



AGRIENT:
Enhancing Youth Entrepreneurship Skills,
Careers Guidance and Competences in
Agriculture Through a Game based Virtual
Reality Platform
Agreement Number: 2018-3-HR01-KA205-
060151

**Agrient- Enhancing Youth Entrepreneurship Skills,
Careers Guidance and Competences in
Agriculture Through a Game based Virtual
Reality Platform**

ERASMUS + 2018-3-HR01-KA205-060151



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INTRODUCTION

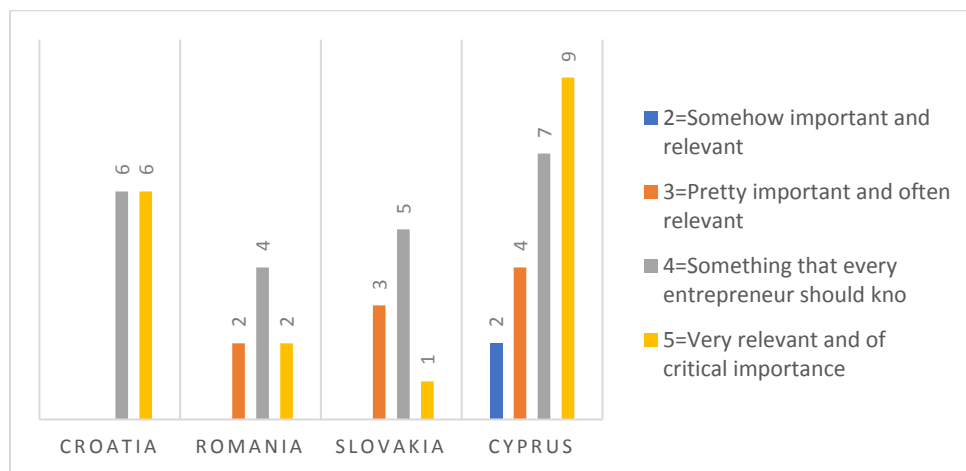
This questionnaire has been developed under the Project Agrient- Enhancing Youth Entrepreneurship Skills, Careers Guidance and Competences in Agriculture Through a Game based Virtual Reality Platform (ERASMUS + 2018-3-HR01-KA205-060151). It contains the statistical analysis of the answers to questions addressed in questionnaires that were distributed to the participants to the survey conducted in the project (Romania, Cyprus, Slovakia, Croatia - Education Centres – 51 respondents). Within the AGRIENT project, our first goal is to study the current state on Agro-Entrepreneurship Training around Europe. The objective of this questionnaire is to identify the gaps and needs that the project will later use to design courses to cover agro-entrepreneurship training.

1. How would you evaluate the relevance and importance of each of the following study fields / subjects for a future agro-entrepreneur?

Business management

a. A Startup guide for entrepreneurs

	2=Somehow important and relevant	3=Pretty important and often relevant	4=Something that every entrepreneur should know	5=Very relevant and of critical importance	Grand Total
Croatia			6	6	12
Cyprus	2	4	7	9	22
Romania		2	4	2	8
Slovakia		3	5	1	9
Grand Total	2	9	22	18	51



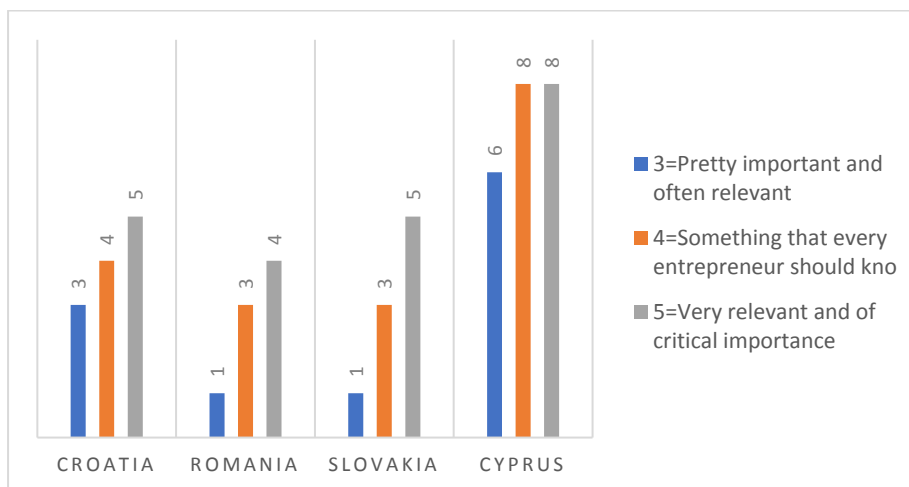
The results show that the majority of participants to the questionnaire find the Startup guide to be overall highly important for entrepreneurs:

- 43.1% of participants consider the guide is something that every entrepreneur should know;
- 35.3% of participants consider the guide is very relevant and of critical importance, while
- 17.6% of participants consider it is pretty important and often relevant.

Only 4% of participants consider the guide to be merely somehow important and relevant for entrepreneurs. No participant qualified it as irrelevant and useless.

b. Market analysis

	3=Pretty important and often relevant	4=Something that every entrepreneur should know	5=Very relevant and of critical importance	Grand Total
Croatia	3	4	5	12
Cyprus	6	8	8	22
Romania	1	3	4	8
Slovakia	1	3	5	9
Grand Total	11	18	22	51



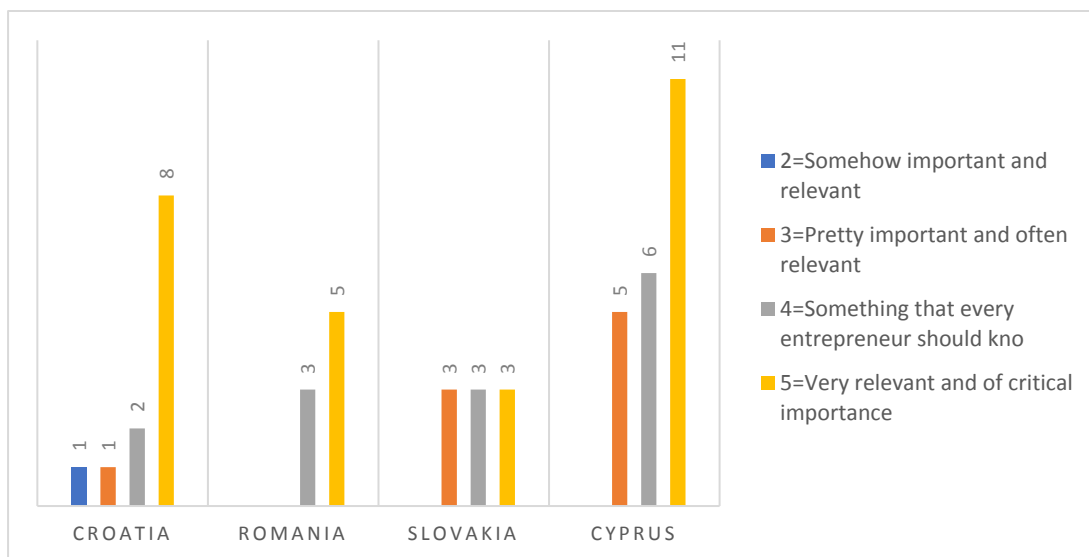
The results show that the majority of participants to the questionnaire find the market analysis to be overall very important for entrepreneurs:

- 43.1% of participants consider that the market analysis is very relevant and of critical importance;
- 35.3% of participants consider that the market analysis is something that every entrepreneur should know, while
- 21.6% of participants consider it is pretty important and often relevant.

It can be observed that no participant considers the market analysis is only somehow important. Also, no participant qualified it as irrelevant and useless.

c. Business and marketing plan

	Column Labels 2=Somehow important and relevant	3=Pretty important and often relevant	4=Something that every entrepreneur should know	5=Very relevant and of critical importance	Grand Total
Croatia	1	1	2	8	12
Cyprus		5	6	11	22
Romania			3	5	8
Slovakia		3	3	3	9
Grand Total	1	9	14	27	51



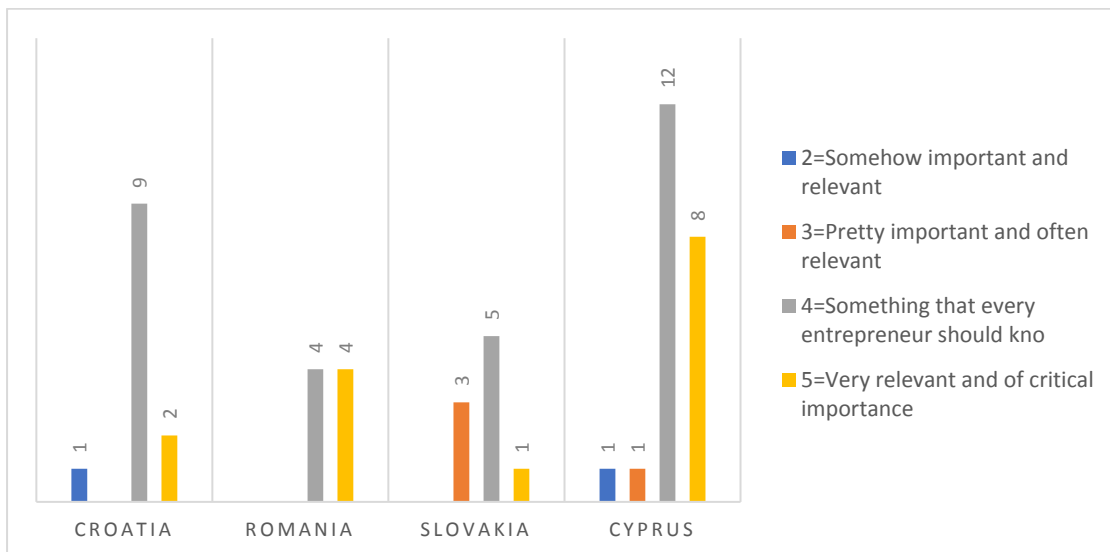
The results show that the majority of participants to the questionnaire find the business and marketing plan to be of a high importance for entrepreneurs:

- 53% of participants consider that the business and marketing plan is very relevant and of critical importance;
- 27.4% of participants consider that the business and marketing plan is something that every entrepreneur should know, while
- 17.6% of participants consider that the plan is pretty important and often relevant.

Only 2% of participants consider the plan to be merely somehow important and relevant for entrepreneurs. No participant qualified it as irrelevant and useless.

d. Business model development

	Column Labels 2=Somehow important and relevant	3=Pretty important and often relevant	4=Something that every entrepreneur should know	5=Very relevant and of critical importance	Grand Total
Croatia	1		9	2	12
Cyprus	1	1	12	8	22
Romania			4	4	8
Slovakia		3	5	1	9
Grand Total	2	4	30	15	51



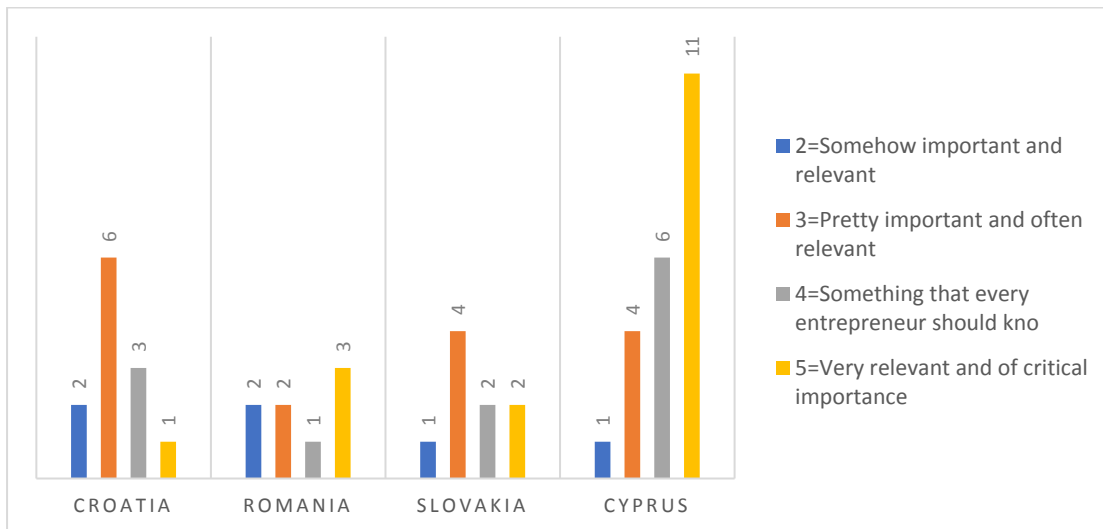
The results show that the majority of participants to the questionnaire find the business model development to be of a high importance for entrepreneurs:

- 59% of participants consider the model is something that every entrepreneur should know;
- 29.4% of participants consider the guide is very relevant and of critical importance, while
- 7.8% of participants consider it is pretty important and often relevant.

Only 3.9% of participants consider the model to be merely somehow important and relevant for entrepreneurs. No participant qualified it as irrelevant and useless.

e. Rapid prototyping and innovation

	Column Labels 2=Somehow important and relevant	3=Pretty important and often relevant	4=Something that every entrepreneur should know	5=Very relevant and of critical importance	Grand Total
Croatia	2	6	3	1	12
Cyprus	1	4	6	11	22
Romania	2	2	1	3	8
Slovakia	1	4	2	2	9
Grand Total	6	16	12	17	51



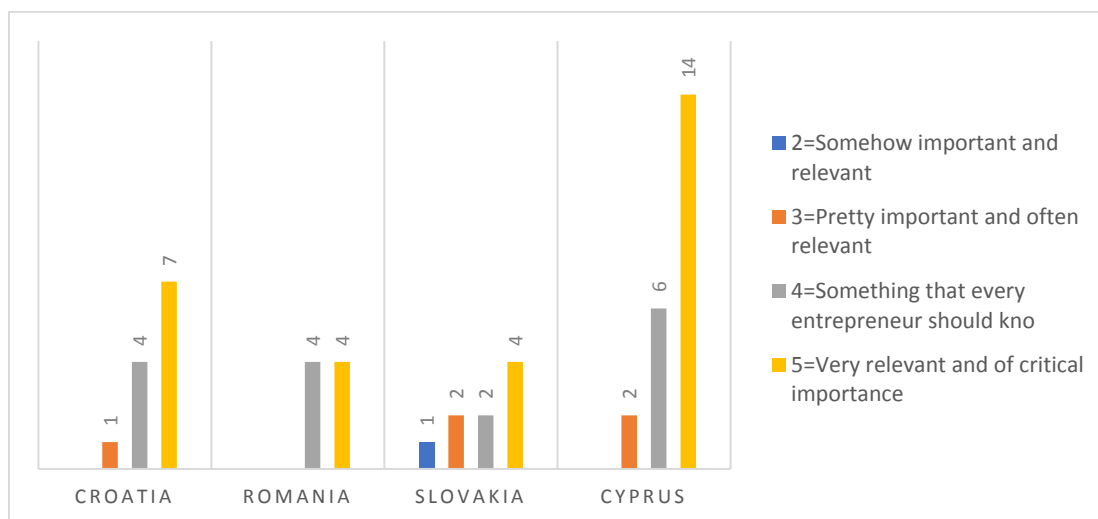
The results show that the majority of participants to the questionnaire find that rapid prototyping and innovation are of an overall significant importance for entrepreneurs:

- 33.4% of participants consider that rapid prototyping and innovation are very relevant and of critical importance;
- 31.3% of participants consider these to be pretty important and often relevant;
- 23.5% of participants consider the model is something that every entrepreneur should know, while
- 11.8% of participants consider rapid prototyping and innovation to be only somehow important and relevant for entrepreneurs.

No participant qualified it as irrelevant and useless.

f. Market surveying and product pricing

	2=Somehow important and relevant	3=Pretty important and often relevant	4=Something that every entrepreneur should know	5=Very relevant and of critical importance	Grand Total
Croatia		1	4	7	12
Cyprus		2	6	14	22
Romania			4	4	8
Slovakia	1	2	2	4	9
Grand Total	1	5	16	29	51



The results show that the majority of participants to the questionnaire find the market surveying and product pricing to be of a high importance for entrepreneurs:

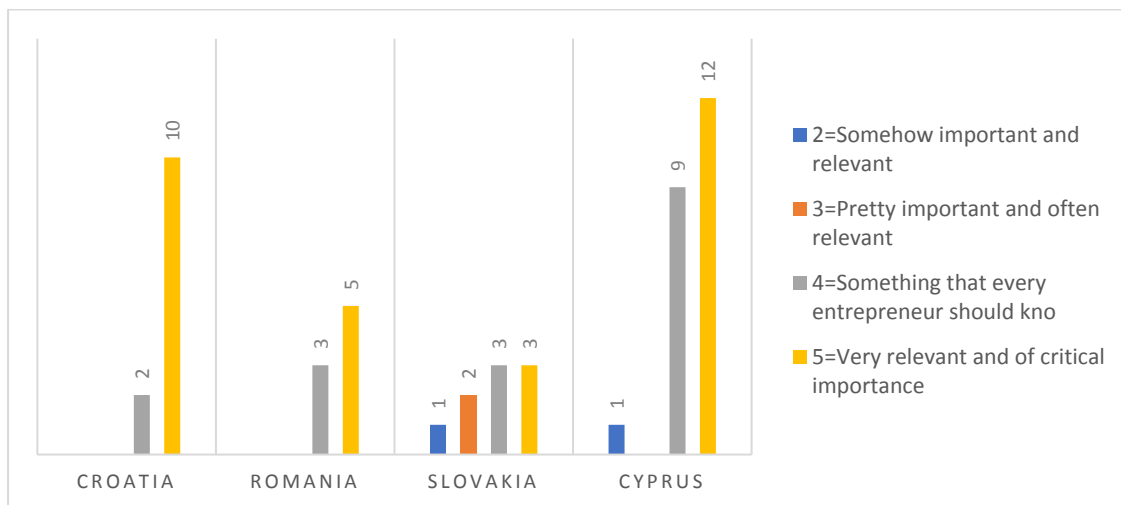
- 56.8% of participants consider market surveying and product pricing to be very relevant and of critical importance;
- 31.3% of participants consider that market surveying and product pricing is something that every entrepreneur should know, while
- 9.9% of participants consider it is pretty important and often relevant.

Only 2% of participants consider that market surveying and product pricing is merely somehow important and relevant for entrepreneurs.

No participant qualified it as irrelevant and useless.

g. Planning/defining business costs

	2=Somehow important and relevant	3=Pretty important and often relevant	4=Something that every entrepreneur should know	5=Very relevant and of critical importance	Grand Total
Croatia			2	10	12
Cyprus	1		9	12	22
Romania			3	5	8
Slovakia	1	2	3	3	9
Grand Total	2	2	17	30	51



The results show that the majority of participants to the questionnaire find that planning/defining business costs is highly important for entrepreneurs:

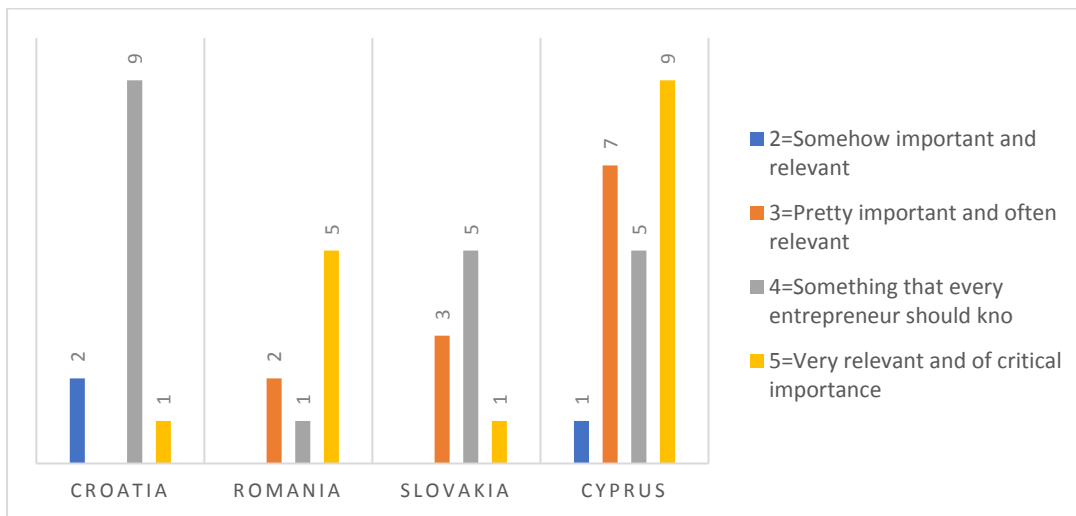
- 58.8% of participants consider planning/defining business costs to be very relevant and of critical importance;
- 33.2% of participants consider that planning/defining business costs is something that every entrepreneur should know, while
- 4% of participants consider it is pretty important and often relevant.

Only 4% of participants consider that planning/defining business costs is merely somehow important and relevant for entrepreneurs.

No participant qualified it as irrelevant and useless.

h. Planning and managing the business team

	2=Somehow important and relevant	3=Pretty important and often relevant	4=Something that every entrepreneur should know	5=Very relevant and of critical importance	Grand Total
Croatia	2		9	1	12
Cyprus	1	7	5	9	22
Romania		2	1	5	8
Slovakia		3	5	1	9
Grand Total	3	12	20	16	51



The results show that the majority of participants to the questionnaire find that planning and managing the business team is very important for entrepreneurs:

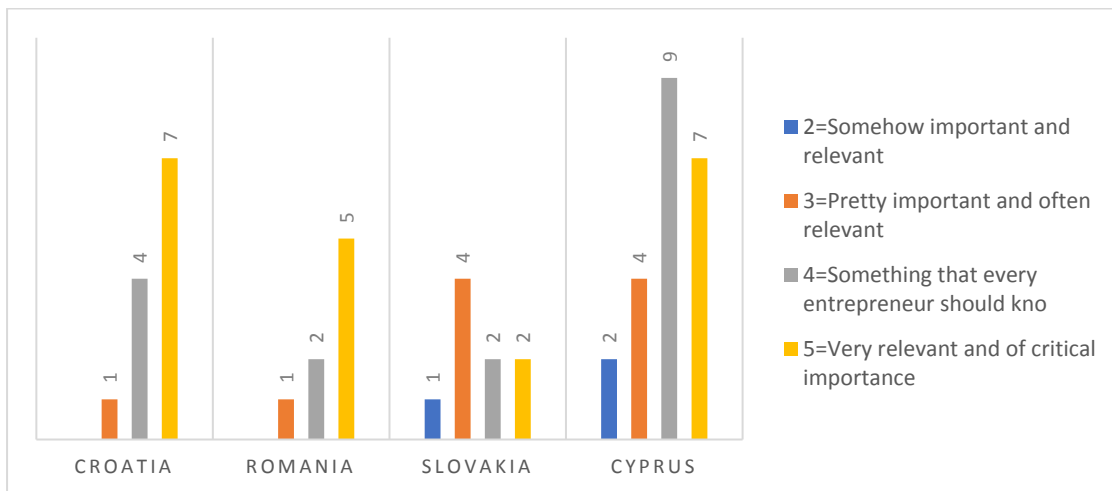
- 39.2% of participants consider that planning and managing the business team is something that every entrepreneur should know;
- 31.3% of participants consider planning and managing the business team to be very relevant and of critical importance, while
- 23.5% of participants consider it is pretty important and often relevant.

Only 6% of participants consider that planning and managing the business team is merely somehow important and relevant for entrepreneurs.

No participant qualified it as irrelevant and useless.

i. Business monitoring and control

	2=Somehow important and relevant	3=Pretty important and often relevant	4=Something that every entrepreneur should know	5=Very relevant and of critical importance	Grand Total
Croatia		1	4	7	12
Cyprus	2	4	9	7	22
Romania		1	2	5	8
Slovakia	1	4	2	2	9
Grand Total	3	10	17	21	51



The results show that the majority of participants to the questionnaire find that business monitoring and control are highly important for entrepreneurs:

- 41.1% of participants consider business monitoring and control to be very relevant and of critical importance;
- 33.3% of participants consider that business monitoring and control are something that every entrepreneur should know, while
- 19.6% of participants consider these are pretty important and often relevant.

Only 6% of participants consider that business monitoring and control are merely somehow important and relevant for entrepreneurs.

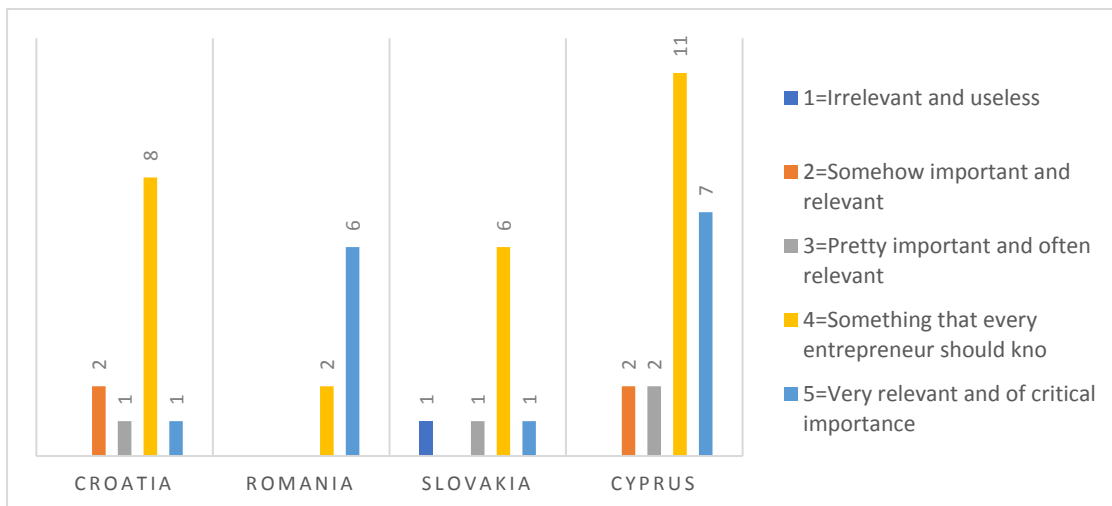
No participant qualified it as irrelevant and useless.

2. How would you evaluate the relevance and importance of each of the following study fields / subjects for a future agro-entrepreneur? (1 Irrelevant and useless; 2 = Somehow important and relevant; 3 = Pretty important and often relevant; 4 = Something that every entrepreneur should know; 5 = Very relevant and of critical importance).

Team Management

a. Establishing your team

	1=Irrelevant and useless	2=Somehow important and relevant	3=Pretty important and often relevant	4=Something that every entrepreneur should know	5=Very relevant and of critical importance	Grand Total
Croatia		2	1	8	1	12
Cyprus		2	2	11	7	22
Romania				2	6	8
Slovakia	1		1	6	1	9
Grand Total	1	4	4	27	15	51



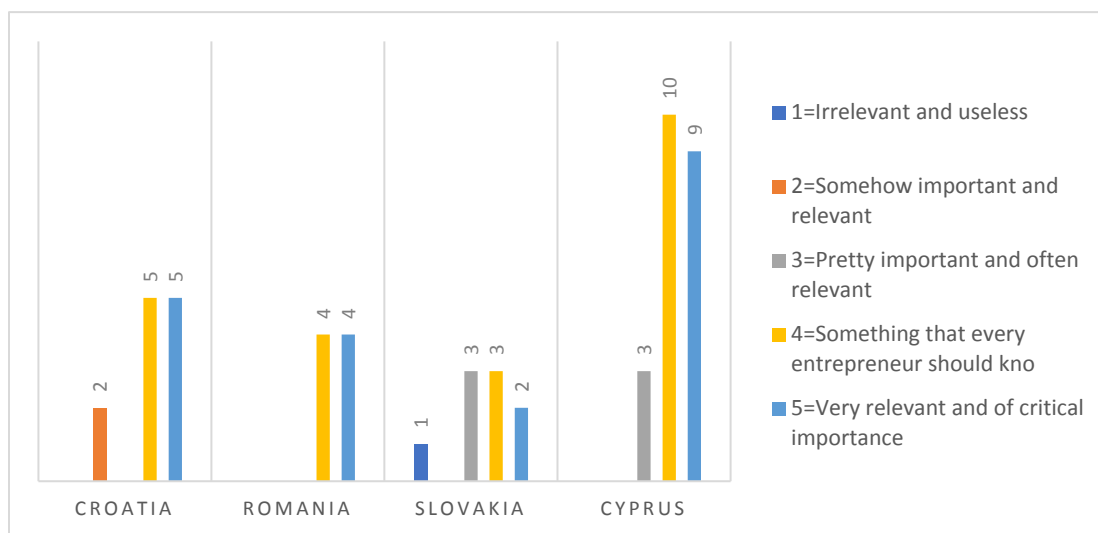
The results show that the majority of participants to the questionnaire find that, when it comes to team management, establishing your team is highly relevant and important for future agro-entrepreneurs:

- 53% of participants consider that how to establish your team is something that every entrepreneur should know;

- 29.4% of participants consider establishing your team to be very relevant and of critical importance;
 - 7.8% of participants consider it is pretty important and often relevant, while
 - 7.8% of participants consider that establishing your team is merely somehow important and relevant for future agro-entrepreneurs.
- 2% of the participants qualified establishing the team as irrelevant and useless.

b. Teamwork skills

	1=Irrelevant and useless	2=Somehow important and relevant	3=Pretty important and often relevant	4=Something that every entrepreneur should know	5=Very relevant and of critical importance	Grand Total
Croatia		2		5	5	12
Cyprus			3	10	9	22
Romania				4	4	8
Slovakia	1		3	3	2	9
Grand Total	1	2	6	22	20	51



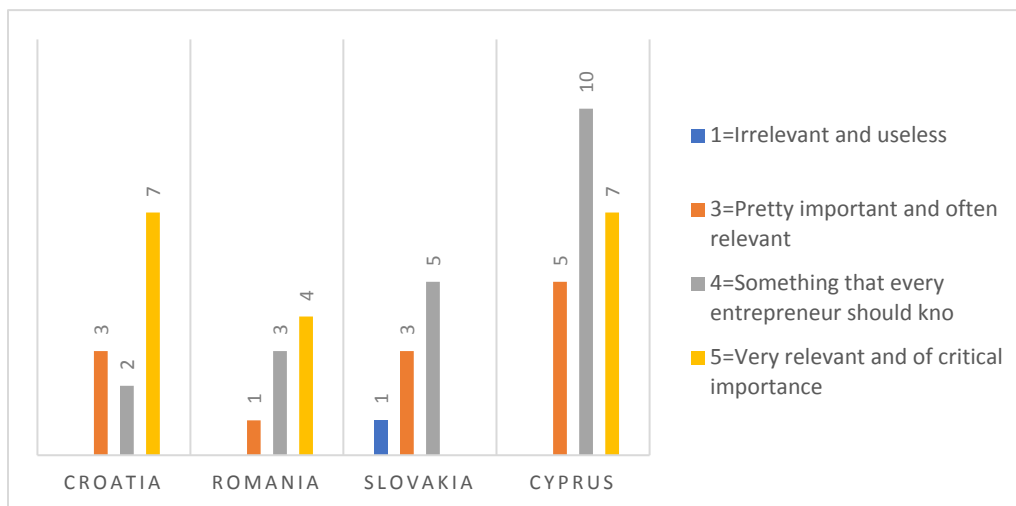
The results show that the majority of participants to the questionnaire find that, when it comes to team management, teamwork skills are highly relevant and important for future agro-entrepreneurs:

- 43.2% of participants consider that teamwork skills are something that every entrepreneur should know;

- 39.2% of participants consider teamwork skills to be very relevant and of critical importance;
 - 11.7% of participants consider these are pretty important and often relevant, while
 - 3.9% of participants consider that teamwork skills are merely somehow important and relevant for future agro-entrepreneurs.
- 2% of the participants qualified teamwork skills as irrelevant and useless.

c. Team management and execution team

	1=Irrelevant and useless	3=Pretty important and often relevant	4=Something that every entrepreneur should know	5=Very relevant and of critical importance	Grand Total
Croatia		3	2	7	12
Cyprus		5	10	7	22
Romania		1	3	4	8
Slovakia	1	3	5		9
Grand Total	1	12	20	18	51



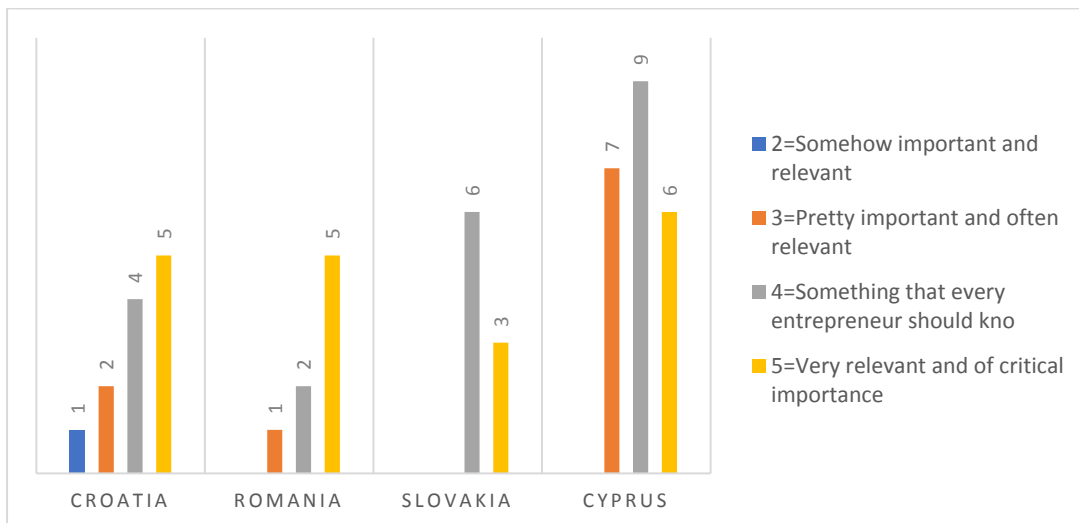
The results show that the majority of participants to the questionnaire find that, when it comes to team management, team management and execution team are highly relevant and important for future agro-entrepreneurs:

- 39.2% of participants consider that team management and execution team are something that every entrepreneur should know;
- 35.2% of participants consider team management and execution team to be very relevant and of critical importance;

- 23.6% of participants consider these are pretty important and often relevant, while
 - 2% of participants qualified teamwork skills as irrelevant and useless
- No participant considered that team management and execution team are merely somehow important and relevant for future agro-entrepreneurs.

d. Techniques to motivate human resources

	2=Somehow important and relevant	3=Pretty important and often relevant	4=Something that every entrepreneur should know	5=Very relevant and of critical importance	Grand Total
Croatia	1	2	4	5	12
Cyprus		7	9	6	22
Romania		1	2	5	8
Slovakia			6	3	9
Grand Total	1	10	21	19	51



The results show that the majority of participants to the questionnaire find that, when it comes to team management, techniques to motivate human resources are highly relevant and important for future agro-entrepreneurs:

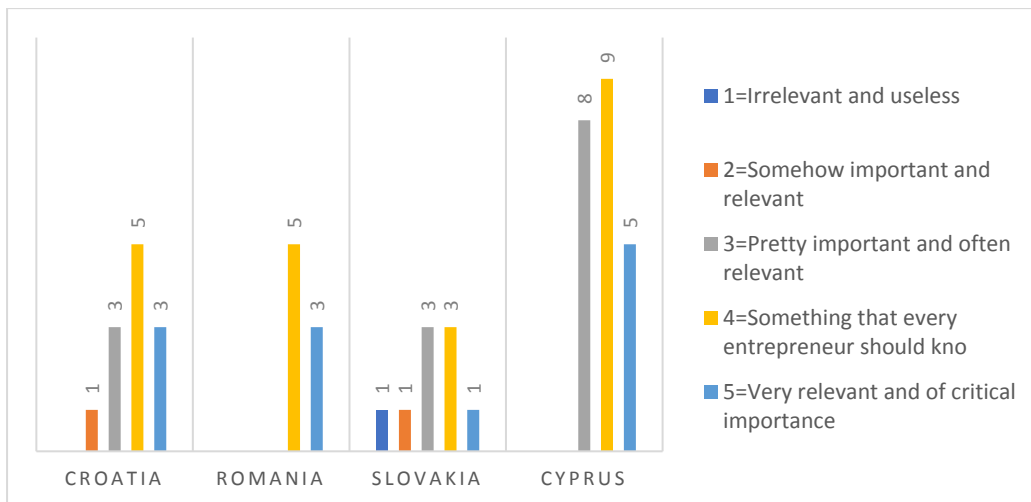
- 41.1% of participants consider that techniques to motivate human resources are something that every entrepreneur should know;
- 37.3% of participants consider techniques to motivate human resources to be very relevant and of critical importance;
- 19.6% of participants consider these are pretty important and often relevant, while

- 2% of participants consider that techniques to motivate human resources are merely somehow important and relevant.

No participant qualified techniques to motivate human resources as irrelevant and useless for future agro-entrepreneurs.

e. Conflict management

	1=Irrelevant and useless	2=Somehow important and relevant	3=Pretty important and often relevant	4=Something that every entrepreneur should know	5=Very relevant and of critical importance	Grand Total
Croatia		1	3	5	3	12
Cyprus			8	9	5	22
Romania				5	3	8
Slovakia	1	1	3	3	1	9
Grand Total	1	2	14	22	12	51



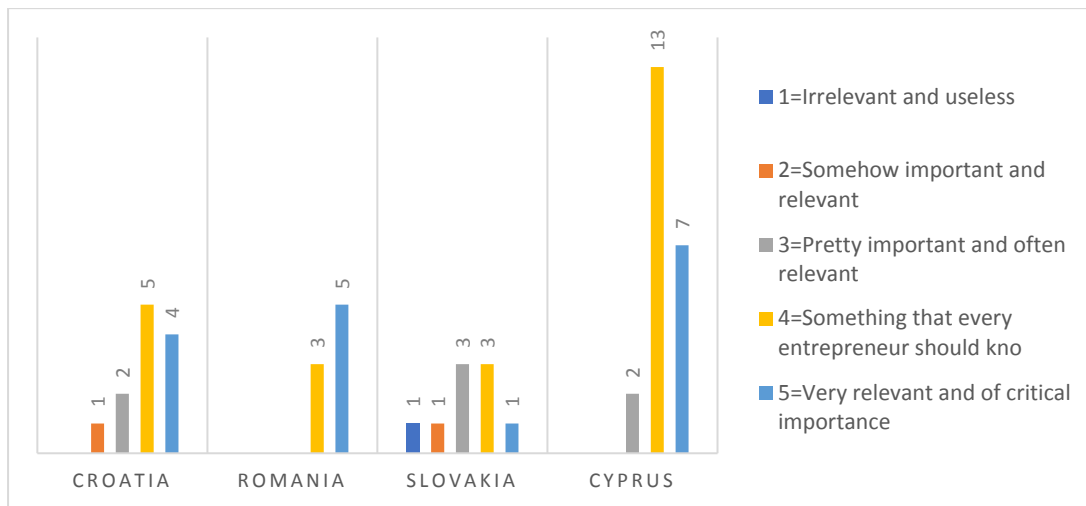
The results show that the majority of participants to the questionnaire find that, when it comes to team management, conflict management is very relevant and important for future agro-entrepreneurs:

- 43.1% of participants consider that conflict management is something that every entrepreneur should know;
- 27.4% of participants consider it is pretty important and often relevant;
- 23.5% of participants consider conflict management to be very relevant and of critical importance, while
- 4% of participants consider that conflict management is merely somehow important and relevant.

2% of the participants find conflict management as irrelevant and useless.

f. Managing and allocating human resources

	1=Irrelevant and useless	2=Somehow important and relevant	3=Pretty important and often relevant	4=Something that every entrepreneur should know	5=Very relevant and of critical importance	Grand Total
Croatia		1	2	5	4	12
Cyprus			2	13	7	22
Romania				3	5	8
Slovakia	1	1	3	3	1	9
Grand Total	1	2	7	24	17	51



The results show that the majority of participants to the questionnaire find that, when it comes to team management, managing and allocating human resources are very relevant and important for future agro-entrepreneurs:

- 47% of participants consider that managing and allocating human resources are something that every entrepreneur should know;
- 33.3% of participants consider managing and allocating human resources to be very relevant and of critical importance;
- 13.7% of participants consider these are pretty important and often relevant, while
- 4% of participants consider that managing and allocating human resources are merely somehow important and relevant.

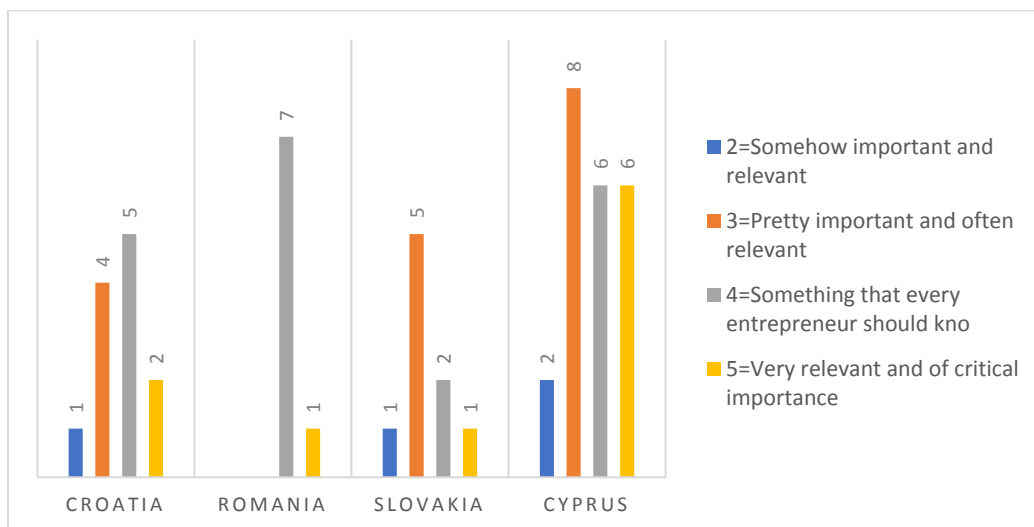
2% of the participants find managing and allocating human resources as irrelevant and useless.

3. How would you evaluate the relevance and importance of each of the following study fields / subjects for a future agro-entrepreneur? (1 Irrelevant and useless; 2 = Somehow important and relevant; 3 = Pretty important and often relevant; 4 = Something that every entrepreneur should know; 5 = Very relevant and of critical importance).

Strategic Management

- a. Management models: advantages and disadvantages

	2=Somehow important and relevant	3=Pretty important and often relevant	4=Something that every entrepreneur should know	5=Very relevant and of critical importance	Grand Total
Croatia	1	4	5	2	12
Cyprus	2	8	6	6	22
Romania			7	1	8
Slovakia	1	5	2	1	9
Grand Total	4	17	20	10	51



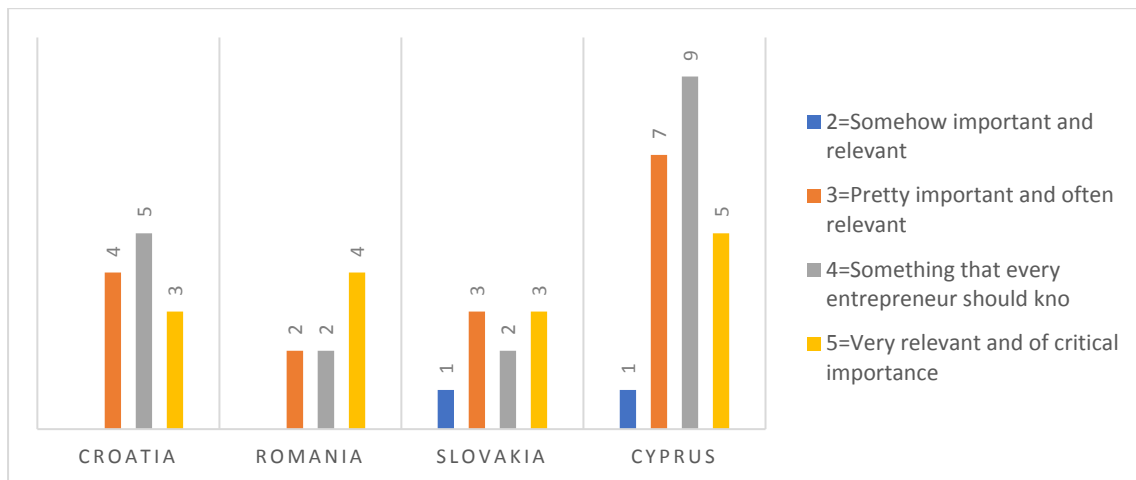
The results show that the majority of participants to the questionnaire find that, when it comes to strategic management, the advantages and disadvantages of management models are generally relevant and important for future agro-entrepreneurs:

- 39.2% of participants consider that the advantages and disadvantages of management models are something that every entrepreneur should know;
- 19.6% of participants consider the advantages and disadvantages of management models to be very relevant and of critical importance;
- 33.3% of participants consider these are pretty important and often relevant, while
- 7.9% of participants consider that the advantages and disadvantages of management models are merely somehow important and relevant.

None of the participants found the advantages and disadvantages of management models as irrelevant and useless.

b. General management principles

	2=Somehow important and relevant	3=Pretty important and often relevant	4=Something that every entrepreneur should know	5=Very relevant and of critical importance	Grand Total
Croatia		4	5	3	12
Cyprus	1	7	9	5	22
Romania		2	2	4	8
Slovakia	1	3	2	3	9
Grand Total	2	16	18	15	51



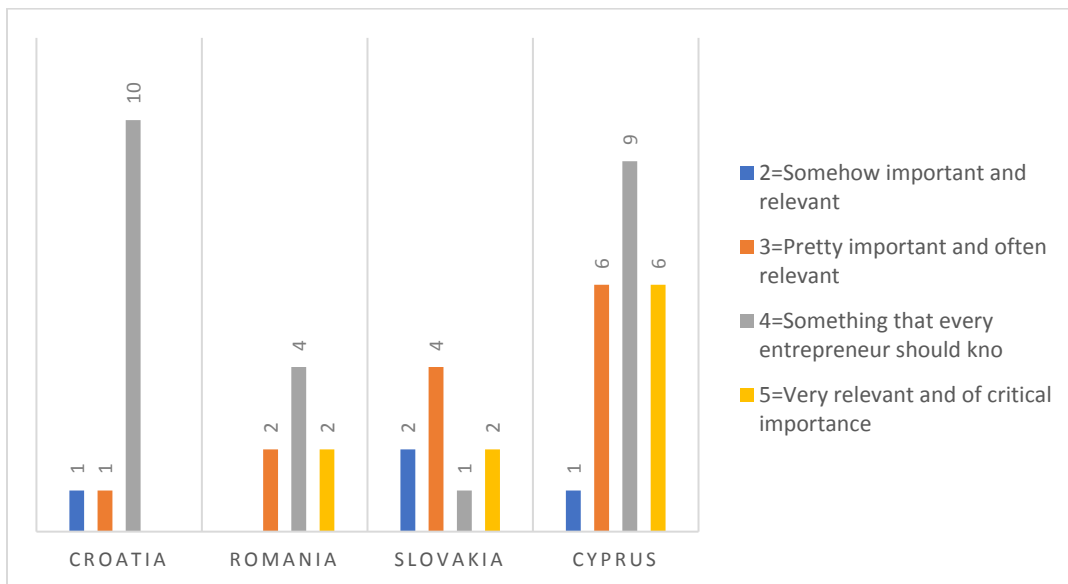
The results show that the majority of participants to the questionnaire find that, when it comes to strategic management, the general management principles are generally relevant and important for future agro-entrepreneurs:

- 35.3% of participants consider that the general management principles are something that every entrepreneur should know;
- 31.4% of participants consider these are pretty important and often relevant;
- 29.4% of participants consider the general management principles to be very relevant and of critical importance, while
- 3.9% of participants consider that the general management principles are merely somehow important and relevant.

None of the participants found the general management principles as irrelevant and useless.

c. Organizational culture

	2=Somehow important and relevant	3=Pretty important and often relevant	4=Something that every entrepreneur should know	5=Very relevant and of critical importance	Grand Total
Croatia	1	1	10		12
Cyprus	1	6	9	6	22
Romania		2	4	2	8
Slovakia	2	4	1	2	9
Grand Total	4	13	24	10	51



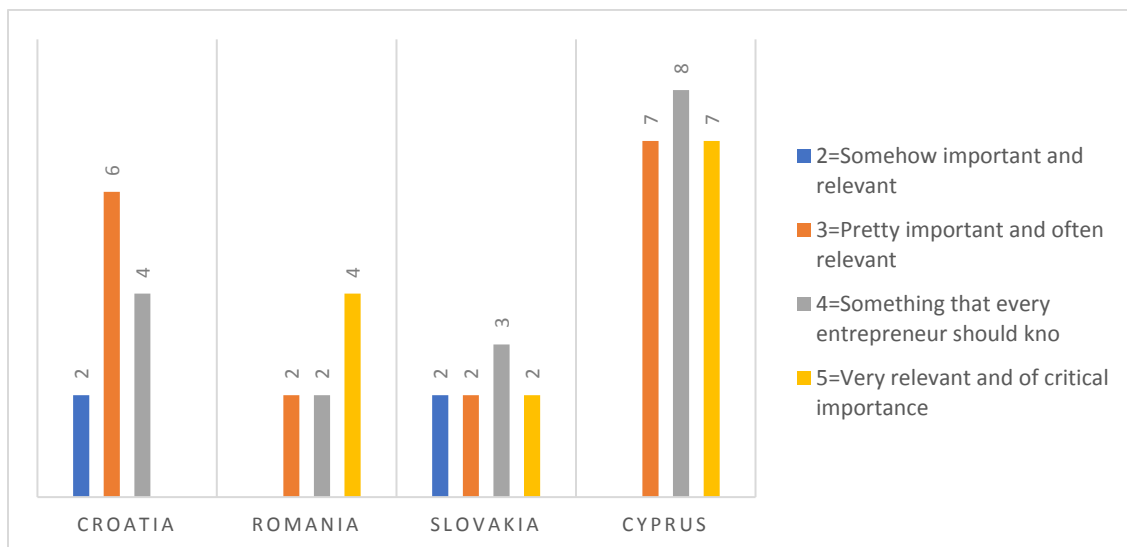
The results show that the majority of participants to the questionnaire find that, when it comes to strategic management, the organizational culture is generally relevant and important for future agro-entrepreneurs:

- 47% of participants consider that the organizational culture is something that every entrepreneur should know;
- 25.5% of participants consider this is pretty important and often relevant;
- 19.6% of participants consider the organizational culture to be very relevant and of critical importance, while
- 7.9% of participants consider that the organizational culture is merely somehow important and relevant.

None of the participants found the organizational culture as irrelevant and useless.

d. Current trends in strategic management

	2=Somehow important and relevant	3=Pretty important and often relevant	4=Something that every entrepreneur should know	5=Very relevant and of critical importance	Grand Total
Croatia	2	6	4		12
Cyprus		7	8	7	22
Romania		2	2	4	8
Slovakia	2	2	3	2	9
Grand Total	4	17	17	13	51



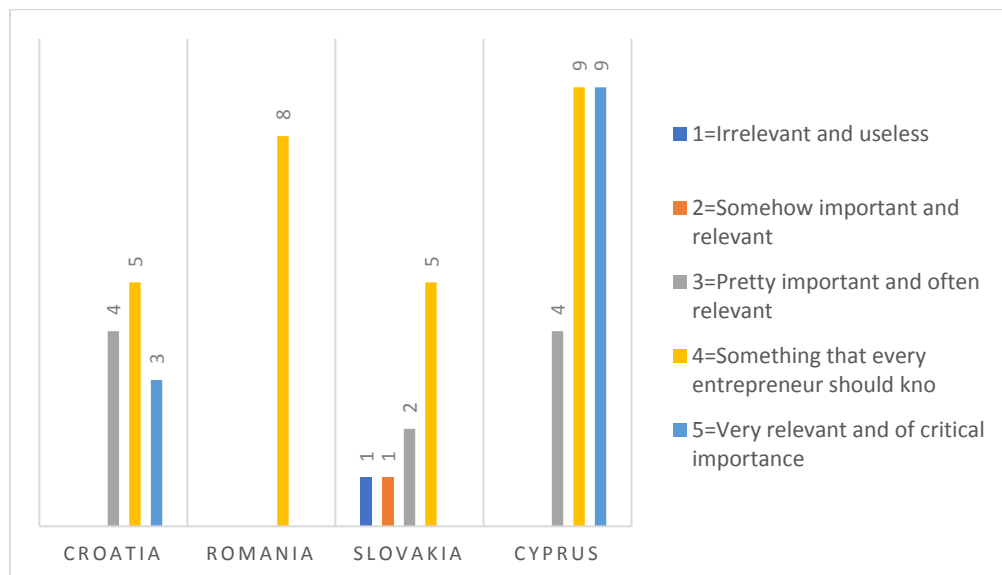
The results show that the majority of participants to the questionnaire find that, when it comes to strategic management, the current trends in strategic management are generally relevant and important for future agro-entrepreneurs:

- 33.3% of participants consider that the current trends in strategic management are something that every entrepreneur should know;
- 33.3% of participants consider these are pretty important and often relevant;
- 25.5% of participants consider the current trends in strategic management to be very relevant and of critical importance, while
- 7.9% of participants consider that the current trends in strategic management are merely somehow important and relevant.

None of the participants found the current trends in strategic management as irrelevant and useless.

e. Leadership in the organization (company)

	1=Irrelevant and useless	2=Somehow important and relevant	3=Pretty important and often relevant	4=Something that every entrepreneur should know	5=Very relevant and of critical importance	Grand Total
Croatia			4	5	3	12
Cyprus			4	9	9	22
Romania				8		8
Slovakia	1	1	2	5		9
Grand Total	1	1	10	27	12	51



The results show that the majority of participants to the questionnaire find that, when it comes to strategic management, the leadership in the organization is very relevant and important for future agro-entrepreneurs:

- 53% of participants consider that the leadership in the organization is something that every entrepreneur should know;
- 19.5% of participants consider this is pretty important and often relevant;
- 35.5% of participants consider the leadership in the organization to be very relevant and of critical importance, while
- 2% of participants consider the leadership in the organization is merely somehow important and relevant.

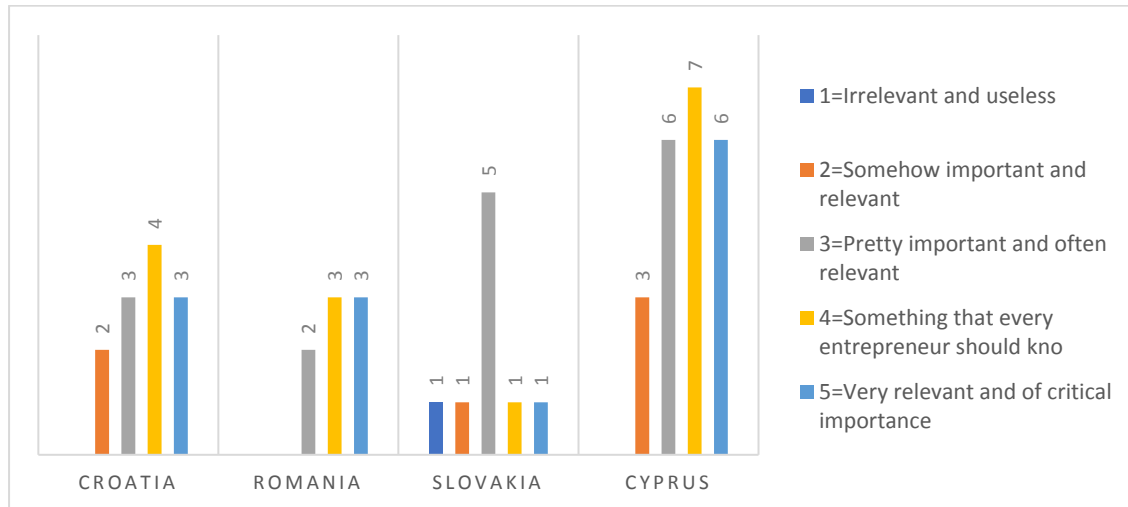
Only 2% of the participants found the leadership in the organization as irrelevant and useless.

4. How would you evaluate the relevance and importance of each of the following study fields / subjects for a future agro-entrepreneur? (1 Irrelevant and useless; 2 = Somehow important and relevant; 3 = Pretty important and often relevant; 4 = Something that every entrepreneur should know; 5 = Very relevant and of critical importance).

Management of change

- a. The process of organizational (company) change

	1=Irrelevant and useless	2=Somehow important and relevant	3=Pretty important and often relevant	4=Something that every entrepreneur should know	5=Very relevant and of critical importance	Grand Total
Croatia		2	3	4	3	12
Cyprus		3	6	7	6	22
Romania			2	3	3	8
Slovakia	1	1	5	1	1	9
Grand Total	1	6	16	15	13	51



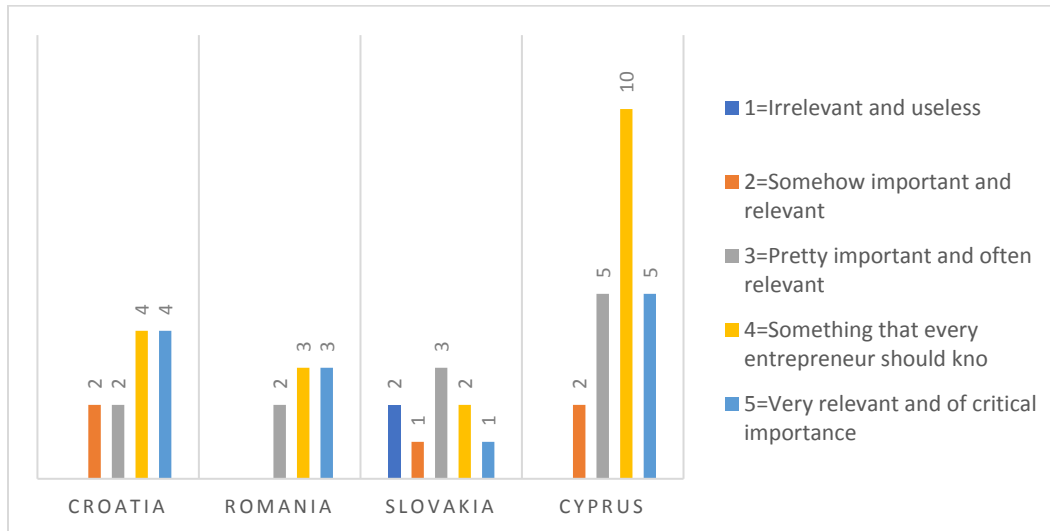
The results show that the majority of participants to the questionnaire find that, when it comes to the management of change, the process of organizational change is very relevant and important for future agro-entrepreneurs:

- 31.4% of participants consider this is pretty important and often relevant;
- 29.4% of participants consider that the process of organizational change is something that every entrepreneur should know;
- 25.5% of participants consider the process of organizational change to be very relevant and of critical importance, while
- 11.7% of participants consider the process of organizational change is merely somehow important and relevant.

Only 2% of the participants found the process of organizational change as irrelevant and useless.

b. Change and adaptation strategies

	1=Irrelevant and useless	2=Somehow important and relevant	3=Pretty important and often relevant	4=Something that every entrepreneur should know	5=Very relevant and of critical importance	Grand Total
Croatia		2	2	4	4	12
Cyprus		2	5	10	5	22
Romania			2	3	3	8
Slovakia	2	1	3	2	1	9
Grand Total	2	5	12	19	13	51



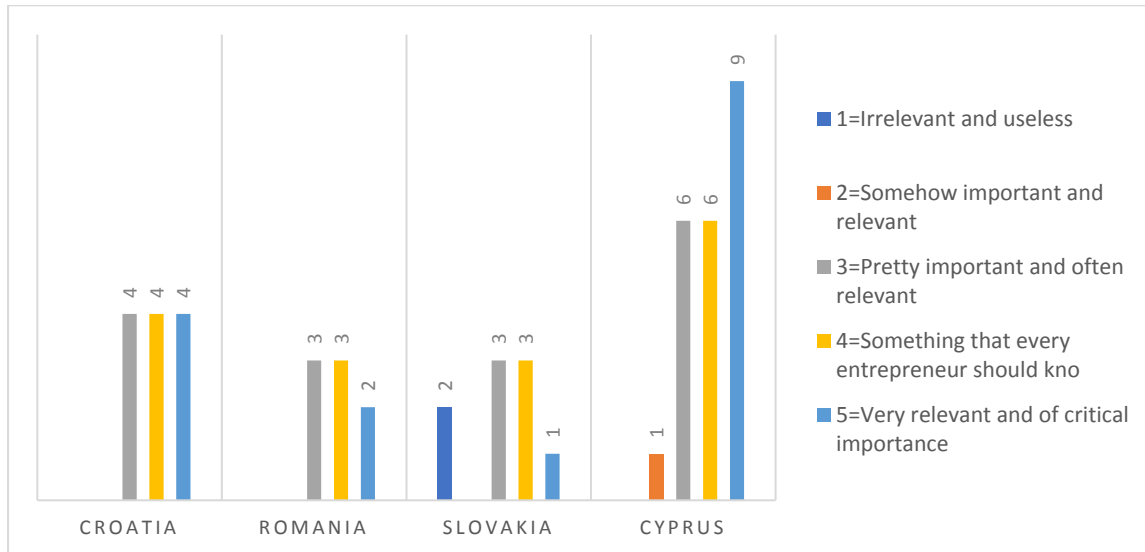
The results show that the majority of participants to the questionnaire find that, when it comes to the management of change, the change and adaptation strategies are quite relevant and important for future agro-entrepreneurs:

- 37.2% of participants consider that the change and adaptation strategies are something that every entrepreneur should know;
- 25.5% of participants consider the change and adaptation strategies to be very relevant and of critical importance;
- 23.5% of participants consider these are pretty important and often relevant, while
- 9.8% of participants consider the change and adaptation strategies are merely somehow important and relevant.

Only 4% of the participants found the change and adaptation strategies as irrelevant and useless.

c. Relationship with the organization's (company's) external environment and the need for change / adaptation

	1=Irrelevant and useless	2=Somehow important and relevant	3=Pretty important and often relevant	4=Something that every entrepreneur should know	5=Very relevant and of critical importance	Grand Total
Croatia			4	4	4	12
Cyprus		1	6	6	9	22
Romania			3	3	2	8
Slovakia	2		3	3	1	9
Grand Total	2	1	16	16	16	51



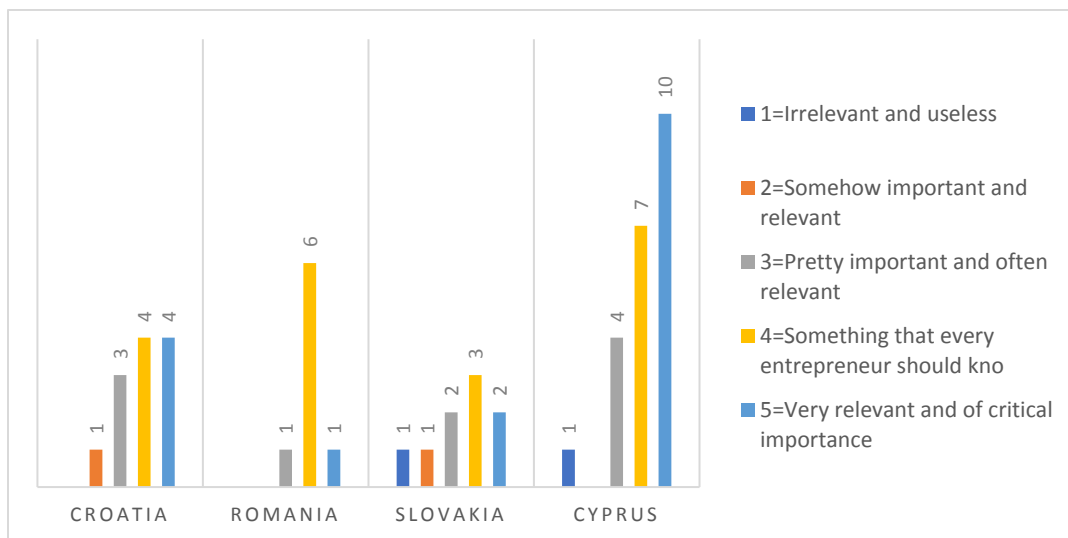
The results show that the majority of participants to the questionnaire find that, when it comes to the management of change, the relationship with the organization's external environment and the need for change/adaptation are overall relevant and important for future agro-entrepreneurs:

- 31.3% of participants consider that the relationship with the organization's external environment and the need for change/adaptation are something that every entrepreneur should know;
- 31.3% of participants consider the relationship with the organization's external environment and the need for change/adaptation to be very relevant and of critical importance;
- 31.3% of participants consider these are pretty important and often relevant, while
- 2% of participants consider the relationship with the organization's external environment and the need for change/adaptation are merely somehow important and relevant.

4% of the participants found the relationship with the organization's external environment and the need for change/adaptation as irrelevant and useless.

d. Organizational leadership

	1=Irrelevant and useless	2=Somehow important and relevant	3=Pretty important and often relevant	4=Something that every entrepreneur should know	5=Very relevant and of critical importance	Grand Total
Croatia		1	3	4	4	12
Cyprus	1		4	7	10	22
Romania			1	6	1	8
Slovakia	1	1	2	3	2	9
Grand Total	2	2	10	20	17	51



The results show that the majority of participants to the questionnaire find that, when it comes to the management of change, the organizational leadership is overall relevant and important for future agro-entrepreneurs:

- 39.2% of participants consider that the organizational leadership is something that every entrepreneur should know;
- 33.3% of participants consider the organizational leadership to be very relevant and of critical importance;
- 19.5% of participants consider this is pretty important and often relevant, while
- 4% of participants consider the organizational leadership is merely somehow important and relevant.

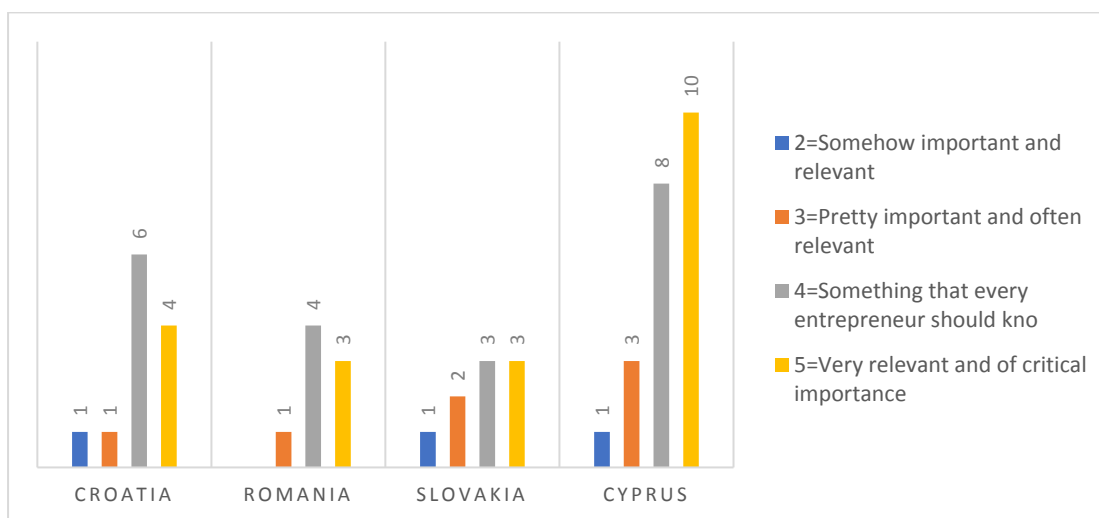
4% of the participants found the organizational leadership as irrelevant and useless.

5. How would you evaluate the relevance and importance of each of the following study fields / subjects for a future agro-entrepreneur? (1 Irrelevant and useless; 2 = Somehow important and relevant; 3 = Pretty important and often relevant; 4 = Something that every entrepreneur should know; 5 = Very relevant and of critical importance).

Presentation and facilitation skills

- a. Personal presentation skills - verbal and non-verbal aspects

	2=Somehow important and relevant	3=Pretty important and often relevant	4=Something that every entrepreneur should know	5=Very relevant and of critical importance	Grand Total
Croatia	1	1	6	4	12
Cyprus	1	3	8	10	22
Romania		1	4	3	8
Slovakia	1	2	3	3	9
Grand Total	3	7	21	20	51



The results show that the majority of participants to the questionnaire find that, when it comes to the presentation and facilitation skills, the verbal and non-verbal aspects of personal presentation skills are highly relevant and important for future agro-entrepreneurs:

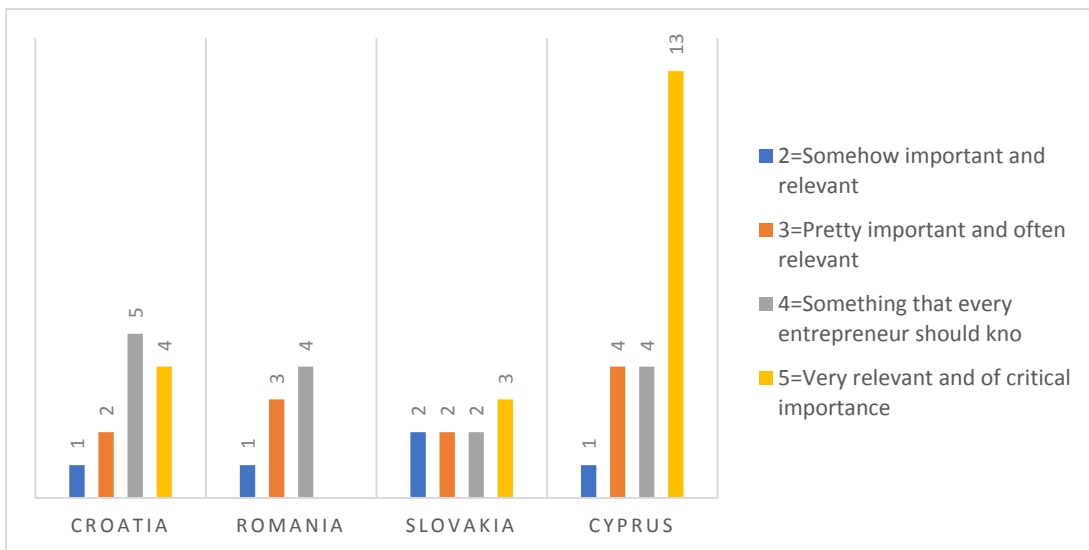
- 41.1% of participants consider that the verbal and non-verbal aspects of personal presentation skills are something that every entrepreneur should know;

- 39.2% of participants consider the verbal and non-verbal aspects of personal presentation skills to be very relevant and of critical importance;
- 13.7% of participants consider these are pretty important and often relevant, while
- 6% of participants consider the verbal and non-verbal aspects of personal presentation skills are merely somehow important and relevant.

None of the participants found the verbal and non-verbal aspects of personal presentation skills as irrelevant and useless.

b. Skills of persuasion

	2=Somehow important and relevant	3=Pretty important and often relevant	4=Something that every entrepreneur should know	5=Very relevant and of critical importance	Grand Total
Croatia	1	2	5	4	12
Cyprus	1	4	4	13	22
Romania	1	3	4		8
Slovakia	2	2	2	3	9
Grand Total	5	11	15	20	51



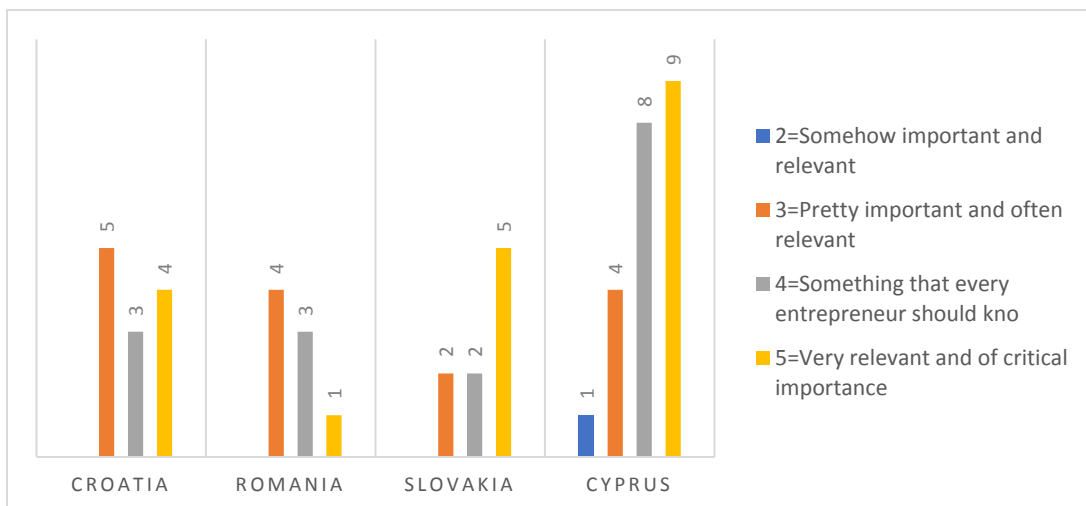
The results show that the majority of participants to the questionnaire find that, when it comes to the presentation and facilitation skills, the verbal and non-verbal aspects of personal presentation skills are highly relevant and important for future agro-entrepreneurs:

- 39.2% of participants consider the verbal and non-verbal aspects of personal presentation skills to be very relevant and of critical importance
- 29.4% of participants consider that the verbal and non-verbal aspects of personal presentation skills are something that every entrepreneur should know;
- 21.6% of participants consider these are pretty important and often relevant, while
- 9.8% of participants consider the verbal and non-verbal aspects of personal presentation skills are merely somehow important and relevant.

None of the participants found the verbal and non-verbal aspects of personal presentation skills as irrelevant and useless.

c. Ability to mediate a discussion / debate/conflict

	2=Somehow important and relevant	3=Pretty important and often relevant	4=Something that every entrepreneur should know	5=Very relevant and of critical importance	Grand Total
Croatia		5	3	4	12
Cyprus	1	4	8	9	22
Romania		4	3	1	8
Slovakia		2	2	5	9
Grand Total	1	15	16	19	51



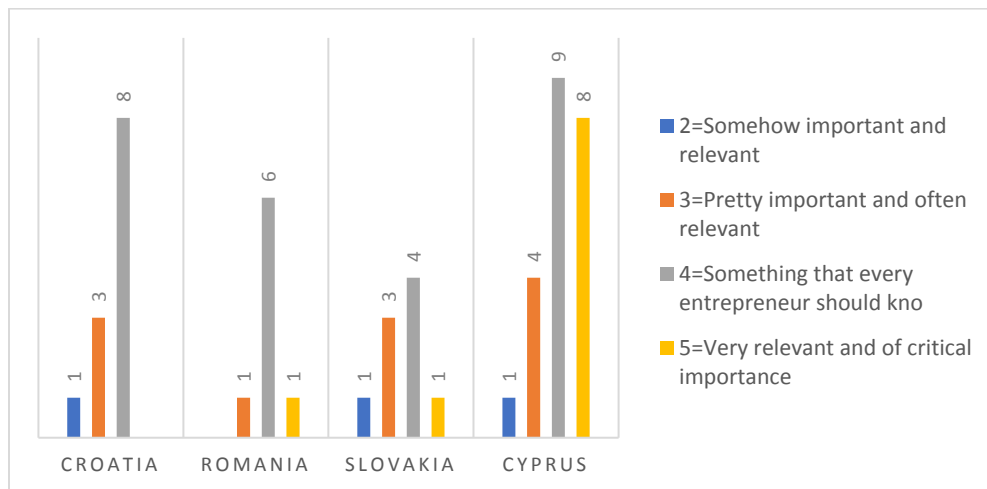
The results show that the majority of participants to the questionnaire find that, when it comes to the presentation and facilitation skills, the ability to mediate a discussion/debate/conflict is extremely relevant and important for future agro-entrepreneurs:

- 37.2% of participants consider the ability to mediate a discussion/debate/conflict to be very relevant and of critical importance;
- 31.4% of participants consider that the ability to mediate a discussion/debate/conflict is something that every entrepreneur should know;
- 29.4% of participants consider this is pretty important and often relevant, while
- 2% of participants consider the ability to mediate a discussion/debate/conflict is merely somehow important and relevant.

None of the participants found the ability to mediate a discussion/debate/conflict as irrelevant and useless.

d. Creating constructive feedback

	2=Somehow important and relevant	3=Pretty important and often relevant	4=Something that every entrepreneur should know	5=Very relevant and of critical importance	Grand Total
Croatia	1	3	8		12
Cyprus	1	4	9	8	22
Romania		1	6	1	8
Slovakia	1	3	4	1	9
Grand Total	3	11	27	10	51



The results show that the majority of participants to the questionnaire find that, when it comes to the presentation and facilitation skills, creating constructive feedback is generally relevant and important for future agro-entrepreneurs:

- 52.9% of participants consider that creating constructive feedback is something that every entrepreneur should know;
- 21.5% of participants consider this is pretty important and often relevant;
- 19.6% of participants consider creating constructive feedback to be very relevant and of critical importance, while
- 6% of participants consider creating constructive feedback is merely somehow important and relevant.

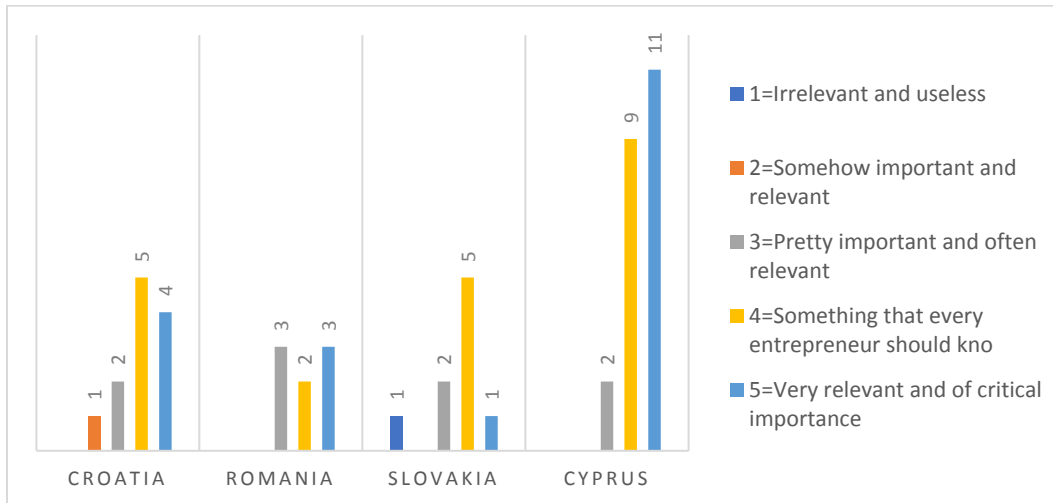
None of the participants found creating constructive feedback as irrelevant and useless.

6. How would you evaluate the relevance and importance of each of the following study fields / subjects for a future agro-entrepreneur? (1 Irrelevant and useless; 2 = Somehow important and relevant; 3 = Pretty important and often relevant; 4 = Something that every entrepreneur should know; 5 = Very relevant and of critical importance).

Organizational communication

- a. Interpersonal communication. Persuasion

	1=Irrelevant and useless	2=Somehow important and relevant	3=Pretty important and often relevant	4=Something that every entrepreneur should know	5=Very relevant and of critical importance	Grand Total
Croatia		1	2	5	4	12
Cyprus			2	9	11	22
Romania			3	2	3	8
Slovakia	1		2	5	1	9
Grand Total	1	1	9	21	19	51



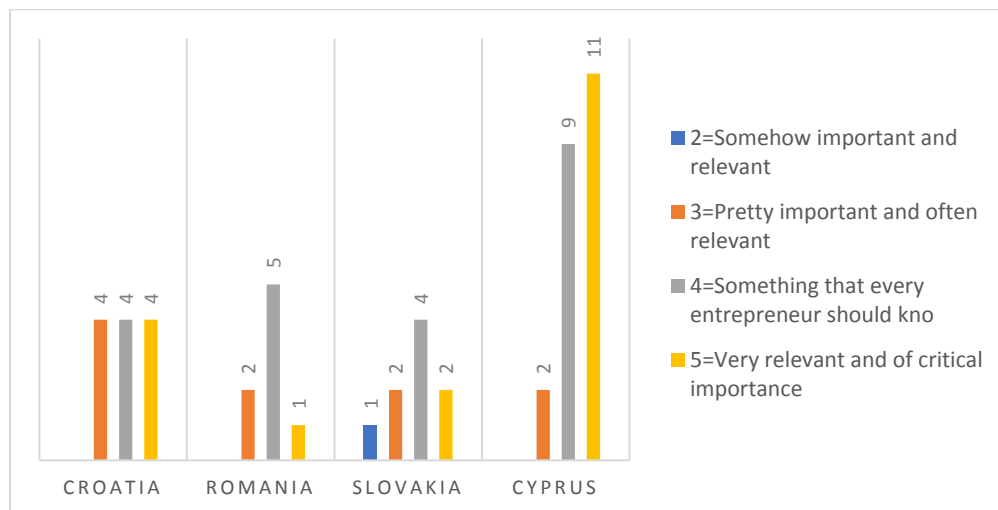
The results show that the majority of participants to the questionnaire find that, when it comes to the organizational communication, interpersonal communication and persuasion are generally relevant and important for future agro-entrepreneurs:

- 41.2% of participants consider that interpersonal communication and persuasion are something that every entrepreneur should know;
- 37.2% of participants consider interpersonal communication and persuasion to be very relevant and of critical importance;
- 17.6% of participants consider these are pretty important and often relevant, while
- 2% of participants consider interpersonal communication and persuasion are merely somehow important and relevant.

2% of the participants found interpersonal communication and persuasion as irrelevant and useless.

b. Communicating with interest-holders outside the organization

	2=Somehow important and relevant	3=Pretty important and often relevant	4=Something that every entrepreneur should know	5=Very relevant and of critical importance	Grand Total
Croatia		4	4	4	12
Cyprus		2	9	11	22
Romania		2	5	1	8
Slovakia	1	2	4	2	9
Grand Total	1	10	22	18	51



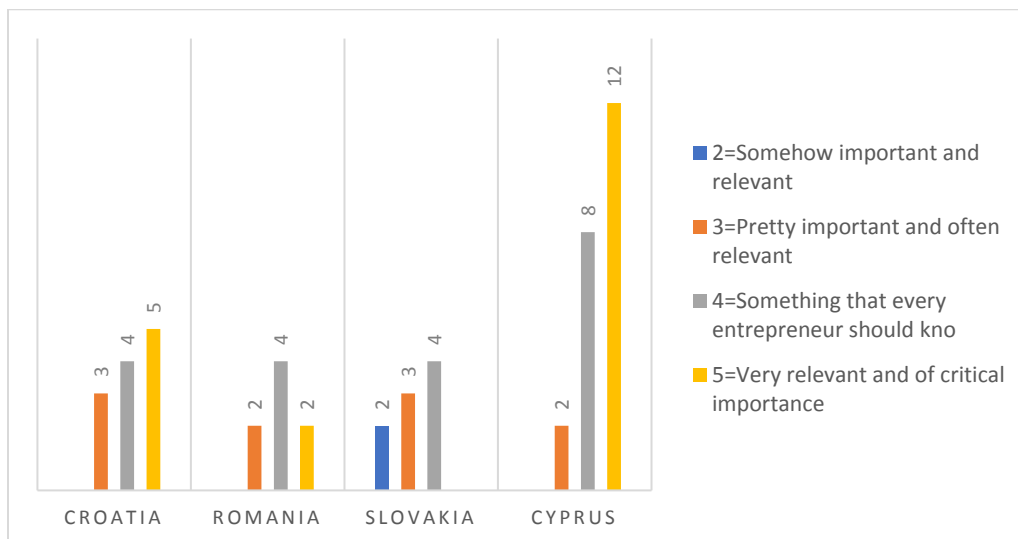
The results show that the majority of participants to the questionnaire find that, when it comes to the organizational communication, communicating with interest-holders outside the organization is overall relevant and important for future agro-entrepreneurs:

- 43.2% of participants consider that communicating with interest-holders outside the organization is something that every entrepreneur should know;
- 35.2% of participants consider communicating with interest-holders outside the organization to be very relevant and of critical importance;
- 19.6% of participants consider this is pretty important and often relevant, while
- 2% of participants consider communicating with interest-holders outside the organization is merely somehow important and relevant.

None of the participants found communicating with interest-holders outside the organization as irrelevant and useless.

c. Written communication

	2=Somehow important and relevant	3=Pretty important and often relevant	4=Something that every entrepreneur should know	5=Very relevant and of critical importance	Grand Total
Croatia		3	4	5	12
Cyprus		2	8	12	22
Romania		2	4	2	8
Slovakia	2	3	4		9
Grand Total	2	10	20	19	51



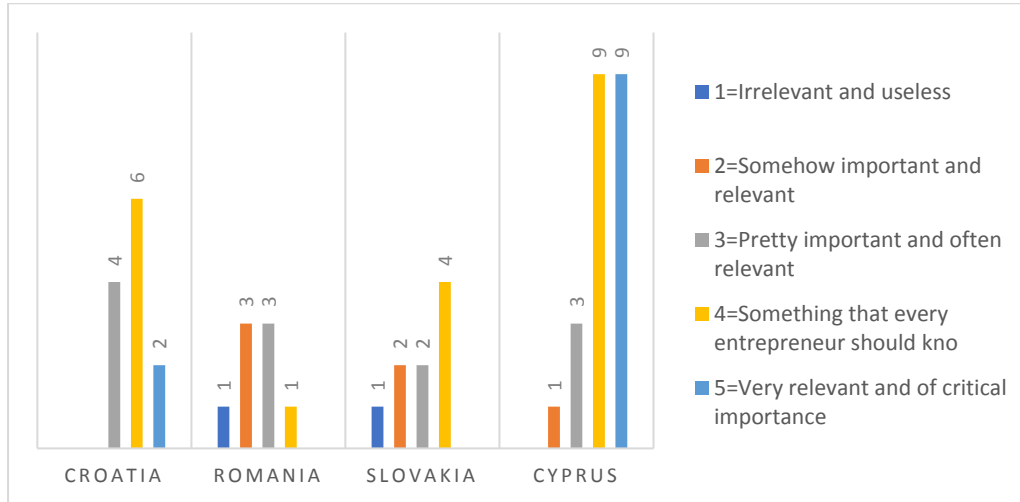
The results show that the majority of participants to the questionnaire find that, when it comes to the organizational communication, written communication is very relevant and important for future agro-entrepreneurs:

- 39.2% of participants consider that written communication is something that every entrepreneur should know;
- 37.2% of participants consider written communication to be very relevant and of critical importance;
- 19.6% of participants consider this is pretty important and often relevant, while
- 4% of participants consider written communication is merely somehow important and relevant.

None of the participants found written communication as irrelevant and useless.

d. Audio-video communication

	1=Irrelevant and useless	2=Somehow important and relevant	3=Pretty important and often relevant	4=Something that every entrepreneur should know	5=Very relevant and of critical importance	Grand Total
Croatia			4	6	2	12
Cyprus		1	3	9	9	22
Romania	1	3	3	1		8
Slovakia	1	2	2	4		9
Grand Total	2	6	12	20	11	51



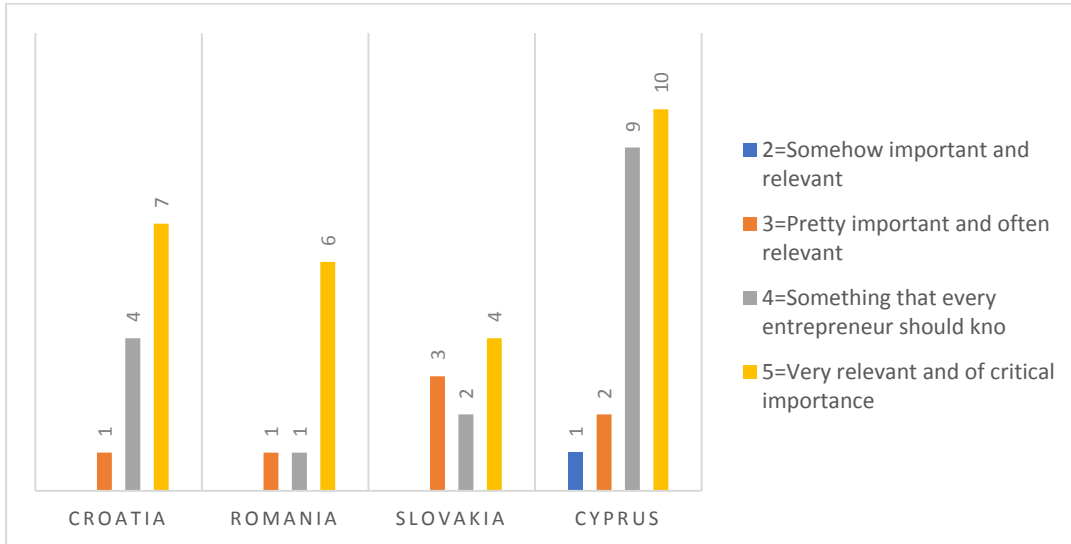
The results show that the majority of participants to the questionnaire find that, when it comes to the organizational communication, audio-video communication is very relevant and important for future agro-entrepreneurs:

- 39.2% of participants consider that audio-video communication is something that every entrepreneur should know;
- 23.5% of participants consider this is pretty important and often relevant;
- 21.5% of participants consider audio-video communication to be very relevant and of critical importance, while
- 11.8% of participants consider audio-video communication is merely somehow important and relevant.

4% of the participants found audio-video communication as irrelevant and useless.

e. Verbal communication

	2=Somehow important and relevant	3=Pretty important and often relevant	4=Something that every entrepreneur should know	5=Very relevant and of critical importance	Grand Total
Croatia		1	4	7	12
Cyprus	1	2	9	10	22
Romania		1	1	6	8
Slovakia		3	2	4	9
Grand Total	1	7	16	27	51



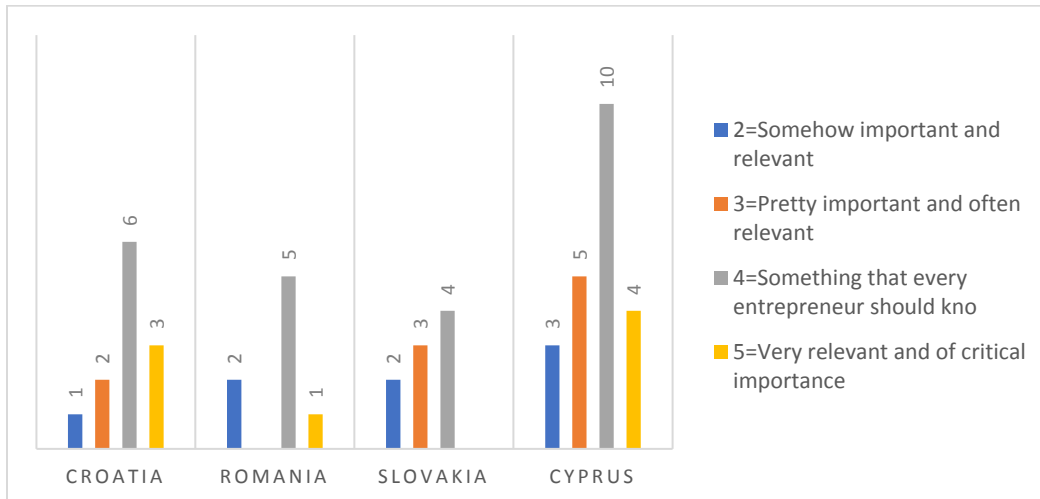
The results show that the majority of participants to the questionnaire find that, when it comes to the organizational communication, verbal communication is extremely relevant and important for future agro-entrepreneurs:

- 53% of participants consider verbal communication to be very relevant and of critical importance;
- 31.3% of participants consider that verbal communication is something that every entrepreneur should know;
- 13.7% of participants consider this is pretty important and often relevant, while
- 2% of participants consider verbal communication is merely somehow important and relevant.

None of the participants found verbal communication as irrelevant and useless.

f. Organization of sessions, discussions, debates

	2=Somewhat important and relevant	3=Pretty important and often relevant	4=Something that every entrepreneur should know	5=Very relevant and of critical importance	Grand Total
Croatia	1	2	6	3	12
Cyprus	3	5	10	4	22
Romania	2	5	1	0	8
Slovakia	2	3	4	0	9
Grand Total	8	10	25	8	51



The results show that the majority of participants to the questionnaire find that, when it comes to the organizational communication, the organization of sessions, discussions, debates is generally relevant and important for future agro-entrepreneurs:

- 49% of participants consider that the organization of sessions, discussions, debates is something that every entrepreneur should know;
- 19.6% of participants consider this is pretty important and often relevant;
- 15.6% of participants consider the organization of sessions, discussions, debates to be very relevant and of critical importance, while
- 15.6% of participants consider the organization of sessions, discussions, debates is merely somehow important and relevant.

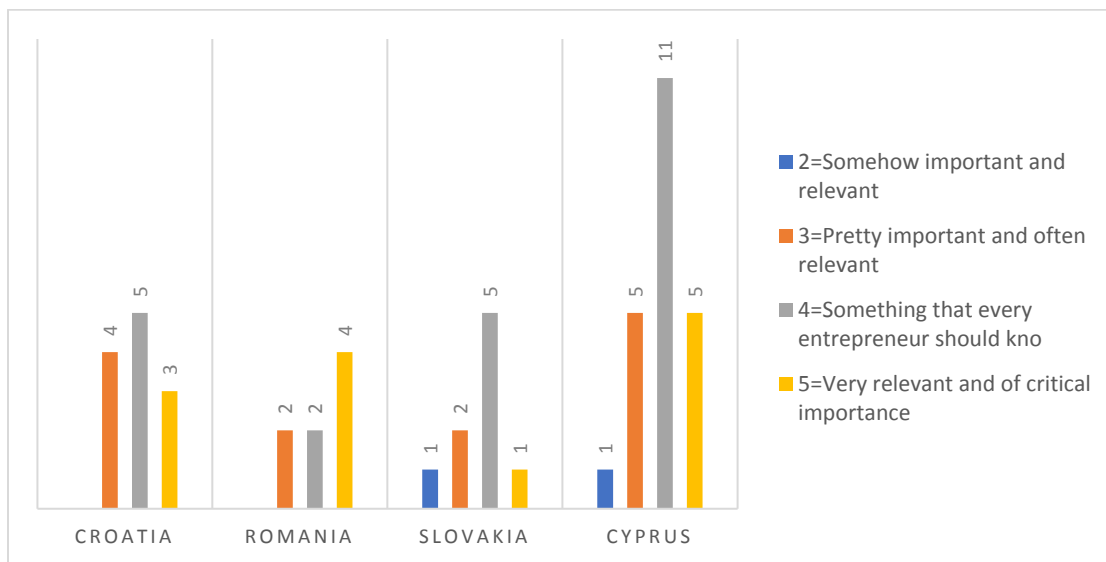
None of the participants found the organization of sessions, discussions, debates as irrelevant and useless.

7. How would you evaluate the relevance and importance of each of the following study fields / subjects for a future agro-entrepreneur? (1 Irrelevant and useless; 2 = Somehow important and relevant; 3 = Pretty important and often relevant; 4 = Something that every entrepreneur should know; 5 = Very relevant and of critical importance).

Leadership

a. Personal development techniques

	2=Somehow important and relevant	3=Pretty important and often relevant	4=Something that every entrepreneur should know	5=Very relevant and of critical importance	Grand Total
Croatia		4	5	3	12
Cyprus	1	5	11	5	22
Romania		2	2	4	8
Slovakia	1	2	5	1	9
Grand Total	2	13	23	13	51



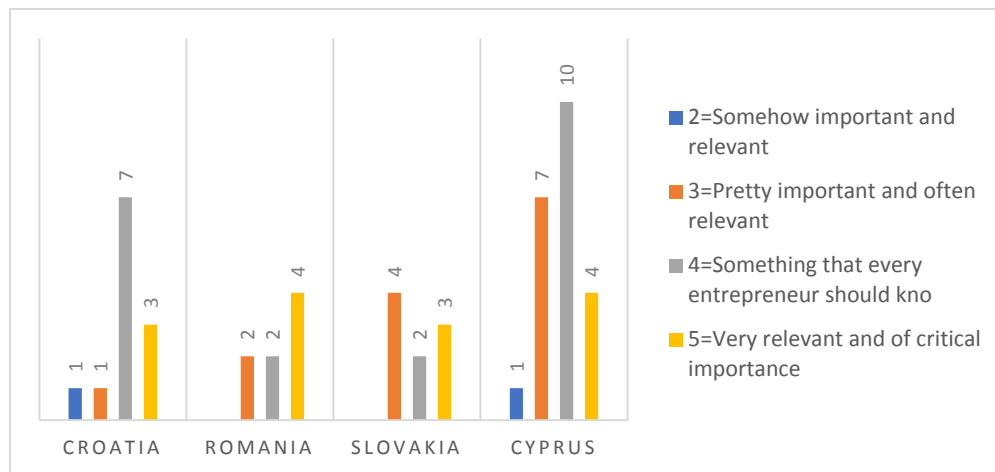
The results show that the majority of participants to the questionnaire find that, when it comes to leadership, personal development techniques are very relevant and important for future agro-entrepreneurs:

- 45% of participants consider that personal development techniques are something that every entrepreneur should know;
- 25.5% of participants consider personal development techniques to be very relevant and of critical importance;
- 25.5% of participants consider these are pretty important and often relevant, while
- 4% of participants consider personal development techniques are merely somehow important and relevant.

None of the participants found personal development techniques as irrelevant and useless.

b. Self-motivation

	2=Somehow important and relevant	3=Pretty important and often relevant	4=Something that every entrepreneur should know	5=Very relevant and of critical importance	Grand Total
Croatia	1	1	7	3	12
Cyprus	1	7	10	4	22
Romania		2	2	4	8
Slovakia		4	2	3	9
Grand Total	2	14	21	14	51



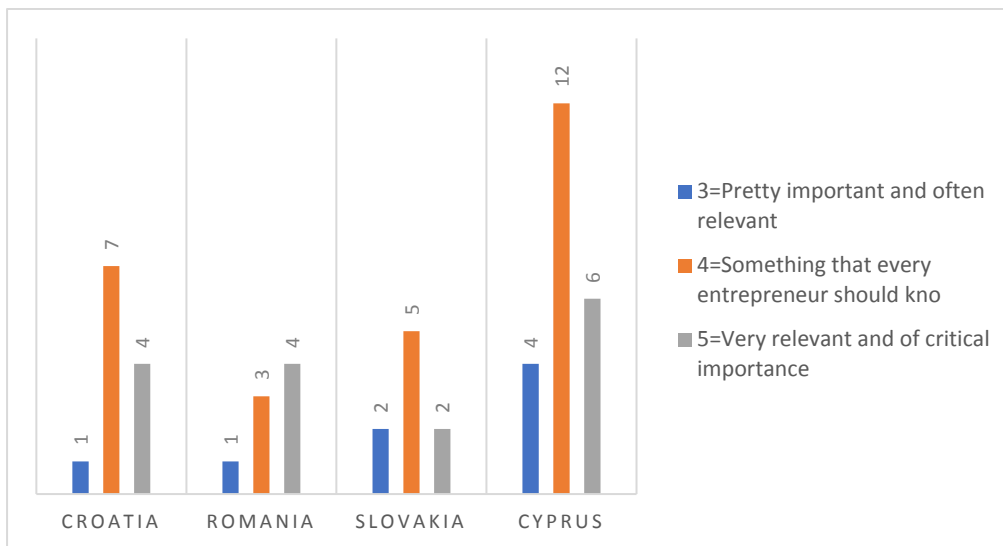
The results show that the majority of participants to the questionnaire find that, when it comes to leadership, self-motivation is very relevant and important for future agro-entrepreneurs:

- 41.2% of participants consider that self-motivation is something that every entrepreneur should know;
- 27.4% of participants consider self-motivation to be very relevant and of critical importance;
- 27.4% of participants consider this is pretty important and often relevant, while
- 4% of participants consider that self-motivation is merely somehow important and relevant.

None of the participants found self-motivation as irrelevant and useless.

c. Understanding and capitalizing on your own potential

	3=Pretty important and often relevant	4=Something that every entrepreneur should know	5=Very relevant and of critical importance	Grand Total
Croatia	1	7	4	12
Cyprus	4	12	6	22
Romania	1	3	4	8
Slovakia	2	5	2	9
Grand Total	8	27	16	51



The results show that the majority of participants to the questionnaire find that, when it comes to leadership, understanding and capitalizing on your own potential is highly relevant and important for future agro-entrepreneurs:

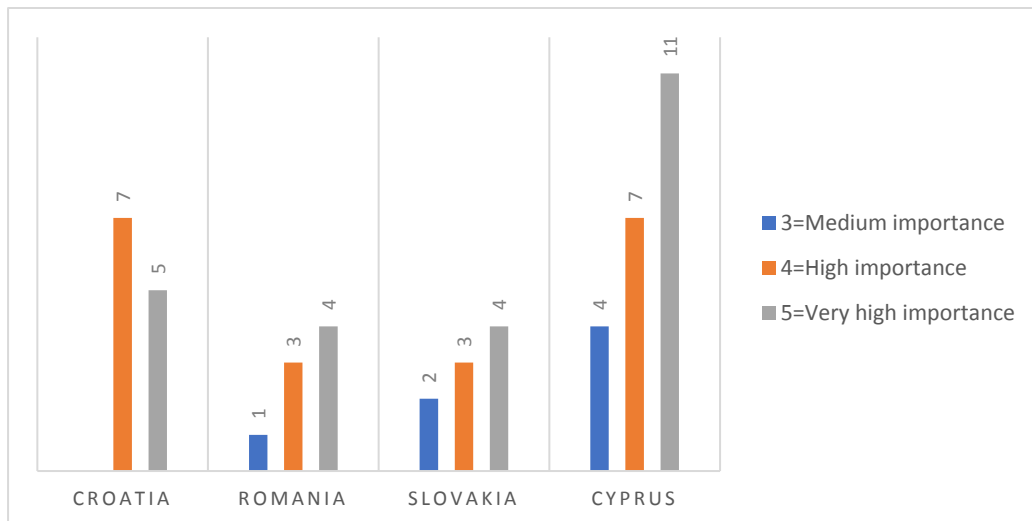
- 53% of participants consider that understanding and capitalizing on your own potential is something that every entrepreneur should know;
- 31.4% of participants consider understanding and capitalizing on your own potential to be very relevant and of critical importance;
- 15.6% of participants consider this is pretty important and often relevant.

None of the participants found that understanding and capitalizing on your own potential as is merely somehow important and relevant or as irrelevant and useless.

8. What knowledge fields do you consider important for a successful agro-entrepreneur? Please grade each personal feature on how important you consider it to be for a future successful agro-entrepreneur. (1 = Unimportant; 2 = Low importance 3 = Medium importance; 4 = High importance; 5 = Very high importance).

a. Communication skills

	3=Medium importance	4=High importance	5=Very high importance	Grand Total
Croatia			7	5
Cyprus	4	7	11	22
Romania	1	3	4	8
Slovakia	2	3	4	9
Grand Total	7	20	24	51



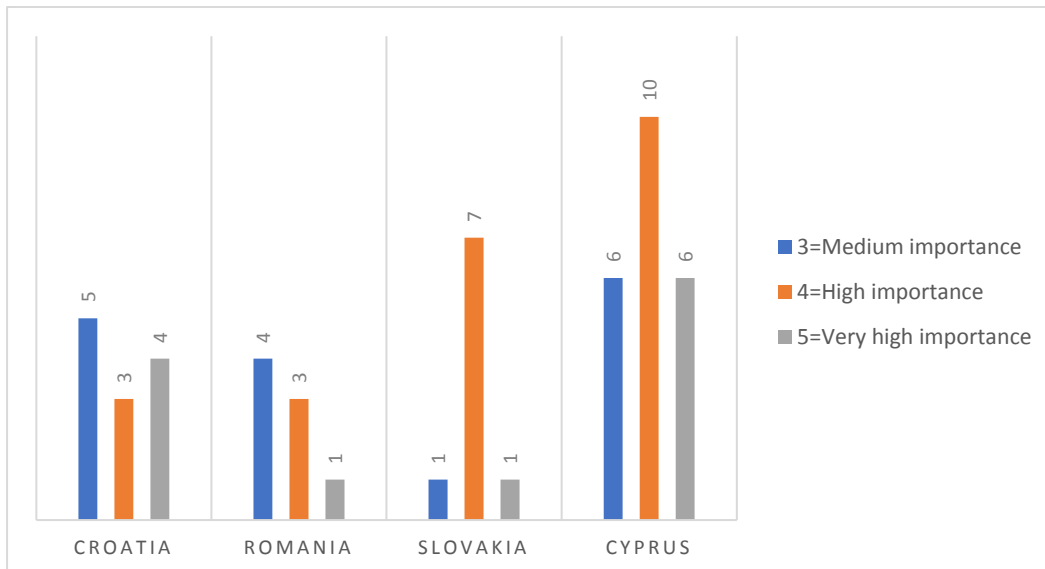
The results show that, when it comes to what knowledge fields are important for a future successful agro-entrepreneur, participants consider communication skills to be:

- 47%: of very high importance;
- 39.2%: of high importance;
- 13.8%: of medium importance.

None of the participants found communication skills as unimportant or of a low importance.

b. Conflict management skills

	3=Medium importance	4=High importance	5=Very high importance	Grand Total
Croatia	5	3	4	12
Cyprus	6	10	6	22
Romania	4	3	1	8
Slovakia	1	7	1	9
Grand Total	16	23	12	51



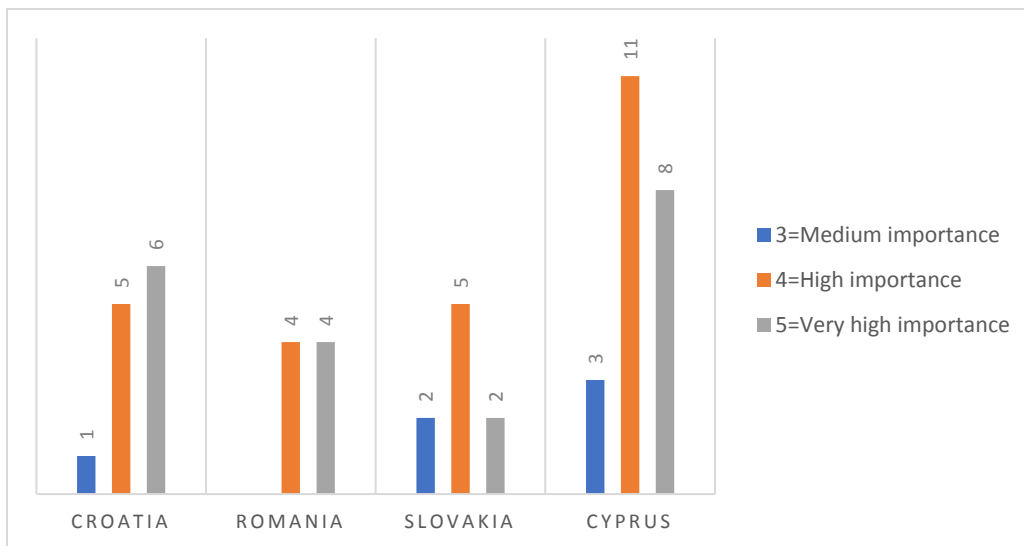
The results show that, when it comes to what knowledge fields are important for a future successful agro-entrepreneur, participants consider conflict management skills to be:

- 45%: of high importance;
- 23.6%: of very high importance;
- 31.4%: of medium importance.

None of the participants found conflict management skills as unimportant or of a low importance.

c. Negotiation skills

	3=Medium importance	4=High importance	5=Very high importance	Grand Total
Croatia	1	5	6	12
Cyprus	3	11	8	22
Romania		4	4	8
Slovakia	2	5	2	9
Grand Total	6	25	20	51



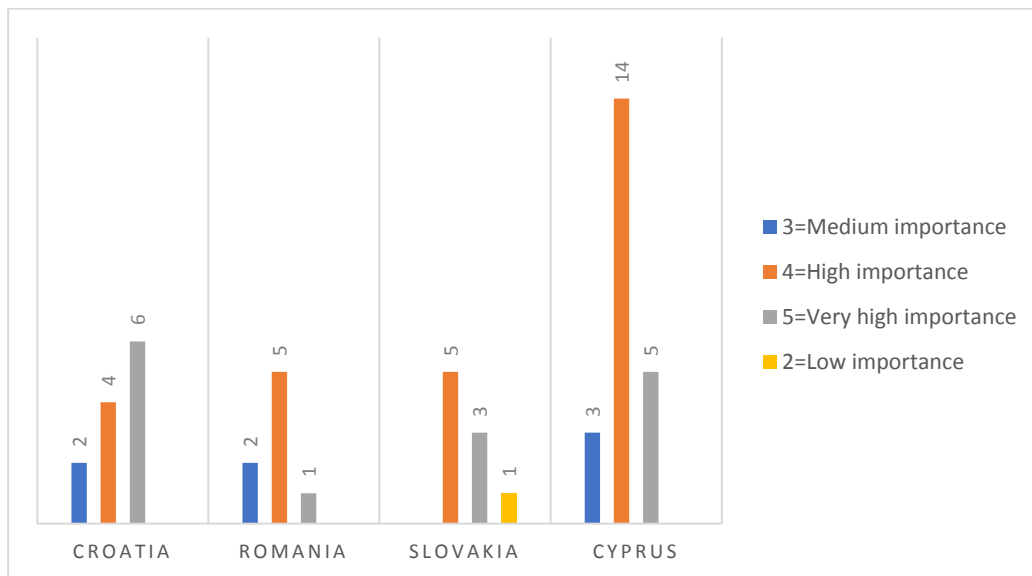
The results show that, when it comes to what knowledge fields are important for a future successful agro-entrepreneur, participants consider negotiation skills to be:

- 49%: of high importance;
- 39.2%: of very high importance;
- 11.8%: of medium importance.

None of the participants found negotiation skills as unimportant or of a low importance.

d. Motivational skills

	3=Medium importance	4=High importance	5=Very high importance	2=Low importance	Grand Total
Croatia	2	4	6		12
Cyprus	3	14	5		22
Romania	2	5	1		8
Slovakia		5	3	1	9
Grand Total	7	28	15	1	51



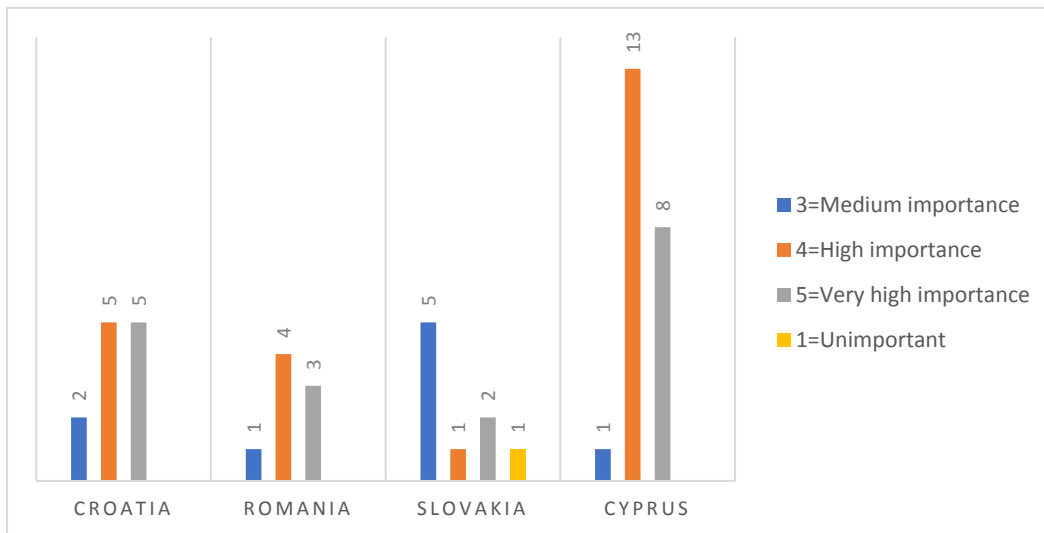
The results show that, when it comes to what knowledge fields are important for a future successful agro-entrepreneur, participants consider motivational skills to be:

- 54.9%: of high importance;
- 29.4%: of very high importance;
- 13.7%: of medium importance;
- 2%: of low importance.

None of the participants found motivational skills as unimportant.

e. Managing change

	3=Medium importance	4=High importance	5=Very high importance	1=Unimportant	Grand Total
Croatia	2	5	5		12
Cyprus	1	13	8		22
Romania	1	4	3		8
Slovakia	5	1	2	1	9
Grand Total	9	23	18	1	51



The results show that, when it comes to what knowledge fields are important for a future successful agro-entrepreneur, participants consider managing change to be:

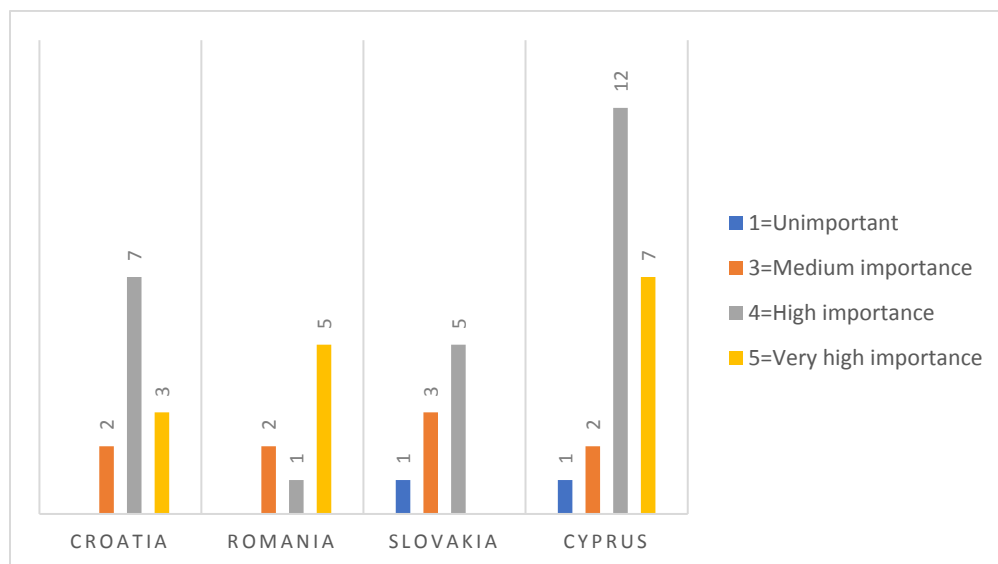
- 45.1%: of high importance;
- 35.2%: of very high importance;
- 17.7%: of medium importance;
- 2%: unimportant.

None of the participants found managing change as having a low importance.

f. Analytical intelligence skills

	1=Unimportant	3=Medium importance	4=High importance	5=Very high importance	Grand Total
Croatia		2	7	3	12

Cyprus	1	2	12	7	22
Romania		2	1	5	8
Slovakia	1	3	5		9
Grand Total	2	9	25	15	51



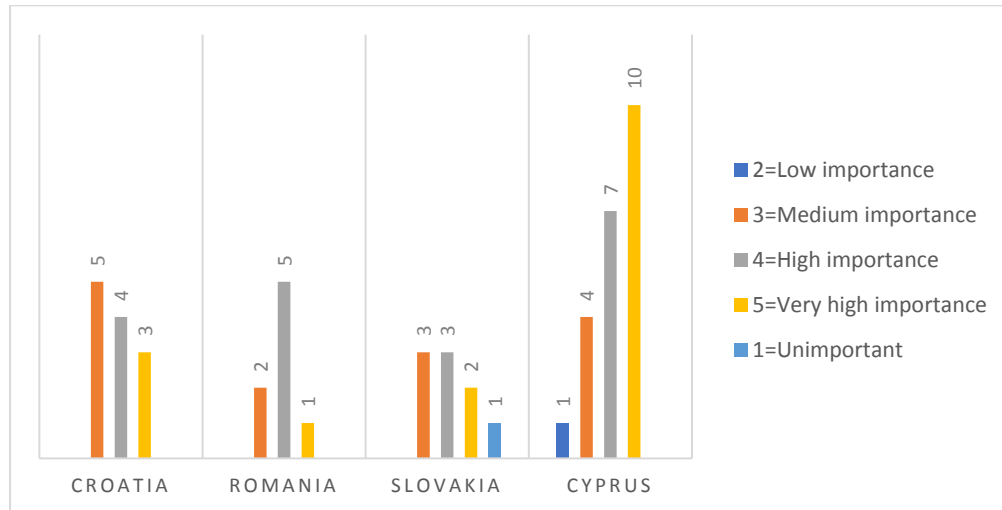
The results show that, when it comes to what knowledge fields are important for a future successful agro-entrepreneur, participants consider analytical intelligence skills to be:

- 49%: of high importance;
- 29.4%: of very high importance;
- 17.6%: of medium importance;
- 4%: unimportant.

None of the participants found analytical intelligence skills as having a low importance.

g. Emotional intelligence skills

	2=Low importance	3=Medium importance	4=High importance	5=Very high importance	1=Unimportant	Grand Total
Croatia		5	4	3		12
Cyprus	1	4	7	10		22
Romania		2	5	1		8
Slovakia		3	3	2	1	9
Grand Total	1	14	19	16	1	51



The results show that, when it comes to what knowledge fields are important for a future successful agro-entrepreneur, participants consider emotional intelligence skills to be:

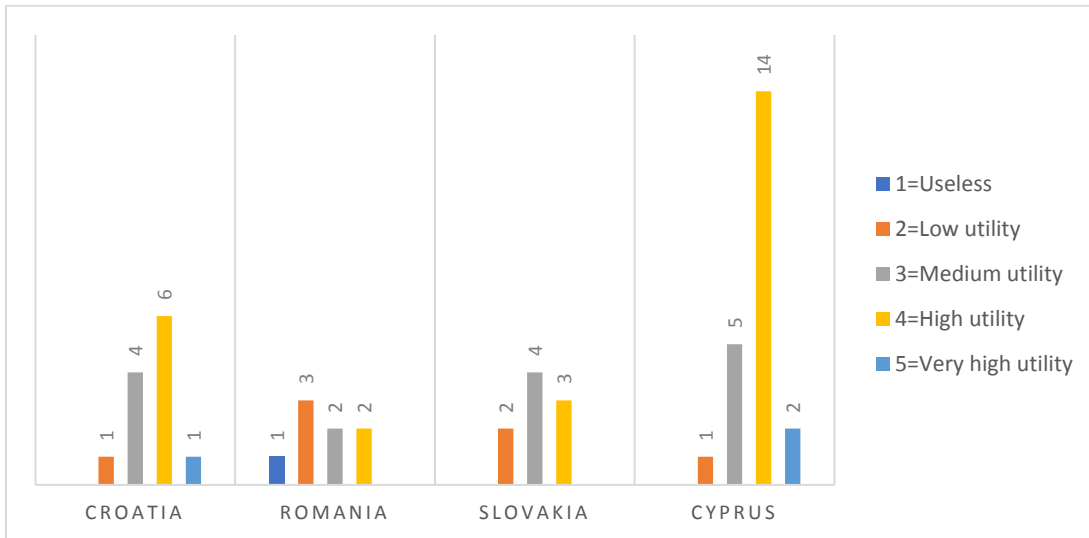
- 37.2%: of high importance;
- 31.3%: of very high importance;
- 27.5%: of medium importance;
- 2%: unimportant.

None of the participants found emotional intelligence skills as having a low importance.

9. How would you evaluate the current working methodology with the agro-entrepreneurial students? Please grade each of the learning methods for the assimilation of knowledge. (1 = Useless; 2 = Low utility; 3 = Medium utility; 4 = High utility; 5 = Very high utility).

a. Theoretical presentations

	Column Labels					Grand Total
	1=Useless	2=Low utility	3=Medium utility	4=High utility	5=Very high utility	
Croatia		1	4	6	1	12
Cyprus		1	5	14	2	22
Romania	1	3	2	2		8
Slovakia		2	4	3		9
Grand Total	1	7	15	25	3	51

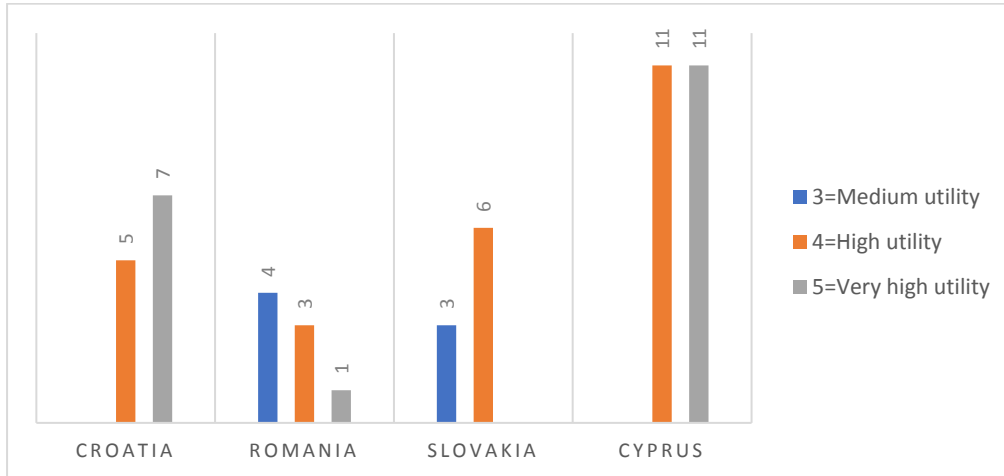


The results show that, when it comes to the current working methodology with the agro-entrepreneurial students, theoretical presentations as a learning method is considered by the participants to be:

- 49%: of high utility;
- 29.4%: of medium utility;
- 13.7%: of low utility;
- 5.9%: of very high utility;
- 2%: useless.

b. Team work (in projects)

	3=Medium utility	4=High utility	5=Very high utility	Grand Total
Croatia		5	7	12
Cyprus		11	11	22
Romania	4	3	1	8
Slovakia	3	6		9
Grand Total	7	25	19	51



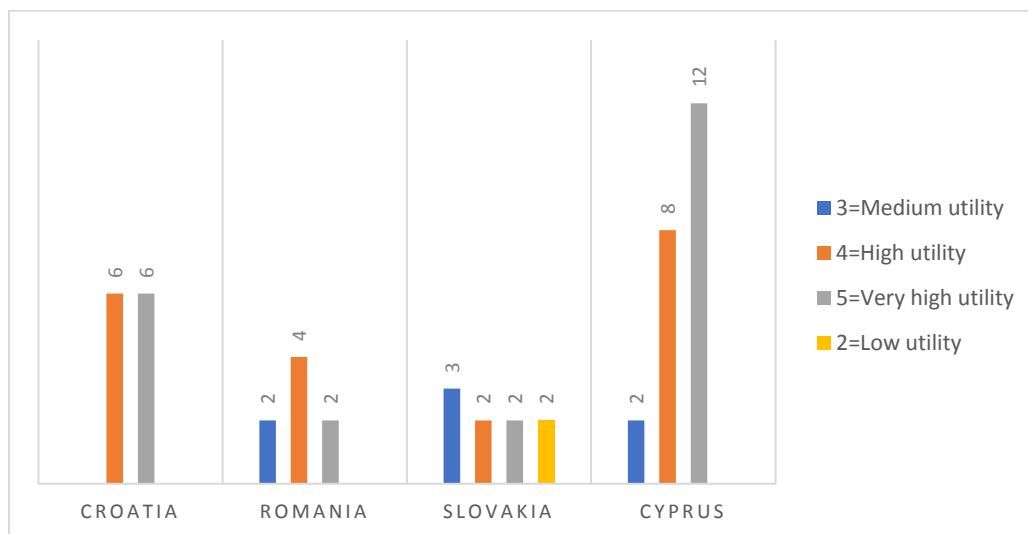
The results show that, when it comes to the current working methodology with the agro-entrepreneurial students, team work (in projects) as a learning method is considered by the participants to be:

- 49%: of high utility;
- 37.2%: of very high utility;
- 13.8%: of medium utility.

None of the participants found team work (in projects) as having a low utility or as being useless.

c. Case/field studies

	3=Medium utility	4=High utility	5=Very high utility	2=Low utility	Grand Total
Croatia		6	6		12
Cyprus	2	8	12		22
Romania	2	4	2		8
Slovakia	3	2	2	2	9
Grand Total	7	20	22	2	51



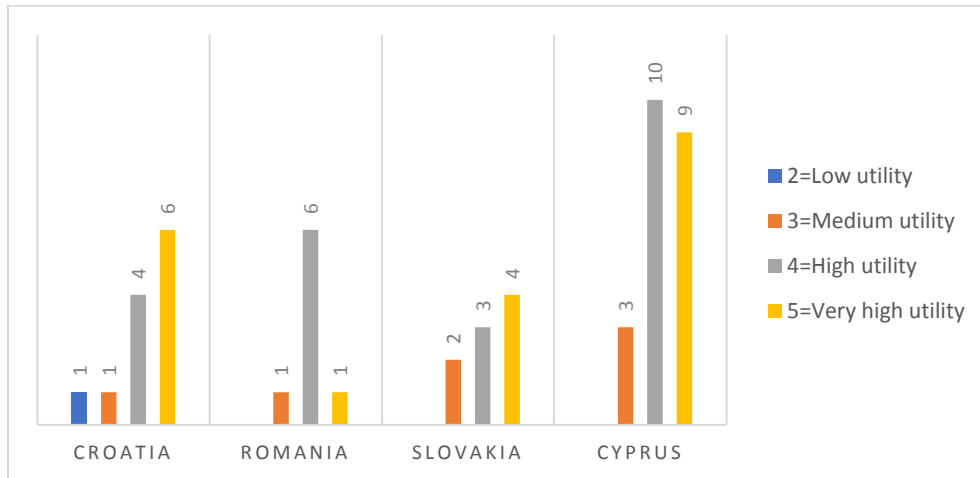
The results show that, when it comes to the current working methodology with the agro-entrepreneurial students, case/field studies as a learning method is considered by the participants to be:

- 43.1%: of very high utility;
- 39.2%: of high utility;
- 13.7%: of medium utility;
- 4%: of low utility.

None of the participants found case/field studies as being useless.

d. Simulations and exercises

	2=Low utility	3=Medium utility	4=High utility	5=Very high utility	Grand Total
Croatia	1	1	4	6	12
Cyprus		3	10	9	22
Romania		1	6	1	8
Slovakia		2	3	4	9
Grand Total	1	7	23	20	51



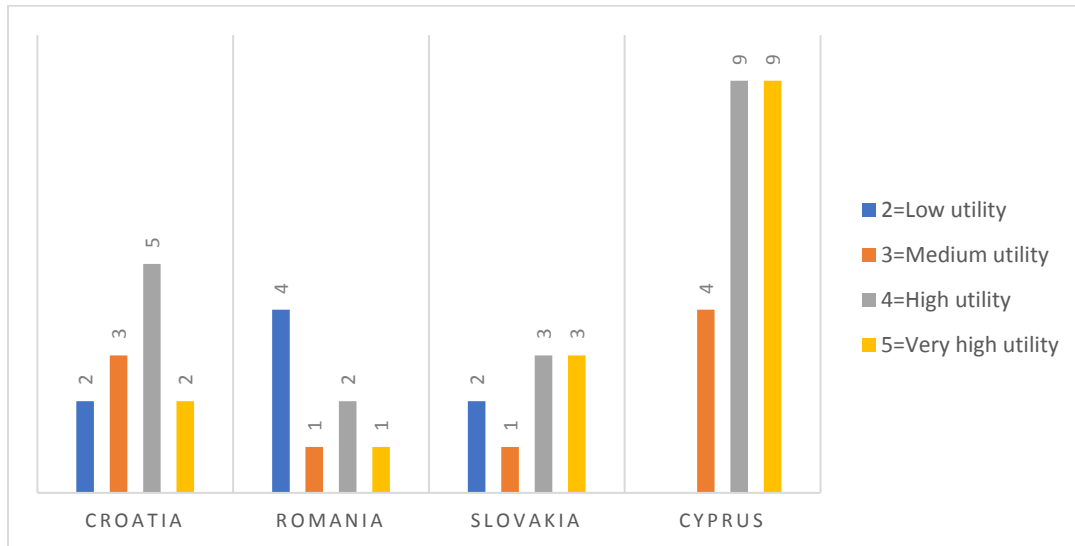
The results show that, when it comes to the current working methodology with the agro-entrepreneurial students, simulations and exercises as a learning method is considered by the participants to be:

- 45%: of high utility;
- 39.2%: of very high utility;
- 13.8%: of medium utility;
- 2%: of low utility.

None of the participants found simulations and exercises as being useless.

e. E-learning training

	2=Low utility	3=Medium utility	4=High utility	5=Very high utility	Grand Total
Croatia	2	3	5	2	12
Cyprus	0	4	9	9	22
Romania	4	1	2	1	8
Slovakia	2	1	3	3	9
Grand Total	8	9	19	15	51



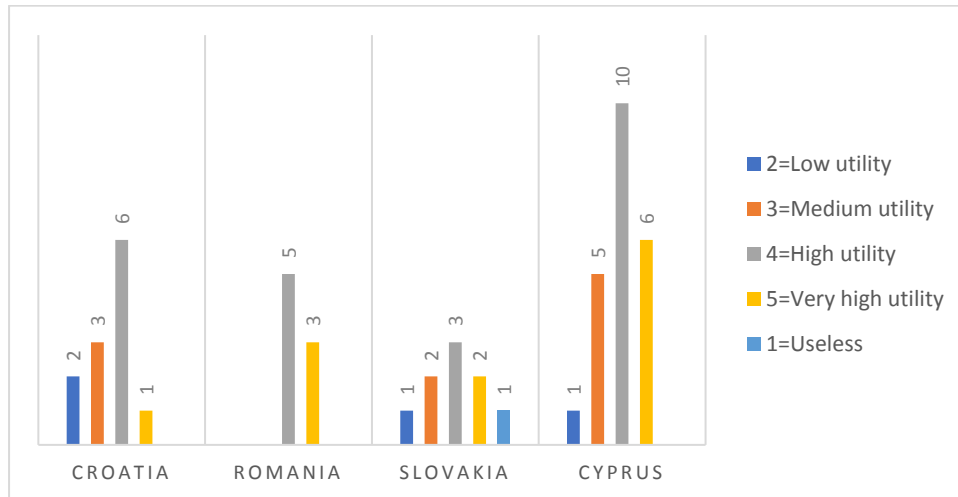
The results show that, when it comes to the current working methodology with the agro-entrepreneurial students, e-learning training as a learning method is considered by the participants to be:

- 37.3%: of high utility;
- 29.4%: of very high utility;
- 17.6%: of medium utility;
- 15.7%: of low utility.

None of the participants found e-learning training as being useless.

f. Virtual Reality and 3D Worlds simulations

	2=Low utility	3=Medium utility	4=High utility	5=Very high utility	1=Useless	Grand Total
Croatia	2	3	6	1		12
Cyprus	1	5	10	6		22
Romania			5	3		8
Slovakia	1	2	3	2	1	9
Grand Total	4	10	24	12	1	51

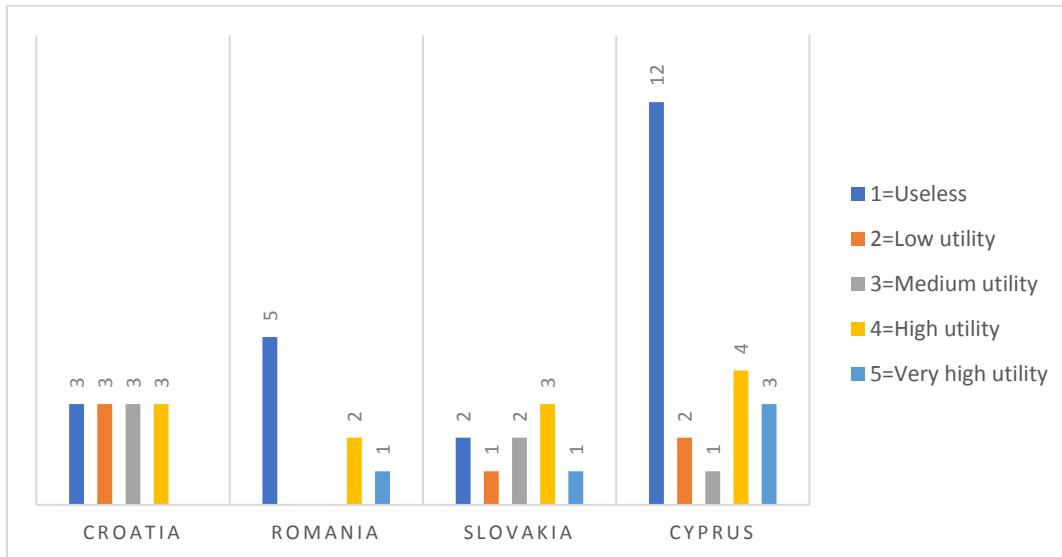


The results show that, when it comes to the current working methodology with the agro-entrepreneurial students, Virtual Reality and 3D Worlds simulations as a learning method is considered by the participants to be:

- 47%: of high utility;
- 23.5%: of very high utility;
- 19.7%: of medium utility;
- 7.8%: of low utility;
- 2%: useless.

g. Other (specify)

	1=Useless	2=Low utility	3=Medium utility	4=High utility	5=Very high utility	Grand Total
Croatia	3	3	3	3		12
Cyprus	12	2	1	4	3	22
Romania	5			2	1	8
Slovakia	2	1	2	3	1	9
Grand Total	22	6	6	12	5	51



The results show that, when it comes to the current working methodology with the agro-entrepreneurial students, other learning methods than the ones already named are considered by the participants to be:

- 43.1%: useless;
- 23.5%: of high utility;
- 11.8%: of medium utility;
- 11.8%: of low utility;
- 9.8%: of very high utility.

10. What kind of evaluation framework would be best suited to facilitate the measurement of the achievements of an agro-entrepreneurship learning program? Please elaborate.

The participants' responses were very diverse, but the majority of these aimed towards evaluation frameworks with a strong practical side. Among the provided answers, we mention the following:

- Formative assessment;
- Completed projects;
- Questionnaires and practical trainings;
- Interactions with PC software;
- Employability of graduates in the field;
- Project implementation monitoring;
- Success in applying knowledge;

- Tests in simulated businesses;
- Questionnaires, interviews;
- Active student involvement;
- Digital marketing sales;
- Assessments using oral and hands-on practice;
- E-learning;
- Evaluation of team work.

11. What do you think is the number one determining factor for whether or not a participant will develop a successful business after finishing the courses in your training / education centre?

The majority of the answers provided by the participants aimed at factors related to the personality of the agro-entrepreneur as well as to external practical factors. Among these, we mention:

- Learning how to manage a team;
- Financial resources;
- A clear business plan;
- Understanding the dynamics of the modern world;
- Personal will and vision;
- Applying theory to practice;
- Targeting and analytical skills;
- Motivation and skills;
- Commitment;
- Vision and goals;
- Persistence;
- Knowledge of the market;
- Creativity and innovativeness;
- Communication skills;
- Team.



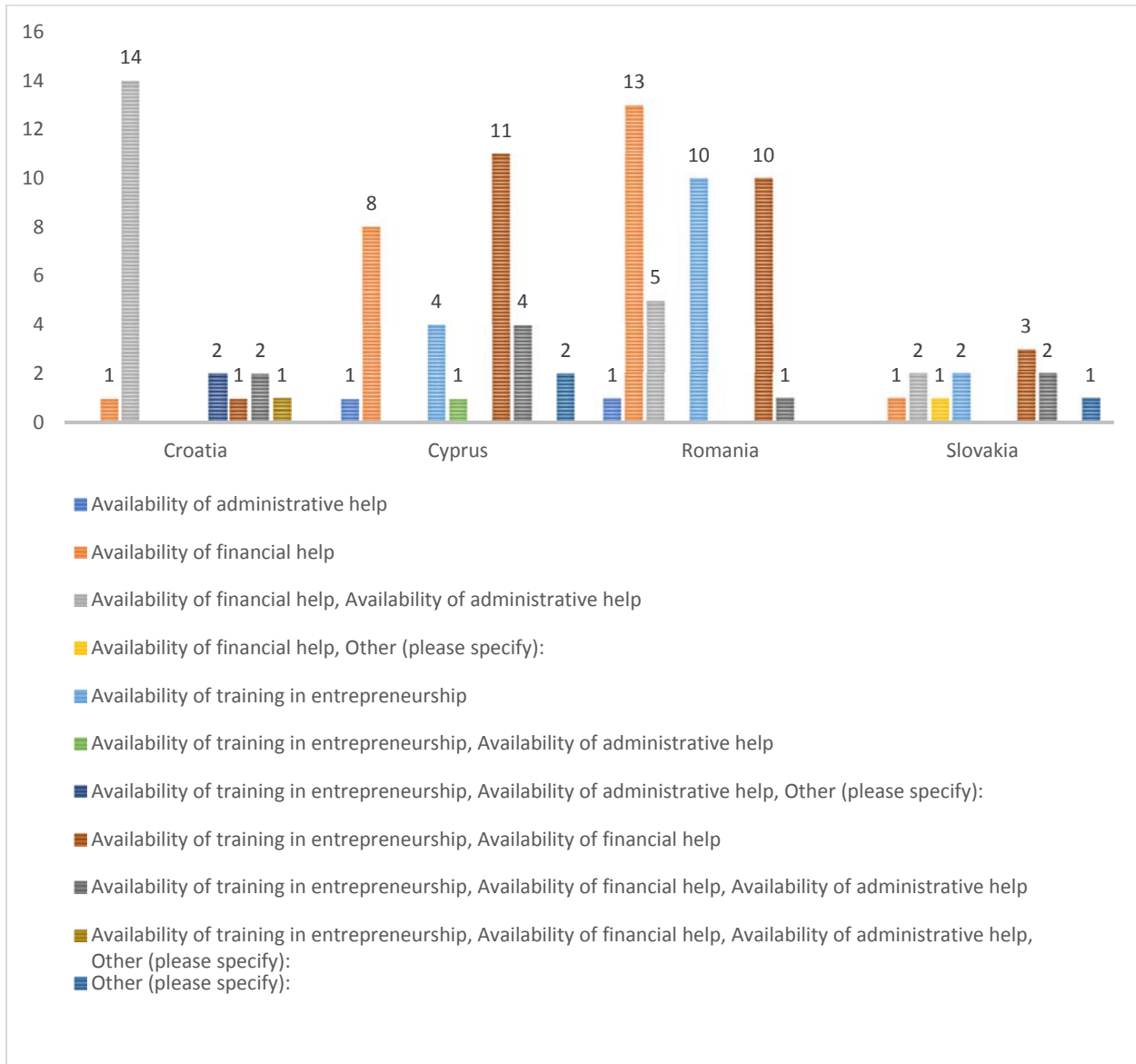
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INTRODUCTION

This questionnaire has been developed under the Project Agrient- Enhancing Youth Entrepreneurship Skills, Careers Guidance and Competences in Agriculture Throught a Game based Virtual Reality Platform (ERASMUS + 2018-3-HR01-KA205-060151). It contains the statistical analysis of the answers to questions addressed in questionnaires that were distributed to the participants to the survey conducted in the project (Romania, Cyprus, Slovakia, Croatia - Youth – 104 respondents). Within the AGRIENT project, our first goal is to study the current state on Agro-Entepreneurship Training around Europe. The objective of this questionnaire is to identify the gaps and needs that the project will later use to design courses to cover agro-entrepreneurship training.

1. What would motivate you to start your own agro-business?

What would motivate you to start your own agro-business? (multiple choice).					
	Croatia	Cyprus	Romania	Slovakia	Grand Total
Availability of administrative help		1	1		2
Availability of financial help	1	8	13	1	23
Availability of financial help, Availability of administrative help	14		5	2	21
Availability of financial help, Other (please specify):				1	1
Availability of training in entrepreneurship		4	10	2	16
Availability of training in entrepreneurship, Availability of administrative help		1			1
Availability of training in entrepreneurship, Availability of administrative help, Other (please specify):	2				2
Availability of training in entrepreneurship, Availability of financial help	1	11	10	3	25
Availability of training in entrepreneurship, Availability of financial help, Availability of administrative help	2	4	1	2	9
Availability of training in entrepreneurship, Availability of financial help, Availability of administrative help, Other (please specify):	1				1
Other (please specify):		2		1	3
Grand Total	21	31	40	12	104



At the first question “What would motivate you to start your own agro-business?”, out of a sample of 21 respondents 14 (66.66%) from CROATIA answered that they could not start their own agro-business without a substantial financial help as well as the availability of an administrative help. Compared to Croatia, not only the number of respondents was relatively larger (40 instead of 21), but also the answers were a little bit different. Romanian people pointed out that the availability of financial (45%) and administrative help is essential in starting a business in the agro field sector (12.5%). In contrast with the respondents of Croatia, those from

Romania highlighted that an availability of training in entrepreneurship is also essential (50%). More than that, this process should be performed with a financial help (25%). The answers of the Cypriot respondents differed greatly from those given by Croatia and Romania. The number of respondents (31) was a mean of the respondents of Croatia and Romania. However, for the citizens of Cyprus, intending to start an agro-business the availability of training with (35,48%) or without an administrative help (3.22%) is essential. The availability of the financial help was also outlined, but in a slightly smaller proportion than that of Romanian and Croatian respondents (25.8%). The number of respondents from Slovakia was the lowest (only 12 respondents). A quarter of them considered that the availability of training in entrepreneurship as well as an availability of financial help is essential to start an agro-business. The small number of respondents is not edifying in such an analysis. As a conclusion, we may affirm that for all respondents from the countries involved in this questionnaire 25 out of 104 (24.03%) considered that a training in entrepreneurship with a financial help is absolutely necessary in order to start an agro-business. 22.11% of the total number of respondents outlined that only the financial help is necessary for starting such a business whereas 20.19% would need to have an administrative help.

2. Why would you to start your own agro-business?

Why would you to start your own agro-business?					
	Croatia	Cyprus	Romania	Slovakia	Grand Total
I am owner of the land and I want to use it to start my own business	1	4	4		9
Other (please specify):	1				1
To obtain a higher income		1			1
To obtain higher income	1	1	5		7
To obtain higher income, I am owner of the land and I want to use it to start my own business	1	3	7		11
To obtain higher income, I am the owner of a land and I want to use it to start my own business				1	1
To produce fresh and healthy agro-food products	1	8	5	7	21
To produce fresh and healthy agro-food products, I am owner of the land and I want to use it to start my own business	4	5	7		16
To produce fresh and healthy agro-food products, To obtain higher income	6	5	10	4	25
To produce fresh and healthy agro-food products, To obtain higher income, I am owner of the land and I want to use it to start my own business	6	4	2		12
Grand Total	21	31	40	12	104



At the second question “Why would you start your own agro-business?” the majority of respondents from Croatia (57.14%) answered that this business should be necessary to produce healthy and fresh agro-foods products. Only half of the (28.57%) outlined that this business is also interesting to obtain a higher income. Only 19.04% are owners of the land and they intend to start the agro-business due to this facility. A response quite close to that of Croatian respondents was given by those of Romania. 25% of the Romanian respondents affirmed that this business should be very useful in order to produce fresh and healthy agro-food products and to obtain higher income. Only 17.5% of them are owners of the land whereas 60% answered that the earning of a higher income is essential for them. More than a quarter (25.8%) of Cyprus

respondents affirmed that they will start such a business only to produce fresh and healthy agro-food products. The financial aspect (54.83%) was considered essential for such a business. Only 12.9% of the Cyprus respondents pointed out that the main aspect to start an agro-business is due to the fact that they are owners of the land and they want to use it in a such purpose. The financial aspect is taken into account only to a relatively small extent (41.66%). The main responses of the Slovakian respondents (91.66%) were those linked to the production of fresh and healthy food. In conclusion, for 24.03% of the respondents (25 out of 104) the production of healthy food is essential. 54.8% considered that the obtention of a higher income is essential in case of an agro-business, whereas only 36.53% of the respondents affirmed that the fact that they have their own land is more essential.

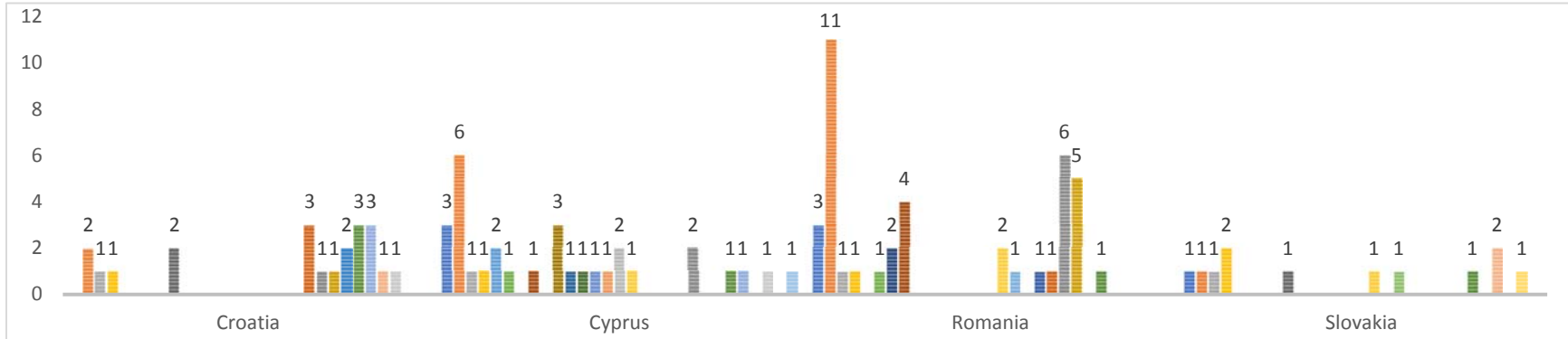
3. How would you describe your business idea?

How would you describe your business idea? (multiple choice).					
	Croatia	Cyprus	Romania	Slovakia	Grand Total
Agritourism		3	3	1	7
Farming (crop and/or livestock)	2	6	11	1	20
Farming (crop and/or livestock), Agritourism	1	1	1	1	4
Farming (crop and/or livestock), Food processing	1	1	1	2	5
Farming (crop and/or livestock), Food processing, Agritourism		2			2
Farming (crop and/or livestock), Food processing, Trade (wholesale and/or retail)		1	1		2
Farming (crop and/or livestock), Food Processing, Trade (wholesale and/or retail), Agritourism			2		2
Farming (crop and/or livestock), Trade (wholesale and/or retail)		1	4		5
Farming (crop and/or livestock), Traditional products (e.g. folk crafts)	2			1	3
Farming (crop and/or livestock), Traditional products (e.g. folk crafts), Agritourism		3			3
Farming (crop and/or livestock), Traditional products (e.g. folk crafts),		1			1

Food processing					
Farming (crop and/or livestock), Traditional products (e.g. folk crafts), Food processing, Agritourism		1			1
Farming (crop and/or livestock), Traditional products (e.g. folk crafts), Food processing, Trade (wholesale and/or retail)		1			1
Farming (crop and/or livestock), Traditional products (e.g. folk crafts), Food processing, Trade (wholesale and/or retail), Agritourism		1			1
Farming (crop and/or livestock), Traditional products (e.g. folk crafts), Trade (wholesale and/or retail), Agritourism		2			2
Food processing		1	2	1	4
Food processing, Agritourism			1		1
Food Processing, Trade (wholesale and/or retail)				1	1
Food processing, Trade (wholesale and/or retail), Agritourism			1		1
Other (please specify):	3		1		4
Trade (wholesale and/or retail)	1	2	6		9
Trade (wholesale and/or retail), Agritourism	1		5		6
Traditional goods (eg crafts), Trade (wholesale and/or retail)	2				2
Traditional products (e.g. folk crafts)	3	1	1	1	6
Traditional products (e.g. folk crafts), Agritourism	3	1			4
Traditional products (e.g. folk crafts), Food processing	1			2	3
Traditional products (e.g. folk crafts), Food processing, Agritourism	1	1			2
Traditional products (e.g. folk crafts), Food Processing, Trade (wholesale and/or retail)				1	1
Traditional products (e.g. folk crafts), Trade (wholesale and/or retail)		1			1
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- Agritourism
- Farming (crop and/or livestock), Agritourism
- Farming (crop and/or livestock), Food processing, Agritourism
- Farming (crop and/or livestock), Food Processing, Trade (wholesale and/or retail), Agritourism
- Farming (crop and/or livestock), Traditional products (e.g. folk crafts)
- Farming (crop and/or livestock), Traditional products (e.g. folk crafts), Food processing
- Farming (crop and/or livestock), Traditional products (e.g. folk crafts), Food processing, Trade (wholesale and/or retail)
- Farming (crop and/or livestock), Traditional products (e.g. folk crafts), Trade (wholesale and/or retail), Agritourism
- Food processing, Agritourism
- Food processing, Trade (wholesale and/or retail), Agritourism
- Trade (wholesale and/or retail)
- Traditional goods (eg crafts), Trade (wholesale and/or retail)
- Traditional products (e.g. folk crafts), Agritourism
- Traditional products (e.g. folk crafts), Food processing, Agritourism
- Traditional products (e.g. folk crafts), Trade (wholesale and/or retail)

- Farming (crop and/or livestock)
- Farming (crop and/or livestock), Food processing
- Farming (crop and/or livestock), Food processing, Trade (wholesale and/or retail)
- Farming (crop and/or livestock), Trade (wholesale and/or retail)
- Farming (crop and/or livestock), Traditional products (e.g. folk crafts), Agritourism
- Farming (crop and/or livestock), Traditional products (e.g. folk crafts), Food processing, Agritourism
- Farming (crop and/or livestock), Traditional products (e.g. folk crafts), Food processing, Trade (wholesale and/or retail), Agritourism
- Food processing
- Food Processing, Trade (wholesale and/or retail)
- Other (please specify):
- Trade (wholesale and/or retail), Agritourism
- Traditional products (e.g. folk crafts)
- Traditional products (e.g. folk crafts), Food processing
- Traditional products (e.g. folk crafts), Food Processing, Trade (wholesale and/or retail)

At the third question “How you describe your business idea?” the answers of the Croatian respondents are scattered. 28.57% of the answers were linked to the agritourism, a same percentage due to farming (crop and/or livestock) and only 19% from trade (wholesale and/or retail). Concerning the Romanian respondents 40% answered that their business idea should start with farming, 30% from agritourism or trade (wholesale and/or retail) (30%). 12.9% of the Cyprus respondents considered that making some traditional products was essential as business idea and more than 41% answered that farming and/or food processing and/or traditional products determined them to start an agro-business. Only 25.8% of respondents concluded that the idea of agritourism was essential for them to start a business. Concerning the Slovakian respondents 25% considered that agritourism was a main idea to start an agro-business, 41.66% thought that the business idea was due to farming, whereas 33.33% to traditional products. In conclusion, 38.46% of the whole respondents concluded that farming was the main idea in order to start an agro-business, whereas 28.84% affirmed that agritourism was essential in their opinion to start a business. A percentage of 16.34 of the respondents was essential to begin a business in agriculture.

4. In your opinion, what are the main challenges in starting a new business?

In your opinion, what are the main challenges in starting a new business? (multiple choice).					
	Croatia	Cyprus	Romania	Slovakia	Grand Total
Competition with similar product, Finding funding sources, Legislative aspects with the opening and operation of an enterprise				1	1
Competition with similar products		2	3		5
Competition with similar products, Finding funding sources	1	1	1		3
Competition with similar products, Finding funding sources, Legislative aspects with the opening and operation of an enterprise	1	1			2
Competition with similar products, Finding funding sources, Promoting my products / services (market penetration)		1		2	3
Competition with similar products, Legislative aspects with the opening and operation of an enterprise, Promoting my products / services (market penetration)			1		1
Competition with similar products, Promoting my products / services (market penetration)		3	1		4
Finding funding sources		1	3		4
Finding funding sources, Legislative aspects with the opening and operation of an enterprise		2	1	1	4

Finding funding sources, Legislative aspects with the opening and operation of an enterprise, Promoting my products / services (market penetration)	2		1		3
Finding funding sources, Promoting my products / services (market penetration)		1	2		3
Identifying an innovative and sustainable business idea	2	6	4	1	13
Identifying an innovative and sustainable business idea, Competition with similar product, Legislative aspects with the opening and operation of an enterprise				1	1
Identifying an innovative and sustainable business idea, Competition with similar products			2	2	4
Identifying an innovative and sustainable business idea, Competition with similar products, Finding funding sources	1		2		3
Identifying an innovative and sustainable business idea, Competition with similar products, Finding funding sources, Legislative aspects with the opening and operation of an enterprise, Promoting my products / services (market penetration)	1	4			5
Identifying an innovative and sustainable business idea, Competition with similar products, Finding funding sources, Promoting my products / services (market penetration)		1			1
Identifying an innovative and sustainable business idea, Competition with similar products, Finding funding, Legislative aspects with the opening and operation of an enterprise, Promoting my products / services (market penetration)	1				1
Identifying an innovative and sustainable business idea, Competition with similar products, Legislative aspects with the opening and operation of an enterprise		1			1
Identifying an innovative and sustainable business idea, Competition with similar products, Promoting my products / services (market penetration)	1		7		8
Identifying an innovative and sustainable business idea, Finding funding sources	5	1	5	1	12
Identifying an innovative and sustainable business idea, Finding funding sources, Legislative aspects with the opening and operation of an enterprise		1			1
Identifying an innovative and sustainable business idea, Finding funding sources, Legislative aspects with the opening and operation of an enterprise, Promoting my products / services (market penetration)				1	1
Identifying an innovative and sustainable business idea, Finding funding sources, Promoting my products / services (market penetration)	1	3	2		6

Identifying an innovative and sustainable business idea, Legislative aspects with the opening and operation of an enterprise			1		1
Identifying an innovative and sustainable business idea, Legislative aspects with the opening and operation of an enterprise, Promoting my products / services (market penetration)	2				2
Identifying an innovative and sustainable business idea, Promoting my products / services (market penetration)	2	1	3		6
Legislative aspects with the opening and operation of an enterprise		1		1	2
Legislative aspects with the opening and operation of an enterprise, Other (specify) :	1				1
Legislative aspects with the opening and operation of an enterprise, Promoting my products / services (market penetration)				1	1
Promoting my products / services (market penetration)			1		1
Grand Total	21	31	40	12	104



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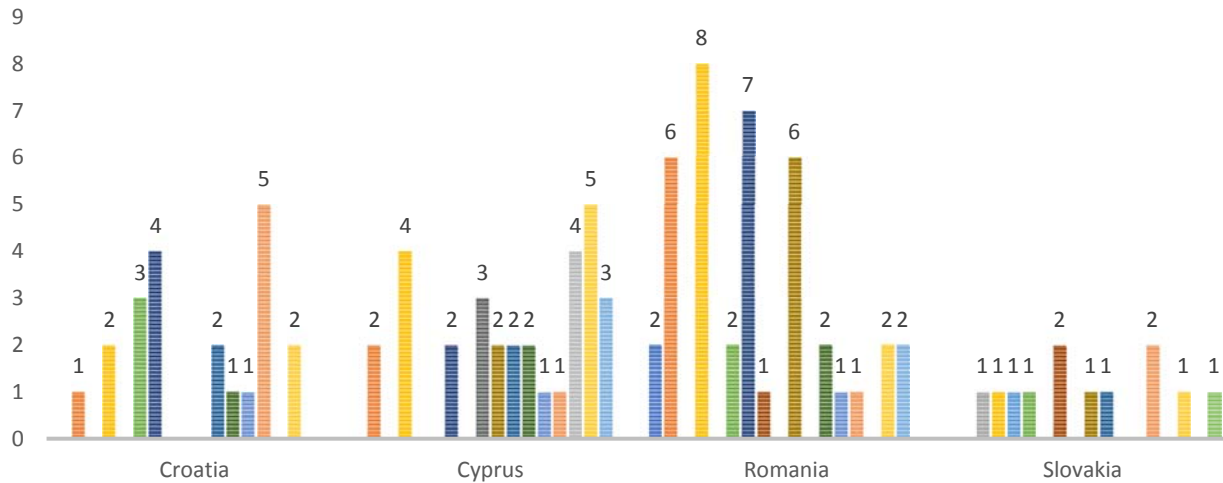
- Identifying an innovative and sustainable business idea, Finding funding sources, Legislative aspects with the opening and operation of an enterprise, Promoting my products / services (market penetration)
 - Identifying an innovative and sustainable business idea, Finding funding sources, Promoting my products / services (market penetration)
 - Identifying an innovative and sustainable business idea, Legislative aspects with the opening and operation of an enterprise
 - Identifying an innovative and sustainable business idea, Legislative aspects with the opening and operation of an enterprise, Promoting my products / services (market penetration)
 - Identifying an innovative and sustainable business idea, Promoting my products / services (market penetration)
 - Legislative aspects with the opening and operation of an enterprise
 - Legislative aspects with the opening and operation of an enterprise, Other (specify) :
 - Legislative aspects with the opening and operation of an enterprise, Promoting my products / services (market penetration)
 - Promoting my products / services (market penetration)
-

The answers to the 4th question “In your opinion, what are the main challenges in starting a new business?” were scattered according to the Croatian respondents. 52.38% considered that the finding of founding sources was the main challenge for this business, the influence of legislative aspects with the opening and operation of an enterprise, market penetration, promoting products contributed approximately with a same percentage of about 7%. The identification of innovative and sustainable business idea was considered the essential aspect to start a new business by 14.28% of Croatian respondents. For 65% of Romanian respondents to identify an innovative and sustainable business idea was essential, with or without finding of founding sources, 12.5% of the answers were linked to finding of founding sources and only 10% suggested that competition with similar products was a determining factor in order to start a new business. For the Cyprus respondents 41.9% affirmed that the main challenge to start a new business is linked to the identification of innovative and sustainable business idea. A percentage of 67.76 was edifying with respect to the founding of funding sources. For Slovakian respondents, 25% answered that competition with similar products was determinant to start a new business; 33.33% of them considered that the founding of funding sources is an essential aspect to start an agro-businesses. The legislative aspects with the opening and operation of an enterprise have a great influence upon the start of a new business is considered a main idea only by 25% of the respondents. In conclusion, 13 out of 104 total respondents (12.5%) considered that to identify an innovative and sustainable business idea, whereas 19.23% affirmed that the finding of funding sources is an essential aspect in a such process.

5. What kind of events addressed to agro-entrepreneurs would interest you?

What kind of events addressed to agro-entrepreneurs would interest you? (multiple choice).					
	Croatia	Cyprus	Romania	Slovakia	Grand Total
Micro-informal brainstorming events and feedback			2		2
Networking events with potential investors	1	2	6		9
Networking events with potential investors, Micro-informal brainstorming events and feedback				1	1
Networking meetings with people with similar ideas, with start-up initiators	2	4	8	1	15
Networking meetings with people with similar ideas, with start-up initiators, Meetings with potential investors				1	1
Networking meetings with people with similar ideas, with start-up initiators, Micro-informal brainstorming events and feedback	3		2	1	6
Networking meetings with people with similar ideas, with start-up initiators, Networking events with potential investors	4	2	7		13
Networking meetings with people with similar ideas, with start-up initiators, Networking events with potential investors, Micro-informal brainstorming events and feedback			1	2	3
Other (please specify):		3			3
Training and business coaching seminars		2	6	1	9
Training and business coaching seminars, Micro-informal brainstorming events and feedback	2	2		1	5
Training and business coaching seminars, Networking events with potential investors	1	2	2		5
Training and business coaching seminars, Networking events with potential investors, Micro-informal brainstorming events and feedback	1	1	1		3
Training and business coaching seminars, Networking meetings with people with similar ideas, with start-up initiators	5	1	1	2	9

Training and business coaching seminars, Networking meetings with people with similar ideas, with start-up initiators, Micro- informal brainstorming events and feedback		4			4
Training and business coaching seminars, Networking meetings with people with similar ideas, with start-up initiators, Networking events with potential investors	2	5	2	1	10
Training and business coaching seminars, Networking meetings with people with similar ideas, with start-up initiators, Networking events with potential investors, Micro-informal brainstorming events and feedback		3	2		5
Training and seminars of corporate coaching, Networking events with potential investors				1	1
Grand Total	21	31	40	12	104



- Micro-informal brainstorming events and feedback
- Networking events with potential investors
- Networking events with potential investors, Micro-informal brainstorming events and feedback
- Networking meetings with people with similar ideas, with start-up initiators
- Networking meetings with people with similar ideas, with start-up initiators, Meetings with potential investors
- Networking meetings with people with similar ideas, with start-up initiators, Micro-informal brainstorming events and feedback
- Networking meetings with people with similar ideas, with start-up initiators, Networking events with potential investors
- Networking meetings with people with similar ideas, with start-up initiators, Networking events with potential investors, Micro-informal brainstorming events and feedback
- Other (please specify):
- Training and business coaching seminars
- Training and business coaching seminars, Micro-informal brainstorming events and feedback
- Training and business coaching seminars, Networking events with potential investors
- Training and business coaching seminars, Networking events with potential investors, Micro-informal brainstorming events and feedback
- Training and business coaching seminars, Networking meetings with people with similar ideas, with start-up initiators
- Training and business coaching seminars, Networking meetings with people with similar ideas, with start-up initiators, Micro-informal brainstorming events and feedback
- Training and business coaching seminars, Networking meetings with people with similar ideas, with start-up initiators, Networking events with potential investors
- Training and business coaching seminars, Networking meetings with people with similar ideas, with start-up initiators, Networking events with potential investors, Micro-informal brainstorming events and feedback
- Training and seminars of corporate coaching, Networking events with potential investors

Related to the 5th question “What kind of events addressed to agro-entrepreneurs would interest you?”, 47.61% of Croatian respondents considered that network meetings with people with similar ideas are representative as events addressed to entrepreneurs and 52.38% of them affirmed that training and business coaching seminars combined with networking meetings are essential as events where Croatian people are interested in. Regarding the Romanian respondents, 60% of them are interested in networking meetings with people with similar ideas with start-up initiators, whereas 40% of training and business coaching seminars as representative events are useful for agro-entrepreneurs. Concerning the Cypriot representatives, 35.48% affirmed that the networking events with potential investors are defintory for agro-entrepreneurs, whereas 64.51% confirmed that training and business coaching seminars are essential as event addressed to agro-entrepreneurs. For Slovakian people 41.66% of the respondents considered that rather networking events with potential investors than 58.33% who consider the training and business coaching seminars more defintory for agro-entrepreneurs events. As a conclusion a majority of 57.7% of respondents considered the training and business coaching seminars as events addressed to agro-entrepreneurs than a percentage of 42.3 who consider training and business coaching seminars as representative event addressed to entrepreneurs.

6. What services would you be interested to find in a startup incubator?

What services would you be interested to find in a startup incubator? (multiple choice).					
	Croatia	Cyprus	Romania	Slovakia	Grand Total
Advice on identifying sources of funding		1	3		4
Advice on identifying sources of funding, Counselling on marketing and business plans preparation		1			1
Advice on identifying sources of funding, Counselling on marketing and business plans preparation, Other (please specify):		1			1
Consulting for preparation of business plan and marketing plan		2			2
Counselling on marketing and business plans preparation			1		1
Legal assistance/guidance and access to relevant legislation resources	1	1	2	1	5
Legal assistance/guidance and access to relevant legislation resources, Advice on identifying sources of funding	5	2		1	8
Legal assistance/guidance and access to relevant legislation resources, Advice on identifying sources of funding, Counselling on marketing and business plans preparation	2				2
Legal assistance/guidance and access to relevant legislation resources, Counselling on marketing and business plans preparation	1		1	1	3

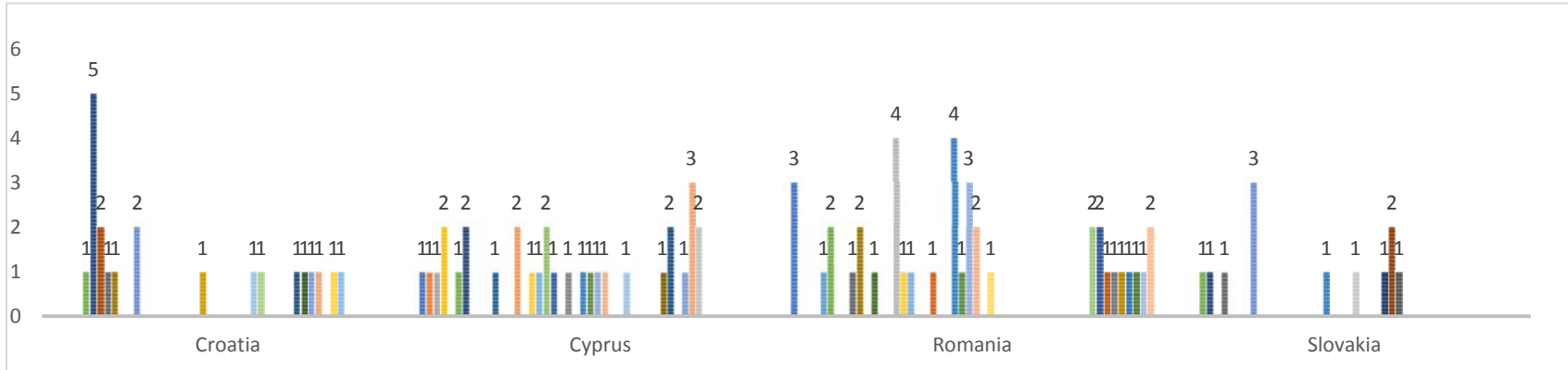
Legal assistance/guidance and access to relevant legislation resources, Networking events	1		2		3
Legal assistance/guidance and access to relevant legislation resources, Networking events, Counselling on marketing and business plans preparation		1			1
Legal assistance/guidance and access to relevant legislation resources, Training/management services			1		1
Legal assistance/guidance and access to relevant legislation resources, Training/management services, Advice on identifying sources of funding	2			3	5
Legal assistance/guidance and access to relevant legislation resources, Training/management services, Advice on identifying sources of funding, Counselling on marketing and business plans preparation		2			2
Legal assistance/guidance and access to relevant legislation resources, Training/management services, Counselling on marketing and business plans preparation			4		4
Legal assistance/guidance and access to relevant legislation resources, Training/management services, Networking events		1	1		2
Legal assistance/guidance and access to relevant legislation resources, Training/management services, Networking events, Advice on identifying sources of funding		1	1		2
Legal assistance/guidance and access to relevant legislation resources, Training/management services, Networking events, Advice on identifying sources of funding, Counselling on marketing and business plans preparation		2			2
Networking events		1			1
Networking events, Advice on identifying sources of funding			1		1
Networking events, Advice on identifying sources of funding, Counselling on marketing and business plans preparation		1			1
Networking events, Counselling on marketing and business plans preparation	1				1
Training/management services		1	4	1	6
Training/management services, Advice on identifying sources of funding		1	1		2
Training/management services, Advice on identifying sources of funding, Counselling on marketing and business plans preparation		1	3		4
Training/management services, Counselling on marketing and business plans preparation		1	2		3
Training/management services, Networking /				1	1

networking					
Training/management services, Networking events			1		1
Training/management services, Networking events, Advice on identifying sources of funding, Counselling on marketing and business plans preparation	1	1			2
Work space and meeting rooms with all the necessary office supplies	1				1
Working and meeting space with all necessary office supplies				1	1
Working and meeting space with all necessary office supplies, Legal assistance/guidance and access to relevant legislation resources				2	2
Working and meeting space with all necessary office supplies, Legal assistance/guidance and access to relevant legislation resources, Advice on identifying sources of funding, Counselling on marketing and business plans preparation				1	1
Workspace and meeting premises with all the necessary office supplies		1			1
Workspace and meeting premises with all the necessary office supplies, Counselling on marketing and business plans preparation	1	2			3
Workspace and meeting premises with all the necessary office supplies, Legal assistance/guidance and access to relevant legislation resources	1				1
Workspace and meeting premises with all the necessary office supplies, Legal assistance/guidance and access to relevant legislation resources, Counselling on marketing and business plans preparation	1	1			2
Workspace and meeting premises with all the necessary office supplies, Legal assistance/guidance and access to relevant legislation resources, Training/management services, Networking events, Advice on identifying sources of funding, Counselling on marketing and business plans preparation	1	3			4
Workspace and meeting premises with all the necessary office supplies, Training/management services, Advice on identifying sources of funding			2		2
Workspace and meeting premises with all the necessary office supplies, Training/management services, Advice on identifying sources of funding, Counselling on marketing and business plans preparation	1				1
Workspace and meeting premises with all the necessary office supplies, Training/management services, Counselling on marketing and business plans preparation	1				1

Workspace and meeting rooms with all the necessary office supplies, Legal assistance/guidance and access to relevant legislation resources			2		2
Workspace and meeting rooms with all the necessary office supplies, Legal assistance/guidance and access to relevant legislation resources, Advice on identifying sources of funding, Counselling on marketing and business plans preparation			2		2
Workspace and meeting rooms with all the necessary office supplies, Legal assistance/guidance and access to relevant legislation resources, Networking events, Counselling on marketing and business plans preparation			1		1
Workspace and meeting rooms with all the necessary office supplies, Legal assistance/guidance and access to relevant legislation resources, Training/management services, Advice on identifying sources of funding			1		1
Workspace and meeting rooms with all the necessary office supplies, Legal assistance/guidance and access to relevant legislation resources, Training/management services, Advice on identifying sources of funding, Counselling on marketing and business plans preparation			1		1
Workspace and meeting rooms with all the necessary office supplies, Networking events			1		1
Workspace and meeting rooms with all the necessary office supplies, Training/management services			1		1
Workspace and meeting rooms with all the necessary office supplies, Training/management services, Advice on identifying sources of funding			1		1
Workspace and meeting rooms with all the necessary office supplies, Training/management services, Advice on identifying sources of funding, Counselling on marketing and business plans preparation			2		2
Grand Total	21	31	40	12	104



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- Advice on identifying sources of funding
- Advice on identifying sources of funding, Counselling on marketing and business plans preparation
- Advice on identifying sources of funding, Counselling on marketing and business plans preparation, Other (please specify):
- Consulting for preparation of business plan and marketing plan
- Counselling on marketing and business plans preparation
- Legal assistance/guidance and access to relevant legislation resources
- Legal assistance/guidance and access to relevant legislation resources, Advice on identifying sources of funding
- Legal assistance/guidance and access to relevant legislation resources, Advice on identifying sources of funding, Counselling on marketing and business plans preparation
- Legal assistance/guidance and access to relevant legislation resources, Counselling on marketing and business plans preparation
- Legal assistance/guidance and access to relevant legislation resources, Networking events



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- Legal assistance/guidance and access to relevant legislation resources, Networking events, Counselling on marketing and business plans preparation
- Legal assistance/guidance and access to relevant legislation resources, Training/management services
- Legal assistance/guidance and access to relevant legislation resources, Training/management services, Advice on identifying sources of funding
- Legal assistance/guidance and access to relevant legislation resources, Training/management services, Advice on identifying sources of funding, Counselling on marketing and business plans preparation
- Legal assistance/guidance and access to relevant legislation resources, Training/management services, Counselling on marketing and business plans preparation
- Legal assistance/guidance and access to relevant legislation resources, Training/management services, Networking events
- Legal assistance/guidance and access to relevant legislation resources, Training/management services, Networking events, Advice on identifying sources of funding
- Legal assistance/guidance and access to relevant legislation resources, Training/management services, Networking events, Advice on identifying sources of funding, Counselling on marketing and business plans preparation
- Networking events
- Networking events, Advice on identifying sources of funding
- Networking events, Advice on identifying sources of funding, Counselling on marketing and business plans preparation
- Networking events, Counselling on marketing and business plans preparation
- Training/management services
- Training/management services, Advice on identifying sources of funding
- Training/management services, Advice on identifying sources of funding, Counselling on marketing and business plans preparation
- Training/management services, Counselling on marketing and business plans preparation
- Training/management services, Networking / networking
- Training/management services, Networking events
- Training/management services, Networking events, Advice on identifying sources of funding, Counselling on marketing and business plans preparation



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- Work space and meeting rooms with all the necessary office supplies
- Working and meeting space with all necessary office supplies
- Working and meeting space with all necessary office supplies, Legal assistance/guidance and access to relevant legislation resources
- Working and meeting space with all necessary office supplies, Legal assistance/guidance and access to relevant legislation resources, Advice on identifying sources of funding, Counselling on marketing and business plans preparation
- Workspace and meeting premises with all the necessary office supplies
- Workspace and meeting premises with all the necessary office supplies, Counselling on marketing and business plans preparation
- Workspace and meeting premises with all the necessary office supplies, Legal assistance/guidance and access to relevant legislation resources
- Workspace and meeting premises with all the necessary office supplies, Legal assistance/guidance and access to relevant legislation resources, Counselling on marketing and business plans preparation
- Workspace and meeting premises with all the necessary office supplies, Legal assistance/guidance and access to relevant legislation resources, Training/management services, Networking events, Advice on identifying sources of funding, Counselling on marketing and business plans preparation
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- Workspace and meeting rooms with all the necessary office supplies, Legal assistance/guidance and access to relevant legislation resources, Training/management services, Advice on identifying sources of funding
- Workspace and meeting rooms with all the necessary office supplies, Legal assistance/guidance and access to relevant legislation resources, Training/management services, Advice on identifying sources of funding, Counselling on marketing and business plan
- Workspace and meeting rooms with all the necessary office supplies, Networking events



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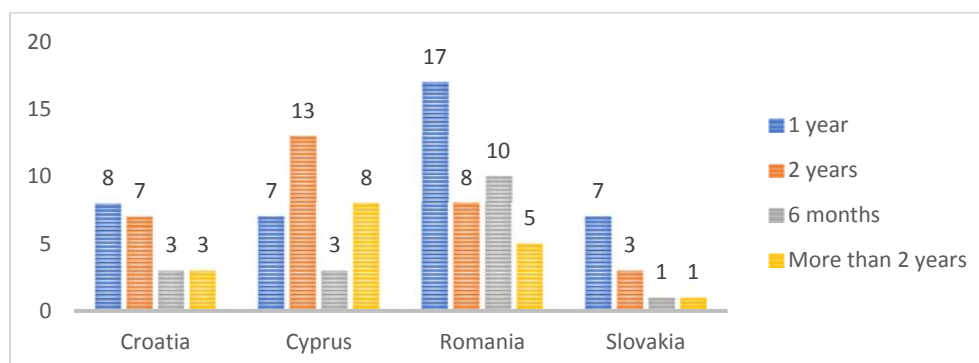
- Workspace and meeting premises with all the necessary office supplies, Legal assistance/guidance and access to relevant legislation resources
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- Workspace and meeting rooms with all the necessary office supplies, Training/management services, Advice on identifying sources of funding, Counselling on marketing and business plans preparation

For the 6th question “What services would you be interested to find in a startup incubator?” the results of the Croatian representatives are scattered. However, a percentage of 23.8 considered that the legal assistance/ guidance and access to relevant legislation resources, combined with an advice on identifying the sources of funding are essential in such a service. 33.3% considered that a workspace and meeting premises with all the necessary office supplies, with different types of counselling are defintory in such a service. Related to Romanian respondents, 30% affirmed that the legal assistance/ guidance and access to relevant legislation resources, combined with an advice on identifying the sources of funding are dominant as service to be found in a startup incubator. 20% of the respondents considered thar workspace and meeting rooms with all the necessary office supplies, combined with advices on identifying sources of funding or counselling on marketing and business plans are defintory. Regarding the Cypriot respondents, the results at this questionnaire are also scattered. Part of respondents considered that legal assistance/ guidance and access to relevant legislation resources are relevant (25.8%), whereas 29.03% affirmed that for this service the most representative idea is to find a workspace and meeting premises and/or a counselling on marketing and business plans preparation, and/or identification pf funding sources. For Slovakian respondents, half of them considered rather a legal assistance/ guidance with access to relevant legislation resources, than 50% who considered that the working and meeting spaces with all necessary office supplies are defintory. As a conclusion, 5.7% of total respondents are preoccupied how to identify sources of funding, 29.8% affirmed that legal assistance/ guidance and access to relevant legislation resources are defintory, whereas 22.11% concluded that a good training/management service with networking events are very important as services in a startup incubator

7. How long do you think you would need to turn an idea into a “real” business?

- ✚ 6 months: **16%**
- ✚ 1 year: **38%**
- ✚ 2 years: **30%**
- ✚ More than 2 years: **16%**

How long do you think you would need to turn an idea into a “real” business? Please select/circle one.					
	1 year	2 years	6 months	More than 2 years	Grand Total
Croatia	8	7	3	3	21
Cyprus	7	13	3	8	31
Romania	17	8	10	5	40
Slovakia	7	3	1	1	12
Grand Total	39	31	17	17	104



8. What do you think is essential to start an agro-business?

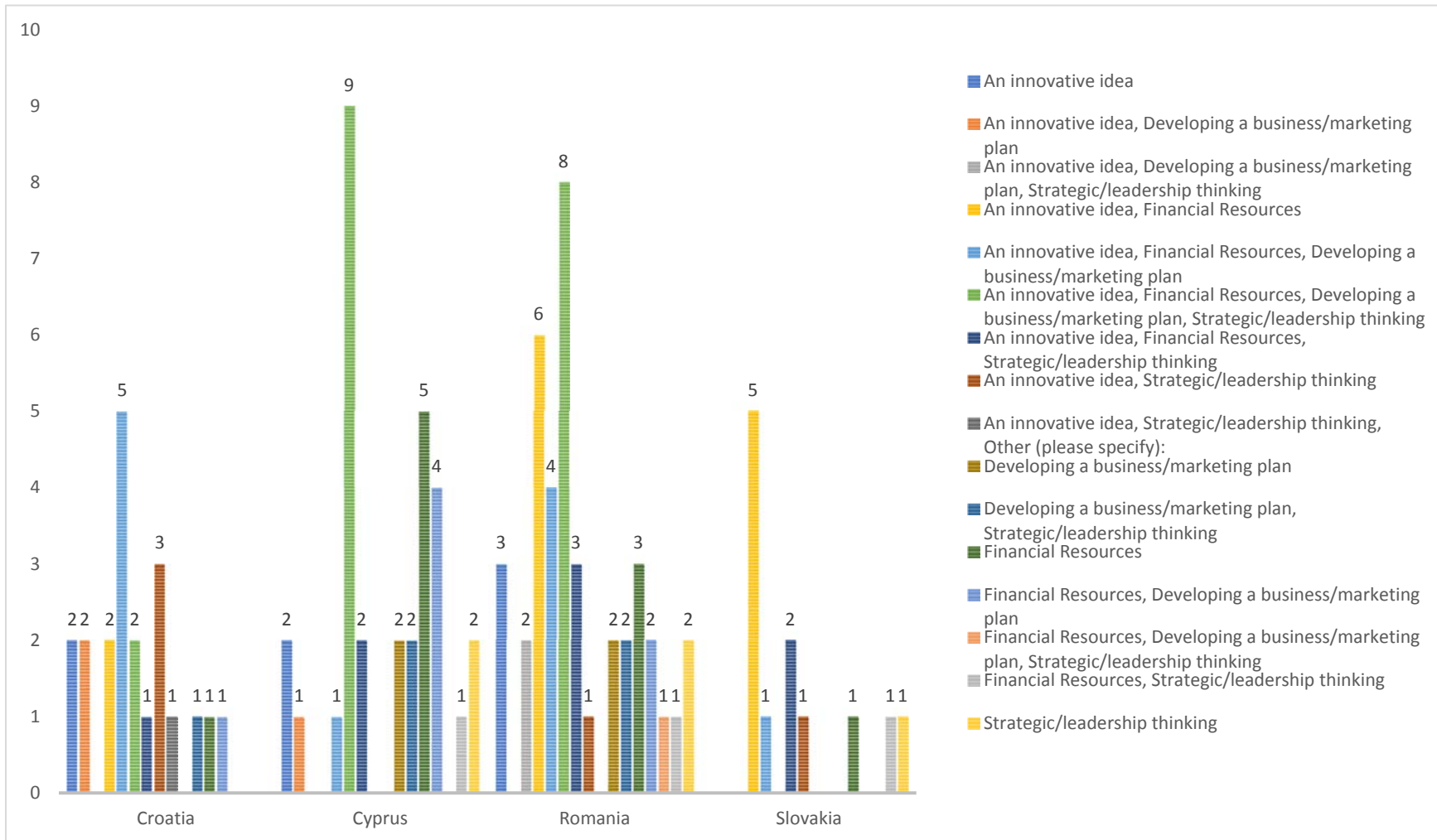
In order to determine what is essential to start an agro-business, Croatian representatives affirmed that innovative ideas with or without a business marketing plan, or with or without financial resources are defintory in a percentage of 76.19. 47.61% of Croatian respondents said that financial resources are dominant as essential thing to start an agro-business. Regarding the Romanian respondents, 67.5% affirmed that an innovative idea with or without developing a business plan, with or without financial resources are defintory. The financial resources are also conclusive for Romanian respondents in a percentage of 42.5. 13% of the respondents affirmed that a strategic/ leadership thinking represents an essential idea to start an agro-business. Regarding the Cypriot representatives, most of them (48.38%) considered that the innovative idea is relevant to start an agro-business, whereas 38.7% affirmed that the financial resources combined with a strategic/ leadership thinking or with the development of a marketing plan are essential to start an agro-business. Concerning the Slovakian people, 75% of the respondents affirmed that an innovative idea combined with or without financial resources are defintory to start an agro-business, whereas only 25% of them considered rather the financial resources as main aspect to start such a business. As a conclusion, 66.34% of the total respondents affirmed that the innovative idea with or without financial resources and with or without a business plan are very essential to start an agro-business, whereas 48.07% affirmed that the financial resources are defintory to start an agro-business.

What do you think is essential to start an agro-business (multiple choice)?					
	Croatia	Cyprus	Romania	Slovakia	Grand Total
An innovative idea	2	2	3		7
An innovative idea, Developing a business/marketing plan	2	1			3
An innovative idea, Developing a business/marketing plan, Strategic/leadership thinking			2		2
An innovative idea, Financial Resources	2		6	5	13

An innovative idea, Financial Resources, Developing a business/marketing plan	5	1	4	1	11
An innovative idea, Financial Resources, Developing a business/marketing plan, Strategic/leadership thinking	2	9	8		19
An innovative idea, Financial Resources, Strategic/leadership thinking	1	2	3	2	8
An innovative idea, Strategic/leadership thinking	3		1	1	5
An innovative idea, Strategic/leadership thinking, Other (please specify):	1				1
Developing a business/marketing plan		2	2		4
Developing a business/marketing plan, Strategic/leadership thinking	1	2	2		5
Financial Resources	1	5	3	1	10
Financial Resources, Developing a business/marketing plan	1	4	2		7
Financial Resources, Developing a business/marketing plan, Strategic/leadership thinking			1		1
Financial Resources, Strategic/leadership thinking		1	1	1	3
Strategic/leadership thinking		2	2	1	5
Grand Total	21	31	40	12	104



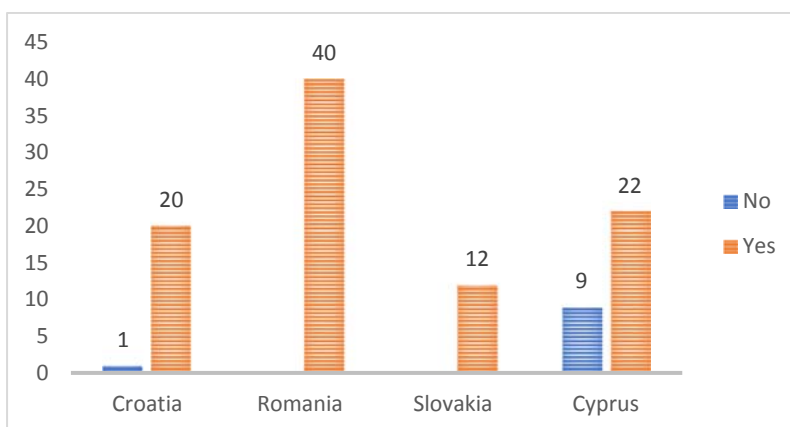
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9. Do you believe that it is important to identify the existing competition?

Most of the respondents (90%) underlined the importance of knowing and identifying the competition, while 10% told that is not so important.

Do you believe that it is important to identify the existing competition? Why? Please specify.			
Country	No	Yes	Grand Total
Croatia	1	20	21
Cyprus	9	22	31
Romania		40	40
Slovakia		12	12
Grand Total	10	94	104



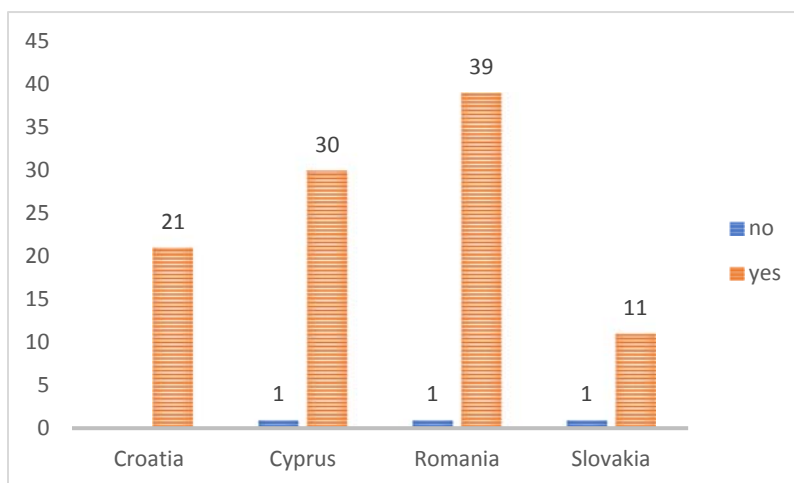
Nr.crt.	Why is important to know the competition
1	to know how they market their products and where
2	to know what the competitor does not offer
3	which consumer needs are not met

4	what's offered, at what price
5	market sharing capability
6	avoid marketing mistakes

10. Do you believe it is important to have decision-making skills, to start a business? (examples: negotiator, leadership, motivational skills).

Most of the respondents (97%) underlined the importance of having decision-making skills, while 3% told that is not so important.

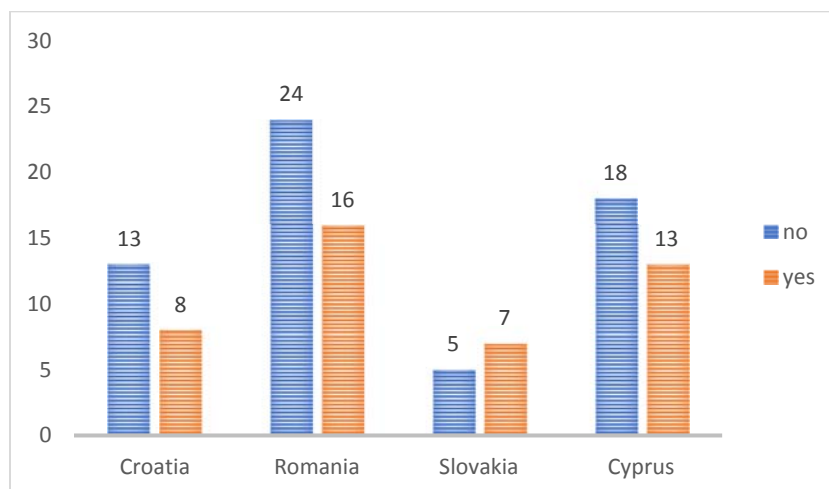
Do you believe it is important to have decision-making skills, to start a business? (examples: negotiator, leadership, motivational skills). Please select/circle one.			
	no	yes	Grand Total
Croatia		21	21
Cyprus	1	30	31
Romania	1	39	40
Slovakia	1	11	12
Grand Total	3	101	104



11. Do you know what the risks of starting a business are? If the answer is Yes, please describe at least 3 risks.

Most of the respondents (58%) don't know about the risks of starting a business, while only 42% are aware of them. Most of the negative responds are in Romania and Cyprus.

Do you know what the risks of starting a business are? If the answer is Yes, please describe at least 3 risks.			
	no	yes	Grand Total
Croatia	13	8	21
Cyprus	18	13	31
Romania	24	16	40
Slovakia	5	7	12
Grand Total	60	44	104



Nr.crt.	Identified risks
1	difficult access to direct consumption
2	financing

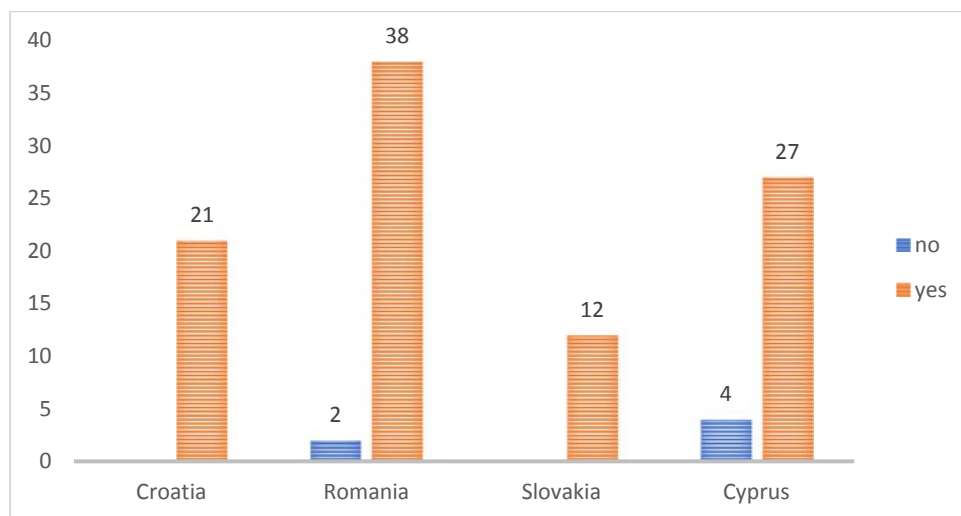
3	time (for organic farming)
4	bankruptcy
5	difficulties due to environmental change
6	competition with European products – imports
7	hazards (natural & pesticide hazards; fume)
8	non-sale of products
9	competition
10	population displacement
11	Lack of strategy (financial, marketing etc.)

12. Do you think online marketing is important for business development?

Most of the respondents (94%) think online marketing is important for business development, while only 6% disagree about the importance of online marketing. In Romania and Cyprus some respondents underlined the small importance of online marketing, while in the other countries there were not negative responses.

Do you think online marketing is important for business development? Please select/circle one.			
	no	yes	Grand Total
Croatia		21	21
Romania	2	38	40
Slovakia		12	12
Cyprus	4	27	31

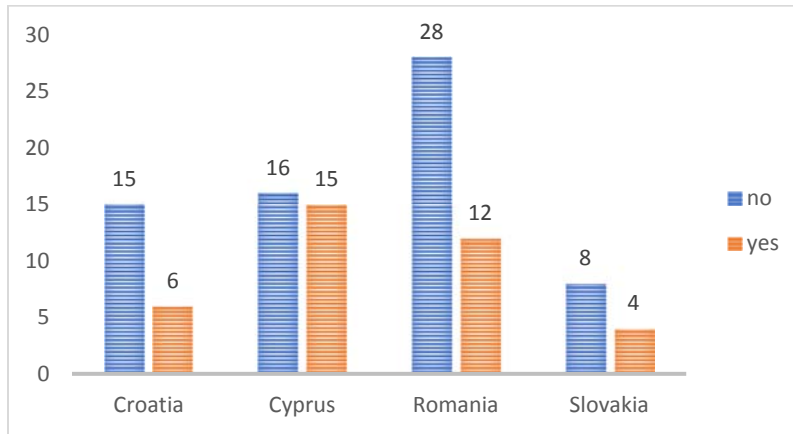
Grand Total	6	98	104
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13. Are you familiar with the possibilities of attending specific trainings organized for agro-businesses?

Most of the respondents (64%) are not familiar with the possibilities of attending specific trainings organized for agro-businesses, while only 36% know something about the trainings. In Cyprus there are the most respondents interested and familiar with the trainings.

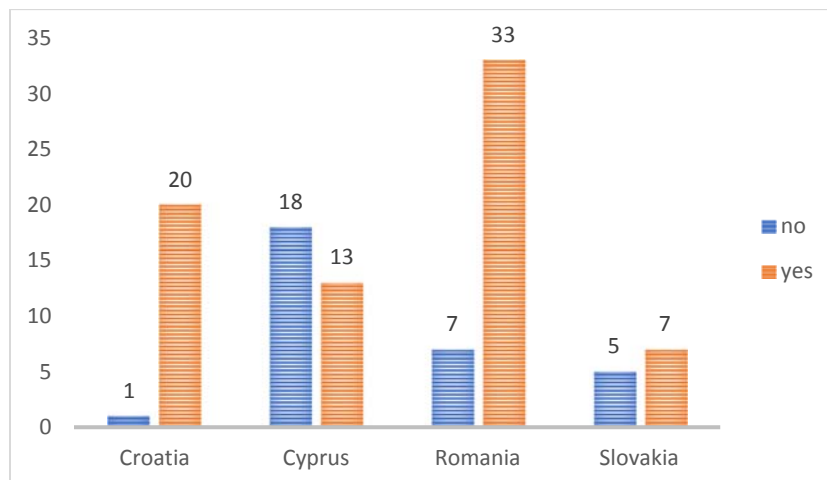
Are you familiar with the possibilities of attending specific trainings organized for agro-businesses? Please select/circle one.			
	no	yes	Grand Total
Croatia	15	6	21
Cyprus	16	15	31
Romania	28	12	40
Slovakia	8	4	12
Grand Total	67	37	104



14. Would you be willing to cooperate with other entrepreneurs in starting a business?

Most of the respondents (70%) agree to cooperate with other entrepreneurs in starting a business and only 30% do not want this. In Romania and Croatia are the most open respondents to cooperation.

Would you be willing to cooperate with other entrepreneurs in starting a business? Please select/circle one.				
	no	yes	Grand Total	
Croatia	1	20	21	
Cyprus	18	13	31	
Romania	7	33	40	
Slovakia	5	7	12	
Grand Total	31	73	104	



What are the benefits of such cooperation? What are the disadvantages?

Advantages	Disadvantages
expansion of cooperation networks	conflicts and possible broken relationships
mutual assisted techniques	possible disagreements in joint development
joint marketing	adaptation
better supply and added value	lack of independence
sharing ideas and solving problems together	difficulty finding people with the same thinking in the field of organic farming
counseling	a matter of confidence.