



ESTEEM – Enhance and Stimulate Trust while Exploring new forms of Entrepreneurship Modules

The partnership meets virtually on a regular basis to continue to move forward with the project's activities and results.

The next meeting of the partnership is scheduled in June 2021 in France or in Spain !

Between February and March 2021, ESTEEM's partnership submitted a questionnaire in France, Spain, Portugal and Italy to more than 300 future, young or well-established entrepreneurs, mostly from the sector of craft and with different academic levels.

Our objective? To conduct a quantitative analysis on how psychosocial factors impact entrepreneurship, observe if these factors behave differently between man and women, and understand what are the most important factors to consider to support women entrepreneurship!

What psychosocial factors did we analyze?

Perceived barriers

Obstacles to behavior change perceived by a person.

Psychological well-being

Perception of a person to be responsible for the situation in which he/she lives (satisfaction with his/her life, happiness).

Emotional intelligence

Ability to perceive and express emotions.

Self efficacy

Belief a person has about his/her ability to perform a task/ action.

Entrepreneurial skills

Competencies that improve the possibility of being a successful entrepreneur (empathy, self-confidence, organization, etc.)

Here are the first results of the study:

- ⇒ **Self-efficacy has a great impact on the other factors.** In other words, if the perception of one individual to be able to perform a specific task/action is high, then he/she will probably be more likely to control negative feelings, such as stress (high emotional intelligence) and have a higher psychological well-being to thus be able to face difficult situations ; he/she will have a lower perception of obstacles to his/her activity and have a higher perception of his/her entrepreneurial skills (and thus be more likely to be successful).
- ⇒ **There are differences between countries in the way individuals approach business support** and in the type of support they reach for (public/private). **Women are more willing to ask for support** and **only a small percentage of respondents (33%) indicate that they do not need professional support** for entrepreneurship
- ⇒ **Academic level is not related to entrepreneurship skills.** There is a general belief that people with higher academic levels have more abilities to start a business, but considering the results of our survey, it seems that such skills are not related with the academic degree of individuals.
- ⇒ **There are no differences between men and women in how psychosocial factors behave.** Both men and women have a low emotional intelligence and a low perception of their self-efficacy.
- ⇒ **All the psychosocial factors studied influence the entrepreneurial behavior of women** and need to be considered and reinforced to improve women entrepreneurship.

To confirm these results, the partners are currently conducting some focus groups, in which 3 to 6 entrepreneurs discuss their entrepreneurial experiences!



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