

Studie zu Unternehmensgründungen in Corona-Zeiten / Study on start-ups in Corona times

Bitte wählen Sie Ihre bevorzugte Sprache / Please select your preferred language:

- 1 Deutsch
- 2 English

[All the following for the "English" option]

Dear founders and self-employed,

Thank you very much for participating in this survey by the Institute for SME Research at the University of Mannheim. By doing so, you help us to identify the challenges for founders in the current situation and to develop recommendations for action for decision-makers in politics, administration and start-up consulting.

This survey is anonymous and will take about 10 minutes.

For the first 500 completely filled out questionnaires, we will donate 1 EUR each to the Corona virus emergency fund of the German Red Cross to help address the Corona virus crisis.

If you have any questions or comments about our study, please send us a message to **gibefragung@ifm.uni-mannheim.de** or use the anonymous comment field at the end of the questionnaire.

[Link to imprint ifm](#)

F1. Have you already founded a business or are you interested in doing so?

- 1 I have already founded a company or am self-employed
- 2 I am interested in starting a business or self-employment

[The whole following section only if F0=1 "I have already founded a company or am self-employed", the end of the section is marked as such]

A. Founders and self-employed

F2. When did you start your own business?

Please indicate the year of your foundation:

[Dropdown Menu: Single years from 2020 to 2010, Before 2010, Don't know, No answer]

F3. Do you have a dependent employment in addition to being self-employed?

- 1 Yes
- 2 No
- 98 I don't know
- 99 No answer

F4. In which area is your company / are you self-employed?

Please indicate the area that applies most.

- 1 Gastronomy (snack bar, restaurant, food truck, catering)
- 2 Retail/wholesale: sale of products
- 3 Skilled craftsmanship
- 4 Health and social affairs
- 5 Services
- 6 Computer and IT
- 7 Production
- 8 Other: _____
- 98 I don't know
- 99 No answer

F5. How many people were employed in your company at the beginning of March (counting yourself)?

- 1
- 2-5
- 6-10
- 11-20
- 21-50
- 51-250
- >250
- 98 I don't know
- 99 No answer

F6. How has the Corona situation affected the current business situation of your company?

- Very negatively
- Negatively
- No effect
- Positively
- Very positively
- I don't know
- No answer

[If F6=4 or 5 "Positively" or "Very positively"]

F7. How have you reacted to the current Corona situation?

Please indicate all answers that apply to you.

- No particular reaction
- Increased production
- Production switched to other goods
- Business hours adjusted
- Expansion of the company
- Shift to digital services
- Shift to mail order / take-away sales
- Employees work overtime
- Employees hired
- Bonus payments agreed upon
- Contribution/acquisition of more own capital
- Existing credit line used more intensively
- New credit line opened
- I don't know
- No answer

[If F6=1-3 "No effect", "Negatively" or "Very negatively", "I don't know" or "No answer"]

F8. How have you reacted to the current Corona situation?

Please indicate all answers that apply to you.

- No particular reaction
- Increased production
- Production switched to other goods
- Business hours adjusted
- Company expansion suspended/postponed
- Shift to digital services
- Shift to mail order / take-away sales
- Employees on vacation / use of hourly accounts
- Employees on short-time work ("Kurzarbeit")
- Employees dismissed
- Salary reductions agreed upon
- Contribution/acquisition of more capital/equity
- Existing credit line used more intensively
- New credit line opened
- Business closed
- Insolvency filed
- I don't know
- No answer

F9. Have you already applied for federal/state/community aid?

Please indicate all answers that apply to you.

- Yes, loans with state guarantee
- Yes, emergency aid for the self-employed and businesses
- Yes, support from the facilitated basic income support (Grundsicherung: Arbeitslosengeld II)
- I'm currently working on an application
- No, I have not applied (yet)
- I don't know
- No answer

[If F9="Yes, ..." or "I'm currently working on..."]

F10. How does/did the application process go?

Please indicate all answers that apply to you.

- Without problems
- The application process is complicated
- The application forms are difficult to understand / to fill out
- There are problems with the website
- The information hotline is hard to reach
- I don't know
- No answer

[If F9="Yes, ..."]

F11. Have you already received the aid that you applied for?

- 1 Yes
- 2 No
- 98 I don't know
- 99 No answer

[If F9="Yes, ..." oder "I'm currently working on..."]

F12. If the current Corona situation were to last longer, how long would you expect the aid to last?

- 1 1 month
- 2 2 months
- 3 3 months
- 4 Up to 6 months
- 5 Up to 12 months
- 6 More than 12 months
- 98 I don't know
- 99 No answer

[If F9="No, I have not applied (yet)"]

F13. Why haven't you applied for government aid yet?

Please indicate all answers that apply to you.

If you select 'other reason', please type it in the text box.

- I do not need financial aid (so far)
- I don't want to get into (higher) debt
- I haven't received any answers to my enquiries
- The application procedure is too complicated
- I have problems to understand / fill out the application forms
- It takes too long to receive the aid
- My main bank currently hesitates to lend more
- I plan to apply in the future
- Other reason: _____
- I don't know
- No answer

[If F9="No, I have not applied (yet)"]

F14. If the current Corona situation were to last longer, how long would you / your business be able to continue without aid from the government?

- 1 1 month
- 2 2 months
- 3 3 months
- 4 Up to 6 months
- 5 Up to 12 months
- 6 More than 12 months
- 7 98 I don't know
- 8 99 No answer

[If F9="No, I have not applied (yet)"]

F15. What would you see as the two most important measures the government could implement to support small businesses and the self-employed in the current Corona situation?

F16. What influence do you expect the Corona situation to have on the long-term business situation of your company?

- 1 Very negative
- 2 Negative
- 3 No influence
- 4 Positive
- 5 Very positive
- 98 I don't know
- 99 No answer

F17. Do you currently need consulting on your foundation / company?

- 1 Yes, I am currently receiving consulting
- 2 Yes, but I am currently not receiving consulting
- 3 No
- 98 I don't know
- 99 No answer

[If F17=1 or 2 "Yes, ..."]

F18. How important or unimportant are the following aspects and topics in management consulting for you in the current Corona situation?

	Not important at all	Less important	Rather important	Very important	I don't know	No answer
Help with the application for emergency aid from federal/state/municipality						
Legal advice on current regulations						
Support in communication with customers						
Support in communication with my bank						
Support in business relations with partner companies / suppliers						
Support in communication with employees						

F19. Are there other, previously not mentioned topics for consulting and support that are important to you personally?

Please write your answers into the text fields.

[End of the section on Founders --> continue with block "Personal characteristics"]

[The following section only if F1=2 "I am interested in starting a business or self-employment", the end of the section is marked as such.]

B. People interested in founding

F20. There are different stages on the path to self-employment. Where are you currently on your path?

- 1 I am going to become self-employed during the next 12 months
- 2 I'll start my own business when the Corona situation improves.
- 3 I will most likely start my own business, but I do not know when yet.
- 4 I am still thinking about whether to become self-employed.
- 98 I don't know
- 99 No answer

F21. Why do you want to establish a business or become self-employed?

Please indicate all answers that apply to you.

If you select 'Other reason', please type it in the text box.

- I want to have flexible working hours.
- I want to be my own boss
- I want to launch an innovative idea on the market.
- I need to work.
- With my skills, it is better to be self-employed rather than be employed elsewhere.
- I see a gap in the market in the current Corona situation
- I want to help in the Corona situation
- Other reason: _____
- I don't know
- No answer

F22. How much does the current Corona situation influence your motivation to start a business?

- 1 Very negatively
- 2 Negatively
- 3 No influence
- 4 Positively
- 5 Very positively
- 98 I don't know
- 99 No answer

F23. In which area would you like to start up?

- 1 Gastronomy (snack bar, restaurant, food truck, catering)
- 2 Retail/wholesale: sale of products
- 3 Skilled craftsmanship
- 4 Health and social affairs
- 5 Services
- 6 Computer and IT
- 7 Production
- 8 Other: _____
- 98 I don't know
- 99 No answer

F24. There are different options when starting a business. How do you want to start-up?

Multiple answers are possible.

- I want to start my business on my own.
- I want to start my business together with at least one partner.
- I want to be self-employed and simultaneously be employed elsewhere.
- I don't know
- No answer

F25. Is Germany a good country to start a business? How much do you agree with the following statements?

This is about your personal opinions.

	Does not apply at all	Does rather not apply	Rather applies	Fully applies	I don't know	No answer
Over the next six months there are good opportunities for <u>my plan</u> to start a business in my region.	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Over the next six months, there are <u>generally</u> good opportunities for starting a business in my region.	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

F26. To what extent do you agree with the following statement:

I have the knowledge, ability and experience necessary to become self-employed.

- 1 Does not apply at all
- 2 Does rather not apply
- 3 Rather applies
- 4 Fully applies
- 98 I don't know
- 99 No answer

F27. How does the Corona situation affect your start-up project?

Please indicate all answers that apply to you.

- No effect
- I don't get the consulting service funded (anymore) by the job center / employment agency.
- I have postponed the date for starting my business.
- I'm planning a completely different kind of business.
- I will start the business as a complementary occupation first.
- I will adapt the intended range of services.
- I will adapt the intended distribution.
- I will adapt the intended partner structure.
- I will adjust the intended financing.
- Other:: _____
- I don't know
- No answer

F28. What do you see as the two most important measures the government could implement to support those interested in founding a company in the current Corona situation?

F29. Do you get consulting for your start-up project?

- 1 Yes
- 2 No, but I want to get consulting
- 3 No
- 98 I don't know
- 99 No answer

[If F29=1 or 2 "Yes" or "No, but I want to get consulting"]

F30. How important or unimportant are the following topics for consulting and support for you personally?

	Not important at all	Rather not important	I do not have a strong opinion.	Rather important	Very important	I don't know	No answer
Assistance in filling out grant applications	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Support in communication with my bank	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Help in dealing with authorities (e.g. job centre or tax office)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Information on emergency financial aid	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Other topic 1: _____	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Other topic 2: _____	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

F31. Are there other, previously not mentioned topics for consulting and support that are important to you personally?

Please write your answers into the text fields.

[If F29=1 or 2 "Yes" or "No, but I want to get consulting"]

F32. How would you like to be consulted/supported?

Please indicate all possible answers that apply to you.

- Group consultation (e.g. an online information seminar on a specific topic)
- Individual consultation via the Internet (Skype, Chat etc.)
- Telephone consultation
- Other: _____
- I don't know
- No answer

[If F29=1 "Yes"]

F33. Have you received consultation since March 2020?

- 1 Yes
- 2 No
- 99 No answer

[If F33=1 "Yes"]

F34. Are you satisfied with the online services of your start-up consultancy?

- 1 Yes
- 2 No
- 3 There is no online offer available
- 4 I am advised by telephone
- 98 I don't know
- 99 No answer

[If F34=2 "No"]

F35. How could the online services of your start-up consultancy be improved?

[End of section on people interested in founding, groups are together from this point on]

C. Personal Characteristics

F36. What year were you born in?

[Dropdown menu with numbers from 1930 to 2002]

F37. Where were you born?

Please choose only one of the following:

- 1 Germany
- 2 European Union (other than Germany)
- 3 A European country other than Germany
- 4 Australia/Oceania
- 5 North America
- 6 Central und South America
- 7 Maghreb, Near and Middle East
- 8 Rest of Africa
- 9 Rest of Asia
- 98 I don't know
- 99 No answer

[Explanation below the question:]

Maghreb: Mauritania, Algeria, Tunisia, Libya and Morocco

Near and Middle East: Afghanistan, Bahrain, Egypt, Iraq, Iran, Israel, Jordan, Kuwait, Lebanon, Oman, Palestine, Saudi Arabia, Syria, United Arab Emirates, Qatar, Yemen

[If F37!=1 not born in Germany]

F38. What year did you come to Germany?

[Dropdown menu with numbers from 1930 to 2020]

[If F37!=1 und !=2 not born in Germany or EU]

F39. What is your residence status?

- 1 Unlimited residence permission ("Unbefristete Aufenthaltserlaubnis")
- 2 Limited residence permission ("Befristete Aufenthaltserlaubnis": "Visum", "Flüchtlingsstatus", "Subsidiärer Schutz", ...)
- 3 Temporary leave to remain („Duldung“)
- 4 Residence title for specific purposes („Aufenthaltsgestattung“)
- 5 EU blue card
- 98 I don't know
- 99 No answer

F40. In which German federal state do you want to establish a start-up?

[Liste of Bundesländer, I don't know, No answer]

F41. Please indicate your gender.

Please select one of the following answers.

- 1 Female
- 2 Male
- 3 Diverse
- 98 I don't know
- 99 No answer

F42. How many of your children under the age of 14 years live with you in your household?

Please select one of the following answers.

- 1 I don't have children
- 0 0
- 1 1
- 2 2
- 3 3 or more children
- 99 No answer

F43. What is your highest educational or vocational qualification?

Please select one of the following answers.

- 1 No school leaving certificate or vocational certificate
- 2 Basic school leaving certificate ("Hauptschulabschluss")
- 3 Secondary school leaving certificate ("Mittlere Reife")
- 4 University entrance qualification ("Abitur")
- 5 Vocational training/apprenticeship ("Ausbildung")
- 6 Master craftsman or technician ("Meisterausbildung")
- 7 University degree
- 8 PhD
- 9 Other
- 98 I don't know
- 99 No answer

[Wenn F33!=1 Geburt nicht in Deutschland]

F44. Can consultation for you take place in German?

Please select one of the following answers.

- 1 Yes
- 2 Only if it is not otherwise possible
- 3 No
- 98 I don't know
- 99 No answer

F45. If you have questions or comments about this survey, please state them here or send them to gi-befragung@ifm.uni-mannheim.de.

Thank you very much for your participation in this study and all the best for your future!