	42	14	74	873	130	
Weighted Total	1003	678	320	201	468	334	140	201	80	60	90	40	100	50	80	50	20	90	843	160	
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	
I do not enjoy dealing with bureaucracy and office politics	150 15%	107 16%	42 13%	27 13%	79 17%	44 13%	28 20%	29 15%	10 13%	5 9%	17 19%	5 11%	16 16%	7 13%	15 18%	4 8%	2 11%	12 13%	132 16%	18 11%	
I am able to do a greater variety of work than if I wasn't self-employed	142 14%	105 15%	36 11%	22 11%	64 14%	56 17%	24 17%	35 17%	14 17%	9 15%	8 9%	5 12%	5 5%	4 8%	10 13%	7 15%	8 40%	13 15%	113 13%	29 18%	
I do not like reporting to someone else	141 14%	102 15%	39 12%	33 17%	69 15%	39 12%	24 17%	24 12%	6 7%	6 10%	15 17%	6 16%	14 14%	8 16%	11 13%	3 6%	6 30%	17 19%	115 14%	26 16%	
I prefer to work alone than in a team	130 13%	81 12%	49 15%	39 20%	45 10%	46 14%	7 5%	30 15%	11 13%	7 12%	4 5%	2 5%	23 23%	4 8%	13 16%	6 12%	1 7%	21 24%	101 12%	29 18%	
There is more money in self-employment than in employment	106 11%	83 12%	23 7%	29 14%	48 10%	29 9%	19 14%	26 13%	10 12%	5 9%	11 12%	5 13%	8 8%	1 1%	12 15%	1 1%	2 8%	7 8%	96 11%	10 6%	
It gives me the ability to waive my employment rights for more flexibility or pay	36 4%	25 4%	10 3%	7 3%	19 4%	10 3%	4 3%	4 2%	3 4%	3 5%	8 9%	2 5%	- -	1 2%	* 1%	1 3%	1 7%	7 8%	26 3%	10 6%	
Other	38 4%	23 3%	16 5%	11 5%	17 4%	11 3%	7 5%	3 1%	8 10%	4 6%	1 1%	3 7%	3 3%	1 2%	2 2%	3 6%	- -	5 5%	31 4%	8 5%	

Columns Tested: a,b - a,b,c - a,b,c,d,e,f,g,h,i,j,k,l,m,n



Survey of the Self-Employed

Q11_T3. For which of the following reasons, if any, did you decide to be self-employed?

TOP 3 SELECTION SUMMARY

Base: All respondents

	CURRENT WORK		TYPE OF BUSINESS			EDUCATION					LENGTH OF SELF-EMPLOYMENT					
	Work with spouse, relative or business partner	Work by themselves	Limited company	Partnership	Sole trader	Secondary school	University degree	Higher university degree	NET: Up to Secondary school	NET: University	Up to 3 years	3-6 years	6-10 years	10-15 years	More than 15 years	
Total	a	b	a	b	c	a	b	c	d	e	a	b	c	d	e	
Significance Level: 95%																
Unweighted Total	1003	103	900	126	41	807	455	403	130	458	533	156	196	174	172	305
Weighted Total	1003	96	907	134	38	801	472	383	134	475	517	185	207	173	165	273
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
I like to be in control of my own work	376	41	335	40	20	304	179	139	56	180	194	73	80	49	64	110
	37%	43%	37%	30%	53%	38%	38%	36%	41%	38%	38%	39%	38%	29%	39%	40%
					a							c	c		c	c
I have greater control of my hours	359	38	321	41	16	292	183	138	38	183	175	78	78	51	59	93
	36%	40%	35%	31%	41%	36%	39%	36%	28%	38%	34%	42%	37%	30%	36%	34%
							c			c		c				
I enjoy the freedom to choose where I work	341	36	305	49	11	273	169	128	42	169	170	72	69	58	48	93
	34%	38%	34%	36%	29%	34%	36%	33%	31%	36%	33%	39%	33%	34%	29%	34%
It provides a better work / life balance	312	29	283	44	15	243	152	110	46	153	156	54	69	57	63	70
	31%	30%	31%	33%	39%	30%	32%	29%	34%	32%	30%	29%	33%	33%	38%	26%
															e	
I wanted to start my own business / be entrepreneurial	252	36	216	33	9	205	123	90	35	124	124	55	36	40	49	72
	25%	37%	24%	25%	22%	26%	26%	23%	26%	26%	24%	30%	17%	23%	30%	26%
		b										b			b	b
Self-employment is typical in my sector	190	20	171	25	7	155	87	70	29	87	100	14	35	39	24	78
	19%	20%	19%	19%	18%	19%	19%	18%	22%	18%	19%	7%	17%	22%	15%	29%
												a	a	a	a	abd
There was a lack of other employment opportunities	176	13	163	16	9	148	89	68	18	89	86	35	44	29	28	40
	18%	14%	18%	12%	24%	18%	19%	18%	14%	19%	17%	19%	21%	17%	17%	15%
I lost my previous job	158	10	148	16	5	130	72	61	21	73	81	25	41	23	25	44
	16%	10%	16%	12%	14%	16%	15%	16%	15%	15%	16%	13%	20%	13%	15%	16%
I do not enjoy dealing with bureaucracy and office politics	150	16	134	26	5	116	48	68	31	49	98	27	22	33	35	33
	15%	17%	15%	19%	12%	14%	10%	18%	23%	10%	19%	15%	11%	19%	21%	12%
								ad	ad	ad				be	be	

Columns Tested: a,b - a,b,c - a,b,c,d,e - a,b,c,d,e

Survey of the Self-Employed

Q11_T3. For which of the following reasons, if any, did you decide to be self-employed?

TOP 3 SELECTION SUMMARY

Base: All respondents

	CURRENT WORK		TYPE OF BUSINESS			EDUCATION					LENGTH OF SELF-EMPLOYMENT					
	Work with spouse, relative or business partner	Work by themselves	Limited company	Partnership	Sole trader	Secondary school	University degree	Higher university degree	NET: Up to Secondary school	NET: University	Up to 3 years	3-6 years	6-10 years	10-15 years	More than 15 years	
Total	a	b	a	b	c	a	b	c	d	e	a	b	c	d	e	
Significance Level: 95%																
Unweighted Total	1003	103	900	126	41	807	455	403	130	458	533	156	196	174	172	305
Weighted Total	1003	96	907	134	38	801	472	383	134	475	517	185	207	173	165	273
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
I am able to do a greater variety of work than if I wasn't self-employed	142 14%	13 13%	129 14%	30 22% c	4 10%	104 13%	53 11%	59 15%	29 22% ad	54 11%	88 17% ad	24 13%	21 10%	23 13%	28 17% b	46 17% b
I do not like reporting to someone else	141 14%	10 11%	130 14%	11 8%	3 8%	120 15% a	65 14% c	65 17% c	8 6%	65 14% c	73 14% c	21 12%	34 16% d	30 17% d	14 9%	41 15% d
I prefer to work alone than in a team	130 13%	4 4%	126 14% a	9 6%	3 7%	113 14% a	71 15% e	41 11%	12 9%	72 15% e	53 10%	28 15%	27 13%	29 17% d	15 9%	32 12%
There is more money in self-employment than in employment	106 11%	5 6%	100 11%	31 23% bc	1 3%	68 8%	55 12%	34 9%	16 12%	55 12%	50 10%	16 9%	22 11%	22 13%	17 11%	28 10%
It gives me the ability to waive my employment rights for more flexibility or pay	36 4%	2 2%	34 4%	13 9% bc	- -	22 3%	17 4%	10 3%	8 6%	17 4%	18 4%	3 2%	6 3%	9 5%	8 5%	9 3%
Other	38 4%	6 6%	33 4%	9 6%	1 2%	29 4%	9 2%	21 5% ad	8 6% ad	9 2%	29 6% ad	11 6% e	12 6% e	5 3%	6 3%	5 2%

Columns Tested: a, b - a, b, c - a, b, c, d, e - a, b, c, d, e

Survey of the Self-Employed

Q11_T3. For which of the following reasons, if any, did you decide to be self-employed?

TOP 3 SELECTION SUMMARY

Base: All respondents

	AWARENESS OF IPSE			SOC				HAPPINESS IN SELF-EMPLOYMENT			WORKING PLANS		AWARENESS OF TAX DEDUCTIBLES FOR TRAINING		
	Total	Know at least a little	Have at least heard of	Have never heard of	1-3	4-6	7-10	NET: 4-10	Happy	Neutral	Unhappy	Remain self-employed	Would consider or want to switch to work for someone else	Aware	Not aware
	a	b	c	a	b	c	d	a	b	c	a	b	a	b	
Significance Level: 95%															
Unweighted Total	1003	58	192	811	513	291	199	490	808	148	38	727	225	261	742
Weighted Total	1003	64	202	801	501	300	201	501	800	159	35	702	243	254	749
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
I like to be in control of my own work	376 37%	27 43%	84 42%	292 36%	197 39%	105 35%	74 37%	179 36%	310 39%	54 34%	8 23%	279 40% b	72 30%	105 41%	272 36%
I have greater control of my hours	359 36%	17 26%	64 32%	295 37%	160 32%	118 39% a	81 40% a	199 40% a	298 37%	47 30%	12 34%	273 39% b	73 30%	93 37%	266 36%
I enjoy the freedom to choose where I work	341 34%	20 32%	57 28%	284 35%	178 36%	92 31%	70 35%	163 32%	282 35%	45 28%	11 31%	246 35%	81 33%	86 34%	255 34%
It provides a better work / life balance	312 31%	14 22%	58 29%	253 32%	165 33%	84 28%	63 31%	147 29%	258 32%	45 28%	9 25%	208 30%	92 38% a	82 32%	230 31%
I wanted to start my own business / be entrepreneurial	252 25%	14 22%	67 33% c	185 23%	131 26%	66 22%	55 27%	121 24%	198 25% c	47 29% c	3 9%	180 26%	62 26%	48 19%	203 27% a
Self-employment is typical in my sector	190 19%	9 15%	27 14%	163 20% b	91 18%	74 25% ac	25 13%	99 20% c	161 20% b	21 13%	7 20%	145 21% b	34 14%	45 18%	145 19%
There was a lack of other employment opportunities	176 18%	10 15%	36 18%	140 17%	79 16%	50 17%	47 23% a	97 19%	120 15%	39 24% a	13 39% a	98 14%	67 28% a	37 15%	139 19%
I lost my previous job	158 16%	5 8%	22 11%	136 17% b	72 14%	48 16%	38 19%	86 17%	117 15%	32 20%	8 22%	109 15%	36 15%	39 16%	119 16%

Columns Tested: a,b,c - a,b,c,d - a,b,c - a,b - a,b

Survey of the Self-Employed

Q11_T3. For which of the following reasons, if any, did you decide to be self-employed?

TOP 3 SELECTION SUMMARY

Base: All respondents

	AWARENESS OF IPSE			SOC				HAPPINESS IN SELF-EMPLOYMENT			WORKING PLANS		AWARENESS OF TAX DEDUCTIBLES FOR TRAINING		
	Total	Know at least a little	Have at least heard of	Have never heard of	1-3	4-6	7-10	NET: 4-10	Happy	Neutral	Unhappy	Remain self-employed	Would consider or want to switch to work for someone else	Aware	Not aware
	a	b	c	a	b	c	d	a	b	c	a	b	a	b	
Significance Level: 95%															
Unweighted Total	1003	58	192	811	513	291	199	490	808	148	38	727	225	261	742
Weighted Total	1003	64	202	801	501	300	201	501	800	159	35	702	243	254	749
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
I do not enjoy dealing with bureaucracy and office politics	150 15%	10 15%	33 16%	117 15%	88 17%	40 13%	22 11%	62 12%	121 15%	20 12%	6 16%	95 14%	39 16%	39 15%	111 15%
					cd										
I am able to do a greater variety of work than if I wasn't self-employed	142 14%	17 27%	35 17%	108 13%	81 16%	45 15%	16 8%	61 12%	121 15%	18 11%	4 10%	95 14%	41 17%	46 18%	96 13%
		c			c	c								b	
I do not like reporting to someone else	141 14%	17 26%	33 17%	107 13%	68 14%	35 12%	37 18%	72 14%	104 13%	31 19%	5 15%	99 14%	25 10%	30 12%	111 15%
		c					b			a					
I prefer to work alone than in a team	130 13%	11 17%	27 14%	102 13%	58 12%	43 14%	29 14%	72 14%	102 13%	27 17%	1 4%	97 14%	22 9%	26 10%	104 14%
										c					
There is more money in self-employment than in employment	106 11%	11 18%	25 12%	81 10%	51 10%	34 11%	20 10%	54 11%	97 12%	6 4%	2 7%	84 12%	17 7%	32 12%	74 10%
									b			b			
It gives me the ability to waive my employment rights for more flexibility or pay	36 4%	3 5%	12 6%	24 3%	17 3%	14 5%	5 2%	18 4%	27 3%	7 4%	1 2%	22 3%	9 4%	11 4%	24 3%
Other	38 4%	-	1 1%	37 5%	25 5%	8 3%	5 2%	13 3%	24 3%	8 5%	6 17%	23 3%	14 6%	10 4%	29 4%
			b		d						ab				

Columns Tested: a,b,c - a,b,c,d - a,b,c - a,b - a,b



Survey of the Self-Employed

Q11_T3. For which of the following reasons, if any, did you decide to be self-employed?

TOP 3 SELECTION SUMMARY

Base: All respondents

	SELF-EMPLOYMENT SUPPORT/ADVICE AVAILABLE AT UNIVERSITY		AWARENESS OF MAKING TAX DIGITAL			CONCERN OVER BREXIT NEGOTIATIONS		CONCERN ABOUT SAVING FOR LATER LIFE		PENSION USAGE			IMPORTANCE OF SAVING FOR LATER LIFE		
	Total	To at least some extent	To no extent	Know at least a little about it	At least heard of it	Have not heard of it	Concerned	Not concerned	Concerned	Not concerned	Have used private/personal pension	Currently use private/personal pension	Have never saved through a private/personal pension	Important	Not important
	a	b	a	b	c	a	b	a	b	a	b	c	a	b	
Significance Level: 95%															
Unweighted Total	1003	63	327	309	514	489	537	403	662	300	510	339	475	856	107
Weighted Total	1003	69	319	304	492	511	546	389	668	289	452	311	531	855	101
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
I like to be in control of my own work	376 37%	22 32%	122 38%	128 42%	185 38%	191 37%	205 38%	141 36%	241 36%	114 39%	158 35%	119 38%	209 39%	317 37%	37 37%
I have greater control of my hours	359 36%	21 30%	102 32%	108 35%	171 35%	188 37%	204 37%	125 32%	229 34%	110 38%	181 40%	119 38%	171 32%	307 36%	33 33%
I enjoy the freedom to choose where I work	341 34%	22 32%	103 32%	104 34%	169 34%	172 34%	187 34%	136 35%	221 33%	102 35%	151 34%	110 35%	179 34%	295 34%	31 30%
It provides a better work / life balance	312 31%	14 20%	98 31%	92 30%	154 31%	158 31%	173 32%	118 30%	216 32%	88 30%	165 37%	107 35%	140 26%	279 33%	26 25%
I wanted to start my own business / be entrepreneurial	252 25%	15 22%	81 25%	87 29%	133 27%	118 23%	134 24%	111 28%	175 26%	70 24%	103 23%	62 20%	148 28%	223 26%	23 23%
Self-employment is typical in my sector	190 19%	17 25%	57 18%	50 16%	79 16%	111 22%	96 18%	79 20%	134 20%	49 17%	85 19%	70 22%	101 19%	167 20%	16 16%
There was a lack of other employment opportunities	176 18%	11 16%	60 19%	51 17%	95 19%	81 16%	90 16%	79 20%	125 19%	46 16%	69 15%	50 16%	101 19%	151 18%	18 17%
I lost my previous job	158 16%	9 13%	49 15%	46 15%	77 16%	81 16%	79 14%	64 16%	89 13%	58 20%	84 19%	49 16%	69 13%	130 15%	16 16%

Columns Tested: a,b - a,b,c - a,b - a,b - a,b,c - a,b

Survey of the Self-Employed

Q11_T3. For which of the following reasons, if any, did you decide to be self-employed?

TOP 3 SELECTION SUMMARY

Base: All respondents

	SELF-EMPLOYMENT SUPPORT/ADVICE AVAILABLE AT UNIVERSITY		AWARENESS OF MAKING TAX DIGITAL			CONCERN OVER BREXIT NEGOTIATIONS		CONCERN ABOUT SAVING FOR LATER LIFE		PENSION USAGE			IMPORTANCE OF SAVING FOR LATER LIFE		
	Total	To at least some extent	To no extent	Know at least a little about it	At least heard of it	Have not heard of it	Concerned	Not concerned	Concerned	Not concerned	Have used private/personal pension	Currently use private/personal pension	Have never saved through a private/personal pension	Important	Not important
	a	b	a	b	c	a	b	a	b	a	b	c	a	b	
Significance Level: 95%															
Unweighted Total	1003	63	327	309	514	489	537	403	662	300	510	339	475	856	107
Weighted Total	1003	69	319	304	492	511	546	389	668	289	452	311	531	855	101
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
I do not enjoy dealing with bureaucracy and office politics	150 15%	12 17%	67 21%	45 15%	81 16%	69 14%	83 15%	59 15%	97 14%	45 16%	70 16%	38 12%	78 15%	120 14%	20 20%
I am able to do a greater variety of work than if I wasn't self-employed	142 14%	15 22%	51 16%	60 20%	85 17%	57 11%	82 15%	52 13%	104 16%	31 11%	76 17%	54 17%	61 12%	119 14%	17 17%
				c	c				b		c	c			
I do not like reporting to someone else	141 14%	12 17%	43 13%	29 9%	56 11%	85 17% ab	82 15%	53 14%	98 15%	36 12%	48 11%	36 12%	90 17% ab	115 13%	19 19%
I prefer to work alone than in a team	130 13%	9 13%	36 11%	44 15%	64 13%	66 13%	72 13%	48 12%	89 13%	32 11%	42 9%	26 8%	86 16% ab	105 12%	14 14%
There is more money in self-employment than in employment	106 11%	11 16% b	25 8%	25 8%	49 10%	57 11%	52 9%	45 12%	64 10%	39 13%	53 12%	41 13%	53 10%	90 10%	13 13%
It gives me the ability to waive my employment rights for more flexibility or pay	36 4%	6 9% b	9 3%	13 4%	18 4%	18 4%	15 3%	14 4%	27 4%	7 2%	10 2%	8 3%	25 5% a	31 4%	4 4%
Other	38 4%	1 2%	16 5%	9 3%	19 4%	20 4%	24 4%	11 3%	31 5%	7 2%	16 3%	9 3%	23 4%	35 4%	3 3%

Columns Tested: a, b - a, b, c - a, b - a, b - a, b, c - a, b

Survey of the Self-Employed

Q11_T5. For which of the following reasons, if any, did you decide to be self-employed?

TOP 5 SELECTION SUMMARY

Base: All respondents

	GENDER		AGE			REGION															
	Total	Male	Female	18-34	35-54	55+	London	South East	South West	East Midlands	West Midlands	Eastern	North West	North East	Yorkshire and Humberside	Wales	Northern Ireland	Scotland	England	Devolved Nations	
		a	b	a	b	c	a	b	c	d	e	f	g	h	i	j	*k	l	m	n	
Significance Level: 95%																					
Unweighted Total	1003	587	412	93	485	425	146	195	108	81	74	52	95	34	88	42	14	74	873	130	
Weighted Total	1003	678	320	201	468	334	140	201	80	60	90	40	100	50	80	50	20	90	843	160	
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	
I like to be in control of my own work	602 60%	407 60%	194 61%	119 59%	283 61%	199 60%	65 46%	113 56%	49 61%	41 69%	56 62%	26 66%	67 67%	35 70%	52 65%	32 64%	10 51%	53 59%	506 60%	96 60%	
									a	a	a	a	a	a	a	a			a	a	
I have greater control of my hours	569 57%	360 53%	208 65%	108 54%	261 56%	200 60%	72 52%	109 54%	47 59%	36 60%	56 62%	25 61%	60 59%	29 58%	47 59%	25 49%	10 49%	54 60%	481 57%	88 55%	
I enjoy the freedom to choose where I work	563 56%	372 55%	187 58%	113 56%	259 55%	192 57%	88 63%	119 59%	44 55%	31 51%	46 50%	27 66%	44 44%	37 74%	41 51%	28 57%	12 60%	48 53%	475 56%	88 55%	
							g	g				g	degilm						g		
It provides a better work / life balance	529 53%	331 49%	197 62%	102 51%	257 55%	170 51%	70 50%	110 55%	39 49%	32 53%	40 44%	18 45%	59 59%	34 68%	47 59%	28 56%	8 42%	42 47%	450 53%	79 49%	
			a										cefln								
I wanted to start my own business / be entrepreneurial	357 36%	236 35%	120 38%	79 39%	169 36%	109 33%	47 34%	74 37%	35 43%	24 39%	34 38%	17 42%	41 41%	16 31%	24 30%	15 30%	5 26%	24 27%	312 37%	44 28%	
									ln				n						n		
I am able to do a greater variety of work than if I wasn't self-employed	298 30%	199 29%	98 31%	57 28%	138 29%	103 31%	40 29%	71 35%	25 32%	19 31%	25 28%	11 28%	21 21%	10 19%	23 28%	17 33%	11 53%	25 28%	245 29%	52 33%	
								g													
Self-employment is typical in my sector	287 29%	207 31%	77 24%	57 28%	140 30%	90 27%	56 40%	59 29%	29 36%	19 31%	24 27%	11 28%	19 18%	12 23%	14 18%	12 24%	4 21%	27 30%	244 29%	44 27%	
		b					bgimn	gi	gi	i									gi		
I do not like reporting to someone else	263 26%	186 27%	76 24%	65 32%	124 27%	74 22%	41 29%	43 21%	16 20%	12 20%	32 36%	8 20%	25 25%	22 44%	19 23%	8 15%	9 45%	29 32%	218 26%	45 28%	
				c							bcdj		bcdfgjim								

Columns Tested: a, b - a, b, c - a, b, c, d, e, f, g, h, i, j, k, l, m, n

Survey of the Self-Employed

Q11_T5. For which of the following reasons, if any, did you decide to be self-employed?

TOP 5 SELECTION SUMMARY

Base: All respondents

Significance Level: 95%

	GENDER		AGE			REGION														
	Total	Male	Female	18-34	35-54	55+	London	South East	South West	East Midlands	West Midlands	Eastern	North West	North East	Yorkshire and Humberside	Wales	Northern Ireland	Scotland	England	Devolved Nations
		a	b	a	b	c	a	b	c	d	e	f	g	h	i	j	*k	l	m	n
Unweighted Total	1003	587	412	93	485	425	146	195	108	81	74	52	95	34	88	42	14	74	873	130
Weighted Total	1003	678	320	201	468	334	140	201	80	60	90	40	100	50	80	50	20	90	843	160
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
I do not enjoy dealing with bureaucracy and office politics	261 26%	188 28%	72 23%	46 23%	129 28%	86 26%	46 33%	48 24%	20 25%	9 15%	31 34%	9 23%	26 26%	14 27%	24 30%	8 16%	4 19%	22 25%	227 27%	34 21%
							djn				djn				d				d	
There was a lack of other employment opportunities	249 25%	172 25%	76 24%	49 24%	113 24%	88 26%	32 22%	42 21%	24 29%	13 22%	14 16%	13 33%	31 31%	15 31%	23 28%	13 27%	4 19%	25 28%	207 25%	42 26%
									e		e	e								
I prefer to work alone than in a team	219 22%	143 21%	75 24%	59 29%	83 18%	78 23%	22 16%	42 21%	17 21%	15 25%	15 17%	5 13%	26 26%	13 26%	18 23%	9 17%	3 14%	33 36%	174 21%	45 28%
				b		b						a						abcefjm		af
I lost my previous job	200 20%	157 23%	43 14%	26 13%	79 17%	95 28%	25 18%	42 21%	14 17%	7 11%	25 28%	8 19%	25 25%	9 17%	17 21%	12 23%	2 10%	16 18%	171 20%	30 18%
						ab				d	d	d								
There is more money in self-employment than in employment	173 17%	140 21%	34 10%	33 17%	98 21%	42 13%	26 19%	45 22%	13 16%	9 16%	17 19%	7 19%	15 14%	1 1%	16 20%	4 8%	6 31%	14 15%	149 18%	24 15%
					c		h	hj	h	h	h	h	h	h	h			h	h	h
It gives me the ability to waive my employment rights for more flexibility or pay	68 7%	51 7%	17 5%	13 7%	39 8%	15 5%	10 7%	11 5%	3 4%	5 9%	10 11%	4 9%	2 2%	1 2%	* 1%	3 6%	4 21%	14 16%	46 5%	22 13%
					c		i			gi	gi	gi				i		abcghim	i	bcgim
Other	53 5%	30 4%	22 7%	15 7%	21 4%	17 5%	11 8%	6 3%	8 10%	7 12%	1 1%	3 7%	4 4%	1 2%	2 2%	4 7%	- -	6 7%	43 5%	10 6%
							be			beim	beim									

Columns Tested: a,b - a,b,c - a,b,c,d,e,f,g,h,i,j,k,l,m,n

Survey of the Self-Employed

Q11_T5. For which of the following reasons, if any, did you decide to be self-employed?

TOP 5 SELECTION SUMMARY

Base: All respondents

	CURRENT WORK		TYPE OF BUSINESS			EDUCATION					LENGTH OF SELF-EMPLOYMENT					
	Total	Work with spouse, relative or business partner	Work by themselves	Limited company	Partnership	Sole trader	Secondary school	University degree	Higher university degree	NET: Up to Secondary school	NET: University	Up to 3 years	3-6 years	6-10 years	10-15 years	More than 15 years
	a	b	a	b	c	a	b	c	d	e	a	b	c	d	e	
Significance Level: 95%																
Unweighted Total	1003	103	900	126	41	807	455	403	130	458	533	156	196	174	172	305
Weighted Total	1003	96	907	134	38	801	472	383	134	475	517	185	207	173	165	273
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
I like to be in control of my own work	602 60%	65 68%	537 59%	75 56%	28 74%	482 60%	279 59%	231 60%	84 63%	280 59%	315 61%	118 64%	116 56%	90 52%	101 61%	177 65%
					a							c				bc
I have greater control of my hours	569 57%	64 67%	505 56%	64 48%	26 68%	462 58%	286 60%	204 53%	72 54%	287 60%	276 53%	107 58%	125 60%	94 54%	93 56%	151 55%
					a				be							
I enjoy the freedom to choose where I work	563 56%	58 60%	506 56%	85 63%	19 50%	448 56%	265 56%	216 56%	77 57%	266 56%	293 57%	110 59%	110 53%	102 59%	95 58%	146 53%
It provides a better work / life balance	529 53%	54 56%	475 52%	77 57%	21 56%	417 52%	256 54%	195 51%	72 54%	258 54%	267 52%	110 59%	111 54%	89 51%	92 56%	127 46%
											e					
I wanted to start my own business / be entrepreneurial	357 36%	43 45%	314 35%	52 39%	13 34%	283 35%	184 39%	125 33%	43 32%	185 39%	168 33%	82 44%	66 32%	48 28%	60 36%	101 37%
					b		e			e		bc				c
I am able to do a greater variety of work than if I wasn't self-employed	298 30%	31 32%	267 29%	51 38%	13 33%	225 28%	124 26%	118 31%	55 41%	125 26%	173 33%	47 25%	54 26%	50 29%	54 33%	92 34%
				c					abd		ad					
Self-employment is typical in my sector	287 29%	29 30%	258 28%	40 29%	9 23%	232 29%	135 29%	110 29%	38 28%	135 28%	148 29%	22 12%	54 26%	56 32%	46 28%	110 40%
													a	a	a	abd
I do not like reporting to someone else	263 26%	22 23%	241 27%	27 20%	5 12%	218 27%	127 27%	107 28%	26 19%	127 27%	132 26%	45 24%	60 29%	44 25%	41 25%	73 27%
						b										

Columns Tested: a,b - a,b,c - a,b,c,d,e - a,b,c,d,e

Survey of the Self-Employed

Q11_T5. For which of the following reasons, if any, did you decide to be self-employed?

TOP 5 SELECTION SUMMARY

Base: All respondents

	CURRENT WORK		TYPE OF BUSINESS			EDUCATION					LENGTH OF SELF-EMPLOYMENT					
	Work with spouse, relative or business partner	Work by themselves	Limited company	Partnership	Sole trader	Secondary school	University degree	Higher university degree	NET: Up to Secondary school	NET: University	Up to 3 years	3-6 years	6-10 years	10-15 years	More than 15 years	
Total	a	b	a	b	c	a	b	c	d	e	a	b	c	d	e	
Significance Level: 95%																
Unweighted Total	1003	103	900	126	41	807	455	403	130	458	533	156	196	174	172	305
Weighted Total	1003	96	907	134	38	801	472	383	134	475	517	185	207	173	165	273
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
I do not enjoy dealing with bureaucracy and office politics	261 26%	26 27%	235 26%	41 30% b	5 14%	209 26%	96 20%	116 30% ad	44 33% ad	98 21%	159 31% ad	37 20%	44 21%	52 30% ab	55 33% ab	73 27%
There was a lack of other employment opportunities	249 25%	24 25%	225 25%	22 16%	12 32% a	210 26% a	118 25%	97 25%	31 23%	118 25%	128 25%	51 27%	61 29% e	45 26%	36 22%	56 21%
I prefer to work alone than in a team	219 22%	10 10%	209 23% a	14 11%	7 18%	188 23% a	116 25% ce	78 20%	19 14%	117 25% ce	96 19%	49 27%	43 21%	42 24%	30 18%	55 20%
I lost my previous job	200 20%	14 15%	186 20%	22 16%	8 20%	164 20%	95 20%	75 20%	26 19%	96 20%	101 19%	30 16%	50 24%	34 19%	29 18%	58 21%
There is more money in self-employment than in employment	173 17%	8 9%	165 18% a	44 33% bc	3 9%	118 15%	86 18%	63 16%	24 18%	86 18%	86 17%	24 13%	36 17%	34 20%	30 18%	49 18%
It gives me the ability to waive my employment rights for more flexibility or pay	68 7%	6 6%	62 7%	18 13% c	3 8%	45 6%	30 6%	21 6%	15 11% bd	30 6%	37 7%	13 7%	15 7%	12 7%	13 8%	15 6%
Other	53 5%	6 6%	47 5%	11 8%	1 2%	41 5%	18 4%	25 7%	9 7%	18 4%	34 7% ad	17 9% cde	14 7%	5 3%	6 4%	10 4%

Columns Tested: a,b - a,b,c - a,b,c,d,e - a,b,c,d,e

Survey of the Self-Employed

Q11_T5. For which of the following reasons, if any, did you decide to be self-employed?

TOP 5 SELECTION SUMMARY

Base: All respondents

	AWARENESS OF IPSE			SOC				HAPPINESS IN SELF-EMPLOYMENT			WORKING PLANS		AWARENESS OF TAX DEDUCTIBLES FOR TRAINING		
	Total	Know at least a little	Have at least heard of	Have never heard of	1-3	4-6	7-10	NET: 4-10	Happy	Neutral	Unhappy	Remain self-employed	Would consider or want to switch to work for someone else	Aware	Not aware
	a	b	c		a	b	c	d	a	b	c	a	b	a	b
Significance Level: 95%															
Unweighted Total	1003	58	192	811	513	291	199	490	808	148	38	727	225	261	742
Weighted Total	1003	64	202	801	501	300	201	501	800	159	35	702	243	254	749
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
I like to be in control of my own work	602 60%	37 59%	125 62%	477 59%	323 65% bcd	170 57%	108 54%	278 55%	496 62% b	84 53%	17 49%	449 64% b	119 49%	154 60%	448 60%
I have greater control of my hours	569 57%	28 44%	103 51%	466 58% a	275 55%	181 60%	113 56%	295 59%	469 59%	81 51%	18 51%	415 59%	128 53%	141 55%	429 57%
I enjoy the freedom to choose where I work	563 56%	36 56%	110 55%	453 57%	284 57%	165 55%	114 57%	279 56%	472 59% b	70 44%	17 48%	404 58%	138 57%	146 57%	418 56%
It provides a better work / life balance	529 53%	32 51%	104 52%	425 53%	272 54%	143 48%	114 57%	257 51%	446 56% bc	70 44%	11 33%	380 54%	124 51%	137 54%	391 52%
I wanted to start my own business / be entrepreneurial	357 36%	25 40%	98 48% c	259 32%	180 36%	97 32%	80 40%	177 35%	284 36%	60 37%	9 25%	258 37%	88 36%	75 30%	281 38% a
I am able to do a greater variety of work than if I wasn't self-employed	298 30%	25 39%	61 30%	236 30%	172 34% bcd	80 27%	46 23%	126 25%	256 32% b	34 22%	7 20%	198 28%	88 36% a	83 33%	215 29%
Self-employment is typical in my sector	287 29%	16 25%	42 21%	245 31% b	133 27%	109 36% ac	45 22%	154 31% c	241 30% b	35 22%	9 25%	212 30% b	52 21%	75 30%	212 28%

Columns Tested: a,b,c - a,b,c,d - a,b,c - a,b - a,b

Survey of the Self-Employed

Q11_T5. For which of the following reasons, if any, did you decide to be self-employed?

TOP 5 SELECTION SUMMARY

Base: All respondents

	AWARENESS OF IPSE			SOC				HAPPINESS IN SELF-EMPLOYMENT			WORKING PLANS		AWARENESS OF TAX DEDUCTIBLES FOR TRAINING		
	Total	Know at least a little	Have at least heard of	Have never heard of	1-3	4-6	7-10	NET: 4-10	Happy	Neutral	Unhappy	Remain self-employed	Would consider or want to switch to work for someone else	Aware	Not aware
	a	b	c		a	b	c	d	a	b	c	a	b	a	b
Significance Level: 95%															
Unweighted Total	1003	58	192	811	513	291	199	490	808	148	38	727	225	261	742
Weighted Total	1003	64	202	801	501	300	201	501	800	159	35	702	243	254	749
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
I do not like reporting to someone else	263 26%	19 31%	57 28%	206 26%	130 26%	66 22%	67 33%	133 27%	203 25%	50 32%	8 22%	194 28%	42 17%	53 21%	210 28%
							ab					b			a
I do not enjoy dealing with bureaucracy and office politics	261 26%	16 25%	54 27%	207 26%	152 30%	62 21%	48 24%	109 22%	206 26%	43 27%	9 25%	171 24%	65 27%	58 23%	203 27%
					bd										
There was a lack of other employment opportunities	249 25%	16 25%	52 26%	197 25%	113 23%	69 23%	67 33%	136 27%	172 22%	55 34%	16 47%	149 21%	86 36%	59 23%	190 25%
							ab			a	a		a		
I prefer to work alone than in a team	219 22%	16 25%	44 22%	175 22%	96 19%	69 23%	53 27%	123 24%	168 21%	45 29%	4 11%	158 22%	44 18%	51 20%	168 22%
							a	a		ac					
I lost my previous job	200 20%	11 18%	33 17%	167 21%	92 18%	62 21%	46 23%	108 21%	150 19%	39 25%	9 25%	138 20%	47 20%	53 21%	148 20%
There is more money in self-employment than in employment	173 17%	20 32%	44 22%	130 16%	85 17%	54 18%	34 17%	89 18%	148 18%	21 13%	3 8%	134 19%	31 13%	49 19%	125 17%
		c										b			
It gives me the ability to waive my employment rights for more flexibility or pay	68 7%	8 12%	20 10%	47 6%	34 7%	21 7%	13 6%	33 7%	55 7%	10 6%	1 2%	48 7%	12 5%	19 7%	49 7%
			c												

Columns Tested: a,b,c - a,b,c,d - a,b,c - a,b - a,b



Survey of the Self-Employed

Q11_T5. For which of the following reasons, if any, did you decide to be self-employed?

TOP 5 SELECTION SUMMARY

Base: All respondents

Significance Level: 95%

	AWARENESS OF IPSE			SOC				HAPPINESS IN SELF-EMPLOYMENT			WORKING PLANS		AWARENESS OF TAX DEDUCTIBLES FOR TRAINING		
	Total	Know at least a little	Have at least heard of	Have never heard of	1-3	4-6	7-10	NET: 4-10	Happy	Neutral	Unhappy	Remain self-employed	Would consider or want to switch to work for someone else	Aware	Not aware
	a	b	c		a	b	c	d	a	b	c	a	b	a	b
Unweighted Total	1003	58	192	811	513	291	199	490	808	148	38	727	225	261	742
Weighted Total	1003	64	202	801	501	300	201	501	800	159	35	702	243	254	749
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Other	53	1	2	51	31	15	7	22	33	10	8	33	17	14	39
	5%	1%	1%	6%	6%	5%	3%	4%	4%	6%	24%	5%	7%	5%	5%
				b							ab				

Columns Tested: a,b,c - a,b,c,d - a,b,c - a,b - a,b

Survey of the Self-Employed

Q11_T5. For which of the following reasons, if any, did you decide to be self-employed?

TOP 5 SELECTION SUMMARY

Base: All respondents

	SELF-EMPLOYMENT SUPPORT/ADVICE AVAILABLE AT UNIVERSITY		AWARENESS OF MAKING TAX DIGITAL			CONCERN OVER BREXIT NEGOTIATIONS		CONCERN ABOUT SAVING FOR LATER LIFE		PENSION USAGE			IMPORTANCE OF SAVING FOR LATER LIFE		
	Total	To at least some extent	To no extent	Know at least a little about it	At least heard of it	Have not heard of it	Concerned	Not concerned	Concerned	Not concerned	Have used private/personal pension	Currently use private/personal pension	Have never saved through a private/personal pension	Important	Not important
	a	b	a	b	c	a	b	a	b	a	b	c	a	b	
Significance Level: 95%															
Unweighted Total	1003	63	327	309	514	489	537	403	662	300	510	339	475	856	107
Weighted Total	1003	69	319	304	492	511	546	389	668	289	452	311	531	855	101
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
I like to be in control of my own work	602 60%	36 52%	194 61%	187 62%	294 60%	308 60%	336 62%	227 58%	396 59%	176 61%	258 57%	182 59%	328 62%	515 60%	56 55%
I have greater control of my hours	569 57%	33 48%	169 53%	171 56%	280 57%	289 57%	314 57%	218 56%	368 55%	174 60%	270 60%	179 58%	290 55%	482 56%	62 61%
I enjoy the freedom to choose where I work	563 56%	37 54%	174 55%	181 59%	288 58%	276 54%	315 58%	218 56%	366 55%	172 60%	257 57%	172 55%	293 55%	484 57%	57 56%
It provides a better work / life balance	529 53%	26 38%	172 54%	151 49%	253 51%	276 54%	286 52%	212 55%	364 54%	152 53%	263 58%	175 56%	255 48%	465 54%	47 47%
I wanted to start my own business / be entrepreneurial	357 36%	25 36%	103 32%	131 43%	191 39%	165 32%	187 34%	152 39%	239 36%	106 37%	147 33%	94 30%	205 39%	310 36%	35 35%
I am able to do a greater variety of work than if I wasn't self-employed	298 30%	26 38%	105 33%	116 38%	169 34%	129 25%	166 30%	118 30%	212 32%	74 26%	160 36%	108 35%	130 25%	258 30%	25 25%
Self-employment is typical in my sector	287 29%	21 30%	88 28%	77 25%	125 25%	162 32%	148 27%	112 29%	196 29%	76 26%	121 27%	95 31%	159 30%	243 28%	28 28%
I do not like reporting to someone else	263 26%	21 30%	83 26%	65 21%	110 22%	153 30%	143 26%	97 25%	182 27%	64 22%	92 20%	66 21%	168 32%	221 26%	29 28%

Columns Tested: a,b - a,b,c - a,b - a,b - a,b,c - a,b

Survey of the Self-Employed

Q11_T5. For which of the following reasons, if any, did you decide to be self-employed?

TOP 5 SELECTION SUMMARY

Base: All respondents

	SELF-EMPLOYMENT SUPPORT/ADVICE AVAILABLE AT UNIVERSITY		AWARENESS OF MAKING TAX DIGITAL			CONCERN OVER BREXIT NEGOTIATIONS		CONCERN ABOUT SAVING FOR LATER LIFE		PENSION USAGE			IMPORTANCE OF SAVING FOR LATER LIFE		
	Total	To at least some extent	To no extent	Know at least a little about it	At least heard of it	Have not heard of it	Concerned	Not concerned	Concerned	Not concerned	Have used private/personal pension	Currently use private/personal pension	Have never saved through a private/personal pension	Important	Not important
	a	b	a	b	c	a	b	a	b	a	b	c	a	b	
Significance Level: 95%															
Unweighted Total	1003	63	327	309	514	489	537	403	662	300	510	339	475	856	107
Weighted Total	1003	69	319	304	492	511	546	389	668	289	452	311	531	855	101
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
I do not enjoy dealing with bureaucracy and office politics	261 26%	19 27%	103 32%	76 25%	139 28%	122 24%	146 27%	101 26%	176 26%	73 25%	128 28%	81 26%	126 24%	218 25%	29 29%
There was a lack of other employment opportunities	249 25%	18 25%	85 27%	68 22%	125 25%	124 24%	130 24%	108 28%	179 27%	62 21%	103 23%	71 23%	139 26%	211 25%	26 26%
I prefer to work alone than in a team	219 22%	14 20%	63 20%	73 24%	108 22%	111 22%	110 20%	87 22%	144 22%	60 21%	77 17%	51 16%	137 26% ab	175 21%	28 27%
I lost my previous job	200 20%	11 16%	62 19%	67 22%	103 21%	97 19%	105 19%	76 20%	116 17%	72 25% a	108 24% c	66 21%	86 16%	165 19%	20 19%
There is more money in self-employment than in employment	173 17%	19 28% b	43 14%	49 16%	83 17%	90 18%	86 16%	74 19%	107 16%	57 20%	86 19%	73 24% c	80 15%	150 18%	18 17%
It gives me the ability to waive my employment rights for more flexibility or pay	68 7%	11 16% b	20 6%	26 9%	37 7%	31 6%	27 5%	28 7%	48 7%	15 5%	22 5%	20 7%	43 8% a	57 7%	7 7%
Other	53 5%	1 2%	19 6%	15 5%	25 5%	28 5%	35 6% b	14 4%	41 6%	11 4%	23 5%	11 4%	29 6%	50 6%	3 3%

Columns Tested: a,b - a,b,c - a,b - a,b - a,b,c - a,b

Survey of the Self-Employed

Q11_1. For which of the following reasons, if any, did you decide to be self-employed?

I like to be in control of my own work

Base: All respondents

		GENDER		AGE			REGION															
		Total	Male	Female	18-34	35-54	55+	London	South East	South West	East Midlands	West Midlands	Eastern	North West	North East	Yorkshire and Humberside	Wales	Northern Ireland	Scotland	England	Devolved Nations	
		a	b		a	b	c	a	b	c	d	e	f	g	h	i	j	*k	l	m	n	
Significance Level: 95%																						
Unweighted Total		1003	587	412	93	485	425	146	195	108	81	74	52	95	34	88	42	14	74	873	130	
Weighted Total		1003	678	320	201	468	334	140	201	80	60	90	40	100	50	80	50	20	90	843	160	
		100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	
1st choice	(1)	129 13%	90 13%	39 12%	31 15%	66 14%	32 10%	15 11%	26 13%	10 12%	13 21% aim	10 11%	4 11%	17 17%	7 13%	6 7%	7 14%	5 24%	9 10%	108 13%	21 13%	
2nd choice	(2)	108 11%	73 11%	35 11%	14 7%	49 10%	45 13%	14 10%	17 9%	9 11%	5 8%	14 15%	6 15%	12 12%	7 13%	9 11%	5 10%	3 14%	8 9%	92 11%	16 10%	
3rd choice	(3)	139 14%	98 14%	41 13%	34 17%	58 12%	48 14%	13 9%	15 8%	10 13%	12 20% ab	16 18% b	9 22% ab	13 13%	8 15%	11 14%	19 19%	2 8%	20 22% abm	108 13% b	31 20% abm	
4th choice	(4)	122 12%	73 11%	48 15%	25 12%	53 11%	44 13%	17 12%	31 15% cijn	6 7%	7 12%	8 9%	3 6%	16 16% jn	11 23% cijn	10 13%	2 4%	1 5%	9 10%	110 13%	12 7%	
5th choice	(5)	104 10%	72 11%	32 10%	16 8%	57 12%	31 9%	5 4%	24 12% a	14 17% adm	4 7%	7 8%	5 12% a	9 9%	3 6%	16 20% adeglmn	9 18% a	- -	7 8%	88 10% a	16 10% a	
Not selected		401 40%	272 40%	126 39%	81 41%	185 39%	135 40%	75 54% cdefghijmn	88 44%	31 39%	19 31%	35 38%	14 34%	33 33%	15 30%	28 35%	18 36%	10 49%	37 41%	337 40%	64 40%	
NETS																						
Net: Selected in top 3		376 37%	262 39%	115 36%	79 39%	173 37%	125 37%	42 30%	58 29%	29 37%	30 49% abim	40 45% ab	19 47% ab	43 42% ab	21 42%	26 32%	22 43%	9 47%	37 41%	308 37% b	68 43% ab	
Net: Selected in top 5		602 60%	407 60%	194 61%	119 59%	283 61%	199 60%	65 46%	113 56%	49 61% a	41 69% a	56 62% a	26 66% a	67 67% a	35 70% a	52 65% a	32 64% a	10 51%	53 59%	506 60% a	96 60% a	
Mean score		2.9	2.9	3.0	2.8	3.0	3.0	2.8	3.1	3.1	2.7	2.8	2.9	2.8	2.9	3.4 adegmn	3.0	1.9	2.9	3.0	2.9	
Standard deviation		1.39	1.40	1.37	1.37	1.45	1.31	1.31	1.48	1.51	1.37	1.27	1.34	1.40	1.28	1.38	1.38	1.50	1.04	1.24	1.40	1.35
Standard error		.06	.07	.09	.18	.08	.08	.15	.14	.19	.19	.19	.23	.18	.26	.19	.29	.39	.18	.06	.15	

Columns Tested: a,b - a,b,c - a,b,c,d,e,f,g,h,i,j,k,l,m,n

Survey of the Self-Employed

Q11_1. For which of the following reasons, if any, did you decide to be self-employed?

I like to be in control of my own work

Base: All respondents

	Total	CURRENT WORK		TYPE OF BUSINESS			EDUCATION					LENGTH OF SELF-EMPLOYMENT				
		Work with spouse, relative or business partner	Work by themselves	Limited company	Partnership	Sole trader	Secondary school	University degree	Higher university degree	NET: Up to Secondary school	NET: University	Up to 3 years	3-6 years	6-10 years	10-15 years	More than 15 years
		a	b	a	b	c	a	b	c	d	e	a	b	c	d	e
Significance Level: 95%																
Unweighted Total	1003	103	900	126	41	807	455	403	130	458	533	156	196	174	172	305
Weighted Total	1003	96	907	134	38	801	472	383	134	475	517	185	207	173	165	273
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
1st choice	(1) 129 13%	14 15%	115 13%	7 5%	6 15% a	111 14% a	57 12%	51 13%	21 15%	57 12%	71 14%	31 16% c	23 11%	16 9%	20 12%	39 14%
2nd choice	(2) 108 11%	17 18% b	91 10%	16 12%	7 19%	82 10%	54 11%	44 11%	11 8%	54 11%	54 11%	20 11%	26 13%	13 8%	18 11%	31 11%
3rd choice	(3) 139 14%	10 11%	129 14%	18 13%	7 19%	110 14%	69 15%	44 12%	24 18%	70 15%	68 13%	23 12%	30 15%	21 12%	26 16%	40 15%
4th choice	(4) 122 12%	15 16%	107 12%	14 11%	5 12%	101 13%	54 11%	50 13%	16 12%	54 11%	66 13%	24 13%	16 8%	22 12%	18 11%	42 15% b
5th choice	(5) 104 10%	9 9%	95 10%	21 15%	4 9%	78 10%	46 10%	42 11%	13 10%	46 10%	55 11%	21 11%	20 10%	19 11%	18 11%	26 10%
Not selected	401 40%	31 32%	370 41%	59 44% b	10 26%	319 40%	193 41%	152 40%	50 37%	195 41%	202 39%	67 36%	91 44% e	83 48% ae	64 39%	95 35%
NETS																
Net: Selected in top 3	376 37%	41 43%	335 37%	40 30%	20 53% a	304 38%	179 38%	139 36%	56 41%	180 38%	194 38%	73 39% c	80 38% c	49 29%	64 39% c	110 40% c
Net: Selected in top 5	602 60%	65 68%	537 59%	75 56%	28 74% a	482 60%	279 59%	231 60%	84 63%	280 59%	315 61%	118 64% c	116 56%	90 52%	101 61%	177 65% bc
Mean score	2.9	2.8	3.0	3.3 bc	2.7	2.9	2.9	3.0	2.9	2.9	2.9	2.9	2.9	3.2	3.0	2.9
Standard deviation	1.39	1.38	1.39	1.33	1.32	1.39	1.36	1.42	1.38	1.36	1.41	1.45	1.36	1.39	1.38	1.37
Standard error	.06	.17	.06	.16	.24	.06	.08	.09	.15	.08	.08	.15	.13	.14	.13	.10

Columns Tested: a, b - a, b, c - a, b, c, d, e - a, b, c, d, e

Survey of the Self-Employed

Q11_1. For which of the following reasons, if any, did you decide to be self-employed?

I like to be in control of my own work

Base: All respondents

		AWARENESS OF IPSE			SOC				HAPPINESS IN SELF-EMPLOYMENT			WORKING PLANS		AWARENESS OF TAX DEDUCTIBLES FOR TRAINING		
		Know at least a little	Have at least heard of	Have never heard of	1-3	4-6	7-10	NET: 4-10	Happy	Neutral	Unhappy	Remain self-employed	Would consider or want to switch to work for someone else	Aware	Not aware	
		a	b	c	a	b	c	d	a	b	c	a	b	a	b	
Significance Level: 95%																
Unweighted Total		1003	58	192	811	513	291	199	490	808	148	38	727	225	261	742
Weighted Total		1003	64	202	801	501	300	201	501	800	159	35	702	243	254	749
		100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
1st choice	(1)	129	5	35	93	79	26	24	50	107	18	1	99	20	43	86
		13%	9%	18%	12%	16%	9%	12%	10%	13%	11%	2%	14%	8%	17%	11%
				c		bd				c		b		b		
2nd choice	(2)	108	4	21	87	50	34	24	58	85	19	4	81	20	29	79
		11%	7%	10%	11%	10%	11%	12%	12%	11%	12%	11%	12%	8%	11%	11%
3rd choice	(3)	139	18	28	112	69	45	26	71	118	17	3	99	31	33	106
		14%	28%	14%	14%	14%	15%	13%	14%	15%	11%	10%	14%	13%	13%	14%
			bc													
4th choice	(4)	122	5	19	103	66	35	21	56	98	16	7	94	25	27	94
		12%	8%	9%	13%	13%	12%	10%	11%	12%	10%	20%	13%	10%	11%	13%
5th choice	(5)	104	5	22	82	61	30	13	43	88	14	2	76	22	22	82
		10%	8%	11%	10%	12%	10%	7%	9%	11%	9%	5%	11%	9%	9%	11%
				c												
Not selected		401	26	77	324	178	130	93	223	304	75	18	253	124	100	301
		40%	41%	38%	41%	35%	43%	46%	45%	38%	47%	51%	36%	51%	40%	40%
							a	a	a		a		a			
NETS																
Net: Selected in top 3		376	27	84	292	197	105	74	179	310	54	8	279	72	105	272
		37%	43%	42%	36%	39%	35%	37%	36%	39%	34%	23%	40%	30%	41%	36%
												b				
Net: Selected in top 5		602	37	125	477	323	170	108	278	496	84	17	449	119	154	448
		60%	59%	62%	59%	65%	57%	54%	55%	62%	53%	49%	64%	49%	60%	60%
						bcd				b		b				
Mean score		2.9	3.0	2.8	3.0	2.9	3.0	2.8	2.9	2.9	2.9	3.3	2.9	3.1	2.7	3.0
																a
Standard deviation		1.39	1.19	1.46	1.37	1.44	1.32	1.32	1.32	1.39	1.40	1.12	1.40	1.34	1.41	1.38
Standard error		.06	.21	.14	.06	.08	.10	.13	.08	.06	.16	.25	.07	.13	.11	.07

Columns Tested: a,b,c - a,b,c,d - a,b,c - a,b - a,b



Survey of the Self-Employed

Q11_1. For which of the following reasons, if any, did you decide to be self-employed?

I like to be in control of my own work

Base: All respondents

	SELF-EMPLOYMENT SUPPORT/ADVICE AVAILABLE AT UNIVERSITY		AWARENESS OF MAKING TAX DIGITAL			CONCERN OVER BREXIT NEGOTIATIONS		CONCERN ABOUT SAVING FOR LATER LIFE		PENSION USAGE			IMPORTANCE OF SAVING FOR LATER LIFE		
	Total	To at least some extent	To no extent	Know at least a little about it	At least heard of it	Have not heard of it	Concerned	Not concerned	Concerned	Not concerned	Have used private/personal pension	Currently use private/personal pension	Have never saved through a private/personal pension	Important	Not important
	a	b	a	b	c	a	b	a	b	a	b	c	a	b	
Significance Level: 95%															
Unweighted Total	1003	63	327	309	514	489	537	403	662	300	510	339	475	856	107
Weighted Total	1003	69	319	304	492	511	546	389	668	289	452	311	531	855	101
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
1st choice (1)	129	7	50	35	59	70	60	56	77	41	47	39	76	110	12
	13%	10%	16%	12%	12%	14%	11%	14%	12%	14%	10%	13%	14%	13%	12%
2nd choice (2)	108	6	30	45	60	48	59	40	73	29	52	38	54	89	10
	11%	9%	9%	15%	12%	9%	11%	10%	11%	10%	12%	12%	10%	10%	10%
3rd choice (3)	139	9	42	48	67	73	86	46	92	45	59	41	79	117	15
	14%	13%	13%	16%	14%	14%	16%	12%	14%	15%	13%	13%	15%	14%	15%
4th choice (4)	122	10	36	35	59	62	70	47	81	36	63	40	57	108	11
	12%	14%	11%	12%	12%	12%	13%	12%	12%	13%	14%	13%	11%	13%	11%
5th choice (5)	104	4	36	24	49	55	61	38	74	26	37	24	62	91	7
	10%	6%	11%	8%	10%	11%	11%	10%	11%	9%	8%	8%	12%	11%	7%
Not selected	401	33	125	117	198	203	210	162	271	113	194	129	203	340	46
	40%	48%	39%	38%	40%	40%	38%	42%	41%	39%	43%	41%	38%	40%	45%
NETS															
Net: Selected in top 3	376	22	122	128	185	191	205	141	241	114	158	119	209	317	37
	37%	32%	38%	42%	38%	37%	38%	36%	36%	39%	35%	38%	39%	37%	37%
Net: Selected in top 5	602	36	194	187	294	308	336	227	396	176	258	182	328	515	56
	60%	52%	61%	62%	60%	60%	62%	58%	59%	61%	57%	59%	62%	60%	55%
Mean score	2.9	3.0	2.9	2.8	2.9	2.9	3.0	2.9	3.0	2.9	3.0	2.8	2.9	3.0	2.8
Standard deviation	1.39	1.31	1.45	1.29	1.37	1.41	1.35	1.43	1.38	1.37	1.32	1.34	1.42	1.39	1.32
Standard error	.06	.22	.10	.09	.08	.08	.08	.09	.07	.10	.08	.10	.08	.06	.18

Columns Tested: a,b - a,b,c - a,b - a,b - a,b,c - a,b

Survey of the Self-Employed

Q11_2. For which of the following reasons, if any, did you decide to be self-employed?

I do not like reporting to someone else

Base: All respondents

	Total	GENDER		AGE			REGION													
		Male	Female	18-34	35-54	55+	London	South East	South West	East Midlands	West Midlands	Eastern	North West	North East	Yorkshire and Humberside	Wales	Northern Ireland	Scotland	England	Devolved Nations
		a	b	a	b	c	a	b	c	d	e	f	g	h	i	j	*k	l	m	n
Significance Level: 95%																				
Unweighted Total	1003	587	412	93	485	425	146	195	108	81	74	52	95	34	88	42	14	74	873	130
Weighted Total	1003	678	320	201	468	334	140	201	80	60	90	40	100	50	80	50	20	90	843	160
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
1st choice	(1) 33 3%	29 4%	4 1%	8 4%	16 3%	9 3%	3 2%	10 5%	1 2%	1 1%	3 3%	1 2%	4 4%	- -	5 6%	1 3%	1 7%	3 3%	27 3%	6 4%
2nd choice	(2) 62 6%	42 6%	20 6%	19 9%	32 7%	12 4%	9 7%	9 5%	2 3%	4 6%	8 9%	4 9%	3 3%	5 10%	4 4%	2 4%	2 8%	11 12%	48 6%	14 9%
				c	c													bcgm		c
3rd choice	(3) 45 5%	30 4%	15 5%	6 3%	21 5%	17 5%	12 8%	5 3%	2 3%	2 3%	4 5%	2 5%	6 6%	3 5%	3 3%	- -	3 14%	3 4%	39 5%	6 4%
4th choice	(4) 63 6%	48 7%	15 5%	16 8%	24 5%	23 7%	6 5%	11 5%	4 5%	3 6%	8 9%	- f	9 f	5 9%	3 4%	4 9%	1 7%	7 8%	50 6%	13 8%
											f		f	f	f	f	f	f	f	f
5th choice	(5) 59 6%	37 5%	22 7%	16 8%	32 7%	12 4%	10 7%	8 4%	6 7%	2 4%	8 9%	2 4%	2 2%	10 19%	5 6%	- -	2 8%	4 5%	53 6%	6 4%
					c						gj		abcdgijm							
Not selected	740 74%	492 73%	243 76%	136 68%	344 73%	260 78%	99 71%	158 79%	64 80%	48 80%	58 64%	32 80%	75 75%	28 56%	62 77%	42 85%	11 55%	62 68%	625 74%	115 72%
						a		eh	eh	eh		h	h		h	eh			h	
NETS																				
Net: Selected in top 3	141 14%	102 15%	39 12%	33 17%	69 15%	39 12%	24 17%	24 12%	6 7%	6 10%	15 17%	6 16%	14 14%	8 16%	11 13%	3 6%	6 30%	17 19%	115 14%	26 16%
							c			c								c		c
Net: Selected in top 5	263 26%	186 27%	76 24%	65 32%	124 27%	74 22%	41 29%	43 21%	16 20%	12 20%	32 36%	8 20%	25 25%	22 44%	19 23%	8 15%	9 45%	29 32%	218 26%	45 28%
				c						bc	bdj		bcdfgijm							
Mean score	3.2	3.1	3.4	3.2	3.2	3.2	3.3	3.0	3.7	3.2	3.3	2.8	3.1	3.8	3.0	3.0	3.0	3.0	3.2	3.0
Standard deviation	1.36	1.38	1.29	1.41	1.40	1.26	1.29	1.46	1.35	1.32	1.37	1.34	1.27	1.25	1.60	1.34	1.39	1.30	1.37	1.30
Standard error	.09	.11	.14	.26	.13	.13	.21	.24	.29	.35	.27	.42	.27	.33	.34	.55	.57	.28	.10	.23

Columns Tested: a, b - a, b, c - a, b, c, d, e, f, g, h, i, j, k, l, m, n

Survey of the Self-Employed

Q11_2. For which of the following reasons, if any, did you decide to be self-employed?

I do not like reporting to someone else

Base: All respondents

	Total	CURRENT WORK		TYPE OF BUSINESS			EDUCATION					LENGTH OF SELF-EMPLOYMENT				
		Work with spouse, relative or business partner	Work by themselves	Limited company	Partnership	Sole trader	Secondary school	University degree	Higher university degree	NET: Up to Secondary school	NET: University	Up to 3 years	3-6 years	6-10 years	10-15 years	More than 15 years
		a	b	a	b	c	a	b	c	d	e	a	b	c	d	e
Significance Level: 95%																
Unweighted Total	1003	103	900	126	41	807	455	403	130	458	533	156	196	174	172	305
Weighted Total	1003	96	907	134	38	801	472	383	134	475	517	185	207	173	165	273
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
1st choice	(1) 33 3%	1 1%	32 4%	3 2%	1 4%	28 3%	16 3%	15 4%	1 1%	16 3%	16 3%	6 3%	6 3%	9 5%	2 1%	10 4%
2nd choice	(2) 62 6%	5 5%	58 6%	4 3%	1 2%	56 7%	28 6%	29 8%	4 3%	28 6%	33 6%	8 4%	21 10%	14 8%	6 3%	15 5%
3rd choice	(3) 45 5%	5 5%	40 4%	4 3%	1 2%	36 5%	21 5%	21 5%	3 2%	21 5%	24 5%	8 4%	7 3%	8 4%	7 4%	16 6%
4th choice	(4) 63 6%	7 8%	56 6%	7 5%	1 3%	51 6%	32 7%	20 5%	10 7%	32 7%	30 6%	13 7%	16 8%	5 3%	13 8%	16 6%
5th choice	(5) 59 6%	4 4%	55 6%	9 7%	* 1%	47 6%	30 6%	21 5%	9 6%	30 6%	30 6%	10 5%	10 5%	9 5%	14 9%	16 6%
Not selected	740 74%	74 77%	666 73%	107 80%	33 88%	584 73%	345 73%	277 72%	108 81%	348 73%	385 74%	140 76%	147 71%	130 75%	124 75%	199 73%
NETS																
Net: Selected in top 3	141 14%	10 11%	130 14%	11 8%	3 8%	120 15%	65 14%	65 17%	8 6%	65 14%	73 14%	21 12%	34 16%	30 17%	14 9%	41 15%
Net: Selected in top 5	263 26%	22 23%	241 27%	27 20%	5 12%	218 27%	127 27%	107 28%	26 19%	127 27%	132 26%	45 24%	60 29%	44 25%	41 25%	73 27%
Mean score	3.2	3.4	3.2	3.6	2.7	3.2	3.3	3.0	3.8	3.3	3.2	3.3	3.1	2.8	3.8	3.2
Standard deviation	1.36	1.15	1.38	1.37	1.58	1.36	1.37	1.36	1.18	1.37	1.36	1.37	1.30	1.44	1.20	1.37
Standard error	.09	.25	.09	.30	.60	.10	.12	.14	.25	.12	.13	.26	.18	.23	.19	.16

Columns Tested: a, b - a,b,c - a,b,c,d,e - a,b,c,d,e

Survey of the Self-Employed

Q11_2. For which of the following reasons, if any, did you decide to be self-employed?

I do not like reporting to someone else

Base: All respondents

		AWARENESS OF IPSE			SOC				HAPPINESS IN SELF-EMPLOYMENT			WORKING PLANS		AWARENESS OF TAX DEDUCTIBLES FOR TRAINING		
		Know at least a little	Have at least heard of	Have never heard of	1-3	4-6	7-10	NET: 4-10	Happy	Neutral	Unhappy	Remain self-employed	Would consider or want to switch to work for someone else	Aware	Not aware	
		a	b	c	a	b	c	d	a	b	c	a	b	a	b	
Significance Level: 95%																
Unweighted Total		1003	58	192	811	513	291	199	490	808	148	38	727	225	261	742
Weighted Total		1003	64	202	801	501	300	201	501	800	159	35	702	243	254	749
		100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
1st choice	(1)	33 3%	6 10%	9 5%	24 3%	15 3%	11 4%	7 3%	18 4%	22 3%	10 6%	1 4%	20 3%	5 2%	8 3%	25 3%
			c								a					
2nd choice	(2)	62 6%	7 11%	17 8%	46 6%	31 6%	16 5%	16 8%	32 6%	47 6%	13 8%	2 6%	47 7%	10 4%	13 5%	49 7%
3rd choice	(3)	45 5%	3 5%	8 4%	38 5%	22 4%	8 3%	15 7%	23 5%	34 4%	8 5%	2 5%	32 5%	9 4%	9 4%	36 5%
								b								
4th choice	(4)	63 6%	1 1%	11 6%	52 6%	30 6%	12 4%	21 10%	33 7%	53 7%	9 5%	1 3%	47 7%	9 4%	9 4%	54 7%
								ab								a
5th choice	(5)	59 6%	2 3%	12 6%	47 6%	31 6%	19 6%	9 5%	28 6%	47 6%	11 7%	2 4%	48 7%	8 3%	13 5%	46 6%
Not selected		740 74%	44 69%	145 72%	595 74%	372 74%	234 78%	134 67%	368 73%	596 75%	109 68%	27 78%	507 72%	201 83%	201 79%	539 72%
						c	c						a		b	
NETS																
Net: Selected in top 3		141 14%	17 26%	33 17%	107 13%	68 14%	35 12%	37 18%	72 14%	104 13%	31 19%	5 15%	99 14%	25 10%	30 12%	111 15%
								b			a					
Net: Selected in top 5		263 26%	19 31%	57 28%	206 26%	130 26%	66 22%	67 33%	133 27%	203 25%	50 32%	8 22%	194 28%	42 17%	53 21%	210 28%
								ab				b				a
Mean score		3.2	2.2	3.0	3.3	3.2	3.2	3.2	3.2	3.3	3.0	2.9	3.3	3.1	3.1	3.2
Standard deviation		1.36	1.25	1.42	1.34	1.37	1.49	1.22	1.36	1.34	1.45	1.49	1.34	1.32	1.43	1.34
Standard error		.09	.32	.20	.10	.12	.20	.16	.13	.10	.23	.50	.10	.21	.20	.10

Columns Tested: a,b,c - a,b,c,d - a,b,c - a,b - a,b

Survey of the Self-Employed

Q11_2. For which of the following reasons, if any, did you decide to be self-employed?

I do not like reporting to someone else

Base: All respondents

	SELF-EMPLOYMENT SUPPORT/ADVICE AVAILABLE AT UNIVERSITY		AWARENESS OF MAKING TAX DIGITAL			CONCERN OVER BREXIT NEGOTIATIONS		CONCERN ABOUT SAVING FOR LATER LIFE		PENSION USAGE			IMPORTANCE OF SAVING FOR LATER LIFE		
	Total	To at least some extent	To no extent	Know at least a little about it	At least heard of it	Have not heard of it	Concerned	Not concerned	Concerned	Not concerned	Have used private/personal pension	Currently use private/personal pension	Have never saved through a private/personal pension	Important	Not important
	a	b	a	b	c	a	b	a	b	a	b	c	a	b	
Significance Level: 95%															
Unweighted Total	1003	63	327	309	514	489	537	403	662	300	510	339	475	856	107
Weighted Total	1003	69	319	304	492	511	546	389	668	289	452	311	531	855	101
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
1st choice (1)	33 3%	2 2%	8 3%	7 2%	13 3%	20 4%	23 4%	7 2%	21 3%	10 4%	15 3%	11 3%	17 3%	29 3%	3 3%
2nd choice (2)	62 6%	6 9%	21 6%	10 3%	22 5%	40 8% ab	39 7%	23 6%	45 7%	16 6%	11 2%	9 3%	52 10% ab	48 6%	13 13% a
3rd choice (3)	45 5%	4 6%	14 4%	11 4%	20 4%	25 5%	19 4%	23 6%	31 5%	9 3%	22 5%	16 5%	21 4%	38 4%	4 4%
4th choice (4)	63 6%	4 6%	22 7%	23 8%	34 7%	29 6%	31 6%	25 6%	45 7%	11 4%	25 6%	16 5%	38 7%	55 6%	3 3%
5th choice (5)	59 6%	5 7%	18 6%	14 4%	21 4%	39 8% b	31 6%	20 5%	39 6%	17 6%	18 4%	14 5%	41 8% a	52 6%	6 6%
Not selected	740 74%	48 70%	235 74%	239 79% c	382 78% c	358 70%	403 74%	292 75%	486 73%	225 78%	360 80% c	244 79% c	362 68%	634 74%	73 72%
NETS															
Net: Selected in top 3	141 14%	12 17%	43 13%	29 9%	56 11%	85 17% ab	82 15%	53 14%	98 15%	36 12%	48 11%	36 12%	90 17% ab	115 13%	19 19%
Net: Selected in top 5	263 26%	21 30%	83 26%	65 21%	110 22%	153 30% ab	143 26%	97 25%	182 27%	64 22%	92 20%	66 21%	168 32% ab	221 26%	29 28%
Mean score	3.2	3.2	3.3	3.4	3.2	3.2	3.0	3.3	3.2	3.1	3.2	3.2	3.2	3.2	2.9
Standard deviation	1.36	1.32	1.32	1.29	1.30	1.41	1.42	1.24	1.34	1.47	1.35	1.37	1.37	1.37	1.35
Standard error	.09	.32	.16	.16	.12	.12	.13	.13	.11	.18	.14	.17	.12	.10	.26

Columns Tested: a,b - a,b,c - a,b - a,b - a,b,c - a,b

Survey of the Self-Employed

Q11_3. For which of the following reasons, if any, did you decide to be self-employed?

I have greater control of my hours

Base: All respondents

	Total	GENDER		AGE			REGION													
		Male	Female	18-34	35-54	55+	London	South East	South West	East Midlands	West Midlands	Eastern	North West	North East	Yorkshire and Humberside	Wales	Northern Ireland	Scotland	England	Devolved Nations
		a	b	a	b	c	a	b	c	d	e	f	g	h	i	j	*k	l	m	n
Significance Level: 95%																				
Unweighted Total	1003	587	412	93	485	425	146	195	108	81	74	52	95	34	88	42	14	74	873	130
Weighted Total	1003	678	320	201	468	334	140	201	80	60	90	40	100	50	80	50	20	90	843	160
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
1st choice	(1) 94 9%	51 8%	42 13% a	23 12%	42 9%	28 8%	11 8%	18 9%	10 12%	5 8%	13 15%	5 13%	3 3%	8 17%	10 12%	5 10%	1 7%	5 5%	83 10%	11 7%
2nd choice	(2) 130 13%	84 12%	45 14%	21 11%	64 14%	44 13%	16 11%	32 16% c	5 6% acgjm	13 22%	10 12%	5 12%	8 8%	6 13%	8 10%	10 19% cg	1 5%	16 18% cg	103 12%	27 17% cg
3rd choice	(3) 135 14%	83 12%	53 16%	27 14%	65 14%	43 13%	23 16% c	29 15% c	4 5%	10 17% c	12 14%	6 14%	20 20% cjm	5 10%	9 11%	2 5%	2 12%	12 13%	119 14% c	17 10%
4th choice	(4) 125 12%	83 12%	42 13%	23 11%	59 13%	43 13%	15 11%	17 8% abdegilmn	21 26% j	5 9%	7 8%	6 16%	11 11%	5 11%	14 18% b	8 15%	4 19%	12 13%	102 12% j	23 14% j
5th choice	(5) 85 8%	59 9%	26 8%	14 7%	30 6%	42 13% b	8 6%	13 7%	7 9% j	2 3%	13 14% adj	2 6%	18 18% abdijmn	4 8%	6 7%	- -	1 7%	10 11% j	74 9% j	11 7%
Not selected	434 43%	318 47% b	112 35%	92 46%	208 44%	134 40%	68 48%	92 46%	33 41%	24 40%	34 38%	16 39%	41 41%	21 42%	33 41%	26 51%	10 51%	36 40%	362 43%	72 45%
NETS																				
Net: Selected in top 3	359 36%	218 32% a	141 44% a	72 36%	172 37%	116 35%	49 35%	79 39% c	19 24%	28 47% cg	36 40% c	16 39%	31 31%	20 40%	27 34%	17 34%	5 24%	32 36%	305 36% c	54 34%
Net: Selected in top 5	569 57%	360 53%	208 65% a	108 54%	261 56%	200 60%	72 52%	109 54%	47 59%	36 60%	56 62%	25 61%	60 59%	29 58%	47 59%	25 49%	10 49%	54 60%	481 57%	88 55%
Mean score	3.0	3.0 b	2.8	2.8	2.9	3.1 b	2.9	2.8	3.2 bd	2.6	2.9	2.8	3.5 abdefimn	2.6	3.0	2.5	3.3	3.1 d	3.0	3.0
Standard deviation	1.31	1.30	1.31	1.33	1.25	1.35	1.23	1.25	1.40	1.09	1.49	1.32	1.20	1.42	1.36	1.15	1.31	1.27	1.32	1.26
Standard error	.05	.07	.08	.19	.07	.08	.14	.12	.17	.16	.21	.23	.16	.31	.18	.25	.50	.20	.06	.15

Columns Tested: a,b - a,b,c - a,b,c,d,e,f,g,h,i,j,k,l,m,n

Survey of the Self-Employed

Q11_3. For which of the following reasons, if any, did you decide to be self-employed?

I have greater control of my hours

Base: All respondents

	CURRENT WORK		TYPE OF BUSINESS			EDUCATION					LENGTH OF SELF-EMPLOYMENT					
	Total	Work with spouse, relative or business partner	Work by themselves	Limited company	Partnership	Sole trader	Secondary school	University degree	Higher university degree	NET: Up to Secondary school	NET: University	Up to 3 years	3-6 years	6-10 years	10-15 years	More than 15 years
	a	b	a	b	c	a	b	c	d	e	a	b	c	d	e	
Significance Level: 95%																
Unweighted Total	1003	103	900	126	41	807	455	403	130	458	533	156	196	174	172	305
Weighted Total	1003	96	907	134	38	801	472	383	134	475	517	185	207	173	165	273
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
1st choice	(1) 94 9%	8 9%	86 9%	10 7%	4 12%	75 9%	55 12%	34 9%	5 4%	55 11%	39 8%	23 13%	27 13%	12 7%	12 7%	20 7%
2nd choice	(2) 130 13%	16 17%	113 12%	12 9%	8 20%	107 13%	64 14%	48 13%	17 13%	64 14%	65 13%	23 13%	19 9%	19 11%	25 15%	43 16% b
3rd choice	(3) 135 14%	13 14%	122 13%	19 14%	4 10%	110 14%	64 13%	56 14%	16 12%	64 13%	71 14%	32 17%	31 15%	21 12%	22 13%	30 11%
4th choice	(4) 125 12%	15 16%	110 12%	14 11%	10 25%	99 12%	62 13%	35 9%	26 19%	62 13%	60 12%	11 6%	30 15%	30 17%	27 16%	27 10%
5th choice	(5) 85 8%	12 12%	73 8%	9 7%	1 2%	72 9%	41 9%	32 8%	9 7%	42 9%	41 8%	17 9%	17 8%	13 7%	8 5%	30 11% d
Not selected	434 43%	32 33%	402 44% a	70 52% bc	12 32%	339 42%	187 40%	179 47% ad	62 46%	189 40%	241 47% ad	78 42%	82 40%	80 46%	72 44%	122 45%
NETS																
Net: Selected in top 3	359 36%	38 40%	321 35%	41 31%	16 41%	292 36%	183 39% c	138 36%	38 28%	183 38% c	175 34%	78 42% c	78 37%	51 30%	59 36%	93 34%
Net: Selected in top 5	569 57%	64 67% b	505 56%	64 48%	26 68% a	462 58% a	286 60% be	204 53%	72 54%	287 60% be	276 53%	107 58%	125 60%	94 54%	93 56%	151 55%
Mean score	3.0	3.1	2.9	3.0	2.8	3.0	2.9	2.9	3.2	2.9	3.0	2.8	2.9	3.1 a	2.9	3.0
Standard deviation	1.31	1.33	1.31	1.27	1.21	1.31	1.33	1.30	1.16	1.34	1.27	1.35	1.35	1.25	1.19	1.35
Standard error	.05	.16	.06	.16	.23	.06	.08	.09	.14	.08	.07	.14	.12	.12	.12	.10

Columns Tested: a,b - a,b,c - a,b,c,d,e - a,b,c,d,e

Survey of the Self-Employed

Q11_3. For which of the following reasons, if any, did you decide to be self-employed?

I have greater control of my hours

Base: All respondents

		AWARENESS OF IPSE			SOC				HAPPINESS IN SELF-EMPLOYMENT			WORKING PLANS		AWARENESS OF TAX DEDUCTIBLES FOR TRAINING		
		Know at least a little	Have at least heard of	Have never heard of	1-3	4-6	7-10	NET: 4-10	Happy	Neutral	Unhappy	Remain self-employed	Would consider or want to switch to work for someone else	Aware	Not aware	
		a	b	c	a	b	c	d	a	b	c	a	b	a	b	
Significance Level: 95%																
Unweighted Total		1003	58	192	811	513	291	199	490	808	148	38	727	225	261	742
Weighted Total		1003	64	202	801	501	300	201	501	800	159	35	702	243	254	749
		100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
1st choice	(1)	94 9%	5 7%	19 9%	75 9%	27 5%	32 11%	36 18%	67 13%	74 9%	17 10%	3 9%	64 9%	26 11%	30 12%	64 9%
							a	ab	a							
2nd choice	(2)	130 13%	7 12%	25 12%	105 13%	69 14%	40 13%	20 10%	60 12%	110 14%	14 9%	4 12%	104 15%	23 10%	35 14%	95 13%
												b				
3rd choice	(3)	135 14%	5 8%	20 10%	115 14%	64 13%	47 15%	25 12%	72 14%	115 14%	16 10%	4 13%	104 15%	24 10%	29 11%	107 14%
4th choice	(4)	125 12%	3 5%	23 11%	102 13%	67 13%	33 11%	24 12%	57 11%	99 12%	23 14%	3 9%	81 12%	37 15%	28 11%	97 13%
5th choice	(5)	85 8%	8 12%	16 8%	69 9%	47 9%	30 10%	8 4%	38 8%	71 9%	11 7%	3 8%	61 9%	18 7%	19 8%	66 9%
						c	c									
Not selected		434 43%	36 56%	99 49%	335 42%	227 45%	119 40%	88 44%	207 41%	331 41%	78 49%	17 49%	286 41%	115 47%	113 45%	321 43%
NETS																
Net: Selected in top 3		359 36%	17 26%	64 32%	295 37%	160 32%	118 39%	81 40%	199 40%	298 37%	47 30%	12 34%	273 39%	73 30%	93 37%	266 36%
							a	a	a			b				
Net: Selected in top 5		569 57%	28 44%	103 51%	466 58%	275 55%	181 60%	113 56%	295 59%	469 59%	81 51%	18 51%	415 59%	128 53%	141 55%	429 57%
					a											
Mean score		3.0	3.1	2.9	3.0	3.1	2.9	2.5	2.8	3.0	3.0	2.9	2.9	3.0	2.8	3.0
						cd	c									
Standard deviation		1.31	1.49	1.36	1.30	1.25	1.33	1.32	1.34	1.30	1.36	1.36	1.29	1.36	1.35	1.29
Standard error		.05	.28	.13	.06	.07	.10	.12	.08	.06	.15	.30	.06	.12	.11	.06

Columns Tested: a,b,c - a,b,c,d - a,b,c - a,b - a,b

Survey of the Self-Employed

Q11_3. For which of the following reasons, if any, did you decide to be self-employed?

I have greater control of my hours

Base: All respondents

	SELF-EMPLOYMENT SUPPORT/ADVICE AVAILABLE AT UNIVERSITY		AWARENESS OF MAKING TAX DIGITAL			CONCERN OVER BREXIT NEGOTIATIONS		CONCERN ABOUT SAVING FOR LATER LIFE		PENSION USAGE			IMPORTANCE OF SAVING FOR LATER LIFE		
	Total	To at least some extent	To no extent	Know at least a little about it	At least heard of it	Have not heard of it	Concerned	Not concerned	Concerned	Not concerned	Have used private/personal pension	Currently use private/personal pension	Have never saved through a private/personal pension	Important	Not important
	a	b	a	b	c	a	b	a	b	a	b	c	a	b	
Significance Level: 95%															
Unweighted Total	1003	63	327	309	514	489	537	403	662	300	510	339	475	856	107
Weighted Total	1003	69	319	304	492	511	546	389	668	289	452	311	531	855	101
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
1st choice (1)	94	9	20	33	45	50	54	33	63	23	37	24	56	81	5
	9%	12%	6%	11%	9%	10%	10%	8%	9%	8%	8%	8%	11%	9%	5%
2nd choice (2)	130	8	38	35	61	68	68	50	76	48	69	48	56	112	13
	13%	12%	12%	12%	12%	13%	12%	13%	11%	17%	15%	15%	11%	13%	12%
									a		c	c			
3rd choice (3)	135	4	45	39	65	70	82	42	90	39	75	47	59	115	15
	14%	6%	14%	13%	13%	14%	15%	11%	13%	13%	17%	15%	11%	13%	15%
											c				
4th choice (4)	125	8	38	32	65	60	61	58	82	40	46	30	77	103	17
	12%	12%	12%	10%	13%	12%	11%	15%	12%	14%	10%	10%	15%	12%	17%
													ab		
5th choice (5)	85	4	29	32	43	42	48	35	57	24	43	30	42	72	11
	8%	6%	9%	10%	9%	8%	9%	9%	9%	8%	10%	10%	8%	8%	11%
Not selected	434	36	150	133	213	221	232	171	300	115	181	132	241	373	40
	43%	52%	47%	44%	43%	43%	43%	44%	45%	40%	40%	42%	45%	44%	39%
NETS															
Net: Selected in top 3	359	21	102	108	171	188	204	125	229	110	181	119	171	307	33
	36%	30%	32%	35%	35%	37%	37%	32%	34%	38%	40%	38%	32%	36%	33%
											c				
Net: Selected in top 5	569	33	169	171	280	289	314	218	368	174	270	179	290	482	62
	57%	48%	53%	56%	57%	57%	57%	56%	55%	60%	60%	58%	55%	56%	61%
Mean score	3.0	2.7	3.1	3.0	3.0	2.9	2.9	3.1	3.0	3.0	3.0	3.0	3.0	2.9	3.3
Standard deviation	1.31	1.43	1.26	1.38	1.31	1.31	1.31	1.32	1.32	1.26	1.27	1.29	1.35	1.31	1.24
Standard error	.05	.26	.09	.10	.07	.08	.07	.09	.07	.09	.07	.09	.08	.06	.15

Columns Tested: a,b - a,b,c - a,b - a,b - a,b,c - a,b

Survey of the Self-Employed

Q11_4. For which of the following reasons, if any, did you decide to be self-employed?

It provides a better work / life balance

Base: All respondents

	Total	GENDER		AGE			REGION													
		Male	Female	18-34	35-54	55+	London	South East	South West	East Midlands	West Midlands	Eastern	North West	North East	Yorkshire and Humberside	Wales	Northern Ireland	Scotland	England	Devolved Nations
		a	b	a	b	c	a	b	c	d	e	f	g	h	i	j	*k	l	m	n
Significance Level: 95%																				
Unweighted Total	1003	587	412	93	485	425	146	195	108	81	74	52	95	34	88	42	14	74	873	130
Weighted Total	1003	678	320	201	468	334	140	201	80	60	90	40	100	50	80	50	20	90	843	160
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
1st choice	(1) 94 9%	57 8%	37 12%	8 4%	55 12%	30 9%	13 9%	13 7%	8 9%	5 8%	7 8%	2 5%	10 10%	4 8%	12 15%	6 12%	2 8%	11 13%	74 9%	19 12%
2nd choice	(2) 124 12%	71 10%	52 16%	21 11%	70 15%	33 10%	23 16%	29 15%	10 12%	7 12%	6 7%	8 20%	13 13%	4 8%	13 16%	5 11%	1 5%	4 5%	114 13%	11 7%
3rd choice	(3) 94 9%	59 9%	35 11%	15 8%	45 10%	34 10%	9 6%	21 11%	11 13%	1 2%	7 8%	3 7%	13 13%	10 21%	4 5%	5 11%	2 8%	7 8%	80 9%	14 9%
4th choice	(4) 115 11%	77 11%	38 12%	32 16%	52 11%	32 9%	11 8%	24 12%	8 10%	8 13%	10 11%	4 11%	12 12%	11 23%	11 13%	5 9%	3 13%	9 10%	99 12%	17 10%
5th choice	(5) 102 10%	67 10%	35 11%	26 13%	35 8%	41 12%	15 10%	22 11%	3 4%	10 17%	9 10%	* 1%	12 12%	4 8%	7 9%	6 13%	1 7%	11 12%	83 10%	18 12%
Not selected	474 47%	348 51%	123 38%	99 49%	211 45%	164 49%	71 50%	90 45%	41 51%	28 47%	50 56%	22 55%	41 41%	16 32%	33 41%	22 44%	12 58%	48 53%	392 47%	82 51%
NETS																				
Net: Selected in top 3	312 31%	187 28%	123 39%	44 22%	170 36%	97 29%	45 32%	64 32%	28 35%	14 22%	21 23%	13 33%	36 35%	19 37%	29 37%	17 34%	4 21%	23 25%	268 32%	44 27%
Net: Selected in top 5	529 53%	331 49%	197 62%	102 51%	257 55%	170 51%	70 50%	110 55%	39 49%	32 53%	40 44%	18 45%	59 59%	34 68%	47 59%	28 56%	8 42%	42 47%	450 53%	79 49%
Mean score	3.0	3.1	2.9	3.5 b	2.8	3.1 b	2.9	3.1	2.7	3.4 c	3.2	2.6	3.0	3.2	2.7	3.0	3.1	3.1	3.0	3.1
Standard deviation	1.39	1.39	1.39	1.28	1.36	1.43	1.44	1.33	1.24	1.52	1.45	1.08	1.39	1.19	1.46	1.49	1.47	1.56	1.37	1.51
Standard error	.06	.08	.09	.18	.08	.10	.17	.13	.16	.25	.24	.20	.18	.25	.21	.30	.60	.26	.06	.18

Columns Tested: a,b - a,b,c - a,b,c,d,e,f,g,h,i,j,k,l,m,n

Survey of the Self-Employed

Q11_4. For which of the following reasons, if any, did you decide to be self-employed?

It provides a better work / life balance

Base: All respondents

	Total	CURRENT WORK		TYPE OF BUSINESS			EDUCATION					LENGTH OF SELF-EMPLOYMENT				
		Work with spouse, relative or business partner	Work by themselves	Limited company	Partnership	Sole trader	Secondary school	University degree	Higher university degree	NET: Up to Secondary school	NET: University	Up to 3 years	3-6 years	6-10 years	10-15 years	More than 15 years
		a	b	a	b	c	a	b	c	d	e	a	b	c	d	e
Significance Level: 95%																
Unweighted Total	1003	103	900	126	41	807	455	403	130	458	533	156	196	174	172	305
Weighted Total	1003	96	907	134	38	801	472	383	134	475	517	185	207	173	165	273
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
1st choice	(1) 94 9%	7 7%	87 10%	15 11%	3 9%	75 9%	45 10%	35 9%	13 9%	45 9%	47 9%	11 6%	23 11%	18 10%	16 10%	25 9%
2nd choice	(2) 124 12%	10 10%	114 13%	18 14%	6 17%	93 12%	54 11%	46 12%	22 17%	55 12%	68 13%	27 15% e	22 11%	27 16% e	28 17% e	20 7%
3rd choice	(3) 94 9%	12 13%	82 9%	11 9%	5 14%	75 9%	53 11%	30 8%	11 8%	53 11%	41 8%	16 8%	24 11%	11 6%	19 11%	24 9%
4th choice	(4) 115 11%	15 16%	100 11%	18 13%	4 10%	90 11%	54 12%	41 11%	18 14%	54 11%	60 12%	31 17% be	18 9%	22 13%	18 11%	26 10%
5th choice	(5) 102 10%	10 10%	92 10%	15 11%	3 7%	84 10%	50 11%	43 11%	7 6%	51 11%	51 10%	25 13% cd	25 12%	10 6%	11 7%	31 11%
Not selected	474 47%	42 44%	432 48%	57 43%	17 44%	384 48%	216 46%	188 49%	62 46%	217 46%	250 48%	75 41%	96 46%	84 49%	73 44%	146 54% a
NETS																
Net: Selected in top 3	312 31%	29 30%	283 31%	44 33%	15 39%	243 30%	152 32%	110 29%	46 34%	153 32%	156 30%	54 29%	69 33%	57 33%	63 38% e	70 26%
Net: Selected in top 5	529 53%	54 56%	475 52%	77 57%	21 56%	417 52%	256 54%	195 51%	72 54%	258 54%	267 52%	110 59% e	111 54%	89 51%	92 56%	127 46%
Mean score	3.0	3.2	3.0	3.0	2.8	3.0	3.0	3.1	2.8	3.0	3.0	3.3 cd	3.0	2.8	2.8	3.1 cd
Standard deviation	1.39	1.30	1.40	1.42	1.29	1.40	1.38	1.43	1.29	1.38	1.40	1.33	1.45	1.34	1.29	1.46
Standard error	.06	.17	.06	.16	.27	.07	.09	.10	.15	.09	.08	.14	.14	.14	.13	.12

Columns Tested: a, b - a,b,c - a,b,c,d,e - a,b,c,d,e

Survey of the Self-Employed

Q11_4. For which of the following reasons, if any, did you decide to be self-employed?

It provides a better work / life balance

Base: All respondents

		AWARENESS OF IPSE			SOC				HAPPINESS IN SELF-EMPLOYMENT			WORKING PLANS		AWARENESS OF TAX DEDUCTIBLES FOR TRAINING		
		Know at least a little	Have at least heard of	Have never heard of	1-3	4-6	7-10	NET: 4-10	Happy	Neutral	Unhappy	Remain self-employed	Would consider or want to switch to work for someone else	Aware	Not aware	
		a	b	c	a	b	c	d	a	b	c	a	b	a	b	
Significance Level: 95%																
Unweighted Total		1003	58	192	811	513	291	199	490	808	148	38	727	225	261	742
Weighted Total		1003	64	202	801	501	300	201	501	800	159	35	702	243	254	749
		100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
1st choice	(1)	94	6	16	78	49	30	14	44	77	13	4	63	28	21	73
		9%	10%	8%	10%	10%	10%	7%	9%	10%	8%	10%	9%	12%	8%	10%
2nd choice	(2)	124	7	23	101	67	32	25	58	108	14	2	79	42	36	88
		12%	10%	12%	13%	13%	11%	13%	11%	14%	9%	7%	11%	17%	14%	12%
														a		
3rd choice	(3)	94	2	19	75	49	22	23	45	72	18	3	66	22	25	69
		9%	3%	10%	9%	10%	7%	11%	9%	9%	11%	8%	9%	9%	10%	9%
4th choice	(4)	115	12	28	87	55	34	26	60	107	7	1	95	13	25	90
		11%	19%	14%	11%	11%	11%	13%	12%	13%	4%	2%	14%	5%	10%	12%
										bc			b			
5th choice	(5)	102	6	18	84	51	26	25	51	80	18	2	76	19	30	72
		10%	10%	9%	11%	10%	9%	12%	10%	10%	11%	6%	11%	8%	12%	10%
Not selected		474	31	98	376	230	157	87	244	354	89	23	322	118	116	358
		47%	49%	48%	47%	46%	52%	43%	49%	44%	56%	67%	46%	49%	46%	48%
											a	a				
NETS																
Net: Selected in top 3		312	14	58	253	165	84	63	147	258	45	9	208	92	82	230
		31%	22%	29%	32%	33%	28%	31%	29%	32%	28%	25%	30%	38%	32%	31%
														a		
Net: Selected in top 5		529	32	104	425	272	143	114	257	446	70	11	380	124	137	391
		53%	51%	52%	53%	54%	48%	57%	51%	56%	44%	33%	54%	51%	54%	52%
										bc						
Mean score		3.0	3.2	3.1	3.0	3.0	2.9	3.2	3.1	3.0	3.1	2.6	3.1	2.6	3.1	3.0
												b				
Standard deviation		1.39	1.46	1.34	1.40	1.39	1.43	1.34	1.39	1.38	1.45	1.51	1.38	1.36	1.39	1.39
Standard error		.06	.28	.13	.07	.08	.12	.13	.09	.06	.17	.42	.07	.12	.12	.07

Columns Tested: a,b,c - a,b,c,d - a,b,c - a,b - a,b

Survey of the Self-Employed

Q11_4. For which of the following reasons, if any, did you decide to be self-employed?

It provides a better work / life balance

Base: All respondents

	SELF-EMPLOYMENT SUPPORT/ADVICE AVAILABLE AT UNIVERSITY		AWARENESS OF MAKING TAX DIGITAL			CONCERN OVER BREXIT NEGOTIATIONS		CONCERN ABOUT SAVING FOR LATER LIFE		PENSION USAGE			IMPORTANCE OF SAVING FOR LATER LIFE		
	Total	To at least some extent	To no extent	Know at least a little about it	At least heard of it	Have not heard of it	Concerned	Not concerned	Concerned	Not concerned	Have used private/ personal pension	Currently use private/ personal pension	Have never saved through a private/ personal pension	Important	Not important
	a	b	a	b	c	a	b	a	b	a	b	c	a	b	
Significance Level: 95%															
Unweighted Total	1003	63	327	309	514	489	537	403	662	300	510	339	475	856	107
Weighted Total	1003	69	319	304	492	511	546	389	668	289	452	311	531	855	101
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
1st choice (1)	94	2	30	25	41	52	53	37	61	32	51	36	41	79	14
	9%	2%	9%	8%	8%	10%	10%	9%	9%	11%	11%	12%	8%	9%	14%
2nd choice (2)	124	7	45	40	63	61	66	50	93	29	63	37	58	118	5
	12%	10%	14%	13%	13%	12%	12%	13%	14%	10%	14%	12%	11%	14%	5%
														b	
3rd choice (3)	94	5	23	27	49	45	55	31	62	27	51	34	41	82	7
	9%	8%	7%	9%	10%	9%	10%	8%	9%	10%	11%	11%	8%	10%	6%
4th choice (4)	115	4	43	39	59	56	61	49	80	34	51	34	64	103	11
	11%	6%	13%	13%	12%	11%	11%	13%	12%	12%	11%	11%	12%	12%	11%
5th choice (5)	102	8	32	20	40	62	52	46	68	30	47	33	51	84	11
	10%	11%	10%	6%	8%	12%	10%	12%	10%	10%	10%	11%	10%	10%	11%
						ab									
Not selected	474	43	147	154	239	235	260	177	304	137	188	136	276	390	54
	47%	62%	46%	51%	49%	46%	48%	45%	46%	47%	42%	44%	52%	46%	53%
		b											ab		
NETS															
Net: Selected in top 3	312	14	98	92	154	158	173	118	216	88	165	107	140	279	26
	31%	20%	31%	30%	31%	31%	32%	30%	32%	30%	37%	35%	26%	33%	25%
											c	c			
Net: Selected in top 5	529	26	172	151	253	276	286	212	364	152	263	175	255	465	47
	53%	38%	54%	49%	51%	54%	52%	55%	54%	53%	58%	56%	48%	54%	47%
			a								c	c			
Mean score	3.0	3.4	3.0	2.9	3.0	3.1	3.0	3.1	3.0	3.0	2.9	3.0	3.1	3.0	3.0
Standard deviation	1.39	1.35	1.39	1.31	1.33	1.45	1.38	1.42	1.38	1.43	1.39	1.42	1.39	1.37	1.58
Standard error	.06	.26	.10	.10	.08	.09	.08	.09	.07	.11	.08	.10	.09	.06	.22

Columns Tested: a,b - a,b,c - a,b - a,b - a,b,c - a,b

Survey of the Self-Employed

Q11_5. For which of the following reasons, if any, did you decide to be self-employed?

There is more money in self-employment than in employment

Base: All respondents

	Total	GENDER		AGE			REGION													
		Male	Female	18-34	35-54	55+	London	South East	South West	East Midlands	West Midlands	Eastern	North West	North East	Yorkshire and Humberside	Wales	Northern Ireland	Scotland	England	Devolved Nations
		a	b	a	b	c	a	b	c	d	e	f	g	h	i	j	*k	l	m	n
Significance Level: 95%																				
Unweighted Total	1003	587	412	93	485	425	146	195	108	81	74	52	95	34	88	42	14	74	873	130
Weighted Total	1003	678	320	201	468	334	140	201	80	60	90	40	100	50	80	50	20	90	843	160
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
1st choice	(1) 39 4%	33 5% b	7 2% c	14 7% c	18 4% c	7 2% c	7 5% d	13 6% gn	4 5% gn	4 7% gn	1 2% d	2 6% d	1 1% d	1 1% d	3 4% d	1 1% d	- -	2 2% d	37 4% d	2 1% d
2nd choice	(2) 31 3%	23 3% b	8 2% c	6 3% c	14 3% c	11 3% c	7 5% d	7 4% gn	3 4% gn	- -	3 4% d	1 2% d	5 5% d	- -	2 3% d	- -	2 8% d	1 1% d	28 3% d	3 2% d
3rd choice	(3) 36 4%	27 4% b	9 3% c	9 4% c	15 3% c	11 3% c	6 4% d	6 3% gn	2 3% gn	1 2% d	6 7% d	2 5% d	2 2% d	- -	6 7% d	- -	- -	4 5% d	31 4% d	4 3% d
4th choice	(4) 50 5%	46 7% b	4 1% c	3 1% c	38 8% ac	9 3% c	6 4% d	14 7% gn	2 3% gn	2 3% d	3 4% d	1 3% d	6 6% d	- -	4 4% d	2 4% d	4 22% d	5 6% d	38 4% d	12 7% d
5th choice	(5) 18 2%	11 2% b	7 2% c	2 1% c	13 3% c	4 1% c	1 1% d	5 2% gn	1 1% gn	2 4% d	3 3% d	1 3% d	1 1% d	- -	1 1% d	1 3% d	- -	1 1% d	15 2% d	3 2% d
Not selected	830 83%	539 79% a	286 90% a	167 83% a	370 79% a	292 87% b	114 81% d	156 78% gn	67 84% gn	51 84% gn	73 81% d	33 81% d	86 86% d	50 99% d	64 80% d	46 92% b	14 69% d	76 85% d	693 82% d	136 85% d
NETS																				
Net: Selected in top 3	106 11%	83 12% b	23 7% c	29 14% c	48 10% c	29 9% c	19 14% d	26 13% gn	10 12% j	5 9% d	11 12% j	5 13% j	8 8% d	1 1% d	12 15% d	1 1% d	2 8% d	7 8% d	96 11% d	10 6% d
Net: Selected in top 5	173 17%	140 21% b	34 10% c	33 17% c	98 21% c	42 13% c	26 19% d	45 22% hj	13 16% h	9 16% h	17 19% h	7 19% h	15 14% h	1 1% d	16 20% h	4 8% d	6 31% d	14 15% d	149 18% d	24 15% d
Mean score	2.9	2.9	2.9	2.2	3.1	2.8	2.6	2.8	2.5	2.8	3.2	2.7	3.0	1.0	2.8	3.9	3.5	3.2	2.8	3.4
Standard deviation	1.33	1.32	1.41	1.22	1.34	1.22	1.24	1.43	1.39	1.80	1.22	1.59	1.13	-	1.21	1.56	.97	1.18	1.34	1.17
Standard error	.11	.12	.22	.32	.14	.16	.26	.22	.36	.60	.34	.56	.30	-	.31	.78	.49	.39	.11	.28

Columns Tested: a, b - a,b,c - a,b,c,d,e,f,g,h,i,j,k,l,m,n

Survey of the Self-Employed

Q11_5. For which of the following reasons, if any, did you decide to be self-employed?

There is more money in self-employment than in employment

Base: All respondents

	Total	CURRENT WORK		TYPE OF BUSINESS			EDUCATION					LENGTH OF SELF-EMPLOYMENT				
		Work with spouse, relative or business partner	Work by themselves	Limited company	Partnership	Sole trader	Secondary school	University degree	Higher university degree	NET: Up to Secondary school	NET: University	Up to 3 years	3-6 years	6-10 years	10-15 years	More than 15 years
		a	b	a	b	c	a	b	c	d	e	a	b	c	d	e
Significance Level: 95%																
Unweighted Total	1003	103	900	126	41	807	455	403	130	458	533	156	196	174	172	305
Weighted Total	1003	96	907	134	38	801	472	383	134	475	517	185	207	173	165	273
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
1st choice	(1) 39 4%	1 1%	38 4%	17 13% c	1 3%	17 2%	19 4%	14 4%	5 4%	19 4%	19 4%	7 4%	12 6%	7 4%	5 3%	9 3%
2nd choice	(2) 31 3%	3 3%	29 3%	9 7% c	- -	22 3%	17 3%	10 3%	4 3%	17 3%	15 3%	5 3%	6 3%	3 2%	6 4%	11 4%
3rd choice	(3) 36 4%	2 2%	33 4%	5 4%	- -	29 4%	19 4%	10 3%	6 5%	19 4%	16 3%	4 2%	4 2%	12 7% abe	7 4%	8 3%
4th choice	(4) 50 5%	- -	50 5% a	10 8%	- -	36 5%	26 5%	18 5%	5 4%	26 5%	24 5%	7 4%	11 5%	8 4%	9 5%	15 6%
5th choice	(5) 18 2%	3 3%	15 2%	2 2%	2 6% c	13 2%	5 1%	10 3%	2 2%	5 1%	13 2%	1 *	3 2%	4 3%	4 2%	6 2%
Not selected	830 83%	88 91% b	742 82%	90 67%	35 91% a	684 85% a	386 82%	321 84%	110 82%	389 82%	431 83%	161 87%	171 83%	139 80%	135 82%	223 82%
NETS																
Net: Selected in top 3	106 11%	5 6%	100 11%	31 23% bc	1 3%	68 8%	55 12%	34 9%	16 12%	55 12%	50 10%	16 9%	22 11%	22 13%	17 11%	28 10%
Net: Selected in top 5	173 17%	8 9%	165 18% a	44 33% bc	3 9%	118 15%	86 18%	63 16%	24 18%	86 18%	86 17%	24 13%	36 17%	34 20%	30 18%	49 18%
Mean score	2.9	3.2	2.8	2.4	3.7	3.1 a	2.8	3.0	2.8	2.8	3.0	2.5	2.7	3.0	3.0	3.0
Standard deviation	1.33	1.52	1.32	1.36	2.24	1.23	1.27	1.42	1.33	1.27	1.39	1.28	1.44	1.29	1.29	1.34
Standard error	.11	.46	.11	.22	1.00	.12	.15	.18	.30	.15	.15	.29	.27	.25	.24	.18

Columns Tested: a,b - a,b,c - a,b,c,d,e - a,b,c,d,e

Survey of the Self-Employed

Q11_5. For which of the following reasons, if any, did you decide to be self-employed?

There is more money in self-employment than in employment

Base: All respondents

		AWARENESS OF IPSE			SOC				HAPPINESS IN SELF-EMPLOYMENT			WORKING PLANS		AWARENESS OF TAX DEDUCTIBLES FOR TRAINING		
		Know at least a little	Have at least heard of	Have never heard of	1-3	4-6	7-10	NET: 4-10	Happy	Neutral	Unhappy	Remain self-employed	Would consider or want to switch to work for someone else	Aware	Not aware	
		a	b	c	a	b	c	d	a	b	c	a	b	a	b	
Significance Level: 95%																
Unweighted Total		1003	58	192	811	513	291	199	490	808	148	38	727	225	261	742
Weighted Total		1003	64	202	801	501	300	201	501	800	159	35	702	243	254	749
		100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
1st choice	(1)	39 4%	5 8%	8 4%	31 4%	17 3%	16 5%	7 3%	23 4%	37 5%	1 1%	*	30 4%	8 3%	12 5%	27 4%
2nd choice	(2)	31 3%	- -	2 1%	29 4%	17 3%	9 3%	6 3%	14 3%	28 3%	2 1%	1 4%	29 4%	- -	8 3%	23 3%
3rd choice	(3)	36 4%	7 10%	14 7%	21 3%	18 4%	10 3%	8 4%	17 3%	32 4%	3 2%	*	26 4%	9 4%	11 5%	24 3%
4th choice	(4)	50 5%	8 13%	13 6%	37 5%	26 5%	15 5%	8 4%	23 5%	38 5%	10 6%	- -	36 5%	11 4%	12 5%	38 5%
5th choice	(5)	18 2%	1 1%	6 3%	12 1%	7 1%	5 2%	6 3%	11 2%	13 2%	5 3%	1 2%	14 2%	3 1%	5 2%	13 2%
Not selected		830 83%	44 68%	158 78%	671 84%	417 83%	246 82%	167 83%	413 82%	652 82%	138 87%	32 92%	568 81%	212 87%	205 81%	625 83%
NETS																
Net: Selected in top 3		106 11%	11 18%	25 12%	81 10%	51 10%	34 11%	20 10%	54 11%	97 12%	6 4%	2 7%	84 12%	17 7%	32 12%	74 10%
Net: Selected in top 5		173 17%	20 32%	44 22%	130 16%	85 17%	54 18%	34 17%	89 18%	148 18%	21 13%	3 8%	134 19%	31 13%	49 19%	125 17%
Mean score		2.9	3.0	3.1	2.8	2.9	2.7	3.0	2.8	2.7	3.7	2.6	2.8	3.1	2.8	2.9
Standard deviation		1.33	1.26	1.30	1.34	1.28	1.40	1.38	1.39	1.32	1.16	1.67	1.33	1.37	1.36	1.33
Standard error		.11	.31	.22	.12	.14	.21	.26	.16	.11	.28	.83	.12	.29	.20	.12

Columns Tested: a,b,c - a,b,c,d - a,b,c - a,b - a,b

Survey of the Self-Employed

Q11_5. For which of the following reasons, if any, did you decide to be self-employed?

There is more money in self-employment than in employment

Base: All respondents

	SELF-EMPLOYMENT SUPPORT/ADVICE AVAILABLE AT UNIVERSITY		AWARENESS OF MAKING TAX DIGITAL			CONCERN OVER BREXIT NEGOTIATIONS		CONCERN ABOUT SAVING FOR LATER LIFE		PENSION USAGE			IMPORTANCE OF SAVING FOR LATER LIFE		
	Total	To at least some extent	To no extent	Know at least a little about it	At least heard of it	Have not heard of it	Concerned	Not concerned	Concerned	Not concerned	Have used private/ personal pension	Currently use private/ personal pension	Have never saved through a private/ personal pension	Important	Not important
		a	b	a	b	c	a	b	a	b	a	b	c	a	b
Significance Level: 95%															
Unweighted Total	1003	63	327	309	514	489	537	403	662	300	510	339	475	856	107
Weighted Total	1003	69	319	304	492	511	546	389	668	289	452	311	531	855	101
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
1st choice (1)	39 4%	7 10% b	6 2%	10 3%	14 3%	25 5%	22 4%	13 3%	27 4%	12 4%	18 4%	14 4%	20 4%	34 4%	5 5%
2nd choice (2)	31 3%	3 4%	10 3%	10 3%	17 3%	14 3%	16 3%	13 3%	20 3%	9 3%	15 3%	13 4%	17 3%	26 3%	5 5%
3rd choice (3)	36 4%	2 3%	9 3%	5 2%	18 4%	18 4%	13 2%	19 5% a	17 3%	17 6% a	20 4%	15 5%	16 3%	30 3%	3 3%
4th choice (4)	50 5%	7 10% b	10 3%	17 6%	26 5%	24 5%	24 4%	21 5%	28 4%	16 5%	23 5%	20 6%	21 4%	42 5%	4 4%
5th choice (5)	18 2%	1 1%	9 3%	7 2%	9 2%	9 2%	10 2%	8 2%	15 2%	3 1%	10 2%	12 4% c	6 1%	18 2%	- -
Not selected	830 83%	50 72%	276 86% a	255 84%	409 83%	420 82%	460 84%	315 81%	561 84%	232 80%	366 81%	237 76%	451 85% b	706 82%	84 83%
NETS															
Net: Selected in top 3	106 11%	11 16% b	25 8%	25 8%	49 10%	57 11%	52 9%	45 12%	64 10%	39 13%	53 12%	41 13%	53 10%	90 10%	13 13%
Net: Selected in top 5	173 17%	19 28% b	43 14%	49 16%	83 17%	90 18%	86 16%	74 19%	107 16%	57 20%	86 19%	73 24% c	80 15%	150 18%	18 17%
Mean score	2.9	2.6	3.1	3.0	3.0	2.8	2.8	3.0	2.9	2.8	2.9	3.1	2.7	2.9	2.4
Standard deviation	1.33	1.44	1.34	1.39	1.28	1.38	1.41	1.27	1.42	1.21	1.33	1.37	1.31	1.36	1.16
Standard error	.11	.35	.20	.21	.14	.16	.16	.15	.14	.17	.14	.16	.16	.12	.30

Columns Tested: a,b - a,b,c - a,b - a,b - a,b,c - a,b

Survey of the Self-Employed

Q11_6. For which of the following reasons, if any, did you decide to be self-employed?

I wanted to start my own business / be entrepreneurial

Base: All respondents

	Total	GENDER		AGE			REGION													
		Male	Female	18-34	35-54	55+	London	South East	South West	East Midlands	West Midlands	Eastern	North West	North East	Yorkshire and Humberside	Wales	Northern Ireland	Scotland	England	Devolved Nations
		a	b	a	b	c	a	b	c	d	e	f	g	h	i	j	*k	l	m	n
Significance Level: 95%																				
Unweighted Total	1003	587	412	93	485	425	146	195	108	81	74	52	95	34	88	42	14	74	873	130
Weighted Total	1003	678	320	201	468	334	140	201	80	60	90	40	100	50	80	50	20	90	843	160
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
1st choice	(1) 106	69	37	25	49	32	14	20	7	3	13	4	14	5	6	6	1	11	88	18
	11%	10%	11%	13%	10%	10%	10%	10%	9%	5%	14%	9%	14%	11%	8%	12%	5%	12%	10%	11%
2nd choice	(2) 73	52	21	11	38	24	7	18	10	7	5	2	9	4	7	2	-	1	69	3
	7%	8%	6%	5%	8%	7%	5%	9%	13%	12%	6%	6%	9%	8%	8%	4%	-	1%	8%	2%
								ln	aln	ln			ln		n				ln	
3rd choice	(3) 73	46	27	14	36	23	5	16	9	5	10	5	7	1	4	4	-	8	62	11
	7%	7%	8%	7%	8%	7%	3%	8%	11%	8%	11%	13%	7%	1%	5%	8%	-	8%	7%	7%
									a		a	a								
4th choice	(4) 54	33	21	12	29	13	14	10	3	5	1	4	2	3	4	2	3	2	47	7
	5%	5%	6%	6%	6%	4%	10%	5%	4%	8%	1%	11%	2%	6%	5%	4%	14%	2%	6%	4%
							eglm					egl								
5th choice	(5) 52	36	15	17	17	17	8	10	5	4	5	1	9	3	3	1	1	2	47	4
	5%	5%	5%	9%	4%	5%	6%	5%	6%	7%	5%	3%	9%	6%	3%	2%	7%	2%	6%	3%
				b								n								
Not selected	646	442	200	122	299	225	93	126	46	36	56	23	59	34	56	35	15	66	530	116
	64%	65%	62%	61%	64%	67%	66%	63%	57%	61%	62%	58%	59%	69%	70%	70%	74%	73%	63%	72%
																	c			cgm
NETS																				
Net: Selected in top 3	252	167	84	50	123	79	26	54	27	15	28	11	30	10	17	12	1	20	219	33
	25%	25%	26%	25%	26%	24%	18%	27%	33%	25%	31%	28%	30%	20%	22%	24%	5%	22%	26%	21%
									an		a		a						a	
Net: Selected in top 5	357	236	120	79	169	109	47	74	35	24	34	17	41	16	24	15	5	24	312	44
	36%	35%	38%	39%	36%	33%	34%	37%	43%	39%	38%	42%	41%	31%	30%	30%	26%	27%	37%	28%
									ln				n						n	
Mean score	2.6	2.6	2.6	2.8	2.6	2.6	2.9	2.6	2.6	2.9	2.4	2.8	2.6	2.6	2.6	2.3	3.7	2.3	2.7	2.5
Standard deviation	1.41	1.42	1.40	1.56	1.34	1.42	1.52	1.38	1.30	1.34	1.41	1.26	1.55	1.61	1.36	1.35	1.51	1.37	1.41	1.42
Standard error	.07	.10	.11	.26	.10	.12	.22	.17	.20	.23	.27	.28	.25	.51	.25	.36	.76	.30	.08	.23

Columns Tested: a, b - a, b, c - a, b, c, d, e, f, g, h, i, j, k, l, m, n

Survey of the Self-Employed

Q11_6. For which of the following reasons, if any, did you decide to be self-employed?

I wanted to start my own business / be entrepreneurial

Base: All respondents

	CURRENT WORK		TYPE OF BUSINESS			EDUCATION					LENGTH OF SELF-EMPLOYMENT					
	Total	Work with spouse, relative or business partner	Work by themselves	Limited company	Partnership	Sole trader	Secondary school	University degree	Higher university degree	NET: Up to Secondary school	NET: University	Up to 3 years	3-6 years	6-10 years	10-15 years	More than 15 years
	a	b	a	b	c	a	b	c	d	e	a	b	c	d	e	
Significance Level: 95%																
Unweighted Total	1003	103	900	126	41	807	455	403	130	458	533	156	196	174	172	305
Weighted Total	1003	96	907	134	38	801	472	383	134	475	517	185	207	173	165	273
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
1st choice	(1) 106 11%	17 18% b	89 10%	15 11%	4 11%	86 11%	53 11%	36 9%	16 12%	54 11%	51 10%	29 15% bc	15 7%	11 6%	21 13% c	30 11%
2nd choice	(2) 73 7%	9 10%	63 7%	8 6%	2 6%	60 7%	36 8%	27 7%	8 6%	36 8%	35 7%	10 5%	14 7%	12 7%	13 8%	23 8%
3rd choice	(3) 73 7%	10 10%	63 7%	10 8%	2 5%	59 7%	34 7%	27 7%	12 9%	34 7%	38 7%	16 9% b	7 4%	16 9% b	14 9% b	18 7%
4th choice	(4) 54 5%	4 5%	49 5%	11 8%	3 7%	41 5%	27 6%	21 6%	5 3%	27 6%	26 5%	13 7%	14 7%	5 3%	7 4%	14 5%
5th choice	(5) 52 5%	3 3%	49 5%	8 6%	2 5%	37 5%	34 7% be	14 4%	4 3%	34 7% be	18 3%	13 7% cd	16 8% cd	4 2%	4 2%	15 5%
Not selected	646 64%	53 55%	593 65% a	82 61%	25 66%	518 65%	288 61%	258 67%	91 68%	290 61%	349 67% ad	103 56%	141 68% a	125 72% ae	105 64%	172 63%
NETS																
Net: Selected in top 3	252 25%	36 37% b	216 24%	33 25%	9 22%	205 26%	123 26%	90 23%	35 26%	124 26%	124 24%	55 30% b	36 17%	40 23%	49 30% b	72 26% b
Net: Selected in top 5	357 36%	43 45% b	314 35%	52 39%	13 34%	283 35%	184 39% e	125 33%	43 32%	185 39% e	168 33%	82 44% bc	66 32%	48 28%	60 36%	101 37% c
Mean score	2.6	2.2	2.7 a	2.8	2.7	2.6	2.7	2.6	2.4	2.7	2.6	2.7	3.0 d	2.6	2.3	2.6
Standard deviation	1.41	1.28	1.43	1.46	1.53	1.39	1.48	1.36	1.31	1.48	1.35	1.50	1.53	1.19	1.24	1.42
Standard error	.07	.18	.08	.20	.38	.08	.11	.12	.19	.11	.10	.18	.20	.17	.16	.13

Columns Tested: a,b - a,b,c - a,b,c,d,e - a,b,c,d,e

Survey of the Self-Employed

Q11_6. For which of the following reasons, if any, did you decide to be self-employed?

I wanted to start my own business / be entrepreneurial

Base: All respondents

		AWARENESS OF IPSE			SOC				HAPPINESS IN SELF-EMPLOYMENT			WORKING PLANS		AWARENESS OF TAX DEDUCTIBLES FOR TRAINING		
		Know at least a little	Have at least heard of	Have never heard of	1-3	4-6	7-10	NET: 4-10	Happy	Neutral	Unhappy	Remain self-employed	Would consider or want to switch to work for someone else	Aware	Not aware	
		a	b	c	a	b	c	d	a	b	c	a	b	a	b	
Significance Level: 95%																
Unweighted Total		1003	58	192	811	513	291	199	490	808	148	38	727	225	261	742
Weighted Total		1003	64	202	801	501	300	201	501	800	159	35	702	243	254	749
		100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
1st choice	(1)	106	5	28	78	57	30	18	48	83	20	2	80	24	22	84
		11%	8%	14%	10%	11%	10%	9%	10%	10%	13%	4%	11%	10%	9%	11%
2nd choice	(2)	73	4	17	56	37	21	15	35	57	13	1	52	17	12	61
		7%	6%	8%	7%	7%	7%	7%	7%	7%	8%	2%	7%	7%	5%	8%
3rd choice	(3)	73	5	22	51	36	15	22	37	58	13	1	48	21	15	58
		7%	7%	11%	6%	7%	5%	11%	7%	7%	8%	2%	7%	9%	6%	8%
				c				b								
4th choice	(4)	54	5	12	42	25	18	11	28	41	10	2	39	14	13	41
		5%	7%	6%	5%	5%	6%	5%	6%	5%	6%	7%	6%	6%	5%	5%
5th choice	(5)	52	7	19	33	24	13	15	28	45	3	3	39	11	15	37
		5%	11%	9%	4%	5%	4%	7%	6%	6%	2%	9%	6%	5%	6%	5%
			c	c							b					
Not selected		646	38	104	542	321	204	121	325	515	99	26	444	155	178	468
		64%	60%	52%	68%	64%	68%	60%	65%	64%	63%	75%	63%	64%	70%	62%
				b										b		
NETS																
Net: Selected in top 3		252	14	67	185	131	66	55	121	198	47	3	180	62	48	203
		25%	22%	33%	23%	26%	22%	27%	24%	25%	29%	9%	26%	26%	19%	27%
				c						c	c				a	
Net: Selected in top 5		357	25	98	259	180	97	80	177	284	60	9	258	88	75	281
		36%	40%	48%	32%	36%	32%	40%	35%	36%	37%	25%	37%	36%	30%	38%
				c											a	
Mean score		2.6	3.1	2.8	2.6	2.6	2.6	2.9	2.7	2.7	2.4	3.6	2.6	2.7	2.8	2.6
Standard deviation		1.41	1.52	1.48	1.39	1.41	1.43	1.40	1.42	1.43	1.26	1.60	1.44	1.38	1.50	1.39
Standard error		.07	.32	.16	.09	.10	.15	.16	.11	.08	.17	.50	.09	.16	.17	.08

Columns Tested: a,b,c - a,b,c,d - a,b,c - a,b - a,b

Survey of the Self-Employed

Q11_6. For which of the following reasons, if any, did you decide to be self-employed?

I wanted to start my own business / be entrepreneurial

Base: All respondents

	SELF-EMPLOYMENT SUPPORT/ADVICE AVAILABLE AT UNIVERSITY		AWARENESS OF MAKING TAX DIGITAL			CONCERN OVER BREXIT NEGOTIATIONS		CONCERN ABOUT SAVING FOR LATER LIFE		PENSION USAGE			IMPORTANCE OF SAVING FOR LATER LIFE		
	Total	To at least some extent	To no extent	Know at least a little about it	At least heard of it	Have not heard of it	Concerned	Not concerned	Concerned	Not concerned	Have used private/personal pension	Currently use private/personal pension	Have never saved through a private/personal pension	Important	Not important
	a	b	a	b	c	a	b	a	b	a	b	c	a	b	
Significance Level: 95%															
Unweighted Total	1003	63	327	309	514	489	537	403	662	300	510	339	475	856	107
Weighted Total	1003	69	319	304	492	511	546	389	668	289	452	311	531	855	101
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
1st choice (1)	106	4	38	43	58	48	58	46	71	33	45	26	61	93	11
	11%	6%	12%	14%	12%	9%	11%	12%	11%	12%	10%	8%	11%	11%	11%
				c											
2nd choice (2)	73	5	19	19	35	38	39	30	52	17	32	20	40	64	6
	7%	7%	6%	6%	7%	7%	7%	8%	8%	6%	7%	7%	8%	7%	6%
3rd choice (3)	73	6	24	25	40	33	37	34	52	20	26	16	46	67	6
	7%	9%	8%	8%	8%	6%	7%	9%	8%	7%	6%	5%	9%	8%	6%
													b		
4th choice (4)	54	6	13	21	29	24	35	13	34	16	19	16	34	42	8
	5%	8%	4%	7%	6%	5%	6%	3%	5%	6%	4%	5%	6%	5%	7%
							b								
5th choice (5)	52	4	8	23	29	23	19	28	29	20	25	17	24	44	5
	5%	6%	3%	7%	6%	4%	3%	7%	4%	7%	6%	5%	4%	5%	5%
							a								
Not selected	646	44	216	173	301	345	359	237	429	183	304	216	326	546	66
	64%	64%	68%	57%	61%	68%	66%	61%	64%	63%	67%	70%	61%	64%	65%
						ab					c	c			
NETS															
Net: Selected in top 3	252	15	81	87	133	118	134	111	175	70	103	62	148	223	23
	25%	22%	25%	29%	27%	23%	24%	28%	26%	24%	23%	20%	28%	26%	23%
													b		
Net: Selected in top 5	357	25	103	131	191	165	187	152	239	106	147	94	205	310	35
	36%	36%	32%	43%	39%	32%	34%	39%	36%	37%	33%	30%	39%	36%	35%
				c	c								ab		
Mean score	2.6	3.0	2.4	2.7	2.7	2.6	2.6	2.7	2.6	2.7	2.6	2.7	2.6	2.6	2.7
Standard deviation	1.41	1.37	1.32	1.49	1.43	1.40	1.36	1.46	1.37	1.51	1.46	1.47	1.37	1.40	1.47
Standard error	.07	.30	.13	.13	.10	.11	.10	.12	.09	.14	.11	.14	.10	.08	.24

Columns Tested: a,b - a,b,c - a,b - a,b - a,b,c - a,b

Survey of the Self-Employed

Q11_7. For which of the following reasons, if any, did you decide to be self-employed?

I lost my previous job

Base: All respondents

	GENDER		AGE			REGION														
	Total	Male	Female	18-34	35-54	55+	London	South East	South West	East Midlands	West Midlands	Eastern	North West	North East	Yorkshire and Humberside	Wales	Northern Ireland	Scotland	England	Devolved Nations
		a	b	a	b	c	a	b	c	d	e	f	g	h	i	j	*k	l	m	n
Significance Level: 95%																				
Unweighted Total	1003	587	412	93	485	425	146	195	108	81	74	52	95	34	88	42	14	74	873	130
Weighted Total	1003	678	320	201	468	334	140	201	80	60	90	40	100	50	80	50	20	90	843	160
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
1st choice	(1) 85 8%	70 10%	14 5%	5 3%	32 7%	48 14%	12 8%	23 11%	4 5%	3 6%	8 9%	2 6%	11 11%	5 11%	4 6%	6 13%	- -	5 6%	74 9%	11 7%
2nd choice	(2) 51 5%	37 6%	13 4%	15 7%	19 4%	18 5%	2 1%	7 3%	5 7%	* 1%	12 13%	2 4%	9 9%	2 4%	5 6%	2 5%	- -	4 5%	44 5%	6 4%
3rd choice	(3) 22 2%	18 3%	4 1%	- -	12 3%	10 3%	3 2%	7 3%	1 1%	1 2%	4 4%	1 2%	3 3%	1 2%	1 2%	- -	- -	- -	22 3%	- -
4th choice	(4) 14 1%	10 2%	4 1%	- -	6 1%	8 2%	4 3%	1 1%	1 1%	- -	- -	2 4%	3 3%	- -	- -	- -	- -	3 4%	11 1%	3 2%
5th choice	(5) 28 3%	20 3%	7 2%	6 3%	10 2%	11 3%	3 2%	4 2%	2 2%	2 3%	2 2%	1 3%	- -	- -	6 8%	3 6%	2 10%	3 4%	19 2%	8 5%
Not selected	803 80%	522 77%	277 86%	175 87%	389 83%	239 72%	116 82%	159 79%	67 83%	53 89%	65 72%	33 81%	75 75%	42 83%	63 79%	38 77%	18 90%	74 82%	672 80%	131 82%
NETS																				
Net: Selected in top 3	158 16%	126 19%	32 10%	20 10%	62 13%	76 23%	17 12%	37 18%	11 13%	5 9%	24 26%	5 12%	23 23%	9 17%	11 13%	9 17%	- -	9 10%	140 17%	18 11%
Net: Selected in top 5	200 20%	157 23%	43 14%	26 13%	79 17%	95 28%	25 18%	42 21%	14 17%	7 11%	25 28%	8 19%	25 25%	9 17%	17 21%	12 23%	2 10%	16 18%	171 20%	30 18%
Mean score	2.2	2.2	2.5	2.5	2.3	2.1	2.4	1.9	2.3	2.4	2.0	2.7	1.9	1.5	2.9	2.2	5.0	2.7	2.2	2.7
Standard deviation	1.42	1.40	1.48	1.47	1.41	1.42	1.55	1.28	1.41	1.79	1.05	1.59	.98	.77	1.73	1.75	*	1.63	1.35	1.73
Standard error	.10	.12	.19	.44	.16	.13	.28	.20	.32	.54	.24	.50	.21	.31	.41	.53	*	.47	.10	.35

Columns Tested: a,b - a,b,c - a,b,c,d,e,f,g,h,i,j,k,l,m,n

Survey of the Self-Employed

Q11_7. For which of the following reasons, if any, did you decide to be self-employed?

I lost my previous job

Base: All respondents

	CURRENT WORK		TYPE OF BUSINESS			EDUCATION					LENGTH OF SELF-EMPLOYMENT					
	Work with spouse, relative or business partner	Work by themselves	Limited company	Partnership	Sole trader	Secondary school	University degree	Higher university degree	NET: Up to Secondary school	NET: University	Up to 3 years	3-6 years	6-10 years	10-15 years	More than 15 years	
Total	a	b	a	b	c	a	b	c	d	e	a	b	c	d	e	
Significance Level: 95%																
Unweighted Total	1003	103	900	126	41	807	455	403	130	458	533	156	196	174	172	305
Weighted Total	1003	96	907	134	38	801	472	383	134	475	517	185	207	173	165	273
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
1st choice	(1) 85 8%	8 8%	77 8%	12 9%	5 14%	64 8%	33 7%	38 10%	11 8%	34 7%	49 9%	13 7%	21 10%	13 8%	17 10%	21 8%
2nd choice	(2) 51 5%	1 1%	50 5%	1 1%	- -	49 6%	33 7%	11 3%	7 5%	33 7%	18 3%	6 4%	16 8%	6 4%	6 4%	16 6%
			a			a	be			be						
3rd choice	(3) 22 2%	1 1%	21 2%	4 3%	- -	17 2%	6 1%	12 3%	3 2%	6 1%	15 3%	5 3%	4 2%	4 2%	2 1%	7 3%
4th choice	(4) 14 1%	2 2%	13 1%	2 2%	1 2%	11 1%	7 1%	6 1%	2 1%	7 1%	7 1%	1 *	4 2%	3 2%	3 2%	3 1%
5th choice	(5) 28 3%	3 3%	25 3%	3 2%	2 5%	23 3%	15 3%	9 2%	3 3%	15 3%	12 2%	4 2%	4 2%	7 4%	1 1%	11 4%
														d		d
Not selected	803 80%	82 85%	721 80%	113 84%	30 80%	638 80%	377 80%	308 80%	108 81%	379 80%	416 81%	155 84%	157 76%	140 81%	136 82%	215 79%
NETS																
Net: Selected in top 3	158 16%	10 10%	148 16%	16 12%	5 14%	130 16%	72 15%	61 16%	21 15%	73 15%	81 16%	25 13%	41 20%	23 13%	25 15%	44 16%
Net: Selected in top 5	200 20%	14 15%	186 20%	22 16%	8 20%	164 20%	95 20%	75 20%	26 19%	96 20%	101 19%	30 16%	50 24%	34 19%	29 18%	58 21%
Mean score	2.2	2.3	2.2	2.3	2.2	2.3	2.4	2.2	2.2	2.3	2.2	2.2	2.1	2.6 d	1.9	2.4
Standard deviation	1.42	1.71	1.40	1.58	1.87	1.40	1.44	1.42	1.42	1.44	1.42	1.42	1.26	1.60	1.24	1.50
Standard error	.10	.41	.10	.30	.71	.11	.15	.16	.28	.15	.14	.26	.19	.27	.22	.19

Columns Tested: a,b - a,b,c - a,b,c,d,e - a,b,c,d,e

Survey of the Self-Employed

Q11_7. For which of the following reasons, if any, did you decide to be self-employed?

I lost my previous job

Base: All respondents

		AWARENESS OF IPSE			SOC				HAPPINESS IN SELF-EMPLOYMENT			WORKING PLANS		AWARENESS OF TAX DEDUCTIBLES FOR TRAINING		
		Know at least a little	Have at least heard of	Have never heard of	1-3	4-6	7-10	NET: 4-10	Happy	Neutral	Unhappy	Remain self-employed	Would consider or want to switch to work for someone else	Aware	Not aware	
		a	b	c	a	b	c	d	a	b	c	a	b	a	b	
Significance Level: 95%																
Unweighted Total		1003	58	192	811	513	291	199	490	808	148	38	727	225	261	742
Weighted Total		1003	64	202	801	501	300	201	501	800	159	35	702	243	254	749
		100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
1st choice	(1)	85 8%	1 2%	10 5%	75 9%	43 8%	26 9%	17 8%	42 8%	66 8%	11 7%	8 22% ab	60 9%	20 8%	21 8%	64 9%
2nd choice	(2)	51 5%	1 2%	7 4%	43 5%	22 4%	16 5%	12 6%	29 6%	35 4%	14 9% a	-	35 5%	12 5%	11 4%	40 5%
3rd choice	(3)	22 2%	3 4%	5 2%	17 2%	7 1%	6 2%	9 4% a	15 3%	15 2%	7 4%	-	14 2%	5 2%	8 3%	14 2%
4th choice	(4)	14 1%	3 5% c	5 2%	10 1%	6 1%	5 2%	2 1%	8 2%	12 2%	2 1%	*	12 2%	2 1%	5 2%	9 1%
5th choice	(5)	28 3%	3 5%	7 3%	21 3%	14 3%	8 3%	5 3%	13 3%	22 3%	6 3%	1 2%	17 2%	9 4%	8 3%	20 3%
Not selected		803 80%	52 82%	168 83%	634 79%	409 82%	238 79%	155 77%	394 79%	649 81%	120 75%	26 75%	564 80%	195 80%	201 79%	602 80%
NETS																
Net: Selected in top 3		158 16%	5 8%	22 11%	136 17% b	72 14%	48 16%	38 19%	86 17%	117 15%	32 20%	8 22%	109 15%	36 15%	39 16%	119 16%
Net: Selected in top 5		200 20%	11 18%	33 17%	167 21%	92 18%	62 21%	46 23%	108 21%	150 19%	39 25%	9 25%	138 20%	47 20%	53 21%	148 20%
Mean score		2.2	3.4	2.7	2.2	2.2	2.3	2.3	2.3	2.3	2.4	1.4	2.2	2.3	2.4	2.2
Standard deviation		1.42	1.35	1.53	1.38	1.48	1.42	1.33	1.38	1.45	1.33	1.24	1.41	1.52	1.46	1.41
Standard error		.10	.41	.25	.11	.15	.18	.21	.13	.12	.22	.37	.12	.22	.20	.11

Columns Tested: a,b,c - a,b,c,d - a,b,c - a,b - a,b



Survey of the Self-Employed

Q11_7. For which of the following reasons, if any, did you decide to be self-employed?

I lost my previous job

Base: All respondents

	SELF-EMPLOYMENT SUPPORT/ADVICE AVAILABLE AT UNIVERSITY		AWARENESS OF MAKING TAX DIGITAL			CONCERN OVER BREXIT NEGOTIATIONS		CONCERN ABOUT SAVING FOR LATER LIFE		PENSION USAGE			IMPORTANCE OF SAVING FOR LATER LIFE		
	Total	To at least some extent	To no extent	Know at least a little about it	At least heard of it	Have not heard of it	Concerned	Not concerned	Concerned	Not concerned	Have used private/ personal pension	Currently use private/ personal pension	Have never saved through a private/ personal pension	Important	Not important
	a	b	a	b	c	a	b	a	b	a	b	c	a	b	
Significance Level: 95%															
Unweighted Total	1003	63	327	309	514	489	537	403	662	300	510	339	475	856	107
Weighted Total	1003	69	319	304	492	511	546	389	668	289	452	311	531	855	101
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
1st choice (1)	85 8%	2 3%	33 10%	24 8%	44 9%	41 8%	42 8%	37 10%	54 8%	28 10%	53 12% c	31 10% c	30 6%	71 8%	11 10%
2nd choice (2)	51 5%	3 5%	11 3%	11 4%	21 4%	30 6%	25 5%	18 5%	20 3%	24 8% a	19 4%	10 3%	27 5%	39 5%	4 4%
3rd choice (3)	22 2%	4 5%	5 2%	11 4%	13 3%	10 2%	12 2%	9 2%	15 2%	6 2%	11 3%	8 3%	11 2%	19 2%	1 1%
4th choice (4)	14 1%	- -	3 1%	7 2%	8 2%	6 1%	8 1%	5 1%	9 1%	5 2%	9 2%	7 2%	5 1%	10 1%	2 1%
5th choice (5)	28 3%	2 3%	9 3%	15 5% c	18 4%	10 2%	19 3%	7 2%	18 3%	9 3%	15 3%	10 3%	13 2%	26 3%	2 2%
Not selected	803 80%	58 84%	257 81%	237 78%	389 79%	414 81%	441 81%	313 80%	552 83% b	216 75%	344 76%	244 79%	444 84% a	690 81%	82 81%
NETS															
Net: Selected in top 3	158 16%	9 13%	49 15%	46 15%	77 16%	81 16%	79 14%	64 16%	89 13%	58 20% a	84 19% c	49 16%	69 13%	130 15%	16 16%
Net: Selected in top 5	200 20%	11 16%	62 19%	67 22%	103 21%	97 19%	105 19%	76 20%	116 17%	72 25% a	108 24% c	66 21%	86 16%	165 19%	20 19%
Mean score	2.2	2.8	2.1	2.7 c	2.4	2.1	2.4	2.0	2.3	2.2	2.2	2.3	2.3	2.3	2.0
Standard deviation	1.42	1.40	1.48	1.58	1.51	1.31	1.51	1.32	1.50	1.38	1.48	1.51	1.39	1.46	1.39
Standard error	.10	.42	.18	.19	.14	.14	.15	.15	.14	.16	.13	.18	.16	.11	.30

Columns Tested: a,b - a,b,c - a,b - a,b - a,b,c - a,b

Survey of the Self-Employed

Q11_8. For which of the following reasons, if any, did you decide to be self-employed?

There was a lack of other employment opportunities

Base: All respondents

	Total	GENDER		AGE			REGION													
		Male	Female	18-34	35-54	55+	London	South East	South West	East Midlands	West Midlands	Eastern	North West	North East	Yorkshire and Humberside	Wales	Northern Ireland	Scotland	England	Devolved Nations
		a	b	a	b	c	a	b	c	d	e	f	g	h	i	j	*k	l	m	n
Significance Level: 95%																				
Unweighted Total	1003	587	412	93	485	425	146	195	108	81	74	52	95	34	88	42	14	74	873	130
Weighted Total	1003	678	320	201	468	334	140	201	80	60	90	40	100	50	80	50	20	90	843	160
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
1st choice	(1) 77	51	26	20	33	24	8	11	7	3	6	6	6	5	10	4	2	9	62	14
	8%	7%	8%	10%	7%	7%	6%	6%	9%	6%	6%	14%	6%	9%	13%	7%	10%	10%	7%	9%
2nd choice	(2) 66	47	20	12	31	24	9	11	2	4	2	4	13	3	6	5	2	5	54	12
	7%	7%	6%	6%	7%	7%	7%	5%	3%	6%	2%	10%	13%	7%	7%	11%	8%	6%	6%	8%
3rd choice	(3) 32	27	5	3	18	12	6	3	5	2	2	1	2	4	1	2	-	5	26	6
	3%	4%	2%	2%	4%	3%	5%	2%	6%	4%	2%	1%	2%	8%	2%	3%	-	5%	3%	4%
4th choice	(4) 29	21	9	2	13	15	3	7	4	1	1	2	1	2	3	1	-	4	23	6
	3%	3%	3%	1%	3%	4%	2%	4%	5%	1%	2%	5%	1%	3%	4%	3%	-	5%	3%	4%
5th choice	(5) 44	27	17	12	18	14	5	9	6	3	4	1	10	2	2	1	-	2	41	3
	4%	4%	5%	6%	4%	4%	3%	4%	7%	5%	4%	2%	10%	4%	3%	2%	-	2%	5%	2%
Not selected	754	506	243	152	355	246	109	159	57	47	76	27	69	35	57	37	16	65	635	119
	75%	75%	76%	76%	76%	74%	78%	79%	71%	78%	84%	67%	69%	69%	72%	73%	81%	72%	75%	74%
NETS																				
Net: Selected in top 3	176	125	51	35	82	59	24	25	14	9	9	10	20	12	18	11	4	19	143	33
	18%	18%	16%	17%	17%	18%	17%	13%	18%	16%	10%	26%	20%	24%	22%	21%	19%	21%	17%	21%
Net: Selected in top 5	249	172	76	49	113	88	32	42	24	13	14	13	31	15	23	13	4	25	207	42
	25%	25%	24%	24%	24%	26%	22%	21%	29%	22%	16%	33%	31%	31%	28%	27%	19%	28%	25%	26%
Mean score	2.6	2.6	2.6	2.4	2.6	2.7	2.6	2.8	2.9	2.7	2.7	2.1	2.9	2.5	2.1	2.3	1.4	2.4	2.6	2.3
Standard deviation	1.47	1.42	1.58	1.64	1.43	1.44	1.37	1.55	1.58	1.55	1.71	1.33	1.61	1.39	1.39	1.28	.58	1.36	1.50	1.29
Standard error	.09	.12	.16	.34	.13	.14	.25	.23	.28	.36	.47	.33	.32	.44	.30	.36	.41	.30	.10	.22

Columns Tested: a, b - a, b, c - a, b, c, d, e, f, g, h, i, j, k, l, m, n

Survey of the Self-Employed

Q11_8. For which of the following reasons, if any, did you decide to be self-employed?

There was a lack of other employment opportunities

Base: All respondents

	Total	CURRENT WORK		TYPE OF BUSINESS			EDUCATION					LENGTH OF SELF-EMPLOYMENT				
		Work with spouse, relative or business partner	Work by themselves	Limited company	Partnership	Sole trader	Secondary school	University degree	Higher university degree	NET: Up to Secondary school	NET: University	Up to 3 years	3-6 years	6-10 years	10-15 years	More than 15 years
		a	b	a	b	c	a	b	c	d	e	a	b	c	d	e
Significance Level: 95%																
Unweighted Total	1003	103	900	126	41	807	455	403	130	458	533	156	196	174	172	305
Weighted Total	1003	96	907	134	38	801	472	383	134	475	517	185	207	173	165	273
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
1st choice	(1) 77 8%	5 6%	72 8%	8 6%	3 7%	63 8%	42 9%	27 7%	9 6%	42 9%	35 7%	13 7%	21 10%	10 6%	16 10%	16 6%
2nd choice	(2) 66 7%	4 4%	62 7%	7 5%	2 4%	58 7%	28 6%	30 8%	8 6%	28 6%	38 7%	14 8%	13 6%	15 9%	6 4%	18 7%
3rd choice	(3) 32 3%	4 4%	29 3%	* *	5 13%	27 3%	19 4%	11 3%	2 1%	19 4%	13 3%	8 4%	10 5%	3 2%	5 3%	6 2%
4th choice	(4) 29 3%	5 5%	25 3%	1 1%	3 8%	23 3%	16 3%	8 2%	5 4%	16 3%	13 3%	5 3%	9 4%	5 3%	3 2%	7 2%
5th choice	(5) 44 4%	6 6%	38 4%	5 4%	- -	38 5%	14 3%	21 6%	7 5%	14 3%	28 5%	10 6%	8 4%	11 6%	5 3%	10 4%
Not selected	754 75%	72 75%	682 75%	112 84%	26 68%	592 74%	354 75%	286 75%	103 77%	357 75%	389 75%	134 73%	146 71%	129 74%	129 78%	216 79%
				bc												b
NETS																
Net: Selected in top 3	176 18%	13 14%	163 18%	16 12%	9 24%	148 18%	89 19%	68 18%	18 14%	89 19%	86 17%	35 19%	44 21%	29 17%	28 17%	40 15%
Net: Selected in top 5	249 25%	24 25%	225 25%	22 16%	12 32%	210 26%	118 25%	97 25%	31 23%	118 25%	128 25%	51 27%	61 29%	45 26%	36 22%	56 21%
					a	a							e			
Mean score	2.6	3.1	2.5	2.5	2.7	2.6	2.4	2.7	2.8	2.4	2.7	2.7	2.5	2.8	2.3	2.6
Standard deviation	1.47	1.54	1.46	1.63	1.11	1.47	1.39	1.51	1.58	1.39	1.52	1.48	1.42	1.54	1.50	1.45
Standard error	.09	.33	.10	.36	.32	.10	.13	.15	.31	.13	.13	.23	.18	.23	.23	.19

Columns Tested: a,b - a,b,c - a,b,c,d,e - a,b,c,d,e

Survey of the Self-Employed

Q11_8. For which of the following reasons, if any, did you decide to be self-employed?

There was a lack of other employment opportunities

Base: All respondents

		AWARENESS OF IPSE			SOC				HAPPINESS IN SELF-EMPLOYMENT			WORKING PLANS		AWARENESS OF TAX DEDUCTIBLES FOR TRAINING		
		Know at least a little	Have at least heard of	Have never heard of	1-3	4-6	7-10	NET: 4-10	Happy	Neutral	Unhappy	Remain self-employed	Would consider or want to switch to work for someone else	Aware	Not aware	
		a	b	c	a	b	c	d	a	b	c	a	b	a	b	
Significance Level: 95%																
Unweighted Total		1003	58	192	811	513	291	199	490	808	148	38	727	225	261	742
Weighted Total		1003	64	202	801	501	300	201	501	800	159	35	702	243	254	749
		100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
1st choice	(1)	77	8	18	59	37	15	25	40	51	25	2	41	32	13	64
		8%	12%	9%	7%	7%	5%	13%	8%	6%	16%	5%	6%	13%	5%	9%
								ab			a		a			
2nd choice	(2)	66	2	12	55	31	25	11	36	45	10	8	34	26	17	50
		7%	4%	6%	7%	6%	8%	6%	7%	6%	6%	23%	5%	11%	7%	7%
												ab	a	a		
3rd choice	(3)	32	-	6	26	11	10	11	21	25	4	4	22	9	7	25
		3%	-	3%	3%	2%	3%	5%	4%	3%	2%	11%	3%	4%	3%	3%
								a				ab				
4th choice	(4)	29	3	5	25	11	11	8	18	17	9	3	18	10	7	22
		3%	4%	2%	3%	2%	4%	4%	4%	2%	6%	8%	3%	4%	3%	3%
											a	a				
5th choice	(5)	44	3	11	33	23	8	12	20	35	7	-	33	9	15	29
		4%	5%	6%	4%	5%	3%	6%	4%	4%	4%	-	5%	4%	6%	4%
Not selected		754	48	150	604	388	232	134	366	627	104	18	552	157	195	559
		75%	75%	74%	75%	77%	77%	67%	73%	78%	66%	53%	79%	64%	77%	75%
						c	c			bc			b			
NETS																
Net: Selected in top 3		176	10	36	140	79	50	47	97	120	39	13	98	67	37	139
		18%	15%	18%	17%	16%	17%	23%	19%	15%	24%	39%	14%	28%	15%	19%
								a			a	a	a			
Net: Selected in top 5		249	16	52	197	113	69	67	136	172	55	16	149	86	59	190
		25%	25%	26%	25%	23%	23%	33%	27%	22%	34%	47%	21%	36%	23%	25%
								ab			a	a		a		
Mean score		2.6	2.5	2.6	2.6	2.6	2.6	2.6	2.6	2.7	2.3	2.5	2.8	2.3	2.9	2.5
												b	b	b		
Standard deviation		1.47	1.73	1.57	1.45	1.53	1.31	1.54	1.42	1.49	1.49	.93	1.52	1.34	1.52	1.44
Standard error		.09	.46	.22	.10	.15	.15	.19	.12	.12	.20	.21	.13	.14	.19	.11

Columns Tested: a,b,c - a,b,c,d - a,b,c - a,b - a,b

Survey of the Self-Employed

Q11_8. For which of the following reasons, if any, did you decide to be self-employed?

There was a lack of other employment opportunities

Base: All respondents

	SELF-EMPLOYMENT SUPPORT/ADVICE AVAILABLE AT UNIVERSITY		AWARENESS OF MAKING TAX DIGITAL			CONCERN OVER BREXIT NEGOTIATIONS		CONCERN ABOUT SAVING FOR LATER LIFE		PENSION USAGE			IMPORTANCE OF SAVING FOR LATER LIFE		
	Total	To at least some extent	To no extent	Know at least a little about it	At least heard of it	Have not heard of it	Concerned	Not concerned	Concerned	Not concerned	Have used private/personal pension	Currently use private/personal pension	Have never saved through a private/personal pension	Important	Not important
	a	b	a	b	c	a	b	a	b	a	b	c	a	b	
Significance Level: 95%															
Unweighted Total	1003	63	327	309	514	489	537	403	662	300	510	339	475	856	107
Weighted Total	1003	69	319	304	492	511	546	389	668	289	452	311	531	855	101
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
1st choice (1)	77	7	24	21	46	31	42	30	62	15	27	20	47	69	4
	8%	10%	8%	7%	9%	6%	8%	8%	9%	5%	6%	6%	9%	8%	4%
2nd choice (2)	66	3	26	19	35	31	33	31	43	19	30	20	36	56	8
	7%	4%	8%	6%	7%	6%	6%	8%	6%	7%	7%	6%	7%	7%	8%
3rd choice (3)	32	1	10	10	14	19	15	17	20	12	12	10	19	26	6
	3%	2%	3%	3%	3%	4%	3%	4%	3%	4%	3%	3%	3%	3%	5%
4th choice (4)	29	1	9	8	15	15	18	10	23	6	16	10	13	23	5
	3%	2%	3%	3%	3%	3%	3%	3%	3%	2%	4%	3%	2%	3%	5%
5th choice (5)	44	5	16	9	15	29	22	19	32	10	17	12	25	37	4
	4%	8%	5%	3%	3%	6%	4%	5%	5%	4%	4%	4%	5%	4%	4%
Not selected	754	52	234	237	368	386	416	281	488	227	349	239	391	645	75
	75%	75%	73%	78%	75%	76%	76%	72%	73%	79%	77%	77%	74%	75%	74%
NETS															
Net: Selected in top 3	176	11	60	51	95	81	90	79	125	46	69	50	101	151	18
	18%	16%	19%	17%	19%	16%	16%	20%	19%	16%	15%	16%	19%	18%	17%
Net: Selected in top 5	249	18	85	68	125	124	130	108	179	62	103	71	139	211	26
	25%	25%	27%	22%	25%	24%	24%	28%	27%	21%	23%	23%	26%	25%	26%
Mean score	2.6	2.7	2.6	2.4	2.3	2.8	2.6	2.6	2.6	2.6	2.7	2.6	2.5	2.5	2.8
Standard deviation	1.47	1.75	1.48	1.38	1.39	1.51	1.48	1.44	1.51	1.39	1.44	1.45	1.49	1.48	1.33
Standard error	.09	.44	.16	.17	.12	.14	.13	.14	.11	.18	.13	.16	.13	.10	.27

Columns Tested: a,b - a,b,c - a,b - a,b - a,b,c - a,b

Survey of the Self-Employed

Q11_9. For which of the following reasons, if any, did you decide to be self-employed?

I enjoy the freedom to choose where I work

Base: All respondents

	Total	GENDER		AGE			REGION													
		Male	Female	18-34	35-54	55+	London	South East	South West	East Midlands	West Midlands	Eastern	North West	North East	Yorkshire and Humberside	Wales	Northern Ireland	Scotland	England	Devolved Nations
		a	b	a	b	c	a	b	c	d	e	f	g	h	i	j	*k	l	m	n
Significance Level: 95%																				
Unweighted Total	1003	587	412	93	485	425	146	195	108	81	74	52	95	34	88	42	14	74	873	130
Weighted Total	1003	678	320	201	468	334	140	201	80	60	90	40	100	50	80	50	20	90	843	160
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
1st choice	(1) 93 9%	63 9%	30 9%	16 8%	42 9%	36 11%	13 10%	16 8%	7 8%	7 11%	8 9%	4 11%	15 15%	7 15%	8 10%	1 3%	4 18%	3 4%	85 10%	8 5%
2nd choice	(2) 113 11%	75 11%	35 11%	23 12%	47 10%	43 13%	16 11%	27 13%	12 15%	7 11%	14 16%	3 7%	3 3%	9 18%	6 8%	5 10%	- -	11 12%	97 12%	16 10%
3rd choice	(3) 135 13%	81 12%	53 17%	36 18%	61 13%	38 11%	19 14%	25 13%	10 12%	7 12%	9 10%	5 11%	9 9%	12 25%	13 16%	9 18%	7 35%	9 9%	110 13%	25 15%
4th choice	(4) 110 11%	64 9%	46 14%	14 7%	49 11%	46 14%	15 11%	25 13%	6 8%	8 12%	8 9%	11 27%	8 8%	3 6%	10 12%	6 12%	- -	10 11%	94 11%	16 10%
5th choice	(5) 112 11%	90 13%	22 7%	24 12%	60 13%	29 9%	25 18%	25 13%	10 12%	3 5%	6 7%	4 10%	8 8%	5 10%	4 5%	7 14%	1 7%	15 16%	90 11%	23 14%
Not selected	440 44%	306 45%	133 42%	88 44%	209 45%	142 43%	52 37%	82 41%	36 45%	29 49%	45 50%	14 34%	57 56%	13 26%	39 49%	22 43%	8 40%	43 47%	367 44%	72 45%
NETS																				
Net: Selected in top 3	341 34%	218 32%	119 37%	75 37%	150 32%	116 35%	48 34%	68 34%	28 35%	20 34%	32 35%	12 29%	27 27%	29 58%	27 34%	15 31%	11 53%	23 25%	292 35%	49 31%
Net: Selected in top 5	563 56%	372 55%	187 58%	113 56%	259 55%	192 57%	88 63%	119 59%	44 55%	31 51%	46 50%	27 66%	44 44%	37 74%	41 51%	28 57%	12 60%	48 53%	475 56%	88 55%
Mean score	3.1	3.1	3.0	3.1	3.1	3.0	3.2	3.1	3.0	2.8	2.8	3.3	2.8	2.7	2.9	3.4	2.6	3.5	3.0	3.3
Standard deviation	1.36	1.42	1.25	1.32	1.39	1.35	1.43	1.36	1.39	1.30	1.30	1.33	1.54	1.28	1.25	1.19	1.30	1.33	1.37	1.30
Standard error	.06	.08	.08	.18	.08	.09	.15	.13	.18	.19	.21	.23	.23	.26	.18	.25	.46	.21	.06	.15

Columns Tested: a, b - a,b,c - a,b,c,d,e,f,g,h,i,j,k,l,m,n

Survey of the Self-Employed

Q11_9. For which of the following reasons, if any, did you decide to be self-employed?

I enjoy the freedom to choose where I work

Base: All respondents

	Total	CURRENT WORK		TYPE OF BUSINESS			EDUCATION					LENGTH OF SELF-EMPLOYMENT				
		Work with spouse, relative or business partner	Work by themselves	Limited company	Partnership	Sole trader	Secondary school	University degree	Higher university degree	NET: Up to Secondary school	NET: University	Up to 3 years	3-6 years	6-10 years	10-15 years	More than 15 years
		a	b	a	b	c	a	b	c	d	e	a	b	c	d	e
Significance Level: 95%																
Unweighted Total	1003	103	900	126	41	807	455	403	130	458	533	156	196	174	172	305
Weighted Total	1003	96	907	134	38	801	472	383	134	475	517	185	207	173	165	273
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
1st choice	(1) 93 9%	4 4%	90 10%	9 7%	- -	84 11%	53 11%	31 8%	10 7%	53 11%	41 8%	21 11%	10 5%	17 10%	13 8%	32 12%
			a			b						b				b
2nd choice	(2) 113 11%	12 13%	101 11%	22 17%	5 14%	82 10%	55 12%	44 12%	13 9%	55 12%	57 11%	19 10%	29 14%	27 15%	17 11%	20 7%
				c									e			e
3rd choice	(3) 135 13%	20 21%	114 13%	17 13%	6 15%	106 13%	61 13%	53 14%	19 14%	61 13%	72 14%	32 18%	29 14%	14 8%	18 11%	41 15%
			b									c				c
4th choice	(4) 110 11%	10 11%	100 11%	16 12%	5 12%	88 11%	47 10%	48 13%	13 10%	48 10%	61 12%	19 10%	24 11%	17 10%	27 16%	23 8%
															e	
5th choice	(5) 112 11%	11 12%	101 11%	20 15%	4 9%	87 11%	50 11%	40 10%	22 16%	50 11%	62 12%	19 10%	18 9%	26 15%	20 12%	30 11%
														b		
Not selected	440 44%	38 40%	402 44%	50 37%	19 50%	353 44%	207 44%	168 44%	57 43%	209 44%	225 43%	75 41%	97 47%	71 41%	70 42%	127 47%
NETS																
Net: Selected in top 3	341 34%	36 38%	305 34%	49 36%	11 29%	273 34%	169 36%	128 33%	42 31%	169 36%	170 33%	72 39%	69 33%	58 34%	48 29%	93 34%
Net: Selected in top 5	563 56%	58 60%	506 56%	85 63%	19 50%	448 56%	265 56%	216 56%	77 57%	266 56%	293 57%	110 59%	110 53%	102 59%	95 58%	146 53%
Mean score	3.1	3.2	3.0	3.2	3.3	3.0	2.9	3.1	3.3	3.0	3.2	3.0	3.1	3.1	3.2	3.0
									ad							
Standard deviation	1.36	1.18	1.38	1.34	1.10	1.38	1.39	1.32	1.38	1.39	1.34	1.34	1.23	1.47	1.34	1.41
Standard error	.06	.15	.06	.15	.23	.06	.09	.09	.16	.09	.08	.14	.12	.15	.14	.11

Columns Tested: a,b - a,b,c - a,b,c,d,e - a,b,c,d,e

Survey of the Self-Employed

Q11_9. For which of the following reasons, if any, did you decide to be self-employed?

I enjoy the freedom to choose where I work

Base: All respondents

		AWARENESS OF IPSE			SOC				HAPPINESS IN SELF-EMPLOYMENT			WORKING PLANS		AWARENESS OF TAX DEDUCTIBLES FOR TRAINING		
		Know at least a little	Have at least heard of	Have never heard of	1-3	4-6	7-10	NET: 4-10	Happy	Neutral	Unhappy	Remain self-employed	Would consider or want to switch to work for someone else	Aware	Not aware	
		a	b	c	a	b	c	d	a	b	c	a	b	a	b	
Significance Level: 95%																
Unweighted Total		1003	58	192	811	513	291	199	490	808	148	38	727	225	261	742
Weighted Total		1003	64	202	801	501	300	201	501	800	159	35	702	243	254	749
		100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
1st choice	(1)	93	4	14	79	44	32	18	50	73	13	5	68	20	18	75
		9%	6%	7%	10%	9%	11%	9%	10%	9%	8%	13%	10%	8%	7%	10%
2nd choice	(2)	113	9	20	93	58	25	29	55	94	14	4	74	34	35	79
		11%	14%	10%	12%	12%	8%	15%	11%	12%	9%	11%	11%	14%	14%	10%
								b								
3rd choice	(3)	135	7	23	112	76	36	23	58	114	18	2	105	26	34	101
		13%	11%	11%	14%	15%	12%	11%	12%	14%	12%	6%	15%	11%	13%	13%
4th choice	(4)	110	5	27	83	51	37	22	59	92	12	4	77	28	40	70
		11%	7%	13%	10%	10%	12%	11%	12%	12%	8%	12%	11%	11%	16%	9%
															b	
5th choice	(5)	112	11	27	86	54	36	22	58	98	13	2	81	30	19	93
		11%	17%	13%	11%	11%	12%	11%	12%	12%	8%	5%	12%	12%	8%	12%
															a	
Not selected		440	28	92	348	217	135	87	222	328	89	18	298	105	108	331
		44%	44%	45%	43%	43%	45%	43%	44%	41%	56%	52%	42%	43%	43%	44%
											a					
NETS																
Net: Selected in top 3		341	20	57	284	178	92	70	163	282	45	11	246	81	86	255
		34%	32%	28%	35%	36%	31%	35%	32%	35%	28%	31%	35%	33%	34%	34%
Net: Selected in top 5		563	36	110	453	284	165	114	279	472	70	17	404	138	146	418
		56%	56%	55%	57%	57%	55%	57%	56%	59%	44%	48%	58%	57%	57%	56%
Mean score		3.1	3.3	3.3	3.0	3.1	3.1	3.0	3.1	3.1	3.0	2.7	3.1	3.1	3.1	3.1
Standard deviation		1.36	1.43	1.36	1.36	1.33	1.42	1.37	1.40	1.36	1.36	1.43	1.36	1.38	1.24	1.40
Standard error		.06	.25	.13	.06	.08	.11	.13	.08	.06	.17	.36	.07	.13	.10	.07

Columns Tested: a,b,c - a,b,c,d - a,b,c - a,b - a,b

Survey of the Self-Employed

Q11_9. For which of the following reasons, if any, did you decide to be self-employed?

I enjoy the freedom to choose where I work

Base: All respondents

	SELF-EMPLOYMENT SUPPORT/ADVICE AVAILABLE AT UNIVERSITY		AWARENESS OF MAKING TAX DIGITAL			CONCERN OVER BREXIT NEGOTIATIONS		CONCERN ABOUT SAVING FOR LATER LIFE		PENSION USAGE			IMPORTANCE OF SAVING FOR LATER LIFE		
	Total	To at least some extent	To no extent	Know at least a little about it	At least heard of it	Have not heard of it	Concerned	Not concerned	Concerned	Not concerned	Have used private/personal pension	Currently use private/personal pension	Have never saved through a private/personal pension	Important	Not important
	a	b	a	b	c	a	b	a	b	a	b	c	a	b	
Significance Level: 95%															
Unweighted Total	1003	63	327	309	514	489	537	403	662	300	510	339	475	856	107
Weighted Total	1003	69	319	304	492	511	546	389	668	289	452	311	531	855	101
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
1st choice (1)	93	5	26	27	50	44	50	39	63	24	41	33	47	81	6
	9%	8%	8%	9%	10%	9%	9%	10%	9%	8%	9%	11%	9%	10%	6%
2nd choice (2)	113	7	33	35	55	59	67	40	71	38	52	36	59	93	15
	11%	10%	10%	12%	11%	11%	12%	10%	11%	13%	11%	11%	11%	11%	15%
3rd choice (3)	135	10	44	42	65	70	69	56	87	40	58	41	73	120	10
	13%	14%	14%	14%	13%	14%	13%	14%	13%	14%	13%	13%	14%	14%	10%
4th choice (4)	110	8	28	42	61	49	62	41	75	31	57	34	51	95	12
	11%	11%	9%	14%	12%	10%	11%	11%	11%	11%	13%	11%	10%	11%	12%
5th choice (5)	112	7	44	35	58	54	66	41	69	39	49	28	63	95	14
	11%	10%	14%	12%	12%	11%	12%	11%	10%	13%	11%	9%	12%	11%	14%
Not selected	440	32	144	124	205	235	231	171	302	117	195	138	237	371	44
	44%	46%	45%	41%	42%	46%	42%	44%	45%	40%	43%	45%	45%	43%	44%
NETS															
Net: Selected in top 3	341	22	103	104	169	172	187	136	221	102	151	110	179	295	31
	34%	32%	32%	34%	34%	34%	34%	35%	33%	35%	34%	35%	34%	34%	30%
Net: Selected in top 5	563	37	174	181	288	276	315	218	366	172	257	172	293	484	57
	56%	54%	55%	59%	58%	54%	58%	56%	55%	60%	57%	55%	55%	57%	56%
Mean score	3.1	3.1	3.2	3.1	3.1	3.0	3.1	3.0	3.0	3.1	3.1	2.9	3.1	3.1	3.2
Standard deviation	1.36	1.32	1.39	1.34	1.38	1.35	1.37	1.36	1.36	1.36	1.35	1.36	1.37	1.36	1.35
Standard error	.06	.22	.10	.10	.08	.08	.08	.09	.07	.10	.08	.10	.08	.06	.17

Columns Tested: a,b - a,b,c - a,b - a,b - a,b,c - a,b

Survey of the Self-Employed

Q11_10. For which of the following reasons, if any, did you decide to be self-employed?

I am able to do a greater variety of work than if I wasn't self-employed

Base: All respondents

	Total	GENDER		AGE			REGION													
		Male	Female	18-34	35-54	55+	London	South East	South West	East Midlands	West Midlands	Eastern	North West	North East	Yorkshire and Humberside	Wales	Northern Ireland	Scotland	England	Devolved Nations
		a	b	a	b	c	a	b	c	d	e	f	g	h	i	j	*k	l	m	n
Significance Level: 95%																				
Unweighted Total	1003	587	412	93	485	425	146	195	108	81	74	52	95	34	88	42	14	74	873	130
Weighted Total	1003	678	320	201	468	334	140	201	80	60	90	40	100	50	80	50	20	90	843	160
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
1st choice	(1) 33 3%	23 3%	9 3%	2 1%	16 3%	15 5%	6 5%	9 5%	3 3%	3 4%	2 3%	1 1%	- -	2 3%	1 2%	- -	1 7%	6 6%	26 3%	7 4%
2nd choice	(2) 47 5%	32 5%	15 5%	9 4%	18 4%	20 6%	9 7%	4 2%	6 8%	5 8%	3 4%	1 3%	3 3%	2 5%	2 3%	2 3%	5 26%	5 5%	36 4%	12 7%
3rd choice	(3) 62 6%	49 7%	12 4%	11 6%	30 6%	20 6%	8 6%	22 11%	5 7%	2 3%	2 3%	3 7%	2 2%	- -	7 8%	6 12%	1 7%	3 3%	51 6%	10 6%
4th choice	(4) 75 7%	49 7%	26 8%	20 10%	32 7%	22 7%	9 6%	14 7%	5 6%	6 9%	12 14%	1 2%	11 11%	3 6%	5 7%	6 12%	- -	4 4%	65 8%	9 6%
5th choice	(5) 81 8%	44 7%	36 11%	14 7%	42 9%	24 7%	7 5%	22 11%	7 8%	4 7%	4 5%	6 15%	6 6%	3 6%	7 9%	3 6%	3 13%	8 9%	67 8%	14 9%
Not selected	705 70%	480 71%	222 69%	144 72%	330 71%	231 69%	100 71%	129 65%	55 68%	41 69%	65 72%	29 72%	79 79%	41 81%	58 72%	34 67%	9 47%	65 72%	597 71%	108 67%
NETS																				
Net: Selected in top 3	142 14%	105 15%	36 11%	22 11%	64 14%	56 17%	24 17%	35 17%	14 17%	9 15%	8 9%	5 12%	5 5%	4 8%	10 13%	7 15%	8 40%	13 15%	113 13%	29 18%
Net: Selected in top 5	298 30%	199 29%	98 31%	57 28%	138 29%	103 31%	40 29%	71 35%	25 32%	19 31%	25 28%	11 28%	21 21%	10 19%	23 28%	17 33%	11 53%	25 28%	245 29%	52 33%
Mean score	3.4	3.3	3.7 a	3.6	3.5	3.2	3.0	3.5	3.3	3.2	3.5	3.9	3.9	3.3	3.6	3.6	2.7	3.2	3.4	3.2
Standard deviation	1.33	1.30	1.36	1.14	1.35	1.39	1.37	1.33	1.38	1.41	1.22	1.35	.95	1.60	1.21	.92	1.46	1.61	1.32	1.41
Standard error	.08	.10	.12	.22	.11	.12	.20	.16	.23	.29	.25	.36	.21	.65	.27	.25	.55	.34	.08	.22

Columns Tested: a,b - a,b,c - a,b,c,d,e,f,g,h,i,j,k,l,m,n

Survey of the Self-Employed

Q11_10. For which of the following reasons, if any, did you decide to be self-employed?

I am able to do a greater variety of work than if I wasn't self-employed

Base: All respondents

	Total	CURRENT WORK		TYPE OF BUSINESS			EDUCATION					LENGTH OF SELF-EMPLOYMENT				
		Work with spouse, relative or business partner	Work by themselves	Limited company	Partnership	Sole trader	Secondary school	University degree	Higher university degree	NET: Up to Secondary school	NET: University	Up to 3 years	3-6 years	6-10 years	10-15 years	More than 15 years
		a	b	a	b	c	a	b	c	d	e	a	b	c	d	e
Significance Level: 95%																
Unweighted Total	1003	103	900	126	41	807	455	403	130	458	533	156	196	174	172	305
Weighted Total	1003	96	907	134	38	801	472	383	134	475	517	185	207	173	165	273
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
1st choice	(1) 33 3%	3 4%	30 3%	8 6%	- -	25 3%	11 2%	14 4%	8 6%	11 2%	22 4%	6 3%	6 3%	4 2%	5 3%	13 5%
2nd choice	(2) 47 5%	5 5%	42 5%	6 5%	1 4%	37 5%	15 3%	20 5%	12 9%	16 3%	32 6%	11 6%	4 2%	5 3%	9 6%	18 7%
3rd choice	(3) 62 6%	4 5%	57 6%	16 12%	2 6%	43 5%	27 6%	24 6%	10 8%	27 6%	34 7%	6 3%	11 5%	15 9%	14 9%	15 6%
4th choice	(4) 75 7%	6 7%	68 8%	12 9%	1 3%	59 7%	36 8%	29 7%	10 8%	36 8%	39 8%	11 6%	18 9%	11 6%	9 5%	26 9%
5th choice	(5) 81 8%	12 12%	69 8%	9 7%	8 20%	61 8%	35 7%	31 8%	15 11%	35 7%	46 9%	12 6%	16 7%	16 9%	17 10%	21 8%
Not selected	705 70%	65 68%	640 71%	83 62%	26 67%	577 72%	348 74%	265 69%	79 59%	350 74%	344 67%	138 75%	153 74%	123 71%	111 67%	180 66%
NETS																
Net: Selected in top 3	142 14%	13 13%	129 14%	30 22%	4 10%	104 13%	53 11%	59 15%	29 22%	54 11%	88 17%	24 13%	21 10%	23 13%	28 17%	46 17%
Net: Selected in top 5	298 30%	31 32%	267 29%	51 38%	13 33%	225 28%	124 26%	118 31%	55 41%	125 26%	173 33%	47 25%	54 26%	50 29%	54 33%	92 34%
Mean score	3.4	3.6	3.4	3.1	4.2	3.4	3.6	3.3	3.2	3.5	3.3	3.2	3.6	3.6	3.4	3.3
Standard deviation	1.33	1.43	1.32	1.32	1.14	1.33	1.27	1.35	1.43	1.27	1.37	1.41	1.27	1.25	1.34	1.37
Standard error	.08	.25	.08	.19	.33	.09	.12	.12	.19	.12	.10	.21	.17	.17	.18	.14

Columns Tested: a, b - a, b, c - a, b, c, d, e - a, b, c, d, e

Survey of the Self-Employed

Q11_10. For which of the following reasons, if any, did you decide to be self-employed?

I am able to do a greater variety of work than if I wasn't self-employed

Base: All respondents

		AWARENESS OF IPSE			SOC				HAPPINESS IN SELF-EMPLOYMENT			WORKING PLANS		AWARENESS OF TAX DEDUCTIBLES FOR TRAINING		
		Know at least a little	Have at least heard of	Have never heard of	1-3	4-6	7-10	NET: 4-10	Happy	Neutral	Unhappy	Remain self-employed	Would consider or want to switch to work for someone else	Aware	Not aware	
		a	b	c	a	b	c	d	a	b	c	a	b	a	b	
Significance Level: 95%																
Unweighted Total		1003	58	192	811	513	291	199	490	808	148	38	727	225	261	742
Weighted Total		1003	64	202	801	501	300	201	501	800	159	35	702	243	254	749
		100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
1st choice	(1)	33 3%	5 7%	7 3%	27 3%	20 4%	10 3%	3 1%	13 3%	26 3%	6 4%	2 5%	27 4%	5 2%	12 5%	22 3%
2nd choice	(2)	47 5%	7 11%	14 7%	34 4%	24 5%	15 5%	9 4%	24 5%	39 5%	7 4%	1 4%	26 4%	19 8%	16 6%	31 4%
			c										a			
3rd choice	(3)	62 6%	6 9%	14 7%	47 6%	37 7%	19 6%	5 2%	24 5%	55 7%	6 4%	1 2%	41 6%	18 7%	18 7%	44 6%
					c		c									
4th choice	(4)	75 7%	7 11%	15 8%	60 7%	42 8%	15 5%	18 9%	33 6%	62 8%	12 7%	1 4%	53 8%	20 8%	15 6%	59 8%
5th choice	(5)	81 8%	1 1%	11 6%	69 9%	48 10%	20 7%	12 6%	33 6%	74 9%	5 3%	2 6%	50 7%	27 11%	21 8%	59 8%
				a						b						
Not selected		705 70%	39 61%	141 70%	565 70%	330 66%	221 73%	155 77%	376 75%	543 68%	125 78%	28 80%	504 72%	155 64%	171 67%	534 71%
							a	a	a		a		b			
NETS																
Net: Selected in top 3		142 14%	17 27%	35 17%	108 13%	81 16%	45 15%	16 8%	61 12%	121 15%	18 11%	4 10%	95 14%	41 17%	46 18%	96 13%
			c			c	c								b	
Net: Selected in top 5		298 30%	25 39%	61 30%	236 30%	172 34%	80 27%	46 23%	126 25%	256 32%	34 22%	7 20%	198 28%	88 36%	83 33%	215 29%
						bcd				b				a		
Mean score		3.4	2.7	3.2	3.5	3.4	3.2	3.6	3.4	3.5	3.1	3.1	3.4	3.5	3.2	3.5
Standard deviation		1.33	1.17	1.28	1.34	1.34	1.37	1.23	1.33	1.32	1.34	1.70	1.35	1.28	1.40	1.31
Standard error		.08	.24	.16	.09	.10	.15	.18	.12	.08	.23	.64	.09	.15	.15	.09

Columns Tested: a,b,c - a,b,c,d - a,b,c - a,b - a,b

Survey of the Self-Employed

Q11_10. For which of the following reasons, if any, did you decide to be self-employed?

I am able to do a greater variety of work than if I wasn't self-employed

Base: All respondents

	SELF-EMPLOYMENT SUPPORT/ADVICE AVAILABLE AT UNIVERSITY		AWARENESS OF MAKING TAX DIGITAL			CONCERN OVER BREXIT NEGOTIATIONS		CONCERN ABOUT SAVING FOR LATER LIFE		PENSION USAGE			IMPORTANCE OF SAVING FOR LATER LIFE		
	Total	To at least some extent	To no extent	Know at least a little about it	At least heard of it	Have not heard of it	Concerned	Not concerned	Concerned	Not concerned	Have used private/personal pension	Currently use private/personal pension	Have never saved through a private/personal pension	Important	Not important
	a	b	a	b	c	a	b	a	b	a	b	c	a	b	
Significance Level: 95%															
Unweighted Total	1003	63	327	309	514	489	537	403	662	300	510	339	475	856	107
Weighted Total	1003	69	319	304	492	511	546	389	668	289	452	311	531	855	101
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
1st choice (1)	33 3%	4 5%	11 4%	14 4%	20 4%	14 3%	18 3%	11 3%	22 3%	8 3%	18 4%	12 4%	15 3%	23 3%	9 9% a
2nd choice (2)	47 5%	5 7%	17 5%	22 7% c	31 6% c	16 3%	29 5%	18 5%	37 6%	9 3%	28 6%	19 6%	19 4%	42 5%	4 4%
3rd choice (3)	62 6%	7 10%	22 7%	24 8%	35 7%	27 5%	34 6%	24 6%	45 7%	14 5%	30 7%	22 7%	27 5%	54 6%	5 5%
4th choice (4)	75 7%	6 9%	29 9%	23 8%	36 7%	39 8%	37 7%	37 9%	57 8%	18 6%	37 8%	21 7%	37 7%	67 8%	4 4%
5th choice (5)	81 8%	5 7%	25 8%	33 11% c	48 10%	33 6%	47 9%	29 7%	52 8%	24 8%	48 11% c	34 11% c	33 6%	73 9%	4 4%
Not selected	705 70%	43 62%	214 67%	188 62%	323 66%	382 75% ab	380 70%	271 70%	455 68%	215 74%	291 64%	202 65%	401 75% ab	597 70%	76 75%
NETS															
Net: Selected in top 3	142 14%	15 22%	51 16%	60 20% c	85 17% c	57 11%	82 15%	52 13%	104 16% b	31 11%	76 17% c	54 17% c	61 12%	119 14%	17 17%
Net: Selected in top 5	298 30%	26 38%	105 33%	116 38% c	169 34% c	129 25%	166 30%	118 30%	212 32%	74 26%	160 36% c	108 35% c	130 25%	258 30%	25 25%
Mean score	3.4	3.1	3.4	3.3	3.4	3.5	3.4	3.5	3.4	3.6	3.4	3.4	3.4	3.5 b	2.7
Standard deviation	1.33	1.34	1.30	1.38	1.37	1.29	1.35	1.27	1.30	1.36	1.37	1.38	1.32	1.29	1.51
Standard error	.08	.27	.12	.13	.10	.11	.10	.12	.09	.15	.10	.13	.12	.08	.27

Columns Tested: a,b - a,b,c - a,b - a,b - a,b,c - a,b

Survey of the Self-Employed

Q11_11. For which of the following reasons, if any, did you decide to be self-employed?

It gives me the ability to waive my employment rights for more flexibility or pay

Base: All respondents

	Total	GENDER		AGE			REGION													
		Male	Female	18-34	35-54	55+	London	South East	South West	East Midlands	West Midlands	Eastern	North West	North East	Yorkshire and Humberside	Wales	Northern Ireland	Scotland	England	Devolved Nations
		a	b	a	b	c	a	b	c	d	e	f	g	h	i	j	*k	l	m	n
Significance Level: 95%																				
Unweighted Total	1003	587	412	93	485	425	146	195	108	81	74	52	95	34	88	42	14	74	873	130
Weighted Total	1003	678	320	201	468	334	140	201	80	60	90	40	100	50	80	50	20	90	843	160
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
1st choice	(1) 13 1%	6 1%	7 2%	4 2%	7 2%	1 *	1 *	1 *	* 1%	1 2%	4 4%	1 2%	- -	1 2%	* 1%	- -	- -	4 4%	10 1%	4 2%
2nd choice	(2) 9 1%	9 1%	1 *	2 1%	3 1%	4 1%	1 1%	1 1%	2 3%	- -	2 2%	1 3%	- -	- -	- -	1 3%	- -	- -	8 1%	1 1%
3rd choice	(3) 13 1%	11 2%	2 1%	- -	9 2%	5 1%	2 2%	2 1%	- -	2 3%	2 3%	- -	- -	- -	- -	- -	1 7%	3 4%	9 1%	5 3%
4th choice	(4) 13 1%	12 2%	1 *	- -	10 2%	3 1%	4 3%	3 1%	- -	- -	- -	- -	1 1%	- -	- -	2 3%	1 7%	2 3%	7 1%	5 3%
5th choice	(5) 19 2%	14 2%	6 2%	7 3%	10 2%	2 1%	2 2%	4 2%	1 1%	2 4%	2 2%	2 4%	1 1%	- -	- -	- -	1 7%	5 5%	13 2%	6 4%
Not selected	935 93%	628 93%	303 95%	187 93%	429 92%	319 95%	130 93%	190 95%	77 96%	55 91%	81 89%	37 91%	99 98%	49 98%	80 99%	47 94%	16 79%	76 84%	796 95%	139 87%
NETS																				
Net: Selected in top 3	36 4%	25 4%	10 3%	7 3%	19 4%	10 3%	4 3%	4 2%	3 4%	3 5%	8 9%	2 5%	- -	1 2%	* 1%	1 3%	1 7%	7 8%	26 3%	10 6%
Net: Selected in top 5	68 7%	51 7%	17 5%	13 7%	39 8%	15 5%	10 7%	11 5%	3 4%	5 9%	10 11%	4 9%	2 2%	1 2%	* 1%	3 6%	4 21%	14 16%	46 5%	22 13%
Mean score	3.2	3.4	2.8	3.2	3.3	3.0	3.5	3.6	2.4	3.4	2.4	3.2	4.4	1.0	1.0	3.1	4.0	3.3	3.1	3.4
Standard deviation	1.49	1.35	1.82	1.92	1.44	1.24	1.22	1.33	1.44	1.81	1.53	2.06	.76	-	-	1.20	.93	1.63	1.52	1.44
Standard error	.20	.21	.43	.79	.24	.30	.37	.42	.83	.69	.62	1.19	.54	-	-	.85	.54	.54	.23	.39

Columns Tested: a, b - a, b, c - a, b, c, d, e, f, g, h, i, j, k, l, m, n

Survey of the Self-Employed

Q11_11. For which of the following reasons, if any, did you decide to be self-employed?

It gives me the ability to waive my employment rights for more flexibility or pay

Base: All respondents

	Total	CURRENT WORK		TYPE OF BUSINESS			EDUCATION					LENGTH OF SELF-EMPLOYMENT				
		Work with spouse, relative or business partner	Work by themselves	Limited company	Partnership	Sole trader	Secondary school	University degree	Higher university degree	NET: Up to Secondary school	NET: University	Up to 3 years	3-6 years	6-10 years	10-15 years	More than 15 years
		a	b	a	b	c	a	b	c	d	e	a	b	c	d	e
Significance Level: 95%																
Unweighted Total	1003	103	900	126	41	807	455	403	130	458	533	156	196	174	172	305
Weighted Total	1003	96	907	134	38	801	472	383	134	475	517	185	207	173	165	273
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
1st choice	(1)	13	12	6	-	7	6	4	4	6	7	2	2	3	4	2
		1%	1%	5%	-	1%	1%	1%	3%	1%	1%	1%	1%	2%	3%	1%
				c												
2nd choice	(2)	9	9	4	-	5	4	4	1	4	5	-	2	3	3	1
		1%	1%	3%	-	1%	1%	1%	1%	1%	1%	-	1%	1%	2%	1%
				c												
3rd choice	(3)	13	13	2	-	11	7	3	3	7	6	2	2	3	1	6
		1%	1%	2%	-	1%	2%	1%	2%	2%	1%	1%	1%	2%	1%	2%
4th choice	(4)	13	12	3	1	7	5	4	4	5	8	4	2	2	1	5
		1%	1%	2%	4%	1%	1%	1%	3%	1%	1%	2%	1%	1%	1%	2%
5th choice	(5)	19	17	2	2	15	7	7	4	7	11	6	6	2	4	1
		2%	2%	2%	4%	2%	2%	2%	3%	2%	2%	3%	3%	1%	2%	*
				e								e	e			
Not selected		935	845	116	35	757	442	362	119	445	480	172	192	161	152	258
		93%	93%	87%	92%	94%	94%	94%	89%	94%	93%	93%	93%	93%	92%	94%
				a					c							
NETS																
Net: Selected in top 3		36	34	13	-	22	17	10	8	17	18	3	6	9	8	9
		4%	4%	9%	-	3%	4%	3%	6%	4%	4%	2%	3%	5%	5%	3%
				bc												
Net: Selected in top 5		68	62	18	3	45	30	21	15	30	37	13	15	12	13	15
		7%	7%	13%	8%	6%	6%	6%	11%	6%	7%	7%	7%	7%	8%	6%
				c					bd							
Mean score		3.2	3.2	2.5	4.5	3.4	3.1	3.3	3.2	3.1	3.3	4.0	3.6	2.7	2.8	3.1
Standard deviation		1.49	1.47	1.46	.60	1.45	1.47	1.54	1.53	1.47	1.52	1.35	1.55	1.42	1.74	1.18
Standard error		.20	.20	.39	.43	.23	.29	.34	.46	.29	.27	.39	.45	.43	.55	.33

Columns Tested: a,b - a,b,c - a,b,c,d,e - a,b,c,d,e

Survey of the Self-Employed

Q11_11. For which of the following reasons, if any, did you decide to be self-employed?

It gives me the ability to waive my employment rights for more flexibility or pay

Base: All respondents

		AWARENESS OF IPSE			SOC				HAPPINESS IN SELF-EMPLOYMENT			WORKING PLANS		AWARENESS OF TAX DEDUCTIBLES FOR TRAINING		
		Know at least a little	Have at least heard of	Have never heard of	1-3	4-6	7-10	NET: 4-10	Happy	Neutral	Unhappy	Remain self-employed	Would consider or want to switch to work for someone else	Aware	Not aware	
		a	b	c	a	b	c	d	a	b	c	a	b	a	b	
Significance Level: 95%																
Unweighted Total		1003	58	192	811	513	291	199	490	808	148	38	727	225	261	742
Weighted Total		1003	64	202	801	501	300	201	501	800	159	35	702	243	254	749
		100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
1st choice	(1)	13 1%	1 1%	2 1%	11 1%	7 1%	5 2%	1 1%	6 1%	13 2%	1 *	-	8 1%	3 1%	4 2%	9 1%
2nd choice	(2)	9 1%	- -	6 3%	3 *	2 *	4 1%	3 1%	7 1%	5 1%	4 2%	-	7 1%	2 1%	3 1%	6 1%
3rd choice	(3)	13 1%	2 4%	3 2%	10 1%	7 1%	5 2%	1 1%	6 1%	9 1%	3 2%	1 2%	7 1%	3 1%	5 2%	9 1%
4th choice	(4)	13 1%	3 5%	4 2%	8 1%	8 2%	2 1%	3 2%	5 1%	12 2%	1 1%	-	11 2%	2 1%	5 2%	8 1%
5th choice	(5)	19 2%	1 2%	4 2%	15 2%	9 2%	5 2%	4 2%	10 2%	16 2%	2 1%	-	16 2%	1 1%	2 1%	17 2%
Not selected		935 93%	56 88%	182 90%	754 94%	467 93%	280 93%	188 94%	468 93%	745 93%	149 94%	34 98%	653 93%	231 95%	235 93%	700 93%
NETS																
Net: Selected in top 3		36 4%	3 5%	12 6%	24 3%	17 3%	14 5%	5 2%	18 4%	27 3%	7 4%	1 2%	22 3%	9 4%	11 4%	24 3%
Net: Selected in top 5		68 7%	8 12%	20 10%	47 6%	34 7%	21 7%	13 6%	33 7%	55 7%	10 6%	1 2%	48 7%	12 5%	19 7%	49 7%
Mean score		3.2	3.6	3.1	3.3	3.3	2.9	3.6	3.2	3.3	3.0	3.0	3.4	2.7	2.9	3.3
Standard deviation		1.49	1.18	1.37	1.55	1.48	1.54	1.43	1.51	1.55	1.31	-	1.48	1.37	1.36	1.53
Standard error		.20	.45	.33	.24	.28	.37	.40	.28	.23	.41	-	.23	.38	.34	.24

Columns Tested: a,b,c - a,b,c,d - a,b,c - a,b - a,b

Survey of the Self-Employed

Q11_11. For which of the following reasons, if any, did you decide to be self-employed?

It gives me the ability to waive my employment rights for more flexibility or pay

Base: All respondents

	SELF-EMPLOYMENT SUPPORT/ADVICE AVAILABLE AT UNIVERSITY		AWARENESS OF MAKING TAX DIGITAL			CONCERN OVER BREXIT NEGOTIATIONS		CONCERN ABOUT SAVING FOR LATER LIFE		PENSION USAGE			IMPORTANCE OF SAVING FOR LATER LIFE		
	Total	To at least some extent	To no extent	Know at least a little about it	At least heard of it	Have not heard of it	Concerned	Not concerned	Concerned	Not concerned	Have used private/personal pension	Currently use private/personal pension	Have never saved through a private/personal pension	Important	Not important
	a	b	a	b	c	a	b	a	b	a	b	c	a	b	
Significance Level: 95%															
Unweighted Total	1003	63	327	309	514	489	537	403	662	300	510	339	475	856	107
Weighted Total	1003	69	319	304	492	511	546	389	668	289	452	311	531	855	101
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
1st choice (1)	13 1%	3 4%	4 1%	4 1%	7 1%	6 1%	5 1%	6 2%	11 2%	3 1%	5 1%	3 1%	8 2%	13 1%	1 1%
2nd choice (2)	9 1%	3 5%	2 1%	5 2%	6 1%	3 1%	5 1%	3 1%	9 1%	- -	2 1%	2 1%	7 1%	9 1%	- -
		b							b						
3rd choice (3)	13 1%	- -	3 1%	4 1%	4 1%	9 2%	5 1%	5 1%	8 1%	4 1%	3 1%	3 1%	10 2%	9 1%	3 3%
4th choice (4)	13 1%	3 4%	4 1%	4 1%	8 2%	5 1%	6 1%	5 1%	10 2%	2 1%	6 1%	8 2%	5 1%	12 1%	1 1%
5th choice (5)	19 2%	2 3%	7 2%	8 3%	11 2%	8 2%	6 1%	8 2%	10 2%	7 2%	6 1%	5 1%	13 2%	15 2%	2 2%
Not selected	935 93%	58 84%	298 94%	278 91%	456 93%	480 94%	518 95%	361 93%	620 93%	274 95%	429 95%	290 93%	488 92%	798 93%	94 93%
NETS															
Net: Selected in top 3	36 4%	6 9%	9 3%	13 4%	18 4%	18 4%	15 3%	14 4%	27 4%	7 2%	10 2%	8 3%	25 5%	31 4%	4 4%
		b											a		
Net: Selected in top 5	68 7%	11 16%	20 6%	26 9%	37 7%	31 6%	27 5%	28 7%	48 7%	15 5%	22 5%	20 7%	43 8%	57 7%	7 7%
		b											a		
Mean score	3.2	2.8	3.4	3.3	3.2	3.2	3.2	3.2	3.0	3.6	3.3	3.4	3.2	3.1	3.6
Standard deviation	1.49	1.57	1.59	1.52	1.54	1.45	1.43	1.56	1.48	1.53	1.54	1.36	1.51	1.52	1.26
Standard error	.20	.52	.40	.33	.28	.27	.30	.31	.24	.41	.34	.31	.25	.22	.51

Columns Tested: a,b - a,b,c - a,b - a,b - a,b,c - a,b

Survey of the Self-Employed

Q11_12. For which of the following reasons, if any, did you decide to be self-employed?

I prefer to work alone than in a team

Base: All respondents

	Total	GENDER		AGE			REGION													
		Male	Female	18-34	35-54	55+	London	South East	South West	East Midlands	West Midlands	Eastern	North West	North East	Yorkshire and Humberside	Wales	Northern Ireland	Scotland	England	Devolved Nations
		a	b	a	b	c	a	b	c	d	e	f	g	h	i	j	*k	l	m	n
Significance Level: 95%																				
Unweighted Total	1003	587	412	93	485	425	146	195	108	81	74	52	95	34	88	42	14	74	873	130
Weighted Total	1003	678	320	201	468	334	140	201	80	60	90	40	100	50	80	50	20	90	843	160
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
1st choice	(1) 42 4%	25 4%	17 5%	10 5%	14 3%	18 5%	5 3%	9 4%	3 4%	3 5%	1 1%	* 1%	7 7%	1 2%	4 5%	4 8%	- -	6 6%	32 4%	10 6%
2nd choice	(2) 45 4%	30 4%	14 5%	14 7%	17 4%	14 4%	2 1%	10 5%	1 2%	1 2%	1 1%	1 1%	10 10%	2 3%	4 5%	1 1%	1 7%	11 12%	32 4%	13 8%
3rd choice	(3) 43 4%	26 4%	17 5%	15 8%	14 3%	15 4%	1 *	12 6%	6 8%	3 5%	3 3%	1 3%	6 5%	1 3%	4 5%	1 2%	- -	5 6%	37 4%	6 4%
4th choice	(4) 44 4%	32 5%	12 4%	12 6%	19 4%	13 4%	6 5%	8 4%	2 3%	5 9%	8 9%	1 1%	2 2%	3 6%	2 3%	2 4%	- -	5 5%	37 4%	7 4%
5th choice	(5) 45 4%	30 4%	15 5%	7 4%	19 4%	18 6%	9 6%	4 2%	4 5%	2 4%	3 4%	3 6%	1 1%	6 11%	3 4%	1 2%	1 7%	7 8%	36 4%	9 6%
Not selected	784 78%	535 79%	244 76%	142 71%	386 82%	256 77%	118 84%	159 79%	63 79%	45 75%	75 83%	35 87%	74 74%	37 74%	62 77%	41 83%	17 86%	57 64%	668 79%	116 72%
NETS																				
Net: Selected in top 3	130 13%	81 12%	49 15%	39 20%	45 10%	46 14%	7 5%	30 15%	11 13%	7 12%	4 5%	2 5%	23 23%	4 8%	13 16%	6 12%	1 7%	21 24%	101 12%	29 18%
Net: Selected in top 5	219 22%	143 21%	75 24%	59 29%	83 18%	78 23%	22 16%	42 21%	17 21%	15 25%	15 17%	5 13%	26 26%	13 26%	18 23%	9 17%	3 14%	33 36%	174 21%	45 28%
Mean score	3.0	3.1	2.9	2.9	3.1	3.0	3.6	2.8	3.2	3.2	3.8	3.8	2.3	3.8	2.8	2.4	3.5	2.9	3.1	2.8
Standard deviation	1.41	1.40	1.44	1.28	1.44	1.50	1.61	1.28	1.41	1.39	.99	1.50	1.13	1.38	1.43	1.60	1.86	1.42	1.40	1.47
Standard error	.10	.13	.15	.25	.15	.15	.34	.21	.28	.33	.26	.57	.24	.44	.32	.61	1.31	.28	.11	.25

Columns Tested: a, b - a, b, c - a, b, c, d, e, f, g, h, i, j, k, l, m, n

Survey of the Self-Employed

Q11_12. For which of the following reasons, if any, did you decide to be self-employed?

I prefer to work alone than in a team

Base: All respondents

	Total	CURRENT WORK		TYPE OF BUSINESS			EDUCATION					LENGTH OF SELF-EMPLOYMENT				
		Work with spouse, relative or business partner	Work by themselves	Limited company	Partnership	Sole trader	Secondary school	University degree	Higher university degree	NET: Up to Secondary school	NET: University	Up to 3 years	3-6 years	6-10 years	10-15 years	More than 15 years
		a	b	a	b	c	a	b	c	d	e	a	b	c	d	e
Significance Level: 95%																
Unweighted Total	1003	103	900	126	41	807	455	403	130	458	533	156	196	174	172	305
Weighted Total	1003	96	907	134	38	801	472	383	134	475	517	185	207	173	165	273
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
1st choice	(1) 42 4%	2 2%	40 4%	2 1%	2 4%	38 5%	24 5%	10 3%	5 4%	24 5%	15 3%	8 4%	8 4%	11 6%	5 3%	11 4%
2nd choice	(2) 45 4%	1 1%	44 5%	2 2%	1 2%	39 5%	28 6% bce	12 3%	2 2%	28 6% e	14 3%	16 9% be	5 2%	7 4%	6 4%	11 4%
3rd choice	(3) 43 4%	1 2%	42 5%	5 4%	1 2%	36 4%	18 4%	19 5%	5 4%	19 4%	24 5%	4 2%	13 6%	12 7%	4 3%	10 4%
4th choice	(4) 44 4%	2 2%	42 5%	4 3%	- -	40 5%	21 5%	20 5%	2 2%	21 5%	22 4%	13 7% b	3 2%	10 5% b	6 4%	12 4%
5th choice	(5) 45 4%	4 5%	40 4%	2 1%	4 10% a	35 4%	24 5%	17 4%	4 3%	24 5%	21 4%	9 5%	13 6% c	3 2%	8 5%	12 4%
Not selected	784 78%	86 90% b	698 77%	120 89% c	31 82%	614 77%	356 75%	306 80%	115 86% ad	358 75%	421 81% ad	136 73%	164 79%	132 76%	135 82%	218 80%
NETS																
Net: Selected in top 3	130 13%	4 4%	126 14% a	9 6%	3 7%	113 14% a	71 15% e	41 11%	12 9%	72 15% e	53 10%	28 15%	27 13%	29 17% d	15 9%	32 12%
Net: Selected in top 5	219 22%	10 10%	209 23% a	14 11%	7 18%	188 23% a	116 25% ce	78 20%	19 14%	117 25% ce	96 19%	49 27%	43 21%	42 24%	30 18%	55 20%
Mean score	3.0	3.7	3.0	3.2	3.6	3.0	2.9	3.3	2.9	2.9	3.2	3.0	3.2	2.7	3.3	3.0
Standard deviation	1.41	1.54	1.40	1.20	1.86	1.41	1.45	1.32	1.53	1.44	1.36	1.39	1.48	1.29	1.48	1.45
Standard error	.10	.49	.10	.33	.70	.10	.14	.15	.37	.13	.14	.24	.23	.20	.27	.18

Columns Tested: a,b - a,b,c - a,b,c,d,e - a,b,c,d,e

Survey of the Self-Employed

Q11_12. For which of the following reasons, if any, did you decide to be self-employed?

I prefer to work alone than in a team

Base: All respondents

		AWARENESS OF IPSE			SOC				HAPPINESS IN SELF-EMPLOYMENT			WORKING PLANS		AWARENESS OF TAX DEDUCTIBLES FOR TRAINING		
		Know at least a little	Have at least heard of	Have never heard of	1-3	4-6	7-10	NET: 4-10	Happy	Neutral	Unhappy	Remain self-employed	Would consider or want to switch to work for someone else	Aware	Not aware	
		a	b	c	a	b	c	d	a	b	c	a	b	a	b	
Significance Level: 95%																
Unweighted Total		1003	58	192	811	513	291	199	490	808	148	38	727	225	261	742
Weighted Total		1003	64	202	801	501	300	201	501	800	159	35	702	243	254	749
		100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
1st choice	(1)	42	5	12	30	15	15	12	27	35	7	-	33	8	9	33
		4%	7%	6%	4%	3%	5%	6%	5%	4%	4%	-	5%	3%	4%	4%
2nd choice	(2)	45	4	6	38	22	14	8	23	33	10	1	35	3	8	36
		4%	6%	3%	5%	4%	5%	4%	5%	4%	6%	4%	5%	1%	3%	5%
												b				
3rd choice	(3)	43	2	10	34	21	13	9	22	34	10	-	29	11	8	36
		4%	4%	5%	4%	4%	4%	5%	4%	4%	6%	-	4%	5%	3%	5%
4th choice	(4)	44	2	7	37	24	11	10	20	34	8	1	32	8	11	33
		4%	3%	4%	5%	5%	4%	5%	4%	4%	5%	2%	5%	3%	4%	4%
5th choice	(5)	45	3	9	36	14	16	15	31	33	10	2	29	13	15	30
		4%	5%	4%	4%	3%	5%	7%	6%	4%	6%	5%	4%	5%	6%	4%
							a		a							
Not selected		784	47	158	626	405	231	148	379	631	114	31	544	199	202	582
		78%	75%	78%	78%	81%	77%	73%	76%	79%	71%	89%	78%	82%	80%	78%
						cd				b		b				
NETS																
Net: Selected in top 3		130	11	27	102	58	43	29	72	102	27	1	97	22	26	104
		13%	17%	14%	13%	12%	14%	14%	14%	13%	17%	4%	14%	9%	10%	14%
											c					
Net: Selected in top 5		219	16	44	175	96	69	53	123	168	45	4	158	44	51	168
		22%	25%	22%	22%	19%	23%	27%	24%	21%	29%	11%	22%	18%	20%	22%
							a		a		ac					
Mean score		3.0	2.7	2.9	3.1	3.0	3.0	3.1	3.0	3.0	3.1	3.7	2.9	3.3	3.3	3.0
Standard deviation		1.41	1.53	1.49	1.40	1.31	1.48	1.52	1.50	1.42	1.40	1.59	1.42	1.47	1.50	1.39
Standard error		.10	.40	.23	.11	.13	.18	.22	.14	.11	.24	.65	.11	.24	.20	.11

Columns Tested: a,b,c - a,b,c,d - a,b,c - a,b - a,b

Survey of the Self-Employed

Q11_12. For which of the following reasons, if any, did you decide to be self-employed?

I prefer to work alone than in a team

Base: All respondents

	SELF-EMPLOYMENT SUPPORT/ADVICE AVAILABLE AT UNIVERSITY		AWARENESS OF MAKING TAX DIGITAL			CONCERN OVER BREXIT NEGOTIATIONS		CONCERN ABOUT SAVING FOR LATER LIFE		PENSION USAGE			IMPORTANCE OF SAVING FOR LATER LIFE		
	Total	To at least some extent	To no extent	Know at least a little about it	At least heard of it	Have not heard of it	Concerned	Not concerned	Concerned	Not concerned	Have used private/personal pension	Currently use private/personal pension	Have never saved through a private/personal pension	Important	Not important
	a	b	a	b	c	a	b	a	b	a	b	c	a	b	
Significance Level: 95%															
Unweighted Total	1003	63	327	309	514	489	537	403	662	300	510	339	475	856	107
Weighted Total	1003	69	319	304	492	511	546	389	668	289	452	311	531	855	101
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
1st choice (1)	42 4%	4 6%	9 3%	15 5%	21 4%	21 4%	26 5%	14 4%	23 3%	15 5%	17 4%	8 2%	25 5%	31 4%	6 6%
2nd choice (2)	45 4%	4 6%	9 3%	13 4%	18 4%	26 5%	25 5%	16 4%	33 5%	9 3%	11 2%	8 3%	33 6% ab	38 4%	3 3%
3rd choice (3)	43 4%	1 1%	19 6%	16 5%	25 5%	19 4%	21 4%	18 5%	33 5%	8 3%	14 3%	10 3%	28 5%	35 4%	4 4%
4th choice (4)	44 4%	-	18 6%	13 4%	18 4%	26 5%	21 4%	15 4%	26 4%	14 5%	17 4%	11 4%	28 5%	38 4%	3 3%
5th choice (5)	45 4%	5 7%	8 3%	16 5%	26 5%	19 4%	17 3%	24 6% a	29 4%	14 5%	19 4%	14 5%	24 4%	33 4%	10 10% a
Not selected	784 78%	55 80%	256 80%	231 76%	385 78%	399 78%	436 80%	302 78%	523 78%	229 79%	374 83% c	260 84% c	393 74%	680 79%	74 73%
NETS															
Net: Selected in top 3	130 13%	9 13%	36 11%	44 15%	64 13%	66 13%	72 13%	48 12%	89 13%	32 11%	42 9%	26 8%	86 16% ab	105 12%	14 14%
Net: Selected in top 5	219 22%	14 20%	63 20%	73 24%	108 22%	111 22%	110 20%	87 22%	144 22%	60 21%	77 17%	51 16%	137 26% ab	175 21%	28 27%
Mean score	3.0	2.8	3.1	3.0	3.1	3.0	2.8	3.2 a	3.0	3.0	3.1	3.3	2.9	3.0	3.3
Standard deviation	1.41	1.78	1.25	1.44	1.45	1.39	1.39	1.44	1.37	1.54	1.49	1.42	1.37	1.38	1.63
Standard error	.10	.51	.17	.17	.14	.14	.14	.15	.12	.19	.16	.19	.13	.11	.31

Columns Tested: a,b - a,b,c - a,b - a,b - a,b,c - a,b

Survey of the Self-Employed

Q11_13. For which of the following reasons, if any, did you decide to be self-employed?

I do not enjoy dealing with bureaucracy and office politics

Base: All respondents

	Total	GENDER		AGE			REGION													
		Male	Female	18-34	35-54	55+	London	South East	South West	East Midlands	West Midlands	Eastern	North West	North East	Yorkshire and Humberside	Wales	Northern Ireland	Scotland	England	Devolved Nations
		a	b	a	b	c	a	b	c	d	e	f	g	h	i	j	*k	l	m	n
Significance Level: 95%																				
Unweighted Total	1003	587	412	93	485	425	146	195	108	81	74	52	95	34	88	42	14	74	873	130
Weighted Total	1003	678	320	201	468	334	140	201	80	60	90	40	100	50	80	50	20	90	843	160
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
1st choice	(1) 50 5%	33 5%	16 5%	6 3%	25 5%	18 5%	4 3%	10 5%	3 4%	2 3%	10 12%	2 5%	5 4%	1 2%	4 5%	1 3%	1 4%	5 5%	42 5%	7 4%
2nd choice	(2) 49 5%	36 5%	13 4%	14 7%	21 4%	14 4%	10 7%	9 4%	5 6%	1 2%	2 2%	2 5%	7 7%	1 2%	5 7%	- -	1 7%	5 6%	42 5%	7 4%
3rd choice	(3) 52 5%	38 6%	13 4%	7 3%	33 7%	12 4%	13 9%	10 5%	2 2%	2 4%	5 5%	1 2%	4 4%	5 9%	5 7%	3 5%	- -	2 2%	47 6%	4 3%
4th choice	(4) 50 5%	39 6%	10 3%	7 3%	23 5%	20 6%	8 6%	10 5%	5 7%	1 1%	8 9%	1 2%	3 3%	4 9%	4 4%	1 2%	- -	4 5%	44 5%	5 3%
5th choice	(5) 61 6%	42 6%	20 6%	12 6%	27 6%	22 7%	10 7%	9 4%	4 6%	3 5%	6 7%	4 9%	6 6%	2 5%	6 8%	3 6%	2 8%	7 7%	50 6%	11 7%
Not selected	742 74%	490 72%	248 77%	155 77%	339 72%	248 74%	95 67%	153 76%	60 75%	51 85%	59 66%	31 77%	75 74%	36 73%	56 70%	42 84%	16 81%	68 75%	616 73%	126 79%
NETS																				
Net: Selected in top 3	150 15%	107 16%	42 13%	27 13%	79 17%	44 13%	28 20%	29 15%	10 13%	5 9%	17 19%	5 11%	16 16%	7 13%	15 18%	4 8%	2 11%	12 13%	132 16%	18 11%
Net: Selected in top 5	261 26%	188 28%	72 23%	46 23%	129 28%	86 26%	46 33%	48 24%	20 25%	9 15%	31 34%	9 23%	26 26%	14 27%	24 30%	8 16%	4 19%	22 25%	227 27%	34 21%
Mean score	3.1	3.1	3.1	3.1	3.0	3.2	3.2	2.9	3.1	3.2	2.9	3.3	3.0	3.5	3.1	3.5	3.1	3.1	3.1	3.2
Standard deviation	1.44	1.41	1.53	1.44	1.41	1.50	1.28	1.43	1.48	1.60	1.58	1.74	1.47	1.16	1.46	1.54	1.97	1.60	1.42	1.58
Standard error	.09	.11	.15	.31	.12	.15	.19	.21	.30	.44	.32	.45	.30	.37	.30	.58	1.14	.36	.09	.29

Columns Tested: a, b - a,b,c - a,b,c,d,e,f,g,h,i,j,k,l,m,n

Survey of the Self-Employed

Q11_13. For which of the following reasons, if any, did you decide to be self-employed?

I do not enjoy dealing with bureaucracy and office politics

Base: All respondents

	Total	CURRENT WORK		TYPE OF BUSINESS			EDUCATION					LENGTH OF SELF-EMPLOYMENT				
		Work with spouse, relative or business partner	Work by themselves	Limited company	Partnership	Sole trader	Secondary school	University degree	Higher university degree	NET: Up to Secondary school	NET: University	Up to 3 years	3-6 years	6-10 years	10-15 years	More than 15 years
		a	b	a	b	c	a	b	c	d	e	a	b	c	d	e
Significance Level: 95%																
Unweighted Total	1003	103	900	126	41	807	455	403	130	458	533	156	196	174	172	305
Weighted Total	1003	96	907	134	38	801	472	383	134	475	517	185	207	173	165	273
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
1st choice	(1) 50 5%	9 9%	41 4%	10 7%	3 9%	35 4%	21 4%	20 5%	8 6%	22 5%	28 5%	5 3%	6 3%	16 9%	15 9%	7 3%
		b												abe	abe	
2nd choice	(2) 49 5%	6 6%	43 5%	9 7%	1 2%	39 5%	11 2%	24 6%	12 9%	11 2%	37 7%	11 6%	7 4%	10 6%	7 4%	13 5%
								ad	ad		ad					
3rd choice	(3) 52 5%	2 2%	50 5%	7 5%	1 2%	42 5%	16 3%	23 6%	11 8%	16 3%	34 6%	11 6%	9 4%	6 4%	12 7%	13 5%
									ad		ad					
4th choice	(4) 50 5%	6 6%	44 5%	8 6%	1 1%	40 5%	22 5%	23 6%	3 2%	23 5%	26 5%	6 3%	9 4%	6 3%	5 3%	24 9%
																acd
5th choice	(5) 61 6%	4 4%	58 6%	7 5%	- -	53 7%	26 5%	25 6%	10 8%	26 5%	35 7%	4 2%	12 6%	14 8%	15 9%	16 6%
														a	a	
Not selected	742 74%	70 73%	672 74%	94 70%	33 86%	592 74%	376 80%	268 70%	90 67%	377 79%	358 69%	148 80%	163 79%	121 70%	110 67%	200 73%
					a		bce			bce		cd	cd			
NETS																
Net: Selected in top 3	150 15%	16 17%	134 15%	26 19%	5 12%	116 14%	48 10%	68 18%	31 23%	49 10%	98 19%	27 15%	22 11%	33 19%	35 21%	33 12%
								ad	ad		ad			be	be	
Net: Selected in top 5	261 26%	26 27%	235 26%	41 30%	5 14%	209 26%	96 20%	116 30%	44 33%	98 21%	159 31%	37 20%	44 21%	52 30%	55 33%	73 27%
				b				ad	ad		ad			ab	ab	
Mean score	3.1	2.6	3.1	2.8	1.7	3.2	3.2	3.1	2.9	3.2	3.0	2.8	3.3	2.8	2.9	3.4
																ac
Standard deviation	1.44	1.52	1.43	1.46	1.17	1.43	1.50	1.41	1.43	1.51	1.41	1.18	1.40	1.63	1.58	1.28
Standard error	.09	.29	.09	.24	.48	.10	.15	.13	.22	.15	.11	.20	.22	.23	.22	.14

Columns Tested: a,b - a,b,c - a,b,c,d,e - a,b,c,d,e

Survey of the Self-Employed

Q11_13. For which of the following reasons, if any, did you decide to be self-employed?

I do not enjoy dealing with bureaucracy and office politics

Base: All respondents

		AWARENESS OF IPSE			SOC				HAPPINESS IN SELF-EMPLOYMENT			WORKING PLANS		AWARENESS OF TAX DEDUCTIBLES FOR TRAINING		
		Know at least a little	Have at least heard of	Have never heard of	1-3	4-6	7-10	NET: 4-10	Happy	Neutral	Unhappy	Remain self-employed	Would consider or want to switch to work for someone else	Aware	Not aware	
		a	b	c	a	b	c	d	a	b	c	a	b	a	b	
Significance Level: 95%																
Unweighted Total		1003	58	192	811	513	291	199	490	808	148	38	727	225	261	742
Weighted Total		1003	64	202	801	501	300	201	501	800	159	35	702	243	254	749
		100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
1st choice	(1)	50 5%	5 7%	12 6%	38 5%	27 5%	16 5%	7 3%	23 4%	41 5%	6 4%	2 6%	25 4%	17 7% a	16 6%	33 4%
2nd choice	(2)	49 5%	5 8%	16 8% c	33 4%	30 6%	10 3%	9 5%	19 4%	42 5%	6 4%	1 2%	33 5%	11 4%	9 3%	40 5%
3rd choice	(3)	52 5%	- -	5 2%	47 6%	30 6%	15 5%	6 3%	21 4%	39 5%	8 5%	3 8%	37 5%	11 5%	14 6%	37 5%
4th choice	(4)	50 5%	3 5%	11 5%	38 5%	30 6%	13 4%	7 3%	19 4%	41 5%	8 5%	1 2%	32 5%	14 6%	10 4%	40 5%
5th choice	(5)	61 6%	3 4%	11 5%	51 6%	34 7% b	9 3%	19 9% b	28 6%	44 6%	15 9%	3 8%	45 6%	12 5%	8 3%	53 7% a
Not selected		742 74%	48 75%	147 73%	595 74%	350 70%	239 79% a	153 76%	392 78% a	593 74%	117 73%	26 75%	530 76%	178 73%	196 77%	546 73%
NETS																
Net: Selected in top 3		150 15%	10 15%	33 16%	117 15%	88 17% cd	40 13%	22 11%	62 12%	121 15%	20 12%	6 16%	95 14%	39 16%	39 15%	111 15%
Net: Selected in top 5		261 26%	16 25%	54 27%	207 26%	152 30% bd	62 21%	48 24%	109 22%	206 26%	43 27%	9 25%	171 24%	65 27%	58 23%	203 27%
Mean score		3.1	2.7	2.9	3.2	3.1	2.8	3.5 b	3.1	3.0	3.5	3.1	3.2	2.9	2.8	3.2 a
Standard deviation		1.44	1.56	1.47	1.43	1.42	1.40	1.53	1.48	1.43	1.45	1.61	1.40	1.49	1.42	1.44
Standard error		.09	.40	.21	.10	.12	.18	.22	.14	.10	.23	.49	.11	.19	.18	.10

Columns Tested: a,b,c - a,b,c,d - a,b,c - a,b - a,b

Survey of the Self-Employed

Q11_13. For which of the following reasons, if any, did you decide to be self-employed?

I do not enjoy dealing with bureaucracy and office politics

Base: All respondents

	SELF-EMPLOYMENT SUPPORT/ADVICE AVAILABLE AT UNIVERSITY		AWARENESS OF MAKING TAX DIGITAL			CONCERN OVER BREXIT NEGOTIATIONS		CONCERN ABOUT SAVING FOR LATER LIFE		PENSION USAGE			IMPORTANCE OF SAVING FOR LATER LIFE		
	Total	To at least some extent	To no extent	Know at least a little about it	At least heard of it	Have not heard of it	Concerned	Not concerned	Concerned	Not concerned	Have used private/personal pension	Currently use private/personal pension	Have never saved through a private/personal pension	Important	Not important
	a	b	a	b	c	a	b	a	b	a	b	c	a	b	
Significance Level: 95%															
Unweighted Total	1003	63	327	309	514	489	537	403	662	300	510	339	475	856	107
Weighted Total	1003	69	319	304	492	511	546	389	668	289	452	311	531	855	101
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
1st choice (1)	50 5%	4 6%	15 5%	18 6%	29 6%	21 4%	27 5%	17 4%	28 4%	17 6%	25 5%	12 4%	25 5%	37 4%	7 7%
2nd choice (2)	49 5%	2 3%	32 10%	14 5%	27 6%	22 4%	30 5%	19 5%	35 5%	14 5%	28 6%	19 6%	21 4%	42 5%	5 5%
3rd choice (3)	52 5%	6 8%	19 6%	13 4%	25 5%	27 5%	27 5%	23 6%	33 5%	14 5%	18 4%	7 2%	33 6%	40 5%	8 8%
4th choice (4)	50 5%	2 3%	16 5%	15 5%	26 5%	24 5%	27 5%	21 5%	30 4%	17 6%	27 6%	24 8%	17 3%	44 5%	3 3%
5th choice (5)	61 6%	5 7%	21 6%	17 5%	33 7%	29 6%	36 7%	21 5%	50 7%	12 4%	31 7%	19 6%	31 6%	54 6%	7 7%
Not selected	742 74%	51 73%	216 68%	228 75%	353 72%	389 76%	399 73%	288 74%	492 74%	216 75%	324 72%	230 74%	404 76%	638 75%	72 71%
NETS															
Net: Selected in top 3	150 15%	12 17%	67 21%	45 15%	81 16%	69 14%	83 15%	59 15%	97 14%	45 16%	70 16%	38 12%	78 15%	120 14%	20 20%
Net: Selected in top 5	261 26%	19 27%	103 32%	76 25%	139 28%	122 24%	146 27%	101 26%	176 26%	73 25%	128 28%	81 26%	126 24%	218 25%	29 29%
Mean score	3.1	3.1	2.9	3.0	3.0	3.1	3.1	3.1	3.2	2.9	3.1	3.2	3.1	3.2	2.9
Standard deviation	1.44	1.49	1.37	1.48	1.47	1.41	1.45	1.38	1.45	1.41	1.47	1.43	1.44	1.43	1.48
Standard error	.09	.37	.13	.17	.13	.13	.12	.14	.11	.16	.12	.15	.14	.10	.26

Columns Tested: a,b - a,b,c - a,b - a,b - a,b,c - a,b

Survey of the Self-Employed

Q11_14. For which of the following reasons, if any, did you decide to be self-employed?

Self-employment is typical in my sector

Base: All respondents

	Total	GENDER		AGE			REGION													
		Male	Female	18-34	35-54	55+	London	South East	South West	East Midlands	West Midlands	Eastern	North West	North East	Yorkshire and Humberside	Wales	Northern Ireland	Scotland	England	Devolved Nations
		a	b	a	b	c	a	b	c	d	e	f	g	h	i	j	*k	l	m	n
Significance Level: 95%																				
Unweighted Total	1003	587	412	93	485	425	146	195	108	81	74	52	95	34	88	42	14	74	873	130
Weighted Total	1003	678	320	201	468	334	140	201	80	60	90	40	100	50	80	50	20	90	843	160
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
1st choice	(1) 88 9%	64 9%	21 7%	20 10%	39 8%	29 9%	24 17%	20 10%	7 8%	4 7%	4 4%	3 7%	4 4%	3 6%	5 6%	5 10%	2 9%	8 9%	73 9%	15 9%
2nd choice	(2) 51 5%	34 5%	17 5%	15 7%	27 6%	10 3%	9 7%	14 7%	4 5%	3 6%	6 6%	* 1%	1 1%	3 6%	4 4%	2 4%	1 7%	4 4%	44 5%	7 4%
3rd choice	(3) 52 5%	37 5%	14 4%	7 3%	23 5%	22 6%	11 8%	10 5%	6 7%	6 10%	2 2%	2 5%	4 4%	- -	3 4%	1 3%	1 5%	6 6%	44 5%	8 5%
4th choice	(4) 40 4%	27 4%	12 4%	13 7%	17 4%	9 3%	4 3%	6 3%	7 9%	2 3%	6 7%	2 4%	5 5%	- -	2 2%	- -	- -	6 7%	33 4%	6 4%
5th choice	(5) 57 6%	45 7%	12 4%	2 1%	34 7%	21 6%	8 6%	11 5%	5 6%	3 5%	7 8%	4 11%	5 5%	6 11%	1 2%	4 8%	- -	3 4%	50 6%	7 4%
Not selected	716 71%	471 69%	243 76%	144 72%	328 70%	244 73%	84 60%	141 71%	51 64%	41 69%	66 73%	29 72%	82 82%	39 77%	66 82%	38 76%	16 79%	63 70%	599 71%	117 73%
NETS																				
Net: Selected in top 3	190 19%	135 20%	53 16%	41 21%	89 19%	60 18%	44 32%	43 21%	17 21%	14 23%	11 12%	5 13%	9 9%	6 12%	11 14%	8 16%	4 21%	18 20%	160 19%	30 19%
Net: Selected in top 5	287 29%	207 31%	77 24%	57 28%	140 30%	90 27%	56 40%	59 29%	29 36%	19 31%	24 27%	11 28%	19 18%	12 23%	14 18%	12 24%	4 21%	27 30%	244 29%	44 27%
Mean score	2.7	2.8	2.7	2.4	2.8	2.8	2.3	2.6	3.0 a	2.8	3.3	3.4	3.3	3.2	2.4	2.7	1.8	2.7	2.8	2.6
Standard deviation	1.51	1.54	1.43	1.29	1.55	1.55	1.45	1.48	1.44	1.39	1.49	1.68	1.52	1.86	1.36	1.80	.90	1.43	1.51	1.50
Standard error	.09	.11	.14	.26	.13	.14	.20	.20	.24	.28	.35	.46	.33	.70	.32	.54	.52	.30	.10	.25

Columns Tested: a,b - a,b,c - a,b,c,d,e,f,g,h,i,j,k,l,m,n

Survey of the Self-Employed

Q11_14. For which of the following reasons, if any, did you decide to be self-employed?

Self-employment is typical in my sector

Base: All respondents

	Total	CURRENT WORK		TYPE OF BUSINESS			EDUCATION					LENGTH OF SELF-EMPLOYMENT				
		Work with spouse, relative or business partner	Work by themselves	Limited company	Partnership	Sole trader	Secondary school	University degree	Higher university degree	NET: Up to Secondary school	NET: University	Up to 3 years	3-6 years	6-10 years	10-15 years	More than 15 years
		a	b	a	b	c	a	b	c	d	e	a	b	c	d	e
Significance Level: 95%																
Unweighted Total	1003	103	900	126	41	807	455	403	130	458	533	156	196	174	172	305
Weighted Total	1003	96	907	134	38	801	472	383	134	475	517	185	207	173	165	273
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
1st choice	(1) 88 9%	12 13%	75 8%	10 7%	4 11%	71 9%	30 6%	43 11% ad	14 11%	30 6%	57 11% ad	3 2%	18 9% a	23 13% ad	10 6% a	34 12% ad
2nd choice	(2) 51 5%	3 3%	49 5%	8 6%	1 3%	42 5%	28 6%	13 3%	9 7%	28 6%	22 4%	5 3%	11 5%	6 3%	9 5%	21 8% ac
3rd choice	(3) 52 5%	5 5%	47 5%	8 6%	1 4%	43 5%	29 6%	15 4%	6 4%	29 6%	21 4%	6 3%	6 3%	11 6%	5 3%	23 9% abd
4th choice	(4) 40 4%	2 2%	38 4%	6 4%	- -	32 4%	20 4%	17 4%	3 2%	20 4%	20 4%	4 2%	10 5%	8 5%	4 2%	14 5%
5th choice	(5) 57 6%	7 8%	50 5%	8 6%	2 5%	45 6%	28 6%	23 6%	6 4%	28 6%	29 6%	4 2%	8 4%	9 5%	17 10% ab	18 7% a
Not selected	716 71%	67 70%	649 72%	95 71%	30 77%	569 71%	337 71%	273 71%	96 72%	340 72%	369 71%	163 88% bcde	153 74% e	117 68%	119 72% e	163 60%
NETS																
Net: Selected in top 3	190 19%	20 20%	171 19%	25 19%	7 18%	155 19%	87 19%	70 18%	29 22%	87 18%	100 19%	14 7%	35 17% a	39 22% a	24 15% a	78 29% abd
Net: Selected in top 5	287 29%	29 30%	258 28%	40 29%	9 23%	232 29%	135 29%	110 29%	38 28%	135 28%	148 29%	22 12%	54 26% a	56 32% a	46 28% a	110 40% abd
Mean score	2.7	2.6	2.8	2.9	2.3	2.7	2.9	2.7	2.4	2.9	2.6	3.1	2.6	2.6	3.2 ce	2.6
Standard deviation	1.51	1.68	1.49	1.49	1.66	1.50	1.44	1.60	1.46	1.44	1.57	1.33	1.51	1.54	1.64	1.45
Standard error	.09	.31	.09	.27	.50	.10	.13	.15	.23	.13	.13	.29	.23	.21	.24	.13

Columns Tested: a,b - a,b,c - a,b,c,d,e - a,b,c,d,e

Survey of the Self-Employed

Q11_14. For which of the following reasons, if any, did you decide to be self-employed?

Self-employment is typical in my sector

Base: All respondents

		AWARENESS OF IPSE			SOC				HAPPINESS IN SELF-EMPLOYMENT			WORKING PLANS		AWARENESS OF TAX DEDUCTIBLES FOR TRAINING		
		Know at least a little	Have at least heard of	Have never heard of	1-3	4-6	7-10	NET: 4-10	Happy	Neutral	Unhappy	Remain self-employed	Would consider or want to switch to work for someone else	Aware	Not aware	
		a	b	c	a	b	c	d	a	b	c	a	b	a	b	
Significance Level: 95%																
Unweighted Total		1003	58	192	811	513	291	199	490	808	148	38	727	225	261	742
Weighted Total		1003	64	202	801	501	300	201	501	800	159	35	702	243	254	749
		100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
1st choice	(1)	88	4	11	76	47	31	9	40	77	9	2	66	17	19	69
		9%	6%	6%	10%	9%	10%	5%	8%	10%	6%	5%	9%	7%	7%	9%
						c	c									
2nd choice	(2)	51	4	6	45	21	23	8	30	42	6	2	41	7	9	42
		5%	6%	3%	6%	4%	8%	4%	6%	5%	4%	6%	6%	3%	4%	6%
							a									
3rd choice	(3)	52	2	10	42	23	20	8	29	42	6	3	38	10	17	34
		5%	4%	5%	5%	5%	7%	4%	6%	5%	3%	9%	5%	4%	7%	5%
4th choice	(4)	40	2	7	33	14	20	6	26	32	8	-	25	8	12	27
		4%	3%	4%	4%	3%	7%	3%	5%	4%	5%	-	4%	3%	5%	4%
							a									
5th choice	(5)	57	5	8	49	28	16	13	29	48	7	2	42	10	18	39
		6%	8%	4%	6%	6%	5%	7%	6%	6%	4%	5%	6%	4%	7%	5%
Not selected		716	48	160	556	368	191	157	348	559	124	26	490	191	178	537
		71%	75%	79%	69%	73%	64%	78%	69%	70%	78%	75%	70%	79%	70%	72%
				c		b		bd			a		a			
NETS																
Net: Selected in top 3		190	9	27	163	91	74	25	99	161	21	7	145	34	45	145
		19%	15%	14%	20%	18%	25%	13%	20%	20%	13%	20%	21%	14%	18%	19%
					b		ac		c	b			b			
Net: Selected in top 5		287	16	42	245	133	109	45	154	241	35	9	212	52	75	212
		29%	25%	21%	31%	27%	36%	22%	31%	30%	22%	25%	30%	21%	30%	28%
					b		ac		c	b			b			
Mean score		2.7	3.1	2.8	2.7	2.7	2.7	3.1	2.8	2.7	2.9	2.7	2.7	2.7	3.0	2.7
Standard deviation		1.51	1.61	1.47	1.52	1.56	1.42	1.54	1.46	1.52	1.51	1.41	1.50	1.53	1.50	1.50
Standard error		.09	.39	.22	.10	.13	.15	.23	.12	.10	.26	.47	.10	.22	.17	.11

Columns Tested: a,b,c - a,b,c,d - a,b,c - a,b - a,b

Survey of the Self-Employed

Q11_14. For which of the following reasons, if any, did you decide to be self-employed?

Self-employment is typical in my sector

Base: All respondents

	SELF-EMPLOYMENT SUPPORT/ADVICE AVAILABLE AT UNIVERSITY		AWARENESS OF MAKING TAX DIGITAL			CONCERN OVER BREXIT NEGOTIATIONS		CONCERN ABOUT SAVING FOR LATER LIFE		PENSION USAGE			IMPORTANCE OF SAVING FOR LATER LIFE		
	Total	To at least some extent	To no extent	Know at least a little about it	At least heard of it	Have not heard of it	Concerned	Not concerned	Concerned	Not concerned	Have used private/personal pension	Currently use private/personal pension	Have never saved through a private/personal pension	Important	Not important
	a	b	a	b	c	a	b	a	b	a	b	c	a	b	
Significance Level: 95%															
Unweighted Total	1003	63	327	309	514	489	537	403	662	300	510	339	475	856	107
Weighted Total	1003	69	319	304	492	511	546	389	668	289	452	311	531	855	101
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
1st choice (1)	88 9%	11 16%	35 11%	23 8%	34 7%	54 11%	51 9%	33 8%	63 9%	22 8%	43 10%	35 11%	43 8%	82 10%	5 5%
2nd choice (2)	51 5%	3 4%	11 3%	14 5%	21 4%	30 6%	19 3%	25 6%	32 5%	16 6%	18 4%	15 5%	31 6%	41 5%	5 5%
3rd choice (3)	52 5%	4 5%	11 4%	13 4%	24 5%	27 5%	26 5%	21 5%	39 6%	11 4%	23 5%	20 6%	27 5%	44 5%	6 6%
4th choice (4)	40 4%	2 3%	15 5%	7 2%	11 2%	29 6%	24 4%	11 3%	25 4%	13 4%	11 2%	10 3%	27 5%	31 4%	7 7%
5th choice (5)	57 6%	1 2%	16 5%	20 7%	35 7%	22 4%	28 5%	22 6%	37 6%	14 5%	25 6%	16 5%	31 6%	46 5%	5 5%
Not selected	716 71%	48 70%	231 72%	227 75%	367 75%	349 68%	398 73%	277 71%	472 71%	213 74%	330 73%	215 69%	372 70%	612 72%	73 72%
NETS															
Net: Selected in top 3	190 19%	17 25%	57 18%	50 16%	79 16%	111 22%	96 18%	79 20%	134 20%	49 17%	85 19%	70 22%	101 19%	167 20%	16 16%
Net: Selected in top 5	287 29%	21 30%	88 28%	77 25%	125 25%	162 32%	148 27%	112 29%	196 29%	76 26%	121 27%	95 31%	159 30%	243 28%	28 28%
Mean score	2.7	2.1	2.6	2.8	2.9	2.6	2.7	2.7	2.7	2.7	2.6	2.5	2.8	2.7	3.1
Standard deviation	1.51	1.36	1.58	1.59	1.57	1.44	1.54	1.48	1.50	1.49	1.55	1.48	1.49	1.51	1.38
Standard error	.09	.29	.17	.18	.13	.12	.13	.14	.11	.17	.13	.15	.12	.10	.24

Columns Tested: a,b - a,b,c - a,b - a,b - a,b,c - a,b

Survey of the Self-Employed

Q11_15. For which of the following reasons, if any, did you decide to be self-employed?

Other

Base: All respondents

		GENDER		AGE			REGION														
		Total	Male	Female	18-34	35-54	55+	London	South East	South West	East Midlands	West Midlands	Eastern	North West	North East	Yorkshire and Humberside	Wales	Northern Ireland	Scotland	England	Devolved Nations
		a	b	a	b	c	a	b	c	d	e	f	g	h	i	j	*k	l	m	n	
Significance Level: 95%																					
Unweighted Total		1003	587	412	93	485	425	146	195	108	81	74	52	95	34	88	42	14	74	873	130
Weighted Total		1003	678	320	201	468	334	140	201	80	60	90	40	100	50	80	50	20	90	843	160
		100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
1st choice	(1)	27 3%	14 2%	13 4%	9 4%	13 3%	6 2%	4 3%	2 1%	5 7%	3 5%	- -	3 7%	3 3%	- -	1 1%	2 5%	- -	4 5%	21 2%	7 4%
										bem	be		be						b		
2nd choice	(2)	7 1%	6 1%	1 *	- -	3 1%	4 1%	3 2%	- -	1 1%	1 1%	- -	- -	- -	1 2%	1 1%	1 1%	- -	- -	6 1%	1 *
								b						b							
3rd choice	(3)	4 *	2 *	2 1%	2 1%	1 *	* *	- -	1 *	2 3%	- -	1 1%	- -	- -	- -	- -	- -	- -	* 1%	4 *	* *
										abm											
4th choice	(4)	6 1%	3 *	3 1%	2 1%	2 *	2 1%	2 1%	- -	- -	2 3%	- -	- -	1 1%	- -	- -	- -	- -	1 1%	5 1%	1 1%
										bm											
5th choice	(5)	8 1%	4 1%	4 1%	2 1%	2 *	4 1%	2 1%	3 2%	- -	2 3%	- -	- -	1 1%	- -	- -	1 1%	- -	- -	7 1%	1 *
Not selected		950 95%	648 96%	297 93%	186 93%	447 96%	317 95%	130 92%	195 97%	72 90%	53 88%	89 99%	37 93%	96 96%	49 98%	78 98%	46 93%	20 100%	84 93%	800 95%	151 94%
									acd			acd			cd					cd	
NETS																					
Net: Selected in top 3		38 4%	23 3%	16 5%	11 5%	17 4%	11 3%	7 5%	3 1%	8 10%	4 6%	1 1%	3 7%	3 3%	1 2%	2 2%	3 6%	- -	5 5%	31 4%	8 5%
								b		begin	b		b								b
Net: Selected in top 5		53 5%	30 4%	22 7%	15 7%	21 4%	17 5%	11 8%	6 3%	8 10%	7 12%	1 1%	3 7%	4 4%	1 2%	2 2%	4 7%	- -	6 7%	43 5%	10 6%
								be		beim	beim										
Mean score		2.3	2.2	2.3	2.2	2.0	2.6	2.5	3.4	1.6	2.8	3.0	1.0	2.4	2.0	1.4	1.9	-	1.8	2.3	1.8
Standard deviation		1.56	1.50	1.67	1.61	1.45	1.66	1.64	2.05	.95	1.85	-	-	1.89	-	.73	1.77	-	1.37	1.59	1.44
Standard error		.21	.28	.31	.61	.28	.34	.52	.84	.34	.58	-	-	.85	-	.42	.89	-	.56	.23	.45

Columns Tested: a, b - a, b, c - a, b, c, d, e, f, g, h, i, j, k, l, m, n

Survey of the Self-Employed

Q11_15. For which of the following reasons, if any, did you decide to be self-employed?

Other

Base: All respondents

	Total	CURRENT WORK		TYPE OF BUSINESS			EDUCATION					LENGTH OF SELF-EMPLOYMENT				
		Work with spouse, relative or business partner	Work by themselves	Limited company	Partnership	Sole trader	Secondary school	University degree	Higher university degree	NET: Up to Secondary school	NET: University	Up to 3 years	3-6 years	6-10 years	10-15 years	More than 15 years
		a	b	a	b	c	a	b	c	d	e	a	b	c	d	e
Significance Level: 95%																
Unweighted Total	1003	103	900	126	41	807	455	403	130	458	533	156	196	174	172	305
Weighted Total	1003	96	907	134	38	801	472	383	134	475	517	185	207	173	165	273
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
1st choice	(1) 27 3%	4 4%	23 3%	4 3%	1 2%	23 3%	8 2%	13 3%	6 5% ad	8 2%	19 4% ad	9 5% e	9 4% e	4 3%	3 2%	2 1%
2nd choice	(2) 7 1%	1 1%	6 1%	2 2%	- -	5 1%	1 *	4 1%	2 1%	1 *	6 1%	1 1%	1 *	1 *	1 1%	3 1%
3rd choice	(3) 4 *	1 1%	3 *	3 2% c	- -	1 *	* *	4 1%	- -	* *	4 1%	1 *	2 1%	- -	1 1%	- -
4th choice	(4) 6 1%	- -	6 1%	1 1%	- -	5 1%	3 1%	2 *	1 1%	3 1%	3 1%	4 2% b	- -	- -	1 *	2 1%
5th choice	(5) 8 1%	- -	8 1%	2 1%	- -	7 1%	5 1%	3 1%	- -	5 1%	3 1%	3 1%	2 1%	- -	- -	3 1%
Not selected	950 95%	90 94%	860 95%	123 92%	37 98%	761 95%	454 96% e	358 93%	125 93%	457 96% e	483 93%	168 91%	193 93%	168 97% a	159 96% a	263 96% a
NETS																
Net: Selected in top 3	38 4%	6 6%	33 4%	9 6%	1 2%	29 4%	9 2%	21 5% ad	8 6% ad	9 2%	29 6% ad	11 6% e	12 6% e	5 3%	6 3%	5 2%
Net: Selected in top 5	53 5%	6 6%	47 5%	11 8%	1 2%	41 5%	18 4%	25 7%	9 7%	18 4%	34 7% ad	17 9% cde	14 7%	5 3%	6 4%	10 4%
Mean score	2.3	1.5	2.3	2.5	1.0	2.2	2.9	2.1	1.5	2.9	2.0	2.4	2.0	1.1	1.9	3.1
Standard deviation	1.56	.88	1.60	1.44	-	1.61	1.82	1.43	.90	1.82	1.34	1.67	1.55	.38	1.16	1.68
Standard error	.21	.33	.23	.44	-	.24	.43	.27	.30	.43	.22	.45	.40	.17	.37	.46

Columns Tested: a,b - a,b,c - a,b,c,d,e - a,b,c,d,e

Survey of the Self-Employed

Q11_15. For which of the following reasons, if any, did you decide to be self-employed?

Other

Base: All respondents

		AWARENESS OF IPSE			SOC				HAPPINESS IN SELF-EMPLOYMENT			WORKING PLANS		AWARENESS OF TAX DEDUCTIBLES FOR TRAINING		
		Know at least a little	Have at least heard of	Have never heard of	1-3	4-6	7-10	NET: 4-10	Happy	Neutral	Unhappy	Remain self-employed	Would consider or want to switch to work for someone else	Aware	Not aware	
		a	b	c	a	b	c	d	a	b	c	a	b	a	b	
Significance Level: 95%																
Unweighted Total		1003	58	192	811	513	291	199	490	808	148	38	727	225	261	742
Weighted Total		1003	64	202	801	501	300	201	501	800	159	35	702	243	254	749
		100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
1st choice	(1)	27 3%	- -	1 *	27 3% b	17 3%	6 2%	5 2%	11 2%	18 2%	5 3%	4 11% ab	18 3%	8 3%	7 3%	20 3%
2nd choice	(2)	7 1%	- -	- -	7 1%	6 1%	1 *	- -	1 *	5 1%	1 *	1 4% a	5 1%	2 1%	2 1%	5 1%
3rd choice	(3)	4 *	- -	1 *	4 *	3 1%	1 *	- -	1 *	* *	3 2% a	1 2% a	* *	4 2% a	- -	4 1%
4th choice	(4)	6 1%	- -	- -	6 1%	3 1%	1 *	2 1%	2 *	4 1%	- -	2 4% ab	4 1%	2 1%	2 1%	4 1%
5th choice	(5)	8 1%	1 1%	1 *	8 1%	2 *	6 2% ac	- -	6 1%	5 1%	2 1%	1 2%	5 1%	2 1%	2 1%	6 1%
Not selected		950 95%	63 99%	200 99%	750 94% c	471 94%	285 95%	195 97%	480 96%	766 96% c	149 94% c	26 76%	669 95%	225 93%	240 95%	710 95%
NETS																
Net: Selected in top 3		38 4%	- -	1 1%	37 5% b	25 5% d	8 3%	5 2%	13 3%	24 3%	8 5%	6 17% ab	23 3%	14 6%	10 4%	29 4%
Net: Selected in top 5		53 5%	1 1%	2 1%	51 6% b	31 6%	15 5%	7 3%	22 4%	33 4%	10 6%	8 24% ab	33 5%	17 7%	14 5%	39 5%
Mean score		2.3	5.0	2.8	2.2	2.0	3.0	1.8	2.6	2.2	2.4	2.3	2.2	2.3	2.2	2.3
Standard deviation		1.56	-	2.46	1.55	1.32	1.87	1.44	1.81	1.60	1.60	1.53	1.61	1.46	1.62	1.56
Standard error		.21	-	1.42	.21	.22	.47	.59	.39	.25	.53	.58	.26	.36	.39	.25

Columns Tested: a,b,c - a,b,c,d - a,b,c - a,b - a,b



Survey of the Self-Employed

Q11_15. For which of the following reasons, if any, did you decide to be self-employed?

Other

Base: All respondents

	Total	SELF-EMPLOYMENT SUPPORT/ADVICE AVAILABLE AT UNIVERSITY		AWARENESS OF MAKING TAX DIGITAL			CONCERN OVER BREXIT NEGOTIATIONS		CONCERN ABOUT SAVING FOR LATER LIFE		PENSION USAGE			IMPORTANCE OF SAVING FOR LATER LIFE	
		To at least some extent	To no extent	Know at least a little about it	At least heard of it	Have not heard of it	Concerned	Not concerned	Concerned	Not concerned	Have used private/personal pension	Currently use private/personal pension	Have never saved through a private/personal pension	Important	Not important
		a	b	a	b	c	a	b	a	b	a	b	c	a	b
Significance Level: 95%															
Unweighted Total	1003	63	327	309	514	489	537	403	662	300	510	339	475	856	107
Weighted Total	1003	69	319	304	492	511	546	389	668	289	452	311	531	855	101
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
1st choice (1)	27 3%	- -	9 3%	6 2%	14 3%	14 3%	15 3%	9 2%	21 3%	6 2%	10 2%	7 2%	18 3%	24 3%	3 3%
2nd choice (2)	7 1%	1 2%	3 1%	2 1%	3 1%	4 1%	6 1%	1 *	6 1%	1 *	5 1%	2 1%	2 *	7 1%	- -
3rd choice (3)	4 *	- -	4 1%	1 *	2 *	2 *	3 1%	1 *	4 1%	- -	1 *	- -	4 1%	4 *	- -
4th choice (4)	6 1%	- -	1 *	1 *	1 *	5 1%	5 1%	1 *	5 1%	1 *	3 1%	1 *	2 *	6 1%	- -
5th choice (5)	8 1%	- -	2 1%	5 2%	5 1%	3 1%	6 1%	2 *	6 1%	3 1%	4 1%	2 *	4 1%	8 1%	- -
Not selected	950 95%	68 98%	300 94%	289 95%	468 95%	483 95%	511 94%	375 96% a	626 94%	278 96%	428 95%	299 96%	501 94%	806 94%	98 97%
NETS															
Net: Selected in top 3	38 4%	1 2%	16 5%	9 3%	19 4%	20 4%	24 4%	11 3%	31 5%	7 2%	16 3%	9 3%	23 4%	35 4%	3 3%
Net: Selected in top 5	53 5%	1 2%	19 6%	15 5%	25 5%	28 5%	35 6%	14 4%	41 6%	11 4%	23 5%	11 4%	29 6%	50 6%	3 3%
Mean score	2.3	2.0	2.1	2.8	2.2	2.3	2.5	1.9	2.2	2.4	2.4	1.9	2.1	2.3	1.0
Standard deviation	1.56	-	1.40	1.79	1.63	1.53	1.57	1.47	1.51	1.82	1.60	1.48	1.53	1.57	-
Standard error	.21	-	.31	.45	.30	.29	.27	.34	.23	.52	.30	.41	.29	.22	-

Columns Tested: a,b - a,b,c - a,b - a,b - a,b,c - a,b

Survey of the Self-Employed

Q12_SUM. How concerned, if at all, are you by the following aspects of self-employed work?

SUMMARY TABLE

Base: All respondents

	Total	Very concerned	Fairly concerned	Neither concerned nor unconcerned	Fairly unconcerned	Very unconcerned	NETS		
							Concerned	Unconcerned	Mean
Irregularity of income or unpredictable finances	1003 100%	170 17%	328 33%	281 28%	128 13%	96 10%	498 50%	224 22%	2.7
Not being able to work due to illness or injury	1003 100%	139 14%	354 35%	276 28%	124 12%	111 11%	492 49%	235 23%	2.7
Not being financially prepared for retirement	1003 100%	165 16%	300 30%	260 26%	149 15%	129 13%	465 46%	278 28%	2.8
Not being paid on time by a client	1003 100%	117 12%	273 27%	298 30%	162 16%	151 15%	391 39%	314 31%	3.0
How the current pension system works for the self-employed	1003 100%	115 11%	266 26%	361 36%	127 13%	135 13%	380 38%	262 26%	2.9
Not being able to find self-employed/contract work	1003 100%	108 11%	243 24%	319 32%	168 17%	165 16%	351 35%	332 33%	3.0
Not being able to get financial support/loan due to my self-employed status	1003 100%	103 10%	226 22%	327 33%	167 17%	180 18%	329 33%	347 35%	3.1
Not being able to afford a holiday or take time off	1003 100%	104 10%	214 21%	309 31%	192 19%	183 18%	319 32%	375 37%	3.1
Needing to take time off work to care for a family member/loved one	1003 100%	82 8%	208 21%	335 33%	193 19%	184 18%	291 29%	377 38%	3.2
Dealing with taxes	1003 100%	62 6%	195 19%	361 36%	204 20%	181 18%	257 26%	385 38%	3.2
Blurring of boundaries between work and home life	1003 100%	67 7%	170 17%	387 39%	195 19%	184 18%	237 24%	379 38%	3.3

Survey of the Self-Employed

Q12_SUM. How concerned, if at all, are you by the following aspects of self-employed work?

SUMMARY TABLE

Base: All respondents

	Total	Very concerned	Fairly concerned	Neither concerned nor unconcerned	Fairly unconcerned	Very unconcerned	NETS		Mean
							Concerned	Unconcerned	
Loss of earnings due to jury service	1003 100%	72 7%	138 14%	329 33%	210 21%	254 25%	210 21%	464 46%	3.4
Feeling isolated / lack of workplace camaraderie	1003 100%	45 5%	160 16%	308 31%	211 21%	278 28%	206 21%	489 49%	3.5
Not having the time or money to undergo training and professional development	1003 100%	41 4%	147 15%	328 33%	244 24%	243 24%	188 19%	488 49%	3.5
Not having the right contracts in place to protect myself for client disputes	1003 100%	43 4%	140 14%	397 40%	212 21%	211 21%	182 18%	423 42%	3.4
Not having access to statutory maternity/ paternity benefits	1003 100%	51 5%	127 13%	289 29%	161 16%	375 37%	178 18%	536 53%	3.7
Being investigated by HMRC	1003 100%	54 5%	118 12%	333 33%	223 22%	275 27%	172 17%	499 50%	3.5

Survey of the Self-Employed

Q12_1. How concerned, if at all, are you by the following aspects of self-employed work?

Not being paid on time by a client

Base: All respondents

	Total	GENDER		AGE			REGION													
		Male	Female	18-34	35-54	55+	London	South East	South West	East Midlands	West Midlands	Eastern	North West	North East	Yorkshire and Humberside	Wales	Northern Ireland	Scotland	England	Devolved Nations
		a	b	a	b	c	a	b	c	d	e	f	g	h	i	j	*k	l	m	n
Significance Level: 95%																				
Unweighted Total	1003	587	412	93	485	425	146	195	108	81	74	52	95	34	88	42	14	74	873	130
Weighted Total	1003	678	320	201	468	334	140	201	80	60	90	40	100	50	80	50	20	90	843	160
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Very concerned	(1) 117 12%	74 11%	42 13%	30 15%	60 13%	27 8%	18 13%	29 15%	17 21%	3 5%	10 11%	3 8%	10 10%	5 10%	9 12%	10 21%	1 5%	2 2%	104 12%	13 8%
Fairly concerned	(2) 273 27%	181 27%	90 28%	83 41%	128 27%	63 19%	46 33%	52 26%	14 18%	13 22%	30 33%	15 37%	26 26%	15 30%	20 24%	13 25%	4 19%	25 28%	231 27%	42 26%
Neither concerned nor unconcerned	(3) 298 30%	204 30%	94 29%	58 29%	134 29%	107 32%	43 31%	64 32%	23 29%	30 51%	22 25%	7 19%	29 28%	12 23%	21 27%	10 20%	7 37%	29 32%	252 30%	47 29%
Fairly unconcerned	(4) 162 16%	118 17%	44 14%	12 6%	83 18%	68 20%	24 17%	26 13%	18 23%	4 7%	18 20%	5 13%	19 19%	11 22%	14 18%	7 14%	2 12%	13 14%	140 17%	23 14%
Very unconcerned	(5) 151 15%	101 15%	50 16%	18 9%	63 14%	70 21%	10 7%	30 15%	7 9%	9 15%	10 11%	9 23%	16 16%	8 15%	16 20%	10 20%	5 27%	21 23%	115 14%	37 23%
NETS																				
Net: Concerned	391 39%	255 38%	132 41%	113 56%	188 40%	90 27%	64 45%	81 41%	31 39%	16 27%	39 44%	18 45%	37 37%	20 40%	29 36%	23 46%	5 24%	27 30%	336 40%	55 34%
Net: Unconcerned	314 31%	219 32%	94 30%	30 15%	146 31%	138 41%	34 24%	56 28%	26 32%	13 22%	29 32%	14 36%	35 35%	18 37%	30 37%	17 34%	8 39%	34 38%	255 30%	59 37%
Mean score	3.0	3.0	2.9	2.5	2.9	3.3	2.7	2.9	2.8	3.0	2.9	3.1	3.0	3.0	3.1	2.9	3.4	3.3	2.9	3.2
Standard deviation	1.23	1.21	1.25	1.10	1.23	1.22	1.10	1.25	1.27	1.05	1.19	1.33	1.23	1.24	1.30	1.44	1.24	1.16	1.22	1.27
Standard error	.04	.05	.06	.11	.06	.06	.09	.09	.12	.12	.14	.19	.13	.21	.14	.22	.33	.14	.04	.11

Columns Tested: a,b - a,b,c - a,b,c,d,e,f,g,h,i,j,k,l,m,n

Survey of the Self-Employed

Q12_1. How concerned, if at all, are you by the following aspects of self-employed work?

Not being paid on time by a client

Base: All respondents

	Total	CURRENT WORK		TYPE OF BUSINESS			EDUCATION					LENGTH OF SELF-EMPLOYMENT				
		Work with spouse, relative or business partner	Work by themselves	Limited company	Partnership	Sole trader	Secondary school	University degree	Higher university degree	NET: Up to Secondary school	NET: University	Up to 3 years	3-6 years	6-10 years	10-15 years	More than 15 years
		a	b	a	b	c	a	b	c	d	e	a	b	c	d	e
Significance Level: 95%																
Unweighted Total	1003	103	900	126	41	807	455	403	130	458	533	156	196	174	172	305
Weighted Total	1003	96	907	134	38	801	472	383	134	475	517	185	207	173	165	273
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Very concerned (1)	117 12%	13 14%	104 12%	17 13%	6 16%	91 11%	54 11%	45 12%	13 10%	55 12%	59 11%	24 13%	28 14%	18 11%	21 13%	26 9%
Fairly concerned (2)	273 27%	30 31%	243 27%	46 34%	7 19%	216 27%	120 25%	106 28%	48 36%	120 25%	154 30%	68 37%	57 27%	39 22%	54 33%	56 20%
Neither concerned nor unconcerned (3)	298 30%	24 25%	275 30%	38 29%	11 28%	239 30%	151 32%	104 27%	38 29%	152 32%	142 27%	50 27%	65 31%	48 28%	43 26%	93 34%
Fairly unconcerned (4)	162 16%	18 19%	144 16%	22 16%	11 29%	127 16%	72 15%	70 18%	20 15%	72 15%	90 17%	22 12%	18 9%	45 26%	20 12%	57 21%
Very unconcerned (5)	151 15%	11 12%	140 15%	10 8%	3 7%	129 16%	76 16%	59 15%	14 11%	77 16%	73 14%	21 11%	39 19%	23 13%	27 16%	42 15%
NETS																
Net: Concerned	391 39%	43 45%	348 38%	64 47%	14 36%	307 38%	174 37%	151 39%	61 46%	175 37%	212 41%	92 50%	85 41%	57 33%	75 46%	81 30%
Net: Unconcerned	314 31%	29 30%	285 31%	32 24%	14 36%	255 32%	147 31%	129 34%	34 26%	148 31%	163 32%	43 23%	57 28%	68 39%	47 29%	99 36%
Mean score	3.0	2.8	3.0	2.7	2.9	3.0	3.0	3.0	2.8	3.0	2.9	2.7	2.9	3.1	2.9	3.1
Standard deviation	1.23	1.22	1.23	1.12	1.20	1.24	1.23	1.24	1.14	1.23	1.22	1.18	1.29	1.20	1.27	1.18
Standard error	.04	.12	.04	.10	.19	.04	.06	.06	.10	.06	.05	.09	.09	.09	.10	.07

Columns Tested: a,b - a,b,c - a,b,c,d,e - a,b,c,d,e

Survey of the Self-Employed

Q12_1. How concerned, if at all, are you by the following aspects of self-employed work?

Not being paid on time by a client

Base: All respondents

		AWARENESS OF IPSE			SOC				HAPPINESS IN SELF-EMPLOYMENT			WORKING PLANS		AWARENESS OF TAX DEDUCTIBLES FOR TRAINING		
		Know at least a little	Have at least heard of	Have never heard of	1-3	4-6	7-10	NET: 4-10	Happy	Neutral	Unhappy	Remain self-employed	Would consider or want to switch to work for someone else	Aware	Not aware	
		a	b	c	a	b	c	d	a	b	c	a	b	a	b	
Significance Level: 95%																
Unweighted Total		1003	58	192	811	513	291	199	490	808	148	38	727	225	261	742
Weighted Total		1003	64	202	801	501	300	201	501	800	159	35	702	243	254	749
		100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Very concerned	(1)	117 12%	9 13%	38 19%	79 10%	59 12%	47 16%	11 6%	58 12%	81 10%	26 16%	10 28%	67 9%	47 19%	33 13%	84 11%
				c		c	c		c		a	a		a		
Fairly concerned	(2)	273 27%	19 31%	69 34%	204 25%	139 28%	83 28%	51 25%	134 27%	219 27%	46 29%	8 24%	176 25%	79 32%	61 24%	213 28%
				c										a		
Neither concerned nor unconcerned	(3)	298 30%	25 40%	49 24%	249 31%	147 29%	87 29%	65 32%	151 30%	236 30%	46 29%	9 25%	223 32%	52 21%	72 29%	226 30%
				b								b				
Fairly unconcerned	(4)	162 16%	9 15%	36 18%	127 16%	79 16%	49 16%	35 17%	83 17%	133 17%	24 15%	6 16%	113 16%	44 18%	48 19%	115 15%
Very unconcerned	(5)	151 15%	1 2%	10 5%	142 18%	77 15%	35 12%	40 20%	75 15%	131 16%	16 10%	2 7%	122 17%	21 9%	40 16%	112 15%
				ab				b				b				
NETS																
Net: Concerned		391 39%	28 44%	107 53%	283 35%	199 40%	130 43%	62 31%	192 38%	300 37%	72 45%	18 52%	242 35%	125 52%	94 37%	297 40%
				c		c	c							a		
Net: Unconcerned		314 31%	10 16%	45 22%	269 34%	156 31%	83 28%	75 37%	158 31%	264 33%	41 26%	8 23%	236 34%	66 27%	88 35%	226 30%
				ab				b								
Mean score		3.0	2.6	2.6	3.1	3.0	2.8	3.2	3.0	3.0	2.7	2.5	3.1	2.7	3.0	2.9
					ab			abd		bc			b			
Standard deviation		1.23	.96	1.13	1.23	1.23	1.22	1.19	1.22	1.23	1.20	1.26	1.22	1.23	1.26	1.22
Standard error		.04	.13	.08	.04	.05	.07	.08	.06	.04	.10	.20	.05	.08	.08	.04

Columns Tested: a,b,c - a,b,c,d - a,b,c - a,b - a,b

Survey of the Self-Employed

Q12_1. How concerned, if at all, are you by the following aspects of self-employed work?

Not being paid on time by a client

Base: All respondents

	SELF-EMPLOYMENT SUPPORT/ADVICE AVAILABLE AT UNIVERSITY		AWARENESS OF MAKING TAX DIGITAL			CONCERN OVER BREXIT NEGOTIATIONS		CONCERN ABOUT SAVING FOR LATER LIFE		PENSION USAGE			IMPORTANCE OF SAVING FOR LATER LIFE		
	Total	To at least some extent	To no extent	Know at least a little about it	At least heard of it	Have not heard of it	Concerned	Not concerned	Concerned	Not concerned	Have used private/personal pension	Currently use private/personal pension	Have never saved through a private/personal pension	Important	Not important
	a	b	a	b	c	a	b	a	b	a	b	c	a	b	
Significance Level: 95%															
Unweighted Total	1003	63	327	309	514	489	537	403	662	300	510	339	475	856	107
Weighted Total	1003	69	319	304	492	511	546	389	668	289	452	311	531	855	101
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Very concerned (1)	117	13	34	32	62	56	76	34	99	14	44	32	70	110	4
	12%	18%	11%	10%	12%	11%	14%	9%	15%	5%	10%	10%	13%	13%	4%
							b		b					b	
Fairly concerned (2)	273	22	100	83	131	143	169	93	215	53	103	74	167	247	20
	27%	32%	31%	27%	27%	28%	31%	24%	32%	18%	23%	24%	31%	29%	19%
							b		b				ab	b	
Neither concerned nor unconcerned (3)	298	20	78	80	135	163	155	106	175	95	134	95	155	236	33
	30%	29%	25%	26%	27%	32%	28%	27%	26%	33%	30%	31%	29%	28%	33%
										a					
Fairly unconcerned (4)	162	8	58	61	95	68	83	74	108	52	96	63	65	143	16
	16%	11%	18%	20%	19%	13%	15%	19%	16%	18%	21%	20%	12%	17%	16%
				c	c						c	c			
Very unconcerned (5)	151	7	48	48	70	81	63	81	71	76	74	46	74	120	28
	15%	10%	15%	16%	14%	16%	12%	21%	11%	26%	16%	15%	14%	14%	28%
							a	a		a				a	a
NETS															
Net: Concerned	391	34	134	115	192	198	245	127	314	66	147	106	236	356	24
	39%	50%	42%	38%	39%	39%	45%	33%	47%	23%	33%	34%	45%	42%	24%
							b		b				ab	b	
Net: Unconcerned	314	15	106	109	165	149	146	155	179	127	170	110	139	263	44
	31%	21%	33%	36%	33%	29%	27%	40%	27%	44%	38%	35%	26%	31%	44%
				c				a		a	c	c		a	a
Mean score	3.0	2.6	3.0	3.0	3.0	3.0	2.8	3.2	2.8	3.4	3.1	3.1	2.8	2.9	3.4
								a		a	c	c		a	a
Standard deviation	1.23	1.20	1.24	1.23	1.24	1.22	1.20	1.26	1.20	1.19	1.21	1.21	1.22	1.23	1.20
Standard error	.04	.15	.07	.07	.05	.06	.05	.06	.05	.07	.05	.07	.06	.04	.12

Columns Tested: a,b - a,b,c - a,b - a,b - a,b,c - a,b

Survey of the Self-Employed

Q12_2. How concerned, if at all, are you by the following aspects of self-employed work?

Not being able to work due to illness or injury

Base: All respondents

	Total	GENDER		AGE			REGION													
		Male	Female	18-34	35-54	55+	London	South East	South West	East Midlands	West Midlands	Eastern	North West	North East	Yorkshire and Humberside	Wales	Northern Ireland	Scotland	England	Devolved Nations
		a	b	a	b	c	a	b	c	d	e	f	g	h	i	j	*k	l	m	n
Significance Level: 95%																				
Unweighted Total	1003	587	412	93	485	425	146	195	108	81	74	52	95	34	88	42	14	74	873	130
Weighted Total	1003	678	320	201	468	334	140	201	80	60	90	40	100	50	80	50	20	90	843	160
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Very concerned	(1) 139 14%	71 11%	66 21%	30 15%	73 16%	35 11%	21 15%	18 9%	10 12%	6 10%	16 18%	9 22%	17 17%	11 21%	11 14%	9 19%	3 14%	8 9%	118 14%	21 13%
			a		c						b	bl		b						
Fairly concerned	(2) 354 35%	235 35%	115 36%	86 43%	173 37%	95 28%	58 42%	71 36%	36 45%	19 32%	36 40%	13 32%	30 29%	10 21%	29 36%	17 34%	3 17%	31 34%	303 36%	51 32%
			c	c			h		ghn		h									
Neither concerned nor unconcerned	(3) 276 28%	206 30%	70 22%	50 25%	132 28%	95 28%	33 23%	59 29%	17 21%	21 35%	23 25%	10 24%	36 36%	14 28%	21 26%	12 24%	8 41%	23 26%	233 28%	43 27%
			b							c		ac								
Fairly unconcerned	(4) 124 12%	83 12%	41 13%	23 11%	47 10%	55 16%	19 14%	23 12%	10 13%	8 13%	6 6%	6 15%	11 11%	5 9%	13 16%	7 14%	2 11%	14 16%	100 12%	23 14%
					b									e						
Very unconcerned	(5) 111 11%	83 12%	28 9%	11 6%	45 10%	55 16%	10 7%	29 15%	7 9%	6 10%	10 11%	3 7%	7 7%	10 21%	7 8%	5 10%	3 17%	14 16%	89 11%	22 14%
					ab			a						ag				a		
NETS																				
Net: Concerned	492 49%	306 45%	181 57%	117 58%	245 52%	130 39%	79 56%	89 44%	46 57%	25 42%	53 58%	22 54%	46 46%	21 42%	40 49%	26 53%	6 31%	39 43%	421 50%	72 45%
			a	c	c		bd		bd		bd									
Net: Unconcerned	235 23%	166 25%	69 21%	34 17%	91 19%	110 33%	29 20%	52 26%	18 22%	14 22%	15 17%	9 22%	18 18%	15 30%	20 25%	12 24%	6 28%	28 31%	189 22%	46 28%
					ab													eg		
Mean score	2.7	2.8	2.5	2.5	2.6	3.0	2.6	2.9	2.6	2.8	2.5	2.5	2.6	2.9	2.7	2.6	3.0	2.9	2.7	2.8
		b			ab			aem										ae		a
Standard deviation	1.18	1.16	1.20	1.06	1.15	1.24	1.11	1.18	1.14	1.10	1.18	1.20	1.11	1.41	1.15	1.23	1.26	1.23	1.17	1.23
Standard error	.04	.05	.06	.11	.05	.06	.09	.08	.11	.12	.14	.17	.11	.24	.12	.19	.34	.14	.04	.11

Columns Tested: a, b - a, b, c - a, b, c, d, e, f, g, h, i, j, k, l, m, n

Survey of the Self-Employed

Q12_2. How concerned, if at all, are you by the following aspects of self-employed work?

Not being able to work due to illness or injury

Base: All respondents

	Total	CURRENT WORK		TYPE OF BUSINESS			EDUCATION					LENGTH OF SELF-EMPLOYMENT				
		Work with spouse, relative or business partner	Work by themselves	Limited company	Partnership	Sole trader	Secondary school	University degree	Higher university degree	NET: Up to Secondary school	NET: University	Up to 3 years	3-6 years	6-10 years	10-15 years	More than 15 years
		a	b	a	b	c	a	b	c	d	e	a	b	c	d	e
Significance Level: 95%																
Unweighted Total	1003	103	900	126	41	807	455	403	130	458	533	156	196	174	172	305
Weighted Total	1003	96	907	134	38	801	472	383	134	475	517	185	207	173	165	273
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Very concerned	(1) 139 14%	14 15%	124 14%	13 10%	4 11%	115 14%	73 15% b	39 10%	21 16%	73 15% b	60 12%	26 14%	24 12%	27 15%	29 17%	33 12%
Fairly concerned	(2) 354 35%	40 42%	314 35%	55 41%	12 32%	281 35%	161 34%	146 38%	46 35%	162 34%	192 37%	60 32%	73 35%	73 42% e	61 37%	87 32%
Neither concerned nor unconcerned	(3) 276 28%	24 25%	252 28%	22 17%	14 38% a	227 28% a	136 29%	104 27%	29 22%	137 29%	134 26%	50 27%	62 30% c	36 21%	36 22%	92 34% cd
Fairly unconcerned	(4) 124 12%	7 7%	117 13%	25 19% c	3 7%	95 12%	43 9%	60 16% ad	19 14%	44 9%	80 15% ad	29 15%	25 12%	20 11%	14 9%	36 13%
Very unconcerned	(5) 111 11%	11 11%	100 11%	18 14%	4 12%	83 10%	59 13%	35 9%	17 13%	59 12%	52 10%	20 11%	23 11%	18 11%	24 15%	25 9%
NETS																
Net: Concerned	492 49%	55 57%	438 48%	69 51%	17 44%	396 49%	234 49%	184 48%	68 51%	235 49%	252 49%	86 46%	97 47%	99 57% be	90 55% e	120 44%
Net: Unconcerned	235 23%	17 18%	217 24%	44 33% c	7 19%	178 22%	102 22%	95 25%	37 27%	103 22%	131 25%	49 27%	48 23%	38 22%	39 24%	61 22%
Mean score	2.7	2.6	2.7	2.9	2.8	2.7	2.7	2.8	2.7	2.7	2.8	2.8	2.8	2.6	2.7	2.8
Standard deviation	1.18	1.17	1.18	1.24	1.14	1.17	1.21	1.12	1.26	1.21	1.15	1.20	1.16	1.19	1.28	1.11
Standard error	.04	.12	.04	.11	.18	.04	.06	.06	.11	.06	.05	.10	.08	.09	.10	.06

Columns Tested: a, b - a,b,c - a,b,c,d,e - a,b,c,d,e

Survey of the Self-Employed

Q12_2. How concerned, if at all, are you by the following aspects of self-employed work?

Not being able to work due to illness or injury

Base: All respondents

	Total	AWARENESS OF IPSE			SOC				HAPPINESS IN SELF-EMPLOYMENT			WORKING PLANS		AWARENESS OF TAX DEDUCTIBLES FOR TRAINING	
		Know at least a little	Have at least heard of	Have never heard of	1-3	4-6	7-10	NET: 4-10	Happy	Neutral	Unhappy	Remain self-employed	Would consider or want to switch to work for someone else	Aware	Not aware
		a	b	c	a	b	c	d	a	b	c	a	b	a	b
Significance Level: 95%															
Unweighted Total	1003	58	192	811	513	291	199	490	808	148	38	727	225	261	742
Weighted Total	1003	64	202	801	501	300	201	501	800	159	35	702	243	254	749
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Very concerned (1)	139 14%	11 17%	35 17%	103 13%	50 10%	55 18%	34 17%	88 18%	94 12%	29 18%	15 44%	82 12%	52 21%	27 10%	112 15%
						a	a	a		a	ab		a		
Fairly concerned (2)	354 35%	22 34%	72 36%	282 35%	177 35%	114 38%	63 31%	177 35%	284 36%	60 38%	9 27%	226 32%	108 45%	81 32%	273 36%
													a		
Neither concerned nor unconcerned (3)	276 28%	23 36%	59 29%	217 27%	138 27%	80 26%	59 29%	138 28%	212 27%	49 31%	6 19%	202 29%	50 21%	71 28%	205 27%
												b			
Fairly unconcerned (4)	124 12%	5 7%	23 12%	100 13%	76 15%	23 8%	24 12%	47 9%	108 13%	14 8%	3 7%	97 14%	23 10%	42 16%	82 11%
					bd									b	
Very unconcerned (5)	111 11%	4 6%	12 6%	99 12%	60 12%	29 10%	22 11%	51 10%	102 13%	7 5%	1 3%	94 13%	10 4%	34 13%	78 10%
				b					b			b			
NETS															
Net: Concerned	492 49%	32 51%	107 53%	385 48%	227 45%	169 56%	96 48%	265 53%	378 47%	89 56%	25 71%	309 44%	160 66%	107 42%	385 51%
						a		a		a	a		a		a
Net: Unconcerned	235 23%	9 14%	36 18%	199 25%	137 27%	52 17%	46 23%	98 20%	210 26%	21 13%	4 11%	191 27%	33 14%	75 30%	160 21%
				b	bd				bc			b		b	
Mean score	2.7	2.5	2.5	2.8	2.8	2.5	2.7	2.6	2.8	2.4	2.0	2.8	2.3	2.9	2.7
				b	bd				bc	c		b		b	
Standard deviation	1.18	1.06	1.09	1.20	1.17	1.16	1.20	1.18	1.20	1.03	1.12	1.20	1.03	1.19	1.17
Standard error	.04	.14	.08	.04	.05	.07	.09	.05	.04	.08	.18	.04	.07	.07	.04

Columns Tested: a,b,c - a,b,c,d - a,b,c - a,b - a,b

Survey of the Self-Employed

Q12_2. How concerned, if at all, are you by the following aspects of self-employed work?

Not being able to work due to illness or injury

Base: All respondents

	SELF-EMPLOYMENT SUPPORT/ADVICE AVAILABLE AT UNIVERSITY		AWARENESS OF MAKING TAX DIGITAL			CONCERN OVER BREXIT NEGOTIATIONS		CONCERN ABOUT SAVING FOR LATER LIFE		PENSION USAGE			IMPORTANCE OF SAVING FOR LATER LIFE		
	Total	To at least some extent	To no extent	Know at least a little about it	At least heard of it	Have not heard of it	Concerned	Not concerned	Concerned	Not concerned	Have used private/ personal pension	Currently use private/ personal pension	Have never saved through a private/ personal pension	Important	Not important
	a	b	a	b	c	a	b	a	b	a	b	c	a	b	
Significance Level: 95%															
Unweighted Total	1003	63	327	309	514	489	537	403	662	300	510	339	475	856	107
Weighted Total	1003	69	319	304	492	511	546	389	668	289	452	311	531	855	101
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Very concerned (1)	139	8	36	34	63	75	81	50	116	17	45	34	88	125	10
	14%	12%	11%	11%	13%	15%	15%	13%	17%	6%	10%	11%	17%	15%	10%
									b				ab		
Fairly concerned (2)	354	27	127	116	181	173	210	121	275	70	158	109	192	315	28
	35%	40%	40%	38%	37%	34%	39%	31%	41%	24%	35%	35%	36%	37%	28%
							b		b						
Neither concerned nor unconcerned (3)	276	16	74	79	133	143	132	112	157	92	120	82	148	222	28
	28%	23%	23%	26%	27%	28%	24%	29%	24%	32%	27%	27%	28%	26%	28%
										a					
Fairly unconcerned (4)	124	9	50	42	66	58	68	54	73	50	70	43	53	107	12
	12%	13%	16%	14%	13%	11%	12%	14%	11%	17%	16%	14%	10%	13%	12%
										a	c				
Very unconcerned (5)	111	9	32	33	49	62	55	51	47	60	59	42	50	87	22
	11%	13%	10%	11%	10%	12%	10%	13%	7%	21%	13%	14%	9%	10%	22%
										a					a
NETS															
Net: Concerned	492	36	162	150	244	248	291	172	391	87	203	142	280	440	38
	49%	51%	51%	49%	50%	49%	53%	44%	59%	30%	45%	46%	53%	51%	38%
							b		b				a	b	
Net: Unconcerned	235	18	82	75	115	119	123	105	120	110	129	86	103	194	35
	23%	26%	26%	25%	23%	23%	23%	27%	18%	38%	28%	28%	19%	23%	34%
										a	c	c		a	a
Mean score	2.7	2.8	2.7	2.8	2.7	2.7	2.6	2.8	2.5	3.2	2.9	2.8	2.6	2.7	3.1
								a		a	c	c		a	a
Standard deviation	1.18	1.22	1.16	1.16	1.16	1.20	1.18	1.21	1.11	1.20	1.19	1.20	1.16	1.17	1.30
Standard error	.04	.15	.06	.07	.05	.05	.05	.06	.04	.07	.05	.07	.05	.04	.13

Columns Tested: a,b - a,b,c - a,b - a,b - a,b,c - a,b

Survey of the Self-Employed

Q12_3. How concerned, if at all, are you by the following aspects of self-employed work?

Loss of earnings due to jury service

Base: All respondents

	Total	GENDER		AGE			REGION													
		Male	Female	18-34	35-54	55+	London	South East	South West	East Midlands	West Midlands	Eastern	North West	North East	Yorkshire and Humberside	Wales	Northern Ireland	Scotland	England	Devolved Nations
		a	b	a	b	c	a	b	c	d	e	f	g	h	i	j	*k	l	m	n
Significance Level: 95%																				
Unweighted Total	1003	587	412	93	485	425	146	195	108	81	74	52	95	34	88	42	14	74	873	130
Weighted Total	1003	678	320	201	468	334	140	201	80	60	90	40	100	50	80	50	20	90	843	160
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Very concerned	(1) 72 7%	42 6%	30 9%	17 8%	30 6%	25 7%	14 10%	11 5%	4 5%	2 4%	5 6%	1 3%	10 10%	6 12%	5 6%	4 9%	1 5%	8 8%	59 7%	13 8%
Fairly concerned	(2) 138 14%	82 12%	56 18%	38 19%	67 14%	33 10%	14 10%	36 18%	13 17%	9 15%	15 17%	3 7%	6 6%	10 20%	17 21%	3 7%	4 19%	9 10%	122 15%	16 10%
Neither concerned nor unconcerned	(3) 329 33%	214 32%	112 35%	76 38%	157 34%	96 29%	47 34%	61 30%	26 32%	23 38%	38 42%	13 34%	43 43%	10 21%	14 18%	18 36%	6 29%	29 33%	276 33%	53 33%
Fairly unconcerned	(4) 210 21%	160 24%	49 15%	36 18%	96 20%	78 23%	36 25%	40 20%	22 27%	13 22%	18 20%	10 25%	18 18%	10 20%	14 17%	12 24%	2 12%	16 17%	180 21%	30 19%
Very unconcerned	(5) 254 25%	181 27%	73 23%	34 17%	117 25%	103 31%	30 21%	53 27%	15 19%	13 21%	14 15%	13 32%	24 24%	14 28%	30 38%	12 25%	7 34%	29 32%	206 24%	48 30%
NETS																				
Net: Concerned	210 21%	124 18%	87 27%	55 27%	98 21%	57 17%	28 20%	46 23%	18 22%	11 19%	21 23%	4 10%	16 16%	16 32%	22 27%	8 15%	5 24%	16 18%	181 22%	29 18%
Net: Unconcerned	464 46%	341 50%	122 38%	70 35%	213 46%	181 54%	65 47%	94 47%	37 46%	26 43%	32 35%	23 56%	42 42%	24 48%	44 55%	24 49%	9 47%	44 49%	386 46%	78 49%
Mean score	3.4	3.5	3.2	3.2	3.4	3.6	3.4	3.4	3.4	3.4	3.2	3.7	3.4	3.3	3.6	3.5	3.5	3.5	3.4	3.5
Standard deviation	1.21	b	1.25	1.16	a	1.22	1.21	1.21	1.13	1.10	1.09	e	1.21	1.38	e	1.20	1.30	1.27	1.20	1.24
Standard error	.04	.05	.06	.12	.05	.06	.10	.09	.11	.12	.13	.15	.12	.24	.14	.18	.35	.15	.04	.11

Columns Tested: a, b - a, b, c - a, b, c, d, e, f, g, h, i, j, k, l, m, n

Survey of the Self-Employed

Q12_3. How concerned, if at all, are you by the following aspects of self-employed work?

Loss of earnings due to jury service

Base: All respondents

	Total	CURRENT WORK		TYPE OF BUSINESS			EDUCATION					LENGTH OF SELF-EMPLOYMENT				
		Work with spouse, relative or business partner	Work by themselves	Limited company	Partnership	Sole trader	Secondary school	University degree	Higher university degree	NET: Up to Secondary school	NET: University	Up to 3 years	3-6 years	6-10 years	10-15 years	More than 15 years
		a	b	a	b	c	a	b	c	d	e	a	b	c	d	e
Significance Level: 95%																
Unweighted Total	1003	103	900	126	41	807	455	403	130	458	533	156	196	174	172	305
Weighted Total	1003	96	907	134	38	801	472	383	134	475	517	185	207	173	165	273
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Very concerned (1)	72 7%	10 11%	62 7%	6 4%	2 5%	60 7%	37 8%	27 7%	8 6%	37 8%	35 7%	12 7%	7 3%	19 11% b	12 8%	21 8% b
Fairly concerned (2)	138 14%	11 11%	128 14%	12 9%	4 12%	116 15%	67 14%	45 12%	25 18%	68 14%	70 13%	27 15%	24 12%	25 14%	27 17%	35 13%
Neither concerned nor unconcerned (3)	329 33%	30 32%	299 33%	51 38%	13 33%	258 32%	156 33%	127 33%	39 29%	157 33%	166 32%	64 34%	66 32%	57 33%	46 28%	96 35%
Fairly unconcerned (4)	210 21%	23 24%	187 21%	35 26%	11 28%	161 20%	88 19%	86 22%	33 24%	89 19%	119 23%	36 20%	48 23%	35 20%	31 19%	60 22%
Very unconcerned (5)	254 25%	22 23%	232 26%	31 23%	9 23%	206 26%	124 26%	99 26%	30 22%	124 26%	128 25%	45 24%	62 30% e	37 22%	48 29%	61 22%
NETS																
Net: Concerned	210 21%	21 22%	189 21%	18 14%	6 17%	176 22% a	104 22%	72 19%	32 24%	105 22%	104 20%	40 21%	31 15%	44 26% b	40 24% b	56 20%
Net: Unconcerned	464 46%	45 47%	419 46%	65 49%	19 51%	367 46%	212 45%	184 48%	62 47%	213 45%	247 48%	82 44%	111 53% ce	72 42%	79 48%	120 44%
Mean score	3.4	3.4	3.4	3.5	3.5	3.4	3.4	3.5	3.4	3.4	3.5	3.4	3.7 ace	3.3	3.5	3.4
Standard deviation	1.21	1.25	1.20	1.08	1.12	1.22	1.24	1.19	1.19	1.23	1.19	1.20	1.12	1.26	1.28	1.18
Standard error	.04	.12	.04	.10	.17	.04	.06	.06	.10	.06	.05	.10	.08	.10	.10	.07

Columns Tested: a,b - a,b,c - a,b,c,d,e - a,b,c,d,e

Survey of the Self-Employed

Q12_3. How concerned, if at all, are you by the following aspects of self-employed work?

Loss of earnings due to jury service

Base: All respondents

		AWARENESS OF IPSE			SOC				HAPPINESS IN SELF-EMPLOYMENT			WORKING PLANS		AWARENESS OF TAX DEDUCTIBLES FOR TRAINING		
		Know at least a little	Have at least heard of	Have never heard of	1-3	4-6	7-10	NET: 4-10	Happy	Neutral	Unhappy	Remain self-employed	Would consider or want to switch to work for someone else	Aware	Not aware	
		a	b	c	a	b	c	d	a	b	c	a	b	a	b	
Significance Level: 95%																
Unweighted Total		1003	58	192	811	513	291	199	490	808	148	38	727	225	261	742
Weighted Total		1003	64	202	801	501	300	201	501	800	159	35	702	243	254	749
		100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Very concerned	(1)	72	7	17	55	29	24	18	42	48	16	6	49	20	24	48
		7%	12%	8%	7%	6%	8%	9%	8%	6%	10%	18%	7%	8%	9%	6%
												a				
Fairly concerned	(2)	138	6	35	103	62	40	35	76	106	25	6	87	47	30	108
		14%	10%	17%	13%	12%	13%	18%	15%	13%	16%	18%	12%	19%	12%	14%
													a			
Neither concerned nor unconcerned	(3)	329	26	70	259	162	110	57	167	247	64	12	205	91	74	255
		33%	40%	35%	32%	32%	37%	28%	33%	31%	40%	35%	29%	37%	29%	34%
											a		a			
Fairly unconcerned	(4)	210	14	46	164	121	57	32	89	179	27	4	158	45	62	148
		21%	23%	23%	20%	24%	19%	16%	18%	22%	17%	11%	23%	18%	25%	20%
						cd										
Very unconcerned	(5)	254	10	34	220	127	68	59	127	219	27	6	203	40	63	191
		25%	16%	17%	27%	25%	23%	29%	25%	27%	17%	18%	29%	17%	25%	25%
					ab					b			b			
NETS																
Net: Concerned		210	13	52	158	92	65	53	118	155	41	12	136	67	54	156
		21%	21%	26%	20%	18%	22%	27%	24%	19%	26%	36%	19%	27%	21%	21%
								a	a			a	a			
Net: Unconcerned		464	24	80	384	248	125	91	216	398	54	10	361	85	126	338
		46%	38%	40%	48%	49%	42%	45%	43%	50%	34%	29%	51%	35%	49%	45%
					b	bd				bc			b			
Mean score		3.4	3.2	3.2	3.5	3.5	3.3	3.4	3.4	3.5	3.1	2.9	3.5	3.2	3.4	3.4
					b					bc			b			
Standard deviation		1.21	1.18	1.17	1.21	1.17	1.20	1.31	1.25	1.20	1.18	1.34	1.22	1.16	1.24	1.20
Standard error		.04	.15	.08	.04	.05	.07	.09	.06	.04	.10	.22	.05	.08	.08	.04

Columns Tested: a,b,c - a,b,c,d - a,b,c - a,b - a,b

Survey of the Self-Employed

Q12_3. How concerned, if at all, are you by the following aspects of self-employed work?

Loss of earnings due to jury service

Base: All respondents

	SELF-EMPLOYMENT SUPPORT/ADVICE AVAILABLE AT UNIVERSITY		AWARENESS OF MAKING TAX DIGITAL			CONCERN OVER BREXIT NEGOTIATIONS		CONCERN ABOUT SAVING FOR LATER LIFE		PENSION USAGE			IMPORTANCE OF SAVING FOR LATER LIFE		
	Total	To at least some extent	To no extent	Know at least a little about it	At least heard of it	Have not heard of it	Concerned	Not concerned	Concerned	Not concerned	Have used private/personal pension	Currently use private/personal pension	Have never saved through a private/personal pension	Important	Not important
	a	b	a	b	c	a	b	a	b	a	b	c	a	b	
Significance Level: 95%															
Unweighted Total	1003	63	327	309	514	489	537	403	662	300	510	339	475	856	107
Weighted Total	1003	69	319	304	492	511	546	389	668	289	452	311	531	855	101
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Very concerned (1)	72	9	17	27	38	34	45	20	63	7	29	20	42	65	2
	7%	13%	5%	9%	8%	7%	8%	5%	9%	2%	6%	6%	8%	8%	2%
		b							b					b	
Fairly concerned (2)	138	10	46	44	65	73	75	54	108	28	53	36	82	123	9
	14%	14%	14%	14%	13%	14%	14%	14%	16%	10%	12%	12%	15%	14%	9%
									b						
Neither concerned nor unconcerned (3)	329	20	101	87	150	179	183	109	217	85	129	90	192	272	33
	33%	29%	32%	29%	30%	35%	33%	28%	32%	30%	29%	29%	36%	32%	33%
													ab		
Fairly unconcerned (4)	210	17	67	68	117	93	130	77	138	66	110	77	93	190	17
	21%	25%	21%	22%	24%	18%	24%	20%	21%	23%	24%	25%	18%	22%	17%
					c						c	c			
Very unconcerned (5)	254	13	89	78	123	131	114	128	142	103	130	88	121	205	40
	25%	18%	28%	26%	25%	26%	21%	33%	21%	36%	29%	28%	23%	24%	40%
								a		a	c				a
NETS															
Net: Concerned	210	19	62	71	103	107	120	74	171	34	82	56	124	189	11
	21%	27%	20%	23%	21%	21%	22%	19%	26%	12%	18%	18%	23%	22%	11%
									b				a	b	
Net: Unconcerned	464	30	155	146	240	224	243	205	280	169	240	165	214	395	57
	46%	43%	49%	48%	49%	44%	45%	53%	42%	59%	53%	53%	40%	46%	56%
								a		a	c	c			a
Mean score	3.4	3.2	3.5	3.4	3.5	3.4	3.4	3.6	3.3	3.8	3.6	3.6	3.3	3.4	3.8
								a		a	c	c			a
Standard deviation	1.21	1.27	1.19	1.26	1.21	1.20	1.19	1.22	1.23	1.10	1.20	1.20	1.21	1.21	1.11
Standard error	.04	.16	.07	.07	.05	.05	.05	.06	.05	.06	.05	.06	.06	.04	.11

Columns Tested: a,b - a,b,c - a,b - a,b - a,b,c - a,b

Survey of the Self-Employed

Q12_4. How concerned, if at all, are you by the following aspects of self-employed work?

Needing to take time off work to care for a family member/loved one

Base: All respondents

	Total	GENDER		AGE			REGION													
		Male	Female	18-34	35-54	55+	London	South East	South West	East Midlands	West Midlands	Eastern	North West	North East	Yorkshire and Humberside	Wales	Northern Ireland	Scotland	England	Devolved Nations
		a	b	a	b	c	a	b	c	d	e	f	g	h	i	j	*k	l	m	n
Significance Level: 95%																				
Unweighted Total	1003	587	412	93	485	425	146	195	108	81	74	52	95	34	88	42	14	74	873	130
Weighted Total	1003	678	320	201	468	334	140	201	80	60	90	40	100	50	80	50	20	90	843	160
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Very concerned	(1) 82 8%	39 6%	43 13%	16 8%	46 10%	20 6%	6 5%	10 5%	6 7%	3 5%	13 14%	1 1%	16 16%	7 14%	7 8%	8 15%	1 5%	6 7%	68 8%	15 9%
Fairly concerned	(2) 208 21%	140 21%	65 20%	65 32%	111 24%	33 10%	38 27%	44 22%	21 26%	8 14%	26 29%	11 28%	9 9%	12 23%	11 14%	10 19%	2 9%	16 18%	181 21%	28 17%
Neither concerned nor unconcerned	(3) 335 33%	235 35%	100 31%	64 32%	154 33%	117 35%	49 35%	65 32%	28 35%	22 37%	29 32%	11 28%	40 40%	13 27%	23 29%	12 25%	13 64%	30 33%	280 33%	55 34%
Fairly unconcerned	(4) 193 19%	134 20%	59 18%	34 17%	84 18%	74 22%	27 19%	44 22%	13 16%	18 29%	11 12%	9 23%	15 14%	7 13%	19 23%	10 20%	1 5%	20 22%	162 19%	31 19%
Very unconcerned	(5) 184 18%	130 19%	54 17%	22 11%	72 15%	90 27%	20 14%	37 19%	13 16%	9 15%	12 13%	8 19%	20 20%	12 23%	21 26%	10 21%	3 17%	18 20%	152 18%	32 20%
NETS																				
Net: Concerned	291 29%	179 26%	108 34%	81 40%	157 34%	53 16%	44 31%	54 27%	27 33%	12 19%	39 43%	12 29%	25 25%	19 37%	18 22%	17 34%	3 14%	22 25%	249 29%	42 26%
Net: Unconcerned	377 38%	265 39%	112 35%	56 28%	157 33%	164 49%	48 34%	81 41%	26 32%	27 44%	23 25%	17 43%	35 35%	18 36%	39 49%	21 41%	4 22%	38 42%	314 37%	63 39%
Mean score	3.2	3.3	3.0	2.9	3.1	3.5	3.1	3.3	3.1	3.3	2.8	3.3	3.1	3.1	3.4	3.1	3.2	3.3	3.2	3.2
Standard deviation	1.20	1.16	1.26	1.12	1.20	1.16	1.10	1.15	1.16	1.07	1.21	1.13	1.30	1.37	1.24	1.36	1.02	1.18	1.19	1.22
Standard error	.04	.05	.06	.12	.05	.06	.09	.08	.11	.12	.14	.16	.13	.23	.13	.21	.27	.14	.04	.11

Columns Tested: a,b - a,b,c - a,b,c,d,e,f,g,h,i,j,k,l,m,n

Survey of the Self-Employed

Q12_4. How concerned, if at all, are you by the following aspects of self-employed work?

Needing to take time off work to care for a family member/loved one

Base: All respondents

	Total	CURRENT WORK		TYPE OF BUSINESS			EDUCATION					LENGTH OF SELF-EMPLOYMENT				
		Work with spouse, relative or business partner	Work by themselves	Limited company	Partnership	Sole trader	Secondary school	University degree	Higher university degree	NET: Up to Secondary school	NET: University	Up to 3 years	3-6 years	6-10 years	10-15 years	More than 15 years
		a	b	a	b	c	a	b	c	d	e	a	b	c	d	e
Significance Level: 95%																
Unweighted Total	1003	103	900	126	41	807	455	403	130	458	533	156	196	174	172	305
Weighted Total	1003	96	907	134	38	801	472	383	134	475	517	185	207	173	165	273
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Very concerned	(1) 82 8%	7 7%	76 8%	7 5%	1 3%	70 9%	44 9%	22 6%	14 11%	44 9%	36 7%	14 8%	18 9%	15 9%	16 10%	20 7%
Fairly concerned	(2) 208 21%	25 26%	183 20%	39 29%	8 21%	151 19%	90 19%	87 23%	30 22%	91 19%	116 23%	41 22%	49 23%	46 27%	38 23%	34 13%
Neither concerned nor unconcerned	(3) 335 33%	30 31%	305 34%	38 28%	15 40%	277 35%	162 34%	128 33%	36 27%	164 35%	165 32%	60 32%	61 29%	59 34%	47 29%	109 40%
Fairly unconcerned	(4) 193 19%	21 22%	172 19%	29 22%	9 23%	152 19%	87 18%	79 21%	26 19%	87 18%	105 20%	30 16%	46 22%	30 17%	31 19%	56 21%
Very unconcerned	(5) 184 18%	14 14%	170 19%	21 16%	5 12%	151 19%	89 19%	67 18%	28 21%	89 19%	95 18%	40 22%	34 17%	24 14%	32 19%	54 20%
NETS																
Net: Concerned	291 29%	32 33%	259 29%	46 34%	9 25%	221 28%	134 28%	109 28%	44 33%	135 28%	153 30%	55 30%	67 32%	61 35%	54 33%	54 20%
Net: Unconcerned	377 38%	34 36%	342 38%	51 38%	13 35%	303 38%	176 37%	146 38%	54 40%	176 37%	200 39%	70 38%	80 39%	53 31%	63 38%	110 40%
Mean score	3.2	3.1	3.2	3.1	3.2	3.2	3.2	3.2	3.2	3.2	3.2	3.2	3.1	3.0	3.1	3.3
Standard deviation	1.20	1.15	1.20	1.16	1.03	1.20	1.21	1.15	1.29	1.21	1.18	1.23	1.20	1.16	1.25	1.14
Standard error	.04	.11	.04	.10	.16	.04	.06	.06	.11	.06	.05	.10	.09	.09	.10	.07

Columns Tested: a, b - a, b, c - a, b, c, d, e - a, b, c, d, e

Survey of the Self-Employed

Q12_4. How concerned, if at all, are you by the following aspects of self-employed work?

Needing to take time off work to care for a family member/loved one

Base: All respondents

		AWARENESS OF IPSE			SOC				HAPPINESS IN SELF-EMPLOYMENT			WORKING PLANS		AWARENESS OF TAX DEDUCTIBLES FOR TRAINING		
		Know at least a little	Have at least heard of	Have never heard of	1-3	4-6	7-10	NET: 4-10	Happy	Neutral	Unhappy	Remain self-employed	Would consider or want to switch to work for someone else	Aware	Not aware	
		a	b	c	a	b	c	d	a	b	c	a	b	a	b	
Significance Level: 95%																
Unweighted Total		1003	58	192	811	513	291	199	490	808	148	38	727	225	261	742
Weighted Total		1003	64	202	801	501	300	201	501	800	159	35	702	243	254	749
		100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Very concerned	(1)	82	6	18	65	29	38	16	54	51	18	12	43	37	19	63
		8%	10%	9%	8%	6%	12%	8%	11%	6%	11%	34%	6%	15%	7%	8%
							a		a		a		a			
Fairly concerned	(2)	208	21	55	154	99	70	39	110	161	43	5	124	72	43	166
		21%	32%	27%	19%	20%	23%	20%	22%	20%	27%	15%	18%	30%	17%	22%
			c	c										a		
Neither concerned nor unconcerned	(3)	335	21	74	261	164	101	70	171	258	63	8	234	72	91	245
		33%	34%	37%	33%	33%	34%	35%	34%	32%	40%	23%	33%	30%	36%	33%
Fairly unconcerned	(4)	193	13	38	155	115	45	33	78	166	19	7	149	39	56	137
		19%	20%	19%	19%	23%	15%	17%	16%	21%	12%	19%	21%	16%	22%	18%
						bd				b						
Very unconcerned	(5)	184	3	18	166	95	47	42	89	164	16	3	151	23	45	139
		18%	4%	9%	21%	19%	16%	21%	18%	21%	10%	9%	22%	9%	18%	19%
					ab					b			b			
NETS																
Net: Concerned		291	27	72	218	127	108	56	164	212	60	17	168	109	62	229
		29%	42%	36%	27%	25%	36%	28%	33%	26%	38%	49%	24%	45%	24%	31%
			c	c			a		a		a		a			
Net: Unconcerned		377	15	55	321	210	91	76	167	330	35	10	300	62	101	275
		38%	24%	27%	40%	42%	30%	38%	33%	41%	22%	28%	43%	26%	40%	37%
					ab	bd				b			b			
Mean score		3.2	2.8	2.9	3.3	3.3	3.0	3.2	3.1	3.3	2.8	2.5	3.3	2.8	3.3	3.2
					ab	bd		b		bc			b			
Standard deviation		1.20	1.02	1.08	1.21	1.15	1.23	1.22	1.23	1.18	1.10	1.38	1.18	1.18	1.16	1.21
Standard error		.04	.13	.08	.04	.05	.07	.09	.06	.04	.09	.22	.04	.08	.07	.04

Columns Tested: a,b,c - a,b,c,d - a,b,c - a,b - a,b

Survey of the Self-Employed

Q12_4. How concerned, if at all, are you by the following aspects of self-employed work?

Needing to take time off work to care for a family member/loved one

Base: All respondents

	SELF-EMPLOYMENT SUPPORT/ADVICE AVAILABLE AT UNIVERSITY		AWARENESS OF MAKING TAX DIGITAL			CONCERN OVER BREXIT NEGOTIATIONS		CONCERN ABOUT SAVING FOR LATER LIFE		PENSION USAGE			IMPORTANCE OF SAVING FOR LATER LIFE		
	Total	To at least some extent	To no extent	Know at least a little about it	At least heard of it	Have not heard of it	Concerned	Not concerned	Concerned	Not concerned	Have used private/personal pension	Currently use private/personal pension	Have never saved through a private/personal pension	Important	Not important
	a	b	a	b	c	a	b	a	b	a	b	c	a	b	
Significance Level: 95%															
Unweighted Total	1003	63	327	309	514	489	537	403	662	300	510	339	475	856	107
Weighted Total	1003	69	319	304	492	511	546	389	668	289	452	311	531	855	101
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Very concerned (1)	82	4	23	24	39	44	49	27	68	13	26	22	50	76	4
	8%	6%	7%	8%	8%	9%	9%	7%	10%	5%	6%	7%	9%	9%	4%
									b				a		
Fairly concerned (2)	208	23	71	60	98	111	130	69	162	38	77	63	127	190	11
	21%	33%	22%	20%	20%	22%	24%	18%	24%	13%	17%	20%	24%	22%	11%
							b		b				a	b	
Neither concerned nor unconcerned (3)	335	22	97	97	167	169	167	128	219	87	143	103	188	273	35
	33%	32%	30%	32%	34%	33%	31%	33%	33%	30%	32%	33%	35%	32%	34%
Fairly unconcerned (4)	193	13	59	68	99	93	113	74	130	61	114	66	77	170	17
	19%	19%	18%	22%	20%	18%	21%	19%	19%	21%	25%	21%	14%	20%	17%
											c	c			
Very unconcerned (5)	184	7	69	55	90	94	87	89	89	90	92	57	89	147	34
	18%	10%	22%	18%	18%	18%	16%	23%	13%	31%	20%	18%	17%	17%	33%
			a				a		a						a
NETS															
Net: Concerned	291	27	94	84	137	154	179	97	230	51	103	85	177	266	16
	29%	39%	29%	27%	28%	30%	33%	25%	34%	18%	23%	27%	33%	31%	16%
							b		b				a	b	
Net: Unconcerned	377	20	128	123	189	187	201	164	218	151	206	123	166	317	51
	38%	29%	40%	41%	38%	37%	37%	42%	33%	52%	46%	40%	31%	37%	50%
										a	c	c		a	
Mean score	3.2	2.9	3.3	3.2	3.2	3.2	3.1	3.3	3.0	3.6	3.4	3.2	3.1	3.1	3.6
								a		a	c	c		a	
Standard deviation	1.20	1.08	1.22	1.19	1.18	1.21	1.20	1.21	1.17	1.18	1.15	1.17	1.20	1.20	1.18
Standard error	.04	.14	.07	.07	.05	.05	.05	.06	.05	.07	.05	.06	.05	.04	.11

Columns Tested: a,b - a,b,c - a,b - a,b - a,b,c - a,b

Survey of the Self-Employed

Q12_5. How concerned, if at all, are you by the following aspects of self-employed work?

Not being able to find self-employed/contract work

Base: All respondents

	Total	GENDER		AGE			REGION														
		Male	Female	18-34	35-54	55+	London	South East	South West	East Midlands	West Midlands	Eastern	North West	North East	Yorkshire and Humberside	Wales	Northern Ireland	Scotland	England	Devolved Nations	
		a	b	a	b	c	a	b	c	d	e	f	g	h	i	j	*k	l	m	n	
Significance Level: 95%																					
Unweighted Total	1003	587	412	93	485	425	146	195	108	81	74	52	95	34	88	42	14	74	873	130	
Weighted Total	1003	678	320	201	468	334	140	201	80	60	90	40	100	50	80	50	20	90	843	160	
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Very concerned	(1) 108 11%	71 11%	36 11%	25 13%	62 13%	22 6%	21 15%	21 10%	12 15%	2 4%	7 8%	5 13%	13 13%	4 7%	8 10%	8 16%	3 14%	4 4%	94 11%	15 9%	
				c	c		dl		dl			d			dl				d		
Fairly concerned	(2) 243 24%	152 22%	91 28%	51 25%	134 29%	58 17%	38 27%	49 25%	20 24%	12 19%	29 32%	9 23%	16 16%	10 20%	21 26%	19 38%	2 10%	19 21%	203 24%	40 25%	
			a		c		g				g					dglm					
Neither concerned nor unconcerned	(3) 319 32%	218 32%	99 31%	74 37%	141 30%	105 31%	46 33%	61 31%	23 29%	27 46%	34 37%	10 24%	44 44%	9 18%	21 26%	9 18%	6 31%	29 33%	275 33%	44 28%	
									bcfhijmn		hj		bcfhijmn						j		
Fairly unconcerned	(4) 168 17%	122 18%	46 14%	32 16%	68 14%	68 20%	19 14%	35 18%	14 18%	11 19%	9 10%	10 24%	13 13%	10 21%	16 19%	6 11%	1 7%	23 26%	137 16%	30 19%	
					b						e							aegm			
Very unconcerned	(5) 165 16%	116 17%	48 15%	19 9%	64 14%	82 25%	17 12%	34 17%	11 14%	7 12%	12 13%	6 16%	15 15%	17 34%	15 19%	9 17%	8 38%	15 17%	133 16%	31 20%	
					ab								abcdegilm								
NETS																					
Net: Concerned	351 35%	223 33%	126 40%	76 38%	196 42%	79 24%	59 42%	70 35%	32 40%	14 23%	36 40%	14 36%	29 29%	14 27%	29 36%	27 54%	5 24%	23 25%	297 35%	54 34%	
			a	c	c		dgl		dl		dl					bdghlmn			d		
Net: Unconcerned	332 33%	237 35%	94 30%	50 25%	132 28%	150 45%	36 25%	69 34%	25 31%	19 31%	20 22%	16 40%	28 28%	28 55%	30 38%	14 28%	9 45%	38 42%	271 32%	62 38%	
					ab							ae	abcdegilm		ae			aeg		ae	
Mean score	3.0	3.1	2.9	2.8	2.9	3.4	2.8	3.1	2.9	3.2	2.9	3.1	3.0	3.6	3.1	2.8	3.5	3.3	3.0	3.1	
					ab					a				abcegjlm				acej		a	
Standard deviation	1.22	1.23	1.22	1.13	1.22	1.21	1.20	1.23	1.26	1.01	1.11	1.29	1.19	1.34	1.27	1.34	1.47	1.11	1.22	1.25	
Standard error	.04	.05	.06	.12	.06	.06	.10	.09	.12	.11	.13	.18	.12	.23	.14	.21	.39	.13	.04	.11	

Columns Tested: a, b - a, b, c - a, b, c, d, e, f, g, h, i, j, k, l, m, n

Survey of the Self-Employed

Q12_5. How concerned, if at all, are you by the following aspects of self-employed work?

Not being able to find self-employed/contract work

Base: All respondents

	Total	CURRENT WORK		TYPE OF BUSINESS			EDUCATION					LENGTH OF SELF-EMPLOYMENT				
		Work with spouse, relative or business partner	Work by themselves	Limited company	Partnership	Sole trader	Secondary school	University degree	Higher university degree	NET: Up to Secondary school	NET: University	Up to 3 years	3-6 years	6-10 years	10-15 years	More than 15 years
		a	b	a	b	c	a	b	c	d	e	a	b	c	d	e
Significance Level: 95%																
Unweighted Total	1003	103	900	126	41	807	455	403	130	458	533	156	196	174	172	305
Weighted Total	1003	96	907	134	38	801	472	383	134	475	517	185	207	173	165	273
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Very concerned	(1) 108 11%	8 9%	100 11%	15 11%	2 5%	90 11%	42 9%	43 11%	19 14%	42 9%	62 12%	23 13%	20 10%	23 13%	15 9%	27 10%
Fairly concerned	(2) 243 24%	22 23%	220 24%	38 28%	10 27%	187 23%	108 23%	96 25%	37 28%	109 23%	133 26%	45 24%	57 28%	37 21%	43 26%	61 22%
Neither concerned nor unconcerned	(3) 319 32%	28 29%	291 32%	46 35%	9 23%	258 32%	161 34%	115 30%	36 27%	163 34%	151 29%	66 36%	62 30%	58 33%	48 29%	85 31%
Fairly unconcerned	(4) 168 17%	20 21%	148 16%	21 16%	9 22%	133 17%	78 17%	64 17%	25 19%	78 17%	89 17%	25 14%	30 14%	30 17%	28 17%	56 20%
Very unconcerned	(5) 165 16%	17 18%	148 16%	14 10%	9 23%	133 17%	83 18%	66 17%	16 12%	83 17%	82 16%	26 14%	38 18%	26 15%	31 19%	45 16%
					a											
NETS																
Net: Concerned	351 35%	31 32%	321 35%	53 39%	12 32%	277 35%	150 32%	139 36%	57 42%	151 32%	195 38%	68 37%	77 37%	60 35%	58 35%	88 32%
Net: Unconcerned	332 33%	37 39%	295 33%	35 26%	17 46%	266 33%	161 34%	130 34%	42 31%	161 34%	171 33%	51 27%	68 33%	55 32%	59 35%	100 37%
					a											a
Mean score	3.0	3.2	3.0	2.9	3.3 a	3.0	3.1 c	3.0	2.9	3.1 c	3.0	2.9	3.0	3.0	3.1	3.1
Standard deviation	1.22	1.22	1.22	1.13	1.25	1.23	1.20	1.25	1.23	1.20	1.24	1.20	1.24	1.23	1.24	1.21
Standard error	.04	.12	.04	.10	.19	.04	.06	.06	.11	.06	.05	.10	.09	.09	.09	.07

Columns Tested: a,b - a,b,c - a,b,c,d,e - a,b,c,d,e

Survey of the Self-Employed

Q12_5. How concerned, if at all, are you by the following aspects of self-employed work?

Not being able to find self-employed/contract work

Base: All respondents

		AWARENESS OF IPSE			SOC				HAPPINESS IN SELF-EMPLOYMENT			WORKING PLANS		AWARENESS OF TAX DEDUCTIBLES FOR TRAINING		
		Know at least a little	Have at least heard of	Have never heard of	1-3	4-6	7-10	NET: 4-10	Happy	Neutral	Unhappy	Remain self-employed	Would consider or want to switch to work for someone else	Aware	Not aware	
		a	b	c	a	b	c	d	a	b	c	a	b	a	b	
Significance Level: 95%																
Unweighted Total		1003	58	192	811	513	291	199	490	808	148	38	727	225	261	742
Weighted Total		1003	64	202	801	501	300	201	501	800	159	35	702	243	254	749
		100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Very concerned	(1)	108	2	19	90	56	38	14	53	59	30	18	54	50	20	88
		11%	3%	9%	11%	11%	13%	7%	10%	7%	19%	51%	8%	20%	8%	12%
					a		c				a	ab		a		
Fairly concerned	(2)	243	22	62	181	127	77	39	116	186	49	7	150	78	54	189
		24%	35%	31%	23%	25%	26%	19%	23%	23%	31%	21%	21%	32%	21%	25%
			c	c									a			
Neither concerned nor unconcerned	(3)	319	18	64	255	147	94	79	172	251	57	5	219	71	86	233
		32%	29%	32%	32%	29%	31%	39%	34%	31%	36%	14%	31%	29%	34%	31%
								a		c	c					
Fairly unconcerned	(4)	168	15	41	127	93	44	30	74	149	15	3	134	32	47	121
		17%	24%	20%	16%	19%	15%	15%	15%	19%	9%	9%	19%	13%	18%	16%
										b			b			
Very unconcerned	(5)	165	6	16	149	79	47	39	86	154	8	2	144	12	47	118
		16%	9%	8%	19%	16%	16%	20%	17%	19%	5%	6%	21%	5%	18%	16%
					b					bc			b			
NETS																
Net: Concerned		351	24	81	271	182	115	53	169	245	79	25	204	127	74	277
		35%	38%	40%	34%	36%	38%	26%	34%	31%	50%	71%	29%	52%	29%	37%
						c	c				a	ab		a		a
Net: Unconcerned		332	21	57	276	172	91	69	160	304	23	5	279	44	94	239
		33%	33%	28%	34%	34%	30%	34%	32%	38%	14%	15%	40%	18%	37%	32%
										bc			b			
Mean score		3.0	3.0	2.9	3.1	3.0	2.9	3.2	3.0	3.2	2.5	2.0	3.2	2.5	3.2	3.0
					b			b		bc	c		b		b	
Standard deviation		1.22	1.03	1.09	1.25	1.23	1.24	1.17	1.22	1.20	1.06	1.26	1.22	1.10	1.19	1.23
Standard error		.04	.14	.08	.04	.05	.07	.08	.06	.04	.09	.20	.05	.07	.07	.05

Columns Tested: a,b,c - a,b,c,d - a,b,c - a,b - a,b

Survey of the Self-Employed

Q12_5. How concerned, if at all, are you by the following aspects of self-employed work?

Not being able to find self-employed/contract work

Base: All respondents

	SELF-EMPLOYMENT SUPPORT/ADVICE AVAILABLE AT UNIVERSITY		AWARENESS OF MAKING TAX DIGITAL			CONCERN OVER BREXIT NEGOTIATIONS		CONCERN ABOUT SAVING FOR LATER LIFE		PENSION USAGE			IMPORTANCE OF SAVING FOR LATER LIFE		
	Total	To at least some extent	To no extent	Know at least a little about it	At least heard of it	Have not heard of it	Concerned	Not concerned	Concerned	Not concerned	Have used private/ personal pension	Currently use private/ personal pension	Have never saved through a private/ personal pension	Important	Not important
	a	b	a	b	c	a	b	a	b	a	b	c	a	b	
Significance Level: 95%															
Unweighted Total	1003	63	327	309	514	489	537	403	662	300	510	339	475	856	107
Weighted Total	1003	69	319	304	492	511	546	389	668	289	452	311	531	855	101
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Very concerned (1)	108	9	42	19	43	66	72	31	97	8	35	26	70	103	3
	11%	13%	13%	6%	9%	13%	13%	8%	14%	3%	8%	8%	13%	12%	3%
						ab	b		b				ab	b	
Fairly concerned (2)	243	19	85	72	120	123	165	66	201	32	107	73	130	216	18
	24%	28%	27%	24%	24%	24%	30%	17%	30%	11%	24%	24%	25%	25%	18%
							b		b						
Neither concerned nor unconcerned (3)	319	29	73	93	151	168	153	132	197	99	141	98	172	266	27
	32%	42%	23%	31%	31%	33%	28%	34%	30%	34%	31%	31%	32%	31%	26%
		b					a								
Fairly unconcerned (4)	168	10	59	66	96	72	84	76	89	73	87	62	76	138	24
	17%	14%	18%	22%	19%	14%	15%	20%	13%	25%	19%	20%	14%	16%	23%
				c	c				a		c	c			
Very unconcerned (5)	165	2	60	54	82	82	72	83	84	76	81	51	82	133	29
	16%	3%	19%	18%	17%	16%	13%	21%	13%	26%	18%	16%	15%	16%	29%
			a				a		a		a			a	
NETS															
Net: Concerned	351	29	127	91	163	188	237	97	298	41	143	100	200	319	22
	35%	41%	40%	30%	33%	37%	43%	25%	45%	14%	32%	32%	38%	37%	21%
						a	b		b				a	b	
Net: Unconcerned	332	11	119	120	178	154	156	159	173	149	168	113	158	271	53
	33%	16%	37%	39%	36%	30%	29%	41%	26%	52%	37%	36%	30%	32%	52%
			a	c	c		a		a		c	c		a	
Mean score	3.0	2.6	3.0	3.2	3.1	3.0	2.9	3.3	2.8	3.6	3.2	3.1	2.9	3.0	3.6
			a	c			a		a		c	c		a	
Standard deviation	1.22	.97	1.32	1.18	1.20	1.24	1.22	1.21	1.22	1.08	1.20	1.19	1.24	1.23	1.18
Standard error	.04	.12	.07	.07	.05	.06	.05	.06	.05	.06	.05	.06	.06	.04	.11

Columns Tested: a,b - a,b,c - a,b - a,b - a,b,c - a,b

Survey of the Self-Employed

Q12_6. How concerned, if at all, are you by the following aspects of self-employed work?

Not being able to get financial support/loan due to my self-employed status

Base: All respondents

	Total	GENDER		AGE			REGION													
		Male	Female	18-34	35-54	55+	London	South East	South West	East Midlands	West Midlands	Eastern	North West	North East	Yorkshire and Humberside	Wales	Northern Ireland	Scotland	England	Devolved Nations
		a	b	a	b	c	a	b	c	d	e	f	g	h	i	j	*k	l	m	n
Significance Level: 95%																				
Unweighted Total	1003	587	412	93	485	425	146	195	108	81	74	52	95	34	88	42	14	74	873	130
Weighted Total	1003	678	320	201	468	334	140	201	80	60	90	40	100	50	80	50	20	90	843	160
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Very concerned	(1) 103 10%	67 10%	36 11%	23 11%	55 12%	26 8%	14 10%	18 9%	9 11%	4 7%	10 11%	2 6%	11 11%	8 16%	9 11%	10 20%	3 13%	6 7%	85 10%	19 12%
					c										bdfim					
Fairly concerned	(2) 226 22%	143 21%	79 25%	78 39%	106 23%	41 12%	41 29%	55 27%	15 19%	11 19%	18 20%	6 14%	21 21%	8 16%	19 23%	10 21%	4 19%	18 20%	194 23%	32 20%
				bc	c		f													
Neither concerned nor unconcerned	(3) 327 33%	231 34%	95 30%	65 32%	164 35%	98 29%	51 36%	55 27%	31 39%	27 44%	33 37%	15 37%	35 35%	10 20%	23 29%	16 33%	5 25%	26 28%	280 33%	47 29%
									bh	bhilmn										
Fairly unconcerned	(4) 167 17%	113 17%	55 17%	27 13%	64 14%	77 23%	18 13%	31 16%	13 17%	8 14%	18 20%	8 21%	14 14%	14 27%	15 18%	7 14%	1 7%	19 21%	140 17%	28 17%
						ab								a						
Very unconcerned	(5) 180 18%	125 18%	55 17%	8 4%	79 17%	93 28%	17 12%	41 20%	12 14%	10 16%	12 13%	9 23%	19 19%	10 20%	15 18%	6 12%	7 36%	22 24%	145 17%	35 22%
					a	ab		a										a		a
NETS																				
Net: Concerned	329 33%	210 31%	115 36%	101 50%	161 34%	66 20%	55 39%	73 36%	24 30%	15 25%	28 31%	8 20%	32 32%	16 32%	28 35%	20 41%	6 32%	24 26%	278 33%	51 32%
				bc	c		df	f							f			f		
Net: Unconcerned	347 35%	237 35%	110 34%	35 17%	143 31%	169 51%	35 25%	73 36%	25 31%	18 30%	29 33%	17 44%	34 34%	24 47%	30 37%	13 27%	9 43%	41 45%	284 34%	63 39%
					a	ab		a				a	a	a				acm	a	a
Mean score	3.1	3.1	3.0	2.6	3.0	3.5	2.9	3.1	3.0	3.1	3.0	3.4	3.1	3.2	3.1	2.8	3.3	3.4	3.1	3.2
					a	ab						aj						ajm		a
Standard deviation	1.23	1.22	1.25	.99	1.23	1.23	1.14	1.27	1.18	1.12	1.16	1.16	1.25	1.37	1.27	1.28	1.49	1.24	1.22	1.30
Standard error	.04	.05	.06	.10	.06	.06	.09	.09	.11	.12	.13	.16	.13	.24	.14	.20	.40	.14	.04	.11

Columns Tested: a, b - a, b, c - a, b, c, d, e, f, g, h, i, j, k, l, m, n

Survey of the Self-Employed

Q12_6. How concerned, if at all, are you by the following aspects of self-employed work?

Not being able to get financial support/loan due to my self-employed status

Base: All respondents

	Total	CURRENT WORK		TYPE OF BUSINESS			EDUCATION					LENGTH OF SELF-EMPLOYMENT				
		Work with spouse, relative or business partner	Work by themselves	Limited company	Partnership	Sole trader	Secondary school	University degree	Higher university degree	NET: Up to Secondary school	NET: University	Up to 3 years	3-6 years	6-10 years	10-15 years	More than 15 years
		a	b	a	b	c	a	b	c	d	e	a	b	c	d	e
Significance Level: 95%																
Unweighted Total	1003	103	900	126	41	807	455	403	130	458	533	156	196	174	172	305
Weighted Total	1003	96	907	134	38	801	472	383	134	475	517	185	207	173	165	273
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Very concerned	(1) 103 10%	16 17% b	87 10%	14 10%	6 15%	80 10%	47 10%	37 10%	15 11%	48 10%	52 10%	26 14%	18 9%	19 11%	15 9%	25 9%
Fairly concerned	(2) 226 22%	16 17%	209 23%	33 25%	5 14%	179 22%	95 20%	91 24%	37 28%	96 20%	128 25%	57 31% e	49 24% e	43 25% e	38 23% e	39 14%
Neither concerned nor unconcerned	(3) 327 33%	28 30%	298 33%	44 33%	15 39%	264 33%	166 35%	117 31%	37 27%	166 35%	154 30%	50 27%	71 34%	61 35%	47 29%	97 36%
Fairly unconcerned	(4) 167 17%	13 14%	154 17%	19 14%	3 8%	141 18%	73 15%	68 18%	25 19%	74 16%	93 18%	33 18%	27 13%	24 14%	28 17%	56 20% b
Very unconcerned	(5) 180 18%	22 23%	158 17%	24 18%	9 24%	137 17%	90 19%	70 18%	20 15%	90 19%	90 17%	19 10%	42 20% a	26 15%	37 22% a	56 21% a
NETS																
Net: Concerned	329 33%	32 34%	297 33%	47 35%	11 28%	259 32%	143 30%	128 33%	52 39%	145 30%	180 35%	83 45% bde	67 33% e	62 36% e	54 32% e	64 23%
Net: Unconcerned	347 35%	35 37%	312 34%	43 32%	12 32%	278 35%	163 35%	138 36%	45 34%	164 35%	183 35%	52 28%	69 33%	50 29%	64 39% a	112 41% ac
Mean score	3.1	3.1	3.1	3.0	3.1	3.1	3.1	3.1	3.0	3.1	3.1	2.8	3.1 a	3.0	3.2 a	3.3 ac
Standard deviation	1.23	1.38	1.21	1.23	1.34	1.21	1.23	1.24	1.23	1.23	1.23	1.19	1.24	1.20	1.28	1.21
Standard error	.04	.14	.04	.11	.21	.04	.06	.06	.11	.06	.05	.10	.09	.09	.10	.07

Columns Tested: a,b - a,b,c - a,b,c,d,e - a,b,c,d,e

Survey of the Self-Employed

Q12_6. How concerned, if at all, are you by the following aspects of self-employed work?

Not being able to get financial support/loan due to my self-employed status

Base: All respondents

		AWARENESS OF IPSE			SOC				HAPPINESS IN SELF-EMPLOYMENT			WORKING PLANS		AWARENESS OF TAX DEDUCTIBLES FOR TRAINING		
		Know at least a little	Have at least heard of	Have never heard of	1-3	4-6	7-10	NET: 4-10	Happy	Neutral	Unhappy	Remain self-employed	Would consider or want to switch to work for someone else	Aware	Not aware	
		a	b	c	a	b	c	d	a	b	c	a	b	a	b	
Significance Level: 95%																
	Unweighted Total	1003	58	192	811	513	291	199	490	808	148	38	727	225	261	742
	Weighted Total	1003	64	202	801	501	300	201	501	800	159	35	702	243	254	749
		100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
	Very concerned (1)	103	12	25	78	45	35	24	59	68	24	10	59	41	25	78
		10%	19%	13%	10%	9%	12%	12%	12%	9%	15%	29%	8%	17%	10%	10%
			c								a	a		a		
	Fairly concerned (2)	226	14	46	179	118	71	36	107	169	44	12	132	82	52	173
		22%	21%	23%	22%	24%	24%	18%	21%	21%	28%	35%	19%	34%	21%	23%
											a		a			
	Neither concerned nor unconcerned (3)	327	23	71	255	148	101	78	179	252	63	4	223	72	82	245
		33%	36%	35%	32%	29%	34%	39%	36%	32%	40%	10%	32%	30%	32%	33%
								a	a	c	c					
	Fairly unconcerned (4)	167	8	31	136	96	45	26	71	147	15	6	129	32	39	128
		17%	12%	15%	17%	19%	15%	13%	14%	18%	9%	17%	18%	13%	15%	17%
						cd				b						
	Very unconcerned (5)	180	7	28	152	94	48	38	86	163	13	3	159	15	55	125
		18%	11%	14%	19%	19%	16%	19%	17%	20%	8%	9%	23%	6%	22%	17%
										b			b			
NETS																
	Net: Concerned	329	26	72	257	163	106	60	166	238	68	22	191	123	77	251
		33%	41%	35%	32%	33%	35%	30%	33%	30%	43%	64%	27%	51%	31%	34%
											a	ab		a		
	Net: Unconcerned	347	15	59	288	190	93	64	157	310	28	9	288	47	94	253
		35%	24%	29%	36%	38%	31%	32%	31%	39%	18%	25%	41%	20%	37%	34%
						bd				b			b			
	Mean score	3.1	2.7	3.0	3.1	3.2	3.0	3.1	3.0	3.2	2.7	2.4	3.3	2.6	3.2	3.1
										bc			b			
	Standard deviation	1.23	1.23	1.20	1.24	1.23	1.22	1.24	1.23	1.23	1.10	1.31	1.24	1.11	1.27	1.22
	Standard error	.04	.16	.09	.04	.05	.07	.09	.06	.04	.09	.21	.05	.07	.08	.04

Columns Tested: a,b,c - a,b,c,d - a,b,c - a,b - a,b



Survey of the Self-Employed

Q12_6. How concerned, if at all, are you by the following aspects of self-employed work?

Not being able to get financial support/loan due to my self-employed status

Base: All respondents

	SELF-EMPLOYMENT SUPPORT/ADVICE AVAILABLE AT UNIVERSITY		AWARENESS OF MAKING TAX DIGITAL			CONCERN OVER BREXIT NEGOTIATIONS		CONCERN ABOUT SAVING FOR LATER LIFE		PENSION USAGE			IMPORTANCE OF SAVING FOR LATER LIFE		
	Total	To at least some extent	To no extent	Know at least a little about it	At least heard of it	Have not heard of it	Concerned	Not concerned	Concerned	Not concerned	Have used private/ personal pension	Currently use private/ personal pension	Have never saved through a private/ personal pension	Important	Not important
	a	b	a	b	c	a	b	a	b	a	b	c	a	b	
Significance Level: 95%															
Unweighted Total	1003	63	327	309	514	489	537	403	662	300	510	339	475	856	107
Weighted Total	1003	69	319	304	492	511	546	389	668	289	452	311	531	855	101
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Very concerned (1)	103	10	31	28	55	49	67	32	85	15	33	29	66	94	7
	10%	15%	10%	9%	11%	9%	12%	8%	13%	5%	7%	9%	12%	11%	7%
							b		b				a		
Fairly concerned (2)	226	25	83	56	101	125	136	78	189	30	93	65	128	209	7
	22%	35%	26%	19%	20%	24%	25%	20%	28%	10%	21%	21%	24%	24%	7%
						a			b					b	
Neither concerned nor unconcerned (3)	327	18	85	93	151	176	180	109	206	91	135	87	187	264	32
	33%	25%	27%	31%	31%	34%	33%	28%	31%	32%	30%	28%	35%	31%	32%
													b		
Fairly unconcerned (4)	167	9	60	63	90	77	88	73	102	63	91	58	73	141	25
	17%	13%	19%	21%	18%	15%	16%	19%	15%	22%	20%	19%	14%	17%	24%
				c					a		c			a	
Very unconcerned (5)	180	8	60	63	95	85	74	98	85	90	100	72	77	148	30
	18%	12%	19%	21%	19%	17%	14%	25%	13%	31%	22%	23%	15%	17%	30%
								a		a	c	c		a	
NETS															
Net: Concerned	329	35	114	85	155	173	203	109	274	45	126	94	194	302	14
	33%	50%	36%	28%	32%	34%	37%	28%	41%	16%	28%	30%	37%	35%	14%
		b					b		b				a	b	
Net: Unconcerned	347	17	120	126	186	162	163	171	187	153	191	130	150	289	55
	35%	25%	37%	42%	38%	32%	30%	44%	28%	53%	42%	42%	28%	34%	54%
				c	c			a		a	c	c		a	
Mean score	3.1	2.7	3.1	3.3	3.1	3.0	2.9	3.3	2.9	3.6	3.3	3.3	2.9	3.0	3.6
			a	c				a		a	c	c		a	
Standard deviation	1.23	1.21	1.26	1.24	1.26	1.20	1.20	1.27	1.20	1.18	1.23	1.28	1.21	1.24	1.18
Standard error	.04	.15	.07	.07	.06	.05	.05	.06	.05	.07	.05	.07	.06	.04	.11

Columns Tested: a,b - a,b,c - a,b - a,b - a,b,c - a,b

Survey of the Self-Employed

Q12_7. How concerned, if at all, are you by the following aspects of self-employed work?

Not being able to afford a holiday or take time off

Base: All respondents

	Total	GENDER		AGE			REGION													
		Male	Female	18-34	35-54	55+	London	South East	South West	East Midlands	West Midlands	Eastern	North West	North East	Yorkshire and Humberside	Wales	Northern Ireland	Scotland	England	Devolved Nations
		a	b	a	b	c	a	b	c	d	e	f	g	h	i	j	*k	l	m	n
Significance Level: 95%																				
Unweighted Total	1003	587	412	93	485	425	146	195	108	81	74	52	95	34	88	42	14	74	873	130
Weighted Total	1003	678	320	201	468	334	140	201	80	60	90	40	100	50	80	50	20	90	843	160
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Very concerned (1)	104 10%	54 8%	48 15%	29 14%	52 11%	24 7%	15 10%	19 9%	9 11%	1 2%	15 16%	5 13%	8 8%	8 16%	9 11%	9 18%	3 13%	5 5%	88 10%	17 10%
		a	b	c	c		d	d	d		dl	d	g	d	d	dl			d	d
Fairly concerned (2)	214 21%	134 20%	80 25%	54 27%	115 24%	46 14%	27 19%	39 19%	26 33%	14 22%	20 23%	12 30%	24 24%	4 8%	17 21%	9 18%	5 26%	17 19%	183 22%	32 20%
				c	c				abhlmn			h								
Neither concerned nor unconcerned (3)	309 31%	215 32%	92 29%	73 37%	142 30%	94 28%	49 35%	68 34%	26 32%	26 43%	24 27%	9 24%	36 36%	9 17%	19 24%	17 33%	5 25%	22 24%	266 32%	43 27%
				h	h		h	h	efhilmn			h								
Fairly unconcerned (4)	192 19%	145 21%	47 15%	30 15%	89 19%	73 22%	35 25%	32 16%	9 12%	9 15%	16 18%	8 21%	13 13%	17 35%	17 21%	8 16%	3 16%	23 26%	158 19%	34 21%
		b		bcg			bcg							bcdgm					cg	c
Very unconcerned (5)	183 18%	130 19%	53 17%	14 7%	71 15%	97 29%	15 11%	42 21%	10 13%	11 18%	15 16%	5 12%	20 20%	12 24%	18 23%	8 15%	4 20%	23 26%	148 18%	35 22%
		a		a	ab		a	a						a	a			ac	a	a
NETS																				
Net: Concerned	319 32%	189 28%	128 40%	83 41%	166 35%	70 21%	41 29%	58 29%	35 43%	15 24%	35 39%	17 43%	31 31%	12 24%	26 33%	18 36%	8 40%	22 24%	271 32%	48 30%
		a		c	c				abdhlmn			bd								
Net: Unconcerned	375 37%	275 41%	100 31%	45 22%	160 34%	171 51%	51 36%	75 37%	20 24%	20 32%	31 34%	13 33%	33 33%	29 59%	35 44%	15 31%	7 36%	47 52%	306 36%	69 43%
		b		c	a	ab	c	c					abcdefgjm		c			abcdefgjm	c	c
Mean score	3.1	3.2	2.9	2.7	3.0	3.5	3.1	3.2	2.8	3.2	2.9	2.9	3.1	3.4	3.2	2.9	3.0	3.5	3.1	3.2
		b		a	a	ab	c	c		c				c	c			acefjm	c	c
Standard deviation	1.24	1.20	1.29	1.10	1.22	1.24	1.14	1.24	1.17	1.06	1.31	1.24	1.21	1.37	1.33	1.30	1.36	1.22	1.23	1.28
Standard error	.04	.05	.06	.11	.06	.06	.09	.09	.11	.12	.15	.17	.12	.24	.14	.20	.36	.14	.04	.11

Columns Tested: a, b - a, b, c - a, b, c, d, e, f, g, h, i, j, k, l, m, n

Survey of the Self-Employed

Q12_7. How concerned, if at all, are you by the following aspects of self-employed work?

Not being able to afford a holiday or take time off

Base: All respondents

	Total	CURRENT WORK		TYPE OF BUSINESS			EDUCATION					LENGTH OF SELF-EMPLOYMENT				
		Work with spouse, relative or business partner	Work by themselves	Limited company	Partnership	Sole trader	Secondary school	University degree	Higher university degree	NET: Up to Secondary school	NET: University	Up to 3 years	3-6 years	6-10 years	10-15 years	More than 15 years
		a	b	a	b	c	a	b	c	d	e	a	b	c	d	e
Significance Level: 95%																
Unweighted Total	1003	103	900	126	41	807	455	403	130	458	533	156	196	174	172	305
Weighted Total	1003	96	907	134	38	801	472	383	134	475	517	185	207	173	165	273
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Very concerned (1)	104 10%	12 12%	93 10%	13 10%	3 7%	86 11%	57 12%	30 8%	15 11%	57 12%	45 9%	20 11%	23 11%	18 11%	15 9%	28 10%
Fairly concerned (2)	214 21%	19 20%	195 21%	28 21%	6 15%	173 22%	99 21%	81 21%	32 24%	100 21%	113 22%	49 26%	53 25%	34 19%	39 24%	40 15%
Neither concerned nor unconcerned (3)	309 31%	27 28%	282 31%	36 27%	15 39%	251 31%	148 31%	120 31%	32 24%	150 31%	153 29%	53 29%	52 25%	64 37%	57 35%	83 31%
Fairly unconcerned (4)	192 19%	15 15%	177 20%	36 27%	5 12%	147 18%	82 17%	80 21%	29 21%	83 17%	109 21%	32 17%	46 22%	31 18%	21 12%	63 23%
Very unconcerned (5)	183 18%	23 24%	160 18%	21 15%	10 26%	144 18%	86 18%	72 19%	26 19%	86 18%	97 19%	31 17%	34 16%	27 15%	34 20%	58 21%
NETS																
Net: Concerned	319 32%	31 32%	288 32%	41 31%	9 23%	259 32%	156 33%	111 29%	47 35%	157 33%	158 31%	69 37%	75 36%	52 30%	54 33%	69 25%
Net: Unconcerned	375 37%	38 39%	337 37%	57 42%	15 38%	291 36%	168 35%	152 40%	55 41%	169 35%	206 40%	63 34%	80 39%	57 33%	54 33%	121 44%
Mean score	3.1	3.2	3.1	3.2	3.3	3.1	3.1	3.2	3.1	3.1	3.2	3.0	3.1	3.1	3.1	3.3
Standard deviation	1.24	1.34	1.23	1.21	1.23	1.24	1.26	1.20	1.29	1.26	1.22	1.24	1.25	1.19	1.24	1.25
Standard error	.04	.13	.04	.11	.19	.04	.06	.06	.11	.06	.05	.10	.09	.09	.09	.07

Columns Tested: a,b - a,b,c - a,b,c,d,e - a,b,c,d,e

Survey of the Self-Employed

Q12_7. How concerned, if at all, are you by the following aspects of self-employed work?

Not being able to afford a holiday or take time off

Base: All respondents

		AWARENESS OF IPSE			SOC				HAPPINESS IN SELF-EMPLOYMENT			WORKING PLANS		AWARENESS OF TAX DEDUCTIBLES FOR TRAINING		
		Know at least a little	Have at least heard of	Have never heard of	1-3	4-6	7-10	NET: 4-10	Happy	Neutral	Unhappy	Remain self-employed	Would consider or want to switch to work for someone else	Aware	Not aware	
		a	b	c	a	b	c	d	a	b	c	a	b	a	b	
Significance Level: 95%																
Unweighted Total		1003	58	192	811	513	291	199	490	808	148	38	727	225	261	742
Weighted Total		1003	64	202	801	501	300	201	501	800	159	35	702	243	254	749
		100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Very concerned	(1)	104	8	24	81	47	37	21	58	63	28	13	65	35	19	85
		10%	13%	12%	10%	9%	12%	10%	12%	8%	17%	38%	9%	15%	7%	11%
											a	ab		a		
Fairly concerned	(2)	214	15	47	167	103	59	53	111	157	48	9	128	73	45	169
		21%	23%	23%	21%	21%	20%	26%	22%	20%	30%	25%	18%	30%	18%	23%
											a			a		
Neither concerned nor unconcerned	(3)	309	20	68	241	143	102	65	167	232	63	7	202	79	81	229
		31%	32%	34%	30%	28%	34%	32%	33%	29%	40%	22%	29%	33%	32%	31%
											ac					
Fairly unconcerned	(4)	192	13	39	153	104	56	31	88	179	10	3	150	38	57	135
		19%	20%	19%	19%	21%	19%	16%	17%	22%	6%	8%	21%	16%	23%	18%
										bc						
Very unconcerned	(5)	183	8	25	158	105	47	31	78	169	10	3	156	17	52	131
		18%	12%	12%	20%	21%	16%	16%	16%	21%	7%	8%	22%	7%	20%	17%
					b	d				b			b			
NETS																
Net: Concerned		319	23	71	248	149	95	74	169	220	76	22	193	108	64	255
		32%	36%	35%	31%	30%	32%	37%	34%	27%	48%	63%	28%	45%	25%	34%
											a	a		a		a
Net: Unconcerned		375	21	63	312	209	103	63	166	348	21	5	307	55	109	266
		37%	33%	31%	39%	42%	34%	31%	33%	43%	13%	16%	44%	23%	43%	35%
						bcd				bc			b		b	
Mean score		3.1	3.0	3.0	3.2	3.2	3.1	3.0	3.0	3.3	2.5	2.2	3.3	2.7	3.3	3.1
					b	cd				bc			b		b	
Standard deviation		1.24	1.21	1.18	1.25	1.25	1.22	1.21	1.22	1.22	1.06	1.27	1.26	1.11	1.20	1.25
Standard error		.04	.16	.09	.04	.06	.07	.09	.06	.04	.09	.21	.05	.07	.07	.05

Columns Tested: a,b,c - a,b,c,d - a,b,c - a,b - a,b

Survey of the Self-Employed

Q12_7. How concerned, if at all, are you by the following aspects of self-employed work?

Not being able to afford a holiday or take time off

Base: All respondents

	SELF-EMPLOYMENT SUPPORT/ADVICE AVAILABLE AT UNIVERSITY		AWARENESS OF MAKING TAX DIGITAL			CONCERN OVER BREXIT NEGOTIATIONS		CONCERN ABOUT SAVING FOR LATER LIFE		PENSION USAGE			IMPORTANCE OF SAVING FOR LATER LIFE		
	Total	To at least some extent	To no extent	Know at least a little about it	At least heard of it	Have not heard of it	Concerned	Not concerned	Concerned	Not concerned	Have used private/ personal pension	Currently use private/ personal pension	Have never saved through a private/ personal pension	Important	Not important
	a	b	a	b	c	a	b	a	b	a	b	c	a	b	
Significance Level: 95%															
Unweighted Total	1003	63	327	309	514	489	537	403	662	300	510	339	475	856	107
Weighted Total	1003	69	319	304	492	511	546	389	668	289	452	311	531	855	101
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Very concerned (1)	104	5	30	22	42	62	67	30	92	11	29	22	71	99	3
	10%	8%	9%	7%	9%	12%	12%	8%	14%	4%	7%	7%	13%	12%	3%
						a	b		b				ab	b	
Fairly concerned (2)	214	23	69	68	102	112	128	72	179	28	87	62	123	188	17
	21%	33%	22%	22%	21%	22%	23%	19%	27%	10%	19%	20%	23%	22%	17%
		b							b						
Neither concerned nor unconcerned (3)	309	21	89	69	141	168	152	122	195	87	126	85	178	251	30
	31%	30%	28%	23%	29%	33%	28%	31%	29%	30%	28%	27%	33%	29%	30%
						a									
Fairly unconcerned (4)	192	10	66	77	110	82	114	72	118	67	104	71	83	168	21
	19%	15%	21%	25%	22%	16%	21%	18%	18%	23%	23%	23%	16%	20%	21%
				c	c					a	c	c			
Very unconcerned (5)	183	10	65	68	98	86	85	93	83	96	105	71	75	150	30
	18%	14%	20%	22%	20%	17%	16%	24%	12%	33%	23%	23%	14%	18%	29%
				c				a		a	c	c			a
NETS															
Net: Concerned	319	28	99	90	144	175	195	102	271	39	116	84	195	287	20
	32%	41%	31%	30%	29%	34%	36%	26%	41%	13%	26%	27%	37%	34%	20%
							b		b				ab	b	
Net: Unconcerned	375	20	131	145	207	168	199	164	201	163	209	142	158	317	51
	37%	29%	41%	48%	42%	33%	36%	42%	30%	56%	46%	46%	30%	37%	50%
				c	c				a	a	c	c		a	a
Mean score	3.1	2.9	3.2	3.3	3.2	3.0	3.0	3.3	2.9	3.7	3.4	3.3	2.9	3.1	3.6
				c	c			a		a	c	c		a	a
Standard deviation	1.24	1.17	1.26	1.25	1.23	1.24	1.25	1.24	1.22	1.13	1.22	1.23	1.22	1.25	1.17
Standard error	.04	.15	.07	.07	.05	.06	.05	.06	.05	.07	.05	.07	.06	.04	.11

Columns Tested: a,b - a,b,c - a,b - a,b - a,b,c - a,b

Survey of the Self-Employed

Q12_8. How concerned, if at all, are you by the following aspects of self-employed work?

Not being financially prepared for retirement

Base: All respondents

	Total	GENDER		AGE			REGION													
		Male	Female	18-34	35-54	55+	London	South East	South West	East Midlands	West Midlands	Eastern	North West	North East	Yorkshire and Humberside	Wales	Northern Ireland	Scotland	England	Devolved Nations
		a	b	a	b	c	a	b	c	d	e	f	g	h	i	j	*k	l	m	n
Significance Level: 95%																				
Unweighted Total	1003	587	412	93	485	425	146	195	108	81	74	52	95	34	88	42	14	74	873	130
Weighted Total	1003	678	320	201	468	334	140	201	80	60	90	40	100	50	80	50	20	90	843	160
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Very concerned	(1) 165 16%	89 13%	74 23%	42 21%	84 18%	39 12%	31 22%	32 16%	14 17%	4 6%	18 20%	10 26%	18 18%	9 17%	10 13%	9 18%	3 14%	8 9%	145 17%	20 12%
			a	c	c		dl	d	d		d	dl	d		d	d			d	
Fairly concerned	(2) 300 30%	197 29%	99 31%	73 37%	162 35%	65 19%	42 30%	61 30%	25 31%	18 30%	37 40%	11 27%	25 25%	20 40%	20 25%	18 36%	7 34%	16 18%	259 31%	41 26%
				c	c			l	l		gil		l		l				l	
Neither concerned nor unconcerned	(3) 260 26%	185 27%	74 23%	52 26%	127 27%	81 24%	43 31%	50 25%	22 27%	20 33%	20 22%	8 19%	36 36%	4 9%	22 27%	7 15%	3 14%	25 28%	225 27%	35 22%
				h	h		h	h	h	h		efh	j		h			h	h	
Fairly unconcerned	(4) 149 15%	111 16%	38 12%	30 15%	46 10%	73 22%	14 10%	28 14%	12 15%	12 20%	7 8%	5 13%	12 12%	7 14%	14 18%	10 20%	5 26%	23 25%	111 13%	38 24%
			b		b					ae					e			abegm		abegm
Very unconcerned	(5) 129 13%	95 14%	34 11%	4 2%	49 10%	77 23%	11 8%	30 15%	8 10%	6 11%	9 10%	6 14%	9 9%	10 19%	14 17%	6 11%	2 12%	18 20%	103 12%	26 16%
				a	ab								a		a			ag		a
NETS																				
Net: Concerned	465 46%	287 42%	173 54%	115 57%	246 53%	103 31%	72 51%	92 46%	39 48%	22 36%	54 60%	21 54%	43 43%	29 58%	31 38%	27 54%	10 48%	24 27%	404 48%	61 38%
			a	c	c		dl	l	l		bdgil	dl	l	dl	l			dl		
Net: Unconcerned	278 28%	206 30%	72 23%	34 17%	95 20%	150 45%	25 18%	58 29%	20 25%	18 31%	16 18%	11 27%	21 21%	17 34%	28 35%	16 32%	8 38%	41 46%	214 25%	65 40%
			b		ab			a		a			a	aeg				abcefgm	a	abcefgm
Mean score	2.8	2.9	2.6	2.4	2.6	3.3	2.5	2.8	2.7	3.0	2.5	2.6	2.7	2.8	3.0	2.7	2.9	3.3	2.7	3.1
		b			ab			a		ae				aem				abcefgjm		acefgm
Standard deviation	1.25	1.24	1.26	1.03	1.19	1.32	1.17	1.28	1.21	1.09	1.19	1.39	1.17	1.42	1.29	1.29	1.30	1.24	1.24	1.28
Standard error	.04	.05	.06	.11	.05	.06	.10	.09	.12	.12	.14	.19	.12	.24	.14	.20	.35	.14	.04	.11

Columns Tested: a, b - a, b, c - a, b, c, d, e, f, g, h, i, j, k, l, m, n

Survey of the Self-Employed

Q12_8. How concerned, if at all, are you by the following aspects of self-employed work?

Not being financially prepared for retirement

Base: All respondents

	Total	CURRENT WORK		TYPE OF BUSINESS			EDUCATION					LENGTH OF SELF-EMPLOYMENT				
		Work with spouse, relative or business partner	Work by themselves	Limited company	Partnership	Sole trader	Secondary school	University degree	Higher university degree	NET: Up to Secondary school	NET: University	Up to 3 years	3-6 years	6-10 years	10-15 years	More than 15 years
		a	b	a	b	c	a	b	c	d	e	a	b	c	d	e
Significance Level: 95%																
Unweighted Total	1003	103	900	126	41	807	455	403	130	458	533	156	196	174	172	305
Weighted Total	1003	96	907	134	38	801	472	383	134	475	517	185	207	173	165	273
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Very concerned	(1) 165 16%	16 16%	150 16%	23 17%	5 14%	129 16%	72 15%	65 17%	24 18%	73 15%	89 17%	32 17%	36 17%	29 17%	28 17%	40 15%
Fairly concerned	(2) 300 30%	25 26%	274 30%	41 30%	10 26%	243 30%	136 29%	122 32%	39 29%	137 29%	162 31%	67 36% e	59 29%	50 29%	56 34% e	68 25%
Neither concerned nor unconcerned	(3) 260 26%	23 24%	237 26%	31 23%	10 25% c	215 27%	143 30% bce	85 22%	27 20%	143 30% bce	112 22%	47 25%	54 26%	41 24%	40 24%	78 29%
Fairly unconcerned	(4) 149 15%	15 16%	134 15%	27 20% c	11 29% c	107 13%	61 13%	61 16%	26 19%	62 13%	86 17%	19 10%	36 17%	29 17%	18 11%	48 17% ad
Very unconcerned	(5) 129 13%	17 18%	112 12%	13 10%	2 6%	107 13%	60 13%	51 13%	18 13%	60 13%	69 13%	20 11%	23 11%	24 14%	24 14%	39 14%
NETS																
Net: Concerned	465 46%	41 43%	424 47%	64 48%	15 40%	372 46%	208 44%	187 49%	63 47%	210 44%	250 48%	99 54% e	95 46%	79 46%	84 51% e	108 40%
Net: Unconcerned	278 28%	32 33%	246 27%	40 30%	13 35%	215 27%	122 26%	112 29%	43 32%	123 26%	155 30%	39 21%	59 28%	53 31% a	41 25%	87 32% a
Mean score	2.8	2.9	2.8	2.7	2.9	2.8	2.8	2.8	2.8	2.8	2.8	2.6	2.8	2.8	2.7	2.9 a
Standard deviation	1.25	1.34	1.24	1.23	1.17	1.25	1.22	1.28	1.31	1.22	1.29	1.20	1.24	1.29	1.27	1.26
Standard error	.04	.13	.04	.11	.18	.04	.06	.06	.11	.06	.06	.10	.09	.10	.10	.07

Columns Tested: a,b - a,b,c - a,b,c,d,e - a,b,c,d,e

Survey of the Self-Employed

Q12_8. How concerned, if at all, are you by the following aspects of self-employed work?

Not being financially prepared for retirement

Base: All respondents

	Total	AWARENESS OF IPSE			SOC				HAPPINESS IN SELF-EMPLOYMENT			WORKING PLANS		AWARENESS OF TAX DEDUCTIBLES FOR TRAINING	
		Know at least a little	Have at least heard of	Have never heard of	1-3	4-6	7-10	NET: 4-10	Happy	Neutral	Unhappy	Remain self-employed	Would consider or want to switch to work for someone else	Aware	Not aware
		a	b	c	a	b	c	d	a	b	c	a	b	a	b
Significance Level: 95%															
Unweighted Total	1003	58	192	811	513	291	199	490	808	148	38	727	225	261	742
Weighted Total	1003	64	202	801	501	300	201	501	800	159	35	702	243	254	749
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Very concerned (1)	165 16%	13 20%	34 17%	131 16%	87 17%	45 15%	34 17%	78 16%	108 14%	40 25% a	16 46% ab	98 14%	60 25% a	31 12%	134 18% a
Fairly concerned (2)	300 30%	19 30%	65 32%	235 29%	141 28%	92 31%	66 33%	158 32%	233 29%	55 34%	12 36%	179 26%	104 43% a	65 26%	235 31%
Neither concerned nor unconcerned (3)	260 26%	19 29%	53 26%	207 26%	116 23%	84 28%	60 30%	144 29% a	205 26% c	43 27% c	4 11%	192 27% b	46 19%	71 28%	189 25%
Fairly unconcerned (4)	149 15%	7 11%	31 15%	119 15%	89 18% cd	46 15% c	14 7%	60 12%	135 17% bc	14 8%	1 3%	119 17% b	24 10%	45 18%	104 14%
Very unconcerned (5)	129 13%	6 9%	20 10%	109 14%	69 14%	33 11%	27 14%	61 12%	120 15% b	7 5%	1 4%	114 16% b	10 4%	41 16%	88 12%
NETS															
Net: Concerned	465 46%	32 50%	99 49%	366 46%	228 45%	137 46%	99 49%	237 47%	341 43%	95 60% a	28 82% ab	277 40%	163 67% a	96 38%	369 49% a
Net: Unconcerned	278 28%	13 21%	51 25%	228 28%	158 31% cd	79 26%	42 21%	121 24%	254 32% bc	21 13%	2 7%	232 33% b	33 14%	87 34% b	192 26%
Mean score	2.8	2.6	2.7	2.8	2.8	2.8	2.7	2.7	2.9 bc	2.3 c	1.8	3.0 b	2.3	3.0 b	2.7
Standard deviation	1.25	1.20	1.20	1.27	1.29	1.20	1.23	1.21	1.26	1.09	1.02	1.28	1.06	1.26	1.25
Standard error	.04	.16	.09	.04	.06	.07	.09	.05	.04	.09	.17	.05	.07	.08	.05

Columns Tested: a,b,c - a,b,c,d - a,b,c - a,b - a,b

Survey of the Self-Employed

Q12_8. How concerned, if at all, are you by the following aspects of self-employed work?

Not being financially prepared for retirement

Base: All respondents

	SELF-EMPLOYMENT SUPPORT/ADVICE AVAILABLE AT UNIVERSITY		AWARENESS OF MAKING TAX DIGITAL			CONCERN OVER BREXIT NEGOTIATIONS		CONCERN ABOUT SAVING FOR LATER LIFE		PENSION USAGE			IMPORTANCE OF SAVING FOR LATER LIFE		
	Total	To at least some extent	To no extent	Know at least a little about it	At least heard of it	Have not heard of it	Concerned	Not concerned	Concerned	Not concerned	Have used private/personal pension	Currently use private/personal pension	Have never saved through a private/personal pension	Important	Not important
	a	b	a	b	c	a	b	a	b	a	b	c	a	b	
Significance Level: 95%															
Unweighted Total	1003	63	327	309	514	489	537	403	662	300	510	339	475	856	107
Weighted Total	1003	69	319	304	492	511	546	389	668	289	452	311	531	855	101
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Very concerned (1)	165	15	54	33	64	101	110	48	153	9	50	30	113	158	5
	16%	22%	17%	11%	13%	20%	20%	12%	23%	3%	11%	10%	21%	18%	5%
						ab	b		b				ab	b	
Fairly concerned (2)	300	24	102	100	160	140	187	97	263	30	119	83	173	273	18
	30%	35%	32%	33%	32%	27%	34%	25%	39%	11%	26%	27%	33%	32%	18%
							b		b				a	b	
Neither concerned nor unconcerned (3)	260	16	56	70	120	140	113	110	145	86	109	79	144	194	34
	26%	23%	18%	23%	24%	27%	21%	28%	22%	30%	24%	25%	27%	23%	34%
							a		a				a	a	
Fairly unconcerned (4)	149	9	56	58	82	68	85	61	70	76	99	67	49	136	10
	15%	13%	18%	19%	17%	13%	16%	16%	10%	26%	22%	22%	9%	16%	10%
				c			a		a		c	c			
Very unconcerned (5)	129	4	50	44	67	63	51	72	37	87	75	51	52	95	33
	13%	6%	16%	15%	14%	12%	9%	19%	6%	30%	17%	16%	10%	11%	33%
							a	a		a	c	c		a	a
NETS															
Net: Concerned	465	40	157	132	224	241	296	145	416	39	168	114	286	430	24
	46%	57%	49%	43%	45%	47%	54%	37%	62%	14%	37%	37%	54%	50%	23%
							b		b				ab	b	
Net: Unconcerned	278	14	106	102	148	130	136	133	107	163	174	118	101	231	43
	28%	20%	33%	34%	30%	26%	25%	34%	16%	57%	39%	38%	19%	27%	43%
			a	c			a	a	a	a	c	c		a	a
Mean score	2.8	2.5	2.8	2.9	2.9	2.7	2.6	3.0	2.4	3.7	3.1	3.1	2.5	2.7	3.5
			a	c			a	a		a	c	c		a	a
Standard deviation	1.25	1.17	1.34	1.24	1.24	1.27	1.23	1.28	1.11	1.10	1.26	1.24	1.20	1.25	1.26
Standard error	.04	.15	.07	.07	.05	.06	.05	.06	.04	.06	.06	.07	.06	.04	.12

Columns Tested: a,b - a,b,c - a,b - a,b - a,b,c - a,b

Survey of the Self-Employed

Q12_9. How concerned, if at all, are you by the following aspects of self-employed work?

How the current pension system works for the self-employed

Base: All respondents

	Total	GENDER		AGE			REGION													
		Male	Female	18-34	35-54	55+	London	South East	South West	East Midlands	West Midlands	Eastern	North West	North East	Yorkshire and Humberside	Wales	Northern Ireland	Scotland	England	Devolved Nations
		a	b	a	b	c	a	b	c	d	e	f	g	h	i	j	*k	l	m	n
Significance Level: 95%																				
Unweighted Total	1003	587	412	93	485	425	146	195	108	81	74	52	95	34	88	42	14	74	873	130
Weighted Total	1003	678	320	201	468	334	140	201	80	60	90	40	100	50	80	50	20	90	843	160
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Very concerned	(1) 115	61	52	32	54	29	23	21	14	5	7	3	10	10	5	10	3	5	98	17
	11%	9%	16%	16%	12%	9%	17%	10%	17%	8%	8%	7%	10%	20%	6%	20%	14%	5%	12%	11%
		a	c	il	il		il						il		il					
Fairly concerned	(2) 266	176	87	74	137	55	42	59	21	16	26	13	21	14	25	8	3	16	238	28
	26%	26%	27%	37%	29%	16%	30%	29%	27%	27%	29%	34%	21%	27%	32%	16%	17%	18%	28%	17%
		c	c	n	c		n	n				ln			ln				n	
Neither concerned nor unconcerned	(3) 361	253	108	70	178	113	49	68	26	23	40	13	47	14	23	19	8	33	301	60
	36%	37%	34%	35%	38%	34%	35%	34%	32%	37%	44%	33%	47%	28%	28%	39%	40%	36%	36%	37%
										i		bcim								
Fairly unconcerned	(4) 127	88	39	21	45	61	13	22	11	10	10	6	12	7	10	3	3	19	102	25
	13%	13%	12%	10%	10%	18%	9%	11%	14%	17%	11%	15%	12%	13%	13%	6%	16%	21%	12%	16%
					b													abjm		
Very unconcerned	(5) 135	101	34	4	54	77	13	31	9	6	7	5	10	6	17	10	3	18	105	30
	13%	15%	11%	2%	12%	23%	9%	16%	11%	11%	8%	12%	10%	13%	21%	19%	13%	20%	12%	19%
				a	a	ab									acegm			ae		aem
NETS																				
Net: Concerned	380	237	140	106	191	83	66	79	35	21	33	16	31	23	30	18	6	21	335	45
	38%	35%	44%	53%	41%	25%	47%	40%	44%	35%	37%	41%	31%	47%	38%	36%	31%	23%	40%	28%
		a	bc	c			gln	ln	ln			l		ln	l				ln	
Net: Unconcerned	262	188	73	25	99	138	26	54	20	17	17	11	22	13	27	13	6	37	206	55
	26%	28%	23%	12%	21%	41%	19%	27%	24%	28%	19%	27%	22%	26%	34%	26%	28%	41%	24%	35%
				a	a	ab									ae			abcegm		aegm
Mean score	2.9	3.0	2.7	2.5	2.8	3.3	2.6	2.9	2.7	3.0	2.8	2.9	2.9	2.7	3.1	2.9	3.0	3.3	2.9	3.1
		b			a	ab		a		a					acm			abcdeghm	a	acm
Standard deviation	1.17	1.16	1.19	.94	1.13	1.23	1.14	1.20	1.21	1.10	1.01	1.13	1.07	1.28	1.24	1.34	1.21	1.14	1.16	1.23
Standard error	.04	.05	.06	.10	.05	.06	.09	.09	.12	.12	.12	.16	.11	.22	.13	.21	.32	.13	.04	.11

Columns Tested: a, b - a, b, c - a, b, c, d, e, f, g, h, i, j, k, l, m, n

Survey of the Self-Employed

Q12_9. How concerned, if at all, are you by the following aspects of self-employed work?

How the current pension system works for the self-employed

Base: All respondents

	Total	CURRENT WORK		TYPE OF BUSINESS			EDUCATION					LENGTH OF SELF-EMPLOYMENT				
		Work with spouse, relative or business partner	Work by themselves	Limited company	Partnership	Sole trader	Secondary school	University degree	Higher university degree	NET: Up to Secondary school	NET: University	Up to 3 years	3-6 years	6-10 years	10-15 years	More than 15 years
		a	b	a	b	c	a	b	c	d	e	a	b	c	d	e
Significance Level: 95%																
Unweighted Total	1003	103	900	126	41	807	455	403	130	458	533	156	196	174	172	305
Weighted Total	1003	96	907	134	38	801	472	383	134	475	517	185	207	173	165	273
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Very concerned	(1) 115 11%	10 10%	105 12%	15 11%	2 5%	93 12%	49 10%	45 12%	18 14%	49 10%	63 12%	18 10%	24 12%	20 12%	19 11%	33 12%
Fairly concerned	(2) 266 26%	27 28%	238 26%	43 32%	13 35%	199 25%	122 26%	100 26%	41 30%	123 26%	141 27%	64 35%	51 25%	40 23%	49 30%	60 22%
												bce				
Neither concerned nor unconcerned	(3) 361 36%	31 33%	330 36%	38 28%	15 40%	303 38% a	194 41% bce	121 32%	38 29%	195 41% bce	160 31%	64 34%	68 33%	72 42%	56 34%	101 37%
Fairly unconcerned	(4) 127 13%	13 14%	113 12%	25 19%	2 6%	99 12%	38 8%	67 17% ad	20 15% ad	39 8%	87 17% ad	20 11%	32 15%	21 12%	18 11%	36 13%
Very unconcerned	(5) 135 13%	14 15%	121 13%	14 10%	5 14%	108 13%	69 15%	50 13%	16 12%	69 15%	66 13%	19 10%	31 15%	19 11%	23 14%	42 16%
NETS																
Net: Concerned	380 38%	37 39%	343 38%	57 43%	15 41%	292 36%	171 36%	145 38%	59 44%	172 36%	204 40%	82 45% e	76 37%	61 35%	68 41%	93 34%
Net: Unconcerned	262 26%	27 29%	234 26%	39 29%	7 20%	206 26%	108 23%	116 30% ad	37 27%	109 23%	153 30% ad	39 21%	63 30% a	41 23%	41 25%	78 29%
Mean score	2.9	2.9	2.9	2.9	2.9	2.9	2.9	2.9	2.8	2.9	2.9	2.8	3.0	2.9	2.9	3.0
Standard deviation	1.17	1.20	1.17	1.16	1.09	1.17	1.16	1.19	1.21	1.15	1.20	1.10	1.22	1.12	1.19	1.21
Standard error	.04	.12	.04	.10	.17	.04	.05	.06	.11	.05	.05	.09	.09	.09	.09	.07

Columns Tested: a,b - a,b,c - a,b,c,d,e - a,b,c,d,e

Survey of the Self-Employed

Q12_9. How concerned, if at all, are you by the following aspects of self-employed work?

How the current pension system works for the self-employed

Base: All respondents

		AWARENESS OF IPSE			SOC				HAPPINESS IN SELF-EMPLOYMENT			WORKING PLANS		AWARENESS OF TAX DEDUCTIBLES FOR TRAINING		
		Know at least a little	Have at least heard of	Have never heard of	1-3	4-6	7-10	NET: 4-10	Happy	Neutral	Unhappy	Remain self-employed	Would consider or want to switch to work for someone else	Aware	Not aware	
		a	b	c	a	b	c	d	a	b	c	a	b	a	b	
Significance Level: 95%																
Unweighted Total		1003	58	192	811	513	291	199	490	808	148	38	727	225	261	742
Weighted Total		1003	64	202	801	501	300	201	501	800	159	35	702	243	254	749
		100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Very concerned	(1)	115	7	22	93	49	39	27	66	73	30	11	66	45	26	89
		11%	11%	11%	12%	10%	13%	13%	13%	9%	19%	33%	9%	19%	10%	12%
											a	a		a		
Fairly concerned	(2)	266	22	66	200	130	86	50	136	201	54	10	154	94	59	207
		26%	34%	32%	25%	26%	29%	25%	27%	25%	34%	28%	22%	39%	23%	28%
				c							a			a		
Neither concerned nor unconcerned	(3)	361	20	70	291	172	113	76	189	283	60	11	255	76	85	276
		36%	32%	34%	36%	34%	38%	38%	38%	35%	38%	30%	36%	31%	34%	37%
Fairly unconcerned	(4)	127	10	31	95	73	35	19	54	119	7	1	107	19	40	86
		13%	16%	16%	12%	14%	12%	10%	11%	15%	4%	3%	15%	8%	16%	12%
										bc			b			
Very unconcerned	(5)	135	5	14	121	78	28	29	57	124	9	2	119	9	43	92
		13%	8%	7%	15%	16%	9%	14%	11%	15%	6%	6%	17%	4%	17%	12%
				b		bd				b			b			
NETS																
Net: Concerned		380	29	87	293	178	125	77	202	274	83	21	220	139	85	295
		38%	45%	43%	37%	36%	42%	38%	40%	34%	52%	61%	31%	57%	33%	39%
											a	a		a		
Net: Unconcerned		262	15	45	216	151	62	48	111	242	16	3	226	28	84	178
		26%	23%	22%	27%	30%	21%	24%	22%	30%	10%	8%	32%	11%	33%	24%
						bd				bc			b		b	
Mean score		2.9	2.8	2.8	2.9	3.0	2.8	2.9	2.8	3.0	2.4	2.2	3.1	2.4	3.1	2.8
				b		bd				bc			b		b	
Standard deviation		1.17	1.10	1.06	1.20	1.19	1.11	1.21	1.15	1.18	1.02	1.11	1.19	1.00	1.22	1.15
Standard error		.04	.14	.08	.04	.05	.07	.09	.05	.04	.08	.18	.04	.07	.08	.04

Columns Tested: a,b,c - a,b,c,d - a,b,c - a,b - a,b

Survey of the Self-Employed

Q12_9. How concerned, if at all, are you by the following aspects of self-employed work?

How the current pension system works for the self-employed

Base: All respondents

	SELF-EMPLOYMENT SUPPORT/ADVICE AVAILABLE AT UNIVERSITY		AWARENESS OF MAKING TAX DIGITAL			CONCERN OVER BREXIT NEGOTIATIONS		CONCERN ABOUT SAVING FOR LATER LIFE		PENSION USAGE			IMPORTANCE OF SAVING FOR LATER LIFE		
	Total	To at least some extent	To no extent	Know at least a little about it	At least heard of it	Have not heard of it	Concerned	Not concerned	Concerned	Not concerned	Have used private/personal pension	Currently use private/personal pension	Have never saved through a private/personal pension	Important	Not important
	a	b	a	b	c	a	b	a	b	a	b	c	a	b	
Significance Level: 95%															
Unweighted Total	1003	63	327	309	514	489	537	403	662	300	510	339	475	856	107
Weighted Total	1003	69	319	304	492	511	546	389	668	289	452	311	531	855	101
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Very concerned (1)	115	10	40	24	44	70	75	31	103	7	28	21	82	106	5
	11%	15%	13%	8%	9%	14%	14%	8%	15%	3%	6%	7%	16%	12%	5%
						ab			b				ab	b	
Fairly concerned (2)	266	26	83	91	142	124	168	84	228	33	120	85	139	241	17
	26%	37%	26%	30%	29%	24%	31%	22%	34%	11%	27%	27%	26%	28%	17%
							b		b					b	
Neither concerned nor unconcerned (3)	361	16	94	101	170	191	172	150	224	104	146	97	209	296	35
	36%	23%	30%	33%	34%	37%	32%	38%	34%	36%	32%	31%	39%	35%	35%
							a						ab		
Fairly unconcerned (4)	127	12	56	43	69	58	74	51	65	62	85	59	40	109	14
	13%	18%	18%	14%	14%	11%	14%	13%	10%	21%	19%	19%	8%	13%	14%
										a	c	c			
Very unconcerned (5)	135	5	45	45	68	67	57	73	48	82	72	48	60	103	30
	13%	7%	14%	15%	14%	13%	10%	19%	7%	29%	16%	16%	11%	12%	30%
								a		a	c				a
NETS															
Net: Concerned	380	36	124	115	186	194	243	115	331	41	148	106	221	347	22
	38%	52%	39%	38%	38%	38%	44%	30%	50%	14%	33%	34%	42%	41%	22%
		b					b		b				ab	b	
Net: Unconcerned	262	17	101	88	136	125	131	124	112	144	157	108	100	212	44
	26%	25%	32%	29%	28%	25%	24%	32%	17%	50%	35%	35%	19%	25%	43%
							a			a	c	c			a
Mean score	2.9	2.6	2.9	3.0	2.9	2.9	2.8	3.1	2.6	3.6	3.1	3.1	2.7	2.8	3.5
								a		a	c	c			a
Standard deviation	1.17	1.15	1.23	1.16	1.16	1.19	1.16	1.18	1.08	1.09	1.16	1.16	1.16	1.17	1.23
Standard error	.04	.15	.07	.07	.05	.05	.05	.06	.04	.06	.05	.06	.05	.04	.12

Columns Tested: a,b - a,b,c - a,b - a,b - a,b,c - a,b

Survey of the Self-Employed

Q12_10. How concerned, if at all, are you by the following aspects of self-employed work?

Irregularity of income or unpredictable finances

Base: All respondents

	Total	GENDER		AGE			REGION													
		Male	Female	18-34	35-54	55+	London	South East	South West	East Midlands	West Midlands	Eastern	North West	North East	Yorkshire and Humberside	Wales	Northern Ireland	Scotland	England	Devolved Nations
		a	b	a	b	c	a	b	c	d	e	f	g	h	i	j	*k	l	m	n
Significance Level: 95%																				
Unweighted Total	1003	587	412	93	485	425	146	195	108	81	74	52	95	34	88	42	14	74	873	130
Weighted Total	1003	678	320	201	468	334	140	201	80	60	90	40	100	50	80	50	20	90	843	160
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Very concerned	(1) 170 17%	97 14%	71 22%	43 21%	90 19%	38 11%	25 17%	41 21%	18 23%	4 7%	15 16%	7 17%	12 12%	11 23%	13 16%	10 20%	3 14%	11 13%	146 17%	24 15%
			a	c	c		d	d	dg					d		d			d	
Fairly concerned	(2) 328 33%	219 32%	109 34%	72 36%	167 36%	89 27%	47 33%	50 25%	29 36%	20 33%	38 42%	12 31%	42 42%	12 24%	30 38%	19 38%	4 19%	25 28%	280 33%	48 30%
				c				b	b		b		b		b				b	
Neither concerned nor un concerned	(3) 281 28%	207 31%	71 22%	52 26%	132 28%	96 29%	46 33%	62 31%	17 22%	21 34%	26 29%	10 26%	35 35%	9 17%	21 26%	7 15%	6 28%	21 23%	247 29%	34 21%
			b	jn	jn		jn	jn	jn				cjn						j	
Fairly un concerned	(4) 128 13%	85 13%	43 13%	27 13%	41 9%	60 18%	18 13%	22 11%	11 13%	11 18%	5 5%	6 15%	3 3%	11 21%	7 9%	7 15%	6 31%	21 23%	93 11%	34 21%
				g	g	b	g	g	g	eg		g		eg		g		abegim	g	begim
Very un concerned	(5) 96 10%	70 10%	26 8%	7 3%	38 8%	52 15%	5 4%	25 12%	5 7%	5 8%	7 8%	4 11%	9 8%	7 15%	9 11%	6 13%	2 8%	12 13%	76 9%	20 12%
				a	a	ab	a	a	a			a		a	a	a		a	a	a
NETS																				
Net: Concerned	498 50%	316 47%	180 56%	115 57%	257 55%	127 38%	71 51%	91 45%	47 58%	24 40%	53 58%	19 48%	54 54%	23 47%	43 54%	29 58%	6 32%	37 41%	426 51%	72 45%
			a	c	c				bdln		dl									
Net: Un concerned	224 22%	155 23%	69 22%	33 17%	79 17%	111 33%	23 16%	47 24%	16 20%	16 26%	12 13%	11 26%	11 11%	18 36%	16 20%	14 27%	8 39%	33 36%	170 20%	54 34%
					ab			g	eg		g		aegm		g		abcegim	g	abcegim	
Mean score	2.7	2.7	2.5	2.4	2.5	3.0	2.5	2.7	2.5	2.9	2.5	2.7	2.5	2.8	2.6	2.6	3.0	3.0	2.6	2.9
		b			ab				acegm									acegm		acegm
Standard deviation	1.18	1.17	1.21	1.07	1.14	1.23	1.04	1.26	1.18	1.05	1.08	1.24	1.03	1.40	1.20	1.31	1.21	1.25	1.16	1.27
Standard error	.04	.05	.06	.11	.05	.06	.09	.09	.11	.12	.13	.17	.11	.24	.13	.20	.32	.14	.04	.11

Columns Tested: a, b - a, b, c - a, b, c, d, e, f, g, h, i, j, k, l, m, n

Survey of the Self-Employed

Q12_10. How concerned, if at all, are you by the following aspects of self-employed work?

Irregularity of income or unpredictable finances

Base: All respondents

	Total	CURRENT WORK		TYPE OF BUSINESS			EDUCATION					LENGTH OF SELF-EMPLOYMENT				
		Work with spouse, relative or business partner	Work by themselves	Limited company	Partnership	Sole trader	Secondary school	University degree	Higher university degree	NET: Up to Secondary school	NET: University	Up to 3 years	3-6 years	6-10 years	10-15 years	More than 15 years
		a	b	a	b	c	a	b	c	d	e	a	b	c	d	e
Significance Level: 95%																
Unweighted Total	1003	103	900	126	41	807	455	403	130	458	533	156	196	174	172	305
Weighted Total	1003	96	907	134	38	801	472	383	134	475	517	185	207	173	165	273
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Very concerned (1)	170 17%	14 14%	156 17%	23 17%	3 8%	141 18%	67 14%	73 19%	26 19%	67 14%	99 19% ad	39 21%	29 14%	33 19%	29 17%	40 15%
Fairly concerned (2)	328 33%	31 32%	297 33%	49 37%	15 40%	257 32%	151 32%	131 34%	44 33%	152 32%	175 34%	71 38% e	81 39% e	53 30%	56 34% e	68 25%
Neither concerned nor unconcerned (3)	281 28%	30 32%	250 28%	37 27%	10 27%	224 28%	144 31% c	106 28% c	25 19%	145 31% c	131 25%	43 23%	54 26%	50 29%	37 22%	96 35% abd
Fairly unconcerned (4)	128 13%	12 12%	116 13%	15 11%	7 17%	105 13%	57 12%	42 11%	29 22% abde	57 12%	71 14%	20 11%	25 12%	18 10%	20 12%	46 17%
Very unconcerned (5)	96 10%	9 9%	87 10%	11 8%	3 8%	74 9%	53 11%	31 8%	9 7%	54 11%	41 8%	12 6%	19 9%	20 11%	24 14% ae	22 8%
NETS																
Net: Concerned	498 50%	45 47%	453 50%	72 54%	18 48%	398 50%	218 46%	203 53% ad	70 53%	218 46%	274 53% ad	110 59% e	110 53% e	86 49% e	85 51% e	108 40%
Net: Unconcerned	224 22%	21 21%	203 22%	26 19%	10 25%	179 22%	110 23%	74 19%	38 29% b	111 23%	112 22%	32 17%	43 21%	37 22%	43 26% a	68 25%
Mean score	2.7	2.7	2.6	2.6	2.8	2.6	2.7 be	2.6	2.6	2.7 be	2.6	2.4	2.6	2.6	2.7 a	2.8 a
Standard deviation	1.18	1.14	1.19	1.14	1.09	1.18	1.18	1.16	1.22	1.18	1.17	1.13	1.14	1.23	1.29	1.14
Standard error	.04	.11	.04	.10	.17	.04	.06	.06	.11	.06	.05	.09	.08	.09	.10	.07

Columns Tested: a,b - a,b,c - a,b,c,d,e - a,b,c,d,e

Survey of the Self-Employed

Q12_10. How concerned, if at all, are you by the following aspects of self-employed work?

Irregularity of income or unpredictable finances

Base: All respondents

		AWARENESS OF IPSE			SOC				HAPPINESS IN SELF-EMPLOYMENT			WORKING PLANS		AWARENESS OF TAX DEDUCTIBLES FOR TRAINING		
		Know at least a little	Have at least heard of	Have never heard of	1-3	4-6	7-10	NET: 4-10	Happy	Neutral	Unhappy	Remain self-employed	Would consider or want to switch to work for someone else	Aware	Not aware	
		a	b	c	a	b	c	d	a	b	c	a	b	a	b	
Significance Level: 95%																
Unweighted Total		1003	58	192	811	513	291	199	490	808	148	38	727	225	261	742
Weighted Total		1003	64	202	801	501	300	201	501	800	159	35	702	243	254	749
		100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Very concerned	(1)	170	8	34	136	86	47	37	84	105	47	18	88	74	30	140
		17%	13%	17%	17%	17%	16%	18%	17%	13%	29%	51%	13%	31%	12%	19%
											a	ab		a		a
Fairly concerned	(2)	328	19	77	251	159	104	65	169	258	59	9	206	103	78	250
		33%	30%	38%	31%	32%	35%	33%	34%	32%	37%	25%	29%	42%	31%	33%
														a		
Neither concerned nor unconcerned	(3)	281	23	60	221	128	90	63	153	225	45	4	210	45	73	208
		28%	37%	30%	28%	26%	30%	31%	30%	28%	28%	12%	30%	18%	29%	28%
										c	c		b			
Fairly unconcerned	(4)	128	11	24	103	76	36	15	51	120	5	3	109	17	39	89
		13%	18%	12%	13%	15%	12%	8%	10%	15%	3%	8%	16%	7%	15%	12%
						cd				b			b			
Very unconcerned	(5)	96	1	7	89	51	24	21	45	92	3	1	88	4	34	63
		10%	2%	4%	11%	10%	8%	10%	9%	11%	2%	4%	12%	2%	13%	8%
					ab					b			b		b	
NETS																
Net: Concerned		498	28	111	388	245	151	102	253	363	106	26	295	177	108	390
		50%	44%	55%	48%	49%	50%	51%	50%	45%	67%	76%	42%	73%	43%	52%
											a	a		a		a
Net: Unconcerned		224	13	32	192	128	60	36	96	211	8	4	197	21	73	151
		22%	20%	16%	24%	26%	20%	18%	19%	26%	5%	12%	28%	9%	29%	20%
					b	cd				bc			b		b	
Mean score		2.7	2.7	2.5	2.7	2.7	2.6	2.6	2.6	2.8	2.1	1.9	2.9	2.1	2.9	2.6
					b					bc			b		b	
Standard deviation		1.18	1.00	1.02	1.22	1.22	1.13	1.18	1.15	1.19	.92	1.14	1.20	.95	1.21	1.16
Standard error		.04	.13	.07	.04	.05	.07	.08	.05	.04	.08	.19	.04	.06	.07	.04

Columns Tested: a,b,c - a,b,c,d - a,b,c - a,b - a,b

Survey of the Self-Employed

Q12_10. How concerned, if at all, are you by the following aspects of self-employed work?

Irregularity of income or unpredictable finances

Base: All respondents

	SELF-EMPLOYMENT SUPPORT/ADVICE AVAILABLE AT UNIVERSITY		AWARENESS OF MAKING TAX DIGITAL			CONCERN OVER BREXIT NEGOTIATIONS		CONCERN ABOUT SAVING FOR LATER LIFE		PENSION USAGE			IMPORTANCE OF SAVING FOR LATER LIFE		
	Total	To at least some extent	To no extent	Know at least a little about it	At least heard of it	Have not heard of it	Concerned	Not concerned	Concerned	Not concerned	Have used private/ personal pension	Currently use private/ personal pension	Have never saved through a private/ personal pension	Important	Not important
	a	b	a	b	c	a	b	a	b	a	b	c	a	b	
Significance Level: 95%															
Unweighted Total	1003	63	327	309	514	489	537	403	662	300	510	339	475	856	107
Weighted Total	1003	69	319	304	492	511	546	389	668	289	452	311	531	855	101
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Very concerned (1)	170	13	66	44	81	89	107	54	152	13	55	41	111	155	12
	17%	19%	21%	14%	16%	17%	20%	14%	23%	4%	12%	13%	21%	18%	12%
							b		b				ab		
Fairly concerned (2)	328	25	112	103	163	165	197	114	251	67	146	101	176	296	20
	33%	36%	35%	34%	33%	32%	36%	29%	38%	23%	32%	32%	33%	35%	20%
							b		b					b	
Neither concerned nor unconcerned (3)	281	22	68	82	133	148	131	116	164	90	122	83	153	222	30
	28%	31%	21%	27%	27%	29%	24%	30%	25%	31%	27%	27%	29%	26%	30%
							a		a						
Fairly unconcerned (4)	128	8	48	48	73	55	70	54	68	59	73	49	52	108	18
	13%	11%	15%	16%	15%	11%	13%	14%	10%	21%	16%	16%	10%	13%	18%
				c					a		c	c			
Very unconcerned (5)	96	2	25	28	43	53	41	50	33	59	55	36	39	76	21
	10%	3%	8%	9%	9%	10%	7%	13%	5%	20%	12%	12%	7%	9%	20%
							a		a		c	c		a	
NETS															
Net: Concerned	498	38	179	146	244	254	304	168	403	80	201	142	287	450	32
	50%	55%	56%	48%	50%	50%	56%	43%	60%	28%	45%	46%	54%	53%	32%
							b		b				ab	b	
Net: Unconcerned	224	9	73	76	116	108	111	105	101	119	128	85	91	183	39
	22%	13%	23%	25%	23%	21%	20%	27%	15%	41%	28%	27%	17%	21%	38%
							a		a		c	c		a	
Mean score	2.7	2.4	2.5	2.7	2.7	2.6	2.5	2.8	2.4	3.3	2.8	2.8	2.5	2.6	3.2
								a		a	c	c		a	
Standard deviation	1.18	1.00	1.20	1.17	1.17	1.19	1.16	1.22	1.09	1.16	1.20	1.20	1.14	1.18	1.29
Standard error	.04	.13	.07	.07	.05	.05	.05	.06	.04	.07	.05	.07	.05	.04	.12

Columns Tested: a,b - a,b,c - a,b - a,b - a,b,c - a,b

Survey of the Self-Employed

Q12_11. How concerned, if at all, are you by the following aspects of self-employed work?

Not having the time or money to undergo training and professional development

Base: All respondents

	Total	GENDER		AGE			REGION													
		Male	Female	18-34	35-54	55+	London	South East	South West	East Midlands	West Midlands	Eastern	North West	North East	Yorkshire and Humberside	Wales	Northern Ireland	Scotland	England	Devolved Nations
		a	b	a	b	c	a	b	c	d	e	f	g	h	i	j	*k	l	m	n
Significance Level: 95%																				
Unweighted Total	1003	587	412	93	485	425	146	195	108	81	74	52	95	34	88	42	14	74	873	130
Weighted Total	1003	678	320	201	468	334	140	201	80	60	90	40	100	50	80	50	20	90	843	160
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Very concerned	(1) 41 4%	19 3%	21 6%	10 5%	15 3%	16 5%	4 3%	9 5%	4 5%	1 2%	4 5%	- -	2 2%	6 12%	2 2%	3 6%	1 5%	3 4%	33 4%	7 5%
			a											adfgim						
Fairly concerned	(2) 147 15%	89 13%	58 18%	42 21%	81 17%	24 7%	24 17%	32 16%	13 17%	10 17%	17 19%	6 14%	11 10%	2 4%	10 13%	7 15%	6 28%	9 10%	125 15%	22 13%
			a	c	c						h									
Neither concerned nor unconcerned	(3) 328 33%	222 33%	103 32%	65 32%	167 36%	96 29%	44 32%	68 34%	29 37%	25 41%	43 47%	11 29%	36 36%	10 19%	19 23%	13 26%	4 21%	26 29%	284 34%	43 27%
				c					i	hin	abfhijlmn								i	
Fairly unconcerned	(4) 244 24%	175 26%	69 22%	53 26%	104 22%	87 26%	38 27%	42 21%	16 20%	16 26%	12 14%	11 28%	22 22%	21 41%	26 33%	15 29%	4 20%	22 25%	203 24%	41 25%
							e					e		bcegm	bce	e			e	
Very unconcerned	(5) 243 24%	174 26%	69 22%	30 15%	101 22%	112 34%	30 22%	50 25%	18 22%	8 14%	14 15%	11 28%	30 30%	12 24%	23 29%	12 24%	5 26%	30 33%	196 23%	47 29%
					ab			d				d	de		de			de	d	de
NETS																				
Net: Concerned	188 19%	108 16%	79 25%	52 26%	96 20%	40 12%	28 20%	41 21%	17 22%	12 19%	21 24%	6 14%	13 13%	8 16%	12 15%	11 21%	6 32%	12 13%	159 19%	29 18%
			a	c	c															
Net: Unconcerned	488 49%	349 51%	138 43%	83 41%	206 44%	199 60%	68 48%	92 46%	33 42%	24 40%	26 29%	23 57%	52 51%	33 65%	49 62%	26 53%	9 47%	52 58%	400 47%	88 55%
		b			ab		e	e				e	e	bcdem	bcdem	e		cde	e	cde
Mean score	3.5	3.6	3.3	3.3	3.4	3.8	3.5	3.5	3.4	3.3	3.2	3.7	3.7	3.6	3.7	3.5	3.4	3.7	3.5	3.6
		b			ab		e					de	de		cdem			cde	e	e
Standard deviation	1.13	1.09	1.19	1.10	1.10	1.13	1.10	1.16	1.15	.99	1.05	1.04	1.09	1.24	1.08	1.19	1.30	1.13	1.12	1.18
Standard error	.04	.04	.06	.11	.05	.05	.09	.08	.11	.11	.12	.14	.11	.21	.12	.18	.35	.13	.13	.04

Columns Tested: a, b - a, b, c - a, b, c, d, e, f, g, h, i, j, k, l, m, n

Survey of the Self-Employed

Q12_11. How concerned, if at all, are you by the following aspects of self-employed work?

Not having the time or money to undergo training and professional development

Base: All respondents

	Total	CURRENT WORK		TYPE OF BUSINESS			EDUCATION					LENGTH OF SELF-EMPLOYMENT				
		Work with spouse, relative or business partner	Work by themselves	Limited company	Partnership	Sole trader	Secondary school	University degree	Higher university degree	NET: Up to Secondary school	NET: University	Up to 3 years	3-6 years	6-10 years	10-15 years	More than 15 years
		a	b	a	b	c	a	b	c	d	e	a	b	c	d	e
Significance Level: 95%																
Unweighted Total	1003	103	900	126	41	807	455	403	130	458	533	156	196	174	172	305
Weighted Total	1003	96	907	134	38	801	472	383	134	475	517	185	207	173	165	273
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Very concerned	(1) 41 4%	6 6%	35 4%	4 3%	3 7%	33 4%	21 4%	14 4%	6 4%	21 4%	20 4%	10 6%	6 3%	5 3%	4 2%	15 5%
Fairly concerned	(2) 147 15%	11 12%	136 15%	23 17%	5 12%	114 14%	56 12%	65 17%	23 17%	58 12%	88 17%	32 18%	38 19%	24 14%	27 16%	25 9%
Neither concerned nor unconcerned	(3) 328 33%	30 32%	297 33%	38 28%	15 39%	266 33%	161 34%	117 31%	42 31%	162 34%	159 31%	65 35%	59 28%	58 34%	57 34%	89 33%
Fairly unconcerned	(4) 244 24%	26 28%	218 24%	42 31%	11 29%	186 23%	99 21%	102 27%	42 32%	99 21%	144 28%	42 23%	43 21%	53 30%	38 23%	68 25%
Very unconcerned	(5) 243 24%	22 23%	222 24%	28 21%	5 13%	202 25%	135 29%	85 22%	21 16%	135 28%	106 21%	35 19%	61 29%	33 19%	39 24%	75 27%
NETS																
Net: Concerned	188 19%	17 18%	170 19%	27 20%	7 19%	147 18%	77 16%	79 21%	29 22%	79 17%	108 21%	43 23%	45 22%	29 17%	31 19%	40 15%
Net: Unconcerned	488 49%	48 50%	439 48%	70 52%	16 41%	388 48%	234 50%	187 49%	63 47%	234 49%	250 48%	78 42%	104 50%	86 49%	77 47%	143 53%
Mean score	3.5	3.5	3.5	3.5	3.3	3.5	3.6	3.5	3.4	3.6	3.4	3.3	3.5	3.5	3.5	3.6
Standard deviation	1.13	1.15	1.13	1.10	1.07	1.13	1.15	1.12	1.08	1.15	1.11	1.14	1.18	1.05	1.10	1.14
Standard error	.04	.11	.04	.10	.17	.04	.05	.06	.09	.05	.05	.09	.08	.08	.08	.07

Columns Tested: a,b - a,b,c - a,b,c,d,e - a,b,c,d,e

Survey of the Self-Employed

Q12_11. How concerned, if at all, are you by the following aspects of self-employed work?

Not having the time or money to undergo training and professional development

Base: All respondents

	AWARENESS OF IPSE			SOC				HAPPINESS IN SELF-EMPLOYMENT			WORKING PLANS		AWARENESS OF TAX DEDUCTIBLES FOR TRAINING		
	Total	Know at least a little	Have at least heard of	Have never heard of	1-3	4-6	7-10	NET: 4-10	Happy	Neutral	Unhappy	Remain self-employed	Would consider or want to switch to work for someone else	Aware	Not aware
		a	b	c	a	b	c	d	a	b	c	a	b	a	b
Significance Level: 95%															
Unweighted Total	1003	58	192	811	513	291	199	490	808	148	38	727	225	261	742
Weighted Total	1003	64	202	801	501	300	201	501	800	159	35	702	243	254	749
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Very concerned (1)	41 4%	4 6%	8 4%	32 4%	21 4%	15 5%	4 2%	19 4%	22 3%	8 5%	9 27% ab	23 3%	15 6%	14 5%	27 4%
Fairly concerned (2)	147 15%	10 16%	39 19% c	108 14%	69 14%	51 17%	27 14%	78 16%	96 12%	40 25% a	10 30% a	86 12%	56 23% a	35 14%	112 15%
Neither concerned nor unconcerned (3)	328 33%	28 43%	72 36%	256 32%	153 31%	103 34%	71 35%	175 35%	241 30%	71 45% ac	9 26%	200 28%	94 39% a	77 30%	251 34%
Fairly unconcerned (4)	244 24%	15 24%	49 24%	195 24%	143 29% bcd	64 21%	37 18%	101 20%	218 27% bc	24 15%	3 9%	182 26%	57 23%	65 26%	179 24%
Very unconcerned (5)	243 24%	7 11%	34 17%	209 26% ab	115 23%	67 22%	61 30% ab	128 26%	223 28% bc	16 10%	3 9%	210 30% b	22 9%	64 25%	180 24%
NETS															
Net: Concerned	188 19%	14 22%	47 23%	141 18%	90 18%	66 22%	32 16%	98 20%	118 15%	48 30% a	20 57% ab	109 16%	70 29% a	48 19%	139 19%
Net: Unconcerned	488 49%	22 35%	83 41%	405 51% ab	259 52% b	131 44%	98 49%	229 46%	441 55% bc	40 25%	6 18%	393 56% b	78 32%	129 51%	359 48%
Mean score	3.5	3.2	3.3	3.6 ab	3.5	3.4	3.6 b	3.5	3.7 bc	3.0 c	2.4	3.7 b	3.1	3.5	3.5
Standard deviation	1.13	1.03	1.09	1.13	1.11	1.15	1.12	1.14	1.09	1.01	1.24	1.13	1.03	1.16	1.12
Standard error	.04	.14	.08	.04	.05	.07	.08	.05	.04	.08	.20	.04	.07	.07	.04

Columns Tested: a,b,c - a,b,c,d - a,b,c - a,b - a,b

Survey of the Self-Employed

Q12_11. How concerned, if at all, are you by the following aspects of self-employed work?

Not having the time or money to undergo training and professional development

Base: All respondents

	Total	SELF-EMPLOYMENT SUPPORT/ADVICE AVAILABLE AT UNIVERSITY		AWARENESS OF MAKING TAX DIGITAL			CONCERN OVER BREXIT NEGOTIATIONS		CONCERN ABOUT SAVING FOR LATER LIFE		PENSION USAGE			IMPORTANCE OF SAVING FOR LATER LIFE	
		To at least some extent	To no extent	Know at least a little about it	At least heard of it	Have not heard of it	Concerned	Not concerned	Concerned	Not concerned	Have used private/ personal pension	Currently use private/ personal pension	Have never saved through a private/ personal pension	Important	Not important
		a	b	a	b	c	a	b	a	b	a	b	c	a	b
Significance Level: 95%															
Unweighted Total	1003	63	327	309	514	489	537	403	662	300	510	339	475	856	107
Weighted Total	1003	69	319	304	492	511	546	389	668	289	452	311	531	855	101
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Very concerned (1)	41 4%	1 2%	15 5%	10 3%	17 3%	23 5%	29 5%	6 2%	35 5%	4 1%	10 2%	10 3%	28 5%	37 4%	1 1%
Fairly concerned (2)	147 15%	20 30%	56 18%	47 15%	74 15%	73 14%	93 17%	44 11%	128 19%	13 4%	57 13%	42 13%	89 17%	138 16%	5 4%
Neither concerned nor unconcerned (3)	328 33%	26 38%	87 27%	81 27%	149 30%	179 35%	172 32%	123 32%	213 32%	89 31%	131 29%	75 24%	191 36%	266 31%	35 35%
Fairly unconcerned (4)	244 24%	11 15%	94 30%	85 28%	129 26%	116 23%	137 25%	98 25%	162 24%	79 27%	139 31%	109 35%	96 18%	217 25%	21 21%
Very unconcerned (5)	243 24%	11 15%	66 21%	81 27%	124 25%	120 23%	115 21%	117 30%	130 19%	104 36%	115 25%	75 24%	126 24%	197 23%	39 39%
NETS															
Net: Concerned	188 19%	22 31%	72 22%	57 19%	91 19%	96 19%	122 22%	51 13%	163 24%	16 6%	66 15%	51 17%	117 22%	175 20%	6 5%
Net: Unconcerned	488 49%	21 31%	160 50%	166 55%	252 51%	235 46%	252 46%	215 55%	292 44%	183 63%	254 56%	184 59%	222 42%	414 48%	61 60%
Mean score	3.5	3.1	3.4	3.6	3.5	3.5	3.4	3.7	3.3	3.9	3.6	3.6	3.4	3.5	3.9
Standard deviation	1.13	1.06	1.14	1.13	1.12	1.13	1.15	1.07	1.15	.98	1.06	1.08	1.17	1.14	1.00
Standard error	.04	.13	.06	.06	.05	.05	.05	.05	.04	.06	.05	.06	.05	.04	.10

Columns Tested: a,b - a,b,c - a,b - a,b - a,b,c - a,b

Survey of the Self-Employed

Q12_12. How concerned, if at all, are you by the following aspects of self-employed work?

Being investigated by HMRC

Base: All respondents

	Total	GENDER		AGE			REGION													
		Male	Female	18-34	35-54	55+	London	South East	South West	East Midlands	West Midlands	Eastern	North West	North East	Yorkshire and Humberside	Wales	Northern Ireland	Scotland	England	Devolved Nations
		a	b	a	b	c	a	b	c	d	e	f	g	h	i	j	*k	l	m	n
Significance Level: 95%																				
Unweighted Total	1003	587	412	93	485	425	146	195	108	81	74	52	95	34	88	42	14	74	873	130
Weighted Total	1003	678	320	201	468	334	140	201	80	60	90	40	100	50	80	50	20	90	843	160
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Very concerned	(1) 54 5%	33 5%	20 6%	12 6%	27 6%	15 5%	15 11%	11 5%	3 4%	1 2%	4 4%	1 4%	4 4%	3 5%	5 6%	3 6%	1 5%	3 3%	47 6%	7 4%
Fairly concerned	(2) 118 12%	66 10%	52 16%	34 17%	61 13%	23 7%	18 13%	24 12%	9 11%	11 18%	8 9%	7 17%	9 9%	6 13%	8 10%	7 14%	2 10%	9 10%	99 12%	18 12%
Neither concerned nor unconcerned	(3) 333 33%	227 33%	103 32%	59 29%	164 35%	110 33%	47 33%	79 39%	38 47%	25 42%	32 36%	14 36%	38 38%	7 14%	18 22%	12 24%	7 34%	16 18%	298 35%	35 22%
Fairly unconcerned	(4) 223 22%	165 24%	58 18%	49 25%	100 21%	74 22%	25 18%	33 17%	14 17%	10 17%	30 33%	8 19%	25 25%	12 25%	22 28%	14 28%	3 16%	27 29%	179 21%	44 27%
Very unconcerned	(5) 275 27%	188 28%	87 27%	47 23%	116 25%	112 34%	35 25%	54 27%	17 21%	13 21%	17 18%	10 24%	25 25%	21 43%	27 34%	14 28%	7 34%	36 40%	219 26%	56 35%
NETS																				
Net: Concerned	172 17%	99 15%	72 23%	46 23%	88 19%	38 11%	33 24%	34 17%	12 15%	12 20%	12 13%	8 21%	13 13%	9 18%	13 16%	10 20%	3 15%	12 14%	146 17%	25 16%
Net: Unconcerned	499 50%	353 52%	145 45%	96 48%	217 46%	186 56%	60 43%	87 44%	31 38%	23 38%	46 51%	17 43%	50 50%	34 67%	50 62%	28 56%	10 50%	62 69%	398 47%	100 63%
Mean score	3.5	3.6	3.4	3.4	3.5	3.7	3.3	3.5	3.4	3.4	3.5	3.4	3.6	3.9	3.7	3.6	3.7	3.9	3.5	3.8
Standard deviation	1.16	1.13	1.22	1.19	1.16	1.13	1.28	1.16	1.07	1.07	1.02	1.15	1.08	1.25	1.21	1.21	1.22	1.13	1.16	1.17
Standard error	.04	.05	.06	.12	.05	.05	.11	.08	.10	.12	.12	.16	.11	.22	.13	.19	.33	.13	.04	.10

Columns Tested: a, b - a, b, c - a, b, c, d, e, f, g, h, i, j, k, l, m, n

Survey of the Self-Employed

Q12_12. How concerned, if at all, are you by the following aspects of self-employed work?

Being investigated by HMRC

Base: All respondents

	Total	CURRENT WORK		TYPE OF BUSINESS			EDUCATION					LENGTH OF SELF-EMPLOYMENT				
		Work with spouse, relative or business partner	Work by themselves	Limited company	Partnership	Sole trader	Secondary school	University degree	Higher university degree	NET: Up to Secondary school	NET: University	Up to 3 years	3-6 years	6-10 years	10-15 years	More than 15 years
		a	b	a	b	c	a	b	c	d	e	a	b	c	d	e
Significance Level: 95%																
Unweighted Total	1003	103	900	126	41	807	455	403	130	458	533	156	196	174	172	305
Weighted Total	1003	96	907	134	38	801	472	383	134	475	517	185	207	173	165	273
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Very concerned	(1) 54 5%	6 6%	48 5%	10 7%	4 10%	38 5%	23 5%	19 5%	11 8%	23 5%	29 6%	14 7%	6 3%	12 7%	6 3%	17 6%
Fairly concerned	(2) 118 12%	16 16%	102 11%	14 10%	6 15%	90 11%	44 9%	53 14%	19 14%	44 9%	72 14% ad	29 16% e	23 11%	26 15% e	21 13% e	19 7%
Neither concerned nor unconcerned	(3) 333 33%	29 30%	304 33%	45 33%	16 43%	267 33%	161 34%	122 32%	42 31%	163 34%	164 32%	49 27%	65 31%	48 28%	57 34%	114 42% abc
Fairly unconcerned	(4) 223 22%	19 20%	204 23%	33 24%	5 12%	182 23%	101 21%	91 24%	32 24%	101 21%	123 24%	38 21%	43 21%	46 27%	41 25%	56 20%
Very unconcerned	(5) 275 27%	26 27%	249 27%	33 25%	8 20%	225 28%	144 30%	99 26%	31 23%	144 30%	129 25%	55 30%	70 34% ce	41 24%	41 25%	67 25%
NETS																
Net: Concerned	172 17%	22 22%	150 17%	24 18%	9 25%	127 16%	67 14%	71 19%	30 22% ad	68 14%	101 20% ad	43 23% be	29 14%	38 22% e	27 16%	36 13%
Net: Unconcerned	499 50%	45 47%	453 50%	66 49%	12 33%	407 51% b	245 52%	190 49%	62 46%	245 51%	252 49%	93 50%	113 55% e	88 51%	82 50%	123 45%
Mean score	3.5	3.5	3.6	3.5	3.2	3.6 b	3.6 ce	3.5	3.4	3.6 c	3.5	3.5	3.7 ce	3.5	3.5	3.5
Standard deviation	1.16	1.23	1.16	1.19	1.21	1.15	1.15	1.16	1.21	1.15	1.17	1.27	1.13	1.20	1.10	1.12
Standard error	.04	.12	.04	.11	.19	.04	.05	.06	.11	.05	.05	.10	.08	.09	.08	.06

Columns Tested: a,b - a,b,c - a,b,c,d,e - a,b,c,d,e

Survey of the Self-Employed

Q12_12. How concerned, if at all, are you by the following aspects of self-employed work?

Being investigated by HMRC

Base: All respondents

	Total	AWARENESS OF IPSE			SOC				HAPPINESS IN SELF-EMPLOYMENT			WORKING PLANS		AWARENESS OF TAX DEDUCTIBLES FOR TRAINING	
		Know at least a little	Have at least heard of	Have never heard of	1-3	4-6	7-10	NET: 4-10	Happy	Neutral	Unhappy	Remain self-employed	Would consider or want to switch to work for someone else	Aware	Not aware
		a	b	c	a	b	c	d	a	b	c	a	b	a	b
Significance Level: 95%															
Unweighted Total	1003	58	192	811	513	291	199	490	808	148	38	727	225	261	742
Weighted Total	1003	64	202	801	501	300	201	501	800	159	35	702	243	254	749
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Very concerned (1)	54 5%	9 14% c	13 7%	40 5%	28 6%	15 5%	11 6%	26 5%	26 3%	15 9% a	12 36% ab	27 4%	24 10% a	14 6%	40 5%
Fairly concerned (2)	118 12%	16 26% c	32 16%	86 11%	62 12%	35 12%	21 10%	55 11%	87 11%	27 17% a	4 12%	79 11%	31 13%	25 10%	93 12%
Neither concerned nor unconcerned (3)	333 33%	19 30%	64 32%	269 34%	162 32%	105 35%	66 33%	171 34%	255 32%	60 38%	11 30%	222 32%	84 34%	75 29%	258 34%
Fairly unconcerned (4)	223 22%	12 18%	49 24%	174 22%	121 24%	61 20%	42 21%	102 20%	190 24%	27 17%	6 16%	162 23%	52 22%	58 23%	165 22%
Very unconcerned (5)	275 27%	8 13%	44 22%	232 29% ab	128 26%	85 28%	62 31%	147 29%	243 30% bc	30 19%	2 6%	212 30% b	52 21%	82 32% b	193 26%
NETS															
Net: Concerned	172 17%	25 39% bc	45 22% c	126 16%	91 18%	49 16%	32 16%	81 16%	112 14%	42 26% a	17 48% ab	106 15%	55 23% a	39 15%	132 18%
Net: Unconcerned	499 50%	20 31%	93 46%	406 51% a	249 50%	146 49%	104 52%	250 50%	433 54% bc	57 36%	7 22%	374 53% b	104 43%	140 55% b	359 48%
Mean score	3.5	2.9	3.4 a	3.6 ab	3.5	3.6	3.6	3.6	3.7 bc	3.2 c	2.4	3.6 b	3.3	3.7	3.5
Standard deviation	1.16	1.23	1.18	1.16	1.16	1.16	1.18	1.17	1.11	1.20	1.29	1.14	1.23	1.19	1.15
Standard error	.04	.16	.09	.04	.05	.07	.08	.05	.04	.10	.21	.04	.08	.07	.04

Columns Tested: a,b,c - a,b,c,d - a,b,c - a,b - a,b

Survey of the Self-Employed

Q12_12. How concerned, if at all, are you by the following aspects of self-employed work?

Being investigated by HMRC

Base: All respondents

	SELF-EMPLOYMENT SUPPORT/ADVICE AVAILABLE AT UNIVERSITY		AWARENESS OF MAKING TAX DIGITAL			CONCERN OVER BREXIT NEGOTIATIONS		CONCERN ABOUT SAVING FOR LATER LIFE		PENSION USAGE			IMPORTANCE OF SAVING FOR LATER LIFE		
	Total	To at least some extent	To no extent	Know at least a little about it	At least heard of it	Have not heard of it	Concerned	Not concerned	Concerned	Not concerned	Have used private/personal pension	Currently use private/personal pension	Have never saved through a private/personal pension	Important	Not important
	a	b	a	b	c	a	b	a	b	a	b	c	a	b	
Significance Level: 95%															
Unweighted Total	1003	63	327	309	514	489	537	403	662	300	510	339	475	856	107
Weighted Total	1003	69	319	304	492	511	546	389	668	289	452	311	531	855	101
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Very concerned (1)	54	7	18	18	28	26	38	14	50	3	19	19	32	50	1
	5%	10%	6%	6%	6%	5%	7%	4%	7%	1%	4%	6%	6%	6%	1%
							b		b					b	
Fairly concerned (2)	118	8	48	38	60	57	81	28	95	18	47	30	68	106	8
	12%	12%	15%	13%	12%	11%	15%	7%	14%	6%	10%	10%	13%	12%	7%
							b		b						
Neither concerned nor unconcerned (3)	333	32	87	88	155	178	170	126	221	83	144	100	180	277	28
	33%	46%	27%	29%	31%	35%	31%	32%	33%	29%	32%	32%	34%	32%	28%
		b													
Fairly unconcerned (4)	223	12	79	75	119	105	120	96	145	72	114	80	103	195	22
	22%	17%	25%	25%	24%	20%	22%	25%	22%	25%	25%	26%	19%	23%	21%
											c	c			
Very unconcerned (5)	275	10	87	86	131	145	137	125	156	112	128	81	147	227	42
	27%	15%	27%	28%	27%	28%	25%	32%	23%	39%	28%	26%	28%	26%	42%
			a					a		a					a
NETS															
Net: Concerned	172	15	66	56	88	84	118	42	145	21	66	49	100	157	9
	17%	22%	21%	18%	18%	16%	22%	11%	22%	7%	15%	16%	19%	18%	9%
							b		b					b	
Net: Unconcerned	499	22	166	160	249	249	257	221	302	185	242	162	250	421	64
	50%	32%	52%	53%	51%	49%	47%	57%	45%	64%	54%	52%	47%	49%	63%
			a					a		a	c				a
Mean score	3.5	3.2	3.5	3.6	3.5	3.6	3.4	3.7	3.4	3.9	3.6	3.6	3.5	3.5	3.9
			a					a		a					a
Standard deviation	1.16	1.14	1.20	1.19	1.17	1.16	1.21	1.09	1.20	1.01	1.12	1.15	1.20	1.18	1.06
Standard error	.04	.14	.07	.07	.05	.05	.05	.05	.05	.06	.05	.06	.05	.04	.10

Columns Tested: a,b - a,b,c - a,b - a,b - a,b,c - a,b

Survey of the Self-Employed

Q12_13. How concerned, if at all, are you by the following aspects of self-employed work?

Dealing with taxes

Base: All respondents

	Total	GENDER		AGE			REGION													
		Male	Female	18-34	35-54	55+	London	South East	South West	East Midlands	West Midlands	Eastern	North West	North East	Yorkshire and Humber	Wales	Northern Ireland	Scotland	England	Devolved Nations
		a	b	a	b	c	a	b	c	d	e	f	g	h	i	j	*k	l	m	n
Significance Level: 95%																				
Unweighted Total	1003	587	412	93	485	425	146	195	108	81	74	52	95	34	88	42	14	74	873	130
Weighted Total	1003	678	320	201	468	334	140	201	80	60	90	40	100	50	80	50	20	90	843	160
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Very concerned	(1) 62 6%	32 5%	30 9%	23 12%	25 5%	14 4%	13 9%	14 7%	4 5%	2 3%	4 5%	2 6%	4 4%	2 3%	5 6%	6 13%	4 22%	1 2%	50 6%	12 8%
Fairly concerned	(2) 195 19%	131 19%	64 20%	57 29%	96 20%	42 12%	24 17%	48 24%	20 25%	14 23%	18 20%	8 19%	17 17%	10 20%	13 16%	3 6%	2 10%	19 22%	170 20%	24 15%
Neither concerned nor uninterested	(3) 361 36%	250 37%	107 34%	67 33%	187 40%	108 32%	50 36%	75 38%	22 28%	27 45%	41 45%	17 43%	37 37%	17 34%	31 39%	18 36%	5 26%	19 21%	319 38%	42 26%
Fairly uninterested	(4) 204 20%	136 20%	67 21%	38 19%	77 17%	88 26%	38 27%	30 15%	21 26%	8 14%	12 13%	7 16%	26 26%	8 16%	15 18%	14 28%	5 23%	21 24%	164 19%	40 25%
Very uninterested	(5) 181 18%	130 19%	51 16%	16 8%	83 18%	83 25%	16 11%	33 16%	14 17%	9 15%	16 17%	6 16%	16 16%	14 28%	16 20%	9 18%	4 19%	29 32%	140 17%	42 26%
NETS																				
Net: Concerned	257 26%	162 24%	94 29%	80 40%	121 26%	56 17%	36 26%	62 31%	23 29%	16 26%	22 24%	10 25%	21 21%	11 23%	18 22%	9 19%	6 32%	21 23%	220 26%	37 23%
Net: Unconcerned	385 38%	266 39%	119 37%	53 27%	161 34%	171 51%	54 38%	63 31%	34 43%	17 29%	27 30%	13 32%	42 42%	22 44%	31 39%	23 45%	8 42%	50 56%	304 36%	82 51%
Mean score	3.2	3.3	3.1	2.8	3.2	3.6	3.1	3.1	3.3	3.1	3.2	3.2	3.3	3.5	3.3	3.3	3.1	3.6	3.2	3.5
Standard deviation	1.14	b	1.19	1.11	a	1.12	1.11	1.15	1.15	1.03	1.09	1.10	1.07	1.19	1.16	1.22	1.44	1.19	1.12	1.24
Standard error	.04	.05	.06	.11	.05	.05	.09	.08	.11	.11	.13	.15	.11	.20	.12	.19	.39	.14	.04	.11

Columns Tested: a,b - a,b,c - a,b,c,d,e,f,g,h,i,j,k,l,m,n

Survey of the Self-Employed

Q12_13. How concerned, if at all, are you by the following aspects of self-employed work?

Dealing with taxes

Base: All respondents

	Total	CURRENT WORK		TYPE OF BUSINESS			EDUCATION					LENGTH OF SELF-EMPLOYMENT				
		Work with spouse, relative or business partner	Work by themselves	Limited company	Partnership	Sole trader	Secondary school	University degree	Higher university degree	NET: Up to Secondary school	NET: University	Up to 3 years	3-6 years	6-10 years	10-15 years	More than 15 years
		a	b	a	b	c	a	b	c	d	e	a	b	c	d	e
Significance Level: 95%																
Unweighted Total	1003	103	900	126	41	807	455	403	130	458	533	156	196	174	172	305
Weighted Total	1003	96	907	134	38	801	472	383	134	475	517	185	207	173	165	273
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Very concerned (1)	62 6%	8 8%	55 6%	7 5%	3 8%	47 6%	24 5%	21 6%	15 12% abd	24 5%	37 7%	22 12% bcde	13 6%	8 5%	9 6%	10 4%
Fairly concerned (2)	195 19%	15 16%	179 20%	36 27% bc	4 10%	150 19%	87 18%	77 20%	29 21%	88 18%	106 20%	58 31% bcde	32 15%	36 21%	29 18%	40 15%
Neither concerned nor unconcerned (3)	361 36%	40 42%	321 35%	45 33%	16 43%	295 37%	185 39% ce	128 33%	38 28%	187 39% ce	166 32%	64 34%	69 33%	67 39%	55 33%	106 39%
Fairly unconcerned (4)	204 20%	12 12%	192 21% a	26 19%	6 16%	163 20%	76 16%	91 24% ad	35 26% ad	76 16% ad	126 24% ad	24 13%	45 21% a	39 22% a	32 19%	65 24% a
Very unconcerned (5)	181 18%	21 22%	160 18%	20 15%	9 23%	146 18%	99 21% ce	66 17%	16 12%	99 21% ce	82 16%	17 9%	49 24% ac	23 14%	40 24% ac	52 19% a
NETS																
Net: Concerned	257 26%	23 24%	234 26%	44 32%	7 18%	197 25%	111 24%	99 26%	44 33% ad	112 24%	143 28%	80 43% bcde	44 21%	44 26%	39 23%	49 18%
Net: Unconcerned	385 38%	33 34%	352 39%	46 34%	15 39%	309 39%	176 37%	157 41%	52 39%	176 37%	208 40%	41 22%	94 45% a	62 36% a	72 43% a	117 43% a
Mean score	3.2	3.3	3.2	3.1	3.3	3.3	3.3	3.3	3.1	3.3	3.2	2.8	3.4	3.2	3.4	3.4
Standard deviation	1.14	1.20	1.14	1.13	1.20	1.13	1.14	1.13	1.20	1.14	1.15	1.11	1.18	1.07	1.19	1.06
Standard error	.04	.12	.04	.10	.19	.04	.05	.06	.11	.05	.05	.09	.08	.08	.09	.06

Columns Tested: a,b - a,b,c - a,b,c,d,e - a,b,c,d,e

Survey of the Self-Employed

Q12_13. How concerned, if at all, are you by the following aspects of self-employed work?

Dealing with taxes

Base: All respondents

		AWARENESS OF IPSE			SOC				HAPPINESS IN SELF-EMPLOYMENT			WORKING PLANS		AWARENESS OF TAX DEDUCTIBLES FOR TRAINING		
		Know at least a little	Have at least heard of	Have never heard of	1-3	4-6	7-10	NET: 4-10	Happy	Neutral	Unhappy	Remain self-employed	Would consider or want to switch to work for someone else	Aware	Not aware	
		a	b	c	a	b	c	d	a	b	c	a	b	a	b	
Significance Level: 95%																
Unweighted Total		1003	58	192	811	513	291	199	490	808	148	38	727	225	261	742
Weighted Total		1003	64	202	801	501	300	201	501	800	159	35	702	243	254	749
		100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Very concerned	(1)	62 6%	10 16% c	16 8%	46 6%	35 7%	17 6%	11 5%	27 5%	36 4%	11 7%	14 41% ab	32 4%	26 11% a	15 6%	48 6%
Fairly concerned	(2)	195 19%	14 23%	53 26% c	142 18%	100 20%	54 18%	41 20%	95 19%	145 18%	43 27% a	7 19%	135 19%	50 21%	40 16%	155 21%
Neither concerned nor unconcerned	(3)	361 36%	19 30%	68 34%	293 37%	164 33%	119 40%	77 38%	196 39% a	265 33%	81 51% ac	7 21%	239 34%	93 38%	81 32%	280 37%
Fairly unconcerned	(4)	204 20%	13 20%	41 20%	163 20%	107 21%	59 20%	38 19%	97 19%	188 23% b	11 7%	4 12%	150 21%	45 19%	57 22%	147 20%
Very unconcerned	(5)	181 18%	7 11%	25 12%	157 20% b	96 19%	51 17%	35 17%	86 17%	166 21% bc	13 8%	3 7%	146 21% b	29 12%	61 24% b	120 16%
NETS																
Net: Concerned		257 26%	25 39% c	69 34% c	188 24%	135 27%	71 24%	51 25%	122 24%	181 23%	54 34% a	21 60% ab	166 24%	76 31% a	55 21%	202 27%
Net: Unconcerned		385 38%	20 31%	65 32%	320 40%	202 40%	110 37%	73 36%	183 36%	354 44% bc	24 15%	7 19%	296 42% b	74 30%	118 47% b	267 36%
Mean score		3.2	2.9	3.0	3.3 ab	3.3	3.2	3.2	3.2	3.4 bc	2.8 c	2.3	3.3 b	3.0	3.4 b	3.2
Standard deviation		1.14	1.23	1.13	1.14	1.18	1.11	1.12	1.11	1.13	.95	1.31	1.14	1.14	1.18	1.13
Standard error		.04	.16	.08	.04	.05	.06	.08	.05	.04	.08	.21	.04	.08	.07	.04

Columns Tested: a,b,c - a,b,c,d - a,b,c - a,b - a,b

Survey of the Self-Employed

Q12_13. How concerned, if at all, are you by the following aspects of self-employed work?

Dealing with taxes

Base: All respondents

	SELF-EMPLOYMENT SUPPORT/ADVICE AVAILABLE AT UNIVERSITY		AWARENESS OF MAKING TAX DIGITAL			CONCERN OVER BREXIT NEGOTIATIONS		CONCERN ABOUT SAVING FOR LATER LIFE		PENSION USAGE			IMPORTANCE OF SAVING FOR LATER LIFE		
	Total	To at least some extent	To no extent	Know at least a little about it	At least heard of it	Have not heard of it	Concerned	Not concerned	Concerned	Not concerned	Have used private/personal pension	Currently use private/personal pension	Have never saved through a private/personal pension	Important	Not important
	a	b	a	b	c	a	b	a	b	a	b	c	a	b	
Significance Level: 95%															
Unweighted Total	1003	63	327	309	514	489	537	403	662	300	510	339	475	856	107
Weighted Total	1003	69	319	304	492	511	546	389	668	289	452	311	531	855	101
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Very concerned (1)	62 6%	10 15% b	23 7%	13 4%	31 6%	31 6%	44 8%	14 4%	57 8%	4 1%	20 4%	16 5%	40 8%	57 7%	2 2%
Fairly concerned (2)	195 19%	16 23%	68 21%	59 19%	96 19%	99 19%	132 24% b	55 14%	162 24% b	27 9%	68 15%	43 14%	124 23% ab	179 21% b	10 10%
Neither concerned nor unconcerned (3)	361 36%	28 40%	90 28%	91 30%	160 32%	201 39% ab	178 33%	144 37%	233 35%	98 34%	156 35%	106 34%	193 36%	293 34%	38 38%
Fairly unconcerned (4)	204 20%	11 16%	82 26%	75 25% c	113 23% c	91 18%	114 21%	80 21%	133 20%	68 23%	117 26% c	84 27% c	84 16%	182 21%	15 15%
Very unconcerned (5)	181 18%	4 6%	56 18% a	66 22%	93 19%	88 17%	78 14%	95 24% a	83 12%	92 32% a	91 20%	62 20%	90 17%	145 17%	36 35% a
NETS															
Net: Concerned	257 26%	26 38%	90 28%	72 24%	127 26%	130 25%	176 32% b	69 18%	218 33% b	31 11%	87 19%	58 19%	164 31% ab	236 28% b	12 12%
Net: Unconcerned	385 38%	15 22%	138 43% a	141 46% c	206 42% c	180 35%	192 35%	176 45% a	217 32%	160 55% a	208 46% c	146 47% c	174 33%	326 38%	51 50% a
Mean score	3.2	2.7	3.3	3.4	3.3	3.2	3.1	3.5	3.0	3.8	3.4	3.4	3.1	3.2	3.7
Standard deviation	1.14	1.08	1.18	1.15	1.16	1.13	1.16	1.12	1.13	1.05	1.10	1.11	1.17	1.15	1.11
Standard error	.04	.14	.07	.07	.05	.05	.05	.06	.04	.06	.05	.06	.05	.04	.11

Columns Tested: a,b - a,b,c - a,b - a,b - a,b,c - a,b

Survey of the Self-Employed

Q12_14. How concerned, if at all, are you by the following aspects of self-employed work?

Not having access to statutory maternity/paternity benefits

Base: All respondents

	Total	GENDER		AGE			REGION													
		Male	Female	18-34	35-54	55+	London	South East	South West	East Midlands	West Midlands	Eastern	North West	North East	Yorkshire and Humberside	Wales	Northern Ireland	Scotland	England	Devolved Nations
		a	b	a	b	c	a	b	c	d	e	f	g	h	i	j	*k	l	m	n
Significance Level: 95%																				
Unweighted Total	1003	587	412	93	485	425	146	195	108	81	74	52	95	34	88	42	14	74	873	130
Weighted Total	1003	678	320	201	468	334	140	201	80	60	90	40	100	50	80	50	20	90	843	160
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Very concerned	(1) 51 5%	23 3%	28 9%	16 8%	23 5%	12 4%	11 8%	8 4%	4 6%	2 3%	6 7%	1 1%	3 3%	5 10%	5 6%	4 8%	1 5%	1 1%	45 5%	6 4%
Fairly concerned	(2) 127 13%	79 12%	47 15%	53 26%	57 12%	17 5%	18 13%	20 10%	14 18%	9 14%	17 19%	2 4%	10 10%	6 11%	11 13%	3 6%	4 19%	15 16%	105 12%	22 13%
Neither concerned nor unconcerned	(3) 289 29%	204 30%	82 26%	72 36%	140 30%	77 23%	38 27%	64 32%	21 26%	26 43%	31 34%	9 22%	30 30%	9 18%	20 25%	17 34%	3 14%	21 24%	248 29%	41 26%
Fairly unconcerned	(4) 161 16%	118 17%	42 13%	28 14%	81 17%	52 16%	29 20%	31 16%	12 15%	8 12%	12 13%	9 22%	11 11%	11 21%	15 19%	6 11%	3 17%	14 16%	138 16%	23 15%
Very unconcerned	(5) 375 37%	254 37%	121 38%	31 16%	168 36%	176 53%	44 32%	78 39%	29 36%	17 28%	25 27%	20 50%	46 46%	20 40%	29 37%	20 40%	9 45%	39 43%	308 37%	68 42%
NETS																				
Net: Concerned	178 18%	102 15%	75 23%	69 34%	80 17%	29 9%	29 21%	28 14%	19 23%	10 17%	23 26%	2 5%	13 13%	11 21%	16 19%	7 14%	5 23%	16 18%	150 18%	28 17%
Net: Unconcerned	536 53%	373 55%	163 51%	60 30%	249 53%	228 68%	73 52%	109 54%	40 50%	24 41%	37 40%	29 73%	57 57%	30 61%	45 56%	26 52%	13 63%	53 58%	445 53%	91 57%
Mean score	3.7	3.7	3.6	3.0	3.7	4.1	3.6	3.8	3.6	3.5	3.4	4.2	3.9	3.7	3.7	3.7	3.8	3.8	3.7	3.8
Standard deviation	1.24	1.17	1.35	1.17	1.22	1.13	1.27	1.18	1.29	1.13	1.26	.99	1.20	1.36	1.27	1.29	1.35	1.20	1.23	1.24
Standard error	.04	.05	.07	.12	.06	.05	.11	.08	.12	.13	.15	.14	.12	.23	.14	.20	.36	.14	.04	.11

Columns Tested: a,b - a,b,c - a,b,c,d,e,f,g,h,i,j,k,l,m,n

Survey of the Self-Employed

Q12_14. How concerned, if at all, are you by the following aspects of self-employed work?

Not having access to statutory maternity/paternity benefits

Base: All respondents

	Total	CURRENT WORK		TYPE OF BUSINESS			EDUCATION					LENGTH OF SELF-EMPLOYMENT				
		Work with spouse, relative or business partner	Work by themselves	Limited company	Partnership	Sole trader	Secondary school	University degree	Higher university degree	NET: Up to Secondary school	NET: University	Up to 3 years	3-6 years	6-10 years	10-15 years	More than 15 years
		a	b	a	b	c	a	b	c	d	e	a	b	c	d	e
Significance Level: 95%																
Unweighted Total	1003	103	900	126	41	807	455	403	130	458	533	156	196	174	172	305
Weighted Total	1003	96	907	134	38	801	472	383	134	475	517	185	207	173	165	273
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Very concerned (1)	51 5%	10 10% b	41 5%	11 8%	1 2%	39 5%	27 6%	13 3%	11 8% b	27 6%	24 5%	11 6%	10 5%	15 9% e	7 4%	8 3%
Fairly concerned (2)	127 13%	11 12%	115 13%	23 17%	5 13%	93 12%	60 13%	36 9%	29 22% abde	61 13%	65 13%	34 18% e	28 13%	18 11%	23 14%	24 9%
Neither concerned nor unconcerned (3)	289 29%	22 23%	267 29%	25 18%	10 25%	247 31% a	141 30% c	113 30% c	25 19%	142 30% c	139 27%	58 32% d	54 26%	60 34% d	35 21%	82 30% d
Fairly unconcerned (4)	161 16%	18 18%	143 16%	29 22%	10 25%	119 15%	70 15%	68 18%	21 15%	71 15%	89 17%	25 14%	35 17%	21 12%	36 22% c	43 16%
Very unconcerned (5)	375 37%	35 36%	341 38%	47 35%	13 35%	303 38%	173 37%	153 40%	48 36%	173 37%	200 39%	57 31%	80 39%	59 34%	64 39%	116 42% a
NETS																
Net: Concerned	178 18%	21 22%	156 17%	33 25% c	6 15% b	132 17%	88 19% b	49 13%	40 30% abde	88 19% b	89 17%	44 24% e	38 18% e	33 19% e	30 18%	32 12%
Net: Unconcerned	536 53%	52 55%	484 53%	76 57%	23 60%	422 53%	244 52%	221 58%	68 51%	245 52%	289 56%	82 44%	115 56% a	80 46%	100 61% ac	159 58% ac
Mean score	3.7	3.6	3.7	3.6	3.8	3.7	3.6	3.8 acd	3.5	3.6	3.7 c	3.5	3.7	3.5	3.8 a	3.9 ac
Standard deviation	1.24	1.36	1.22	1.33	1.13	1.22	1.25	1.16	1.38	1.25	1.23	1.26	1.24	1.29	1.22	1.15
Standard error	.04	.13	.04	.12	.18	.04	.06	.06	.12	.06	.05	.10	.09	.10	.09	.07

Columns Tested: a,b - a,b,c - a,b,c,d,e - a,b,c,d,e

Survey of the Self-Employed

Q12_14. How concerned, if at all, are you by the following aspects of self-employed work?

Not having access to statutory maternity/paternity benefits

Base: All respondents

	Total	AWARENESS OF IPSE			SOC				HAPPINESS IN SELF-EMPLOYMENT			WORKING PLANS		AWARENESS OF TAX DEDUCTIBLES FOR TRAINING	
		Know at least a little	Have at least heard of	Have never heard of	1-3	4-6	7-10	NET: 4-10	Happy	Neutral	Unhappy	Remain self-employed	Would consider or want to switch to work for someone else	Aware	Not aware
		a	b	c	a	b	c	d	a	b	c	a	b	a	b
Significance Level: 95%															
Unweighted Total	1003	58	192	811	513	291	199	490	808	148	38	727	225	261	742
Weighted Total	1003	64	202	801	501	300	201	501	800	159	35	702	243	254	749
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Very concerned (1)	51 5%	3 4%	10 5%	42 5%	23 5%	15 5%	14 7%	28 6%	29 4%	13 8%	8 24% ab	21 3%	28 11% a	9 4%	42 6%
Fairly concerned (2)	127 13%	17 27% c	40 20% c	87 11%	62 12%	38 13%	27 13%	64 13%	94 12%	28 17%	5 13%	80 11%	36 15%	34 13%	93 12%
Neither concerned nor unconcerned (3)	289 29%	22 34%	62 31%	227 28%	123 24%	99 33% a	67 33% a	166 33% a	211 26%	65 41% ac	5 15%	189 27%	72 30%	63 25%	226 30%
Fairly unconcerned (4)	161 16%	8 12%	32 16%	129 16%	98 20% cd	44 15%	18 9%	63 13%	137 17%	18 11%	5 16%	112 16%	46 19%	53 21% b	108 14%
Very unconcerned (5)	375 37%	14 22%	58 29%	317 40% ab	196 39%	104 35%	76 38%	180 36%	328 41% b	35 22%	11 33%	300 43% b	61 25%	94 37%	281 38%
NETS															
Net: Concerned	178 18%	20 31% c	49 24% c	128 16%	85 17%	52 17%	40 20%	93 18%	123 15%	41 26% a	13 37% a	100 14%	63 26% a	43 17%	134 18%
Net: Unconcerned	536 53%	22 35%	91 45%	446 56% ab	294 59% bcd	149 49%	94 47%	243 48%	465 58% b	54 34%	17 48%	412 59% b	107 44%	147 58%	389 52%
Mean score	3.7	3.2	3.4	3.7 ab	3.8 d	3.6	3.6	3.6	3.8 bc	3.2	3.2	3.8 b	3.3	3.7	3.7
Standard deviation	1.24	1.19	1.23	1.23	1.22	1.22	1.30	1.25	1.20	1.21	1.61	1.18	1.31	1.20	1.25
Standard error	.04	.16	.09	.04	.05	.07	.09	.06	.04	.10	.26	.04	.09	.07	.05

Columns Tested: a,b,c - a,b,c,d - a,b,c - a,b - a,b

Survey of the Self-Employed

Q12_14. How concerned, if at all, are you by the following aspects of self-employed work?

Not having access to statutory maternity/paternity benefits

Base: All respondents

	Total	SELF-EMPLOYMENT SUPPORT/ADVICE AVAILABLE AT UNIVERSITY		AWARENESS OF MAKING TAX DIGITAL			CONCERN OVER BREXIT NEGOTIATIONS		CONCERN ABOUT SAVING FOR LATER LIFE		PENSION USAGE			IMPORTANCE OF SAVING FOR LATER LIFE	
		To at least some extent	To no extent	Know at least a little about it	At least heard of it	Have not heard of it	Concerned	Not concerned	Concerned	Not concerned	Have used private/personal pension	Currently use private/personal pension	Have never saved through a private/personal pension	Important	Not important
		a	b	a	b	c	a	b	a	b	a	b	c	a	b
Significance Level: 95%															
Unweighted Total	1003	63	327	309	514	489	537	403	662	300	510	339	475	856	107
Weighted Total	1003	69	319	304	492	511	546	389	668	289	452	311	531	855	101
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Very concerned (1)	51 5%	3 4%	12 4%	14 5%	25 5%	27 5%	31 6%	16 4%	45 7%	4 1%	14 3%	14 4%	35 7%	46 5%	2 2%
Fairly concerned (2)	127 13%	21 31% b	39 12%	42 14%	63 13%	63 12%	78 14%	42 11%	103 15% b	22 7%	36 8%	26 8%	88 17% ab	119 14% b	6 6%
Neither concerned nor unconcerned (3)	289 29%	21 30%	83 26%	58 19%	107 22%	182 36% ab	149 27%	105 27%	190 28%	71 25%	96 21%	68 22%	188 35% ab	234 27%	29 29%
Fairly unconcerned (4)	161 16%	6 9%	63 20% a	55 18%	84 17%	77 15%	92 17%	63 16%	99 15%	58 20% a	87 19% c	65 21% c	67 13%	137 16%	16 15%
Very unconcerned (5)	375 37%	18 26%	121 38%	135 44% c	214 43% c	161 32%	196 36%	163 42%	230 34%	134 47% a	219 49% c	137 44% c	153 29%	319 37%	49 48% a
NETS															
Net: Concerned	178 18%	24 35% b	51 16%	56 18%	88 18%	90 18%	108 20% b	58 15%	149 22% b	26 9%	50 11%	40 13%	124 23% ab	165 19% b	8 8%
Net: Unconcerned	536 53%	24 35%	185 58% a	190 63% c	298 61% c	238 47%	288 53%	226 58%	329 49%	192 67% a	306 68% c	203 65% c	219 41%	456 53%	64 63%
Mean score	3.7	3.2	3.8	3.8	3.8	3.6	3.6	3.8	3.5	4.0	4.0	3.9	3.4	3.7	4.0
Standard deviation	1.24	1.25	1.19	1.26	1.26	1.20	1.25	1.20	1.29	1.06	1.14	1.18	1.25	1.25	1.10
Standard error	.04	.16	.07	.07	.06	.05	.05	.06	.05	.06	.05	.06	.06	.04	.11

Columns Tested: a,b - a,b,c - a,b - a,b - a,b,c - a,b

Survey of the Self-Employed

Q12_15. How concerned, if at all, are you by the following aspects of self-employed work?

Feeling isolated / lack of workplace camaraderie

Base: All respondents

	Total	GENDER		AGE			REGION													
		Male	Female	18-34	35-54	55+	London	South East	South West	East Midlands	West Midlands	Eastern	North West	North East	Yorkshire and Humberside	Wales	Northern Ireland	Scotland	England	Devolved Nations
		a	b	a	b	c	a	b	c	d	e	f	g	h	i	j	*k	l	m	n
Significance Level: 95%																				
Unweighted Total	1003	587	412	93	485	425	146	195	108	81	74	52	95	34	88	42	14	74	873	130
Weighted Total	1003	678	320	201	468	334	140	201	80	60	90	40	100	50	80	50	20	90	843	160
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Very concerned	(1) 45 5%	23 3%	21 7%	10 5%	23 5%	12 4%	11 8%	7 4%	4 5%	- -	5 5%	1 1%	3 3%	3 5%	5 6%	4 8%	3 13%	- -	39 5%	7 4%
Fairly concerned	(2) 160 16%	105 15%	55 17%	48 24%	73 16%	39 12%	30 22%	34 17%	15 19%	10 16%	19 21%	5 12%	11 11%	4 7%	16 20%	4 7%	- -	12 13%	145 17%	16 10%
Neither concerned nor un concerned	(3) 308 31%	207 31%	98 31%	63 31%	153 33%	92 28%	42 30%	70 35%	22 27%	22 36%	38 42%	11 28%	33 33%	13 25%	18 22%	18 37%	4 22%	17 19%	268 32%	40 25%
Fairly un concerned	(4) 211 21%	139 21%	71 22%	44 22%	87 18%	81 24%	28 20%	33 16%	19 24%	15 26%	13 15%	13 32%	18 18%	12 24%	20 25%	10 20%	4 20%	25 28%	172 20%	39 24%
Very un concerned	(5) 278 28%	204 30%	74 23%	37 18%	132 28%	109 33%	28 20%	56 28%	20 25%	14 23%	15 17%	11 27%	35 34%	19 39%	22 27%	14 28%	9 45%	36 40%	219 26%	59 37%
NETS																				
Net: Concerned	206 21%	129 19%	76 24%	57 29%	97 21%	52 15%	42 30%	42 21%	20 24%	10 16%	24 27%	6 14%	14 14%	6 12%	21 26%	8 15%	3 13%	12 13%	184 22%	22 14%
Net: Un concerned	489 49%	343 51%	146 46%	80 40%	219 47%	190 57%	57 40%	89 44%	39 48%	29 48%	28 31%	24 59%	53 53%	31 63%	41 52%	24 48%	13 65%	61 68%	391 46%	98 61%
Mean score	3.5	3.6	3.4	3.2	3.5	3.7	3.2	3.5	3.4	3.5	3.2	3.7	3.7	3.8	3.5	3.5	3.8	3.9	3.5	3.8
Standard deviation	1.18	1.17	1.20	1.15	1.20	1.15	1.23	1.17	1.20	1.02	1.11	1.05	1.15	1.18	1.26	1.21	1.39	1.06	1.18	1.16
Standard error	.04	.05	.06	.12	.05	.06	.10	.08	.12	.11	.13	.15	.12	.20	.13	.19	.37	.12	.04	.10

Columns Tested: a, b - a, b, c - a, b, c, d, e, f, g, h, i, j, k, l, m, n

Survey of the Self-Employed

Q12_15. How concerned, if at all, are you by the following aspects of self-employed work?

Feeling isolated / lack of workplace camaraderie

Base: All respondents

	Total	CURRENT WORK		TYPE OF BUSINESS			EDUCATION					LENGTH OF SELF-EMPLOYMENT				
		Work with spouse, relative or business partner	Work by themselves	Limited company	Partnership	Sole trader	Secondary school	University degree	Higher university degree	NET: Up to Secondary school	NET: University	Up to 3 years	3-6 years	6-10 years	10-15 years	More than 15 years
		a	b	a	b	c	a	b	c	d	e	a	b	c	d	e
Significance Level: 95%																
Unweighted Total	1003	103	900	126	41	807	455	403	130	458	533	156	196	174	172	305
Weighted Total	1003	96	907	134	38	801	472	383	134	475	517	185	207	173	165	273
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Very concerned	(1) 45 5%	3 3%	43 5%	12 9% c	1 2%	30 4%	11 2%	26 7% ad	8 6% ad	11 2%	34 7% ad	9 5%	10 5%	9 5%	5 3%	13 5%
Fairly concerned	(2) 160 16%	8 9%	152 17% a	27 20%	5 13%	122 15%	75 16%	59 15%	24 18%	75 16%	83 16%	41 22% e	29 14%	30 17%	25 15%	35 13%
Neither concerned nor unconcerned	(3) 308 31%	34 36%	274 30%	35 26%	14 38%	255 32%	158 33% e	107 28%	33 25%	160 34% e	140 27%	45 25%	62 30%	62 36% a	48 29%	91 33%
Fairly unconcerned	(4) 211 21%	26 27%	185 20%	25 19%	9 23%	170 21%	94 20%	84 22%	32 24%	94 20%	116 22%	43 23%	40 20%	34 19%	36 22%	57 21%
Very unconcerned	(5) 278 28%	25 26%	253 28%	35 26%	9 24%	225 28%	134 28%	108 28%	36 27%	134 28%	144 28%	46 25%	66 32%	39 23%	50 31%	77 28%
NETS																
Net: Concerned	206 21%	11 11%	195 21% a	39 29% c	6 15%	152 19%	86 18%	85 22%	32 24%	87 18%	117 23%	50 27% e	39 19%	38 22%	30 18%	48 18%
Net: Unconcerned	489 49%	51 53%	438 48%	60 45%	18 47%	395 49%	228 48%	192 50%	68 51%	228 48%	260 50%	90 49%	106 51%	73 42%	87 53% c	134 49%
Mean score	3.5	3.6	3.5	3.3	3.5	3.5	3.6	3.5	3.5	3.6	3.5	3.4	3.6	3.4	3.6 c	3.6
Standard deviation	1.18	1.05	1.19	1.30	1.06	1.16	1.13	1.24	1.24	1.13	1.24	1.22	1.21	1.16	1.15	1.16
Standard error	.04	.10	.04	.12	.17	.04	.05	.06	.11	.05	.05	.10	.09	.09	.09	.07

Columns Tested: a, b - a, b, c - a, b, c, d, e - a, b, c, d, e

Survey of the Self-Employed

Q12_15. How concerned, if at all, are you by the following aspects of self-employed work?

Feeling isolated / lack of workplace camaraderie

Base: All respondents

		AWARENESS OF IPSE			SOC				HAPPINESS IN SELF-EMPLOYMENT			WORKING PLANS		AWARENESS OF TAX DEDUCTIBLES FOR TRAINING		
		Know at least a little	Have at least heard of	Have never heard of	1-3	4-6	7-10	NET: 4-10	Happy	Neutral	Unhappy	Remain self-employed	Would consider or want to switch to work for someone else	Aware	Not aware	
		a	b	c	a	b	c	d	a	b	c	a	b	a	b	
Significance Level: 95%																
Unweighted Total		1003	58	192	811	513	291	199	490	808	148	38	727	225	261	742
Weighted Total		1003	64	202	801	501	300	201	501	800	159	35	702	243	254	749
		100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Very concerned	(1)	45 5%	7 11% c	11 5%	34 4%	26 5%	13 4%	7 3%	20 4%	21 3%	13 8% a	11 33% ab	26 4%	18 7% a	15 6%	31 4%
Fairly concerned	(2)	160 16%	18 29% c	41 20%	119 15%	77 15%	46 15%	38 19%	84 17%	108 13%	45 28% a	8 22%	86 12%	62 25% a	26 10%	134 18% a
Neither concerned nor unconcerned	(3)	308 31%	16 26%	65 32%	243 30%	140 28%	110 37% a	58 29%	168 33%	234 29%	59 37% a	8 23%	204 29%	76 31%	79 31%	229 31%
Fairly unconcerned	(4)	211 21%	14 23%	49 24%	162 20%	117 23%	57 19%	37 18%	94 19%	183 23% bc	24 15%	3 8%	155 22%	51 21%	59 23%	152 20%
Very unconcerned	(5)	278 28%	8 13%	36 18%	242 30% ab	142 28%	74 25%	62 31%	136 27%	255 32% bc	17 11%	5 15%	231 33% b	37 15%	75 29%	203 27%
NETS																
Net: Concerned		206 21%	25 39% bc	52 26% c	153 19%	102 20%	59 20%	44 22%	104 21%	128 16%	58 36% a	19 54% ab	112 16%	79 33% a	41 16%	165 22% a
Net: Unconcerned		489 49%	22 35%	85 42%	404 50% ab	259 52% b	131 44%	99 49%	230 46%	438 55% bc	42 26%	8 23%	386 55% b	88 36%	134 53%	356 47%
Mean score		3.5	3.0	3.3	3.6 ab	3.5	3.4	3.5	3.5	3.7 bc	2.9 c	2.5	3.7 b	3.1	3.6	3.5
Standard deviation		1.18	1.21	1.14	1.19	1.20	1.15	1.20	1.17	1.13	1.09	1.42	1.16	1.16	1.18	1.18
Standard error		.04	.16	.08	.04	.05	.07	.09	.05	.04	.09	.23	.04	.08	.07	.04

Columns Tested: a,b,c - a,b,c,d - a,b,c - a,b - a,b



Survey of the Self-Employed

Q12_15. How concerned, if at all, are you by the following aspects of self-employed work?

Feeling isolated / lack of workplace camaraderie

Base: All respondents

	SELF-EMPLOYMENT SUPPORT/ADVICE AVAILABLE AT UNIVERSITY		AWARENESS OF MAKING TAX DIGITAL			CONCERN OVER BREXIT NEGOTIATIONS		CONCERN ABOUT SAVING FOR LATER LIFE		PENSION USAGE			IMPORTANCE OF SAVING FOR LATER LIFE		
	Total	To at least some extent	To no extent	Know at least a little about it	At least heard of it	Have not heard of it	Concerned	Not concerned	Concerned	Not concerned	Have used private/ personal pension	Currently use private/ personal pension	Have never saved through a private/ personal pension	Important	Not important
	a	b	a	b	c	a	b	a	b	a	b	c	a	b	
Significance Level: 95%															
Unweighted Total	1003	63	327	309	514	489	537	403	662	300	510	339	475	856	107
Weighted Total	1003	69	319	304	492	511	546	389	668	289	452	311	531	855	101
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Very concerned (1)	45	8	22	12	22	23	33	10	39	5	17	14	26	38	5
	5%	11%	7%	4%	4%	5%	6%	3%	6%	2%	4%	4%	5%	4%	5%
							b		b						
Fairly concerned (2)	160	14	54	51	77	84	103	47	137	17	65	47	91	151	5
	16%	20%	17%	17%	16%	16%	19%	12%	20%	6%	14%	15%	17%	18%	5%
							b		b					b	
Neither concerned nor unconcerned (3)	308	21	74	84	138	170	156	119	193	88	119	82	182	254	31
	31%	30%	23%	28%	28%	33%	29%	31%	29%	31%	26%	27%	34%	30%	30%
													ab		
Fairly unconcerned (4)	211	15	73	65	113	98	118	89	136	74	119	78	88	185	17
	21%	21%	23%	21%	23%	19%	22%	23%	20%	26%	26%	25%	17%	22%	16%
											c	c			
Very unconcerned (5)	278	12	96	92	143	135	136	124	163	104	133	89	143	227	44
	28%	17%	30%	30%	29%	27%	25%	32%	24%	36%	29%	29%	27%	27%	43%
			a					a		a					a
NETS															
Net: Concerned	206	22	76	64	99	107	136	57	176	22	81	61	117	189	10
	21%	32%	24%	21%	20%	21%	25%	15%	26%	8%	18%	20%	22%	22%	10%
							b		b					b	
Net: Unconcerned	489	27	169	157	256	233	254	213	299	179	252	167	231	412	61
	49%	38%	53%	52%	52%	46%	47%	55%	45%	62%	56%	54%	44%	48%	60%
			a		c			a		a	c	c		a	a
Mean score	3.5	3.1	3.5	3.6	3.6	3.5	3.4	3.7	3.4	3.9	3.6	3.6	3.4	3.5	3.9
			a					a		a	c			a	a
Standard deviation	1.18	1.25	1.27	1.20	1.19	1.18	1.22	1.12	1.22	1.02	1.15	1.18	1.20	1.18	1.18
Standard error	.04	.16	.07	.07	.05	.05	.05	.06	.05	.06	.05	.06	.05	.04	.11

Columns Tested: a,b - a,b,c - a,b - a,b - a,b,c - a,b

Survey of the Self-Employed

Q12_16. How concerned, if at all, are you by the following aspects of self-employed work?

Not having the right contracts in place to protect myself for client disputes

Base: All respondents

	Total	GENDER		AGE			REGION													
		Male	Female	18-34	35-54	55+	London	South East	South West	East Midlands	West Midlands	Eastern	North West	North East	Yorkshire and Humberside	Wales	Northern Ireland	Scotland	England	Devolved Nations
		a	b	a	b	c	a	b	c	d	e	f	g	h	i	j	*k	l	m	n
Significance Level: 95%																				
Unweighted Total	1003	587	412	93	485	425	146	195	108	81	74	52	95	34	88	42	14	74	873	130
Weighted Total	1003	678	320	201	468	334	140	201	80	60	90	40	100	50	80	50	20	90	843	160
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Very concerned	(1) 43 4%	22 3%	20 6%	12 6%	20 4%	11 3%	10 7%	7 4%	2 3%	2 3%	5 6%	1 2%	6 6%	3 5%	3 4%	3 6%	- -	1 1%	39 5%	4 2%
Fairly concerned	(2) 140 14%	88 13%	51 16%	54 27% bc	64 14% c	21 6%	26 19% bg	21 10%	12 15%	9 15%	19 21% bg	6 14%	8 8%	6 12%	11 14%	4 9%	6 32%	12 13%	117 14%	23 14%
Neither concerned nor unconcerned	(3) 397 40%	279 41%	115 36%	73 37%	200 43%	125 37%	57 41% i	91 45% hi	35 43% i	28 47% hi	35 39%	17 41%	45 44% hi	12 25%	20 25%	21 42%	4 21%	32 35%	340 40% i	57 36%
Fairly unconcerned	(4) 212 21%	147 22%	65 20%	34 17%	94 20%	84 25%	27 19%	39 20%	18 22%	13 22%	17 18%	10 24%	15 15%	14 29%	23 28% g	11 22%	3 16%	23 25%	176 21%	37 23%
Very unconcerned	(5) 211 21%	142 21%	68 21%	27 14%	90 19%	93 28% ab	20 14%	43 21%	14 17%	8 13%	14 16%	7 19%	27 27% ad	15 30% ad	23 29% acde	10 21%	6 31%	24 26% ad	171 20%	40 25% ad
NETS																				
Net: Concerned	182 18%	110 16%	71 22% a	66 33% bc	84 18% c	32 10%	36 25% bglm	28 14%	14 18%	11 18%	24 27% bg	7 16%	14 14%	9 17%	14 17%	8 15%	6 32%	12 14%	156 18%	27 17%
Net: Unconcerned	423 42%	289 43%	133 42%	61 31%	184 39%	178 53% ab	47 34%	82 41%	31 39%	21 35%	31 34%	17 42%	42 42%	29 58% adem	46 57% abcdegm	21 42%	9 47%	46 51% ade	346 41%	77 48% a
Mean score	3.4	3.4	3.3	3.1	3.4 a	3.7 ab	3.2	3.4 a	3.4	3.3	3.2	3.4	3.5 a	3.7 ae	3.7 adem	3.4	3.5	3.6 ade	3.4 a	3.5 ae
Standard deviation	1.09	1.06	1.16	1.11	1.07	1.05	1.10	1.05	1.03	.98	1.11	1.02	1.14	1.18	1.15	1.11	1.26	1.04	1.09	1.09
Standard error	.03	.04	.06	.11	.05	.05	.09	.08	.10	.11	.13	.14	.12	.20	.12	.17	.34	.12	.04	.10

Columns Tested: a, b - a, b, c - a, b, c, d, e, f, g, h, i, j, k, l, m, n

Survey of the Self-Employed

Q12_16. How concerned, if at all, are you by the following aspects of self-employed work?

Not having the right contracts in place to protect myself for client disputes

Base: All respondents

	Total	CURRENT WORK		TYPE OF BUSINESS			EDUCATION					LENGTH OF SELF-EMPLOYMENT				
		Work with spouse, relative or business partner	Work by themselves	Limited company	Partnership	Sole trader	Secondary school	University degree	Higher university degree	NET: Up to Secondary school	NET: University	Up to 3 years	3-6 years	6-10 years	10-15 years	More than 15 years
		a	b	a	b	c	a	b	c	d	e	a	b	c	d	e
Significance Level: 95%																
Unweighted Total	1003	103	900	126	41	807	455	403	130	458	533	156	196	174	172	305
Weighted Total	1003	96	907	134	38	801	472	383	134	475	517	185	207	173	165	273
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Very concerned	(1) 43 4%	4 4%	39 4%	10 7%	1 2%	30 4%	19 4%	15 4%	7 5%	19 4%	22 4%	14 8% e	8 4%	8 5%	5 3%	8 3%
Fairly concerned	(2) 140 14%	15 15%	125 14%	21 15%	5 12%	108 14%	56 12%	58 15%	25 19% ad	56 12%	82 16%	35 19% ce	31 15%	20 11%	27 16% e	27 10%
Neither concerned nor unconcerned	(3) 397 40%	43 45%	355 39%	44 33%	19 49%	327 41%	201 43% be	136 35%	51 38%	203 43% be	186 36%	72 39%	75 36%	76 44%	62 38%	113 41%
Fairly unconcerned	(4) 212 21%	18 18%	195 21%	36 27%	11 28%	160 20%	92 19%	85 22%	35 26%	92 19%	120 23%	34 18%	43 21%	37 21%	34 20%	65 24%
Very unconcerned	(5) 211 21%	17 17%	194 21%	24 18%	4 10%	175 22%	105 22% c	90 23% c	16 12%	105 22% c	106 21% c	29 16%	51 25% a	33 19%	37 22%	60 22%
NETS																
Net: Concerned	182 18%	19 19%	164 18%	31 23%	5 14%	138 17%	75 16%	73 19%	32 24% ad	76 16%	105 20%	50 27% ce	38 18%	28 16%	32 20% e	34 13%
Net: Unconcerned	423 42%	34 36%	389 43%	60 45%	14 38%	336 42%	196 42%	175 46%	51 38%	196 41%	226 44%	63 34%	94 45% a	70 40%	70 43%	126 46% a
Mean score	3.4	3.3	3.4	3.3	3.3	3.4	3.4 c	3.5 c	3.2	3.4 c	3.4	3.2	3.5 a	3.4	3.4 a	3.5 a
Standard deviation	1.09	1.06	1.10	1.15	.89	1.09	1.08	1.12	1.05	1.08	1.11	1.14	1.13	1.07	1.10	1.03
Standard error	.03	.10	.04	.10	.14	.04	.05	.06	.09	.05	.05	.09	.08	.08	.08	.06

Columns Tested: a,b - a,b,c - a,b,c,d,e - a,b,c,d,e

Survey of the Self-Employed

Q12_16. How concerned, if at all, are you by the following aspects of self-employed work?

Not having the right contracts in place to protect myself for client disputes

Base: All respondents

	Total	AWARENESS OF IPSE			SOC				HAPPINESS IN SELF-EMPLOYMENT			WORKING PLANS		AWARENESS OF TAX DEDUCTIBLES FOR TRAINING	
		Know at least a little	Have at least heard of	Have never heard of	1-3	4-6	7-10	NET: 4-10	Happy	Neutral	Unhappy	Remain self-employed	Would consider or want to switch to work for someone else	Aware	Not aware
		a	b	c	a	b	c	d	a	b	c	a	b	a	b
Significance Level: 95%															
Unweighted Total	1003	58	192	811	513	291	199	490	808	148	38	727	225	261	742
Weighted Total	1003	64	202	801	501	300	201	501	800	159	35	702	243	254	749
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Very concerned (1)	43 4%	4 6%	8 4%	34 4%	20 4%	14 5%	8 4%	22 4%	23 3%	13 8% a	6 18% a	15 2%	23 10% a	14 5%	29 4%
Fairly concerned (2)	140 14%	18 29% c	61 30% c	78 10%	66 13%	46 15%	28 14%	74 15%	105 13%	28 17%	6 18%	82 12%	53 22% a	29 11%	111 15%
Neither concerned nor unconcerned (3)	397 40%	20 32%	69 34%	328 41%	180 36%	133 44% a	85 42%	218 43% a	298 37%	76 47% a	16 47%	271 39%	95 39%	91 36%	306 41%
Fairly unconcerned (4)	212 21%	13 20%	38 19%	175 22%	129 26% bcd	53 18%	30 15%	83 17%	188 24% bc	21 13%	3 10%	159 23%	40 17%	62 24%	150 20%
Very unconcerned (5)	211 21%	8 13%	26 13%	185 23% b	106 21%	55 18%	50 25%	105 21%	185 23% bc	22 14%	3 7%	174 25% b	30 13%	58 23%	153 20%
NETS															
Net: Concerned	182 18%	22 35% c	69 34% c	113 14%	86 17%	60 20%	36 18%	96 19%	128 16%	40 25% a	13 36% a	97 14%	77 32% a	43 17%	140 19%
Net: Unconcerned	423 42%	21 33%	63 31%	360 45% b	235 47% bd	108 36%	80 40%	188 37%	373 47% bc	43 27%	6 17%	333 47% b	71 29%	120 47%	303 40%
Mean score	3.4	3.0	3.1	3.5 ab	3.5 b	3.3	3.4	3.3	3.5 bc	3.1	2.7	3.6 b	3.0	3.5	3.4
Standard deviation	1.09	1.12	1.08	1.08	1.09	1.08	1.12	1.10	1.07	1.09	1.12	1.05	1.13	1.12	1.08
Standard error	.03	.15	.08	.04	.05	.06	.08	.05	.04	.09	.18	.04	.08	.07	.04

Columns Tested: a,b,c - a,b,c,d - a,b,c - a,b - a,b

Survey of the Self-Employed

Q12_16. How concerned, if at all, are you by the following aspects of self-employed work?

Not having the right contracts in place to protect myself for client disputes

Base: All respondents

	SELF-EMPLOYMENT SUPPORT/ADVICE AVAILABLE AT UNIVERSITY		AWARENESS OF MAKING TAX DIGITAL			CONCERN OVER BREXIT NEGOTIATIONS		CONCERN ABOUT SAVING FOR LATER LIFE		PENSION USAGE			IMPORTANCE OF SAVING FOR LATER LIFE		
	Total	To at least some extent	To no extent	Know at least a little about it	At least heard of it	Have not heard of it	Concerned	Not concerned	Concerned	Not concerned	Have used private/ personal pension	Currently use private/ personal pension	Have never saved through a private/ personal pension	Important	Not important
	a	b	a	b	c	a	b	a	b	a	b	c	a	b	
Significance Level: 95%															
Unweighted Total	1003	63	327	309	514	489	537	403	662	300	510	339	475	856	107
Weighted Total	1003	69	319	304	492	511	546	389	668	289	452	311	531	855	101
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Very concerned (1)	43	3	14	13	18	25	25	14	36	4	14	13	27	40	-
	4%	5%	4%	4%	4%	5%	5%	3%	5%	2%	3%	4%	5%	5%	-
Fairly concerned (2)	140	21	50	47	80	60	90	41	112	22	55	44	82	129	6
	14%	30%	16%	15%	16%	12%	17%	11%	17%	8%	12%	14%	15%	15%	6%
		b			c		b		b					b	
Neither concerned nor unconcerned (3)	397	19	109	105	179	218	203	157	270	100	162	104	225	330	36
	40%	27%	34%	34%	36%	43%	37%	40%	40%	35%	36%	34%	42%	39%	36%
					ab								ab		
Fairly unconcerned (4)	212	16	73	79	118	94	121	84	132	76	115	79	93	187	23
	21%	23%	23%	26%	24%	18%	22%	22%	20%	26%	26%	25%	18%	22%	23%
				c	c				a		c	c			
Very unconcerned (5)	211	10	73	61	97	114	106	93	118	87	105	70	104	170	36
	21%	15%	23%	20%	20%	22%	19%	24%	18%	30%	23%	22%	20%	20%	35%
									a	a				a	a
NETS															
Net: Concerned	182	24	64	59	98	85	115	55	148	26	69	58	108	169	6
	18%	35%	20%	20%	20%	17%	21%	14%	22%	9%	15%	19%	20%	20%	6%
		b					b		b				a	b	
Net: Unconcerned	423	26	146	140	215	208	228	178	250	163	221	149	197	356	59
	42%	38%	46%	46%	44%	41%	42%	46%	37%	56%	49%	48%	37%	42%	58%
									a	a	c	c		a	a
Mean score	3.4	3.1	3.4	3.4	3.4	3.4	3.4	3.5	3.3	3.8	3.5	3.5	3.3	3.4	3.9
			a					a		a	c	c		a	a
Standard deviation	1.09	1.14	1.13	1.10	1.09	1.10	1.11	1.07	1.10	1.02	1.07	1.12	1.10	1.10	.97
Standard error	.03	.14	.06	.06	.05	.05	.05	.05	.04	.06	.05	.06	.05	.04	.09

Columns Tested: a,b - a,b,c - a,b - a,b - a,b,c - a,b

Survey of the Self-Employed

Q12_17. How concerned, if at all, are you by the following aspects of self-employed work?

Blurring of boundaries between work and home life

Base: All respondents

	Total	GENDER		AGE			REGION													
		Male	Female	18-34	35-54	55+	London	South East	South West	East Midlands	West Midlands	Eastern	North West	North East	Yorkshire and Humberside	Wales	Northern Ireland	Scotland	England	Devolved Nations
		a	b	a	b	c	a	b	c	d	e	f	g	h	i	j	*k	l	m	n
Significance Level: 95%																				
Unweighted Total	1003	587	412	93	485	425	146	195	108	81	74	52	95	34	88	42	14	74	873	130
Weighted Total	1003	678	320	201	468	334	140	201	80	60	90	40	100	50	80	50	20	90	843	160
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Very concerned	(1) 67 7%	35 5%	31 10%	14 7%	36 8%	17 5%	8 6%	12 6%	6 7%	3 5%	6 6%	2 6%	5 5%	6 12%	4 5%	8 16%	3 14%	4 5%	52 6%	15 9%
			a												abdgilm					
Fairly concerned	(2) 170 17%	104 15%	65 20%	46 23%	82 17%	42 13%	27 19%	29 15%	22 28%	8 14%	22 24%	9 24%	12 12%	7 14%	16 19%	-	4 22%	13 14%	153 18%	17 11%
			a	c	c		jn	j	bdgjlmn	j	gn	jn	j	j	j			j	jn	j
Neither concerned nor unconcerned	(3) 387 39%	269 40%	114 36%	86 43%	174 37%	126 38%	61 43%	78 39%	27 34%	33 55%	35 38%	9 22%	47 47%	14 28%	25 31%	20 39%	7 33%	32 35%	329 39%	58 36%
							f	f	bcefhilmn	f		fi							f	
Fairly unconcerned	(4) 195 19%	136 20%	60 19%	33 16%	101 22%	61 18%	25 18%	39 19%	16 20%	10 17%	17 19%	10 25%	20 20%	8 16%	18 23%	11 22%	5 24%	16 18%	163 19%	32 20%
Very unconcerned	(5) 184 18%	134 20%	50 16%	22 11%	75 16%	87 26%	19 14%	42 21%	9 11%	6 10%	11 12%	9 23%	16 16%	15 30%	17 22%	11 23%	1 7%	26 28%	146 17%	38 24%
					ab			cd				d		acde	d		acdegm		acde	
NETS																				
Net: Concerned	237 24%	140 21%	96 30%	59 30%	118 25%	60 18%	35 25%	42 21%	28 35%	11 19%	28 31%	12 30%	17 17%	13 26%	19 24%	8 16%	7 36%	17 19%	205 24%	32 20%
			a	c	c				bdgjlmn		g									
Net: Unconcerned	379 38%	269 40%	110 34%	55 27%	176 38%	148 44%	44 32%	81 40%	25 31%	16 27%	28 31%	20 49%	36 36%	23 46%	36 45%	22 45%	6 31%	42 46%	309 37%	71 44%
					ab			d				acde	d	d	ad	d		acd	acd	acd
Mean score	3.3	3.3	3.1	3.0	3.2	3.5	3.2	3.3	3.0	3.1	3.1	3.4	3.3	3.4	3.4	3.4	2.9	3.5	3.2	3.4
		b			ab			c							c			acdem		c
Standard deviation	1.14	1.11	1.18	1.05	1.14	1.16	1.07	1.15	1.11	.95	1.09	1.26	1.04	1.37	1.17	1.30	1.16	1.18	1.12	1.22
Standard error	.04	.05	.06	.11	.05	.06	.09	.08	.11	.11	.13	.17	.11	.23	.12	.20	.31	.14	.04	.11

Columns Tested: a,b - a,b,c - a,b,c,d,e,f,g,h,i,j,k,l,m,n

Survey of the Self-Employed

Q12_17. How concerned, if at all, are you by the following aspects of self-employed work?

Blurring of boundaries between work and home life

Base: All respondents

	Total	CURRENT WORK		TYPE OF BUSINESS			EDUCATION					LENGTH OF SELF-EMPLOYMENT				
		Work with spouse, relative or business partner	Work by themselves	Limited company	Partnership	Sole trader	Secondary school	University degree	Higher university degree	NET: Up to Secondary school	NET: University	Up to 3 years	3-6 years	6-10 years	10-15 years	More than 15 years
		a	b	a	b	c	a	b	c	d	e	a	b	c	d	e
Significance Level: 95%																
Unweighted Total	1003	103	900	126	41	807	455	403	130	458	533	156	196	174	172	305
Weighted Total	1003	96	907	134	38	801	472	383	134	475	517	185	207	173	165	273
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Very concerned (1)	67 7%	9 10%	58 6%	7 5%	5 12%	54 7%	23 5%	28 7%	13 10%	23 5%	41 8%	14 7%	12 6%	17 10%	7 5%	17 6%
Fairly concerned (2)	170 17%	22 23%	148 16%	30 23%	7 18%	125 16%	72 15%	72 19%	25 19%	72 15%	98 19%	31 17%	38 18%	31 18%	34 21%	36 13%
Neither concerned nor unconcerned (3)	387 39%	28 30%	358 40%	39 29%	14 36%	324 40%	205 43%	124 32%	48 36%	207 44%	173 33%	72 39%	70 34%	62 36%	71 43%	112 41%
Fairly unconcerned (4)	195 19%	18 18%	178 20%	36 27%	9 23%	148 18%	78 16%	98 25%	19 14%	78 16%	117 23%	39 21%	49 24%	34 20%	25 15%	49 18%
Very unconcerned (5)	184 18%	19 19%	165 18%	21 16%	4 11%	149 19%	95 20%	61 16%	28 21%	95 20%	89 17%	30 16%	38 18%	29 17%	28 17%	59 22%
NETS																
Net: Concerned	237 24%	31 33%	206 23%	37 28%	11 30%	180 22%	95 20%	101 26%	38 28%	96 20%	139 27%	45 24%	50 24%	48 28%	42 25%	53 19%
Net: Unconcerned	379 38%	36 38%	343 38%	58 43%	13 34%	297 37%	172 36%	158 41%	48 36%	172 36%	206 40%	68 37%	87 42%	63 36%	52 32%	108 40%
Mean score	3.3	3.2	3.3	3.3	3.0	3.3	3.3	3.2	3.2	3.3	3.2	3.2	3.3	3.2	3.2	3.4
Standard deviation	1.14	1.25	1.13	1.13	1.17	1.13	1.10	1.15	1.24	1.10	1.17	1.13	1.14	1.19	1.09	1.14
Standard error	.04	.12	.04	.10	.18	.04	.05	.06	.11	.05	.05	.09	.08	.09	.08	.07

Columns Tested: a,b - a,b,c - a,b,c,d,e - a,b,c,d,e

Survey of the Self-Employed

Q12_17. How concerned, if at all, are you by the following aspects of self-employed work?

Blurring of boundaries between work and home life

Base: All respondents

		AWARENESS OF IPSE			SOC				HAPPINESS IN SELF-EMPLOYMENT			WORKING PLANS		AWARENESS OF TAX DEDUCTIBLES FOR TRAINING		
		Know at least a little	Have at least heard of	Have never heard of	1-3	4-6	7-10	NET: 4-10	Happy	Neutral	Unhappy	Remain self-employed	Would consider or want to switch to work for someone else	Aware	Not aware	
		a	b	c	a	b	c	d	a	b	c	a	b	a	b	
Significance Level: 95%																
Unweighted Total		1003	58	192	811	513	291	199	490	808	148	38	727	225	261	742
Weighted Total		1003	64	202	801	501	300	201	501	800	159	35	702	243	254	749
		100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Very concerned	(1)	67 7%	3 4%	15 7%	52 6%	36 7%	22 7%	9 5%	31 6%	39 5%	17 11%	10 30%	34 5%	31 13%	17 7%	50 7%
Fairly concerned	(2)	170 17%	20 31%	47 23%	123 15%	90 18%	38 13%	41 21%	80 16%	129 16%	35 22%	6 18%	96 14%	57 23%	44 18%	126 17%
Neither concerned nor unconcerned	(3)	387 39%	28 43%	77 38%	310 39%	164 33%	143 48%	80 40%	223 45%	294 37%	71 45%	14 39%	273 39%	89 36%	86 34%	300 40%
Fairly unconcerned	(4)	195 19%	9 14%	34 17%	161 20%	121 24%	46 15%	29 14%	75 15%	165 21%	27 17%	4 12%	146 21%	44 18%	55 21%	141 19%
Very unconcerned	(5)	184 18%	5 7%	29 14%	155 19%	91 18%	51 17%	41 21%	93 18%	173 22%	9 6%	1 2%	151 22%	23 9%	52 20%	132 18%
NETS																
Net: Concerned		237 24%	22 35%	62 31%	175 22%	126 25%	60 20%	51 25%	111 22%	167 21%	52 33%	16 47%	131 19%	87 36%	61 24%	176 23%
Net: Unconcerned		379 38%	14 22%	63 31%	317 40%	212 42%	97 32%	70 35%	167 33%	338 42%	36 22%	5 14%	298 42%	67 28%	106 42%	273 36%
Mean score		3.3	2.9	3.1	3.3	3.3	3.2	3.3	3.2	3.4	2.8	2.4	3.4	2.9	3.3	3.2
Standard deviation		1.14	.95	1.12	1.14	1.16	1.10	1.14	1.11	1.13	1.02	1.10	1.11	1.14	1.17	1.13
Standard error		.04	.13	.08	.04	.05	.06	.08	.05	.04	.08	.18	.04	.08	.07	.04

Columns Tested: a,b,c - a,b,c,d - a,b,c - a,b - a,b



Survey of the Self-Employed

Q12_17. How concerned, if at all, are you by the following aspects of self-employed work?

Blurring of boundaries between work and home life

Base: All respondents

	Total	SELF-EMPLOYMENT SUPPORT/ADVICE AVAILABLE AT UNIVERSITY		AWARENESS OF MAKING TAX DIGITAL			CONCERN OVER BREXIT NEGOTIATIONS		CONCERN ABOUT SAVING FOR LATER LIFE		PENSION USAGE			IMPORTANCE OF SAVING FOR LATER LIFE	
		To at least some extent	To no extent	Know at least a little about it	At least heard of it	Have not heard of it	Concerned	Not concerned	Concerned	Not concerned	Have used private/personal pension	Currently use private/personal pension	Have never saved through a private/personal pension	Important	Not important
		a	b	a	b	c	a	b	a	b	a	b	c	a	b
Significance Level: 95%															
Unweighted Total	1003	63	327	309	514	489	537	403	662	300	510	339	475	856	107
Weighted Total	1003	69	319	304	492	511	546	389	668	289	452	311	531	855	101
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Very concerned (1)	67 7%	4 5%	30 9%	19 6%	34 7%	33 6%	35 6%	27 7%	56 8%	9 3%	24 5%	19 6%	40 8%	61 7%	4 4%
Fairly concerned (2)	170 17%	24 35% b	57 18%	54 18%	92 19%	78 15%	109 20% b	50 13%	135 20% b	31 11%	70 16%	48 16%	96 18%	155 18% b	9 9%
Neither concerned nor unconcerned (3)	387 39%	19 28%	96 30%	108 36%	180 37%	207 40%	200 37%	147 38%	260 39%	97 33%	161 36%	110 35%	217 41%	316 37%	42 41%
Fairly unconcerned (4)	195 19%	14 21%	72 23%	69 23%	102 21%	93 18%	111 20%	80 21%	124 19%	70 24%	104 23% c	70 23% c	89 17%	176 21%	13 13%
Very unconcerned (5)	184 18%	8 11%	63 20%	53 18%	84 17%	100 20%	91 17%	84 22%	93 14%	83 29% a	92 20%	63 20%	88 17%	148 17%	34 33% a
NETS															
Net: Concerned	237 24%	28 40% b	87 27%	73 24%	126 26%	111 22%	144 26% b	78 20%	191 29% b	40 14%	95 21%	67 22%	137 26%	216 25% b	13 13%
Net: Unconcerned	379 38%	22 32%	136 43%	123 40%	186 38%	193 38%	202 37%	164 42%	217 33%	153 53% a	196 43% c	133 43% c	177 33%	324 38%	47 46%
Mean score	3.3	3.0	3.3	3.3	3.2	3.3	3.2	3.4 a	3.1	3.6 a	3.4 c	3.4 c	3.2	3.2	3.6 a
Standard deviation	1.14	1.11	1.23	1.14	1.14	1.14	1.13	1.16	1.13	1.10	1.13	1.15	1.14	1.15	1.14
Standard error	.04	.14	.07	.06	.05	.05	.05	.06	.04	.06	.05	.06	.05	.04	.11

Columns Tested: a, b - a, b, c - a, b - a, b - a, b, c - a, b

Survey of the Self-Employed

Q13. On a scale of 0-10, where 10 = very happy and 0 = very unhappy, to what extent would you say that you are happy or unhappy being self-employed?

Base: All respondents

		GENDER		AGE			REGION														
		Total	Male	Female	18-34	35-54	55+	London	South East	South West	East Midlands	West Midlands	Eastern	North West	North East	Yorkshire and Humberside	Wales	Northern Ireland	Scotland	England	Devolved Nations
		a	b		a	b	c	a	b	c	d	e	f	g	h	i	j	*k	l	m	n
Significance Level: 95%																					
Unweighted Total		1003	587	412	93	485	425	146	195	108	81	74	52	95	34	88	42	14	74	873	130
Weighted Total		1003	678	320	201	468	334	140	201	80	60	90	40	100	50	80	50	20	90	843	160
		100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Very unhappy (0)		9	3	6	2	5	2	2	1	1	1	-	1	-	1	1	1	-	1	7	2
		1%	*	2%	1%	1%	1%	2%	*	1%	1%	-	1%	-	2%	1%	3%	-	1%	1%	1%
			a																		
1 (1)		1	1	1	-	1	1	-	-	1	-	-	-	-	-	1	-	-	-	1	-
		*	*	*	-	*	*	-	-	1%	-	-	-	-	-	1%	-	-	-	*	-
2 (2)		10	7	3	-	6	4	3	-	2	-	2	-	1	-	-	1	-	1	7	2
		1%	1%	1%	-	1%	1%	2%	-	3%	-	2%	-	1%	-	-	2%	-	1%	1%	1%
										b											
3 (3)		15	11	3	2	7	5	4	3	1	2	1	-	1	2	2	-	-	1	14	1
		1%	2%	1%	1%	1%	2%	3%	1%	1%	3%	1%	-	1%	3%	2%	-	-	1%	2%	*
4 (4)		18	9	9	7	8	3	-	9	1	*	1	2	-	-	1	3	-	1	14	4
		2%	1%	3%	4%	2%	1%	-	5%	2%	1%	1%	4%	-	-	1%	6%	-	1%	2%	2%
					c				agm				a			agm					
5 (5)		57	36	22	10	31	16	8	12	2	3	12	3	6	3	3	3	1	1	52	5
		6%	5%	7%	5%	7%	5%	6%	6%	3%	5%	14%	8%	6%	7%	3%	7%	5%	1%	6%	3%
												bcilmn	l								
6 (6)		84	62	22	20	49	14	8	18	9	4	12	3	7	2	7	1	2	9	72	12
		8%	9%	7%	10%	10%	4%	6%	9%	11%	7%	14%	8%	7%	4%	9%	3%	8%	10%	9%	8%
					c	c															
7 (7)		173	122	48	43	89	41	30	32	17	13	15	9	12	4	16	14	3	8	148	26
		17%	18%	15%	22%	19%	12%	21%	16%	21%	22%	17%	22%	12%	8%	20%	28%	17%	9%	18%	16%
					c	c		l		l	l					ghl					
8 (8)		234	153	82	52	100	82	28	48	20	13	26	8	26	2	22	10	8	23	193	41
		23%	22%	26%	26%	21%	25%	20%	24%	25%	21%	29%	21%	26%	3%	28%	21%	40%	25%	23%	26%
								h	h	h	h	h	h	h		h	h		h	h	h
9 (9)		169	118	51	38	64	67	27	36	16	10	9	7	21	14	4	9	-	16	145	24
		17%	17%	16%	19%	14%	20%	19%	18%	20%	17%	10%	17%	21%	29%	5%	17%	-	17%	17%	15%
						b		i	i	i	i		i	ei	ei	i			i	i	i
Very happy (10)		223	150	72	23	103	97	25	41	10	13	13	8	26	22	23	7	6	29	181	42
		22%	22%	23%	11%	22%	29%	18%	20%	13%	22%	14%	20%	26%	44%	28%	14%	30%	32%	21%	26%
					a	ab								c	abcdefjmn	ce		abcejm	c	ce	
Don't know		10	8	1	2	6	2	5	1	-	1	-	-	-	-	2	-	-	1	8	1
		1%	1%	*	1%	1%	*	3%	*	-	2%	-	-	-	-	2%	-	-	1%	1%	1%
								bm													

Columns Tested: a, b - a, b, c - a, b, c, d, e, f, g, h, i, j, k, l, m, n

Survey of the Self-Employed

Q13. On a scale of 0-10, where 10 = very happy and 0 = very unhappy, to what extent would you say that you are happy or unhappy being self-employed?

Base: All respondents

	GENDER		AGE			REGION														
	Total	Male	Female	18-34	35-54	55+	London	South East	South West	East Midlands	West Midlands	Eastern	North West	North East	Yorkshire and Humberside	Wales	Northern Ireland	Scotland	England	Devolved Nations
	a	b	a	b	c	a	b	c	d	e	f	g	h	i	j	*k	l	m	n	
Significance Level: 95%																				
Unweighted Total	1003	587	412	93	485	425	146	195	108	81	74	52	95	34	88	42	14	74	873	130
Weighted Total	1003	678	320	201	468	334	140	201	80	60	90	40	100	50	80	50	20	90	843	160
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
NETS																				
Net: Happy (7-10)	800 80%	542 80%	253 79%	156 78%	357 76%	287 86%	110 78%	157 78%	63 79%	49 82%	62 69%	32 79%	86 86%	42 84%	65 81%	40 80%	17 87%	76 84%	667 79%	133 83%
					b							e					e	e	e	
Net: Neither happy nor unhappy (4-6)	159 16%	106 16%	52 16%	38 19%	88 19%	34 10%	17 12%	39 20%	12 15%	8 13%	25 28%	8 20%	13 13%	5 10%	11 13%	8 15%	3 13%	11 12%	138 16%	21 13%
				c	c					acdghilmn										
Net: Unhappy (0-3)	35 3%	22 3%	13 4%	4 2%	18 4%	12 4%	9 6%	3 2%	5 6%	2 3%	3 3%	1 1%	2 2%	3 5%	3 4%	2 5%	- -	3 3%	30 4%	5 3%
							b													
Mean score	7.8	7.9	7.7	7.6	7.7	8.2	7.6	7.8	7.5	7.9	7.3	7.7	8.2	8.5	7.9	7.3	8.1	8.3	7.8	8.0
					ab								acejm	abcejm				acejm	e	e
Standard deviation	1.93	1.84	2.10	1.74	1.99	1.90	2.10	1.83	2.03	1.85	1.83	1.92	1.62	2.20	1.91	2.21	1.49	1.84	1.92	1.96
Standard error	.06	.08	.10	.18	.09	.09	.18	.13	.20	.21	.21	.27	.17	.38	.21	.34	.40	.21	.07	.17

Columns Tested: a,b - a,b,c - a,b,c,d,e,f,g,h,i,j,k,l,m,n

Survey of the Self-Employed

Q13. On a scale of 0-10, where 10 = very happy and 0 = very unhappy, to what extent would you say that you are happy or unhappy being self-employed?

Base: All respondents

		CURRENT WORK		TYPE OF BUSINESS			EDUCATION					LENGTH OF SELF-EMPLOYMENT					
		Work with spouse, relative or business partner	Work by themselves	Limited company	Partnership	Sole trader	Secondary school	University degree	Higher university degree	NET: Up to Secondary school	NET: University	Up to 3 years	3-6 years	6-10 years	10-15 years	More than 15 years	
Total		a	b	a	b	c	a	b	c	d	e	a	b	c	d	e	
Significance Level: 95%																	
Unweighted Total		1003	103	900	126	41	807	455	403	130	458	533	156	196	174	172	305
Weighted Total		1003	96	907	134	38	801	472	383	134	475	517	185	207	173	165	273
		100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Very unhappy	(0)	9 1%	3 3% b	6 1%	1 1%	2 6% ac	6 1%	3 1%	4 1%	2 1%	3 1%	6 1%	3 2%	2 1%	3 2%	1 *	1 *
1	(1)	1 *	- -	1 *	- -	- -	1 *	- -	- -	1 *	- -	- -	- -	1 *	- -	- -	1 *
2	(2)	10 1%	- -	10 1%	1 1%	* 1%	8 1%	3 1%	6 1%	1 1%	3 1%	7 1%	3 2%	1 *	- -	1 1%	4 2%
3	(3)	15 1%	2 2%	13 1%	2 2%	1 2%	12 1%	7 2%	5 1%	1 1%	7 2%	6 1%	4 2%	1 1%	3 2%	1 *	6 2%
4	(4)	18 2%	1 1%	17 2%	2 1%	1 2%	14 2%	6 1%	9 2%	2 2%	6 1%	11 2%	5 3%	6 3%	2 1%	2 1%	2 1%
5	(5)	57 6%	2 2%	55 6%	3 3%	- -	53 7%	29 6%	22 6%	3 3%	29 6%	25 5%	6 3%	15 7%	9 5%	10 6%	18 6%
6	(6)	84 8%	11 12%	73 8%	9 7%	6 17%	66 8%	40 8%	31 8%	11 8%	41 9%	42 8%	18 10%	18 9%	20 11%	11 6%	17 6%
7	(7)	173 17%	17 17%	157 17%	25 19%	3 7%	139 17%	84 18%	70 18%	20 15%	84 18%	90 17%	35 19%	41 20% e	35 20% e	29 18%	34 12%
8	(8)	234 23%	19 20%	215 24%	34 25%	10 27%	185 23%	118 25%	84 22%	30 23%	118 25%	115 22%	31 17%	52 25%	42 24%	47 28% a	63 23%
9	(9)	169 17%	22 23%	147 16%	26 19%	11 30% c	123 15%	63 13%	74 19% ad	31 24% ad	63 13% ad	106 20% ad	33 18%	30 14%	27 16%	29 18%	50 18%
Very happy	(10)	223 22%	19 20%	204 23%	30 23% b	3 8% b	184 23% b	115 24%	77 20%	27 20%	117 25%	104 20%	43 23%	39 19%	32 19%	34 21%	75 27% bc
Don't know		10 1%	- -	10 1%	- -	1 2%	9 1%	2 *	2 1%	5 3% abd	2 *	7 1%	5 3% c	1 *	- -	1 *	3 1%

Columns Tested: a,b - a,b,c - a,b,c,d,e - a,b,c,d,e

Survey of the Self-Employed

Q13. On a scale of 0-10, where 10 = very happy and 0 = very unhappy, to what extent would you say that you are happy or unhappy being self-employed?

Base: All respondents

	CURRENT WORK		TYPE OF BUSINESS			EDUCATION					LENGTH OF SELF-EMPLOYMENT					
	Work with spouse, relative or business partner	Work by themselves	Limited company	Partnership	Sole trader	Secondary school	University degree	Higher university degree	NET: Up to Secondary school	NET: University	Up to 3 years	3-6 years	6-10 years	10-15 years	More than 15 years	
Total	a	b	a	b	c	a	b	c	d	e	a	b	c	d	e	
Significance Level: 95%																
Unweighted Total	1003	103	900	126	41	807	455	403	130	458	533	156	196	174	172	305
Weighted Total	1003	96	907	134	38	801	472	383	134	475	517	185	207	173	165	273
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
NETS																
Net: Happy (7-10)	800	77	723	116	27	632	380	305	109	382	414	142	161	136	139	221
	80%	80%	80%	86% b	71%	79%	81%	80%	81%	80%	80%	77%	78%	79%	84%	81%
Net: Neither happy nor unhappy (4-6)	159	14	145	15	7	134	75	62	16	76	78	28	40	31	22	37
	16%	14%	16%	11%	18%	17%	16%	16%	12%	16%	15%	15%	19%	18%	14%	14%
Net: Unhappy (0-3)	35	5	30	4	3	27	15	14	4	15	19	10	5	6	3	11
	3%	5%	3%	3%	9%	3%	3%	4%	3%	3%	4%	5%	2%	3%	2%	4%
Mean score	7.8	7.8	7.8	8.0	7.3	7.8	7.8	7.8	8.0	7.9	7.8	7.7	7.6	7.7	8.0	8.0
Standard deviation	1.93	2.11	1.91	1.77	2.50	1.93	1.89	1.96	1.90	1.90	1.94	2.14	1.90	1.90	1.68	1.95
Standard error	.06	.21	.06	.16	.40	.07	.09	.10	.17	.09	.08	.17	.14	.14	.13	.11

Columns Tested: a,b - a,b,c - a,b,c,d,e - a,b,c,d,e

Survey of the Self-Employed

Q13. On a scale of 0-10, where 10 = very happy and 0 = very unhappy, to what extent would you say that you are happy or unhappy being self-employed?

Base: All respondents

		AWARENESS OF IPSE			SOC				HAPPINESS IN SELF-EMPLOYMENT			WORKING PLANS		AWARENESS OF TAX DEDUCTIBLES FOR TRAINING		
		Know at least a little	Have at least heard of	Have never heard of	1-3	4-6	7-10	NET: 4-10	Happy	Neutral	Unhappy	Remain self-employed	Would consider or want to switch to work for someone else	Aware	Not aware	
		a	b	c	a	b	c	d	a	b	c	a	b	a	b	
Total																
Significance Level: 95%																
Unweighted Total		1003	58	192	811	513	291	199	490	808	148	38	727	225	261	742
Weighted Total		1003	64	202	801	501	300	201	501	800	159	35	702	243	254	749
		100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Very unhappy	(0)	9	2	2	7	5	1	3	4	-	-	9	7	2	2	7
		1%	3%	1%	1%	1%	*	1%	1%	-	-	26%	1%	1%	1%	1%
												ab				
1	(1)	1	-	-	1	1	1	-	1	-	-	1	-	1	1	1
		*	-	-	*	*	*	-	*	-	-	4%	-	*	*	*
												ab				
2	(2)	10	-	-	10	5	3	2	5	-	-	10	5	3	*	9
		1%	-	-	1%	1%	1%	1%	1%	-	-	27%	1%	1%	*	1%
												ab				
3	(3)	15	-	2	13	7	6	3	8	-	-	15	4	8	2	13
		1%	-	1%	2%	1%	2%	1%	2%	-	-	43%	1%	3%	1%	2%
												ab		a		
4	(4)	18	-	4	13	9	5	4	9	-	18	-	2	16	3	14
		2%	-	2%	2%	2%	2%	2%	2%	-	11%	-	*	7%	1%	2%
											ac			a		
5	(5)	57	2	7	50	22	16	20	36	-	57	-	21	24	10	48
		6%	3%	4%	6%	4%	5%	10%	7%	-	36%	-	3%	10%	4%	6%
								ab			ac			a		
6	(6)	84	8	17	67	34	32	18	50	-	84	-	39	33	8	76
		8%	13%	8%	8%	7%	11%	9%	10%	-	53%	-	6%	14%	3%	10%
											ac			a		a
7	(7)	173	13	34	140	80	67	27	94	173	-	-	106	62	52	121
		17%	20%	17%	17%	16%	22%	13%	19%	22%	-	-	15%	25%	21%	16%
							ac			bc				a		
8	(8)	234	20	64	170	125	77	32	109	234	-	-	167	60	49	185
		23%	31%	32%	21%	25%	26%	16%	22%	29%	-	-	24%	25%	19%	25%
				c		c	c			bc						
9	(9)	169	10	36	133	93	34	42	76	169	-	-	141	23	54	115
		17%	15%	18%	17%	19%	11%	21%	15%	21%	-	-	20%	10%	21%	15%
						b		b		bc			b		b	

Columns Tested: a,b,c - a,b,c,d - a,b,c - a,b - a,b



Survey of the Self-Employed

Q13. On a scale of 0-10, where 10 = very happy and 0 = very unhappy, to what extent would you say that you are happy or unhappy being self-employed?

Base: All respondents

	AWARENESS OF IPSE			SOC				HAPPINESS IN SELF-EMPLOYMENT			WORKING PLANS		AWARENESS OF TAX DEDUCTIBLES FOR TRAINING		
	Total	Know at least a little	Have at least heard of	Have never heard of	1-3	4-6	7-10	NET: 4-10	Happy	Neutral	Unhappy	Remain self-employed	Would consider or want to switch to work for someone else	Aware	Not aware
		a	b	c	a	b	c	d	a	b	c	a	b	a	b
Significance Level: 95%															
Unweighted Total	1003	58	192	811	513	291	199	490	808	148	38	727	225	261	742
Weighted Total	1003	64	202	801	501	300	201	501	800	159	35	702	243	254	749
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Very happy (10)	223	10	34	189	114	58	51	109	223	-	-	207	10	70	153
	22%	15%	17%	24%	23%	19%	25%	22%	28%	-	-	29%	4%	28%	20%
									bc			b		b	
Don't know	10	-	1	9	8	1	-	1	-	-	-	3	1	1	9
	1%	-	*	1%	2%	*	-	*	-	-	-	*	*	*	1%
					d										
NETS															
Net: Happy (7-10)	800	52	168	631	412	236	152	388	800	-	-	621	155	226	574
	80%	81%	83%	79%	82%	78%	76%	77%	100%	-	-	88%	64%	89%	77%
									bc			b		b	
Net: Neither happy nor unhappy (4-6)	159	10	29	130	64	52	42	95	-	159	-	62	73	21	138
	16%	16%	14%	16%	13%	17%	21%	19%	-	100%	-	9%	30%	8%	18%
							a	a		ac			a		a
Net: Unhappy (0-3)	35	2	4	31	17	11	7	18	-	-	35	16	14	6	29
	3%	3%	2%	4%	3%	4%	3%	4%	-	-	100%	2%	6%	2%	4%
											ab		a		
Mean score	7.8	7.7	7.9	7.8	7.9	7.6	7.8	7.7	8.6	5.4	1.9	8.3	6.8	8.2	7.7
					b				bc	c		b		b	
Standard deviation	1.93	1.87	1.69	1.98	1.90	1.85	2.09	1.95	1.11	.68	1.24	1.75	1.84	1.80	1.96
Standard error	.06	.25	.12	.07	.08	.11	.15	.09	.04	.06	.20	.07	.12	.11	.07

Columns Tested: a,b,c - a,b,c,d - a,b,c - a,b - a,b



Survey of the Self-Employed

Q13. On a scale of 0-10, where 10 = very happy and 0 = very unhappy, to what extent would you say that you are happy or unhappy being self-employed?

Base: All respondents

	Total	SELF-EMPLOYMENT SUPPORT/ADVICE AVAILABLE AT UNIVERSITY		AWARENESS OF MAKING TAX DIGITAL			CONCERN OVER BREXIT NEGOTIATIONS		CONCERN ABOUT SAVING FOR LATER LIFE		PENSION USAGE			IMPORTANCE OF SAVING FOR LATER LIFE	
		To at least some extent	To no extent	Know at least a little about it	At least heard of it	Have not heard of it	Concerned	Not concerned	Concerned	Not concerned	Have used private/personal pension	Currently use private/personal pension	Have never saved through a private/personal pension	Important	Not important
		a	b	a	b	c	a	b	a	b	a	b	c	a	b
Significance Level: 95%															
Unweighted Total	1003	63	327	309	514	489	537	403	662	300	510	339	475	856	107
Weighted Total	1003	69	319	304	492	511	546	389	668	289	452	311	531	855	101
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Very unhappy (0)	9	2	3	3	6	3	4	3	7	2	3	3	6	7	2
	1%	3%	1%	1%	1%	1%	1%	1%	1%	1%	1%	1%	1%	1%	2%
1 (1)	1	-	-	-	-	1	1	1	1	-	1	1	1	1	-
	*	-	-	-	-	*	*	*	*	-	*	*	*	*	-
2 (2)	10	-	5	1	3	6	4	4	9	1	4	3	5	7	-
	1%	-	2%	*	1%	1%	1%	1%	1%	*	1%	1%	1%	1%	-
3 (3)	15	-	6	3	5	9	10	4	13	2	6	4	9	12	2
	1%	-	2%	1%	1%	2%	2%	1%	2%	1%	1%	1%	2%	1%	2%
4 (4)	18	1	10	2	2	15	12	6	18	-	4	3	13	18	-
	2%	1%	3%	1%	*	3%	2%	1%	3%	-	1%	1%	3%	2%	-
						ab			b						
5 (5)	57	2	17	9	24	34	30	18	34	15	19	15	36	42	7
	6%	2%	5%	3%	5%	7%	6%	5%	5%	5%	4%	5%	7%	5%	7%
						a									
6 (6)	84	7	24	22	35	49	56	24	70	12	27	17	55	76	7
	8%	10%	7%	7%	7%	10%	10%	6%	10%	4%	6%	6%	10%	9%	7%
							b		b				ab		
7 (7)	173	11	64	51	83	91	99	63	119	43	74	53	94	148	13
	17%	16%	20%	17%	17%	18%	18%	16%	18%	15%	16%	17%	18%	17%	13%
8 (8)	234	22	54	71	125	109	128	93	170	60	122	81	108	204	25
	23%	31%	17%	23%	25%	21%	24%	24%	25%	21%	27%	26%	20%	24%	24%
		b							c		c		c		
9 (9)	169	12	67	63	94	75	92	68	105	58	88	61	75	152	13
	17%	17%	21%	21%	19%	15%	17%	18%	16%	20%	20%	20%	14%	18%	13%
				c					c		c		c		
Very happy (10)	223	13	67	77	115	108	106	103	120	96	102	70	120	184	33
	22%	19%	21%	25%	23%	21%	19%	26%	18%	33%	22%	22%	23%	22%	33%
							a	a	a	a				a	a

Columns Tested: a,b - a,b,c - a,b - a,b - a,b,c - a,b

Survey of the Self-Employed

Q13. On a scale of 0-10, where 10 = very happy and 0 = very unhappy, to what extent would you say that you are happy or unhappy being self-employed?

Base: All respondents

	SELF-EMPLOYMENT SUPPORT/ADVICE AVAILABLE AT UNIVERSITY		AWARENESS OF MAKING TAX DIGITAL			CONCERN OVER BREXIT NEGOTIATIONS		CONCERN ABOUT SAVING FOR LATER LIFE		PENSION USAGE			IMPORTANCE OF SAVING FOR LATER LIFE		
	Total	To at least some extent	To no extent	Know at least a little about it	At least heard of it	Have not heard of it	Concerned	Not concerned	Concerned	Not concerned	Have used private/personal pension	Currently use private/personal pension	Have never saved through a private/personal pension	Important	Not important
Significance Level: 95%															
Unweighted Total	1003	63	327	309	514	489	537	403	662	300	510	339	475	856	107
Weighted Total	1003	69	319	304	492	511	546	389	668	289	452	311	531	855	101
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Don't know	10	-	1	-	-	10	3	2	4	1	1	1	8	4	-
	1%	-	*	-	-	2% ab	1%	*	1%	*	*	*	2% a	*	-
NETS															
Net: Happy (7-10)	800	58	253	263	417	383	425	327	513	257	387	265	397	688	84
	80%	84%	79%	86%	85%	75%	78%	84%	77%	89%	86%	85%	75%	80%	83%
				c	c			a		a	c	c			
Net: Neither happy nor unhappy (4-6)	159	10	51	34	61	98	99	47	121	27	50	35	105	136	14
	16%	14%	16%	11%	12%	19% ab	18% b	12%	18% b	9%	11%	11%	20% ab	16%	14%
Net: Unhappy (0-3)	35	2	14	8	14	20	19	12	29	5	14	10	21	28	3
	3%	3%	4%	3%	3%	4%	3%	3%	4% b	2%	3%	3%	4%	3%	3%
Mean score	7.8	7.9	7.7	8.1	8.0	7.6	7.7	8.0	7.6	8.4	8.0	8.0	7.7	7.8	8.1
				c	c			a		a	c	c			
Standard deviation	1.93	1.88	2.05	1.79	1.83	2.01	1.89	1.89	1.98	1.69	1.79	1.85	2.04	1.91	2.00
Standard error	.06	.24	.11	.10	.08	.09	.08	.09	.08	.10	.08	.10	.09	.07	.19

Columns Tested: a,b - a,b,c - a,b - a,b - a,b,c - a,b

Survey of the Self-Employed

Q14. Which of the following best describes your current working plans (in the job in which you are self-employed (including working through your own limited company))?

Base: All respondents

	GENDER		AGE			REGION															
	Total	Male	Female	18-34	35-54	55+	London	South East	South West	East Midlands	West Midlands	Eastern	North West	North East	Yorkshire and Humberside	Wales	Northern Ireland	Scotland	England	Devolved Nations	
	a	b		a	b	c	a	b	c	d	e	f	g	h	i	j	*k	l	m	n	
Significance Level: 95%																					
Unweighted Total	1003	587	412	93	485	425	146	195	108	81	74	52	95	34	88	42	14	74	873	130	
Weighted Total	1003	678	320	201	468	334	140	201	80	60	90	40	100	50	80	50	20	90	843	160	
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	
I intend to be self-employed for the foreseeable future	702	482	219	121	304	276	95	138	55	46	52	29	72	43	55	32	15	69	585	116	
	70%	71%	68%	60%	65%	83%	68%	69%	69%	76%	58%	71%	72%	86%	69%	65%	72%	77%	69%	73%	
						ab				e				abcejm				e	e	e	
I intend to be self-employed for the foreseeable future, but would consider switching to working for someone else	225	141	80	56	130	39	36	47	19	11	19	8	25	6	18	14	6	15	190	35	
	22%	21%	25%	28%	28%	12%	26%	24%	23%	19%	22%	20%	25%	12%	23%	29%	28%	17%	23%	22%	
				c	c																
I want to switch to working for someone else as soon as possible	18	8	10	7	8	3	2	7	1	1	1	1	-	1	1	3	-	1	14	4	
	2%	1%	3%	4%	2%	1%	1%	4%	1%	1%	1%	3%	-	2%	1%	6%	-	1%	2%	2%	
			a												acgm						
Don't know	59	48	11	17	26	16	8	8	6	3	18	2	4	-	6	-	-	5	53	5	
	6%	7%	3%	8%	6%	5%	5%	4%	7%	4%	19%	6%	4%	-	7%	-	-	6%	6%	3%	
		b								abcdghijlmn											

Columns Tested: a,b - a,b,c - a,b,c,d,e,f,g,h,i,j,k,l,m,n

Survey of the Self-Employed

Q14. Which of the following best describes your current working plans (in the job in which you are self-employed (including working through your own limited company))?

Base: All respondents

	CURRENT WORK		TYPE OF BUSINESS			EDUCATION					LENGTH OF SELF-EMPLOYMENT					
	Total	Work with spouse, relative or business partner	Work by themselves	Limited company	Partnership	Sole trader	Secondary school	University degree	Higher university degree	NET: Up to Secondary school	NET: University	Up to 3 years	3-6 years	6-10 years	10-15 years	More than 15 years
	a	b	a	b	c	a	b	c	d	e	a	b	c	d	e	
Significance Level: 95%																
Unweighted Total	1003	103	900	126	41	807	455	403	130	458	533	156	196	174	172	305
Weighted Total	1003	96	907	134	38	801	472	383	134	475	517	185	207	173	165	273
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
I intend to be self-employed for the foreseeable future	702	73	628	94	28	559	336	261	96	338	357	113	134	117	113	224
	70%	77%	69%	70%	74%	70%	71%	68%	72%	71%	69%	61%	65%	67%	69%	82%
																abcd
I intend to be self-employed for the foreseeable future, but would consider switching to working for someone else	225	19	206	35	9	176	95	98	28	96	126	54	56	48	42	25
	22%	20%	23%	26%	22%	22%	20%	25%	21%	20%	24%	29%	27%	27%	25%	9%
												e	e	e	e	
I want to switch to working for someone else as soon as possible	18	-	18	1	-	16	12	6	-	12	6	5	7	2	1	3
	2%	-	2%	1%	-	2%	3%	1%	-	3%	1%	3%	3%	1%	1%	1%
Don't know	59	4	55	5	2	50	29	19	10	29	29	13	10	7	8	21
	6%	4%	6%	4%	4%	6%	6%	5%	7%	6%	6%	7%	5%	4%	5%	8%

Columns Tested: a,b - a,b,c - a,b,c,d,e - a,b,c,d,e

Survey of the Self-Employed

Q14. Which of the following best describes your current working plans (in the job in which you are self-employed (including working through your own limited company))?

Base: All respondents

	AWARENESS OF IPSE			SOC				HAPPINESS IN SELF-EMPLOYMENT			WORKING PLANS		AWARENESS OF TAX DEDUCTIBLES FOR TRAINING		
	Total	Know at least a little	Have at least heard of	Have never heard of	1-3	4-6	7-10	NET: 4-10	Happy	Neutral	Unhappy	Remain self-employed	Would consider or want to switch to work for someone else	Aware	Not aware
		a	b	c	a	b	c	d	a	b	c	a	b	a	b
Significance Level: 95%															
Unweighted Total	1003	58	192	811	513	291	199	490	808	148	38	727	225	261	742
Weighted Total	1003	64	202	801	501	300	201	501	800	159	35	702	243	254	749
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
I intend to be self-employed for the foreseeable future	702	41	133	568	366	193	143	336	621	62	16	702	-	183	519
	70%	65%	66%	71%	73% bd	64%	71%	67%	78% bc	39%	47%	100% b	-	72%	69%
I intend to be self-employed for the foreseeable future, but would consider switching to working for someone else	225	18	60	164	102	80	43	122	155	61	9	-	225	63	162
	22%	28%	30% c	21%	20%	27% a	21%	24%	19%	38% a	25%	-	93% a	25%	22%
I want to switch to working for someone else as soon as possible	18	-	4	14	7	6	5	11	1	12	5	-	18	3	15
	2%	-	2%	2%	1%	2%	3%	2%	* a	8% a	14% a	-	7% a	1%	2%
Don't know	59	5	5	54	27	21	10	32	24	24	5	-	-	5	54
	6%	7%	2%	7% b	5%	7%	5%	6%	3%	15% a	14% a	-	-	2%	7% a

Columns Tested: a,b,c - a,b,c,d - a,b,c - a,b - a,b

Survey of the Self-Employed

Q14. Which of the following best describes your current working plans (in the job in which you are self-employed (including working through your own limited company))?

Base: All respondents

	SELF-EMPLOYMENT SUPPORT/ADVICE AVAILABLE AT UNIVERSITY		AWARENESS OF MAKING TAX DIGITAL			CONCERN OVER BREXIT NEGOTIATIONS		CONCERN ABOUT SAVING FOR LATER LIFE		PENSION USAGE			IMPORTANCE OF SAVING FOR LATER LIFE		
	Total	To at least some extent	To no extent	Know at least a little about it	At least heard of it	Have not heard of it	Concerned	Not concerned	Concerned	Not concerned	Have used private/personal pension	Currently use private/personal pension	Have never saved through a private/personal pension	Important	Not important
		a	b	a	b	c	a	b	a	b	a	b	c	a	b
Significance Level: 95%															
Unweighted Total	1003	63	327	309	514	489	537	403	662	300	510	339	475	856	107
Weighted Total	1003	69	319	304	492	511	546	389	668	289	452	311	531	855	101
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
I intend to be self-employed for the foreseeable future	702	49	220	227	372	330	367	293	435	237	327	217	361	594	78
	70%	70%	69%	75%	76%	65%	67%	75%	65%	82%	73%	70%	68%	69%	77%
				c	c			a		a					
I intend to be self-employed for the foreseeable future, but would consider switching to working for someone else	225	20	80	68	102	123	141	76	182	41	104	82	113	208	16
	22%	30%	25%	22%	21%	24%	26%	20%	27%	14%	23%	26%	21%	24%	16%
							b		b						
I want to switch to working for someone else as soon as possible	18	-	6	-	2	16	14	3	18	-	3	2	15	16	2
	2%	-	2%	-	*	3%	3%	1%	3%	-	1%	1%	3%	2%	2%
						ab	b		b				ab		
Don't know	59	-	13	9	17	42	24	17	32	11	17	10	41	38	5
	6%	-	4%	3%	3%	8%	4%	4%	5%	4%	4%	3%	8%	4%	4%
						ab							ab		

Columns Tested: a,b - a,b,c - a,b - a,b - a,b,c - a,b

Survey of the Self-Employed

Q15_SUM. You said that you would consider working/ want to work for someone else, rather than being self-employed. For which of the following reasons, if any, do you say this?

SUMMARY TABLE

Base: All those who would consider working for someone else or want to work for someone else

	Total	Most important reason	2nd most important reason	3rd most important reason	4th most important reason	5th most important reason	Not selected	NETS	
								Top 3	Mean
I prefer the security of employment	243 100%	93 38%	61 25%	26 11%	11 5%	14 6%	36 15%	181 75%	2.0
I could earn more in employment	243 100%	73 30%	43 18%	31 13%	19 8%	18 7%	59 24%	147 60%	2.3
I want access to employment rights	243 100%	30 12%	41 17%	45 18%	38 16%	16 6%	73 30%	116 48%	2.8
I miss the workplace camaraderie and human interaction	243 100%	20 8%	36 15%	44 18%	43 18%	24 10%	76 31%	100 41%	3.1
I feel exploited by my current arrangement	243 100%	16 6%	16 6%	19 8%	25 10%	42 17%	126 52%	50 20%	3.5
Other	243 100%	11 5%	4 2%	3 1%	3 1%	6 2%	216 89%	18 7%	2.6

Survey of the Self-Employed

Q15_T1. You said that you would consider working/ want to work for someone else, rather than being self-employed. For which of the following reasons, if any, do you say this?

MOST IMPORTANT REASON SUMMARY

Base: All those who would consider working for someone else or want to work for someone else

	GENDER		AGE			REGION														
	Total	Male	Female	18-34	35-54	55+	London	South East	South West	East Midlands	West Midlands	Eastern	North West	North East	Yorkshire and Humberside	Wales	Northern Ireland	Scotland	England	Devolved Nations
	a	b	*a	b	c	a	b	*c	*d	*e	*f	*g	*h	*i	*j	*k	*l	m	*n	
Significance Level: 95%																				
Unweighted Total	225	118	105	29	146	50	35	46	23	15	18	13	22	5	20	12	3	13	197	28
Weighted Total	243	149	90	63	138	42	38	55	19	12	20	9	25	7	19	18	6	16	204	39
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
I prefer the security of employment	93 38%	58 39%	31 35%	20 31%	57 41%	17 41%	14 37%	24 43%	4 21%	4 31%	9 44%	4 46%	15 61%	1 15%	7 36%	6 35%	- -	6 36%	81 40%	12 31%
I could earn more in employment	73 30%	44 30%	29 32%	20 32%	38 28%	15 35%	9 23%	19 34%	9 46%	5 43%	7 34%	4 42%	5 21%	6 85%	- -	4 20%	2 37%	4 27%	63 31%	10 25%
I want access to employment rights	30 12%	15 10%	16 17%	14 23%	15 11%	1 3%	6 17%	3 5%	2 12%	1 5%	4 19%	1 6%	1 3%	- -	6 32%	6 33%	- -	1 8%	23 11%	7 18%
I miss the workplace camaraderie and human interaction	20 8%	9 6%	11 12%	4 6%	11 8%	5 12%	2 4%	6 10%	1 3%	1 9%	1 4%	- -	4 15%	- -	4 21%	1 4%	- -	2 13%	17 8%	3 7%
I feel exploited by my current arrangement	16 6%	14 9%	2 2%	3 4%	11 8%	2 5%	4 10%	3 5%	- -	1 9%	- -	- -	- -	- -	1 3%	1 8%	3 63%	2 16%	8 4%	7 19%
Other	11 5%	9 6%	2 2%	2 4%	7 5%	2 4%	4 9%	1 3%	3 18%	* 4%	- -	1 6%	- -	- -	2 8%	- -	- -	- -	11 5%	- -

Columns Tested: a,b - a,b,c - a,b,c,d,e,f,g,h,i,j,k,l,m,n

Survey of the Self-Employed

Q15_T1. You said that you would consider working/ want to work for someone else, rather than being self-employed. For which of the following reasons, if any, do you say this?

MOST IMPORTANT REASON SUMMARY

Base: All those who would consider working for someone else or want to work for someone else

	CURRENT WORK		TYPE OF BUSINESS			EDUCATION					LENGTH OF SELF-EMPLOYMENT					
	Work with spouse, relative or business partner	Work by themselves	Limited company	Partnership	Sole trader	Secondary school	University degree	Higher university degree	NET: Up to Secondary school	NET: University	Up to 3 years	3-6 years	6-10 years	10-15 years	More than 15 years	
Significance Level: 95%	*a	b	a	*b	c	a	b	*c	d	e	a	b	c	d	*e	
Unweighted Total	225	17	208	30	6	183	104	94	23	105	117	50	65	43	38	29
Weighted Total	243	19	224	36	9	192	107	103	28	108	131	59	63	50	43	27
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
I prefer the security of employment	93	5	89	17	2	73	41	42	9	42	50	14	29	22	16	13
	38%	25%	40%	47%	18%	38%	38%	40%	31%	39%	38%	24%	45%	43%	36%	50%
													a			
I could earn more in employment	73	8	65	10	3	59	30	31	12	30	43	23	17	12	15	5
	30%	42%	29%	28%	35%	31%	28%	30%	43%	27%	33%	39%	27%	25%	35%	19%
I want access to employment rights	30	-	30	2	-	27	17	10	2	17	11	9	9	7	4	2
	12%	-	14%	5%	-	14%	16%	10%	6%	16%	9%	15%	14%	14%	10%	6%
I miss the workplace camaraderie and human interaction	20	*	19	1	-	18	7	12	1	7	12	7	4	4	3	1
	8%	2%	9%	4%	-	10%	7%	11%	2%	7%	9%	12%	6%	7%	8%	5%
I feel exploited by my current arrangement	16	3	12	2	2	9	8	3	5	8	8	6	-	5	2	3
	6%	18%	5%	5%	20%	5%	7%	3%	16%	7%	6%	10%	-	10%	4%	10%
												b		b		
Other	11	2	9	4	2	4	5	6	*	5	6	-	5	*	3	3
	5%	12%	4%	12%	27%	2%	4%	6%	2%	4%	5%	-	8%	1%	7%	10%
				c								a				

Columns Tested: a,b - a,b,c - a,b,c,d,e - a,b,c,d,e

Survey of the Self-Employed

Q15_T1. You said that you would consider working/ want to work for someone else, rather than being self-employed. For which of the following reasons, if any, do you say this?

MOST IMPORTANT REASON SUMMARY

Base: All those who would consider working for someone else or want to work for someone else

	AWARENESS OF IPSE			SOC				HAPPINESS IN SELF-EMPLOYMENT			WORKING PLANS		AWARENESS OF TAX DEDUCTIBLES FOR TRAINING		
	Total	Know at least a little	Have at least heard of	Have never heard of	1-3	4-6	7-10	NET: 4-10	Happy	Neutral	Unhappy	Remain self-employed	Would consider or want to switch to work for someone else	Aware	Not aware
Significance Level: 95%		*a	b	c	a	b	c	d	a	b	*c	*a	b	a	b
Unweighted Total	225	13	54	171	96	79	50	129	145	65	14	-	225	59	166
Weighted Total	243	18	64	179	109	86	48	134	155	73	14	-	243	66	177
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	-	100%	100%	100%
I prefer the security of employment	93 38%	6 34%	29 45%	65 36%	41 37%	38 45%	14 30%	53 39%	57 37%	32 44%	4 29%	- -	93 38%	35 53%	58 33%
														b	
I could earn more in employment	73 30%	5 30%	18 28%	55 31%	35 32%	18 21%	19 41%	38 28%	48 31%	19 27%	5 33%	- -	73 30%	10 15%	63 36%
							b							a	a
I want access to employment rights	30 12%	2 14%	7 12%	23 13%	11 10%	17 20%	3 6%	20 15%	19 12%	8 10%	4 29%	- -	30 12%	6 9%	24 14%
							c								
I miss the workplace camaraderie and human interaction	20 8%	- -	3 4%	17 10%	9 8%	5 5%	6 13%	11 8%	12 8%	7 10%	1 4%	- -	20 8%	6 8%	14 8%
I feel exploited by my current arrangement	16 6%	3 16%	5 8%	11 6%	6 5%	6 7%	4 9%	10 8%	9 6%	6 8%	1 5%	- -	16 6%	6 8%	10 6%
Other	11 5%	1 6%	2 4%	9 5%	9 8%	2 2%	1 1%	2 2%	10 6%	1 2%	- -	- -	11 5%	4 6%	7 4%
					d										

Columns Tested: a,b,c - a,b,c,d - a,b,c - a,b - a,b

Survey of the Self-Employed

Q15_T1. You said that you would consider working/ want to work for someone else, rather than being self-employed. For which of the following reasons, if any, do you say this?

MOST IMPORTANT REASON SUMMARY

Base: All those who would consider working for someone else or want to work for someone else

	SELF-EMPLOYMENT SUPPORT/ADVICE AVAILABLE AT UNIVERSITY		AWARENESS OF MAKING TAX DIGITAL			CONCERN OVER BREXIT NEGOTIATIONS		CONCERN ABOUT SAVING FOR LATER LIFE		PENSION USAGE			IMPORTANCE OF SAVING FOR LATER LIFE		
	Total	To at least some extent	To no extent	Know at least a little about it	At least heard of it	Have not heard of it	Concerned	Not concerned	Concerned	Not concerned	Have used private/ personal pension	Currently use private/ personal pension	Have never saved through a private/ personal pension	Important	Not important
		*a	b	a	b	c	a	b	a	b	a	b	c	a	*b
Significance Level: 95%															
Unweighted Total	225	15	80	60	93	132	138	77	189	33	111	84	109	207	17
Weighted Total	243	20	86	68	104	139	155	78	200	41	107	84	128	224	18
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
I prefer the security of employment	93 38%	8 41%	29 34%	27 40%	38 36%	56 40%	58 37%	32 40%	74 37%	20 48%	44 41%	39 47%	45 35%	84 38%	9 50%
I could earn more in employment	73 30%	2 12%	33 38%	21 30%	33 32%	40 29%	42 27%	26 33%	61 30%	11 26%	29 27%	16 19%	43 33% b	67 30%	5 30%
I want access to employment rights	30 12%	4 21%	7 8%	8 12%	12 11%	18 13%	21 14%	9 11%	28 14%	2 6%	8 8%	5 6%	22 17% ab	30 14%	- -
I miss the workplace camaraderie and human interaction	20 8%	2 10%	10 11%	5 7%	6 6%	13 10%	12 8%	8 10%	17 9%	2 6%	11 11%	9 11%	8 6%	17 8%	2 13%
I feel exploited by my current arrangement	16 6%	3 13%	5 6%	5 8%	8 7%	8 6%	13 8%	2 3%	12 6%	3 8%	7 6%	8 10%	7 6%	16 7%	- -
Other	11 5%	1 3%	2 2%	2 3%	7 7%	4 3%	9 6%	2 2%	8 4%	2 6%	7 6%	6 7%	4 3%	9 4%	1 7%

Columns Tested: a,b - a,b,c - a,b - a,b - a,b,c - a,b

Survey of the Self-Employed

Q15_T3. You said that you would consider working/ want to work for someone else, rather than being self-employed. For which of the following reasons, if any, do you say this?

TOP 3 MOST IMPORTANT REASONS SUMMARY

Base: All those who would consider working for someone else or want to work for someone else

	GENDER		AGE			REGION															
	Total	Male	Female	18-34	35-54	55+	London	South East	South West	East Midlands	West Midlands	Eastern	North West	North East	Yorkshire and Humberside	Wales	Northern Ireland	Scotland	England	Devolved Nations	
	a	b	*a	b	c	a	b	*c	*d	*e	*f	*g	*h	*i	*j	*k	*l	m	*n		
Significance Level: 95%																					
Unweighted Total	225	118	105	29	146	50	35	46	23	15	18	13	22	5	20	12	3	13	197	28	
Weighted Total	243	149	90	63	138	42	38	55	19	12	20	9	25	7	19	18	6	16	204	39	
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
I prefer the security of employment	181 75%	108 72%	70 77%	39 62%	112 81%	30 72%	29 77%	46 83%	7 36%	6 49%	14 67%	8 83%	24 96%	7 100%	14 71%	18 100%	2 30%	9 58%	152 75%	29 73%	
I could earn more in employment	147 60%	89 60%	57 63%	40 63%	79 57%	28 66%	23 60%	30 54%	13 69%	8 71%	18 89%	5 57%	13 52%	6 85%	6 31%	11 64%	2 37%	11 70%	122 60%	24 62%	
I want access to employment rights	116 48%	68 46%	48 53%	32 51%	68 49%	16 38%	24 63%	16 29%	12 63%	5 40%	9 44%	4 39%	10 42%	6 87%	7 35%	11 63%	2 30%	11 69%	92 45%	24 61%	
							b												b		
I miss the workplace camaraderie and human interaction	100 41%	61 41%	39 43%	25 39%	59 42%	17 40%	17 45%	23 42%	7 39%	5 40%	9 45%	2 19%	11 43%	2 27%	10 51%	6 33%	2 37%	7 44%	85 42%	15 38%	
I feel exploited by my current arrangement	50 20%	35 23%	15 17%	16 25%	25 18%	8 20%	4 10%	11 21%	3 16%	1 9%	6 30%	4 39%	3 11%	-	4 20%	4 23%	6 100%	4 28%	36 17%	14 36%	
Other	18 7%	14 9%	4 5%	2 4%	12 8%	4 10%	4 9%	6 11%	3 18%	1 8%	-	1 6%	-	-	2 11%	-	-	1 8%	17 8%	1 3%	

Columns Tested: a,b - a,b,c - a,b,c,d,e,f,g,h,i,j,k,l,m,n

Survey of the Self-Employed

Q15_T3. You said that you would consider working/ want to work for someone else, rather than being self-employed. For which of the following reasons, if any, do you say this?

TOP 3 MOST IMPORTANT REASONS SUMMARY

Base: All those who would consider working for someone else or want to work for someone else

	CURRENT WORK		TYPE OF BUSINESS			EDUCATION					LENGTH OF SELF-EMPLOYMENT					
	Total	Work with spouse, relative or business partner	Work by themselves	Limited company	Partnership	Sole trader	Secondary school	University degree	Higher university degree	NET: Up to Secondary school	NET: University	Up to 3 years	3-6 years	6-10 years	10-15 years	More than 15 years
Significance Level: 95%		*a	b	a	*b	c	a	b	*c	d	e	a	b	c	d	*e
Unweighted Total	225	17	208	30	6	183	104	94	23	105	117	50	65	43	38	29
Weighted Total	243	19	224	36	9	192	107	103	28	108	131	59	63	50	43	27
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
I prefer the security of employment	181 75%	11 56%	170 76%	24 67%	5 60%	147 76%	83 77%	78 76%	16 56%	84 77%	94 72%	42 71%	48 75%	39 79%	30 70%	22 80%
I could earn more in employment	147 60%	12 62%	135 60%	19 53%	3 35%	122 64%	67 63%	60 59%	16 56%	67 62%	76 58%	38 64%	42 66%	26 52%	25 57%	16 60%
I want access to employment rights	116 48%	10 55%	106 47%	16 44%	4 42%	94 49%	62 58%	41 40%	11 39%	62 57%	52 40%	26 44%	29 46%	27 54%	19 43%	15 57%
I miss the workplace camaraderie and human interaction	100 41%	2 10%	98 44%	17 49%	- -	78 41%	36 34%	45 44%	17 62%	36 34%	62 47%	29 49%	18 29%	19 38%	22 51%	12 44%
I feel exploited by my current arrangement	50 20%	5 25%	45 20%	10 28%	2 20%	34 18%	16 15%	22 21%	12 42%	16 15%	33 26%	17 29%	9 15%	10 20%	11 24%	3 10%
Other	18 7%	3 18%	15 7%	6 17%	2 27%	10 5%	8 7%	8 8%	2 7%	8 7%	10 8%	* 1%	6 10%	3 7%	5 11%	3 13%
				c								a			a	

Columns Tested: a,b - a,b,c - a,b,c,d,e - a,b,c,d,e

Survey of the Self-Employed

Q15_T3. You said that you would consider working/ want to work for someone else, rather than being self-employed. For which of the following reasons, if any, do you say this?

TOP 3 MOST IMPORTANT REASONS SUMMARY

Base: All those who would consider working for someone else or want to work for someone else

	AWARENESS OF IPSE			SOC				HAPPINESS IN SELF-EMPLOYMENT			WORKING PLANS		AWARENESS OF TAX DEDUCTIBLES FOR TRAINING		
	Total	Know at least a little	Have at least heard of	Have never heard of	1-3	4-6	7-10	NET: 4-10	Happy	Neutral	Unhappy	Remain self-employed	Would consider or want to switch to work for someone else	Aware	Not aware
Significance Level: 95%		*a	b	c	a	b	c	d	a	b	*c	*a	b	a	b
Unweighted Total	225	13	54	171	96	79	50	129	145	65	14	-	225	59	166
Weighted Total	243	18	64	179	109	86	48	134	155	73	14	-	243	66	177
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	-	100%	100%	100%
I prefer the security of employment	181	11	49	132	80	66	35	101	110	62	9	-	181	52	129
	75%	61%	76%	74%	74%	77%	73%	75%	71%	84%	68%	-	75%	79%	73%
										a					
I could earn more in employment	147	10	42	105	64	51	32	83	93	44	9	-	147	34	113
	60%	58%	65%	59%	58%	59%	67%	62%	60%	61%	64%	-	60%	51%	64%
I want access to employment rights	116	6	28	88	49	46	22	67	74	33	9	-	116	21	95
	48%	31%	43%	49%	45%	53%	45%	50%	48%	45%	64%	-	48%	32%	54%
															a
I miss the workplace camaraderie and human interaction	100	8	27	73	51	24	25	49	64	32	5	-	100	33	67
	41%	46%	42%	41%	47%	27%	53%	37%	41%	43%	33%	-	41%	50%	38%
					b		bd								
I feel exploited by my current arrangement	50	8	16	33	22	14	13	27	26	22	2	-	50	18	32
	20%	45%	25%	19%	20%	16%	28%	21%	16%	30%	16%	-	20%	27%	18%
										a					
Other	18	1	4	14	13	2	3	5	14	2	1	-	18	6	12
	7%	6%	7%	8%	12%	3%	5%	4%	9%	3%	10%	-	7%	9%	7%
					bd										

Columns Tested: a,b,c - a,b,c,d - a,b,c - a,b - a,b

Survey of the Self-Employed

Q15_T3. You said that you would consider working/ want to work for someone else, rather than being self-employed. For which of the following reasons, if any, do you say this?

TOP 3 MOST IMPORTANT REASONS SUMMARY

Base: All those who would consider working for someone else or want to work for someone else

	SELF-EMPLOYMENT SUPPORT/ADVICE AVAILABLE AT UNIVERSITY		AWARENESS OF MAKING TAX DIGITAL			CONCERN OVER BREXIT NEGOTIATIONS		CONCERN ABOUT SAVING FOR LATER LIFE		PENSION USAGE			IMPORTANCE OF SAVING FOR LATER LIFE		
	Total	To at least some extent	To no extent	Know at least a little about it	At least heard of it	Have not heard of it	Concerned	Not concerned	Concerned	Not concerned	Have used private/ personal pension	Currently use private/ personal pension	Have never saved through a private/ personal pension	Important	Not important
		*a	b	a	b	c	a	b	a	b	a	b	c	a	*b
Significance Level: 95%															
Unweighted Total	225	15	80	60	93	132	138	77	189	33	111	84	109	207	17
Weighted Total	243	20	86	68	104	139	155	78	200	41	107	84	128	224	18
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
I prefer the security of employment	181	15	60	54	77	104	116	57	154	27	82	63	93	167	14
	75%	76%	70%	78%	74%	75%	75%	72%	77%	66%	76%	75%	72%	74%	78%
I could earn more in employment	147	11	52	47	65	82	88	55	118	27	57	43	85	135	12
	60%	52%	61%	68%	62%	59%	57%	69%	59%	68%	54%	51%	66%	60%	64%
													b		
I want access to employment rights	116	8	33	33	48	68	72	40	95	21	43	33	72	105	11
	48%	40%	39%	48%	46%	49%	46%	51%	48%	51%	40%	39%	56%	47%	58%
													ab		
I miss the workplace camaraderie and human interaction	100	6	43	28	39	61	63	32	85	15	47	38	50	95	5
	41%	29%	51%	42%	38%	44%	40%	41%	42%	37%	43%	46%	39%	42%	28%
I feel exploited by my current arrangement	50	5	24	16	26	24	32	14	41	9	14	17	30	47	3
	20%	23%	29%	24%	25%	17%	21%	18%	20%	22%	13%	20%	23%	21%	16%
Other	18	1	6	7	12	6	13	5	15	2	11	10	7	16	1
	7%	3%	7%	10%	12%	4%	8%	6%	8%	6%	11%	12%	5%	7%	7%
						c									

Columns Tested: a,b - a,b,c - a,b - a,b - a,b,c - a,b

Survey of the Self-Employed

Q15_1. You said that you would consider working/ want to work for someone else, rather than being self-employed. For which of the following reasons, if any, do you say this?

I want access to employment rights

Base: All those who would consider working for someone else or want to work for someone else

	Total	GENDER		AGE			REGION														
		Male	Female	18-34	35-54	55+	London	South East	South West	East Midlands	West Midlands	Eastern	North West	North East	Yorkshire and Humberside	Wales	Northern Ireland	Scotland	England	Devolved Nations	
		a	b	*a	b	c	a	b	*c	*d	*e	*f	*g	*h	*i	*j	*k	*l	m	*n	
Significance Level: 95%																					
Unweighted Total	225	118	105	29	146	50	35	46	23	15	18	13	22	5	20	12	3	13	197	28	
Weighted Total	243	149	90	63	138	42	38	55	19	12	20	9	25	7	19	18	6	16	204	39	
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Most important reason (1)	30	15	16	14	15	1	6	3	2	1	4	1	1	-	6	6	-	1	23	7	
	12%	10%	17%	23%	11%	3%	17%	5%	12%	5%	19%	6%	3%	-	32%	33%	-	8%	11%	18%	
2nd most important reason (2)	41	26	14	14	23	4	7	6	4	2	4	3	4	2	-	-	2	7	32	9	
	17%	18%	16%	22%	17%	10%	18%	10%	20%	19%	18%	34%	17%	33%	-	-	30%	46%	16%	23%	
3rd most important reason (3)	45	27	18	4	31	10	11	7	6	2	2	-	5	4	1	5	-	2	37	8	
	18%	18%	20%	6%	22%	25%	28%	13%	30%	16%	8%	-	22%	54%	3%	30%	-	15%	18%	20%	
4th most important reason (4)	38	28	11	7	24	7	6	11	1	1	7	2	1	1	4	3	-	2	34	5	
	16%	18%	12%	11%	17%	17%	17%	20%	3%	11%	34%	21%	4%	13%	19%	15%	-	13%	16%	12%	
5th most important reason (5)	16	10	6	7	6	3	1	6	-	*	2	-	1	-	1	2	2	-	12	4	
	6%	7%	7%	11%	4%	8%	2%	12%	-	4%	11%	-	4%	-	6%	10%	37%	-	6%	10%	
Not selected	73	43	26	17	40	16	7	22	7	5	2	4	12	-	8	2	2	3	66	7	
	30%	29%	29%	27%	29%	38%	18%	40%	35%	45%	11%	40%	49%	-	40%	12%	33%	18%	33%	17%	
NETS																					
Net: Top 3	116	68	48	32	68	16	24	16	12	5	9	4	10	6	7	11	2	11	92	24	
	48%	46%	53%	51%	49%	38%	63%	29%	63%	40%	44%	39%	42%	87%	35%	63%	30%	69%	45%	61%	
Mean score	2.8	2.9	2.6	2.5	2.8	3.3	2.6	3.4	2.4	2.8	3.0	2.6	2.8	2.8	2.4	2.6	3.7	2.4	2.8	2.7	
Standard deviation	1.24	1.20	1.28	1.46	1.14	1.05	1.12	1.24	.86	1.17	1.42	1.17	1.01	.70	1.66	1.46	1.74	.90	1.22	1.31	
Standard error	.10	.13	.15	.32	.11	.19	.21	.23	.22	.39	.37	.41	.29	.31	.50	.46	1.23	.29	.11	.28	

Columns Tested: a, b - a, b, c - a, b, c, d, e, f, g, h, i, j, k, l, m, n

Survey of the Self-Employed

Q15_1. You said that you would consider working/ want to work for someone else, rather than being self-employed. For which of the following reasons, if any, do you say this?

I want access to employment rights

Base: All those who would consider working for someone else or want to work for someone else

	Total	CURRENT WORK		TYPE OF BUSINESS			EDUCATION					LENGTH OF SELF-EMPLOYMENT				
		Work with spouse, relative or business partner	Work by themselves	Limited company	Partnership	Sole trader	Secondary school	University degree	Higher university degree	NET: Up to Secondary school	NET: University	Up to 3 years	3-6 years	6-10 years	10-15 years	More than 15 years
		*a	b	a	*b	c	a	b	*c	d	e	a	b	c	d	*e
Significance Level: 95%																
Unweighted Total	225	17	208	30	6	183	104	94	23	105	117	50	65	43	38	29
Weighted Total	243	19	224	36	9	192	107	103	28	108	131	59	63	50	43	27
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Most important reason (1)	30 12%	- -	30 14%	2 5%	- -	27 14%	17 16%	10 10%	2 6%	17 16%	11 9%	9 15%	9 14%	7 14%	4 10%	2 6%
2nd most important reason (2)	41 17%	6 32%	35 16%	8 23%	2 20%	31 16%	14 13%	19 19%	8 27%	14 13%	27 21%	6 10%	9 14%	15 31%	8 18%	3 10%
3rd most important reason (3)	45 18%	4 23%	40 18%	6 16%	2 22%	36 19%	31 29%	12 11%	2 7%	31 29%	14 10%	11 19%	11 18%	4 9%	6 15%	11 41%
4th most important reason (4)	38 16%	1 4%	38 17%	6 17%	- -	29 15%	14 13%	17 16%	6 22%	14 13%	23 18%	13 22%	11 17%	2 4%	7 17%	5 17%
5th most important reason (5)	16 6%	1 3%	15 7%	3 7%	- -	13 7%	1 1%	11 10%	4 13%	1 1%	15 11%	5 8%	3 4%	3 6%	5 12%	- -
Not selected	73 30%	7 38%	66 29%	11 32%	5 58%	56 29%	30 28%	34 33%	7 25%	31 28%	42 32%	15 26%	21 33%	18 36%	12 27%	7 26%
NETS																
Net: Top 3	116 48%	10 55%	106 47%	16 44%	4 42%	94 49%	62 58%	41 40%	11 39%	62 57%	52 40%	26 44%	29 46%	27 54%	19 43%	15 57%
Mean score	2.8	2.6	2.8	3.0	2.5	2.8	2.6	3.0	3.1	2.6	3.0	3.0	2.8	2.3	3.0	2.9
Standard deviation	1.24	.85	1.26	1.18	.59	1.26	1.08	1.33	1.32	1.08	1.32	1.30	1.24	1.18	1.34	.84
Standard error	.10	.28	.11	.27	.42	.11	.13	.17	.33	.13	.15	.22	.19	.23	.25	.19

Columns Tested: a,b - a,b,c - a,b,c,d,e - a,b,c,d,e

Survey of the Self-Employed

Q15_1. You said that you would consider working/ want to work for someone else, rather than being self-employed. For which of the following reasons, if any, do you say this?

I want access to employment rights

Base: All those who would consider working for someone else or want to work for someone else

	Total	AWARENESS OF IPSE			SOC				HAPPINESS IN SELF-EMPLOYMENT			WORKING PLANS		AWARENESS OF TAX DEDUCTIBLES FOR TRAINING	
		Know at least a little	Have at least heard of	Have never heard of	1-3	4-6	7-10	NET: 4-10	Happy	Neutral	Unhappy	Remain self-employed	Would consider or want to switch to work for someone else	Aware	Not aware
		*a	b	c	a	b	c	d	a	b	*c	*a	b	a	b
Significance Level: 95%															
Unweighted Total	225	13	54	171	96	79	50	129	145	65	14	-	225	59	166
Weighted Total	243	18	64	179	109	86	48	134	155	73	14	-	243	66	177
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	-	100%	100%	100%
Most important reason (1)	30	2	7	23	11	17	3	20	19	8	4	-	30	6	24
	12%	14%	12%	13%	10%	20%	6%	15%	12%	10%	29%	-	12%	9%	14%
2nd most important reason (2)	41	3	15	26	22	12	7	19	25	14	1	-	41	8	33
	17%	18%	23%	15%	20%	14%	15%	14%	16%	19%	10%	-	17%	12%	19%
3rd most important reason (3)	45	-	6	39	16	17	11	28	30	11	3	-	45	7	38
	18%	-	9%	22%	15%	20%	24%	21%	19%	16%	25%	-	18%	10%	22%
4th most important reason (4)	38	4	12	27	16	10	13	23	22	15	1	-	38	14	25
	16%	25%	18%	15%	14%	11%	27%	17%	14%	20%	10%	-	16%	21%	14%
5th most important reason (5)	16	2	9	7	9	4	3	6	9	7	-	-	16	7	9
	6%	14%	14%	4%	9%	4%	6%	5%	6%	10%	-	-	6%	10%	5%
Not selected	73	5	16	57	35	27	11	38	51	18	3	-	73	25	48
	30%	29%	24%	32%	32%	31%	22%	28%	33%	25%	25%	-	30%	38%	27%
NETS															
Net: Top 3	116	6	28	88	49	46	22	67	74	33	9	-	116	21	95
	48%	31%	43%	49%	45%	53%	45%	50%	48%	45%	64%	-	48%	32%	54%
Mean score	2.8	3.1	3.0	2.7	2.9	2.5	3.1	2.8	2.8	3.0	2.2	-	2.8	3.2	2.7
Standard deviation	1.24	1.54	1.39	1.16	1.27	1.24	1.08	1.21	1.21	1.28	1.16	-	1.24	1.34	1.18
Standard error	.10	.49	.22	.11	.16	.17	.18	.13	.12	.19	.35	-	.10	.22	.11

Columns Tested: a,b,c - a,b,c,d - a,b,c - a,b - a,b

Survey of the Self-Employed

Q15_1. You said that you would consider working/ want to work for someone else, rather than being self-employed. For which of the following reasons, if any, do you say this?

I want access to employment rights

Base: All those who would consider working for someone else or want to work for someone else

	Total	SELF-EMPLOYMENT SUPPORT/ADVICE AVAILABLE AT UNIVERSITY		AWARENESS OF MAKING TAX DIGITAL			CONCERN OVER BREXIT NEGOTIATIONS		CONCERN ABOUT SAVING FOR LATER LIFE		PENSION USAGE			IMPORTANCE OF SAVING FOR LATER LIFE	
		To at least some extent	To no extent	Know at least a little about it	At least heard of it	Have not heard of it	Concerned	Not concerned	Concerned	Not concerned	Have used private/ personal pension	Currently use private/ personal pension	Have never saved through a private/ personal pension	Important	Not important
		*a	b	a	b	c	a	b	a	b	a	b	c	a	*b
Significance Level: 95%															
Unweighted Total	225	15	80	60	93	132	138	77	189	33	111	84	109	207	17
Weighted Total	243	20	86	68	104	139	155	78	200	41	107	84	128	224	18
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Most important reason (1)	30 12%	4 21%	7 8%	8 12%	12 11%	18 13%	21 14%	9 11%	28 14%	2 6%	8 8%	5 6%	22 17%	30 14%	- -
2nd most important reason (2)	41 17%	3 14%	16 19%	16 24%	19 19%	21 15%	25 16%	14 18%	31 15%	10 25%	12 11%	11 13%	29 23%	35 16%	6 31%
3rd most important reason (3)	45 18%	1 6%	11 13%	9 13%	17 16%	28 20%	25 16%	17 21%	36 18%	8 20%	23 21%	17 20%	21 17%	40 18%	5 26%
4th most important reason (4)	38 16%	4 19%	15 17%	16 23%	19 18%	19 14%	20 13%	16 20%	31 15%	7 18%	12 11%	12 14%	20 16%	36 16%	2 12%
5th most important reason (5)	16 6%	- -	12 15%	5 7%	9 9%	6 5%	12 8%	2 2%	16 8%	- -	4 4%	2 2%	12 9%	16 7%	- -
Not selected	73 30%	8 41%	25 29%	15 22%	27 26%	46 33%	51 33%	22 28%	58 29%	13 32%	48 45%	37 45%	24 19%	67 30%	6 30%
NETS															
Net: Top 3	116 48%	8 40%	33 39%	33 48%	48 46%	68 49%	72 46%	40 51%	95 48%	21 51%	43 40%	33 39%	72 56%	105 47%	11 58%
Mean score	2.8	2.4	3.2	2.9	2.9	2.7	2.8	2.8	2.8	2.7	2.9	2.9	2.7	2.8	2.7
Standard deviation	1.24	1.31	1.33	1.26	1.28	1.20	1.30	1.11	1.28	.96	1.12	1.06	1.30	1.27	.77
Standard error	.10	.41	.18	.19	.16	.13	.14	.15	.11	.20	.14	.15	.14	.11	.22

Columns Tested: a,b - a,b,c - a,b - a,b - a,b,c - a,b

Survey of the Self-Employed

Q15_2. You said that you would consider working/ want to work for someone else, rather than being self-employed. For which of the following reasons, if any, do you say this?

I feel exploited by my current arrangement

Base: All those who would consider working for someone else or want to work for someone else

	Total	GENDER		AGE			REGION														
		Male	Female	18-34	35-54	55+	London	South East	South West	East Midlands	West Midlands	Eastern	North West	North East	Yorkshire and Humberside	Wales	Northern Ireland	Scotland	England	Devolved Nations	
		a	b	*a	b	c	a	b	*c	*d	*e	*f	*g	*h	*i	*j	*k	*l	m	*n	
Significance Level: 95%																					
Unweighted Total	225	118	105	29	146	50	35	46	23	15	18	13	22	5	20	12	3	13	197	28	
Weighted Total	243	149	90	63	138	42	38	55	19	12	20	9	25	7	19	18	6	16	204	39	
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	
Most important reason	(1)	16	14	2	3	11	2	4	3	-	1	-	-	-	1	1	3	2	8	7	
		6%	9%	2%	4%	8%	5%	10%	5%	-	9%	-	-	-	3%	8%	63%	16%	4%	19%	
			b																		
2nd most important reason	(2)	16	9	7	8	2	5	-	5	1	-	4	1	2	-	2	-	2	-	14	2
		6%	6%	8%	13%	2%	11%	-	9%	4%	-	19%	6%	9%	-	8%	-	37%	-	7%	5%
						b															
3rd most important reason	(3)	19	12	6	5	12	1	-	4	2	-	2	3	1	-	2	3	-	2	14	5
		8%	8%	7%	8%	9%	3%	-	7%	12%	-	11%	33%	3%	-	9%	15%	-	13%	7%	12%
4th most important reason	(4)	25	18	7	5	15	6	5	3	3	-	1	1	4	-	2	4	-	3	18	7
		10%	12%	7%	7%	11%	14%	14%	5%	13%	-	4%	8%	17%	-	9%	23%	-	18%	9%	18%
5th most important reason	(5)	42	23	19	8	28	6	7	10	5	2	5	1	4	5	2	2	-	1	40	3
		17%	15%	22%	13%	20%	14%	18%	19%	26%	14%	25%	13%	15%	67%	9%	10%	-	5%	20%	6%
Not selected		126	73	49	34	70	22	22	30	9	9	8	4	14	2	12	8	-	8	110	16
		52%	49%	54%	54%	51%	52%	58%	55%	46%	77%	41%	40%	56%	33%	62%	43%	-	50%	54%	40%
NETS																					
Net: Top 3		50	35	15	16	25	8	4	11	3	1	6	4	3	-	4	4	6	4	36	14
		20%	23%	17%	25%	18%	20%	10%	21%	16%	9%	30%	39%	11%	-	20%	23%	100%	28%	17%	36%
Mean score		3.5	3.4	3.8	3.3	3.7	3.4	3.7	3.5	4.1	3.5	3.6	3.5	3.9	5.0	3.3	3.5	1.4	2.9	3.7	2.8
Standard deviation		1.43	1.47	1.32	1.40	1.45	1.44	1.64	1.49	1.03	2.45	1.38	1.03	1.14	-	1.35	1.29	.53	1.49	1.37	1.46
Standard error		.14	.20	.19	.39	.17	.30	.41	.36	.28	1.22	.44	.37	.36	-	.48	.49	.31	.61	.14	.36

Columns Tested: a,b - a,b,c - a,b,c,d,e,f,g,h,i,j,k,l,m,n

Survey of the Self-Employed

Q15_2. You said that you would consider working/ want to work for someone else, rather than being self-employed. For which of the following reasons, if any, do you say this?

I feel exploited by my current arrangement

Base: All those who would consider working for someone else or want to work for someone else

	Total	CURRENT WORK		TYPE OF BUSINESS			EDUCATION					LENGTH OF SELF-EMPLOYMENT				
		Work with spouse, relative or business partner	Work by themselves	Limited company	Partnership	Sole trader	Secondary school	University degree	Higher university degree	NET: Up to Secondary school	NET: University	Up to 3 years	3-6 years	6-10 years	10-15 years	More than 15 years
		*a	b	a	*b	c	a	b	*c	d	e	a	b	c	d	*e
Significance Level: 95%																
Unweighted Total	225	17	208	30	6	183	104	94	23	105	117	50	65	43	38	29
Weighted Total	243	19	224	36	9	192	107	103	28	108	131	59	63	50	43	27
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Most important reason (1)	16 6%	3 18%	12 5%	2 5%	2 20%	9 5%	8 7%	3 3%	5 16%	8 7%	8 6%	6 10%	- -	5 10%	2 4%	3 10%
2nd most important reason (2)	16 6%	- -	16 7%	1 3%	- -	13 7%	5 4%	7 7%	4 13%	5 4%	11 8%	4 7%	3 5%	2 5%	5 12%	- -
3rd most important reason (3)	19 8%	1 7%	17 8%	7 20%	- -	11 6%	4 4%	11 11%	4 12%	4 4%	15 11%	6 11%	6 9%	3 5%	3 8%	- -
4th most important reason (4)	25 10%	- -	25 11%	4 12%	- -	21 11%	14 13%	6 6%	5 18%	14 13%	11 8%	3 5%	6 9%	5 10%	6 14%	5 18%
5th most important reason (5)	42 17%	3 18%	39 17%	4 10%	2 22%	36 19%	19 18%	18 18%	3 11%	19 18%	22 16%	15 26%	10 16%	8 15%	5 13%	4 15%
Not selected	126 52%	11 57%	115 51%	18 50%	5 58%	101 53%	58 54%	57 55%	8 29%	59 55%	65 50%	24 40%	38 60%	27 55%	21 49%	16 57%
NETS																
Net: Top 3	50 20%	5 25%	45 20%	10 28%	2 20%	34 18%	16 15%	22 21%	12 42%	16 15%	33 26%	17 29%	9 15%	10 20%	11 24%	3 10%
Mean score	3.5	3.0	3.6	3.4	3.1	3.7	3.7	3.6	2.9	3.7	3.4	3.5	3.9	3.4	3.4	3.6
Standard deviation	1.43	1.94	1.39	1.18	2.35	1.40	1.47	1.36	1.44	1.47	1.41	1.57	1.10	1.59	1.33	1.62
Standard error	.14	.79	.14	.33	1.66	.15	.21	.21	.39	.21	.19	.29	.21	.38	.31	.47

Columns Tested: a,b - a,b,c - a,b,c,d,e - a,b,c,d,e

Survey of the Self-Employed

Q15_2. You said that you would consider working/ want to work for someone else, rather than being self-employed. For which of the following reasons, if any, do you say this?

I feel exploited by my current arrangement

Base: All those who would consider working for someone else or want to work for someone else

	Total	AWARENESS OF IPSE			SOC				HAPPINESS IN SELF-EMPLOYMENT			WORKING PLANS		AWARENESS OF TAX DEDUCTIBLES FOR TRAINING	
		Know at least a little	Have at least heard of	Have never heard of	1-3	4-6	7-10	NET: 4-10	Happy	Neutral	Unhappy	Remain self-employed	Would consider or want to switch to work for someone else	Aware	Not aware
		*a	b	c	a	b	c	d	a	b	*c	*a	b	a	b
Significance Level: 95%															
Unweighted Total	225	13	54	171	96	79	50	129	145	65	14	-	225	59	166
Weighted Total	243	18	64	179	109	86	48	134	155	73	14	-	243	66	177
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	-	100%	100%	100%
Most important reason (1)	16 6%	3 16%	5 8%	11 6%	6 5%	6 7%	4 9%	10 8%	9 6%	6 8%	1 5%	- -	16 6%	6 8%	10 6%
2nd most important reason (2)	16 6%	1 8%	2 3%	13 7%	7 7%	4 5%	4 8%	8 6%	8 5%	6 9%	1 6%	- -	16 6%	7 11%	8 5%
3rd most important reason (3)	19 8%	4 22%	9 14%	9 5%	9 9%	4 5%	5 11%	9 7%	8 5%	10 14%	1 6%	- -	19 8%	5 7%	14 8%
4th most important reason (4)	25 10%	- -	12 18%	13 7%	11 10%	11 13%	3 7%	14 11%	16 10%	7 10%	2 11%	- -	25 10%	9 13%	16 9%
5th most important reason (5)	42 17%	2 9%	13 20%	29 16%	20 18%	16 18%	7 14%	23 17%	29 19%	12 16%	2 12%	- -	42 17%	8 12%	35 20%
Not selected	126 52%	8 45%	23 36%	103 57%	56 52%	45 52%	24 51%	69 52%	85 55%	32 44%	8 61%	- -	126 52%	32 49%	94 53%
NETS															
Net: Top 3	50 20%	8 45%	16 25%	33 19%	22 20%	14 16%	13 28%	27 21%	26 16%	22 30%	2 16%	- -	50 20%	18 27%	32 18%
Mean score	3.5	2.6	3.6	3.5	3.6	3.7	3.2	3.5	3.7	3.3	3.5	-	3.5	3.2	3.7
Standard deviation	1.43	1.43	1.32	1.50	1.39	1.45	1.50	1.48	1.45	1.40	1.50	-	1.43	1.44	1.41
Standard error	.14	.54	.23	.18	.21	.24	.31	.19	.18	.24	.57	-	.14	.26	.16

Columns Tested: a,b,c - a,b,c,d - a,b,c - a,b - a,b

Survey of the Self-Employed

Q15_2. You said that you would consider working/ want to work for someone else, rather than being self-employed. For which of the following reasons, if any, do you say this?

I feel exploited by my current arrangement

Base: All those who would consider working for someone else or want to work for someone else

	SELF-EMPLOYMENT SUPPORT/ADVICE AVAILABLE AT UNIVERSITY		AWARENESS OF MAKING TAX DIGITAL			CONCERN OVER BREXIT NEGOTIATIONS		CONCERN ABOUT SAVING FOR LATER LIFE		PENSION USAGE			IMPORTANCE OF SAVING FOR LATER LIFE		
	Total	To at least some extent	To no extent	Know at least a little about it	At least heard of it	Have not heard of it	Concerned	Not concerned	Concerned	Not concerned	Have used private/ personal pension	Currently use private/ personal pension	Have never saved through a private/ personal pension	Important	Not important
		*a	b	a	b	c	a	b	a	b	a	b	c	a	*b
Significance Level: 95%															
Unweighted Total	225	15	80	60	93	132	138	77	189	33	111	84	109	207	17
Weighted Total	243	20	86	68	104	139	155	78	200	41	107	84	128	224	18
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Most important reason (1)	16 6%	3 13%	5 6%	5 8%	8 7%	8 6%	13 8%	2 3%	12 6%	3 8%	7 6%	8 10%	7 6%	16 7%	- -
2nd most important reason (2)	16 6%	- -	7 8%	7 10%	9 9%	6 5%	6 4%	8 10%	11 5%	5 11%	3 3%	3 4%	10 8%	14 6%	1 6%
3rd most important reason (3)	19 8%	2 10%	12 14%	4 6%	9 9%	10 7%	13 8%	5 6%	17 9%	1 3%	4 4%	5 6%	13 10%	17 7%	2 10%
4th most important reason (4)	25 10%	2 12%	8 10%	7 10%	12 12%	13 9%	11 7%	13 17% a	17 9%	8 19%	8 8%	8 9%	16 12%	21 9%	4 21%
5th most important reason (5)	42 17%	3 13%	15 18%	15 22%	19 19%	23 17%	25 16%	15 19%	39 19%	3 9%	16 15%	8 10%	26 21% b	39 18%	3 16%
Not selected	126 52%	11 52%	38 44%	31 45%	47 45%	79 57%	88 57%	36 45%	104 52%	20 50%	69 64% c	51 61% c	56 44%	117 52%	9 47%
NETS															
Net: Top 3	50 20%	5 23%	24 29%	16 24%	26 25%	24 17%	32 21%	14 18%	41 20%	9 22%	14 13%	17 20%	30 23%	47 21%	3 16%
Mean score	3.5	3.2	3.4	3.5	3.5	3.6	3.4	3.7	3.6	3.2	3.6	3.1	3.6	3.5	3.9
Standard deviation	1.43	1.63	1.37	1.51	1.44	1.44	1.53	1.26	1.43	1.42	1.54	1.56	1.37	1.47	1.01
Standard error	.14	.54	.21	.27	.21	.19	.20	.20	.15	.36	.24	.28	.17	.15	.32

Columns Tested: a,b - a,b,c - a,b - a,b - a,b,c - a,b

Survey of the Self-Employed

Q15_3. You said that you would consider working/ want to work for someone else, rather than being self-employed. For which of the following reasons, if any, do you say this?

I prefer the security of employment

Base: All those who would consider working for someone else or want to work for someone else

	Total	GENDER		AGE			REGION													
		Male	Female	18-34	35-54	55+	London	South East	South West	East Midlands	West Midlands	Eastern	North West	North East	Yorkshire and Humberside	Wales	Northern Ireland	Scotland	England	Devolved Nations
		a	b	*a	b	c	a	b	*c	*d	*e	*f	*g	*h	*i	*j	*k	*l	m	*n
Significance Level: 95%																				
Unweighted Total	225	118	105	29	146	50	35	46	23	15	18	13	22	5	20	12	3	13	197	28
Weighted Total	243	149	90	63	138	42	38	55	19	12	20	9	25	7	19	18	6	16	204	39
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Most important reason (1)	93	58	31	20	57	17	14	24	4	4	9	4	15	1	7	6	-	6	81	12
	38%	39%	35%	31%	41%	41%	37%	43%	21%	31%	44%	46%	61%	15%	36%	35%	-	36%	40%	31%
2nd most important reason (2)	61	35	26	11	43	8	10	17	2	2	3	1	5	3	4	12	-	3	47	14
	25%	23%	29%	17%	31%	18%	25%	31%	13%	14%	16%	13%	21%	40%	21%	65%	-	17%	23%	36%
3rd most important reason (3)	26	15	12	8	13	6	6	5	*	1	1	2	3	3	3	-	2	1	24	2
	11%	10%	13%	13%	9%	13%	15%	9%	2%	4%	7%	24%	14%	46%	14%	-	30%	5%	12%	6%
4th most important reason (4)	11	4	7	8	4	-	1	1	6	1	-	-	-	-	1	-	2	-	9	2
	5%	3%	8%	12%	3%	-	2%	1%	32%	9%	-	-	-	-	3%	-	37%	-	5%	5%
5th most important reason (5)	14	14	1	5	4	4	3	3	1	-	3	-	-	-	-	-	-	4	10	4
	6%	9%	1%	9%	3%	10%	8%	6%	4%	-	15%	-	-	-	-	-	-	26%	5%	11%
		b			b															
Not selected	36	24	13	11	18	7	5	5	5	5	4	2	1	-	5	-	2	2	32	4
	15%	16%	14%	18%	13%	17%	13%	10%	28%	43%	18%	17%	4%	-	26%	-	33%	16%	16%	11%
NETS																				
Net: Top 3	181	108	70	39	112	30	29	46	7	6	14	8	24	7	14	18	2	9	152	29
	75%	72%	77%	62%	81%	72%	77%	83%	36%	49%	67%	83%	96%	100%	71%	100%	30%	58%	75%	73%
Mean score	2.0	2.0	2.0	2.4	1.8	2.0	2.1	1.8	2.8	1.8	2.1	1.7	1.5	2.3	1.8	1.7	3.6	2.6	2.0	2.2
Standard deviation	1.19	1.30	1.00	1.40	1.00	1.35	1.24	1.11	1.45	1.18	1.56	.95	.75	.77	.92	.49	.58	1.79	1.17	1.31
Standard error	.09	.13	.11	.29	.09	.21	.23	.17	.35	.37	.40	.30	.16	.34	.23	.14	.41	.54	.09	.26

Columns Tested: a,b - a,b,c - a,b,c,d,e,f,g,h,i,j,k,l,m,n

Survey of the Self-Employed

Q15_3. You said that you would consider working/ want to work for someone else, rather than being self-employed. For which of the following reasons, if any, do you say this?

I prefer the security of employment

Base: All those who would consider working for someone else or want to work for someone else

	Total	CURRENT WORK		TYPE OF BUSINESS			EDUCATION					LENGTH OF SELF-EMPLOYMENT				
		Work with spouse, relative or business partner	Work by themselves	Limited company	Partnership	Sole trader	Secondary school	University degree	Higher university degree	NET: Up to Secondary school	NET: University	Up to 3 years	3-6 years	6-10 years	10-15 years	More than 15 years
		*a	b	a	*b	c	a	b	*c	d	e	a	b	c	d	*e
Significance Level: 95%																
Unweighted Total	225	17	208	30	6	183	104	94	23	105	117	50	65	43	38	29
Weighted Total	243	19	224	36	9	192	107	103	28	108	131	59	63	50	43	27
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Most important reason (1)	93	5	89	17	2	73	41	42	9	42	50	14	29	22	16	13
	38%	25%	40%	47%	18%	38%	38%	40%	31%	39%	38%	24%	45%	43%	36%	50%
													a			
2nd most important reason (2)	61	2	59	2	2	56	33	23	4	33	27	17	16	13	10	6
	25%	10%	26%	5%	22%	29%	30%	22%	14%	30%	20%	28%	25%	26%	24%	21%
						a										
3rd most important reason (3)	26	4	23	5	2	18	9	14	3	9	17	11	3	5	5	3
	11%	21%	10%	15%	20%	9%	8%	13%	11%	8%	13%	18%	5%	10%	11%	10%
												b				
4th most important reason (4)	11	-	11	3	-	8	6	3	2	6	5	5	2	2	2	1
	5%	-	5%	9%	-	4%	5%	3%	7%	5%	4%	8%	4%	3%	4%	3%
5th most important reason (5)	14	1	13	1	-	11	4	6	5	4	11	2	-	7	3	2
	6%	7%	6%	4%	-	6%	3%	6%	17%	3%	8%	3%	-	14%	7%	8%
														b	b	
Not selected	36	7	29	7	3	26	15	16	6	15	21	11	13	2	8	2
	15%	36%	13%	20%	40%	13%	14%	15%	20%	14%	16%	18%	21%	4%	19%	8%
												c	c		c	
NETS																
Net: Top 3	181	11	170	24	5	147	83	78	16	84	94	42	48	39	30	22
	75%	56%	76%	67%	60%	76%	77%	76%	56%	77%	72%	71%	75%	79%	70%	80%
Mean score	2.0	2.3	2.0	2.0	2.0	2.0	1.9	2.0	2.6	1.9	2.1	2.2	1.6	2.2	2.0	1.9
												b		b	b	
Standard deviation	1.19	1.36	1.18	1.31	.88	1.17	1.08	1.18	1.61	1.07	1.30	1.11	.82	1.42	1.26	1.30
Standard error	.09	.43	.09	.27	.51	.09	.11	.13	.38	.11	.13	.18	.11	.22	.23	.25

Columns Tested: a, b - a, b, c - a, b, c, d, e - a, b, c, d, e

Survey of the Self-Employed

Q15_3. You said that you would consider working/ want to work for someone else, rather than being self-employed. For which of the following reasons, if any, do you say this?

I prefer the security of employment

Base: All those who would consider working for someone else or want to work for someone else

	AWARENESS OF IPSE			SOC				HAPPINESS IN SELF-EMPLOYMENT			WORKING PLANS		AWARENESS OF TAX DEDUCTIBLES FOR TRAINING		
	Total	Know at least a little	Have at least heard of	Have never heard of	1-3	4-6	7-10	NET: 4-10	Happy	Neutral	Unhappy	Remain self-employed	Would consider or want to switch to work for someone else	Aware	Not aware
		*a	b	c	a	b	c	d	a	b	*c	*a	b	a	b
Significance Level: 95%															
Unweighted Total	225	13	54	171	96	79	50	129	145	65	14	-	225	59	166
Weighted Total	243	18	64	179	109	86	48	134	155	73	14	-	243	66	177
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	-	100%	100%	100%
Most important reason (1)	93 38%	6 34%	29 45%	65 36%	41 37%	38 45%	14 30%	53 39%	57 37%	32 44%	4 29%	- -	93 38%	35 53%	58 33%
2nd most important reason (2)	61 25%	2 12%	14 21%	48 27%	27 25%	21 24%	13 28%	34 26%	32 20%	24 33%	5 39%	- -	61 25%	14 21%	48 27%
3rd most important reason (3)	26 11%	2 14%	7 10%	20 11%	13 12%	7 8%	7 15%	14 10%	22 14%	5 7%	- -	- -	26 11%	3 5%	23 13%
4th most important reason (4)	11 5%	2 9%	3 4%	8 5%	6 5%	2 3%	3 7%	5 4%	7 4%	3 5%	1 7%	- -	11 5%	2 3%	9 5%
5th most important reason (5)	14 6%	3 16%	6 10%	8 4%	7 6%	2 3%	5 10%	7 5%	12 7%	3 4%	- -	- -	14 6%	2 3%	12 7%
Not selected	36 15%	3 14%	6 9%	30 17%	16 15%	15 18%	5 10%	20 15%	27 17%	5 7%	3 26%	- -	36 15%	10 15%	27 15%
NETS															
Net: Top 3	181 75%	11 61%	49 76%	132 74%	80 74%	66 77%	35 73%	101 75%	110 71%	62 84%	9 68%	- -	181 75%	52 79%	129 73%
Mean score	2.0	2.5	2.0	2.0	2.1	1.7	2.3 b	1.9	2.1	1.8	1.8	-	2.0	1.6	2.1 a
Standard deviation	1.19	1.59	1.35	1.13	1.23	1.00	1.32	1.16	1.28	1.04	.88	-	1.19	1.02	1.23
Standard error	.09	.46	.19	.10	.14	.13	.20	.11	.12	.14	.26	-	.09	.15	.10

Columns Tested: a,b,c - a,b,c,d - a,b,c - a,b - a,b



Survey of the Self-Employed

Q15_3. You said that you would consider working/ want to work for someone else, rather than being self-employed. For which of the following reasons, if any, do you say this?

I prefer the security of employment

Base: All those who would consider working for someone else or want to work for someone else

	SELF-EMPLOYMENT SUPPORT/ADVICE AVAILABLE AT UNIVERSITY		AWARENESS OF MAKING TAX DIGITAL			CONCERN OVER BREXIT NEGOTIATIONS		CONCERN ABOUT SAVING FOR LATER LIFE		PENSION USAGE			IMPORTANCE OF SAVING FOR LATER LIFE		
	Total	To at least some extent	To no extent	Know at least a little about it	At least heard of it	Have not heard of it	Concerned	Not concerned	Concerned	Not concerned	Have used private/ personal pension	Currently use private/ personal pension	Have never saved through a private/ personal pension	Important	Not important
		*a	b	a	b	c	a	b	a	b	a	b	c	a	*b
Significance Level: 95%															
Unweighted Total	225	15	80	60	93	132	138	77	189	33	111	84	109	207	17
Weighted Total	243	20	86	68	104	139	155	78	200	41	107	84	128	224	18
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Most important reason (1)	93	8	29	27	38	56	58	32	74	20	44	39	45	84	9
	38%	41%	34%	40%	36%	40%	37%	40%	37%	48%	41%	47%	35%	38%	50%
2nd most important reason (2)	61	5	19	12	25	36	42	16	58	3	27	17	32	58	3
	25%	25%	23%	17%	24%	26%	27%	20%	29%	8%	25%	20%	25%	26%	18%
									b						
3rd most important reason (3)	26	2	12	15	15	12	17	9	22	4	11	6	16	25	2
	11%	9%	14%	21%	14%	8%	11%	11%	11%	9%	10%	8%	12%	11%	10%
				c											
4th most important reason (4)	11	-	5	4	7	5	7	4	10	2	2	1	9	11	1
	5%	-	6%	6%	6%	3%	5%	5%	5%	4%	2%	1%	7%	5%	3%
													ab		
5th most important reason (5)	14	2	7	4	5	9	7	7	11	4	2	2	12	14	-
	6%	10%	8%	6%	5%	7%	4%	9%	5%	9%	1%	3%	9%	6%	-
													a		
Not selected	36	3	14	6	15	21	25	11	26	9	22	18	14	32	4
	15%	15%	16%	9%	15%	15%	16%	14%	13%	22%	20%	21%	11%	14%	19%
NETS															
Net: Top 3	181	15	60	54	77	104	116	57	154	27	82	63	93	167	14
	75%	76%	70%	78%	74%	75%	75%	72%	77%	66%	76%	75%	72%	74%	78%
Mean score	2.0	2.0	2.2	2.1	2.1	1.9	2.0	2.1	2.0	1.9	1.7	1.6	2.2	2.0	1.6
Standard deviation	1.19	1.31	1.30	1.26	1.18	1.20	1.13	1.35	1.15	1.41	.91	.97	1.33	1.21	.87
Standard error	.09	.36	.16	.17	.13	.11	.10	.17	.09	.28	.10	.12	.14	.09	.23

Columns Tested: a,b - a,b,c - a,b - a,b - a,b,c - a,b

Survey of the Self-Employed

Q15_4. You said that you would consider working/ want to work for someone else, rather than being self-employed. For which of the following reasons, if any, do you say this?

I miss the workplace camaraderie and human interaction

Base: All those who would consider working for someone else or want to work for someone else

	Total	GENDER		AGE			REGION														
		Male	Female	18-34	35-54	55+	London	South East	South West	East Midlands	West Midlands	Eastern	North West	North East	Yorkshire and Humberside	Wales	Northern Ireland	Scotland	England	Devolved Nations	
		a	b	*a	b	c	a	b	*c	*d	*e	*f	*g	*h	*i	*j	*k	*l	m	*n	
Significance Level: 95%																					
Unweighted Total	225	118	105	29	146	50	35	46	23	15	18	13	22	5	20	12	3	13	197	28	
Weighted Total	243	149	90	63	138	42	38	55	19	12	20	9	25	7	19	18	6	16	204	39	
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Most important reason (1)	20 8%	9 6%	11 12%	4 6%	11 8%	5 12%	2 4%	6 10%	1 3%	1 9%	1 4%	- -	4 15%	- -	4 21%	1 4%	- -	2 13%	17 8%	3 7%	
2nd most important reason (2)	36 15%	22 14%	15 16%	8 12%	23 16%	6 14%	10 27%	7 12%	5 27%	1 8%	1 4%	1 11%	4 16%	2 27%	3 17%	2 10%	- -	1 5%	34 17%	2 6%	
3rd most important reason (3)	44 18%	31 21%	14 15%	13 21%	25 18%	6 15%	5 14%	11 20%	2 9%	3 24%	8 38%	1 8%	3 13%	- -	3 13%	3 19%	2 37%	4 26%	35 17%	10 24%	
4th most important reason (4)	43 18%	25 17%	18 20%	8 13%	27 19%	8 19%	8 23%	6 11%	3 14%	1 9%	5 25%	2 26%	5 19%	5 73%	2 11%	2 10%	2 30%	2 11%	38 19%	5 13%	
5th most important reason (5)	24 10%	17 12%	7 7%	7 11%	12 9%	5 12%	4 10%	3 6%	4 19%	1 9%	- -	2 21%	4 15%	- -	- -	5 27%	- -	2 13%	17 8%	7 17%	
Not selected	76 31%	45 30%	27 30%	23 36%	40 29%	12 30%	9 23%	22 41%	5 28%	5 43%	6 29%	3 35%	6 23%	- -	7 37%	5 30%	2 33%	5 33%	63 31%	12 32%	
NETS																					
Net: Top 3	100 41%	61 41%	39 43%	25 39%	59 42%	17 40%	17 45%	23 42%	7 39%	5 40%	9 45%	2 19%	11 43%	2 27%	10 51%	6 33%	2 37%	7 44%	85 42%	15 38%	
Mean score	3.1	3.2	2.9	3.2	3.1	3.1	3.1	2.9	3.3	3.0	3.2	3.9	3.0	3.5	2.2	3.7	3.4	3.1	3.0	3.4	
Standard deviation	1.23	1.20	1.28	1.21	1.21	1.36	1.18	1.23	1.36	1.32	.79	1.14	1.45	.96	1.15	1.31	.58	1.39	1.22	1.27	
Standard error	.10	.13	.15	.28	.12	.24	.23	.24	.33	.42	.23	.40	.34	.43	.32	.44	.41	.49	.10	.29	

Columns Tested: a,b - a,b,c - a,b,c,d,e,f,g,h,i,j,k,l,m,n

Survey of the Self-Employed

Q15_4. You said that you would consider working/ want to work for someone else, rather than being self-employed. For which of the following reasons, if any, do you say this?

I miss the workplace camaraderie and human interaction

Base: All those who would consider working for someone else or want to work for someone else

	Total	CURRENT WORK		TYPE OF BUSINESS			EDUCATION					LENGTH OF SELF-EMPLOYMENT				
		Work with spouse, relative or business partner	Work by themselves	Limited company	Partnership	Sole trader	Secondary school	University degree	Higher university degree	NET: Up to Secondary school	NET: University	Up to 3 years	3-6 years	6-10 years	10-15 years	More than 15 years
		*a	b	a	*b	c	a	b	*c	d	e	a	b	c	d	*e
Significance Level: 95%																
Unweighted Total	225	17	208	30	6	183	104	94	23	105	117	50	65	43	38	29
Weighted Total	243	19	224	36	9	192	107	103	28	108	131	59	63	50	43	27
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Most important reason (1)	20 8%	* 2%	19 9%	1 4%	- -	18 10%	7 7%	12 11%	1 2%	7 7%	12 9%	7 12%	4 6%	4 7%	3 8%	1 5%
2nd most important reason (2)	36 15%	- -	36 16%	10 26%	- -	24 12%	14 13%	14 14%	7 26%	14 13%	21 16%	12 20%	8 13%	5 11%	8 18%	3 11%
3rd most important reason (3)	44 18%	1 7%	43 19%	7 18%	- -	36 19%	15 14%	19 19%	9 34%	15 14%	29 22%	10 16%	6 10%	10 20%	11 25%	7 27%
4th most important reason (4)	43 18%	9 45%	35 15%	3 9%	4 42%	34 18%	19 18%	17 17%	5 17%	19 18%	22 17%	11 18%	8 13%	11 21%	7 16%	6 24%
5th most important reason (5)	24 10%	- -	24 11%	5 15%	- -	19 10%	14 13%	9 9%	1 3%	14 13%	10 8%	4 7%	10 17%	3 6%	5 10%	2 7%
Not selected	76 31%	8 45%	67 30%	10 27%	5 58%	61 32%	38 35%	31 31%	5 19%	39 36%	37 28%	15 26%	26 41%	18 36%	10 22%	7 25%
NETS																
Net: Top 3	100 41%	2 10%	98 44%	17 49%	- -	78 41%	36 34%	45 44%	17 62%	36 34%	62 47%	29 49%	18 29%	19 38%	22 51%	12 44%
											ad	b			b	
Mean score	3.1	3.7	3.0	3.1	4.0	3.1	3.3	3.0	2.9	3.3	3.0	2.8	3.4	3.1	3.0	3.2
Standard deviation	1.23	.72	1.25	1.26	-	1.25	1.29	1.28	.89	1.29	1.19	1.26	1.38	1.15	1.20	1.07
Standard error	.10	.24	.10	.28	-	.11	.16	.16	.21	.16	.13	.20	.22	.22	.23	.23

Columns Tested: a,b - a,b,c - a,b,c,d,e - a,b,c,d,e

Survey of the Self-Employed

Q15_4. You said that you would consider working/ want to work for someone else, rather than being self-employed. For which of the following reasons, if any, do you say this?

I miss the workplace camaraderie and human interaction

Base: All those who would consider working for someone else or want to work for someone else

	AWARENESS OF IPSE			SOC				HAPPINESS IN SELF-EMPLOYMENT			WORKING PLANS		AWARENESS OF TAX DEDUCTIBLES FOR TRAINING		
	Total	Know at least a little	Have at least heard of	Have never heard of	1-3	4-6	7-10	NET: 4-10	Happy	Neutral	Unhappy	Remain self-employed	Would consider or want to switch to work for someone else	Aware	Not aware
		*a	b	c	a	b	c	d	a	b	*c	*a	b	a	b
Significance Level: 95%															
Unweighted Total	225	13	54	171	96	79	50	129	145	65	14	-	225	59	166
Weighted Total	243	18	64	179	109	86	48	134	155	73	14	-	243	66	177
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	-	100%	100%	100%
Most important reason (1)	20 8%	- -	3 4%	17 10%	9 8%	5 5%	6 13%	11 8%	12 8%	7 10%	1 4%	- -	20 8%	6 8%	14 8%
2nd most important reason (2)	36 15%	6 33%	11 17%	25 14%	20 18% b	6 7%	10 21% b	16 12%	25 16%	8 11%	4 29%	- -	36 15%	10 15%	26 15%
3rd most important reason (3)	44 18%	2 13%	13 21%	31 17%	22 20%	13 15%	9 18%	22 16%	27 17%	17 23%	- -	- -	44 18%	18 26%	27 15%
4th most important reason (4)	43 18%	4 20%	15 24%	28 16%	16 14%	17 20%	10 22%	27 20%	31 20%	11 15%	1 10%	- -	43 18%	7 10%	36 21%
5th most important reason (5)	24 10%	- -	4 7%	20 11%	12 11%	6 7%	6 13%	12 9%	7 5%	15 21% a	2 11%	- -	24 10%	10 15%	14 8%
Not selected	76 31%	6 34%	18 28%	58 32%	30 28% c	39 46% ac	6 12%	45 34% c	54 35% b	15 21%	6 46%	- -	76 31%	17 26%	59 33%
NETS															
Net: Top 3	100 41%	8 46%	27 42%	73 41%	51 47% b	24 27%	25 53% bd	49 37%	64 41%	32 43%	5 33%	- -	100 41%	33 50%	67 38%
Mean score	3.1	2.8	3.2	3.1	3.0	3.3	3.0	3.2	3.0	3.3	2.9	-	3.1	3.1	3.1
Standard deviation	1.23	.92	1.07	1.29	1.23	1.16	1.32	1.24	1.15	1.33	1.47	-	1.23	1.26	1.23
Standard error	.10	.31	.17	.12	.15	.17	.20	.13	.12	.19	.49	-	.10	.19	.12

Columns Tested: a,b,c - a,b,c,d - a,b,c - a,b - a,b

Survey of the Self-Employed

Q15_4. You said that you would consider working/ want to work for someone else, rather than being self-employed. For which of the following reasons, if any, do you say this?

I miss the workplace camaraderie and human interaction

Base: All those who would consider working for someone else or want to work for someone else

	SELF-EMPLOYMENT SUPPORT/ADVICE AVAILABLE AT UNIVERSITY		AWARENESS OF MAKING TAX DIGITAL			CONCERN OVER BREXIT NEGOTIATIONS		CONCERN ABOUT SAVING FOR LATER LIFE		PENSION USAGE			IMPORTANCE OF SAVING FOR LATER LIFE		
	Total	To at least some extent	To no extent	Know at least a little about it	At least heard of it	Have not heard of it	Concerned	Not concerned	Concerned	Not concerned	Have used private/ personal pension	Currently use private/ personal pension	Have never saved through a private/ personal pension	Important	Not important
		*a	b	a	b	c	a	b	a	b	a	b	c	a	*b
Significance Level: 95%															
Unweighted Total	225	15	80	60	93	132	138	77	189	33	111	84	109	207	17
Weighted Total	243	20	86	68	104	139	155	78	200	41	107	84	128	224	18
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Most important reason (1)	20 8%	2 10%	10 11%	5 7%	6 6%	13 10%	12 8%	8 10%	17 9%	2 6%	11 11%	9 11%	8 6%	17 8%	2 13%
2nd most important reason (2)	36 15%	3 12%	16 19%	11 15%	14 14%	22 16%	24 16%	11 13%	32 16%	3 8%	16 15%	14 16%	19 15%	34 15%	2 12%
3rd most important reason (3)	44 18%	1 7%	18 21%	13 19%	19 18%	26 18%	26 17%	14 18%	35 18%	9 22%	20 18%	15 18%	23 18%	44 19%	1 3%
4th most important reason (4)	43 18%	3 17%	13 15%	14 21%	21 20%	22 16%	27 18%	15 19%	36 18%	7 18%	15 14%	7 9%	28 22%	38 17%	5 28%
5th most important reason (5)	24 10%	2 9%	8 10%	9 12%	11 10%	13 10%	8 5%	13 17%	17 9%	7 16%	7 6%	10 11%	14 11%	20 9%	4 21%
Not selected	76 31%	9 45%	21 25%	17 25%	33 32%	43 31%	57 37%	18 23%	62 31%	12 29%	39 36%	29 34%	36 28%	71 32%	4 23%
NETS															
Net: Top 3	100 41%	6 29%	43 51%	28 42%	39 38%	61 44%	63 40%	32 41%	85 42%	15 37%	47 43%	38 46%	50 39%	95 42%	5 28%
Mean score	3.1	3.0	2.9	3.2	3.2	3.0	3.0	3.3	3.0	3.4	2.9	2.9	3.2 a	3.1	3.4
Standard deviation	1.23	1.45	1.25	1.23	1.19	1.26	1.17	1.33	1.23	1.23	1.23	1.33	1.19	1.21	1.51
Standard error	.10	.46	.16	.19	.15	.13	.12	.18	.11	.26	.14	.18	.13	.10	.42

Columns Tested: a,b - a,b,c - a,b - a,b - a,b,c - a,b

Survey of the Self-Employed

Q15_5. You said that you would consider working/ want to work for someone else, rather than being self-employed. For which of the following reasons, if any, do you say this?

I could earn more in employment

Base: All those who would consider working for someone else or want to work for someone else

	Total	GENDER		AGE			REGION													
		Male	Female	18-34	35-54	55+	London	South East	South West	East Midlands	West Midlands	Eastern	North West	North East	Yorkshire and Humberside	Wales	Northern Ireland	Scotland	England	Devolved Nations
		a	b	*a	b	c	a	b	*c	*d	*e	*f	*g	*h	*i	*j	*k	*l	m	*n
Significance Level: 95%																				
Unweighted Total	225	118	105	29	146	50	35	46	23	15	18	13	22	5	20	12	3	13	197	28
Weighted Total	243	149	90	63	138	42	38	55	19	12	20	9	25	7	19	18	6	16	204	39
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Most important reason (1)	73	44	29	20	38	15	9	19	9	5	7	4	5	6	-	4	2	4	63	10
	30%	30%	32%	32%	28%	35%	23%	34%	46%	43%	34%	42%	21%	85%	-	20%	37%	27%	31%	25%
2nd most important reason (2)	43	31	12	9	24	9	8	6	1	3	7	1	4	-	4	3	-	4	35	7
	18%	21%	13%	14%	18%	22%	22%	12%	7%	24%	36%	14%	15%	-	22%	17%	-	27%	17%	19%
3rd most important reason (3)	31	14	17	10	17	4	6	5	3	*	4	-	4	-	2	5	-	2	24	7
	13%	10%	19%	17%	12%	9%	15%	9%	15%	4%	19%	-	16%	-	9%	27%	-	16%	12%	19%
4th most important reason (4)	19	12	7	7	8	4	1	8	1	1	-	-	2	1	1	3	-	1	15	4
	8%	8%	8%	11%	6%	9%	1%	15%	4%	5%	-	-	10%	15%	6%	18%	-	8%	7%	11%
5th most important reason (5)	18	13	6	2	15	2	3	1	1	-	1	2	2	-	6	2	2	-	15	3
	7%	8%	6%	3%	11%	4%	7%	1%	4%	-	4%	21%	10%	-	29%	10%	30%	-	7%	9%
Not selected	59	35	20	15	35	9	12	16	5	3	2	2	7	-	7	1	2	4	52	7
	24%	23%	23%	24%	26%	21%	31%	29%	24%	24%	8%	23%	28%	-	34%	8%	33%	22%	26%	17%
NETS																				
Net: Top 3	147	89	57	40	79	28	23	30	13	8	18	5	13	6	6	11	2	11	122	24
	60%	60%	63%	63%	57%	66%	60%	54%	69%	71%	89%	57%	52%	85%	31%	64%	37%	70%	60%	62%
Mean score	2.3	2.3	2.3	2.2	2.4	2.0	2.3	2.1	1.8	1.6	2.0	2.2	2.6	1.4	3.6	2.8	2.8	2.1	2.2	2.5
Standard deviation	1.34	1.37	1.31	1.22	1.43	1.22	1.26	1.28	1.23	.90	1.00	1.83	1.43	1.15	1.40	1.32	2.33	1.02	1.34	1.35
Standard error	.10	.15	.15	.26	.14	.20	.25	.23	.29	.27	.25	.58	.35	.51	.40	.40	1.64	.34	.11	.29

Columns Tested: a,b - a,b,c - a,b,c,d,e,f,g,h,i,j,k,l,m,n

Survey of the Self-Employed

Q15_5. You said that you would consider working/ want to work for someone else, rather than being self-employed. For which of the following reasons, if any, do you say this?

I could earn more in employment

Base: All those who would consider working for someone else or want to work for someone else

	Total	CURRENT WORK		TYPE OF BUSINESS			EDUCATION					LENGTH OF SELF-EMPLOYMENT				
		Work with spouse, relative or business partner	Work by themselves	Limited company	Partnership	Sole trader	Secondary school	University degree	Higher university degree	NET: Up to Secondary school	NET: University	Up to 3 years	3-6 years	6-10 years	10-15 years	More than 15 years
Significance Level: 95%		*a	b	a	*b	c	a	b	*c	d	e	a	b	c	d	*e
Unweighted Total	225	17	208	30	6	183	104	94	23	105	117	50	65	43	38	29
Weighted Total	243	19	224	36	9	192	107	103	28	108	131	59	63	50	43	27
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Most important reason (1)	73 30%	8 42%	65 29%	10 28%	3 35%	59 31%	30 28%	31 30%	12 43%	30 27%	43 33%	23 39%	17 27%	12 25%	15 35%	5 19%
2nd most important reason (2)	43 18%	3 17%	40 18%	9 24%	- -	34 18%	22 20%	20 19%	1 2%	22 20%	20 15%	11 18%	14 22%	4 9%	3 7%	11 39%
3rd most important reason (3)	31 13%	1 3%	30 14%	1 2%	- -	29 15% a	16 15%	10 10%	3 11%	16 15%	13 10%	4 7%	11 17%	9 19%	6 15%	1 2%
4th most important reason (4)	19 8%	- -	19 8%	2 6%	- -	17 9%	10 9%	9 9%	- -	10 9%	9 7%	3 6%	3 5%	7 15%	4 9%	1 5%
5th most important reason (5)	18 7%	2 9%	17 7%	5 13%	2 20%	9 5%	10 9%	3 3%	6 20%	10 9%	8 6%	7 11%	2 3%	2 4%	5 11%	3 12%
Not selected	59 24%	5 29%	54 24%	10 28%	4 45%	44 23%	21 19%	31 30%	7 24%	22 20%	37 28%	11 19%	16 26%	15 30%	10 24%	6 24%
NETS																
Net: Top 3	147 60%	12 62%	135 60%	19 53%	3 35%	122 64%	67 63%	60 59%	16 56%	67 62%	76 58%	38 64%	42 66%	26 52%	25 57%	16 60%
Mean score	2.3	1.8	2.3	2.4	2.4	2.2	2.4	2.1	2.4	2.4	2.2	2.2	2.1	2.5	2.4	2.4
Standard deviation	1.34	1.37	1.34	1.53	2.16	1.25	1.36	1.19	1.76	1.36	1.34	1.45	1.11	1.32	1.52	1.37
Standard error	.10	.40	.11	.33	1.08	.11	.15	.15	.44	.15	.15	.23	.16	.24	.28	.30

Columns Tested: a,b - a,b,c - a,b,c,d,e - a,b,c,d,e

Survey of the Self-Employed

Q15_5. You said that you would consider working/ want to work for someone else, rather than being self-employed. For which of the following reasons, if any, do you say this?

I could earn more in employment

Base: All those who would consider working for someone else or want to work for someone else

	Total	AWARENESS OF IPSE			SOC				HAPPINESS IN SELF-EMPLOYMENT			WORKING PLANS		AWARENESS OF TAX DEDUCTIBLES FOR TRAINING	
		Know at least a little	Have at least heard of	Have never heard of	1-3	4-6	7-10	NET: 4-10	Happy	Neutral	Unhappy	Remain self-employed	Would consider or want to switch to work for someone else	Aware	Not aware
		*a	b	c	a	b	c	d	a	b	*c	*a	b	a	b
Significance Level: 95%															
Unweighted Total	225	13	54	171	96	79	50	129	145	65	14	-	225	59	166
Weighted Total	243	18	64	179	109	86	48	134	155	73	14	-	243	66	177
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	-	100%	100%	100%
Most important reason (1)	73	5	18	55	35	18	19	38	48	19	5	-	73	10	63
	30%	30%	28%	31%	32%	21%	41%	28%	31%	27%	33%	-	30%	15%	36%
							b								a
2nd most important reason (2)	43	1	11	32	16	20	7	27	31	11	1	-	43	10	32
	18%	6%	17%	18%	14%	23%	15%	20%	20%	15%	6%	-	18%	16%	18%
3rd most important reason (3)	31	4	13	18	13	12	5	18	14	14	3	-	31	14	17
	13%	22%	20%	10%	12%	14%	11%	13%	9%	19%	26%	-	13%	21%	10%
										a				b	
4th most important reason (4)	19	1	3	16	11	3	5	8	8	10	1	-	19	6	13
	8%	6%	4%	9%	10%	3%	11%	6%	5%	14%	7%	-	8%	8%	8%
										a					
5th most important reason (5)	18	4	9	9	6	8	5	13	15	3	-	-	18	6	13
	7%	22%	14%	5%	5%	9%	10%	9%	10%	4%	-	-	7%	9%	7%
			c												
Not selected	59	2	11	48	29	25	6	30	39	16	4	-	59	21	38
	24%	14%	17%	27%	26%	29%	12%	23%	25%	22%	28%	-	24%	32%	22%
					c	c									
NETS															
Net: Top 3	147	10	42	105	64	51	32	83	93	44	9	-	147	34	113
	60%	58%	65%	59%	58%	59%	67%	62%	60%	61%	64%	-	60%	51%	64%
Mean score	2.3	2.8	2.5	2.2	2.2	2.4	2.3	2.3	2.2	2.4	2.1	-	2.3	2.7	2.1
														b	
Standard deviation	1.34	1.64	1.45	1.29	1.32	1.31	1.45	1.36	1.40	1.26	1.17	-	1.34	1.29	1.33
Standard error	.10	.50	.22	.12	.16	.17	.22	.14	.14	.18	.35	-	.10	.21	.12

Columns Tested: a,b,c - a,b,c,d - a,b,c - a,b - a,b

Survey of the Self-Employed

Q15_5. You said that you would consider working/ want to work for someone else, rather than being self-employed. For which of the following reasons, if any, do you say this?

I could earn more in employment

Base: All those who would consider working for someone else or want to work for someone else

	SELF-EMPLOYMENT SUPPORT/ADVICE AVAILABLE AT UNIVERSITY		AWARENESS OF MAKING TAX DIGITAL			CONCERN OVER BREXIT NEGOTIATIONS		CONCERN ABOUT SAVING FOR LATER LIFE		PENSION USAGE			IMPORTANCE OF SAVING FOR LATER LIFE		
	Total	To at least some extent	To no extent	Know at least a little about it	At least heard of it	Have not heard of it	Concerned	Not concerned	Concerned	Not concerned	Have used private/ personal pension	Currently use private/ personal pension	Have never saved through a private/ personal pension	Important	Not important
		*a	b	a	b	c	a	b	a	b	a	b	c	a	*b
Significance Level: 95%															
Unweighted Total	225	15	80	60	93	132	138	77	189	33	111	84	109	207	17
Weighted Total	243	20	86	68	104	139	155	78	200	41	107	84	128	224	18
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Most important reason (1)	73	2	33	21	33	40	42	26	61	11	29	16	43	67	5
	30%	12%	38%	30%	32%	29%	27%	33%	30%	26%	27%	19%	33%	30%	30%
2nd most important reason (2)	43	5	12	14	17	26	27	16	32	10	22	20	20	40	2
	18%	24%	14%	21%	16%	19%	17%	20%	16%	25%	21%	24%	16%	18%	13%
3rd most important reason (3)	31	3	7	11	15	16	18	13	24	7	6	7	22	27	4
	13%	17%	8%	17%	14%	12%	12%	16%	12%	16%	6%	8%	17%	12%	21%
4th most important reason (4)	19	-	7	5	8	11	11	5	19	-	8	7	10	18	1
	8%	-	9%	8%	8%	8%	7%	7%	9%	-	8%	9%	8%	8%	6%
5th most important reason (5)	18	3	5	7	11	7	10	8	13	5	10	10	5	16	2
	7%	16%	6%	11%	11%	5%	6%	10%	7%	12%	9%	12%	4%	7%	10%
Not selected	59	6	21	9	20	39	46	10	50	8	31	24	28	55	4
	24%	31%	25%	14%	19%	28%	30%	13%	25%	20%	29%	28%	22%	24%	21%
						a	b								
NETS															
Net: Top 3	147	11	52	47	65	82	88	55	118	27	57	43	85	135	12
	60%	52%	61%	68%	62%	59%	57%	69%	59%	68%	54%	51%	66%	60%	64%
													b		
Mean score	2.3	2.8	2.1	2.4	2.4	2.2	2.3	2.3	2.3	2.3	2.3	2.6	2.2	2.3	2.4
												c			
Standard deviation	1.34	1.44	1.34	1.38	1.43	1.27	1.32	1.38	1.34	1.37	1.42	1.43	1.23	1.34	1.43
Standard error	.10	.43	.17	.19	.17	.13	.13	.17	.11	.26	.16	.18	.13	.11	.38

Columns Tested: a,b - a,b,c - a,b - a,b - a,b,c - a,b

Survey of the Self-Employed

Q15_6. You said that you would consider working/ want to work for someone else, rather than being self-employed. For which of the following reasons, if any, do you say this?

Other

Base: All those who would consider working for someone else or want to work for someone else

	Total	GENDER		AGE			REGION													
		Male	Female	18-34	35-54	55+	London	South East	South West	East Midlands	West Midlands	Eastern	North West	North East	Yorkshire and Humberside	Wales	Northern Ireland	Scotland	England	Devolved Nations
		a	b	*a	b	c	a	b	*c	*d	*e	*f	*g	*h	*i	*j	*k	*l	m	*n
Significance Level: 95%																				
Unweighted Total	225	118	105	29	146	50	35	46	23	15	18	13	22	5	20	12	3	13	197	28
Weighted Total	243	149	90	63	138	42	38	55	19	12	20	9	25	7	19	18	6	16	204	39
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Most important reason (1)	11 5%	9 6%	2 2%	2 4%	7 5%	2 4%	4 9%	1 3%	3 18%	* 4%	- -	1 6%	- -	- -	2 8%	- -	- -	- -	11 5%	- -
2nd most important reason (2)	4 2%	2 1%	2 3%	- -	3 2%	1 3%	- -	3 6%	- -	* 4%	- -	- -	- -	- -	1 3%	- -	- -	- -	4 2%	- -
3rd most important reason (3)	3 1%	3 2%	- -	- -	1 1%	1 3%	- -	1 3%	- -	- -	- -	- -	- -	- -	- -	- -	- -	1 8%	1 1%	1 3%
4th most important reason (4)	3 1%	1 1%	2 2%	- -	3 2%	- -	1 4%	- -	- -	- -	1 4%	- -	- -	- -	- -	- -	- -	1 5%	2 1%	1 2%
5th most important reason (5)	6 2%	1 *	5 6%	2 3%	3 2%	1 3%	4 10%	1 2%	1 5%	- -	- -	- -	- -	- -	- -	- -	- -	- -	6 3%	- -
Not selected	216 89%	133 89%	79 88%	59 93%	121 87%	36 87%	29 77%	47 86%	15 78%	11 92%	19 96%	8 94%	25 100%	7 100%	17 89%	18 100%	6 100%	14 87%	179 88%	37 95%
NETS																				
Net: Top 3	18 7%	14 9%	4 5%	2 4%	12 8%	4 10%	4 9%	6 11%	3 18%	1 8%	- -	1 6%	- -	- -	2 11%	- -	- -	1 8%	17 8%	1 3%
Mean score	2.6	1.9	3.5	2.8	2.5	2.5	3.2	2.5	1.8	1.5	4.0	1.0	-	-	1.3	-	-	3.4	2.5	3.4
Standard deviation	1.64	1.24	1.72	2.28	1.60	1.61	1.99	1.39	1.85	-	-	-	-	-	.61	-	-	.67	1.69	.67
Standard error	.30	.34	.42	1.61	.36	.57	.70	.49	.83	-	-	-	-	-	.35	-	-	.47	.32	.47

Columns Tested: a,b - a,b,c - a,b,c - a,b,c,d,e,f,g,h,i,j,k,l,m,n

Survey of the Self-Employed

Q15_6. You said that you would consider working/ want to work for someone else, rather than being self-employed. For which of the following reasons, if any, do you say this?

Other

Base: All those who would consider working for someone else or want to work for someone else

	Total	CURRENT WORK		TYPE OF BUSINESS			EDUCATION					LENGTH OF SELF-EMPLOYMENT				
		Work with spouse, relative or business partner	Work by themselves	Limited company	Partnership	Sole trader	Secondary school	University degree	Higher university degree	NET: Up to Secondary school	NET: University	Up to 3 years	3-6 years	6-10 years	10-15 years	More than 15 years
		*a	b	a	*b	c	a	b	*c	d	e	a	b	c	d	*e
Significance Level: 95%																
Unweighted Total	225	17	208	30	6	183	104	94	23	105	117	50	65	43	38	29
Weighted Total	243	19	224	36	9	192	107	103	28	108	131	59	63	50	43	27
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Most important reason (1)	11 5%	2 12%	9 4%	4 12% c	2 27%	4 2%	5 4%	6 6%	* 2%	5 4%	6 5%	- -	5 8% a	* 1%	3 7%	3 10%
2nd most important reason (2)	4 2%	1 6%	3 1%	2 6%	- -	2 1%	2 2%	1 1%	1 5%	2 2%	3 2%	* 1%	1 2%	1 3%	1 1%	1 3%
3rd most important reason (3)	3 1%	- -	3 1%	- -	- -	3 1%	1 1%	1 1%	- -	1 1%	1 1%	- -	- -	1 3%	1 3%	- -
4th most important reason (4)	3 1%	- -	3 1%	- -	- -	3 1%	2 2%	1 1%	- -	2 2%	1 1%	1 1%	- -	- -	2 5%	- -
5th most important reason (5)	6 2%	- -	6 3%	- -	- -	6 3%	2 2%	4 4%	- -	2 2%	4 3%	- -	2 4%	2 5%	1 1%	1 2%
Not selected	216 89%	15 82%	200 89%	30 83%	6 73%	173 90%	95 89%	90 87%	26 93%	96 89%	116 89%	58 98% bd	55 87%	44 89%	36 82%	23 85%
NETS																
Net: Top 3	18 7%	3 18%	15 7%	6 17% c	2 27%	10 5%	8 7%	8 8%	2 7%	8 7%	10 8%	* 1%	6 10% a	3 7%	5 11% a	3 13%
Mean score	2.6	1.3	2.7	1.3	1.0	3.2	2.6	2.6	1.7	2.6	2.5	3.3	2.3	3.4	2.6	1.8
Standard deviation	1.64	.55	1.67	.51	-	1.63	1.62	1.81	.63	1.62	1.72	2.15	1.86	1.59	1.54	1.63
Standard error	.30	.32	.32	.21	-	.34	.42	.50	.45	.42	.44	1.52	.56	.71	.58	.73

Columns Tested: a,b - a,b,c - a,b,c,d,e - a,b,c,d,e

Survey of the Self-Employed

Q15_6. You said that you would consider working/ want to work for someone else, rather than being self-employed. For which of the following reasons, if any, do you say this?

Other

Base: All those who would consider working for someone else or want to work for someone else

	Total	AWARENESS OF IPSE			SOC				HAPPINESS IN SELF-EMPLOYMENT			WORKING PLANS		AWARENESS OF TAX DEDUCTIBLES FOR TRAINING	
		Know at least a little	Have at least heard of	Have never heard of	1-3	4-6	7-10	NET: 4-10	Happy	Neutral	Unhappy	Remain self-employed	Would consider or want to switch to work for someone else	Aware	Not aware
		*a	b	c	a	b	c	d	a	b	*c	*a	b	a	b
Significance Level: 95%															
Unweighted Total	225	13	54	171	96	79	50	129	145	65	14	-	225	59	166
Weighted Total	243	18	64	179	109	86	48	134	155	73	14	-	243	66	177
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	-	100%	100%	100%
Most important reason (1)	11 5%	1 6%	2 4%	9 5%	9 8%	2 2%	1 1%	2 2%	10 6%	1 2%	-	-	11 5%	4 6%	7 4%
					d										
2nd most important reason (2)	4 2%	-	1 1%	4 2%	3 3%	1 1%	1 1%	1 1%	2 1%	1 2%	1 10%	-	4 2%	2 3%	2 1%
3rd most important reason (3)	3 1%	-	1 2%	1 1%	1 1%	-	1 3%	1 1%	3 2%	-	-	-	3 1%	-	3 2%
4th most important reason (4)	3 1%	-	-	3 2%	1 1%	1 2%	1 2%	2 2%	3 2%	-	-	-	3 1%	-	3 2%
5th most important reason (5)	6 2%	-	2 2%	4 2%	2 2%	1 1%	3 6%	4 3%	3 2%	2 3%	1 5%	-	6 2%	2 4%	3 2%
Not selected	216 89%	17 94%	58 91%	158 88%	93 86%	81 94%	42 87%	122 92%	135 87%	69 94%	12 85%	-	216 89%	58 87%	158 90%
NETS															
Net: Top 3	18 7%	1 6%	4 7%	14 8%	13 12%	2 3%	3 5%	5 4%	14 9%	2 3%	1 10%	-	18 7%	6 9%	12 7%
					bd										
Mean score	2.6	1.0	2.6	2.6	2.0	2.9	3.8	3.4	2.4	3.1	2.9	-	2.6	2.4	2.6
Standard deviation	1.64	-	1.77	1.65	1.41	1.87	1.49	1.65	1.61	2.02	1.94	-	1.64	1.82	1.60
Standard error	.30	-	.62	.35	.34	.76	.56	.46	.35	.77	1.37	-	.30	.64	.34

Columns Tested: a,b,c - a,b,c,d - a,b,c - a,b - a,b

Survey of the Self-Employed

Q15_6. You said that you would consider working/ want to work for someone else, rather than being self-employed. For which of the following reasons, if any, do you say this?

Other

Base: All those who would consider working for someone else or want to work for someone else

	SELF-EMPLOYMENT SUPPORT/ADVICE AVAILABLE AT UNIVERSITY		AWARENESS OF MAKING TAX DIGITAL			CONCERN OVER BREXIT NEGOTIATIONS		CONCERN ABOUT SAVING FOR LATER LIFE		PENSION USAGE			IMPORTANCE OF SAVING FOR LATER LIFE		
	Total	To at least some extent	To no extent	Know at least a little about it	At least heard of it	Have not heard of it	Concerned	Not concerned	Concerned	Not concerned	Have used private/ personal pension	Currently use private/ personal pension	Have never saved through a private/ personal pension	Important	Not important
		*a	b	a	b	c	a	b	a	b	a	b	c	a	*b
Significance Level: 95%															
Unweighted Total	225	15	80	60	93	132	138	77	189	33	111	84	109	207	17
Weighted Total	243	20	86	68	104	139	155	78	200	41	107	84	128	224	18
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Most important reason (1)	11 5%	1 3%	2 2%	2 3%	7 7%	4 3%	9 6%	2 2%	8 4%	2 6%	7 6%	6 7%	4 3%	9 4%	1 7%
2nd most important reason (2)	4 2%	- -	3 3%	3 5%	3 3%	1 1%	3 2%	2 2%	4 2%	- -	3 3%	3 3%	1 1%	4 2%	- -
3rd most important reason (3)	3 1%	- -	1 2%	1 2%	1 1%	1 1%	1 1%	1 2%	3 1%	- -	1 1%	1 2%	1 1%	3 1%	- -
4th most important reason (4)	3 1%	- -	1 1%	1 1%	1 1%	2 2%	2 1%	1 2%	2 1%	1 3%	2 2%	2 2%	1 1%	3 1%	- -
5th most important reason (5)	6 2%	- -	1 1%	* 1%	2 2%	4 3%	5 3%	1 1%	5 3%	1 1%	2 1%	1 1%	4 3%	6 3%	- -
Not selected	216 89%	20 97%	78 91%	61 88%	89 85%	127 91%	135 87%	72 91%	178 89%	36 90%	92 86%	71 84%	116 91%	199 89%	17 93%
NETS															
Net: Top 3	18 7%	1 3%	6 7%	7 10%	12 12%	6 4%	13 8%	5 6%	15 8%	2 6%	11 11%	10 12%	7 5%	16 7%	1 7%
Mean score	2.6	1.0	2.4	2.3	2.1	3.1	2.6	2.6	2.6	2.5	2.2	2.2	3.0	2.7	1.0
Standard deviation	1.64	-	1.33	1.17	1.49	1.72	1.75	1.41	1.64	1.91	1.46	1.44	1.82	1.64	-
Standard error	.30	-	.44	.39	.37	.46	.39	.47	.32	1.10	.34	.39	.53	.31	-

Columns Tested: a,b - a,b,c - a,b - a,b - a,b,c - a,b