

ENTREPRENEURSHIP DEVELOPMENT IN THE SECOND ECONOMY AS A RURAL DEVELOPMENT MEASURE

By

Rashid H. Koroma

**Submitted in partial fulfilment of the requirements for the degree of Master
of Business Administration at the Graduate School of Business and
Government Leadership in the Faculty of Commerce and Administration at
Mafikeng Campus of the North West University.**

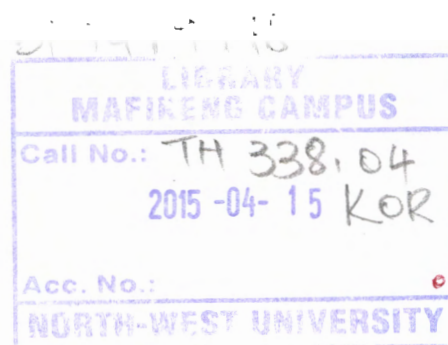


060047534T

Supervisor/Promoter: Mr. A.S. Pelsler

North-West University
Mafikeng Campus Library

October 2008



DECLARATION

I declare that this mini-dissertation for the Master of Business Administration Degree at the Graduate School of Business and Government Leadership in the Faculty of Commerce and Administration at the North West University – Mafikeng Campus hereby submitted, has not previously been submitted by me for a degree at this or any other university, that it is my own work in design and execution, and that all material contained herein has been duly acknowledged.

DEDICATION

I wish to dedicate this piece to my ever supportive family; my father Rashid Senior, mother Aminata and siblings Sarah, JJ, Titty and Baindu. Your support, engagement, encouragement, patience, dedication, understanding and assistance in any form that you manifested towards my attainment of the compilation of this document are immensely appreciated. My words alone cannot depict the dimensions of my gratitude. Despite all the obstacles, the bond cannot be any greater than it is.

To those above who strive faithfully to guide and protect me on a daily basis; indeed, it is true that there are no other colossuses, and may they continually shower us all with wisdom, strength, love, care and peace.

ACKNOWLEDGEMENTS

I would like to express my heartfelt thanks to everyone who contributed to the development and editing of this document:

- Mr A.S. Pelsler (Supervisor) in the Department of Management under the School of Accounting and Management Sciences, University of North West – Mafikeng Campus;
- Mr P. Crankshaw (Information Manager) at the Small Enterprise Development Agency (member of the DTI group) – Pretoria;
- All respondents who participated in the completion of the questionnaire, especially those who dwell in rural or informal communities;
- Informal traders at Marabastadt, Hammanskraal and Park Station, not forgetting all the other informal trade locations I visited that trade as flea marketers, backyard mechanics, housewives who work from home, street vendors, street hawkers, shebeen owners, knitters, 'black' taxi owners, domestic workers and subsistence agricultural farmers.

I would also like to take this opportunity to thank all entrepreneurs, existing and potential, for their inspiring actions in improving the lives of all South Africans and for the development of the second economy. It is through appreciation of their innovation and creativity that South African products derived from the second economy continue to be domestically and globally competitive.

ABBREVIATIONS/ACRONYMS

AFF-SAP	Alternative Framework for Structural Adjustment Programmes
ANC	African National Congress
AGOA	African Growth and Opportunity Act
BEE	Black Economic Empowerment
BIC	Business Information Centre
CASP	Comprehensive Agricultural Support Programme
CBO's	Community Based Organisations
COSATU	Congress of South African Trade Unions
CPPP	Community Public Private Partnership Programme
CPSI	Centre for Public Service Innovation
CSIR	Council for Scientific and Industrial Research
DBSA	Development Bank of Southern Africa
DFI	Development Finance Institutions
DM	District Municipality
DPLG	Department of Provincial and Local Government
DST	Department of Science and Technology
DPW	Department of Public Works
DTI/dti	Department of Trade and Industry
EDU	Enterprise Development Unit (in the dti)
EPRI	Economic Policy Research Institute
EPWP	Expanded Public Works Programme
FAO	Food and Agriculture Organisation
FET	Further Education and Training (Colleges)
GDP	Gross Domestic Product
GEAR	Growth, Employment and Re-distribution (a macro-economic strategy)
GEM	Global Entrepreneurship Monitor
GNP	Gross National Product
HDI	Human Development Index
HIPC	Heavily Indebted Poor Country
HIV/Aids	Human Immunodeficiency Virus/Acquired Immune Deficiency Syndrome
HSRC	Human Science Research Council
ICT	Information and Communication Technology
IDC	Industrial Development Corporation
IDP	Integrated Development Plan
IDZ	Industrial Development Zone
ISBDS	Integrated Small Business Development Strategy
ISRDP	Integrated Sustainable Rural Development Programme
ISRDS	Integrated Sustainable Rural Development Strategy
LBSC	Local Business Services Centre
LED	Local Economic Development
LFPR	Labour Force Participation Rate
LRAD	Land Redistribution for Agricultural Development Programme
MAFISA	Micro Agricultural Finance Schemes of South Africa
MDGs	United Nations Millennium Development Goals
MERG	Macroeconomic Research Group
MFI	Micro-Finance Institution
MFRC	Micro-Finance Regulatory Council
NAMC	National Agricultural Marketing Council
NDA	National Development Agency
NEF	National Empowerment Fund
NEPAD	New Partnership for Africa's Development
NGO	Non-Governmental Organisation
NPI	National Productivity Institute
Ntsika	Ntsika Enterprise Promotion Agency
OPSC	Office of the Public Service Commission
PDI	Previously Disadvantaged Individual
PPP	Public Private Partnership

RDP	Reconstruction and Development Programme
RFI	Retail Finance Institution
RIA	Regulatory Impact Assessment
SABS	South African Bureau of Standards
SADC	Southern African Development Community
SALDRU	Southern African Labour and Development Research Unit
SAMAF	South African Micro-Finance Apex Fund
SAQA	South African Qualifications Authority
SARPEN	Southern African Regional Poverty Network
SARS	South African Revenue Service
SBDC	Small Business Development Corporation
SDIs	Spatial Development Initiatives
SEDA	Small Enterprise Development Agency
SETA	Sector Education and Training Authority
SITA	State Information Technology Agency
SMEs	Small and Medium Enterprises
SMEDP	Small and Medium Enterprise Development Programme
SMMEs	Small, Medium, Micro Enterprises
SPSS	Statistical Package for the Social Sciences
TEO	The Enterprise Organisation (in the dti)
THRIP	Technology and Human Resources for Industry Programme
TIPS	Trade and Industry Policy Secretariat
TISA	Trade and Investment South Africa
TWIB	Technology for Women in Business
UN	United Nations
UNDP	United Nations Development Programme
UN-NADAF	United Nations New Agenda for the Development of Africa
URP	Urban Renewal Programme
UYF	Umsubomvu Youth Fund

PREFACE

I have pleasure in presenting this study document. Small, Medium and Micro Enterprises (SMMEs) are a source of innovative and creative energy, stimulating economic growth and competitiveness within the second economy. Given South Africa's huge disparities in terms of wealth, opportunity and social rank, it is extremely important that all interventions ensure equitable economic growth within the first and second economies. The divide between the first and second economies may be progressively bridged by means of such initiatives. The SMME sector provides the ideal medium for the creation of an economically just society.

Chapter 1 of this report outlines the introduction and foundation of the research study. Chapter 2 provides an analysis of findings from previous and current literature and summarises the theoretical foundations of the study.

A synopsis of the research problem and various sub-problems is provided in Chapter 3. Chapter 4 presents the research design and data analysis techniques that were used.

Chapter 5 discusses and interprets the study results. Chapter 6 provides an overview of the discussions, as well as conclusions, research implications and recommendations.

ABSTRACT

In September 2000, the UN unanimously made the Millennium Declaration, outlining the primary goals for aiding the developing world over the first quarter century of the new millennium. The Millennium Development Goals (MDGs) signal not only the enormous importance of poverty alleviation to the global community, but also the immensity of the challenges facing the world, if poverty is to be significantly reduced and development stimulated where necessary.

Fourteen years on from South Africa's transition to democracy, it is clear that underdevelopment and poverty persist. Karl Marx said that men make their own history, not under circumstances they choose but under circumstances given from the past (Marx 1972:120). The enormous disparities in wealth, opportunity and social rank that continue to define South Africa do not make the country unique. What does distinguish this country is its history in terms of the sharp contrast, in every area of social life, which revolves around the fundamental black or white divide, around white wealth and privilege on the one hand, and black exploitation and oppression on the other.

The history of rural communities in South Africa is one of dispossession, forced removals, and disparity. The movement towards and from the rural areas has historically formed a circuit providing cheap labour in the industrial areas and causing dependency in the rural areas. Low wages were the norm, due in part to welfare and cultural support in the rural areas. Rural communities are still basically characterised by lines of division between commercial farming and the

former homeland reserves; the former are visibly improved areas with dams and infrastructure; the latter remain intensely populated areas with poor land utility.

The elements described above of the burden of the past have depleted available rural resources and social capacity of rural populations. Such elements provide a socio-economic and historical background to rural poverty which persists today.

In this study, the terms 'informal area', 'rural area' or 'under-developed area' refer synonymously to sparsely populated areas where people depend largely on agriculture or natural resources, including villages and small towns which serve as rural centres. It is understood that these terms include larger or 'closer' settlements that were created by the 'dumping' of populations in the former homelands during the apartheid era. The population in most rural areas depends on the migratory labour system and remittances for survival.

The challenges of rural development need to become more central in the second economy. A substantial number of people live in the rural areas: some 45% of South Africa's population live in 'non-urban' areas, depending on the definition used. Of these, 85% live in the former homelands, and the rest on commercial farms and in small towns (ISRDS 2000: para 36).

A large number of rural people still depend on the land, even though there is a low level of agricultural or pastoral activities. The land serves a welfare function, as many older migrants and urban residents retire here, to be free of rent and

service charges, even though the prices of basic commodities are undoubtedly higher.

The Integrated Sustainable Rural Development Strategy (ISRDS, 2000) published in 2000 has the following goals:

- To increase investment in physical infrastructure and delivery of social services in rural areas;
- To enhance rural economic development and improve income generating opportunities;
- To consolidate democratic governance and redistribution in rural areas;
- To ensure gender equity, including the participation of the youth and the disabled;
- To facilitate a partnership between government, civil society and donor institutions in the rural development process.

The ISRDS report (ISRDS 2000: vi) points out that the ISRDS focuses essentially on the regional and provincial levels within South Africa, to ensure effective implementation, a context which is now changing. The strategy concentrates on poverty eradication as “the main policy challenge confronting rural development processes”.

ACHIEVEMENTS OF RURAL DEVELOPMENT FROM 1994-2000

Some examples of achievements under the various departmental programmes include:

- Small-scale mining activity was promoted through managerial support, infrastructure investments and support services.
- Eskom completed 1.1 million electrical connections in rural areas between 1994 and 1999 and provided electricity to 3891 rural schools.
- Spatial Development Initiatives (SDIs) created spin-offs such as job opportunities, socio-economic upliftment, economic empowerment, upgrading of infrastructure.
- Community-based public works programmes focused on poverty alleviation, job creation and infrastructure provision, primarily in three provinces.
- Investment in water infrastructure development projects increased the access of rural communities to water.
- Telephone services extended to rural communities increased access from 20% to 40% of households.
- Cell phone networks and TV signals have been extended to rural areas ensuring that most households in rural areas now receive a TV signal.
- Under the land reform programme, 350 000 households gained access to 6.5 million hectares of land.

Source: ISRDS, 3B:55

The background of South African capitalist development, the labour situation, and the socio-economic structures of segregation, poverty and under-development laid the foundation for and provided the rationale behind this study.

TABLE OF CONTENTS

DECLARATION.....	i
DEDICATION.....	ii
ACKNOWLEDGEMENTS.....	iii
ABBREVIATIONS/ACRONYMS.....	iv
PREFACE.....	vi
ABSTRACT.....	vii
LIST OF FIGURES.....	xxiii
LIST OF TABLES.....	xxvi
CHAPTER ONE: ORIENTATION.....	1
1.1 Introduction.....	1
1.2 Problem Statement.....	7
1.2.1 Sub-problems.....	7
1.3 Objectives of the Study.....	8
1.4 Scope of the Study.....	10
1.5 Importance of the Study.....	10
1.6 Study Environment.....	12
1.6.1 Geographical.....	12
1.6.2 Sector or Industry.....	12
1.6.3 Target Respondents.....	12
1.7 Clarification of Concepts.....	13
1.8 Plan of the Study.....	19
1.8.1 Chapter One: ORIENTATION.....	19
1.8.2 Chapter Two: Literature review and theoretical foundation.....	19
1.8.3 Chapter Three: Definition of research problem and questions.....	20
1.8.4 Chapter Four: Research design and data analysis.....	20
1.8.5 Chapter Five: Results and interpretations.....	20
1.8.6 Chapter Six: Discussions, conclusions, implications and recommendations...	21
1.9 Limitations of the Study.....	21
1.10 Remarks.....	22
CHAPTER TWO: LITERATURE REVIEW AND THEORETICAL FOUNDATION..	23
2.1 Introduction.....	23
2.2 Aspects of attitudes and entrepreneurship.....	24
2.3 Aspects of gender bias, youth, and disabled participation.....	27
2.4 Access to opportunities: location, unequal education and skills development aspects.....	32
2.5 Aspects of labour force activities.....	39
2.6 Aspects of entrepreneurship regulatory reform.....	40
2.7 Aspects of Government support policy for entrepreneurs.....	44
2.8 Aspects of financial support for enterprises.....	47
2.9 Aspects of the second economy and rural development.....	51
2.10 Summary.....	54
CHAPTER THREE: DEFINITION OF RESEARCH PROBLEM AND QUESTIONS..	55
3.1 Introduction.....	55
3.2 Background to the Problem.....	55
3.3 Rationale for the Problem.....	56
3.4 Primary Objective.....	57

3.5 Secondary Objectives	57
3.6 Conclusion	58
CHAPTER FOUR: RESEARCH DESIGN AND DATA ANALYSIS	59
4.1 Introduction	59
4.2 Sampling	59
4.3 Measuring Instrument (Questionnaire)	60
4.3.1 Questionnaire Construction	60
4.3.2 Pilot Exercise	62
4.3.3 Administration Procedure	62
4.3.4 Follow-ups	62
4.4 Population	62
4.5 Survey Methods	63
4.6 Data Collection	63
4.7 Statistical Method Used	63
4.8 Ethical Considerations	64
4.9 Questionnaire Limitations	64
4.10 Response Rate	65
4.11 Summary	65
CHAPTER FIVE: RESULTS AND INTERPRETATION	66
5.1 Introduction	66
5.1.1 t/F Tests	67
5.1.2 Paired Samples Test (<i>t</i> Test)	67
5.1.3 Chi square test of independence	68
5.1.4 ANOVA Tests	70
5.1.5 One Way or Single Factor ANOVA	70
5.1.6 Two-Factor ANOVA	71
5.2 Biographical Questions	71
5.2.1 Results of Question 1 – What is the name of the organisation which you are working at?	71
5.2.2 Results of Question 2 – What is the economic sector or industry that your organisation is in?	72
5.2.3 Results of Question 3 – Please specify as to how long you have worked in this sector or industry?	73
5.2.4 Results of Question 4 – Please specify your highest qualification?	74
5.2.5 Results of Question 5 – Please specify your current level of responsibility within your organisation?	75
5.2.6 Results of Question 6 – Please specify the population group you belong to? ..	76
5.2.7 Results of Question 7 – How many employees are there in your organisation?	77
5.2.8 Results of Question 8 – Please specify which gender category you fall in? ..	78
5.2.9 Results of Question 9 – Please specify which age group you belong to?	79
5.2.10 Results of Question 10 – Please specify the province that you are based at? ..	80
5.2.11 Results of Question 11 – Please specify the type of settlement you dwell in?	81
5.3 Quantitative Questions	81
5.3.1 Results of Question 1.1.1 – In the next six months will there be good opportunities for starting a business enterprise in the area where you live?	81
5.3.2 Analysis and interpretation of Question 1.1.1	82

5.3.3 Results of Question 1.1.2 – Do you have the knowledge, skills and expertise required to start a new business?.....	83
5.3.4 Analysis and interpretation of Question 1.1.2	84
5.3.5 Results of Question 1.1.3 – Do you know someone personally, who started a business in the past two years?.....	84
5.3.6 Analysis and interpretation of Question 1.1.3	85
5.3.7 Results of Question 1.2 – You regard aspects of an individual’s attitude, entrepreneurship and the management thereof as..?	86
5.3.8 Analysis and interpretation of Question 1.2.....	87
5.3.9 Results of Question 2.1.1 – Do you consider self employment higher amongst the male population in comparison to the female population in the area you live in?	87
5.3.10 Analysis and interpretation of Question 2.1.1	88
5.3.11 Results of Question 2.1.2 – Do you consider self employment higher amongst the female population in comparison to the male population in the area you live in?	89
5.3.12 Analysis and interpretation of Question 2.1.2	90
5.3.13 Results of Question 2.1.3 – Can improvements be made on the current level of entrepreneurial participation amongst the different gender in the economy?.....	90
5.3.14 Analysis and interpretation of Question 2.1.3	91
5.3.15 Results of Question 2.2.1 – Do you consider self employment higher amongst male youth in comparison to female youth in the area you live in?	92
5.3.16 Analysis and interpretation of Question 2.2.1	93
5.3.17 Results of Question 2.2.2 – Do you consider self employment higher amongst female youth in comparison to male youth in the area you live in?	93
5.3.18 Analysis and interpretation of Question 2.2.2	94
5.3.19 Results of Question 2.2.3 – Can improvements be made to the current level of entrepreneurial participation amongst the youth in the economy?	94
5.3.20 Analysis and interpretation of Question 2.2.3	95
5.3.21 Results of Question 2.3.1 – Do you consider self employment higher amongst disabled males in comparison to disabled females in the area you live in?.....	96
5.3.22 Analysis and interpretation of Question 2.3.1	97
5.3.23 Results of Question 2.3.2 – Do you consider self employment higher amongst disabled females in comparison to disabled males in the area you live in?	97
5.3.24 Analysis and interpretation of Question 2.3.2	98
5.3.25 Results of Question 2.3.3 – Can improvements be made on the current level of entrepreneurial participation amongst the disabled in the economy?	98
5.3.26 Analysis and interpretation of Question 2.3.3	99
5.3.27 Results of Question 2.4 – You regard aspects of gender bias, participation of youth and the disabled in the economy and the management thereof as..?	100
5.3.28 Analysis and interpretation of Question 2.4.....	101
5.3.29 Results of Question 3.1.1 – Do you consider the proximity to large markets, access to suppliers and other resources in rural areas likely to confer an advantage to entrepreneurs?	101
5.3.30 Analysis and interpretation of Question 3.1.1	102
5.3.31 Results of Question 3.1.2 – Do you consider the proximity to large markets, access to suppliers and other resources in urban areas likely to confer an advantage to entrepreneurs?	103
5.3.32 Analysis and interpretation of Question 3.1.2	104

5.3.33 Results of Question 3.1.3 – Do you consider the proximity to large markets, access to suppliers and other resources in metropolitan centres likely to confer an advantage to entrepreneurs?	104
5.3.34 Analysis and interpretation of Question 3.1.3	105
5.3.35 Results of Question 3.2.1 – Do you consider access to quality education as a significant resource enabling entrepreneurs to initiate a start-up enterprise?	105
5.3.36 Analysis and interpretation of Question 3.2.1	106
5.3.37 Results of Question 3.2.2 – Do you consider access to quality education as a significant resource enabling entrepreneurs to initiate a new enterprise?	107
5.3.38 Analysis and interpretation of Question 3.2.2	108
5.3.39 Results of Question 3.2.3 – Do you consider access to quality education as a significant resource enabling entrepreneurs to acquire an established enterprise?	108
5.3.40 Analysis and interpretation of Question 3.2.3	109
5.3.41 Results of Question 3.3.1 – Do you consider that teaching in primary and secondary education encourages creativity, self-sufficiency and personal initiative?	109
5.3.42 Analysis and interpretation of Question 3.3.1	110
5.3.43 Results of Question 3.3.2 – Do you consider that teaching in primary and secondary education provides adequate instruction in market economic principles?	111
5.3.44 Analysis and interpretation of Question 3.3.2	112
5.3.45 Results of Question 3.3.3 – Do you consider that teaching in primary and secondary education provides adequate attention to entrepreneurship and new firm creation?	112
5.3.46 Analysis and interpretation of Question 3.3.3	113
5.3.47 Results of Question 3.3.4 – Do you consider that colleges and universities provide good and adequate preparation for starting up and growing new firms?	114
5.3.48 Analysis and interpretation of Question 3.3.4	115
5.3.49 Results of Question 3.3.5 – Do you consider that the level of business and management education provides good and adequate preparation for starting up and growing new firms?	115
5.3.50 Analysis and interpretation of Question 3.3.5	116
5.3.51 Results of Question 3.3.6 – Do you consider that vocational, professional and continuing education systems provide good and adequate preparation for starting up and growing new firms?	116
5.3.52 Analysis and interpretation of Question 3.3.6	117
5.3.53 Results of Question 3.3.7 – Do you consider that people believe that creating a new or high growth business enterprise is easy?	118
5.3.54 Analysis and interpretation of Question 3.3.7	119
5.3.55 Results of Question 3.3.8 – Do you consider that many people know how to manage a small business?	119
5.3.56 Analysis and interpretation of Question 3.3.8	120
5.3.57 Results of Question 3.3.9 – Do you consider that many people have experience in starting a new business enterprise?	120
5.3.58 Analysis and interpretation of Question 3.3.9	121
5.3.59 Results of Question 3.3.10 – Do you consider that many people react quickly to good opportunities for a new business enterprise?	121
5.3.60 Analysis and interpretation of Question 3.3.10	122

5.3.61 Results of Question 3.3.11 – Do you consider that many people have the ability to organise the resources required for a new business enterprise?.....	123
5.3.62 Analysis and interpretation of Question 3.3.11	124
5.3.63 Results of Question 3.4 – You regard aspects of location, unequal education levels, skills development and the management thereof as..?	124
5.3.64 Analysis and interpretation of Question 3.4.....	125
5.3.65 Results of Question 4.1.1 – Do you consider working for a salary, wage or commission as an improvement of one’s living standard?.....	126
5.3.66 Analysis and interpretation of Question 4.1.1	127
5.3.67 Results of Question 4.1.2 – Do you consider running your own business enterprise as an improvement of one’s living standard?	127
5.3.68 Analysis and interpretation of Question 4.1.2	128
5.3.69 Results of Question 4.1.3 – Do you consider working as a domestic worker or in kind as an improvement of one’s living standard?	128
5.3.70 Analysis and interpretation of Question 4.1.3	129
5.3.71 Results of Question 4.1.4 – Do you consider working in your own family plot or farm as an improvement of one’s living standard?.....	129
5.3.72 Analysis and interpretation of Question 4.1.4	130
5.3.73 Results of Question 4.1.5 – Do you consider working as an unpaid help in a family business enterprise as an improvement of one’s living standard?	131
5.3.74 Analysis and interpretation of Question 4.1.5	132
5.3.75 Results of Question 4.1.6 – Do you consider construction on own, family home, farm or business enterprise as an improvement of one’s living standard?...	132
5.3.76 Analysis and interpretation of Question 4.1.6	133
5.3.77 Results of Question 4.1.7 – Do you consider catching food for sale or subsistence as an improvement of one’s living standard?.....	133
5.3.78 Analysis and interpretation of Question 4.1.7	134
5.3.79 Results of Question 4.2.1 – Do you consider that enterprises contribute economically in terms of local innovation based on the number of start-up enterprises?.....	134
5.3.80 Analysis and interpretation of Question 4.2.1	135
5.3.81 Results of Question 4.2.2 – Do you consider that enterprises contribute economically in terms of local innovation based on the number of owner operated start-up enterprises?	136
5.3.82 Analysis and interpretation of Question 4.2.2	137
5.3.83 Results of Question 4.2.3 – Do you consider that enterprises contribute economically in terms of local innovation based on the number of employees excluding owner managed start-up enterprises?.....	137
5.3.84 Analysis and interpretation of Question 4.2.3	138
5.3.85 Results of Question 4.2.4 – Do you consider that enterprises contribute economically in terms of local innovation based on the number of employees including owner managed start-up enterprises?.....	138
5.3.86 Analysis and interpretation of Question 4.2.4	139
5.3.87 Results of Question 4.2.5 – Do you consider that enterprises contribute economically in terms of local innovation based on the number of new firms?.....	140
5.3.88 Analysis and interpretation of Question 4.2.5	141
5.3.89 Results of Question 4.2.6 – Do you consider that enterprises contribute economically in terms of local innovation based on the number of owner operated new firms?	141

5.3.90 Analysis and interpretation of Question 4.2.6	142
5.3.91 Results of Question 4.2.7 – Do you consider that enterprises contribute economically in terms of local innovation based on the number of employees excluding owner managed new firms?	142
5.3.92 Analysis and interpretation of Question 4.2.7	143
5.3.93 Results of Question 4.2.8 – Do you consider that enterprises contribute economically in terms of local innovation based on the number of employees including owner managed new firms?	144
5.3.94 Analysis and interpretation of Question 4.2.8	145
5.3.95 Results of Question 4.2.9 – Do you consider that enterprises contribute economically in terms of local innovation based on the number of established firms?	145
5.3.96 Analysis and interpretation of Question 4.2.9	146
5.3.97 Results of Question 4.2.10 – Do you consider that enterprises contribute economically in terms of local innovation based on the number of owner operated established firms?	146
5.3.98 Analysis and interpretation of Question 4.2.10	147
5.3.99 Results of Question 4.2.11 – Do you consider that enterprises contribute economically in terms of local innovation based on the number of employees excluding owner managed established firms?	148
5.3.100 Analysis and interpretation of Question 4.2.11	149
5.3.101 Results of Question 4.2.12 – Do you consider that enterprises contribute economically in terms of local innovation based on the number of employees including owner managed established firms?	149
5.3.102 Analysis and interpretation of Question 4.2.12	150
5.3.103 Results of Question 4.3 – You regard aspects of labour force activities, local innovation, enterprise economic contributions and the management thereof as? ..	151
5.3.104 Analysis and interpretation of Question 4.3	152
5.3.105 Results of Question 5.1.1 – Do you consider that excessive red tape can undermine competitiveness in terms of active assistance to small enterprises, particularly in meeting administrative compliance?	152
5.3.106 Analysis and interpretation of Question 5.1.1	153
5.3.107 Results of Question 5.1.2 – Do you consider that excessive red tape can undermine competitiveness in terms of the exemption or modification of requirements, particularly in making them less onerous?	154
5.3.108 Analysis and interpretation of Question 5.1.2	155
5.3.109 Results of Question 5.1.3 – Do you consider that excessive red tape can undermine competitiveness in terms of the establishment of mechanisms to ensure that regulatory design takes better account for needs and concerns of enterprises in creating new compliance burdens?	155
5.3.110 Analysis and interpretation of Question 5.1.3	156
5.3.111 Results of Question 5.2.1 – Do you consider that new firms can get most of the required permits and licenses in about a week from submission?	157
5.3.112 Analysis and interpretation of Question 5.2.1	158
5.3.113 Results of Question 5.2.2 – Do you consider that the numbers of taxes are not a burden for new and growing firms?	158
5.3.114 Analysis and interpretation of Question 5.2.2	159

5.3.115 Results of Question 5.2.3 – Do you consider that taxes and other government regulations are applied to new and growing firms in a predictable and consistent way?	159
5.3.116 Analysis and interpretation of Question 5.2.3	160
5.3.117 Results of Question 5.2.4 – Do you consider that government policies aimed at supporting new and growing firms are effective?.....	161
5.3.118 Analysis and interpretation of Question 5.2.4	162
5.3.119 Results of Question 5.3 – You regard aspects of entrepreneurial regulatory reform and the management thereof as..?	162
5.3.120 Analysis and interpretation of Question 5.3	163
5.3.121 Results of Question 6.1.1 – Do you consider that government policies (i.e. public sector procurement policy) consistently favour new firms?	164
5.3.122 Analysis and interpretation of Question 6.1.1	165
5.3.123 Results of Question 6.1.2 – Do you consider that support of new and growing firms is a high priority for policy at national government level?.....	165
5.3.124 Analysis and interpretation of Question 6.1.2	166
5.3.125 Results of Question 6.1.3 – Do you consider that support of new and growing firms is a high priority for policy at provincial government level?	166
5.3.126 Analysis and interpretation of Question 6.1.3	167
5.3.127 Results of Question 6.1.4 – Do you consider that support of new and growing firms is high priority at local government level?	168
5.3.128 Analysis and interpretation of Question 6.1.4	169
5.3.129 Results of Question 6.2.1 – Do you consider that a wide range of government assistance for enterprises can be obtained through contact with a single agency?	169
5.3.130 Analysis and interpretation of Question 6.2.1	170
5.3.131 Results of Question 6.2.2 – Do you consider that science parks and business incubators provide effective support for enterprises?.....	170
5.3.132 Analysis and interpretation of Question 6.2.2	171
5.3.133 Results of Question 6.2.3 – Do you consider that there is an adequate number of government programmes for use by enterprises?	171
5.3.134 Analysis and interpretation of Question 6.2.3	172
5.3.135 Results of Question 6.2.4 – Do you consider that personnel at government agencies are competent and effective in giving support to enterprises?.....	173
5.3.136 Analysis and interpretation of Question 6.2.4	174
5.3.137 Results of Question 6.2.5 – Do you consider that anyone who needs assistance from a government programme for an enterprise can find what they need?	174
5.3.138 Analysis and interpretation of Question 6.2.5	175
5.3.139 Results of Question 6.2.6 – Do you consider that government programmes aimed at supporting enterprises are effective?	176
5.3.140 Analysis and interpretation of Question 6.2.6	177
5.3.141 Results of Question 6.3.1 – Do you consider that there is an overall promotion of small enterprises?.....	177
5.3.142 Analysis and interpretation of Question 6.3.1	178
5.3.143 Results of Question 6.3.2 – Do you consider that there is sufficient communication of small enterprise incentives?	178
5.3.144 Analysis and interpretation of Question 6.3.2	179

5.3.145 Results of Question 6.3.3 – Do you consider that there is sufficient communication of legislation governing enterprises?	180
5.3.146 Analysis and interpretation of Question 6.3.3	181
5.3.147 Results of Question 6.3.4 – Do you consider that there is an impact of government incentives in general?	181
5.3.148 Analysis and interpretation of Question 6.3.4	182
5.3.149 Results of Question 6.3.5 – Do you consider that there is an impact of small enterprise support structures?	182
5.3.150 Analysis and interpretation of Question 6.3.5	183
5.3.151 Results of Question 6.3.6 – Do you consider that there is an impact of export incentives?	183
5.3.152 Analysis and interpretation of Question 6.3.6	184
5.3.153 Results of Question 6.3.7 – Do you consider that there is an impact of BEE preferential procurement?	185
5.3.154 Analysis and interpretation of Question 6.3.7	186
5.3.155 Results of Question 6.3.8 – Do you consider that there is an impact of labour legislation?	186
5.3.156 Analysis and interpretation of Question 6.3.8	187
5.3.157 Results of Question 6.3.9 – Do you consider that there is an impact of Black Economic Empowerment?	187
5.3.158 Analysis and interpretation of Question 6.3.9	188
5.3.159 Results of Question 6.3.10 – Do you consider that there is an impact of legislation in general?	189
5.3.160 Analysis and interpretation of Question 6.3.10	190
5.3.161 Results of Question 6.3.11 – Do you consider that there is an impact of import or export legislation?	190
5.3.162 Analysis and interpretation of Question 6.3.11	191
5.3.163 Results of Question 6.3.12 – Do you consider that there is an impact of skills development programmes?	191
5.3.164 Analysis and interpretation of Question 6.3.12	192
5.3.165 Results of Question 6.4.1 – Do you consider that there is awareness and utility of the SETAs (Sector Education & Training Authority)?	193
5.3.166 Analysis and interpretation of Question 6.4.1	194
5.3.167 Results of Question 6.4.2 – Do you consider that there is awareness and utility of the Competitiveness Fund?	194
5.3.168 Analysis and interpretation of Question 6.4.2	195
5.3.169 Results of Question 6.4.3 – Do you consider that there is awareness and utility of the IDC (Independent Development Corporation)?	195
5.3.170 Analysis and interpretation of Question 6.4.3	196
5.3.171 Results of Question 6.4.4 – Do you consider that there is awareness and utility of export incentives?	196
5.3.172 Analysis and interpretation of Question 6.4.4	197
5.3.173 Results of Question 6.4.5 – Do you consider that there is awareness and utility of the Manufacturing Advisory Centres?	198
5.3.174 Analysis and interpretation of Question 6.4.5	199
5.3.175 Results of Question 6.4.6 – Do you consider that there is awareness and utility of SEDA (Small Enterprise Development Agency)?	199
5.3.176 Analysis and interpretation of Question 6.4.6	200

5.3.177 Results of Question 6.4.7 – Do you consider that there is awareness and utility of Khula Finance Intermediaries?.....	200
5.3.178 Analysis and interpretation of Question 6.4.7	201
5.3.179 Results of Question 6.4.8 – Do you consider that there is awareness and utility of Brain Trust?.....	201
5.3.180 Analysis and interpretation of Question 6.4.8	202
5.3.181 Results of Question 6.4.9 – Do you consider that there is awareness and utility of the Umsobomvu Youth Fund?.....	203
5.3.182 Analysis and interpretation of Question 6.4.9	204
5.3.183 Results of Question 6.4.10 – Do you consider that there is awareness and utility of NEF (National Empowerment Fund)?	204
5.3.184 Analysis and interpretation of Question 6.4.10	205
5.3.185 Results of Question 6.4.11 – Do you consider that there is awareness and utility of the APEX fund (South African Micro Finance Apex Fund)?.....	205
5.3.186 Analysis and interpretation of Question 6.4.11	206
5.3.187 Results of Question 6.5 – You regard aspects of government support policies for enterprises and the management thereof as..?	207
5.3.188 Analysis and interpretation of Question 6.5	208
5.3.189 Results of Question 7.1.1 – Do you consider that there is sufficient equity funding available for enterprises?	208
5.3.190 Analysis and interpretation of Question 7.1.1	209
5.3.191 Results of Question 7.1.2 – Do you consider that there is sufficient debt funding available for enterprises?.....	210
5.3.192 Analysis and interpretation of Question 7.1.2	211
5.3.193 Results of Question 7.1.3 – Do you consider that there are sufficient government subsidies available for enterprises?.....	211
5.3.194 Analysis and interpretation of Question 7.1.3	212
5.3.195 Results of Question 7.1.4 – Do you consider that there is sufficient funding available from private individuals for enterprises?.....	212
5.3.196 Analysis and interpretation of Question 7.1.4	213
5.3.197 Results of Question 7.1.5 – Do you consider that there is sufficient venture capital funding available for enterprises?.....	214
5.3.198 Analysis and interpretation of Question 7.1.5	215
5.3.199 Results of Question 7.1.6 – Do you consider that there is sufficient funding available through initial public offerings for enterprises?.....	215
5.3.200 Analysis and interpretation of Question 7.1.6	216
5.3.201 Results of Question 7.2.1 – Do you consider that a new business enterprise that is making profit will run out of money?.....	216
5.3.202 Analysis and interpretation of Question 7.2.1	217
5.3.203 Results of Question 7.2.2 – Do you consider that there is no difference between sales and profit?.....	217
5.3.204 Analysis and interpretation of Question 7.2.2	218
5.3.205 Results of Question 7.2.3 – Do you consider that getting into debt can be very dangerous?.....	219
5.3.206 Analysis and interpretation of Question 7.2.3	220
5.3.207 Results of Question 7.2.4 – Do you consider that savings or building up money to start a business is not particularly important because there are many ways to get money?	220
5.3.208 Analysis and interpretation of Question 7.2.4	221

5.3.209 Results of Question 7.2.5 – Do you consider that borrowing money to start a business is generally more advisable than risking your own available capital?	221
5.3.210 Analysis and interpretation of Question 7.2.5	222
5.3.211 Results of Question 7.3.1 – Do you consider that individuals have the knowledge, skills and experience required to start a new business?	223
5.3.212 Analysis and interpretation of Question 7.3.1	224
5.3.213 Results of Question 7.3.2 – Do you consider that individuals feel confident in their ability to evaluate a potential business opportunity?	224
5.3.214 Analysis and interpretation of Question 7.3.2	225
5.3.215 Results of Question 7.3.3 – Do you consider that individuals feel confident that they can complete a business plan?	226
5.3.216 Analysis and interpretation of Question 7.3.3	227
5.3.217 Results of Question 7.3.4 – Do you consider that individuals know how they could obtain money to start a business?	227
5.3.218 Analysis and interpretation of Question 7.3.4	228
5.3.219 Results of Question 7.4.1 – Do you consider that individuals believe that one key to success in school and business is not to put off doing important tasks?	228
5.3.220 Analysis and interpretation of Question 7.4.1	229
5.3.221 Results of Question 7.4.2 – Do you consider that individuals have a strong desire to start their own business?	230
5.3.222 Analysis and interpretation of Question 7.4.2	231
5.3.223 Results of Question 7.4.3 – Do you consider that based on individual thoughts today, ranking further study against alternative options after leaving school is important?	231
5.3.224 Analysis and interpretation of Question 7.4.3	232
5.3.225 Results of Question 7.5 – You regard aspects of financial support for enterprises and the management thereof as..?	232
5.3.226 Analysis and interpretation of Question 7.5	233
5.3.227 Results of Question 8.1.1 – Do you consider that there should be an extra injection of government policies and programmes into the second economy?	234
5.3.228 Analysis and interpretation of Question 8.1.1	235
5.3.229 Results of Question 8.1.2 – Do you consider that there should be an extra injection of education and entrepreneurial capacity into the second economy?	235
5.3.230 Analysis and interpretation of Question 8.1.2	236
5.3.231 Results of Question 8.1.3 – Do you consider that there should be an extra injection of financial support into the second economy?	236
5.3.232 Analysis and interpretation of Question 8.1.3	237
5.3.233 Results of Question 8.1.4 – Do you consider that there should be an extra injection of cultural and social norms into the second economy?	237
5.3.234 Analysis and interpretation of Question 8.1.4	238
5.3.235 Results of Question 8.1.5 – Do you consider that there should be an extra injection of internal market openness into the second economy?	238
5.3.236 Analysis and interpretation of Question 8.1.5	239
5.3.237 Results of Question 8.1.6 – Do you consider that there should be an extra injection of commercial infrastructure incentives into the second economy?	240
5.3.238 Analysis and interpretation of Question 8.1.6	241
5.3.239 Results of Question 8.1.7 – Do you consider that there should be an extra injection of access to physical infrastructure incentives into the second economy?	241

5.3.240	Analysis and interpretation of Question 8.1.7	242
5.3.241	Results of Question 8.1.8 – Do you consider that there should be an extra injection of research and design initiatives into the second economy?	242
5.3.242	Analysis and interpretation of Question 8.1.8	243
5.3.243	Results of Question 8.1.9 – Do you consider that there should be an extra injection of political and social context intervention into the second economy? ...	243
5.3.244	Analysis and interpretation of Question 8.1.9	244
5.3.245	Results of Question 8.2.1 – Do you consider that the mortality rate of HIV/AIDS poses as hindrance to rural development?	245
5.3.246	Analysis and interpretation of Question 8.2.1	246
5.3.247	Results of Question 8.2.2 – Do you consider that in-house migration and inter-provincial migration pose as hindrance to rural development?	246
5.3.248	Analysis and interpretation of Question 8.2.2	247
5.3.249	Results of Question 8.2.3 – Do you consider that the presence of poverty traps pose as hindrance to rural development?	247
5.3.250	Analysis and interpretation of Question 8.2.3	248
5.3.251	Results of Question 8.2.4 – Do you consider that government spending in the form of pensions, child support grant, electricity, health care, housing, sanitation, education and transport pose as hindrance to rural development?	249
5.3.252	Analysis and interpretation of Question 8.2.4	250
5.3.253	Results of Question 8.3 – You regard aspects of the second economy, rural development and the management thereof as...?	250
5.3.254	Analysis and interpretation of Question 8.3	251
5.4	Qualitative Questions	252
5.4.1	Results of Question 9A – Please specify any factors that you consider encourage or promote entrepreneurship development in the second economy as a rural development measure?	252
5.4.2	Results of Question 9B – Please specify any factors that you consider constrain entrepreneurship development in the second economy as a rural development measure?	253
5.4.3	Results of Question 10 – If you would like to comment on any aspect of this study, please feel free to do so below?	254
5.5	Summary	255
CHAPTER SIX: DISCUSSIONS, CONCLUSIONS, IMPLICATIONS AND RECOMMENDATIONS		256
6.1	Introduction	256
6.2	Discussions and Conclusion	256
6.2.1	Questions on the Objectives	256
6.3	Responses to Questions on the Objectives	257
6.3.1	To examine the attitudes that have an impact on rural entrepreneurship development.	257
6.3.2	To examine the aspects of the marginalised sectors, found mostly in the rural areas that have an impact on rural entrepreneurship development.	258
6.3.3	To examine the aspects of access to opportunities (considering location, unequal education levels and the human capital base) that relate to and have an impact on rural entrepreneurship development.	258
6.3.4	To examine the aspects of the labour force activities that relate to or have an impact on rural entrepreneurship development.	259

6.3.5 To examine the entrepreneurial regulatory reform aspects that relate to or have an impact on rural entrepreneurship development.....	259
6.3.6 To examine the aspects of government support policy for entrepreneurs that relate to or have an impact on rural entrepreneurship development.....	259
6.3.7 To examine the aspects of financial support for enterprises that relate to or have an impact on rural entrepreneurship development.....	260
6.3.8 To examine the aspects of rural development and the second economy that relate to or have an impact on rural entrepreneurship development.....	260
6.4 Recommendations.....	260
6.5 Lessons Learnt.....	267
6.6 Future Research.....	267
6.7 Remarks.....	268
7. REFERENCES.....	269
8. APPENDICES/ANNEXURES.....	282
8.1 Research questionnaire.....	282

LIST OF FIGURES

Figure 1: Approximate budgets for poverty reduction, 2004/5	6
Figure 2: Economic Sector/Industry	72
Figure 3: Duration in Sector/Industry	73
Figure 4: Highest Qualification	74
Figure 5: Level of Responsibility	75
Figure 6: Population Group	76
Figure 7: Number of Employees	77
Figure 8: Gender Category	78
Figure 9: Age Group	79
Figure 10: Province	80
Figure 11: Type of Settlement	81
Figure 12: Graph of Question 1.1.1	82
Figure 13: Graph of Question 1.1.2	83
Figure 14: Graph of Question 1.1.3	84
Figure 15: Graph of Question 1.2	86
Figure 16: Graph of Question 2.1.1	88
Figure 17: Graph of Question 2.1.2	89
Figure 18: Graph of Question 2.1.3	91
Figure 19: Graph of Question 2.2.1	92
Figure 20: Graph of Question 2.2.2	93
Figure 21: Graph of Question 2.2.3	95
Figure 22: Graph of Question 2.3.1	96
Figure 23: Graph of Question 2.3.2	97
Figure 24: Graph of Question 2.3.3	99
Figure 25: Graph of Question 2.4	100
Figure 26: Graph of Question 3.1.1	102
Figure 27: Graph of Question 3.1.2	103
Figure 28: Graph of Question 3.1.3	104
Figure 29: Graph of Question 3.2.1	106
Figure 30: Graph of Question 3.2.2	107
Figure 31: Graph of Question 3.2.3	108
Figure 32: Graph of Question 3.3.1	110
Figure 33: Graph of Question 3.3.2	111
Figure 34: Graph of Question 3.3.3	113
Figure 35: Graph of Question 3.3.4	114
Figure 36: Graph of Question 3.3.5	116
Figure 37: Graph of Question 3.3.6	117
Figure 38: Graph of Question 3.3.7	118
Figure 39: Graph of Question 3.3.8	119
Figure 40: Graph of Question 3.3.9	121
Figure 41: Graph of Question 3.3.10	122
Figure 42: Graph of Question 3.3.11	123
Figure 43: Graph of Question 3.4	125
Figure 44: Graph of Question 4.1.1	126
Figure 45: Graph of Question 4.1.2	127
Figure 46: Graph of Question 4.1.3	128

Figure 47: Graph of Question 4.1.4.....	130
Figure 48: Graph of Question 4.1.5.....	131
Figure 49: Graph of Question 4.1.6.....	132
Figure 50: Graph of Question 4.1.7.....	134
Figure 51: Graph of Question 4.2.1.....	135
Figure 52: Graph of Question 4.2.2.....	136
Figure 53: Graph of Question 4.2.3.....	137
Figure 54: Graph of Question 4.2.4.....	139
Figure 55: Graph of Question 4.2.5.....	140
Figure 56: Graph of Question 4.2.6.....	141
Figure 57: Graph of Question 4.2.7.....	143
Figure 58: Graph of Question 4.2.8.....	144
Figure 59: Graph of Question 4.2.9.....	146
Figure 60: Graph of Question 4.2.10.....	147
Figure 61: Graph of Question 4.2.11.....	148
Figure 62: Graph of Question 4.2.12.....	150
Figure 63: Graph of Question 4.3.....	151
Figure 64: Graph of Question 5.1.1.....	153
Figure 65: Graph of Question 5.1.2.....	154
Figure 66: Graph of Question 5.1.3.....	156
Figure 67: Graph of Question 5.2.1.....	157
Figure 68: Graph of Question 5.2.2.....	158
Figure 69: Graph of Question 5.2.3.....	160
Figure 70: Graph of Question 5.2.4.....	161
Figure 71: Graph of Question 5.3.....	163
Figure 72: Graph of Question 6.1.1.....	164
Figure 73: Graph of Question 6.1.2.....	166
Figure 74: Graph of Question 6.1.3.....	167
Figure 75: Graph of Question 6.1.4.....	168
Figure 76: Graph of Question 6.2.1.....	169
Figure 77: Graph of Question 6.2.2.....	171
Figure 78: Graph of Question 6.2.3.....	172
Figure 79: Graph of Question 6.2.4.....	173
Figure 80: Graph of Question 6.2.5.....	175
Figure 81: Graph of Question 6.2.6.....	176
Figure 82: Graph of Question 6.3.1.....	177
Figure 83: Graph of Question 6.3.2.....	179
Figure 84: Graph of Question 6.3.3.....	180
Figure 85: Graph of Question 6.3.4.....	181
Figure 86: Graph of Question 6.3.5.....	183
Figure 87: Graph of Question 6.3.6.....	184
Figure 88: Graph of Question 6.3.7.....	185
Figure 89: Graph of Question 6.3.8.....	186
Figure 90: Graph of Question 6.3.9.....	188
Figure 91: Graph of Question 6.3.10.....	189
Figure 92: Graph of Question 6.3.11.....	190
Figure 93: Graph of Question 6.3.12.....	192
Figure 94: Graph of Question 6.4.1.....	193
Figure 95: Graph of Question 6.4.2.....	194

Figure 96: Graph of Question 6.4.3.....	196
Figure 97: Graph of Question 6.4.4.....	197
Figure 98: Graph of Question 6.4.5.....	198
Figure 99: Graph of Question 6.4.6.....	199
Figure 100: Graph of Question 6.4.7.....	201
Figure 101: Graph of Question 6.4.8.....	202
Figure 102: Graph of Question 6.4.9.....	203
Figure 103: Graph of Question 6.4.10.....	204
Figure 104: Graph of Question 6.4.11.....	206
Figure 105: Graph of Question 6.5.....	207
Figure 106: Graph of Question 7.1.1.....	209
Figure 107: Graph of Question 7.1.2.....	210
Figure 108: Graph of Question 7.1.3.....	211
Figure 109: Graph of Question 7.1.4.....	213
Figure 110: Graph of Question 7.1.5.....	214
Figure 111: Graph of Question 7.1.6.....	215
Figure 112: Graph of Question 7.2.1.....	217
Figure 113: Graph of Question 7.2.2.....	218
Figure 114: Graph of Question 7.2.3.....	219
Figure 115: Graph of Question 7.2.4.....	220
Figure 116: Graph of Question 7.2.5.....	222
Figure 117: Graph of Question 7.3.1.....	223
Figure 118: Graph of Question 7.3.2.....	224
Figure 119: Graph of Question 7.3.3.....	226
Figure 120: Graph of Question 7.3.4.....	227
Figure 121: Graph of Question 7.4.1.....	229
Figure 122: Graph of Question 7.4.2.....	230
Figure 123: Graph of Question 7.4.3.....	231
Figure 124: Graph of Question 7.5.....	233
Figure 125: Graph of Question 8.1.1.....	234
Figure 126: Graph of Question 8.1.2.....	235
Figure 127: Graph of Question 8.1.3.....	236
Figure 128: Graph of Question 8.1.4.....	238
Figure 129: Graph of Question 8.1.5.....	239
Figure 130: Graph of Question 8.1.6.....	240
Figure 131: Graph of Question 8.1.7.....	241
Figure 132: Graph of Question 8.1.8.....	243
Figure 133: Graph of Question 8.1.9.....	244
Figure 134: Graph of Question 8.2.1.....	245
Figure 135: Graph of Question 8.2.2.....	246
Figure 136: Graph of Question 8.2.3.....	248
Figure 137: Graph of Question 8.2.4.....	249
Figure 138: Graph of Question 8.3.....	251
Figure 139: Model for Innovation.....	261

LIST OF TABLES

Table 1: Taxonomy of types of informal economic activities.....	16
Table 2: Percentage of each population group in urban areas.....	39
Table 3: Response rate.....	65
Table 4: Frequency of Question 1.1.1.....	81
Table 5: Frequency of Question 1.1.2.....	83
Table 6: Frequency of Question 1.1.3.....	84
Table 7: Frequency of Question 1.2.....	86
Table 8: Frequency of Question 2.1.1.....	87
Table 9: Frequency of Question 2.1.2.....	89
Table 10: Frequency of Question 2.1.3.....	90
Table 11: Frequency of Question 2.2.1.....	92
Table 12: Frequency of Question 2.2.2.....	93
Table 13: Frequency of Question 2.2.3.....	94
Table 14: Frequency of Question 2.3.1.....	96
Table 15: Frequency of Question 2.3.2.....	97
Table 16: Frequency of Question 2.3.3.....	98
Table 17: Frequency of Question 2.4.....	100
Table 18: Frequency of Question 3.1.1.....	101
Table 19: Frequency of Question 3.1.2.....	103
Table 20: Frequency of Question 3.1.3.....	104
Table 21: Frequency of Question 3.2.1.....	105
Table 22: Frequency of Question 3.2.2.....	107
Table 23: Frequency of Question 3.2.3.....	108
Table 24: Frequency of Question 3.3.1.....	109
Table 25: Frequency of Question 3.3.2.....	111
Table 26: Frequency of Question 3.3.3.....	112
Table 27: Frequency of Question 3.3.4.....	114
Table 28: Frequency of Question 3.3.5.....	115
Table 29: Frequency of Question 3.3.6.....	116
Table 30: Frequency of Question 3.3.7.....	118
Table 31: Frequency of Question 3.3.8.....	119
Table 32: Frequency of Question 3.3.9.....	120
Table 33: Frequency of Question 3.3.10.....	121
Table 34: Frequency of Question 3.3.11.....	123
Table 35: Frequency of Question 3.4.....	124
Table 36: Frequency of Question 4.1.1.....	126
Table 37: Frequency of Question 4.1.2.....	127
Table 38: Frequency of Question 4.1.3.....	128
Table 39: Frequency of Question 4.1.4.....	129
Table 40: Frequency of Question 4.1.5.....	131
Table 41: Frequency of Question 4.1.6.....	132
Table 42: Frequency of Question 4.1.7.....	133
Table 43: Frequency of Question 4.2.1.....	134
Table 44: Frequency of Question 4.2.2.....	136
Table 45: Frequency of Question 4.2.3.....	137
Table 46: Frequency of Question 4.2.4.....	138

Table 47: Frequency of Question 4.2.5	140
Table 48: Frequency of Question 4.2.6	141
Table 49: Frequency of Question 4.2.7	142
Table 50: Frequency of Question 4.2.8	144
Table 51: Frequency of Question 4.2.9	145
Table 52: Frequency of Question 4.2.10	146
Table 53: Frequency of Question 4.2.11	148
Table 54: Frequency of Question 4.2.12	149
Table 55: Frequency of Question 4.3	151
Table 56: Frequency of Question 5.1.1	152
Table 57: Frequency of Question 5.1.2	154
Table 58: Frequency of Question 5.1.3	155
Table 59: Frequency of Question 5.2.1	157
Table 60: Frequency of Question 5.2.2	158
Table 61: Frequency of Question 5.2.3	159
Table 62: Frequency of Question 5.2.4	161
Table 63: Frequency of Question 5.3	162
Table 64: Frequency of Question 6.1.1	164
Table 65: Frequency of Question 6.1.2	165
Table 66: Frequency of Question 6.1.3	166
Table 67: Frequency of Question 6.1.4	168
Table 68: Frequency of Question 6.2.1	169
Table 69: Frequency of Question 6.2.2	170
Table 70: Frequency of Question 6.2.3	171
Table 71: Frequency of Question 6.2.4	173
Table 72: Frequency of Question 6.2.5	174
Table 73: Frequency of Question 6.2.6	176
Table 74: Frequency of Question 6.3.1	177
Table 75: Frequency of Question 6.3.2	178
Table 76: Frequency of Question 6.3.3	180
Table 77: Frequency of Question 6.3.4	181
Table 78: Frequency of Question 6.3.5	182
Table 79: Frequency of Question 6.3.6	183
Table 80: Frequency of Question 6.3.7	185
Table 81: Frequency of Question 6.3.8	186
Table 82: Frequency of Question 6.3.9	187
Table 83: Frequency of Question 6.3.10	189
Table 84: Frequency of Question 6.3.11	190
Table 85: Frequency of Question 6.3.12	191
Table 86: Frequency of Question 6.4.1	193
Table 87: Frequency of Question 6.4.2	194
Table 88: Frequency of Question 6.4.3	195
Table 89: Frequency of Question 6.4.4	196
Table 90: Frequency of Question 6.4.5	198
Table 91: Frequency of Question 6.4.6	199
Table 92: Frequency of Question 6.4.7	200
Table 93: Frequency of Question 6.4.8	201
Table 94: Frequency of Question 6.4.9	203
Table 95: Frequency of Question 6.4.10	204

Table 96: Frequency of Question 6.4.11	205
Table 97: Frequency of Question 6.5	207
Table 98: Frequency of Question 7.1.1	208
Table 99: Frequency of Question 7.1.2	210
Table 100: Frequency of Question 7.1.3	211
Table 101: Frequency of Question 7.1.4	212
Table 102: Frequency of Question 7.1.5	214
Table 103: Frequency of Question 7.1.6	215
Table 104: Frequency of Question 7.2.1	216
Table 105: Frequency of Question 7.2.2	217
Table 106: Frequency of Question 7.2.3	219
Table 107: Frequency of Question 7.2.4	220
Table 108: Frequency of Question 7.2.5	221
Table 109: Frequency of Question 7.3.1	223
Table 110: Frequency of Question 7.3.2	224
Table 111: Frequency of Question 7.3.3	226
Table 112: Frequency of Question 7.3.4	227
Table 113: Frequency of Question 7.4.1	228
Table 114: Frequency of Question 7.4.2	230
Table 115: Frequency of Question 7.4.3	231
Table 116: Frequency of Question 7.5	232
Table 117: Frequency of Question 8.1.1	234
Table 118: Frequency of Question 8.1.2	235
Table 119: Frequency of Question 8.1.3	236
Table 120: Frequency of Question 8.1.4	237
Table 121: Frequency of Question 8.1.5	238
Table 122: Frequency of Question 8.1.6	240
Table 123: Frequency of Question 8.1.7	241
Table 124: Frequency of Question 8.1.8	242
Table 125: Frequency of Question 8.1.9	243
Table 126: Frequency of Question 8.2.1	245
Table 127: Frequency of Question 8.2.2	246
Table 128: Frequency of Question 8.2.3	247
Table 129: Frequency of Question 8.2.4	249
Table 130: Frequency of Question 8.3	250
Table 131: Identification of target groups for promoting entrepreneurship	265

CHAPTER ONE: ORIENTATION

1.1 Introduction

When President Thabo Mbeki introduced the 'two economies' terminology in 2003, the second economy was described as the space within which those who are marginalised from the first economy operate. Later that year, the *Ten Year Review* (The Presidency 2003:97) asserted that growth in the first economy cannot be expected to benefit the second economy, precisely because the people in the latter are too marginalised to be able to share in its benefits:

Despite the impressive gains made in the first economy, the benefits of growth have yet to reach the second economy, and with the enormity of the challenges arising from the social transition, the second economy risks falling further behind, if there is no decisive government intervention.

Moreover, as articulated in a recent piece in *ANC Today* (2004: b), the second economy is

....unable to generate the internal savings that would enable it to achieve the high rates of investment it needs. Accordingly, on its own, it is unable to attain rates of growth that would ultimately end its condition of underdevelopment.

As Paul Krugman (2002) wrote in a different context, "Bad metaphors make bad policy." South African academics and even some policy-makers have not received the 'two economies' metaphor altogether favourably, largely because it seems to set up too stark and simplistic a divide. Moreover, the metaphor lends

itself to simplistic follow-on metaphors that purport to suggest how the second economy should be dealt with, for example – ‘eliminated’, ‘united with the first economy’ and so on.

The idea that the second economy is a function of exclusion from the first economy has limitations, two of which are raised here. Firstly, the idea implies that the formal economy has intrinsic qualities that conspire to keep people in poverty. How accurate is this? In some aspects, members of marginalised communities constitute a very important customer base for powerful first economy industries (Du Toit 2004). The ethics of marketing and pricing policies could be debated but it is difficult to imagine that such industries would not wish to see income growth amongst this clientele. Or consider the cost to the first economy of the crime, poor health and lack of skills associated with the second economy. The economic logic of colonial and apartheid South Africa, which sought to exclude in order to create a cheap labour pool, no longer applies. The effect of following this outmoded logic is to underestimate the benefits to the first economy of directly and aggressively investing to address the problems of the second economy. Unfortunately, such benefits are characterised by some observers as a ‘leakage’, when in fact they could be exploited to argue for an even more progressive tax expenditure system.

The second limitation of exclusion as the crux of the two economies metaphor, is that it fails to take into account the fact that the relationship of economic activities in the second economy to those in the first economy can be either

complementary or substitutive. An under-appreciated feature of the last two decades is the extent to which the under-performance of the formal economy has negatively impacted on the informal economy. There is evidence, for example, that the ability to perform small scale agriculture in the former homelands, a quintessential second economy activity, is strongly correlated to income received from formal sector employment, often in the form of remittances (Mthethwa *et al.* 2005). The gradual increase in participation in small-scale agriculture over the past few years may be a function of the similarly gradual increase in formal sector employment, although this fact has not necessarily been established with empirical rigour. With regard to substitutes, at least some portion of the increase in informal sector employment is due to people losing formal sector jobs. Perhaps in a sense they have been excluded from the formal sector, and are thus forced to take refuge in the informal sector. However, this dilutes the meaning of the word 'exclusion'. It suffices to say that the economy is changing and that unfortunately, those who begin with the fewest resources tend to become economic casualties.

Despite these considerations, the introduction of the two economies discourse has had the benefit of stimulating introspection and discussion, which is particularly valuable given the prominence of the debate over macroeconomic and labour market policies. Hopefully, continued attention to poverty over the next ten years will involve, among other things, more careful probing into the nature of the second economy and its relationship with the first economy.

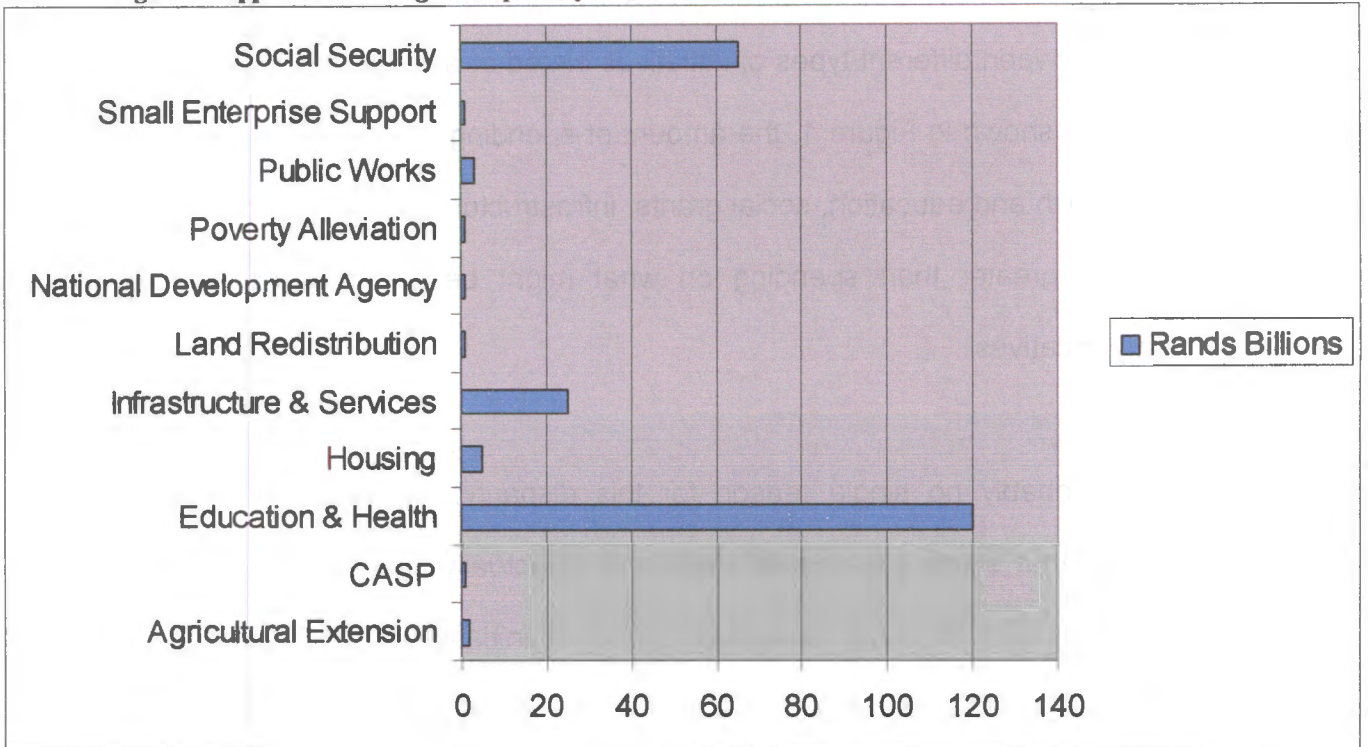
In late 2004, the Office of the Public Service Commission (OPSC) gazetted a public tender for an “Evaluation of Government’s Poverty Relief Programme”. As sensible as this may sound, the ordinary citizen might be surprised to learn that the two main objectives of this work were: “to define poverty alleviation projects or programmes”, and “to develop a database on all departments’ ...poverty alleviation projects or programmes” (OPSC 2004). In other words, there is no ‘Poverty Relief Programme’ as such, but rather sundry activities undertaken by various government departments, some of which may be characterised as forms of poverty relief. Furthermore, national government itself does not appear to have a comprehensive grasp of what these activities are.

How is it that an important statutory body like OPSC can accept that the government’s ‘Poverty Relief Programme’ is simply a collection of existing poverty reduction activities, whatever these may be? And yet that is precisely the case. There is no question that government has engaged in poverty relief activities – in fact, there are literally dozens of initiatives, as we know – but is it doing so according to a coherent, comprehensive strategy? Arguably it is not. Even the *Ten Year Review* acknowledges the need for coherence (The Presidency 2003:87):

Although the Reconstruction and Development Programme and subsequent policy documents, Budget Reviews and State of the Nation Addresses have attempted to set out the nation’s changing priorities, these pronouncements need to be integrated and distilled into a comprehensive, coherent and co-ordinated framework.

A second observation is that there are significant disparities in the amount of spending between different types of initiatives aimed at ameliorating the plight of the poor. As shown in Figure 1, the amount of spending on core social services such as health and education, social grants, infrastructure and service delivery is significantly greater than spending on what might be called direct second-economy initiatives.

There is probably no single reason for this disparity, but one that compels attention is that some government departments actually struggle to spend the budgets allocated to them for certain types of initiatives. For example, the inability of the Department of Welfare to spend the poverty project funds allocated by the National Treasury as part of the Poverty Alleviation Fund was initially spectacular (IDASA 2000), and even now the Department is still spending money allocated to it three years ago. As with other instances of under-spending, much of the problem is due to lack of capacity, particularly because responsible departments were – and still are – venturing into activities in which they have limited expertise.

Figure 1: Approximate budgets for poverty reduction, 2004/5**Notes:**

- (1) The figure for poverty alleviation refers only to expenditure budgeted by the Department of Social Development (designated as "Poverty Alleviation and Food Security"), and thus may be a slight understatement.
- (2) The figure for Land redistribution refers only to expenditure on grants, i.e. it excludes administration and management; expenditure on Land restitution is not reflected because its aims are not primarily developmental.

Sources: Figures for Education & Health, Social Security, Infrastructure & Services and Housing are taken from the National Treasury (2005a). Figures for Small enterprise support, Poverty alleviation, Land redistribution, CASP, and the National Development Agency come from the National Treasury (2005). The figure for 'Public Works' refers to expenditure on infrastructural and environmental interventions within the ambit of the EPWP and is calculated as one fifth of the five year budgets indicated in EPWP. The figure for Agricultural Extension is taken from Duvel (2002) and adjusted for inflation.

In essence, it seems as if government's second economy initiatives are not guided by a coherent framework that explains the roles and responsibilities of stakeholders and the scale that such initiatives should seek to achieve. The paradox is that while government has not been stingy in spending money on the poor, it appears incapable of making the very shift it has often declared to be essential, namely moving away from welfare and towards development.

1.2 Problem Statement

Entrepreneurship in its broadest sense is about the capability of people to combine scarce resources in new ways to respond to opportunities or provide solutions to problems. Entrepreneurial behaviour can and does occur in large corporations, NGOs, the public sector, and indeed in all institutions. It is not limited to new business creation, or to small business. The perception of business opportunities is a crucial part of the entrepreneurial process; it is the starting point of entrepreneurship. There are moreHaving clarified the background of the South African economic situation and the second economy's development level, based on current interventions and the economic exclusion of the second economy, the research problem can now be articulated.

The main research question is: What are the experiences of the marginalised sector in entrepreneurial activities in the second economy, and what are the effects of the current challenges or constraints to start-up, new and established enterprises within the second economy?

The research problem is further elaborated by the following sub-problems wherein the challenges or constraints of the topic are identified.

1.2.1 Sub-problems

The current second economy entrepreneurship development challenges or constraints have been broken down into the following sub-questions:

- What attitudes have an impact on entrepreneurship development?

- What aspects of the marginalised section of society, found mostly in rural areas, relate to or have an impact on entrepreneurship development?
- What aspects of access to opportunities (considering location, unequal education levels and the human capital base) relate to or have an impact on entrepreneurship development?
- What aspects of the labour force activities relate to or have an impact on entrepreneurship development?
- What entrepreneurial regulatory reform aspects relate to or have an impact on entrepreneurship development?
- What aspects of government support policy for entrepreneurs relate to or have an impact on entrepreneurship development?
- What aspects of financial support for enterprises relate to or have an impact on entrepreneurship development?
- What aspects of rural development and the second economy relate to or have an impact on entrepreneurship development?

Having provided a structured breakdown of the research problem and sub-problems that were investigated, the next section presents the aims and objectives of this study.

1.3 Objectives of the Study

The study's main objective is to identify key growth challenges encountered by prospective and current marginalised entrepreneurs or enterprises, and to

determine whether these challenges are constraints in terms of rapid rural development within the second economy in South Africa.

In order to identify and categorise the challenges, the sub-objectives of the study were to investigate and establish the following from respondents:

- (i) Entrepreneurial attitudes and how they relate to and have an impact on entrepreneurship development;
- (ii) Aspects of the participation of marginalised groups within the South African economy, that relate to and have an impact on entrepreneurship development;
- (iii) Aspects of access to opportunities (considering location, unequal education levels and the human capital base), that relate to and have an impact on entrepreneurship development;
- (iv) Aspects of labour force activities that relate to or have an impact on entrepreneurship development;
- (v) Entrepreneurial regulatory reform aspects that relate to or have an impact on entrepreneurship development;
- (vi) Aspects of government support policy for entrepreneurs that relate to or have an impact on entrepreneurship development;
- (vii) Aspects of financial support for enterprises that relate to or have an impact on entrepreneurship development;
- (viii) Aspects of rural development and the second economy that relate to or have an impact on entrepreneurship development.

1.4 Scope of the Study

The study is a feedback tool on the experiences of the marginalised sector in entrepreneurial activities in the second economy, and what the effects of current challenges or constraints are to start-up, new and established enterprises within the second economy. Although the study is limited to the South African economic environment, comparisons and experiences were derived from global trading partners.

The scope was extended to include the objectives of development agencies and intermediaries such the World Bank and the Southern African Development Bank on rural development and entrepreneurship. The scope in future studies could also be the influence of entrepreneurship, rural development and investment, as well as economic development in general.

1.5 Importance of the Study

The findings of this study are intended to inform prospective and current entrepreneurs and enterprises about the current status of the identified sub-problems. The findings can be utilised to ascertain whether the sub-problems pose obstacles with regard to the measure of rapid rural development, with particular reference to the second economy (informal economy). The study will serve as an ideal metric for policy makers, academics and civil society at large.

Basically, the expectation is that the study is a utility tool to sharpen definitions of concepts such as 'enterprise development', 'second economy', 'informal sector'

and 'entrepreneurship'. The findings of the study may provide a practical solution to the need to formally establish or develop the second economy through enterprise development. The poverty gap in South Africa, particularly within rural areas, may be alleviated through such studies which contribute to bridging the divide regarding the socio-economic status of the informal economy, thus enabling its participation in the first economy.

The study can be used as an instrument to analyse and observe growth or decline patterns within the second economy, and furthermore as a catalyst for the improvement or adaptation of enterprise development models which could be used as case studies for future studies. It can also serve as an opinion tool to influence policy decision making by government in terms of support for enterprise development. The results may open the way for further research opportunities. In conclusion, the expectation is that the study will make concrete recommendations in terms of enhancing the living standards of the poor within rural areas and bridging the poverty gap between the first and second economies.

1.6 Study Environment

1.6.1 Geographical

As this is a national study, the geographic limitations were the demarcated boundaries that constitute the provinces of South Africa. However, the administration of the study questionnaire in neighbouring land-locked countries is a probable prospect. The rationale behind selecting all nine provinces in South Africa was due to the accessibility of rural communities and informal markets that are prominent in the various provinces.

1.6.2 Sector or Industry

As mentioned earlier, many informal or rural areas are dependent on the first economy for sustenance. The identified sectors or industries in which the marginalised groups participate, and where the study was conducted are: Agriculture, Mining, Quarrying, Manufacturing, Processing, Electricity, Gas, Water, Construction, Wholesale, Retail Trade, Transport, Business Services, Tourism, Hospitality, Information Systems, Electronics, and Telecommunications.

1.6.3 Target Respondents

The targeted respondents were any knowledgeable civilians who are literate and operate as any of the following: flea marketers, backyard mechanics, housewives that work from home, shebeen owners, knitters, 'black' taxi owners, domestic workers, hawkers and subsistence agricultural farmers who dwell in urban or rural settlements. Much emphasis was placed on administering the questionnaire amongst respondents in urban or rural habitats with a high population density.

1.7 Clarification of Concepts

The following terms are used in this study and are elucidated here:

Enterprise: an aggregation of all establishments owned by a parent company. An enterprise can consist of a single, independent establishment or it can include subsidiaries or other branch establishments under the same ownership and control (<http://www.investordictionary.com/definition/enterprise.aspx>).

Established firm: an enterprise that has paid wages and salaries for more than 42 months (GEM Report 2004).

Entrepreneur: anyone who is either starting a business that he or she will wholly or partly own, or who is managing a business that he or she wholly or partly owns, that is less than three and a half years old. The business can be in any economic sector, can be any size and can be formal or informal.

Entrepreneurs: individuals or groups of individuals, acting independently or as part of a corporate system, who create new organisations, or instigate renewal or innovation within an existing organisation (Sharma *et al.* 1999:18). Further, it is an individual who establishes and manages a business for the main purpose of profit and growth. An entrepreneur is characterised by innovative behaviour and the will to employ strategic management practices in the business (Nieman *et al.* 2003:10).

Entrepreneurship: encompasses acts of organisational creation, renewal or innovation that occur within or outside an existing organisation (Sharma and Chrisman 1999: 18).

Equity: refers to ownership. It is most often used as a synonym for common stock of a publicly traded company.

Financial intermediaries: different classes of specialised financial institutions e.g. banks, building societies or insurance companies – delivering different types of financial products and services to clients. They often specialise in providing financial services to particular segments of the market.

Financial markets: such as the money market for short-term funds and the capital market for longer-term funds, within which institutions operate.

Financial products and services: are required to meet the needs of both those who are holding surplus funds and those who have unfunded expenditure intentions. The former group of products includes those that facilitate spending, saving or investing. The latter group facilitates borrowing and other ways of assessing capital.

Funds: available money, cash in hand, including balances held in deposit-taking institutions.

Gender: difference in social roles and relations between men and women.

Informal Sector: most authors studying the informal sector face the difficulty of defining it. It is widely acknowledged that the sector includes all unregistered and often unrecorded economic activities that contribute to the GDP. As this broad consensus leaves a number of unanswered questions, Table 1 is a description of the legal and illegal informal activities that normally escape detection in official estimates of the GDP (Schneider 2002:3). Table 1 reflects that the informal economy embraces unreported income from the production of goods and services (legal or illegal), either from monetary or barter transactions – namely all economic activities that would be taxable if reported to the tax authorities. Informal business activity is not dependent on the size of a business. It may be conducted in businesses ranging from micro-survivalist ones to large multinational conglomerates often involved in illegal activities.

Table 1: Taxonomy of types of informal economic activities

Type of activity	Monetary Transactions		Non-monetary Transactions	
Illegal activities	Trade with stolen goods; drug dealing and manufacturing; prostitution; illegal gambling; smuggling and fraud.		Barter of drugs, stolen goods, smuggling etc. Production of or growing drugs for own use. Theft for own use.	
	Tax evasion	Tax avoidance	Tax evasion	Tax avoidance
Legal activities	Unreported income from self employment; Wages, salaries and assets from unreported work related to legal services and goods	Employee discounts, fringe benefits	Barter of legal services and goods	All do-it-yourself work and neighbour help

Sources: Schneider 2002:4

Entrepreneurial Infrastructure: connecting institutions and markets and facilitating transactions.

New firm: an enterprise which has paid wages and salaries for between 3 and 42 months.

Owner-managed enterprise: an enterprise which is actively managed by someone who partly or wholly owns it.

Poverty: an individual or household with an absence of basic services, as well as lack of income with which to participate in a modern economy.

Public Good: provides a benefit to society in general, and is non rival (meaning that its consumption by one person does not stop others from consuming it) and non-excludable (meaning that it is difficult to exclude anyone from sharing the benefit). With the growing interchange between states that are markedly globalised, an increasing number of public goods have become global in nature. International public goods can be divided into those that are regional, such as water resources shared by a number of countries, and those that are potentially of benefit to everyone in the world, called 'global public goods' (Development Report 2003: 33). Common examples are the global environment, financial stability and market efficiency, the control of communicable diseases, knowledge, peace and security, and human rights. Much of the current debate on global public goods revolves around problems of under provision, lack of participation in decision-making and inequitable access to such benefits.

A regulatory framework: ensures that markets function more efficiently.

Rural Development: the set of activities and actions of diverse actors – individuals, organisations, groups – which, taken together, leads to progress in rural areas (Sheperd 1998:1).

Second Economy: the space within which those who are marginalised from the first economy operate.

Sustainability: the capacity and ability of SMMEs to remain in operation and to grow production and employment.

Small Business: any business that is independently owned and operated, but it not dominant in its field and does not engage in any new marketing or innovative practices (Nieman *et al.* 2004:10).

Small and medium enterprise (SME): defined in South Africa as enterprises with less than 200 or in some cases less than 250 employees. Small enterprises have less than 50 employees and medium enterprises have between 50 and 199 or between 50 and 249 employees. In addition, official definitions include threshold revenue and assets levels. The official classification of enterprises also makes provision for very small and micro enterprises, hence small, medium and micro enterprises (SMMEs).

Start-up firm: an enterprise which has paid wages or salaries for less than three months or has not paid salaries and wages at all.

Working-aged population: the official working-aged population in South Africa is the population aged 15 to 65 years.

1.8 Plan of the Study

The study is categorised into six chapters as follows:

1.8.1 Chapter One: ORIENTATION

The following items have been dealt with in this chapter:

- An introduction to the chapter;
- Problem statement;
- Purpose of the study;
- Objectives of the study;
- Scope of the study;
- Importance of the study;
- Study environment;
- Clarification of concepts;
- Plan of the study.

1.8.2 Chapter Two: Literature review and theoretical foundation

Chapter 2 provides a statement of the entry point to the literature review and an introduction to previous research and theories. The literature was grouped into different categories and sub-problems. Conceptual, contextual and methodological evaluation and analyses of the literature were conducted.

1.8.3 Chapter Three: Definition of research problem and questions

This chapter addresses the problem rationale, its definition (both primary and secondary problems) and the articulation of the research questions.

1.8.4 Chapter Four: Research design and data analysis

This chapter includes:

- An introduction;
- General methodological orientation;
- Research parameters for data collection;
- Research instruments;
- Sampling design and procedures for data collection and analysis.

1.8.5 Chapter Five: Results and interpretations

This chapter contains:

- An introduction;
- Charts, figures, graphs and tables resulting from the data analysis;
- Interpretation of results.

1.8.6 Chapter Six: Discussions, conclusions, implications and recommendations

This chapter includes:

- An introduction;
- Discussions and conclusions;
- Responses to the primary and secondary research problems;
- Recommendations for further research or analysis;
- Lessons learnt;
- Conclusions.

1.9 Limitations of the Study

Notwithstanding the abundance of literature, not much existing research is focused on entrepreneurship development within the second economy or on rural development. This is a limitation for this study, because due to the lack of available data, long term analysis could not be done. Furthermore, there is a limited amount of useable literature and empirical research available with regard to the South African context. There is a need for research at a deeper level of statistical analysis, to provide valid findings in terms of how best to develop and support entrepreneurship in the second economy.

Policy makers should be geared towards using such findings in formulating new policies. The literature available is mostly descriptive in nature, resulting in the creation of profiles applied to certain objects or situations based on the observation of a single event or behaviour.

In this study, although all provinces within the boundaries of South Africa were considered, the questionnaires were not administered in all provinces due to logistics, communication, financial constraints and other challenges. Consideration should be given to a further study in two years time, with the full participation of other provinces.

The above limitations have a negative and positive influence on entrepreneurship development within the second economy within the South African context, and highlight the concerns that must be taken into consideration when evaluating the existing literature and when identifying future research needs.

1.10 Remarks

This chapter introduced the circumstances and nature of entrepreneurship and rural development within the South African context. The problem statement was stated and broken down into sub-problems. The scope, significance, study environment and clarification of concepts of the research study were given. A brief overview of the content in the various chapters was presented.

CHAPTER TWO: LITERATURE REVIEW AND THEORETICAL FOUNDATION

2.1 Introduction

In this chapter the basic theories of entrepreneurship, rural development and the second economy are discussed. The chapter presents an overview of various literature studies, deals with theoretical foundations and undertakes empirical scrutiny of existing studies in the field.

In the first decade of democracy, the South African Government focused on developing policies and institutions. By its own assessment, this reshaping of the country's socio-economic character has been largely successful. While a few adjustments still need to be made, particularly to the redistribution of resources and responsibilities amongst tiers of government and institutions, the real challenge now is to implement and to apply these 'macro' policies at the 'micro' level (see Rogerson (2004: 765–84) and Monkman (2003) for an overview of government's post-1994 policies and intentions in the field of small enterprise development).

Sheperd (1998:2) concludes that the conventional paradigm in rural development has focused almost single-mindedly on growth in production and the expansion of the market economy (or in socialist countries, the expansion of nationally controlled production and services). In socialist countries, if redistribution is part of the agenda, it tends to be controlled by the state. The assumption has been

that growth and markets are best promoted by the state and by a range of external interveners, donors and non-governmental organisations (NGOs) who know best about the kind of production and markets required.

Rural development is about improving the life chances and well-being of marginalised groups, particularly the mass of rural poor who have been left behind in the process of economic growth. The dominant western strategy involves a focus on individuals and households, and assumes that they exist in a context of well-functioning markets. Where markets do not function ('market failure'), strategists resort to the state to provide and control markets. However, most rural individuals and households depend quite directly on non-marketed common property resources for their livelihoods. This is obviously true for marginalised societies such as pastoralists, landless and quasi-landless households, peasant households, women, the disabled, and the youth. In many peasant societies households rely on common sources of drinking and irrigation water, common forests and pastures. The well-being of these societies depends substantially on the availability, quality and sustainability of these resources. Access to these common resources is critical for survival; their construction and maintenance are important tasks which must be accomplished, usually on a collective basis (Sheperd 1998:56).

2.2 Aspects of attitudes and entrepreneurship

Promoting the entrepreneurial spirit in a country is the key to economic growth, job creation and improved competitiveness; (Antipolis 2000:7). Entrepreneurship

combines innovation (i.e. risk taking and the provision of 'new' goods and services) and individual initiative, resulting in organisational renewal (i.e. the improvement of existing businesses and/or the establishment of new ones) (Cross 1995; RCE 2002:2).

Timmons (1999:27) describes entrepreneurship as a way of thinking, reasoning and acting that is opportunity obsessed, holistic in approach, and leadership balanced. Timmons claims that this definition of entrepreneurship has evolved over the past two decades from research at Harvard Business School and at Boston College in the United States of America. Personality aspects such as leadership, creativity, innovation and risk taking are difficult to measure. The actions embedded in entrepreneurship, such as compiling business and marketing strategies, risk analysis and considering alternative business investments, are highlighted in this research report.

Timmons (1999:3) further argues that, during the past 30 years, America has unleashed the most revolutionary growth and development performance since its founding in 1776. This upsurge in wealth creation has been activated by a new generation of entrepreneurs (the so-called 'E-Generation'). These new entrepreneurs have permanently altered the economic and social structure of the United States of America and the world, and have set the 'entrepreneurial genetic code' for future generations. This development will determine more than any other single impetus, how the world will live, work, learn and lead in the 21st century and beyond (Timmons, 1999:3).

Up until the beginning of the 1980s, the large, multinational dominant firms were regarded as being the key to economic success. However, since the beginning of the 1980s, it has been established that the new and growing firms create the majority of jobs. Innumerable research studies on job creation statistics in the United States of America have concluded that small and medium-sized firms (with fewer than 100 employees) create the majority of new jobs (Kirchoff 1995:19). In the late 1990s, only about 7 per cent (one in every 14) persons were employed in the 500 largest companies (the so-called Fortune 500 companies) in the United States of America (Timmons 1999:5). This figure stood at one in every four in the 1960s, confirming the huge change in the employment pattern from large multinationals to smaller dynamic firms.

A generation of new entrepreneurs has become the creators and leaders of entire new companies and even industries. At the heart of the entrepreneurial process is the innovative spirit. Since World War II, small entrepreneurial firms have been responsible for half the innovation and 95 per cent of all radical innovation of new technologies, products, processes and services in the United States of America. Wealth and job creation can only succeed if entrepreneurship thrives.

Foxcroft, Wood, Kew, Herrington and Segal (2002:17) confirm that the creation of new ventures plays a significant role in economic growth. In a recent study covering 37 countries, there was a clear tendency for countries with below-average growth projections to show relatively low levels of entrepreneurial

activity, especially with regard to the vitality and dynamism of new firm growth. Countries with above average growth expectations show considerable growth in new firms, not only the establishment of new firms, but also growth in already established firms.

2.3 Aspects of gender bias, youth, and disabled participation

In Sweden, women are responsible for 23 per cent of all business start-ups and account for around 25 per cent of all private firms in the country (Nilsson 1997), proportions common to many European states. In the United States of America there has been strong growth in the number of women starting businesses; women now account for 38 per cent of business ownership and employ 25 per cent of those in the labour market (Brush & Hisrich 1999).

The growth in interest in the small business sector, coupled with a rise in the number of women moving into self-employment, triggered a number of important research studies investigating the issue of gender and enterprise. As it is for men, the most frequently cited reason for starting a business was the search for independence and control over one's destiny. The greatest barriers to business formation and success were access to capital and mobilising start-up resources (Hisrich & Brush 1999).

Perceptions of community support may be associated with the kind and severity of problems, as well as the importance placed on various planning areas identified by the business owner. Studies have found that small business owners who perceived a supportive economic environment in their operating community

were more likely, in turn, to provide support for the community and to employ significantly different business strategies than those whose perceptions of the economic environment were less positive (Bamberger 1983; Miller & Besser 2000).

Previous research studies have concluded that planning is the key to achieving higher levels of business performance. However, when asked “do you establish strategic and operational plans in your business?”, a large proportion of small business operators respond “no”. Consensus is that planning by small business operators is unstructured and irregular (Gaskill *et al.* 1994). Scarborough and Zimmerer (1987) suggest that small business operators are generalists with considerable practical or day-to-day experience, but they often lack the background knowledge or prior expertise necessary to be able to plan effectively.

Research has shown that the experience of enterprise ownership for women is very different than it is for men. One of the major differences between male and female managers is women’s emphasis on an open and flexible atmosphere and the general ethos; this is reflected in their management style, in their use of open channels of communication, flexibility in their systems, and emphasis on the establishment of good interpersonal relationships. In contrast, male managers typically perceive power over their subordinates as a key element in successful operations and thus are locked into the traditional powerful male ‘boss’ role (Heath 1994).

In a study of male and female owners of young firms (in the period between launch and take-off into sustained growth) it was found that young organisations experienced problems mainly in the areas of accounting and finance, marketing and the management of people. Those founders with a stable and supportive family structure and/or family experience of self-employment may be better able to cope with the demands of a new venture. Gender-related differences in style or philosophy were found not to be a major factor. Smallbone *et al.* (2000) investigated the problems faced by new and small firms that were supported by a local enterprise agency. He found that the most frequently cited problem was marketing or selling the product or service, followed by financial control, and unsuitable premises.

A growing number of studies have continued to explore the issue of management of female-owned businesses. The management of female-owned businesses field has matured to encompass more sophisticated methodologies, larger scale samples, and more robust sampling procedures. Most importantly, the focus of investigation has evolved to concentrate on the effect of gender on both the experience of running one's own business and the relative performance of small enterprises (Kalleberg & Leicht 1991; Rosa & Hamilton 1994; Rosa *et al.* 1996; Berg 1997; Carter & Allen 1997; Marlow 1997). As a consequence, clear gender-related differences are emerging in descriptions of women's experiences in running own businesses and enterprises. These differences are apparent in many aspects of women's entrepreneurial activity, such as:

- The level of constraints in accessing finance and other resources required for start-up and business growth;
- The use of networking in the management of the ongoing venture; and
- The performance of female-owned firms.

There is evidence that there is a marked difference between male and female management values (Carter & Cannon 1992). Women measure their success qualitatively in terms of factors such as personal satisfaction, customer service ratings and additional employment created, while males tend to measure their success quantitatively in terms of market position, turnover and profitability (Oliver 1996). Women may prefer to allocate earnings to improvements in personal housing or their children's education. McKee (1992) argues that micro entrepreneurs often seek modest improvements in the stability and level of their earnings.

Many rural women have difficulty finding work opportunities that suit their personal needs, such as greater career fulfillment and the flexibility to earn money within the constraints of family obligations (Coates *et al.* 1991; Goffee & Scase 1985; Kalleberg & Leicht 1991; Kelly 1988; Loscocco & Leicht 1993; Tigges & Green 1998; Zeller *et al.* 1994). The literature tends to portray both differences and similarities among female and male micro enterprise entrepreneurs. Many studies on various businesses identified differences between the two groups in managerial values and philosophies, as well as the added constraint of financial and networking barriers faced by women seeking to

enter business. Similarities between men and women include factors such as the handling of the mechanics of business operations and adequacy of experience.

Preparation for self-employment is a difficult terrain and particularly so when young people who have never worked before are to be prepared to start their own businesses. Research that was conducted mostly in African countries shows that the conventional track followed by those who achieve success in sustainable entrepreneurial self-employment is one that starts with completion of general education, followed by further formal or informal vocational or specialist training. The decision to venture into self-employment usually follows a substantial period of wage employment, with on-job learning producing technological capacity and confidence and facilitating entry into supplier and marketing networks. Taking on private work outside of working hours is a further step that often precedes an eventual move to self-employment. Subcontracting back to firms where new entrepreneurs were previously employed is an established way of minimizing the initial risk of rural business start-up.

This is a privileged track. The stark reality for most people in the informal sector all over the world is, however, that entrants frequently have to leave school before the end of the compulsory-schooling period and thus receive limited general education. They mostly lack access to post-school training and they eventually get into forms of survivalist or subsistence self-employment that require almost no formal on-job training. Even when they are more highly skilled they often enter into a product market that is already saturated and is

characterized by a lack of money and a lack of technological sophistication on the part of consumers. If these micro-businesses are to survive and grow subsistence entrepreneurs have to network amongst themselves, as well as with producers and financiers in the formal sector of the economy. This networking capacity is often lacking (McGrath and King with Leach and Carr-Hill, 1995; King, 1996; Adam, 1999).

The longer track is obviously desirable in terms of gradual acquisition of technical and business management expertise. Given the difficulty that young people experience in entering the labour market for the first time, it is, however, not a track that is easily accessible. Furthermore, Xulu (2001) holds that it is entrepreneurial flair that allows for the generation of viable business ideas. For Xulu (2001:44) "the absence of entrepreneurial skills simply means that business skills and technical skills exist as discrete sets of instrumental skills that do not necessarily lead to the development of a viable business enterprise.

2.4 Access to opportunities: location, unequal education and skills development aspects

According to the 2001 census, there is little doubt that the South African labour force is inappropriately, and very often inadequately, educated. The census included a question on the highest educational attainment of people aged 20 years and older. Almost 18% of respondents indicated that they had no education whatsoever, while barely 22% had some primary school education. This means that 40% of adults in South Africa have, at the very most, a Standard

5 (Grade 7) educational attainment. At the other end of the scale, only 20,4% of people aged 20 years and older had a matriculation certificate, while merely 8,4% had a higher education qualification (Statistics South Africa 2003).

These rather distressing statistics imply that a very large proportion of South Africa's working-age population is simply not employable in an economic environment in which manual labour is becoming less and less important and appropriate skills more and more sought after. The problem is aggravated by the fact that it is extremely difficult in a technologically-driven world to teach people skills if they lack a solid educational background. At the very least they need to be able to read and write with a comfortable degree of fluency.

Personality has often been included in the definition of human capital because entrepreneurs are seen as being extreme types, in the positive sense of 'exceptional individuals' (McCarthy & Leavy 1998/1999). Following this line of reasoning, entrepreneurs differ from 'ordinary' people in a distinguishing feature of their personality (referred to as entrepreneurial 'ego') and in their behaviour, e.g. the need for independence, control, achievement, and being creative or risk-seeking. A lot of research on the founding of new businesses has concentrated on precisely such personal characteristics. There is an extensive review of this 'classical' literature in Brockhaus (1982). However, attributing entrepreneurial activity exclusively to some specific traits that some individuals are necessarily born with, implies that there is no need to teach entrepreneurship or nurture entrepreneurs in other ways. Such thinking can be characterized as reductionist

(Sandberg & Hofer 1987), since it does not allow for learning to take place. Thus, although personality may constitute one part of human capital, it is by no means the most important part. Age, gender and race have also been included in many studies of human capital (see e.g. Cooper *et al.* 1994; Cressey 1999).

The curriculum responsibility of further education colleges has strong historical links with the apprenticeship system. Theoretical instruction for young white men in a variety of engineering and other technical trades, and in the hairdressing trade for young white women, was initially the mainstay of formal technical and vocational education. Later, preparation for various business-related studies became the focus of many of the newer colleges that did not have strong relations with industry sectors that supported apprenticeships. Theoretical instruction was classroom-based within a block or day release system that allowed apprentices time off from work to attend class. With the decline of work-based apprenticeships many students started attending college on a full-time basis and worked towards achieving national certificates (N1 to N6, or National Intermediate and Senior Certificate) within a national examination-based system. Qualifications that are aligned to the National Qualifications Framework (NQF) and that require continuous standards-based assessment are now also being introduced. While these qualifications are more practice-orientated they only offer greater opportunities for the gaining of workplace experience when tied to learnerships.

On their own they do not alter the fact that colleges have limited facilities for practical work and unless innovative approaches to creating opportunities for practical work are adopted, these qualifications often tend to be as classroom-based as the rest of the formal college curriculum.

Subjects such as entrepreneurship and small business management are included in a range of college programmes. Given that students tend to experience these as examination subjects there are, however, reservations about what students actually learn the realities of micro and small business creation. It could, of course, be argued that such courses could serve to introduce students to the business environment and that, even if they have no immediate intention of starting their own businesses, they at least learn about business plans, the legal environment, the nature of different contracts and other issues. Not even the staunchest supporters of this system would, however, claim that classroom-based teaching constitutes adequate preparation for self-employment. Even the inclusion of regular market days where students make and trade their own products is not deemed a strong enough remedy for the obvious shortcomings of the formal college curriculum in terms of integrating technical, business management and entrepreneurial knowledge and skill, and presenting SMME development as a viable labour market option.

It would be incorrect, however, to conclude from the above discussion of college curriculum that it is beyond the capacity of Further Education and Training (FET) colleges to create an enabling environment that motivates and prepares young

people for self-employment. Case studies () of ten South African college campuses undertaken in 2002 – 2003, funded by the Human Science Sciences Research Council (HSRC) and Ntsika Enterprise Promotion Agency, point to some of the innovative ways in which colleges are seeking to extend on-campus provision and link it to off-campus provision. The aim of presenting some of these examples here is not to claim that FET colleges have ‘got it right’, but rather to provide a few snap-shots that show how campuses are managing to expand their curriculum practices beyond the traditional classroom in ways that bode well for the promotion of self-employment as a destination that need not take years to achieve.

Entrepreneurship is not necessarily an inherited trait. It can be created by meaningful social intervention and training. No other field can intervene more effectively to develop an entrepreneurial spirit among the population than the education system. Hence, promoting entrepreneurship among the population should be one of the main agendas of the whole education system, starting from the primary education system to institutions of higher learning.

The present education system has to be made more effective in promoting independent thinking, creativity, a spirit of innovation and motivation among individuals for setting challenging but achievable goals. To unleash the latent entrepreneurial potential of the marginalized there is a need to inculcate a spirit of enterprise into the psyche of the present generation and forcefully convey the message that entrepreneurship, self-employment and new enterprise creation

can provide a viable solution to poverty and unemployment. Suitable educational and training material must be prepared for every level of education. At a primary school level, stories may be prepared where the leading characters take initiatives and experiment with new ideas to carve out a whole new life for themselves. It can be supplemented with games and films to encourage initiatives and develop ability in planning and management.

At the secondary level, entrepreneurship can be offered as a compulsory fieldwork-oriented subject. Senior school students could also work among the communities on practical assignments to identify business ideas with high potential. Community participation may act as a useful motivational factor for the budding entrepreneurs. The formal classroom teaching might be supplemented by workshops with elementary-level manufacturing facilities. Also, efforts have to be made to seek support from outside organizations for commercializing interesting business ideas of school children. Teaching of entrepreneurship at secondary level cannot give desired results without an adequate supply of quality teaching material and qualified teachers. For overseeing the preparation of quality teaching material, a task force may be constituted with educators, academics from technology-related fields and business sciences, finance sector representative, as well as successful entrepreneurs. The task force can work out the basic guidelines for preparing textbooks in entrepreneurship for schools.

A quality programme in entrepreneurship at the school level has the potential to produce a sizeable number of marginal start-ups started by school leavers. Many

will not be successful, but the growth of such marginal start-ups means that more black-owned growth-oriented enterprises will emerge, and many of these entrepreneurs will leave behind their humble origins to grow into high net-worth entrepreneurs.

At tertiary level where students are acquiring professional and technical skills, it is possible to accelerate the process of the creation of growth-oriented dynamic private enterprises through properly designed teaching programmes in entrepreneurship. In order to implement such programmes, every discipline has to offer customized courses in entrepreneurship. For example, a civil engineer should know how to set up and run a construction business. A medical student must pick up the skills for running a clinic or hospital. A law student can acquire the ability to run a professional law firm. Proper teaching of entrepreneurship at tertiary level can create growth-oriented start-ups. Professional qualifications and skills, combined with knowledge of new venture creation, are essential prerequisites for promoting enterprises. There is also a need for education and training outside the formal education system. Entrepreneurship development training should be conducted among lower income groups to provide them with ideas and information on different kinds of viable self-employment opportunities and encouragement to exploit those opportunities. Such action-oriented training programmes may help start many marginal enterprises and some of these will eventually grow to become medium or large-size enterprises. Tailor-made training for different groups of micro businesses can also expand the manufacturing base of many SMMEs that are serviced by micro businesses.

Such training programmes may be an effective instrument for changing the mindset of the youth and able-bodied population and motivating them to take up independent business activities.

2.5 Aspects of labour force activities

According to the 2001 population census, South Africa's total population in October 2001 was an estimated 44,8 million. Of this figure, about 79% were blacks, 9,6% whites, 8,9% coloureds and 2,5% Indians or Asians (Statistics South Africa 2003). The percentage of the population living in urban areas has risen quite considerably since 2003.

Table 2: Percentage of each population group in urban areas

% of each Population Group in Urban Areas		
Population Group	1946	2001
Black	21,6	45
Coloured	58,2	84
Indian/Asian	70,2	98
White	72,4	92
Total	36,3	55

Sources: Adapted from Statistics South Africa (2003)

This movement to the cities is partly due to the declining importance of agriculture and is, in fact, in line with trends throughout the world. As an economy becomes more developed and the population increases, fewer and fewer inhabitants are able to make a reasonable living from agriculture and they are forced to find work in urban areas.

Taking into account various assumptions about fertility rates, net immigration and the potentially devastating impact of HIV/AIDS, the South African population could be in the vicinity of 52 million by 2016 and 53 million by 2026 (Institute for

Futures Research 1999). Although the population projections for the next 20 years are substantially lower than those projected a few years ago, the numbers still represent an increase from present levels. A rising population means more mouths to feed, more bodies to clothe and more accommodation to be constructed. In short, it means rising pressure on basic resources, such as food. These demands can be adequately met only if the increase in the country's population is accompanied by a corresponding increase in the production of goods and services.

The basic question is: does the South African labour force have adequate skills and sufficient training to produce enough goods and services to meet the growing demand of an ever-increasing population? It suffices to say that, at this stage, the levels of education and appropriate skills in South Africa are far too low to enable us to generate an acceptable level of growth for a sustained period. Only by significantly raising the level of education and skills in this country, thereby meeting the demand for executives, managers, scientists, technicians, etc., will the economic growth potential of South Africa be successfully exploited.

2.6 Aspects of entrepreneurship regulatory reform

Regulation is a reality in the South African market. Regulation without the necessary checks and balances, however, can create as many problems as it provides solutions. In particular it has been shown that small businesses often carry a disproportionate burden of regulatory costs.

There are always unintended costs and spin-offs to regulation. Markets are dynamic, interactive systems that react to the incentives and disincentives provided by, amongst other things, regulation. In many cases, policy makers are primarily concerned with the first-order effects of regulation and do not consider spill-over and second-order effects. This mindset, which can be referred to as 'regulate first', tends to deal with unintended consequences after regulation has been imposed, rather than trying to prevent such consequences.

An example of unintended consequences is a change in market structure due to the differential impact on different institutions. This, in turn, often results in institutional arbitrage, or entrenching suboptimal institutional reforms. Such consequences are often difficult to undo, even when the regulations are removed.

Particularly for small and medium enterprises (SMEs), the direct compliance cost of regulation can be non-trivial. A 1996 survey commissioned by the Australian Government's Small Business Deregulation Task Force found that the average Australian small business (employing up to 19 employees) spends 16 hours per week on financial accounts and compliance issues (Yellow Pages 1996). Of this, tax and other compliance issues accounted for four hours per week, taxation matters took three hours and one hour per week was spent on other compliance activities. This represents an average total annual cost of \$7,000 per business (compared to the average of \$11,215 spent on general accounts and

bookkeeping). Of this amount it is estimated that \$3,000 was paid to external consultants predominantly for dealing with compliance issues.

The problem of unintended costs is aggravated by the uneven incidence of these costs. Regulatory costs are seldom distributed in an equitable manner. Even if there is no difference in the absolute regulatory cost for institutions of various sizes, but it is allocated on a per employee basis, small businesses carry a much larger relative burden. Small firms do not have the scale of operations necessary to offset regulatory costs, and often cannot afford to appoint dedicated staff to take care of compliance issues.

The complexity of understanding and complying with regulations may require the help of external consultants (large businesses usually have in-house capacity to deal with this task). Research commissioned by the United States Small Business Administration Office of Advocacy (2002) in 2001 found that businesses with fewer than 20 employees incurred average costs of roughly \$6,975 per employee resulting from regulation compliance, versus \$4,463 per employee for firms with more than 500 employees – a 56 percent higher cost for smaller firms.

A recent Grant Thornton Kessel Feinstein international survey (2003) conducted amongst independent, medium sized businesses found that 46 percent of South African respondents identified regulatory 'red tape' as a major constraint to business growth. This compares to a global average of 35 percent. The survey

reports that, due to 'red tape', business administration and paperwork have become onerous, distracting and time-consuming tasks which impede the productivity of owner-managed businesses. The respondents also indicated that the red tape burden has increased and that business today is more complex than it was in the past.

It is important for long-term economic development that businesses are able to develop from small, informal ones to larger, formal businesses. Unintended regulatory costs and the unequal incidence of these costs, however, present a significant financial hurdle to the formalisation of small businesses. This leads to the so-called 'missing middle' phenomenon – the gap that exists in the development continuum between small informal enterprises on the one hand, and giant formal enterprises on the other.

In support of this claim, a National Bureau on Entrepreneurial Research paper on the regulation of entry (Djankov, La Porta, Lopez-de-Silanes & Shleifer 2000) found that countries with heavier regulation of entry have higher levels of corruption and larger informal economies, but not necessarily better quality of public or private goods. In that particular study, the sample included nine African countries, nine East Asian countries including China and Vietnam, three South Asian countries (India, Pakistan and Sri Lanka), all central and Eastern European countries except for Albania, some of the former Yugoslav republics, seven former Soviet Union republics, ten Latin American countries, five Middle Eastern countries (Egypt, Israel, Jordan, Lebanon, and Tunisia) and all major developed

countries. The selection of countries was guided by the goal of spanning a wide range of income levels and political systems, but was also dictated by the availability of reports by consulting companies on business registration procedures.

Furthermore, Erneste and Schneider (1998, as quoted in Small Business Project 2002) highlight the fact that the potential cost of such barriers to formalisation shows a clear inverse relationship between economic development as approximated by per capita Gross Domestic Product and the size of the 'shadow' economy. Rigidities in business entry and growth retard long-term economic development and can partly explain the dual economy phenomenon in South Africa and the difficulty in developing what is currently the informal market.

2.7 Aspects of Government support policy for entrepreneurs

Through micro businesses or simple income-generating activities many potential entrepreneurs for the first time learn to independently manage a commercial activity; hence such businesses act as a catalyst for the entrepreneurship development process. Phenomenal success of the Grameen Bank in Bangladesh has proved this point beyond any doubt and shown that entrepreneurial spirit can be very effectively harnessed even among the poorest section of the society by implementing an effective micro-lending policy. The founder of the Grameen concept, Muhammed Yunus, describes in his book how micro business development initiatives have changed the lives of poor people in Bangladesh and promoted the spread of micro business development projects in the poorest areas of many countries (Yunus, 1999).

Micro lending programmes are not only confined to developing countries alone, but are also gaining popularity in developed as well as middle-income countries. In view of numerous success stories in the United States, micro lending is being increasingly considered by many as an answer to welfare benefits (Burstyn, 1995). Hence, it is not surprising that in recent years micro business programmes are increasingly attracting the attention of scholars, national and international agencies and Non-Governmental Organizations (NGOs). In many countries the governments generally take initiatives to spread and popularize the culture of small business development among the economically and socially oppressed population. Publicly funded schemes are introduced to attract disadvantaged people and assist them to initiate and sustain micro businesses. In Thailand the government encouraged the start-up of about 50 000 SMEs in 2002 and is aiming at developing grass-root businesses, since it considers the micro business development plan as part of its social safety net (Nation, 2003). Germany has also adopted a similar approach towards micro business development. The 'bridging allowance' scheme to encourage self-employment among the unemployed in Germany, who are without any scope of accessing capital, is a good example of government supported policy for self-employment promotion (Kontos, 2003).

As in other countries, many income-generating activities at community level in South Africa are also initiated with grants from governmental agencies, national and international funding organizations and charitable trusts. Generally the

funding organizations are driven by an objective to provide the needy population with opportunities to generate subsistence-level income. Often these activities cease to exist with the withdrawal of donor funds and are not sustainable on their own. The micro business development initiatives are mostly confined to simple income-generating projects based on traditional skills such as beadwork, sewing, block making, etc. The common characteristics of these activities are low productivity, a highly competitive market and no entry barriers. Since everyone is trying to produce the same products and target the same group of consumers (and often from the same area), most of these micro businesses can't even cover the business owner's labour cost, let alone earn a profit. Moreover, the attitude of charity adopted by the funding agencies towards these projects is often strengthening the mentality of dependence. In the long run this may work against the entrepreneurship development process in South Africa.

The experience of countries like India may indicate that well-designed self-employment schemes can create the right kind of condition for a well-diversified micro business sector though it must be acknowledged that there isn't any micro business development model without inherent weaknesses and contradictions. Every country needs to develop a deeper understanding of its environment and tailor micro business development programmes to suit the specific needs of that country.

With the right kind of assistance participants of many self employment schemes can develop the ability to sustain their activities, create profit-making businesses

and ultimately raise external finance on commercial terms. The developmental banks and other financial institutions, together with various service providers, jointly have to develop capacity of micro businesses, ensure their sustainability, and grow them to the level of profit-making ventures.

2.8 Aspects of financial support for enterprises

Previous studies into gender and business ownership have generated conflicting evidence on whether financing poses problems for women starting and running businesses. Four areas of the financing process have, however, been consistently noted as posing particular problems for women. First, women may be at a disadvantage in their ability to raise start-up funds (Carter & Cannon 1992; Johnson & Storey 1993; Koper 1993; Van Auken *et al.* 1993). Second, guarantees required for external financing may be beyond the scope of most women's personal assets and credit track record (Riding & Swift 1990). Third, finance for ongoing business costs may be less available for female-owned firms than for male enterprises, largely due to women's inability to penetrate informal financial networks (Olm *et al.* 1988; Aldrich 1989). Finally, female entrepreneurs' relationships with bankers may suffer because of sexual stereotyping and discrimination (Hisrich & Brush 1986).

Besides the collaboration and coordination of governmental agencies and financial institutions, the successful implementation of micro enterprise development programmes critically depends on participation of non-governmental organizations and other community-level voluntary organizations in those programmes. By participating in income-generating activities, NGOs can

provide the much needed helping hand both to the micro business owners on the one hand, and financial institutions on the other. With the help of the NGOs, the financial institutions and other governmental agencies can make various income-generating schemes commercially viable and in the long-run make those schemes attractive to many other private banks and funds. For this to happen, the government and micro-lending institutions in South Africa have to make large investment to train NGO officials and workers for building their capacity to manage a micro-credit delivery system. Entrepreneurship development programmes need to be conducted for the NGO workers, who can become trainer-motivators and effective credit monitoring instruments. To begin with, a sizable number of schemes have to be designed and funded by the government and other funding agencies for the training of NGO employees who have to be trained as mentors, since individual mentorship cannot be managed directly by a micro-lending institution.

As part of a market development strategy financial institutions can allocate resources to conduct highly result-oriented entrepreneurship development training by trained NGO officials. By making participation in such training programmes mandatory for loan disbursement, the government and financial institutions can, to a large extent, ensure the modest success of entrepreneurship development initiatives at the community level. As a first step in this direction, a policy has to be formulated to encourage NGOs to equip themselves professionally to conduct training programmes for micro business development in the rural and township areas.

Besides the training of NGO workers, there is also a need for training officials of the commercial banks to equip them with skills to evaluate business proposals of micro-entrepreneurs. Micro-lending is quite different from 'collateral-based lending' and the success of such lending programmes depends upon the training of all stakeholders including financial institutions involved in micro-lending. Though micro-credit is an effective way to encourage new business and wealth creation among the poorest of the poor, it may backfire if implemented without proper training of banking officials, NGO functionaries, self-help groups and other relevant people. The collapse of Saambou Bank in South Africa is a case in point.

An estimated 1300 registered micro-lenders have made loans exceeding 14 billion rand, and there is little regulation of this risky industry. Too many customers refuse to pay up, or they simply disappear. Saambou and UniFer plus various furniture chains that extend a lot of credit, have been stung (The Economist, 2002). Lack of exposure of banking officials to micro-lending, coupled with a Saambou-type collapse, may result in the rejection of fund applications by financial institutions for many viable micro business proposals. Some of the common excuses for such rejections are: lack of collateral security, absence of a promoter's prior business experience, fear of high recovery cost, etc. In the technology-intensive sector such an approach is already preventing South Africa from achieving technological leadership in many sectors. In the low-tech sector, it is working as a prime de-motivator for entrepreneurship development, since it

prevents desperate people as well as potential entrepreneurs from taking up small income-generating projects as career options.

Banks and other financial institutions themselves are the biggest losers from such conservative lending policies. In many developing countries banks are changing their approach towards micro lending. For example, in India banks are finding out that there is an enormous market in rural India waiting to be tapped. Thus displaying social commitment has nothing to do with it. It makes sound business sense to finance the poor. After all, micro credit has a very high interest rate and nearly 100% recovery rate (David & Bhatt, 2003). For bringing about change in this important area, specialized or higher educational institutions can come up with short-duration training programmes for officials from various commercial banks and other governmental financial institutions in South Africa on techniques to evaluate entrepreneurs and promoters of micro-businesses and small scale projects.

An innovative micro-lending system can improve the sustainability of micro businesses and promote some of them to a level of profit-making marginal ventures. Since the marginal utility of money is very high for the participants of micro businesses who are virtually engaged in a battle for survival, any increase in their earnings can have an electrifying effect not only on them, but also on their neighbours and community members. If an increasing number of people from marginalized communities start believing in the scope for marginal improvement in the earnings from self-employment schemes, it will create an excellent foundation for promoting grass-root entrepreneurship in South Africa.

The government has a major responsibility to provide resources to implement such schemes among carefully selected target groups. With assistance and adequate training, many participants of the self-employment activities will be able to improve their credibility to borrow money from lending institutions. Continuous success is the index to measure credibility of an enterprise to borrow funds from lending institutions. Besides addressing the immediate problem of rural and township unemployment, the large-scale promotion of micro businesses will, in the long run, create an entrepreneurial culture among the impoverished marginalized population. Such a culture is the key to create a sizable number of black-owned entrepreneurial ventures of both types, marginal as well as Growth Oriented Enterprises (GOE). It has to be acknowledged that not all self-employed people will convert themselves to true entrepreneurs with a drive to grow. Many will not even be able to acquire the necessary skills to start a marginal-level entrepreneurial venture. However, with proper management of self-employment schemes it is possible to create a society with a high level of self-employed. The rate of growth of such people from the marginalized community will primarily determine the entrepreneurial potential of South Africa

2.9 Aspects of the second economy and rural development

In most parts of the industrialised world, unrecorded economic transactions are conducted on a cash basis in order to avoid paying tax which is, of course, illegal. Even advanced economies like Italy and the United States of America contend with 'shadow', 'hidden' or 'underground' economies that may be responsible for between 15 to 30 per cent of a country's business activity. In

South Africa the informal sector is not confined to any particular sector of the population. This is evident, for example, in the form of flea market traders, backyard mechanics and housewives who work from home.

Roux (2005) elucidates that a crucial consideration in the informal sector in South Africa has been to escape the costs of complying with licensing laws and business restrictions. These considerations have been reinforced in recent years by large scale urbanisation. Moreover, in South Africa, like most developing nations, an informal sector has developed as a means of survival, since so many people are unable to find formal employment. By contrast, the reason for the existence of a 'shadow' economy in industrialised nations is often merely to enhance existing income.

When analysts define the informal sector, the terms they use depend to a large extent on value judgements with interpretations that are often prejudiced. Nevertheless, one characteristic common to all descriptions of the informal sector is that it is unrecorded in the national accounts or any other official statistics. This definition includes such varied activities as sewing, knitting, subsistence agriculture, hawking, shebeen trade, payment in kind for domestic employment (e.g. rations and accommodation), and the 'black taxi' phenomenon. Thus, if one makes dresses for friends or fixes neighbours' cars in one's spare time, one is, in fact, active in the informal sector. Although there is no way that these activities are going to be recorded in official statistics, this does not mean that one is doing

anything illegal. In fact, such activities produce goods or services, and thereby enhance the material welfare of fellow citizens.

Every article on HIV/AIDS in the workplace hammers home to employers that the epidemic is going to hit their profit margins. But most smaller companies have their noses to the ground, chasing the bottom line. Some employers are also put off by the price of getting in HIV/AIDS consultants to help. They do so largely by cutting down on staff absenteeism, illness and the premature pay-out of benefits.

It is thus rather alarming that a national poll found that only 13% of small and medium enterprises (with fewer than 100 employees) have implemented an HIV/AIDS policy. This was uncovered in a national survey of 1006 enterprises, conducted for the SA Business Coalition on HIV/AIDS (SABCOHA) by the Bureau for Economic Research. While the lack of enterprise-based HIV/AIDS policies was widespread, a number of enterprises (41%) reported that they had started an HIV/AIDS awareness programme. Despite the fact that many enterprises lacked HIV/AIDS policies, one third of all enterprises polled could already measure the impact HIV/AIDS on labour productivity, absenteeism and employee benefits.

At this stage, however, less than 10% of enterprises reported that HIV/AIDS had affected their sales, although one in three expected this to be the case within the next five years. It is vital for enterprises to bear in mind that sick employees cost the employer money and treatment costs less, notes the SABCOHA report. If an

employee carries on working throughout most of the disease cycle and only initiates treatment towards the latter part of the disease, then the enterprise will have carried the cost of the illness in terms of lower labour productivity and increased absenteeism, as well as the price of treatment. Premature death also results in group life, pension and medical benefits being paid out much earlier than planned, adding to the cost of the disease.

2.10 Summary

In this chapter the theoretical foundations of enterprise development, entrepreneurship, informal markets and the second economy were discussed. A significant amount of attention was paid to global contrasts and trends of entrepreneurship development and growth, with particular attention to the South African context.

CHAPTER THREE: DEFINITION OF RESEARCH

PROBLEM AND QUESTIONS

3.1 Introduction

The previous chapter dealt with the literature survey. In this chapter the focus is on highlighting the purpose of the study, which is to determine the challenges of Small Medium and Micro Enterprises and whether entrepreneurship development in the second economy can serve as a rural development measure.

3.2 Background to the Problem

The second economy constitutes an important part of the South African economy. Its emergence is attributed largely to the fact that the growth of employment opportunities in the first economy does not necessarily keep pace with growth in the urban population. In other words, job creation in the first economy frequently trails growth in the labour force. The shortage of productive employment opportunities in the first economy therefore compels people to fend for themselves.

Second economy activity manifests itself in various forms. It ranges from legal to illegal activities and from monetary to barter transactions. The aim of this study is to isolate various aspects of the second economy, particularly because of their prominence in South Africa. The focus in this study is on large second economy markets or concentrations of second economy venues.

3.3 Rationale for the Problem

The World Bank estimates that the informal economy generates 40 percent of the gross national product (GNP) of low-income nations and 17 percent of the GNP of high-income ones (Farrell 2004:27; Schneider 2002). It seems that the motive for becoming involved in informal activities may differ between developed and developing countries or areas.

Informality in developed economic environments is often the result of avoiding compliance with cumbersome procedures and regulations during business start-up and operations. Farrell (2004: 27) states that it is no secret that some businesses operate partially or wholly outside the law by underreporting employment, avoiding taxes, infringing copyrights and even failing to register as legal entities. On the other hand, informal businesses in developing environments often originate from the lack of alternative income possibilities for owners. The establishment of an informal business is therefore the result of an effort to escape the plight of unemployment, rather than the exploitation of a dynamic and prosperous business opportunity. Businesses may also be so small that they fall outside income tax brackets, and such small businesses often employ only household members. Infringement of regulations such as safety regulations, and non-compliance with product quality prescriptions are often due to ignorance, rather than deliberate avoidance.

The above discussion with regard to the motive for involvement in trade activities suggests that the level of entrepreneurship in informal businesses within rural areas could be used as a development measure.

3.4 Primary Objective

The objective of this study is to determine the experiences of the marginalised sector in terms of entrepreneurial activities in the second economy and what the effects of current challenges are to start-up, new and established enterprises within the second economy as a means of enhancing rural entrepreneurship development.

3.5 Secondary Objectives

The current second economy entrepreneurship development challenges or constraints have yielded the following secondary objectives:

- I. To examine the attitude(s) that have an impact on rural entrepreneurship development;
- II. To examine the aspects of the marginalised sectors, found mostly in the rural areas, that have an impact on rural entrepreneurship development;
- III. To examine the aspects of access to opportunities (considering location, unequal education levels and the human capital base) that relate to and have an impact on rural entrepreneurship development;
- IV. To examine the aspects of the labour force activities that relate to or have an impact on rural entrepreneurship development;
- V. To examine the entrepreneurial regulatory reform aspects that relate to or have an impact on rural entrepreneurship development;

- VI. To examine the aspects of government support policy for entrepreneurs that relate to or have an impact on rural entrepreneurship development;
- VII. To examine the aspects of financial support for enterprises that relate to or have an impact on rural entrepreneurship development;
- VIII. To examine the aspects of rural development and the second economy that relate to or have an impact on rural entrepreneurship development.

3.6 Conclusion

The background and rationale of the study emphasise the view of the experiences of the marginalised sector in entrepreneurial activities in the second economy and what the current effects of these challenges are to start-up, new and established enterprises within the second economy as a means of enhancing rural entrepreneurship development.

CHAPTER FOUR: RESEARCH DESIGN AND DATA

ANALYSIS

4.1 Introduction

In this chapter the method of research of this study is outlined. It explains the rationale behind the methodology employed, how the research was conducted, and what steps were taken to ensure the validity of the study. The theoretical framework is provided in Chapters 1 and 2 and the purpose of the study, as stated in Chapter 1, was the guiding force in this investigation.

Analytical investigation was needed to determine the extent of entrepreneurship development in the second economy as a rural development measure.

4.2 Sampling

One of the most practical and convenient methods used for the collection of relevant data is through the process of sampling. According to Cooper & Schindler (2001:164-180) sampling is the process of selecting some elements from a population to represent the population as a whole. Random sampling is a probability sampling technique which was utilised in this study. This means that each member of the targeted group had a known and equal chance of being selected in the sample. One of the advantages of probability sampling is that it is a good representation of the target population, particularly if the study is effectively carried out.

In order to meet the objectives as set out in this dissertation, a carefully planned questionnaire was designed and distributed for completion by members of the identified sample group. The questionnaire was completed by current and prospective small business owners nationally.

4.3 Measuring Instrument (Questionnaire)

The questionnaire items were carefully developed based on the objectives of the study. The purpose of the study as well as the interests of the respondents was considered before finalising the questionnaire.

4.3.1 Questionnaire Construction

All the multiple choice questions in the questionnaire are based on a scale with four degrees: Yes definitely; Yes, but not significantly; No, but probably in two years; and No. The questionnaire (see Section 8: Appendices) has a total of nine sections which are categorised as follows:

Section	Section Topic
1	Biographical Data
2	Aspects of Attitudes and Entrepreneurship
3	Aspects of Gender bias, Youth and Disabled participation
4	Access to opportunities: Location, Unequal Education & Skills Development aspects
5	Aspects of Labour Force activities
6	Entrepreneurship Regulatory Reform aspects
7	Aspects of Government Support Policy for Entrepreneurs
8	Aspects of Financial Support for Enterprises
9	Aspects of the Second Economy & Rural Development

Section 1 gathers biographical data in the form of the economic sector or industry that their organisation is in, their time spent within that sector or industry, the subject's highest qualification, level of responsibility, population group, number of

employees in the organisation, gender, age group, province and type of settlement in which the subject dwells.

Each of the remaining eight sections has two sub-sections, which are herein referred to as Sub-Section A and B respectively. The Sub-Sections are described below.

Sub-Section A is on entrepreneurship development amongst the marginalised sector within the second economy, as a rural development measure. The questionnaire contains a number of questions on a four point scale, which focus on the concepts of individual entrepreneurial ability, social network activities, gender participation, youth participation, disabled participation, dwelling place, unequal education, human capital base, market issues, employment, unemployment, self employment, economic contributions, regulation, effective government support, perception of government support, awareness and utility of government support, financial support, financial concepts and principles, ability to start a business, orientation of individuals, second economy and rural development.

Sub-Section B in each section of the questionnaire contains one multiple choice question with the option of selecting one answer. The variation in the two answers ascertains the element of whether that section is an enabler of entrepreneurship development or is indeed entrepreneurship development. All the questions in the questionnaire are common for all respondents.

The questionnaire concludes with an open question for the subject to kindly specify any factors that they consider to encourage or constrain entrepreneurship development in the second economy, as a rural development measure.

4.3.2 Pilot Exercise

The questionnaire was piloted with a small sample of respondents selected specifically for the pilot study. A random selection technique was adopted.

4.3.3 Administration Procedure

Telephonic and physical mail contacts were established with various respondents before samples of the questionnaire were hand delivered to obtain permission to administer the pilot and main questionnaire.

4.3.4 Follow-ups

Follow-up sessions were conducted by means of telephone calls and personal visits to the offices and/or locations of the respondents on several occasions, before responses were received. Self-addressed and stamped envelopes were left at certain offices for the dispatch of completed questionnaires.

4.4 Population

The target population in this study are prospective and current entrepreneurs, who operate in flea markets, are backyard mechanics, housewives who work from home, hawkers, shebeen owners, knitters, 'black' taxi owners, domestic workers and subsistence agricultural farmers.

4.5 Survey Methods

The main questionnaire was distributed to the respondents. The answers had to be selected by indicating a cross in the appropriate block. The closed questions, totalling one hundred and thirty eight in all, were formally structured in the form of a four point Likert Scale, complemented by appropriate guidelines regarding the procedure to be followed in answering them. The scale comprised a choice of four Indicators, namely: Yes definitely; Yes but not significantly; No but probably in two year; and No. The respondents had to choose one answer per question.

4.6 Data Collection

Data collection is the gathering of data that may range from a simple observation at one location to a grandiose survey of multinational corporations in different parts of the world (Cooper & Schindler 2004:82). For the purpose of this study, a questionnaire was used to collect data from current and prospective entrepreneurs nationally.

4.7 Statistical Method Used

The application software, Statistical Package for the Social Sciences (SPSS), was used for the data analysis. The statistical method used in this study to analyse the data emanating from the survey, is descriptive statistics. This form of data analysis is used to describe, explain and explore the relationships amongst the variables. Other statistical methods used for the testing of significance included the *F - Test*, *T – Test*, *Chi-Squared* and *ANOVA*. In order to present the data collected from the respondents, in an orderly manner, tables, graphs, frequency counts and percentages have been used. The research results

culminate in a discussion on the findings of the study, which is complemented by relevant suggestions and recommendations for the future.

4.8 Ethical Considerations

The questionnaire which was distributed was intended only for the purpose of the research study. The confidentiality clause was adhered to at all times, in that the respondents were not asked to write their names or any other form of identification on the questionnaire. However, biographical data was requested from the subjects. Emphasis was placed on refraining from any forms of data manipulation and that there would be recognition of the science of public opinion research.

4.9 Questionnaire Limitations

Not all provinces within South Africa were given the questionnaire due to logistics, communication, financial constraints and other challenges. In most instances, it was extremely difficult to interpret the subjects' responses, while at the same time trying to decipher whether or not they comprehended each question. Furthermore, the low response rate (see section 4.10) and low response bias could be viewed as limitations.

4.10 Response Rate

Table 3 depicts the response rate based on the number of questionnaires issued and returned, per province that was included in the study.

Table 3: Response rate

Province	Number Issued	Percentage Issued	Number Returned	Percentage Returned
North West	50	22.7%	18	20%
Mpumalanga	21	9.55%	11	12%
Limpopo	16	7.27%	6	7%
Gauteng	100	45.45%	53	59%
Eastern Cape	9	4.09%	2	2%
Western Cape	10	4.55%	0	0%
Kwa-Zulu Natal	5	2.27%	0	0%
Free State	9	4.09%	0	0%
Total	220	100%	90	100%

The response rate is visibly extremely high. This was as a result of personal interviews.

4.11 Summary

This chapter has dealt with the research design and methodology, which includes the sampling technique, questionnaire, survey methods, data collection and statistical methods used.

A face-to-face interview is the tools utilised to gather information and data pertaining to the research topic. The questionnaire was piloted before administering it. The data collected from the respondents was tabulated, analysed and interpreted using descriptive statistical techniques. This chapter is closely linked to Chapter Five, in which the results emanating from the study are examined and interpreted.

CHAPTER FIVE: RESULTS AND INTERPRETATION

5.1 Introduction

In this chapter the results of the empirical investigation are analysed and interpreted. The data was collected by means of a questionnaire completed by various SMMEs. The questionnaire was designed to examine whether entrepreneurship development in the second economy could serve as a rural development measure.

The research design used in the study involves descriptive methods. Two Hundred and Twenty (90) questionnaires were distributed to the sample group and Ninety (90) of them were completed and returned. The first section of the analysis examines the statistical fit of the data. The second section analyses the biographical data that encapsulates the influence of the economic sector, duration in the sector, highest qualification, level of responsibility, population group, the number of employees, gender category, age group, province, and type of settlement. The third section of the analysis presents the results obtained from the questionnaire in both tabular and graphical formats.

In analysing the data and discussing the statistical outcomes of the questionnaire, they were matched to the research sub-questions in order to attain the objectives and answer the research questions, as discussed in previous chapters of this study. Even though the opinions of the respondents were sought

at a four point scale, some respondents chose not to answer certain questions. Those were classified as undecided responses.

5.1.1 t/F Tests

Both the F and t tests were utilised to investigate whether the different gender groups may have been significantly influenced by certain factors, when the questions were answered. The reasons for pursuing this approach are as follows: The two-tailed F-test is performed first to determine if the sample has equal variances. The result of this test determines if the t-test for equal or unequal variances must be used and how to calculate the degrees of freedom to determine the significant or critical value. The t-test is performed to determine the statistical differences between the means of two independent samples.

5.1.2 Paired Samples Test (t Test)

	Paired Differences					t	df	Sig. (2-tailed)
	Mean	Std. Deviation	Std. Error Mean	95% Confidence Interval of the Difference				
				Lower	Upper			
Pair 1 Economic Sector/Industry - Number of Employees	4.644	5.987	.631	3.390	5.898	7.359	89	.000
Pair 2 Duration At Work - Current Level	.956	1.614	.170	.618	1.294	5.617	89	.000
Pair 3 Highest Qualification - Gender Category	3.489	1.609	.170	3.152	3.826	20.567	89	.000
Pair 4 Population Group - Age Group	-1.011	1.241	.131	-1.271	-.751	-7.732	89	.000
Pair 5 Province - Settlement	2.344	1.944	.205	1.937	2.752	11.441	89	.000

The output reports the t-test results (differences). In the above table, Significance is less than 0.05, so there is evidence of a significant difference between the means of the two groups in each pair. There is no significant difference in the mean of the Economic Sector/Industry and Number of Employees, $t = 7.359(89)$,

$p < 0.05$. There is no significant difference in the mean of the Duration at Work and Current Level, $t = 5.617(89)$, $p < 0.05$. There is no significant difference in the mean of the Highest Qualification and Gender Category, $t = 20.567(89)$, $p < 0.05$. There is no significant difference in the mean of the Population Group and Age Group, $t = -7.732(89)$, $p < 0.05$. There is no significant difference in the mean of the Province and Settlement, $t = 11.441(89)$, $p < 0.05$.

5.1.3 Chi square test of independence

Chi-Square Tests

	Value	df	Asymp. Sig. (2-sided)
Pearson Chi-Square	104.852 ^a	48	.000
Likelihood Ratio	71.669	48	.015
Linear-by-Linear Association	.003	1	.956
N of Valid Cases	90		

a. 60 cells (92.3%) have expected count less than 5. The minimum expected count is .03.

There is no significant difference between Economic Sector/Industry and the Number of Employees amongst the respondents, **Chi square** = 104.852 (df=48, N=90), $p < 0.05$.

Chi-Square Tests

	Value	df	Asymp. Sig. (2-sided)
Pearson Chi-Square	228.912 ^a	45	.000
Likelihood Ratio	153.212	45	.000
Linear-by-Linear Association	67.024	1	.000
N of Valid Cases	147		

a. 52 cells (86.7%) have expected count less than 5. The minimum expected count is .12.

There is no significant difference between Duration at the Organisation and the Level of Responsibility amongst the respondents, **Chi square** = 228.912 (df=45, N=147), $p < 0.05$.

Chi-Square Tests

	Value	df	Asymp. Sig. (2-sided)
Pearson Chi-Square	17.718 ^a	8	.023
Likelihood Ratio	16.937	8	.031
Linear-by-Linear Association	.097	1	.755
N of Valid Cases	147		

a. 10 cells (55.6%) have expected count less than 5. The minimum expected count is .45.

There is no significant difference between the Highest Qualification and Gender Category amongst the respondents, **Chi square** = 17.718 (df=8, N=147), $p < 0.05$.

Chi-Square Tests

	Value	df	Asymp. Sig. (2-sided)
Pearson Chi-Square	159.295 ^a	20	.000
Likelihood Ratio	67.926	20	.000
Linear-by-Linear Association	12.134	1	.000
N of Valid Cases	147		

a. 25 cells (83.3%) have expected count less than 5. The minimum expected count is .05.

There is no significant difference between Population Group and Age Group amongst the respondents, **Chi square** = 159.295 (df=20, N=147), $p < 0.05$.

Chi-Square Tests

	Value	df	Asymp. Sig. (2-sided)
Pearson Chi-Square	45.207 ^a	12	.000
Likelihood Ratio	38.956	12	.000
Linear-by-Linear Association	1.164	1	.281
N of Valid Cases	147		

a. 13 cells (65.0%) have expected count less than 5. The minimum expected count is .02.

There is no significant difference between the Province and Type of Settlement amongst the respondents, **Chi square** = 45.207 (df=12, N=147), $p < 0.05$.

5.1.4 ANOVA Tests

The statistical test that is used for testing the means of several population groups (using k independent samples) is called the analysis of variance (ANOVA) (Levine *et al.* 1999: 509). The test statistic for the ANOVA is the F – ratio (the ratio between the between-groups variance and the within-groups variance).

5.1.5 One Way or Single Factor ANOVA

Test of Homogeneity of Variances

	Levene Statistic	df1	df2	Sig.
Age Group	2.002	4	142	.097
Gender Category	7.831	4	142	.000

ANOVA

		Sum of Squares	df	Mean Square	F	Sig.
Age Group	Between Groups	58.239	4	14.560	16.944	.000
	Within Groups	122.020	142	.859		
	Total	180.259	146			
Gender Category	Between Groups	.691	4	.173	.984	.418
	Within Groups	24.901	142	.175		
	Total	25.592	146			

There is a significant difference between the Population Group and the Age Group of the respondents, $F(4,142) = 16.944$, $p < 0.05$. There is a significant difference between the Population Group and the Gender Category of the respondents, $F(4,142) = 0.984$, $p < 0.05$.

5.1.6 Two-Factor ANOVA

Levene's Test of Equality of Error Variances^a

Dependent Variable: Population Group

F	df1	df2	Sig.
7.233	9	137	.000

Tests the null hypothesis that the error variance of the dependent variable is equal across groups.

a. Design: Intercept+Gen8+Age9+Gen8 * Age9

Tests of Between-Subjects Effects

Dependent Variable: Population Group

Source	Type III Sum of Squares	df	Mean Square	F	Sig.
Corrected Model	38.067 ^a	9	4.230	4.315	.000
Intercept	121.579	1	121.579	124.023	.000
Gen8	2.598	1	2.598	2.651	.106
Age9	24.651	5	4.930	5.029	.000
Gen8 * Age9	1.341	3	.447	.456	.713
Error	134.300	137	.980		
Total	481.000	147			
Corrected Total	172.367	146			

a. R Squared = .221 (Adjusted R Squared = .170)

There is a significant difference between the Population Group of the respondents and the Age Group and Gender Category tested, $F(9,146) = 4.315$, $p < 0.05$.

5.2 Biographical Questions

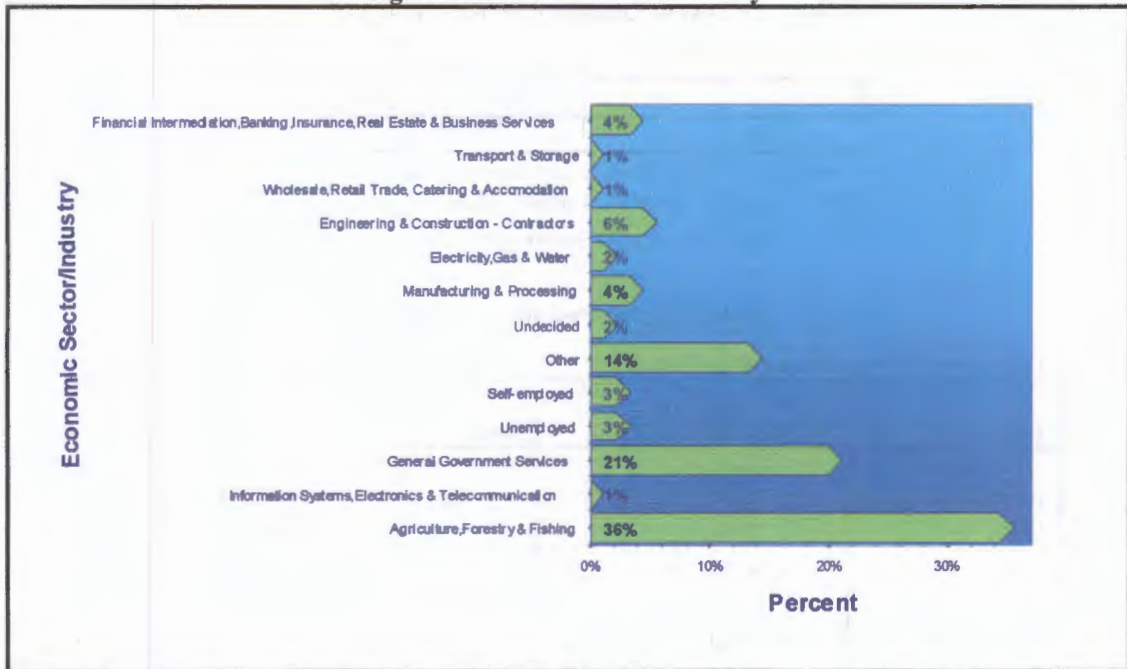
The results of the analysis and interpretation are presented and discussed below:

5.2.1 Results of Question 1 – What is the name of the organisation which you are working at?

Due to the vast array of organisations that all the respondents are working at, capturing the names of their organisations would not serve any purpose or be of any relevance to this research document. Emphasis is placed rather on the most crucial and value-adding questions.

5.2.2 Results of Question 2 – What is the economic sector or industry that your organisation is in?

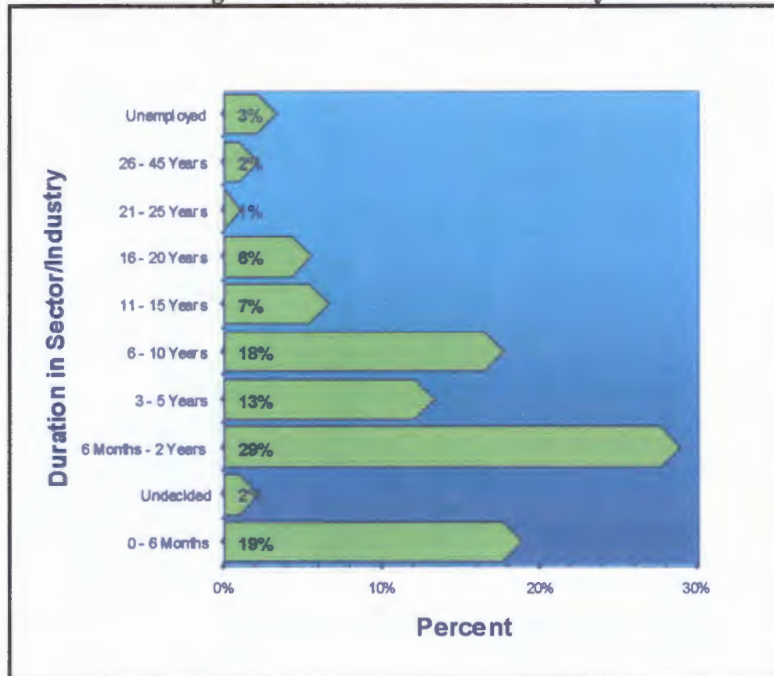
Figure 2: Economic Sector/Industry



The 'Transport and Storage', 'Wholesale, Retail Trade, Catering and Accommodation', 'Information System, Electronics and Telecommunications' sectors or industries depict 1 respondent (1 percent) each. The 'Electricity, Gas and Water' sector shows 2 respondents (2 percent); 2 respondents (2 percent) were 'Undecided', the 'Self-employed' and 'Unemployed' sectors both show 3 respondents (3 percent). The 'Financial Intermediation, Banking, Insurance, Real Estate and Business Services' shows 4 respondents (4 percent), whilst the 'Manufacturing and Processing sector' has 4 respondents (4 percent). The 'Engineering and Construction Contractors' sector has 5 respondents (6 percent), whilst under 'Other' there are 13 respondents (14 percent). Under 'General Government Services' there are 19 respondents (21 percent) and 'Agriculture, Forestry and Fishing' shows 32 respondents (36 percent).

5.2.3 Results of Question 3 – Please specify as to how long you have worked in this sector or industry?

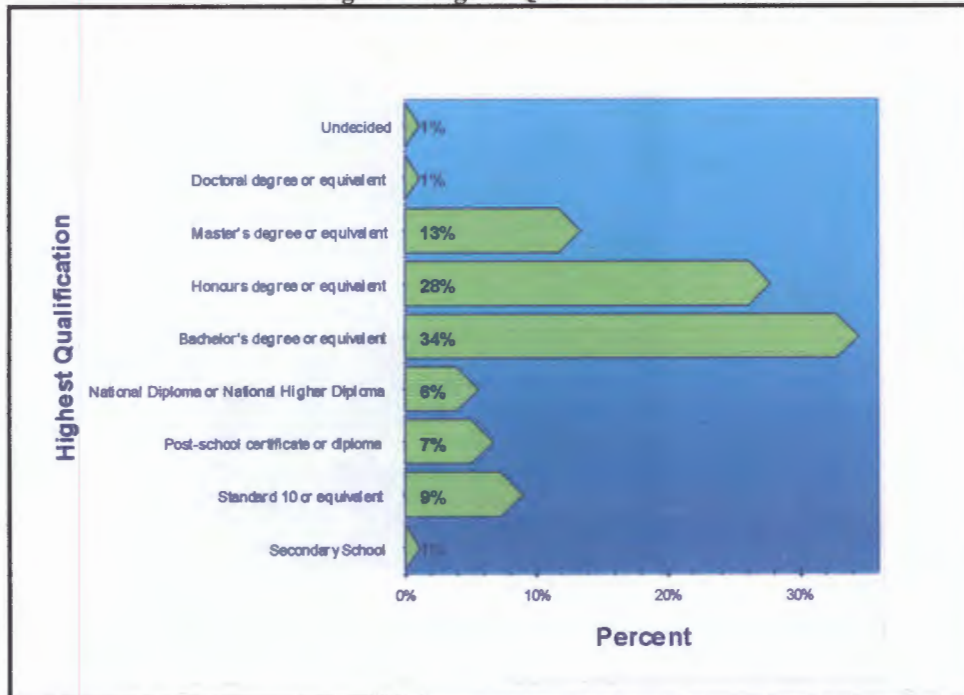
Figure 3: Duration in Sector/Industry



The '21-25 Years' category has 1 respondent (1 percent). The '26-45 Years' category and those who were 'Undecided' have 2 respondents (2 percent) each. The 'Unemployed' category has 3 respondents (3 percent). The '16-20 Years' category shows 5 respondents (6 percent) and then the '11-15 Years' category depicts 6 respondents (7 percent). The '3-5 Years' and '6-10 Years' categories have 12 (13 percent) and 16 (18 percent) respondents respectively. In conclusion the '0-6 Months' duration and the '6 Months – 2 Years' duration have 17 (19 percent) and 26 (29 percent) respondents respectively.

5.2.4 Results of Question 4 – Please specify your highest qualification?

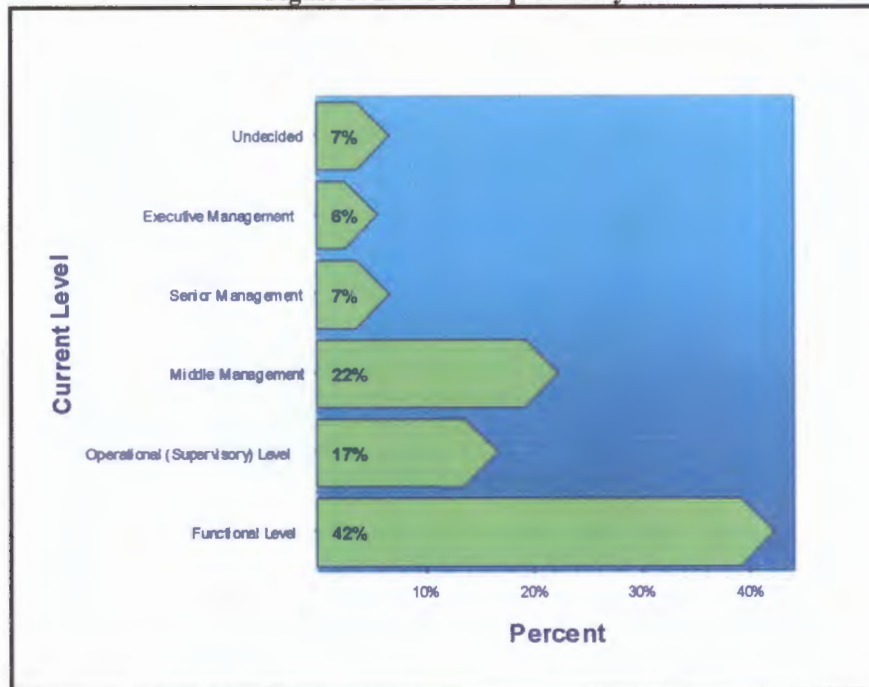
Figure 4: Highest Qualification



The 'Undecided', 'Doctoral Degree or equivalent' and 'Secondary School' categories depict 1 percent each (1 respondent). Those in the 'National Diploma or National Higher Diploma', 'Post-school certificate or diploma' and 'Standard 10 or equivalent' categories have 6 percent (5 respondents), 7 percent (6 respondents) and 9 percent (8 respondents) respectively. Thirteen percent (12 respondents) indicate that they fall in the 'Master's degree or equivalent' category and 28 percent (25 respondents) fall in the 'Honours degree or equivalent' category. Those with a 'Bachelor's degree or equivalent' constitute 34 percent (31 respondents).

5.2.5 Results of Question 5 – Please specify your current level of responsibility within your organisation?

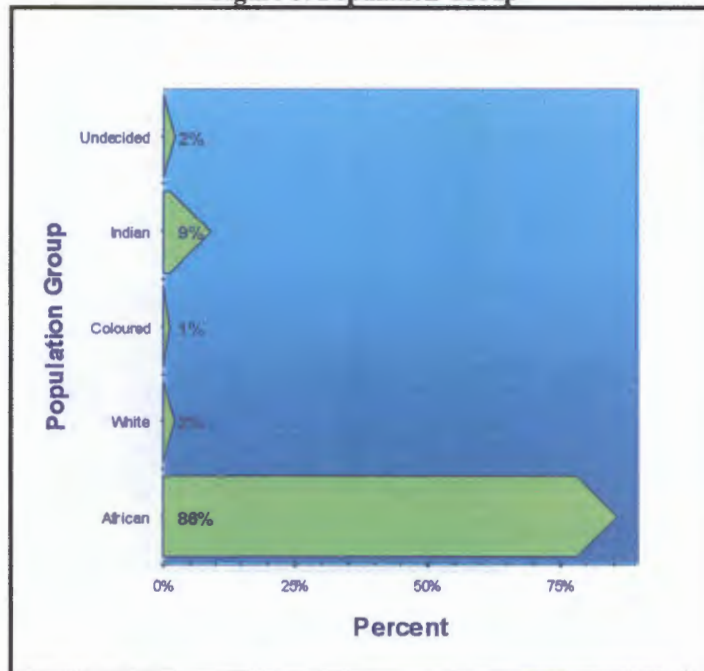
Figure 5: Level of Responsibility



Six percent (5 respondents) of the respondents occupy 'Executive Management' positions, 7 percent (6 respondents) of them are either at 'Senior Management' level or 'Undecided'. The 'Operational (Supervisory)' Level has 17 percent (15 respondents) and those in 'Middle Management' make up 22 percent (20 respondents). The 'Functional Level' of responsibility comprises 42 percent (38 respondents).

5.2.6 Results of Question 6 – Please specify the population group you belong to?

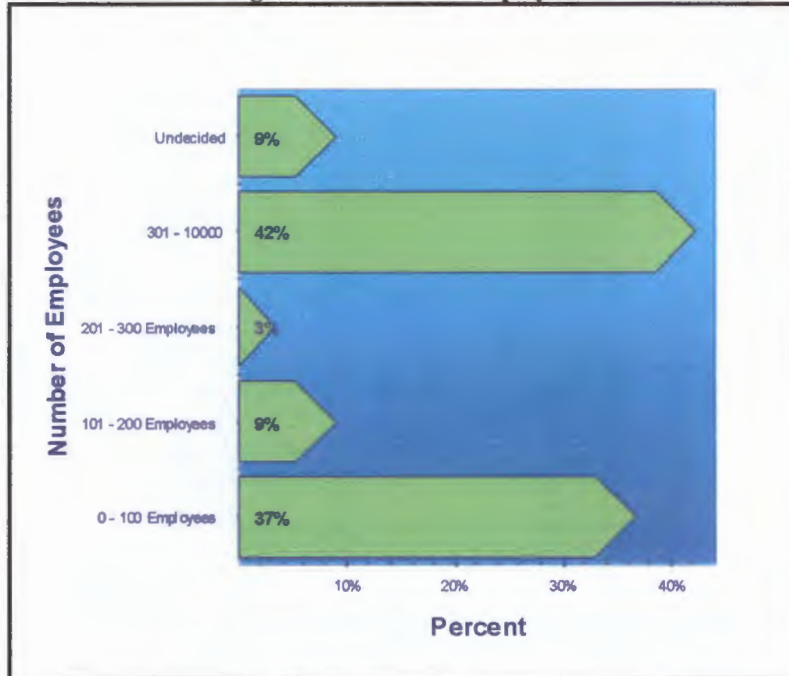
Figure 6: Population Group



One percent (1 respondent) of the respondents are 'Coloured', 2 percent (2 respondents) are 'White' and a further 2 percent (2 respondents) are 'Undecided' as to the population group to which they belong. Nine percent (8 respondents) are 'Indian' and the remaining 86 percent (77 respondents) are 'African'.

5.2.7 Results of Question 7 – How many employees are there in your organisation?

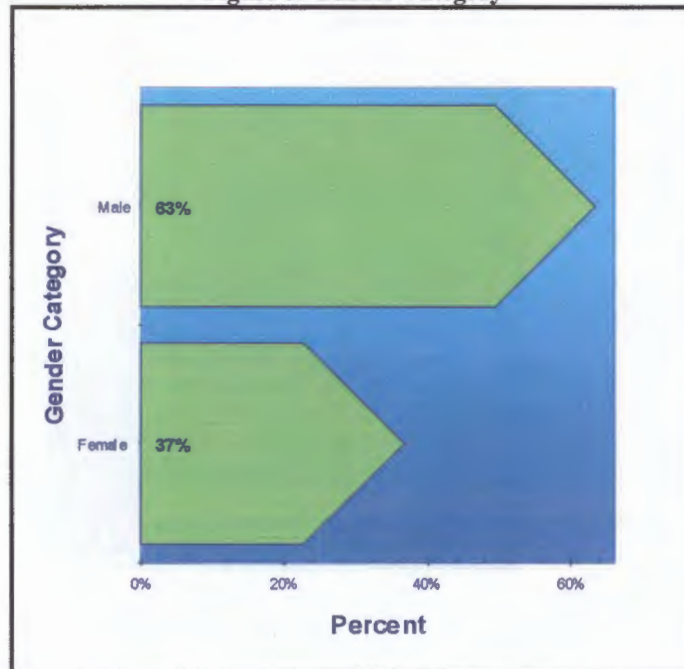
Figure 7: Number of Employees



Three respondents (3 percent) have '201-300' employees in their organisation, 8 respondents (9 percent) have '101-200' employees and a further 8 respondents (9 percent) are 'Undecided'. In addition, 33 respondents (37 percent) have '0-100' employees whilst 38 respondents (42 percent) have '301-10000' employees in their organisation.

5.2.8 Results of Question 8 – Please specify which gender category you fall in?

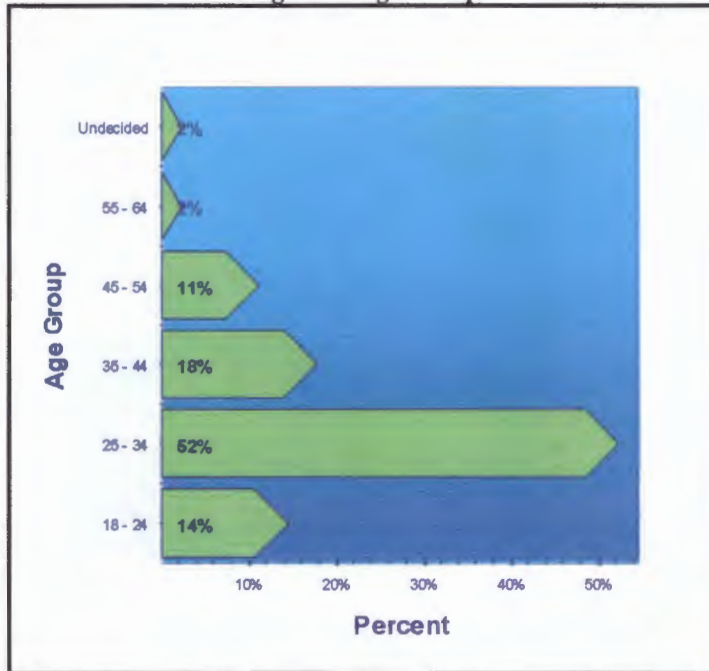
Figure 8: Gender Category



The gender categories are represented by 63 percent (57 respondents) 'Males' and 37 percent (33 respondents) 'Females'.

5.2.9 Results of Question 9 – Please specify which age group you belong to?

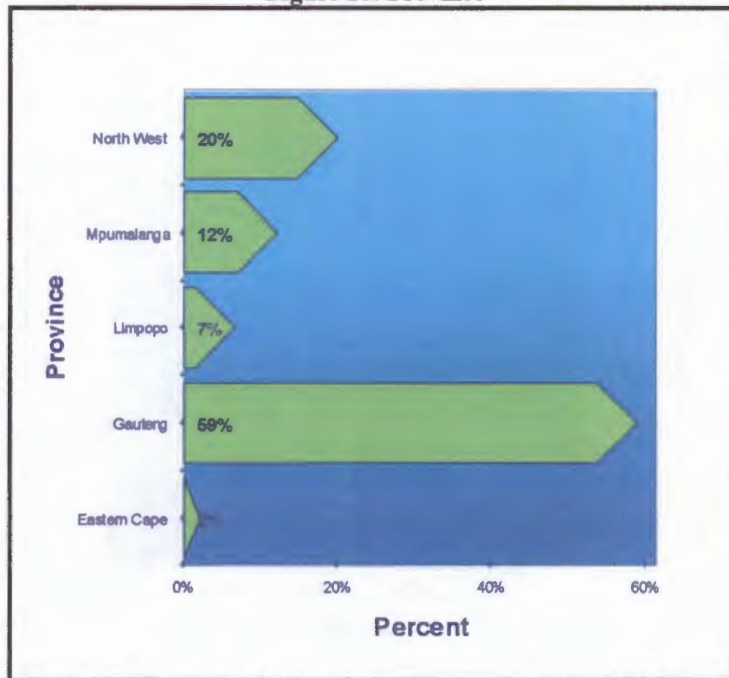
Figure 9: Age Group



Two percent (2 respondents) are in the '55-64' age group and a further 2 percent (2 respondents) are 'Undecided'. Eleven percent (10 respondents) are in the '45-54' age group, 14 percent (13 respondents) are in the '13-24' age group, and the '35-44' age group has 11 percent (16 respondents). Fifty-two percent (47 respondents) are in the '25-34' age group.

5.2.10 Results of Question 10 – Please specify the province that you are based at?

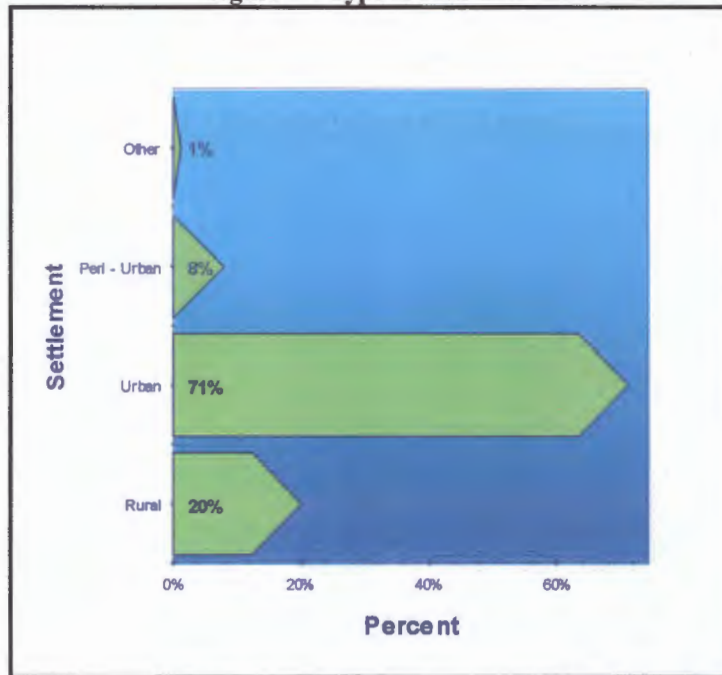
Figure 10: Province



The 'Eastern Cape' depicts 2 percent (1 respondent) and 'Limpopo' has 7 percent (6 respondents). Twelve percent (11 respondents) are from 'Mpumalanga', 'North West' has 20 percent (18 respondents) and 59 percent (53 respondents) are from 'Gauteng'.

5.2.11 Results of Question 11 – Please specify the type of settlement you dwell in?

Figure 11: Type of Settlement



One percent (1 respondent) of respondents dwell in 'Other' types of settlement, 8 percent (7 respondents) are in a 'Peri-Urban' area, and 20 percent (18 respondents) stay in 'Rural' areas. The remaining 71 percent (64 respondents) of the respondents live in 'Urban' areas.

5.3 Quantitative Questions

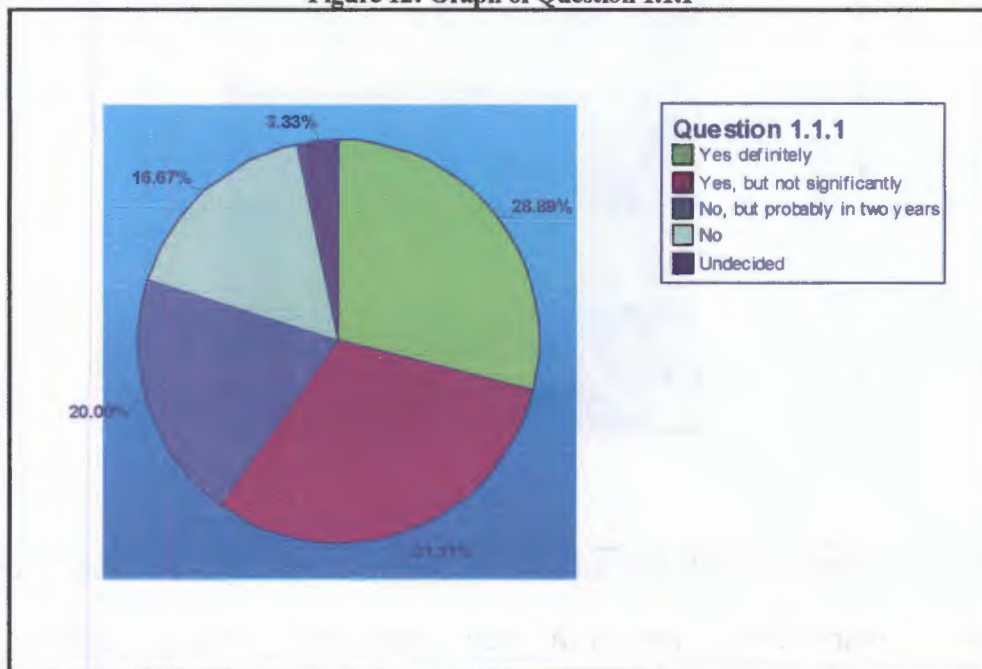
5.3.1 Results of Question 1.1.1 – In the next six months will there be good opportunities for starting a business enterprise in the area where you live?

Table 4: Frequency of Question 1.1.1

Question 1.1.1		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Yes definitely	26	28.9	28.9	28.9
	Yes, but not significantly	28	31.1	31.1	60.0
	No, but probably in two years	18	20.0	20.0	80.0
	No	15	16.7	16.7	96.7
	Undecided	3	3.3	3.3	100.0
	Total	90	100.0	100.0	

From Table 4, it can be seen that 26 respondents definitely agree, 28 agree but feel it is not significant, 18 indicated 'No but probably in two years time', 15 indicated a clear 'No' and 3 were undecided.

Figure 12: Graph of Question 1.1.1



From Figure 12, it can be seen that 29 percent definitely agree, 31 percent agree but feel it is not significant, 20 percent indicated 'No but probably in two years time', 17 percent indicated a clear 'No' and 3 percent were undecided.

5.3.2 Analysis and interpretation of Question 1.1.1

From the analysis of the data gathered, it is evident from the majority response that in the next six months there will be good opportunities for starting a business in the area that they live, but that these will not be significant. There is therefore no need to increase the number of opportunities for starting a small business enterprise in the areas in which most of the respondents live.

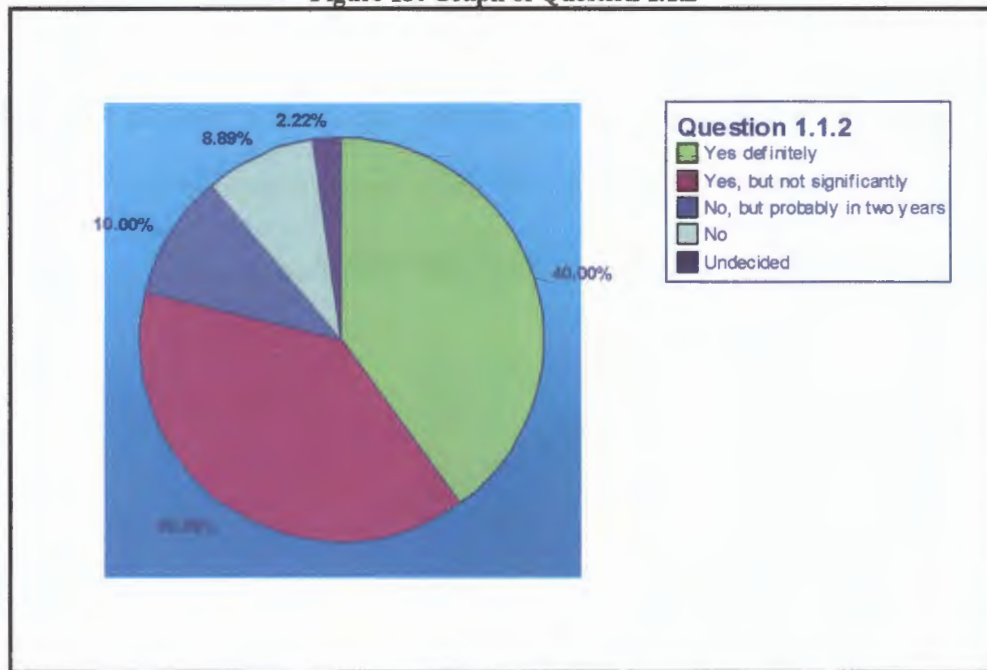
5.3.3 Results of Question 1.1.2 – Do you have the knowledge, skills and expertise required to start a new business?

Table 5: Frequency of Question 1.1.2

Question 1.1.2		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Yes definitely	36	40.0	40.0	40.0
	Yes, but not significantly	35	38.9	38.9	78.9
	No, but probably in two years	9	10.0	10.0	88.9
	No	8	8.9	8.9	97.8
	Undecided	2	2.2	2.2	100.0
	Total	90	100.0	100.0	

From Table 5, it can be seen that 36 definitely agree, 35 agree but feel it is not significant, 9 indicated probably in two years time, whilst 8 indicated a clear 'No' and 2 were undecided.

Figure 13: Graph of Question 1.1.2



From Figure 13, it can be seen that 40 percent definitely agree, 39 percent agree but feel it is not significant, 10 percent indicated probably in two years time, whilst 9 percent indicated a clear 'No' and 2 percent were undecided.

5.3.4 Analysis and interpretation of Question 1.1.2

From the analysis of the data gathered, it is evident from the majority response that they have the knowledge, skills and expertise to start a new business. There is a relevant need to expose more people to methods required for starting a new business.

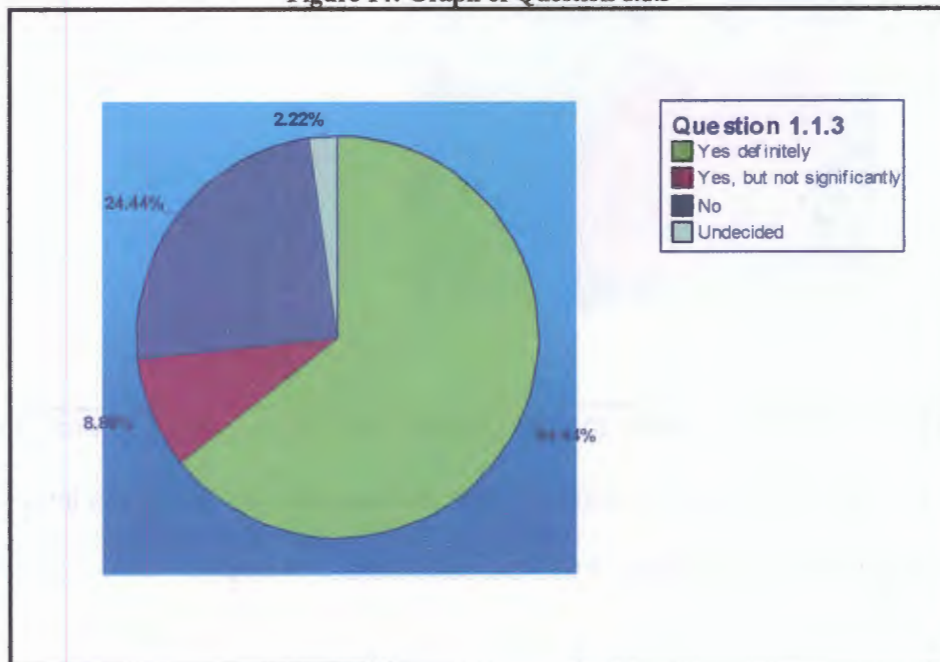
5.3.5 Results of Question 1.1.3 – Do you know someone personally, who started a business in the past two years?

Table 6: Frequency of Question 1.1.3

Question 1.1.3		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Yes definitely	58	64.4	64.4	64.4
	Yes, but not significantly	8	8.9	8.9	73.3
	No	22	24.4	24.4	97.8
	Undecided	2	2.2	2.2	100.0
	Total	90	100.0	100.0	

From Table 6, it can be seen that 58 definitely agree, 8 agree but feel it is not significant, whilst 22 indicated a clear 'No' and 2 were undecided.

Figure 14: Graph of Question 1.1.3



From Figure 14, it can be seen that 64 percent definitely agree, 9 percent agree but feel it is not significant, whilst 24 percent indicated a clear 'No' and 2 percent were undecided.

5.3.6 Analysis and interpretation of Question 1.1.3

From the analysis of the data gathered, it is evident from the majority response that they do know someone personally who started a business in the past two years. There is a relevant need to expose people to entrepreneurs who have started a business in the past two years.

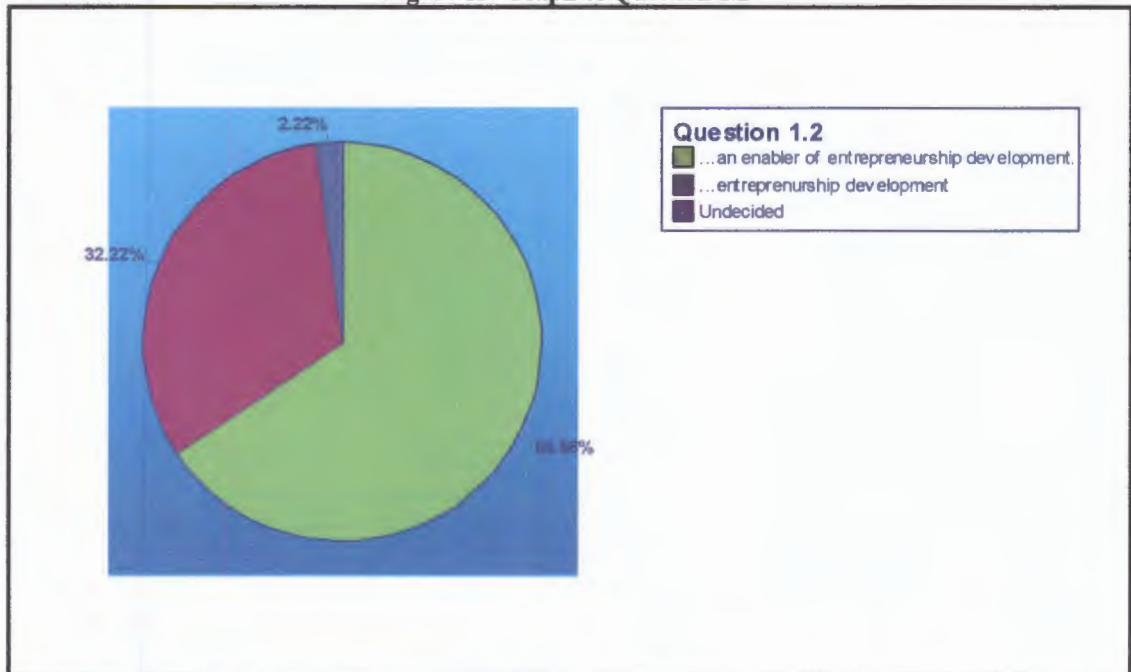
5.3.7 Results of Question 1.2 – You regard aspects of an individual's attitude, entrepreneurship and the management thereof as..?

Table 7: Frequency of Question 1.2

Question 1.2		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	...an enabler of entrepreneurship development.	59	65.6	65.6	65.6
	...entrepreneurship development	29	32.2	32.2	97.8
	Undecided	2	2.2	2.2	100.0
Total		90	100.0	100.0	

From Table 7, it can be seen that 59 respondents regard aspects of an individual's attitude, entrepreneurship and the management thereof as an enabler of entrepreneurship development. Twenty-nine respondents regard aspects of an individual's attitude, entrepreneurship and the management thereof as entrepreneurship development, and 2 respondents were undecided.

Figure 15: Graph of Question 1.2



From Figure 15, it can be seen that 66 percent of respondents regard aspects of an individual's attitude, entrepreneurship and the management thereof as an enabler of entrepreneurship development. Thirty-two percent of respondents regard aspects of an individual's attitude, entrepreneurship and the management

thereof as entrepreneurship development and 2 percent of respondents were undecided.

5.3.8 Analysis and interpretation of Question 1.2

From the analysis of the data gathered, it is evident from the majority response that they regard aspects of an individual's attitude, entrepreneurship and the management thereof to be an enabler of entrepreneurship development. This is a clear indication that fundamentals such as attitude, entrepreneurship and the management thereof serve as catalysts towards entrepreneurship development in the second economy as a rural development measure.

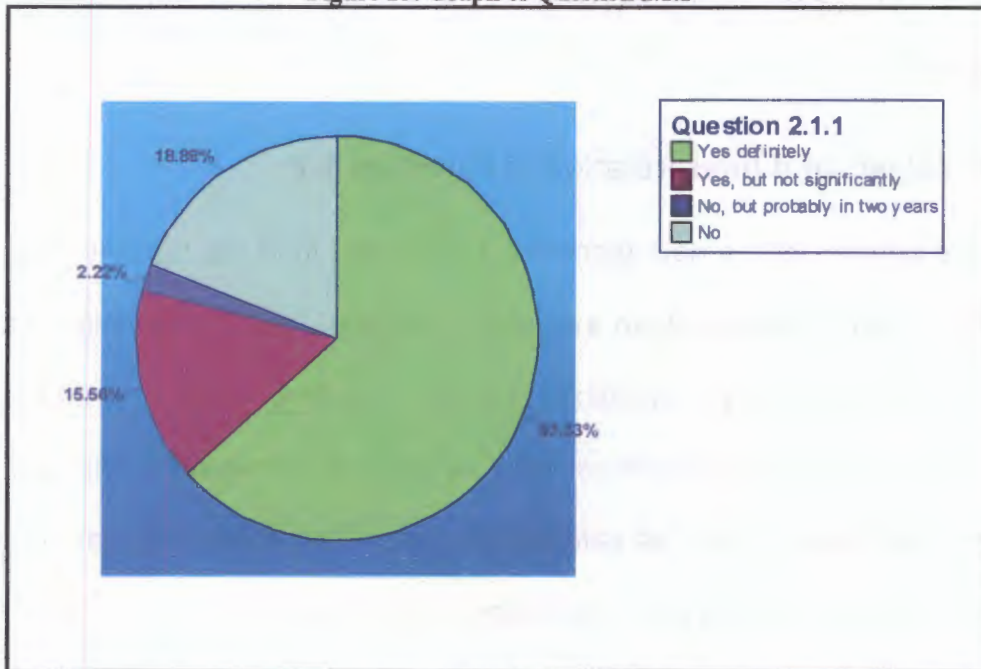
5.3.9 Results of Question 2.1.1 – Do you consider self employment higher amongst the male population in comparison to the female population in the area you live in?

Table 8: Frequency of Question 2.1.1

Question 2.1.1		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Yes definitely	57	63.3	63.3	63.3
	Yes, but not significantly	14	15.6	15.6	78.9
	No, but probably in two years	2	2.2	2.2	81.1
	No	17	18.9	18.9	100.0
	Total	90	100.0	100.0	

From Table 8, it can be seen that 57 definitely agree, 14 agree but feel it is not significant, 2 indicated probably in two years time, whilst 17 indicated a clear 'No'.

Figure 16: Graph of Question 2.1.1



From Figure 16, it can be seen that 63 percent definitely agree, 16 agree but feel it is not significant, 2 indicated probably in two years time, whilst 19 indicated a clear 'No'.

5.3.10 Analysis and interpretation of Question 2.1.1

From the analysis of the data gathered, it is evident from the majority response that they view self employment to be higher amongst the male population in comparison to the female population in the areas they live in. This is a clear indication that there is a need to increase the number of self-employed females in the areas that most of the respondents live in.

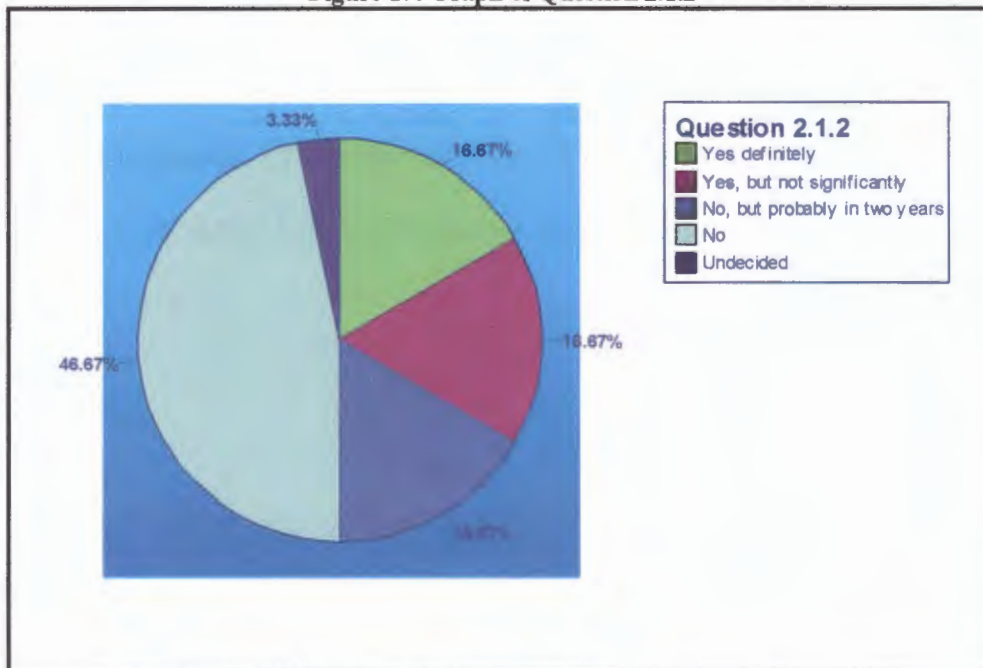
5.3.11 Results of Question 2.1.2 – Do you consider self employment higher amongst the female population in comparison to the male population in the area you live in?

Table 9: Frequency of Question 2.1.2

Question 2.1.2		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Yes definitely	15	16.7	16.7	16.7
	Yes, but not significantly	15	16.7	16.7	33.3
	No, but probably in two years	15	16.7	16.7	50.0
	No	42	46.7	46.7	96.7
	Undecided	3	3.3	3.3	100.0
	Total	90	100.0	100.0	

From Table 9, it can be seen that 15 definitely agree, 15 agree but feel it is not significant, 15 indicated probably in two years time, whilst 42 indicated a clear 'No' and 3 were undecided.

Figure 17: Graph of Question 2.1.2



From Figure 17, it can be seen that 17 percent definitely agree, 17 percent agree but feel it is not significant, 17 percent indicated probably in two years time, whilst 47 percent indicated a clear 'No' and 3 percent were undecided.

5.3.12 Analysis and interpretation of Question 2.1.2

From the analysis of the data gathered, it is evident from the majority response that they view self employment to be lower amongst the female population in comparison to the male population in the areas they live in. There is a need to increase the number of female self employed entrepreneurs.

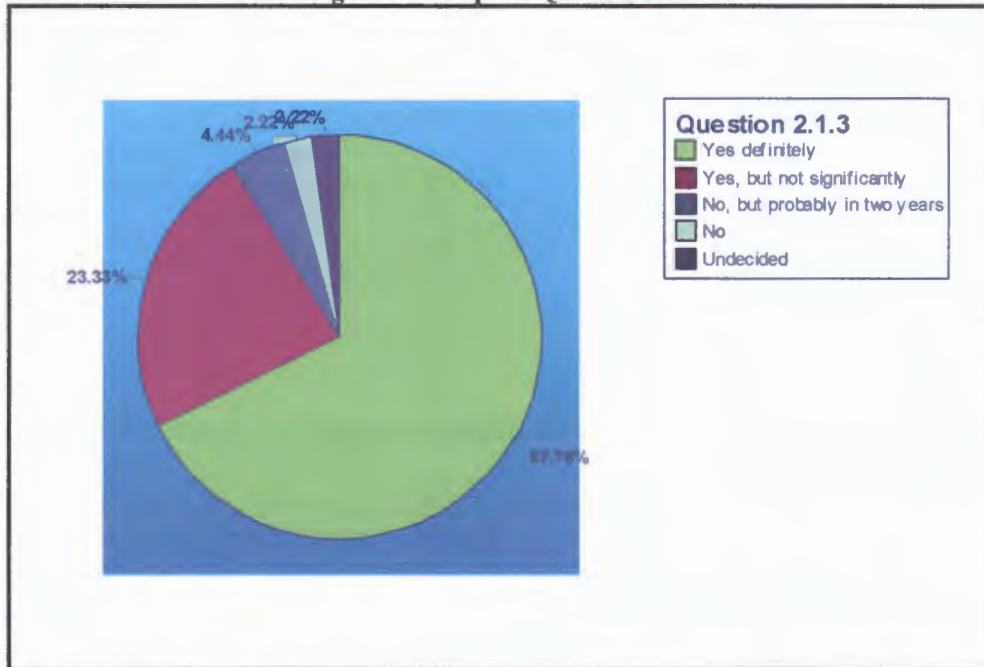
5.3.13 Results of Question 2.1.3 – Can improvements be made on the current level of entrepreneurial participation amongst the different gender in the economy?

Table 10: Frequency of Question 2.1.3

Question 2.1.3		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Yes definitely	61	67.8	67.8	67.8
	Yes, but not significantly	21	23.3	23.3	91.1
	No, but probably in two years	4	4.4	4.4	95.6
	No	2	2.2	2.2	97.8
	Undecided	2	2.2	2.2	100.0
	Total	90	100.0	100.0	

From Table 10, it can be seen that 61 definitely agree, 21 agree but feel it is not significant, 4 indicated probably in two years time, whilst 2 indicated a clear 'No' and 2 were undecided.

Figure 18: Graph of Question 2.1.3



From Figure 18, it can be seen that 68 percent definitely agree, 23 percent agree but feel it is not significant, 4 percent indicated probably in two years time, whilst 2 percent indicated a clear 'No' and 2 percent were undecided.

5.3.14 Analysis and interpretation of Question 2.1.3

From the analysis of the data gathered, it is evident from the majority response that large improvements can be made on the current level of entrepreneurial participation amongst the different genders in the economy.

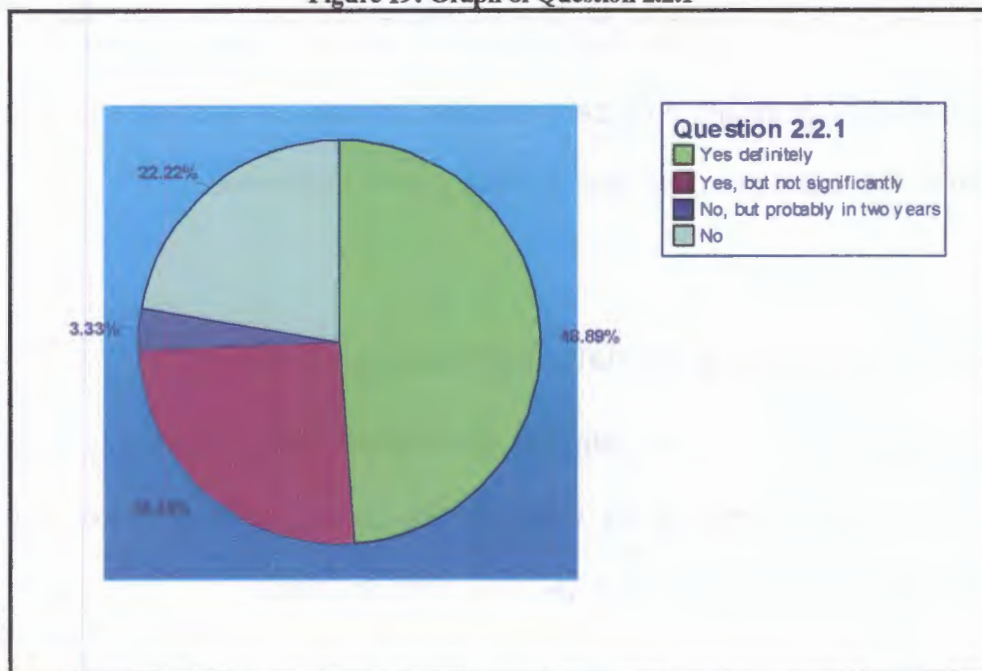
5.3.15 Results of Question 2.2.1 – Do you consider self employment higher amongst male youth in comparison to female youth in the area you live in?

Table 11: Frequency of Question 2.2.1

Question 2.2.1		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Yes definitely	44	48.9	48.9	48.9
	Yes, but not significantly	23	25.6	25.6	74.4
	No, but probably in two years	3	3.3	3.3	77.8
	No	20	22.2	22.2	100.0
	Total	90	100.0	100.0	

From Table 11, it can be seen that 44 definitely agree, 23 agree but feel it is not significant, 3 indicated probably in two years time, whilst 20 indicated a clear 'No'.

Figure 19: Graph of Question 2.2.1



From Figure 19, it can be seen that 49 percent definitely agree, 26 percent agree but feel it is not significant, 3 percent indicated probably in two years time, whilst 22 percent indicated a clear 'No'.

5.3.16 Analysis and interpretation of Question 2.2.1

From the analysis of the data gathered, it is evident from the majority response that they definitely consider self employment to be higher amongst male youth in the area they live in.

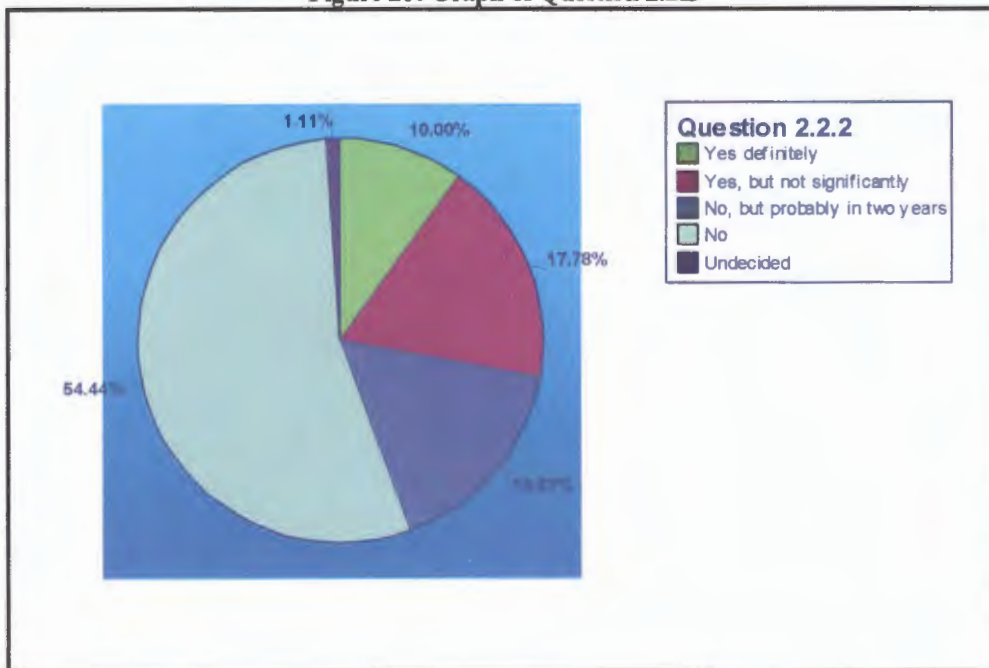
5.3.17 Results of Question 2.2.2 – Do you consider self employment higher amongst female youth in comparison to male youth in the area you live in?

Table 12: Frequency of Question 2.2.2

Question 2.2.2		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Yes definitely	9	10.0	10.0	10.0
	Yes, but not significantly	16	17.8	17.8	27.8
	No, but probably in two years	15	16.7	16.7	44.4
	No	49	54.4	54.4	98.9
	Undecided	1	1.1	1.1	100.0
	Total	90	100.0	100.0	

From Table 12, it can be seen that 9 definitely agree, 16 agree but feel it is not significant, 15 indicated probably in two years time, whilst 49 indicated a clear 'No' and 1 was undecided.

Figure 20: Graph of Question 2.2.2



From Figure 20, it can be seen that 10 percent definitely agree, 18 percent agree but feel it is not significant, 17 percent indicated probably in two years time, whilst 54 percent indicated a clear 'No' and 1 percent was undecided.

5.3.18 Analysis and interpretation of Question 2.2.2

From the analysis of the data gathered, it is evident from the majority response that they do not view self employment to be higher amongst female youth in comparison to male youth in the area they live in.

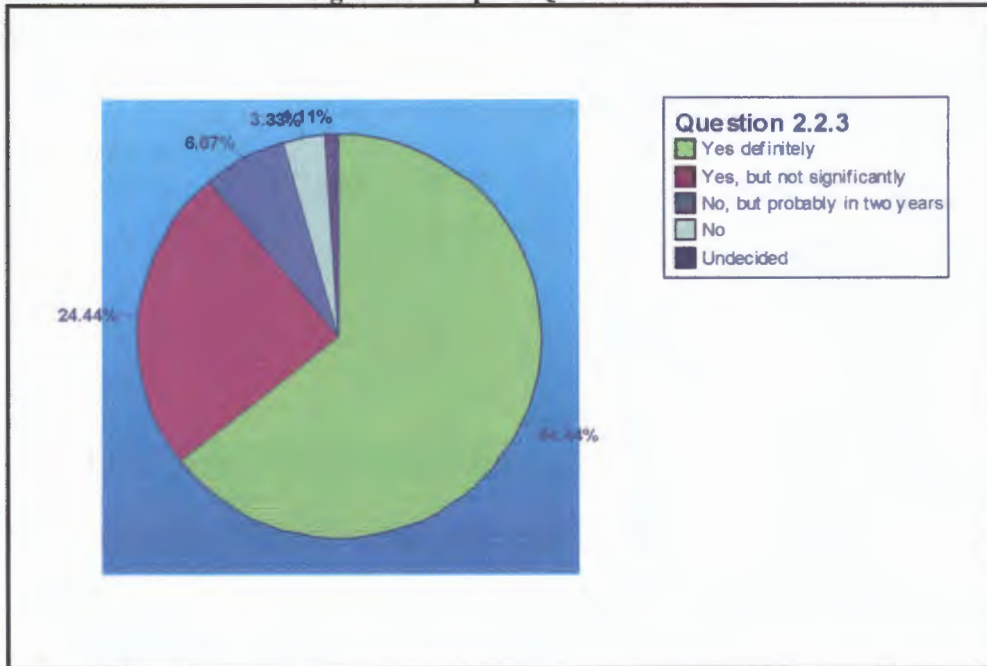
5.3.19 Results of Question 2.2.3 – Can improvements be made to the current level of entrepreneurial participation amongst the youth in the economy?

Table 13: Frequency of Question 2.2.3

	Question 2.2.3	Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Yes definitely	58	64.4	64.4	64.4
	Yes, but not significantly	22	24.4	24.4	88.9
	No, but probably in two years	6	6.7	6.7	95.6
	No	3	3.3	3.3	98.9
	Undecided	1	1.1	1.1	100.0
	Total	90	100.0	100.0	

From Table 13, it can be seen that 58 definitely agree, 22 agree but feel it is not significant, 6 indicated probably in two years time, whilst 3 indicated a clear 'No' and 1 was undecided.

Figure 21: Graph of Question 2.2.3



From Figure 21, it can be seen that 64 percent definitely agree, 24 percent agree but feel it is not significant, 7 percent indicated probably in two years time, whilst 3 percent indicated a clear 'No' and 1 percent was undecided.

5.3.20 Analysis and interpretation of Question 2.2.3

From the analysis of the data gathered, it is evident from the majority response that definitely, large improvements can be made to the current level of entrepreneurial participation amongst the youth in the economy.

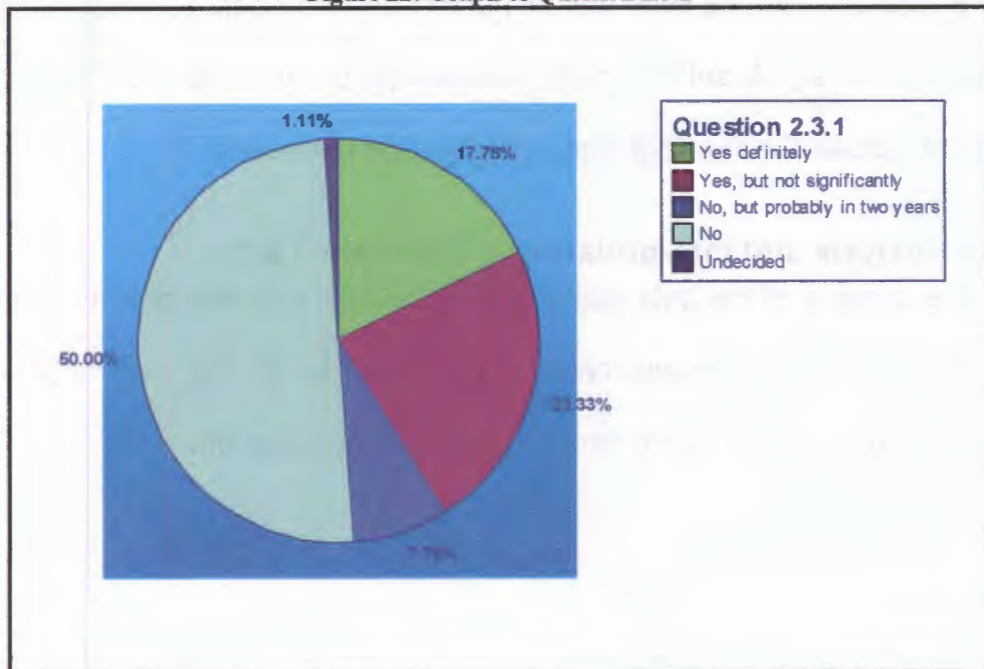
5.3.21 Results of Question 2.3.1 – Do you consider self employment higher amongst disabled males in comparison to disabled females in the area you live in?

Table 14: Frequency of Question 2.3.1

	Question 2.3.1	Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Yes definitely	16	17.8	17.8	17.8
	Yes, but not significantly	21	23.3	23.3	41.1
	No, but probably in two years	7	7.8	7.8	48.9
	No	45	50.0	50.0	98.9
	Undecided	1	1.1	1.1	100.0
	Total	90	100.0	100.0	

From Table 14, it can be seen that 16 definitely agree, 21 agree but feel it is not significant, 7 indicated probably in two years time, whilst 45 indicated a clear 'No' and 1 was undecided.

Figure 22: Graph of Question 2.3.1



From Figure 22, it can be seen that 18 percent definitely agree, 23 percent agree but feel it is not significant, 8 percent indicated probably in two years time, whilst 50 percent indicated a clear 'No' and 1 percent was undecided.

5.3.22 Analysis and interpretation of Question 2.3.1

From the analysis of the data gathered, it is evident from the majority response that self employment is not higher amongst disabled males in comparison to disabled females in the area they live in.

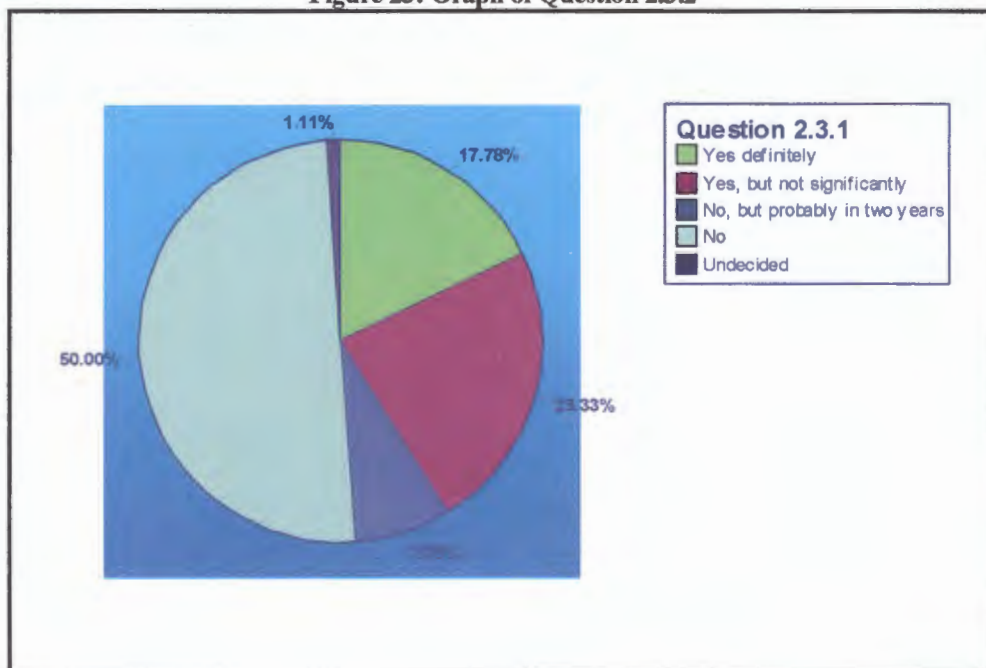
5.3.23 Results of Question 2.3.2 – Do you consider self employment higher amongst disabled females in comparison to disabled males in the area you live in?

Table 15: Frequency of Question 2.3.2

Question 2.3.2		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Yes definitely	9	10.0	10.0	10.0
	Yes, but not significantly	12	13.3	13.3	23.3
	No, but probably in two years	9	10.0	10.0	33.3
	No	58	64.4	64.4	97.8
	Undecided	2	2.2	2.2	100.0
	Total	90	100.0	100.0	

From Table 15, it can be seen that 9 definitely agree, 12 agree but feel it is not significant, 9 indicated probably in two years time, whilst 58 indicated a clear 'No' and 2 were undecided.

Figure 23: Graph of Question 2.3.2



From Figure 23, it can be seen that 10 percent definitely agree, 13 percent agree but feel it is not significant, 10 percent indicated probably in two years time, whilst 64 percent indicated a clear 'No' and 2 percent were undecided.

5.3.24 Analysis and interpretation of Question 2.3.2

From the analysis of the data gathered, it is evident from the majority response that self employment is not higher amongst disabled females in comparison to disabled males in areas that they live in.

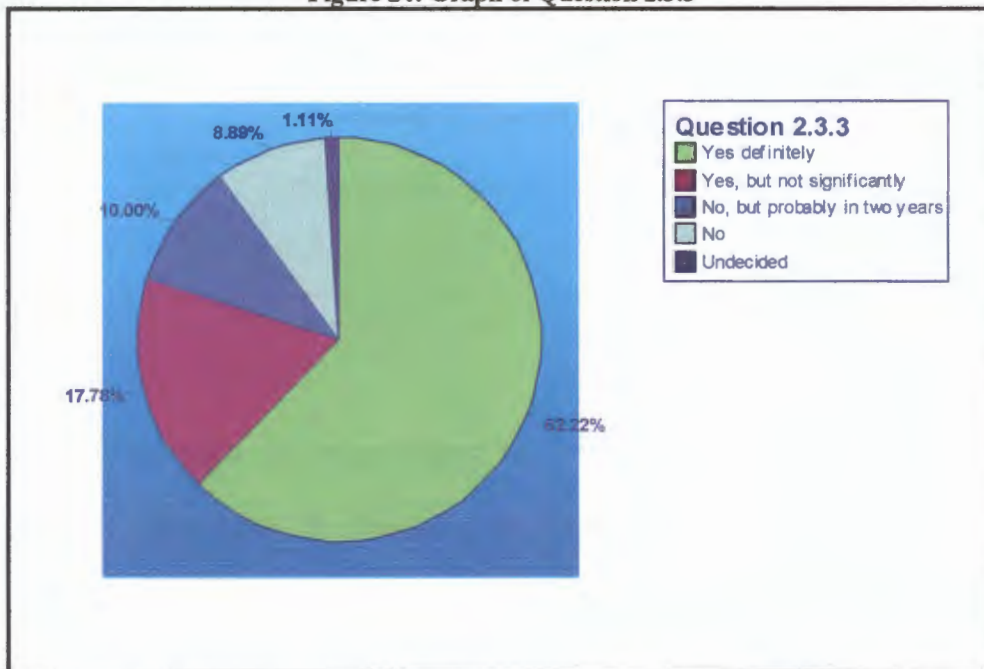
5.3.25 Results of Question 2.3.3 – Can improvements be made on the current level of entrepreneurial participation amongst the disabled in the economy?

Table 16: Frequency of Question 2.3.3

Question 2.3.3		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Yes definitely	56	62.2	62.2	62.2
	Yes, but not significantly	16	17.8	17.8	80.0
	No, but probably in two years	9	10.0	10.0	90.0
	No	8	8.9	8.9	98.9
	Undecided	1	1.1	1.1	100.0
	Total	90	100.0	100.0	

From Table 16, it can be seen that 56 definitely agree, 16 agree but feel it is not significant, 9 indicated probably in two years time, whilst 8 indicated a clear 'No' and 1 was undecided.

Figure 24: Graph of Question 2.3.3



From Figure 24, it can be seen that 62 percent definitely agree, 18 percent agree but feel it is not significant, 10 percent indicated probably in two years time, whilst 9 percent indicated a clear 'No' and 1 percent was undecided.

5.3.26 Analysis and interpretation of Question 2.3.3

From the analysis of the data gathered, it is evident from the majority response that improvements can be made on the current level of entrepreneurial participation amongst the disabled in the economy.

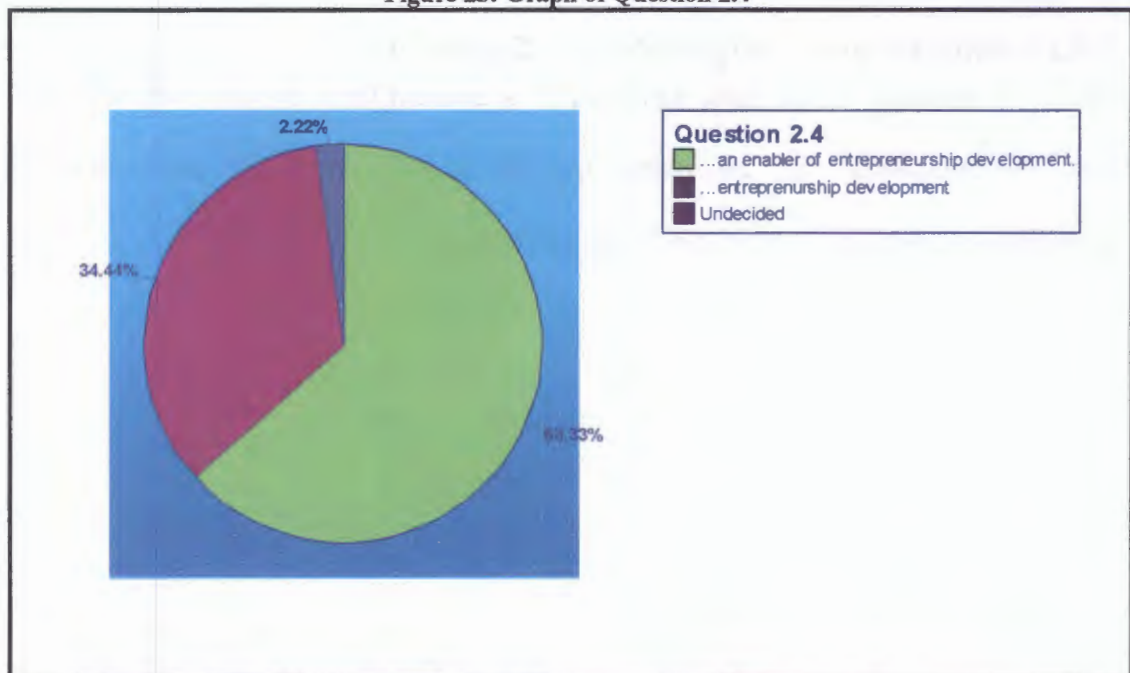
5.3.27 Results of Question 2.4 – You regard aspects of gender bias, participation of youth and the disabled in the economy and the management thereof as..?

Table 17: Frequency of Question 2.4

	Question 2.4	Frequency	Percent	Valid Percent	Cumulative Percent
Valid	...an enabler of entrepreneurship development.	57	63.3	63.3	63.3
	...entrepreneurship development	31	34.4	34.4	97.8
	Undecided	2	2.2	2.2	100.0
	Total	90	100.0	100.0	

From Table 17, it can be seen that 57 respondents regard aspects of gender bias, participation of youth and the disabled in the economy and the management thereof as an enabler of entrepreneurship development. Thirty-one respondents regard aspects of gender bias, participation of youth and the disabled in the economy and the management thereof as entrepreneurship development and 2 respondents were undecided.

Figure 25: Graph of Question 2.4



From Figure 25, it can be seen that 63 percent of respondents regard aspects of gender bias, participation of youth and the disabled in the economy and the

management thereof as an enabler of entrepreneurship development. Thirty-four percent of respondents regard aspects of gender bias, participation of youth and the disabled in the economy and the management thereof as entrepreneurship development and 2 percent of respondents were undecided.

5.3.28 Analysis and interpretation of Question 2.4

From the analysis of the data gathered, it is evident from the majority response that aspects of gender bias, participation of youth and the disabled in the economy and the management thereof are considered to be an enabler of entrepreneurship development.

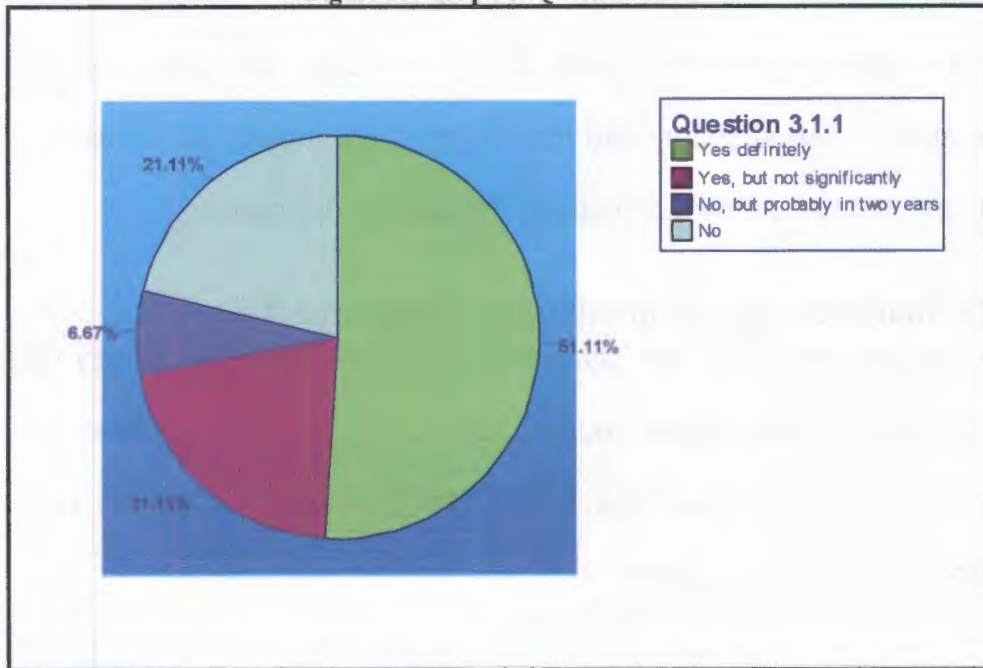
5.3.29 Results of Question 3.1.1 – Do you consider the proximity to large markets, access to suppliers and other resources in rural areas likely to confer an advantage to entrepreneurs?

Table 18: Frequency of Question 3.1.1

	Question 3.1.1	Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Yes definitely	46	51.1	51.1	51.1
	Yes, but not significantly	19	21.1	21.1	72.2
	No, but probably in two years	6	6.7	6.7	78.9
	No	19	21.1	21.1	100.0
	Total	90	100.0	100.0	

From Table 18, it can be seen that 46 definitely agree, 19 agree but feel it is not significant, 6 indicated probably in two years time, whilst 19 indicated a clear 'No'.

Figure 26: Graph of Question 3.1.1



From Figure 26, it can be seen that 51 percent definitely agree, 21 percent agree but feel it is not significant, 7 percent indicated probably in two years time, whilst 21 percent indicated a clear 'No'.

5.3.30 Analysis and interpretation of Question 3.1.1

From the analysis of the data gathered, it is evident from the majority response that they consider the proximity to large markets, access to suppliers and other resources in rural areas likely to confer an advantage to entrepreneurs.

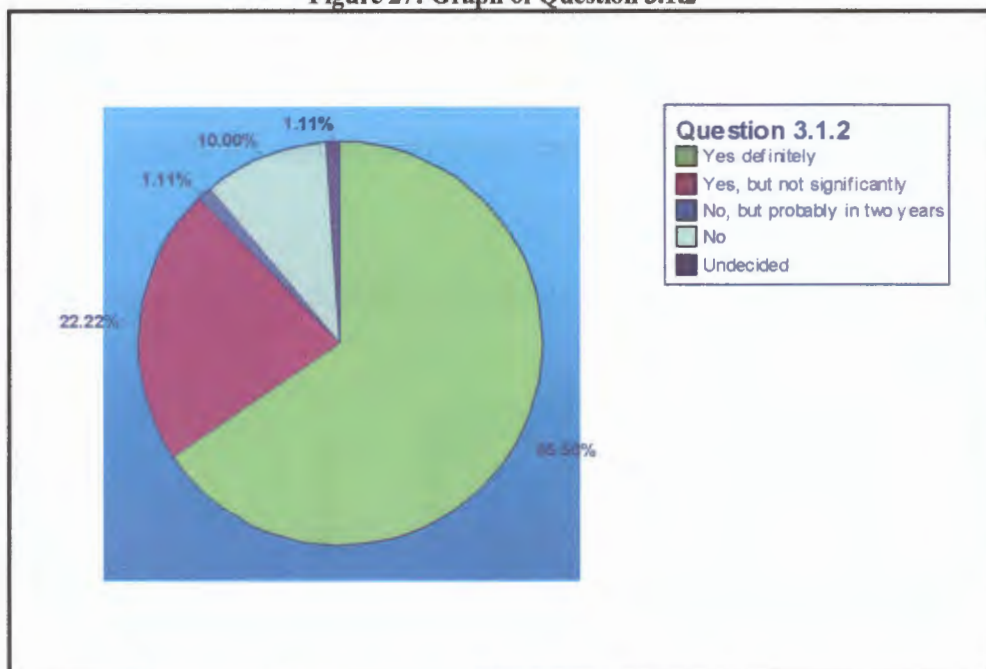
5.3.31 Results of Question 3.1.2 – Do you consider the proximity to large markets, access to suppliers and other resources in urban areas likely to confer an advantage to entrepreneurs?

Table 19: Frequency of Question 3.1.2

Question 3.1.2		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Yes definitely	59	65.6	65.6	65.6
	Yes, but not significantly	20	22.2	22.2	87.8
	No, but probably in two years	1	1.1	1.1	88.9
	No	9	10.0	10.0	98.9
	Undecided	1	1.1	1.1	100.0
	Total	90	100.0	100.0	

From Table 19, it can be seen that 59 definitely agree, 20 agree but feel it is not significant, 1 indicated probably in two years time, whilst 9 indicated a clear 'No' and 1 was undecided.

Figure 27: Graph of Question 3.1.2



From Figure 27, it can be seen that 66 percent definitely agree, 22 percent agree but feel it is not significant, 1 percent indicated probably in two years time, whilst 10 percent indicated a clear 'No' and 1 percent was undecided.

5.3.32 Analysis and interpretation of Question 3.1.2

From the analysis of the data gathered, it is evident from the majority response that the proximity to large markets, access to suppliers and other resources in urban areas is likely to confer an advantage to entrepreneurs.

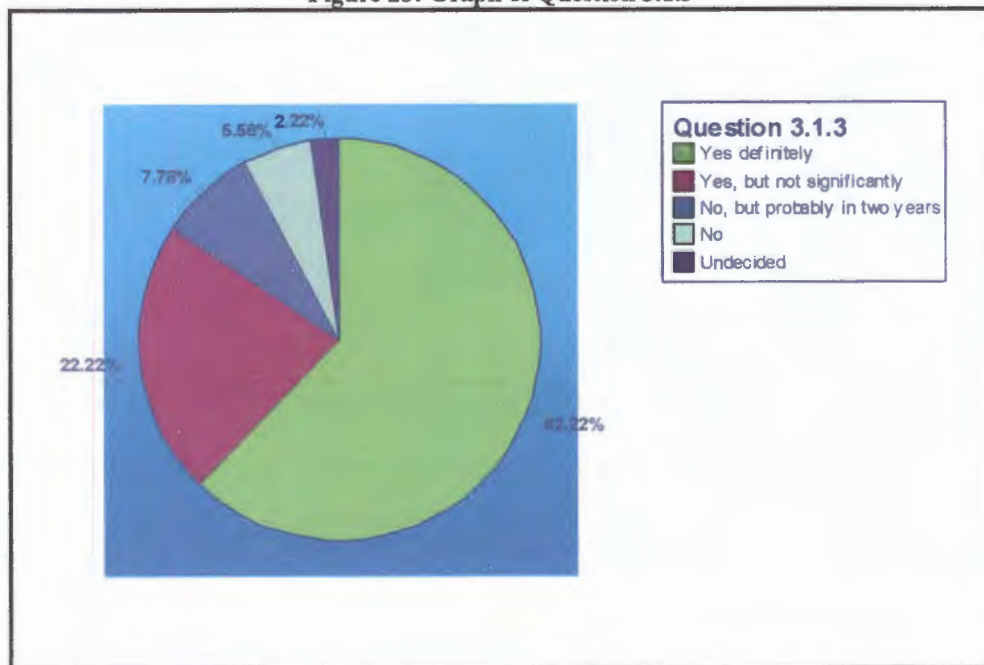
5.3.33 Results of Question 3.1.3 – Do you consider the proximity to large markets, access to suppliers and other resources in metropolitan centres likely to confer an advantage to entrepreneurs?

Table 20: Frequency of Question 3.1.3

Question 3.1.3		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Yes definitely	56	62.2	62.2	62.2
	Yes, but not significantly	20	22.2	22.2	84.4
	No, but probably in two years	7	7.8	7.8	92.2
	No	5	5.6	5.6	97.8
	Undecided	2	2.2	2.2	100.0
	Total	90	100.0	100.0	

From Table 20, it can be seen that 56 definitely agree, 20 agree but feel it is not significant, 7 indicated probably in two years time, whilst 5 indicated a clear 'No' and 2 were undecided.

Figure 28: Graph of Question 3.1.3



From Figure 28, it can be seen that 62 percent definitely agree, 22 percent agree but feel it is not significant, 8 percent indicated probably in two years time, whilst 6 percent indicated a clear 'No' and 2 percent were undecided.

5.3.34 Analysis and interpretation of Question 3.1.3

From the analysis of the data gathered, it is evident from the majority response that the proximity to large markets, access to suppliers and other resources in metropolitan areas is likely to confer an advantage to entrepreneurs.

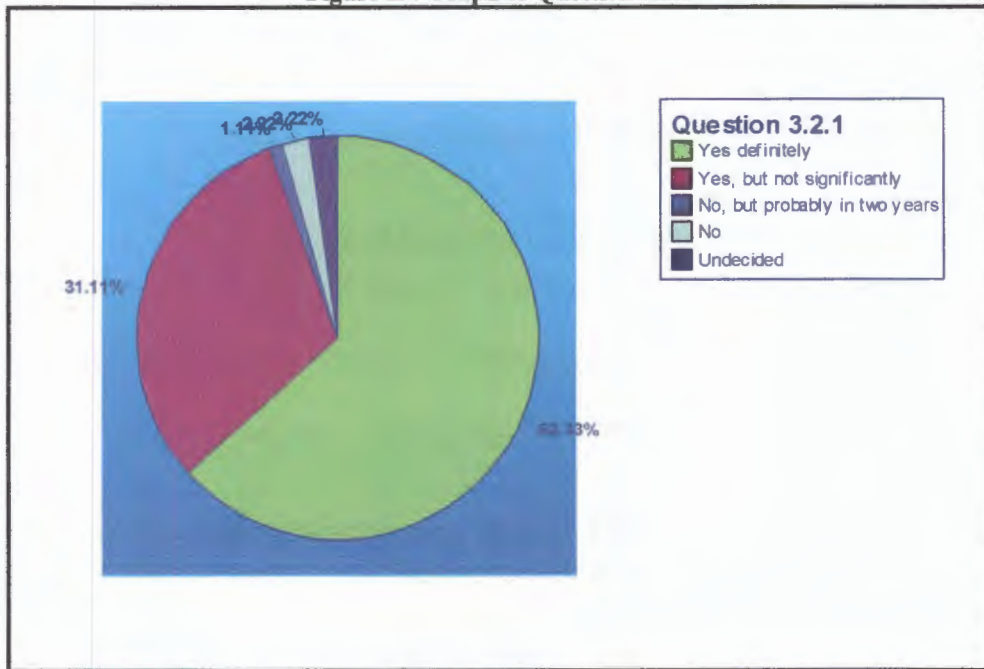
5.3.35 Results of Question 3.2.1 – Do you consider access to quality education as a significant resource enabling entrepreneurs to initiate a start-up enterprise?

Table 21: Frequency of Question 3.2.1

Question 3.2.1		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Yes definitely	57	63.3	63.3	63.3
	Yes, but not significantly	28	31.1	31.1	94.4
	No, but probably in two years	1	1.1	1.1	95.6
	No	2	2.2	2.2	97.8
	Undecided	2	2.2	2.2	100.0
	Total	90	100.0	100.0	

From Table 21, it can be seen that 57 definitely agree, 28 agree but feel it is not significant, 1 indicated probably in two years time, whilst 2 indicated a clear 'No' and 2 were undecided.

Figure 29: Graph of Question 3.2.1



From Figure 29, it can be seen that 63 percent definitely agree, 31 percent agree but feel it is not significant, 1 percent indicated probably in two years time, whilst 2 percent indicated a clear 'No' and 2 percent were undecided.

5.3.36 Analysis and interpretation of Question 3.2.1

From the analysis of the data gathered, it is evident from the majority response that a large proportion of respondents definitely consider access to quality education as a significant resource enabling entrepreneurs to initiate a start-up enterprise.

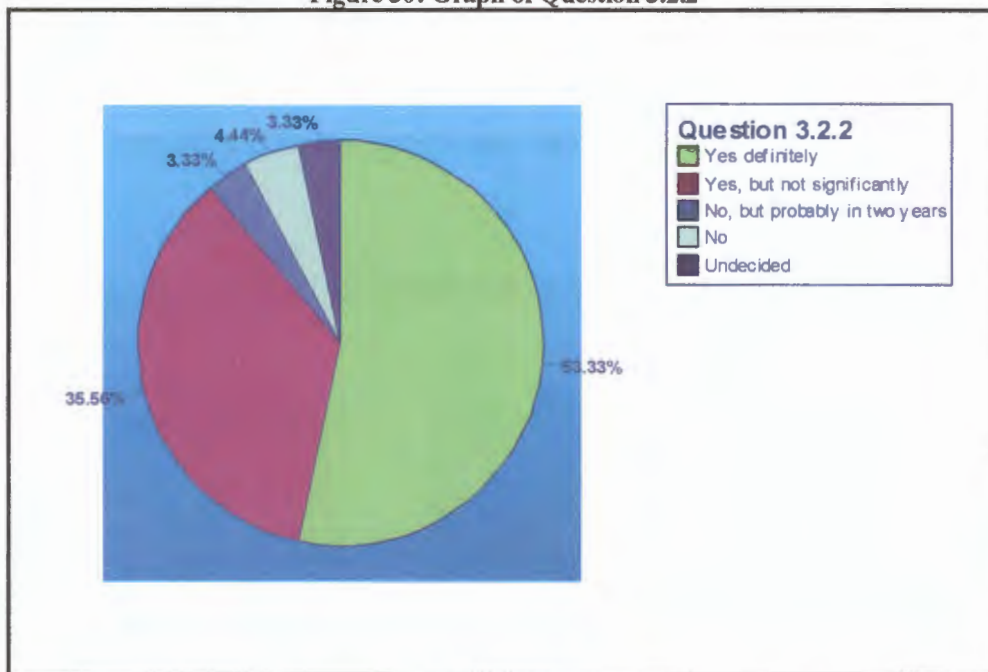
5.3.37 Results of Question 3.2.2 – Do you consider access to quality education as a significant resource enabling entrepreneurs to initiate a new enterprise?

Table 22: Frequency of Question 3.2.2

Question 3.2.2		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Yes definitely	48	53.3	53.3	53.3
	Yes, but not significantly	32	35.6	35.6	88.9
	No, but probably in two years	3	3.3	3.3	92.2
	No	4	4.4	4.4	96.7
	Undecided	3	3.3	3.3	100.0
	Total	90	100.0	100.0	

From Table 22, it can be seen that 48 definitely agree, 32 agree but feel it is not significant, 3 indicated probably in two years time, whilst 4 indicated a clear 'No' and 3 were undecided.

Figure 30: Graph of Question 3.2.2



From Figure 30, it can be seen that 53 percent definitely agree, 36 percent agree but feel it is not significant, 3 percent indicated probably in two years time, whilst 4 percent indicated a clear 'No' and 3 percent were undecided.

5.3.38 Analysis and interpretation of Question 3.2.2

From the analysis of the data gathered, it is evident from the majority response that a large proportion definitely considers access to quality education as a significant resource enabling entrepreneurs to initiate a new enterprise.

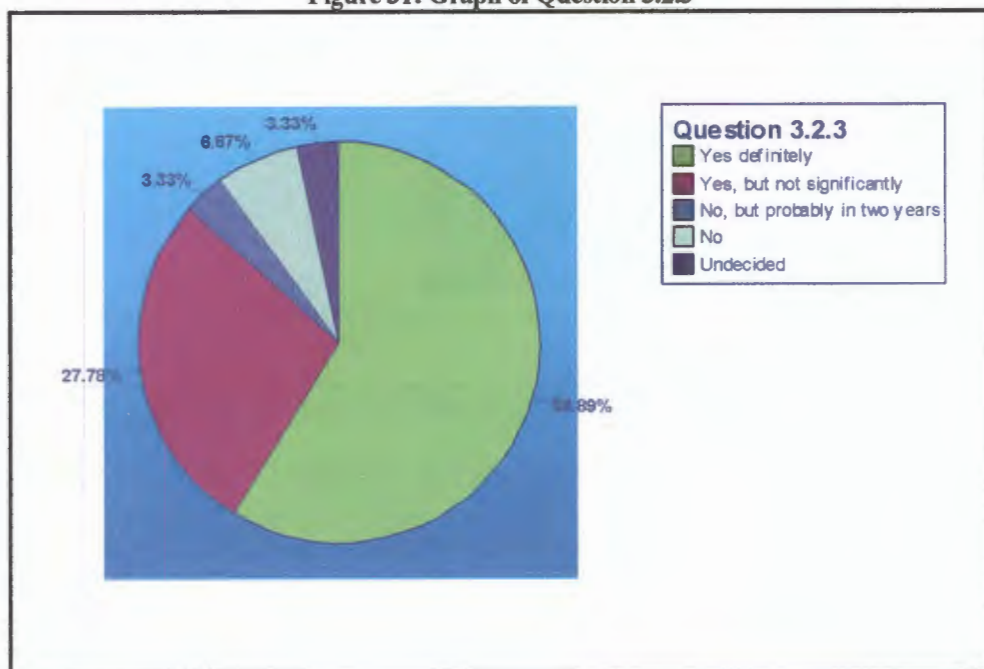
5.3.39 Results of Question 3.2.3 – Do you consider access to quality education as a significant resource enabling entrepreneurs to acquire an established enterprise?

Table 23: Frequency of Question 3.2.3

Question 3.2.3		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Yes definitely	53	58.9	58.9	58.9
	Yes, but not significantly	25	27.8	27.8	86.7
	No, but probably in two years	3	3.3	3.3	90.0
	No	6	6.7	6.7	96.7
	Undecided	3	3.3	3.3	100.0
	Total	90	100.0	100.0	

From Table 23, it can be seen that 53 definitely agree, 25 agree but feel it is not significant, 3 indicated probably in two years time, whilst 6 indicated a clear 'No' and 3 were undecided.

Figure 31: Graph of Question 3.2.3



From Figure 31, it can be seen that 59 percent definitely agree, 28 percent agree but feel it is not significant, 3 percent indicated probably in two years time, whilst 7 percent indicated a clear 'No' and 3 percent were undecided.

5.3.40 Analysis and interpretation of Question 3.2.3

From the analysis of the data gathered, it is evident from the majority response that they consider access to quality education as a significant resource enabling entrepreneurs to acquire an established enterprise.

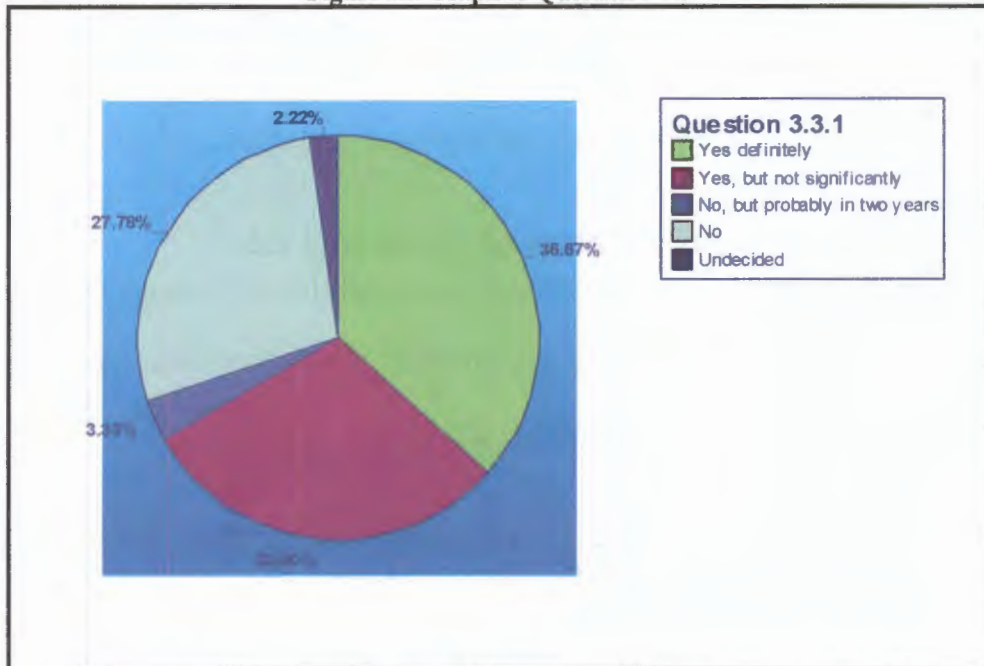
5.3.41 Results of Question 3.3.1 – Do you consider that teaching in primary and secondary education encourages creativity, self-sufficiency and personal initiative?

Table 24: Frequency of Question 3.3.1

Question 3.3.1		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Yes definitely	33	36.7	36.7	36.7
	Yes, but not significantly	27	30.0	30.0	66.7
	No, but probably in two years	3	3.3	3.3	70.0
	No	25	27.8	27.8	97.8
	Undecided	2	2.2	2.2	100.0
	Total	90	100.0	100.0	

From Table 24, it can be seen that 33 definitely agree, 27 agree but feel it is not significant, 3 indicated probably in two years time, whilst 25 indicated a clear 'No' and 2 were undecided.

Figure 32: Graph of Question 3.3.1



From Figure 32, it can be seen that 37 percent definitely agree, 30 percent agree but feel it is not significant, 3 percent indicated probably in two years time, whilst 15 percent indicated a clear 'No' and 3 percent were undecided.

5.3.42 Analysis and interpretation of Question 3.3.1

From the analysis of the data gathered, it is evident from the majority response that they either definitely, or yes but not significantly, consider that teaching in primary and secondary education encourages creativity, self sufficiency and personal initiative.

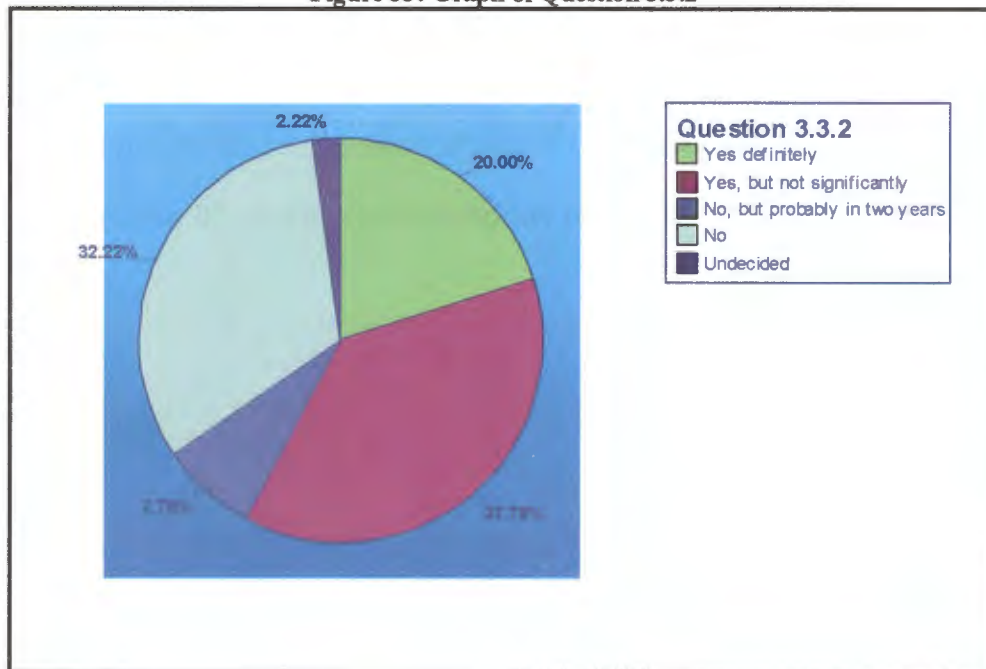
5.3.43 Results of Question 3.3.2 – Do you consider that teaching in primary and secondary education provides adequate instruction in market economic principles?

Table 25: Frequency of Question 3.3.2

Question 3.3.2		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Yes definitely	18	20.0	20.0	20.0
	Yes, but not significantly	34	37.8	37.8	57.8
	No, but probably in two years	7	7.8	7.8	65.6
	No	29	32.2	32.2	97.8
	Undecided	2	2.2	2.2	100.0
	Total	90	100.0	100.0	

From Table 25, it can be seen that 18 definitely agree, 34 agree but feel it is not significant, 7 indicated probably in two years time, whilst 29 indicated a clear 'No' and 2 were undecided.

Figure 33: Graph of Question 3.3.2



From Figure 33, it can be seen that 20 percent definitely agree, 38 percent agree but feel it is not significant, 8 percent indicated probably in two years time, whilst 32 percent indicated a clear 'No' and 2 percent were undecided.

5.3.44 Analysis and interpretation of Question 3.3.2

From the analysis of the data gathered, it is evident that an equal split definitely but not significantly considers that teaching in primary and secondary education provides adequate instruction in market economic principles, while another minute proportion does not consider it to be so at all.

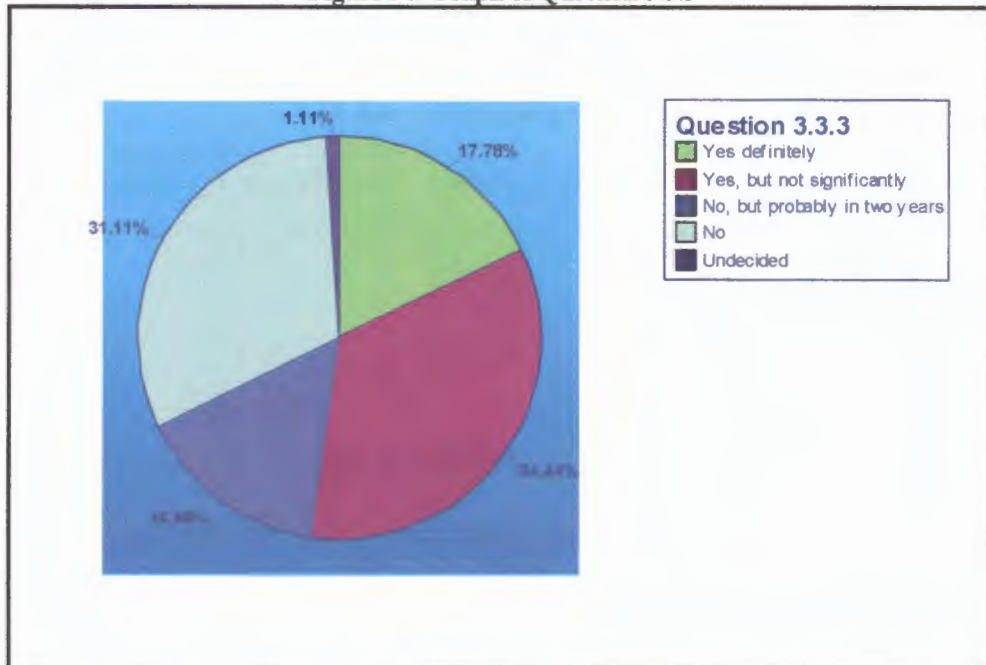
5.3.45 Results of Question 3.3.3 – Do you consider that teaching in primary and secondary education provides adequate attention to entrepreneurship and new firm creation?

Table 26: Frequency of Question 3.3.3

Question 3.3.3		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Yes definitely	16	17.8	17.8	17.8
	Yes, but not significantly	31	34.4	34.4	52.2
	No, but probably in two years	14	15.6	15.6	67.8
	No	28	31.1	31.1	98.9
	Undecided	1	1.1	1.1	100.0
	Total	90	100.0	100.0	

From Table 26, it can be seen that 16 definitely agree, 31 agree but feel it is not significant, 14 indicated probably in two years time, whilst 28 indicated a clear 'No' and 1 was undecided.

Figure 34: Graph of Question 3.3.3



From Figure 34, it can be seen that 18 percent definitely agree, 34 percent agree but feel it is not significant, 16 percent indicated probably in two years time, whilst 31 percent indicated a clear 'No' and 1 percent was undecided.

5.3.46 Analysis and interpretation of Question 3.3.3

From the analysis of the data gathered, it is evident from the majority response that a large number agree but feel it is not significant that teaching in primary and secondary education provides adequate attention to entrepreneurship and new firm creation. The remaining minor proportions definitely agree and are optimistic of adjustments in probably two years time.

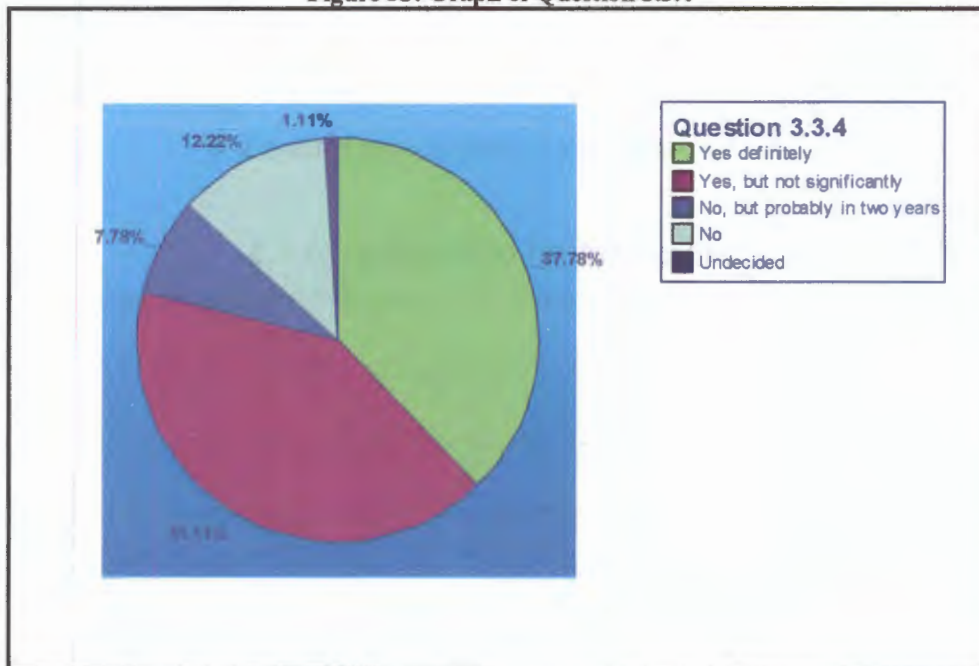
5.3.47 Results of Question 3.3.4 – Do you consider that colleges and universities provide good and adequate preparation for starting up and growing new firms?

Table 27: Frequency of Question 3.3.4

Question 3.3.4		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Yes definitely	34	37.8	37.8	37.8
	Yes, but not significantly	37	41.1	41.1	78.9
	No, but probably in two years	7	7.8	7.8	86.7
	No	11	12.2	12.2	98.9
	Undecided	1	1.1	1.1	100.0
	Total	90	100.0	100.0	

From Table 27, it can be seen that 34 definitely agree, 37 agree but feel it is not significant, 7 indicated probably in two years time, whilst 11 indicated a clear 'No' and 1 was undecided.

Figure 35: Graph of Question 3.3.4



From Figure 35, it can be seen that 38 percent definitely agree, 41 percent agree but feel it is not significant, 8 percent indicated probably in two years time, whilst 12 percent indicated a clear 'No' and 1 percent was undecided.

5.3.48 Analysis and interpretation of Question 3.3.4

From the analysis of the data gathered, it is evident from the majority response that a large proportion are definitely in agreement but feel it is not significant that colleges and universities provide good and adequate preparation for starting up and growing new firms.

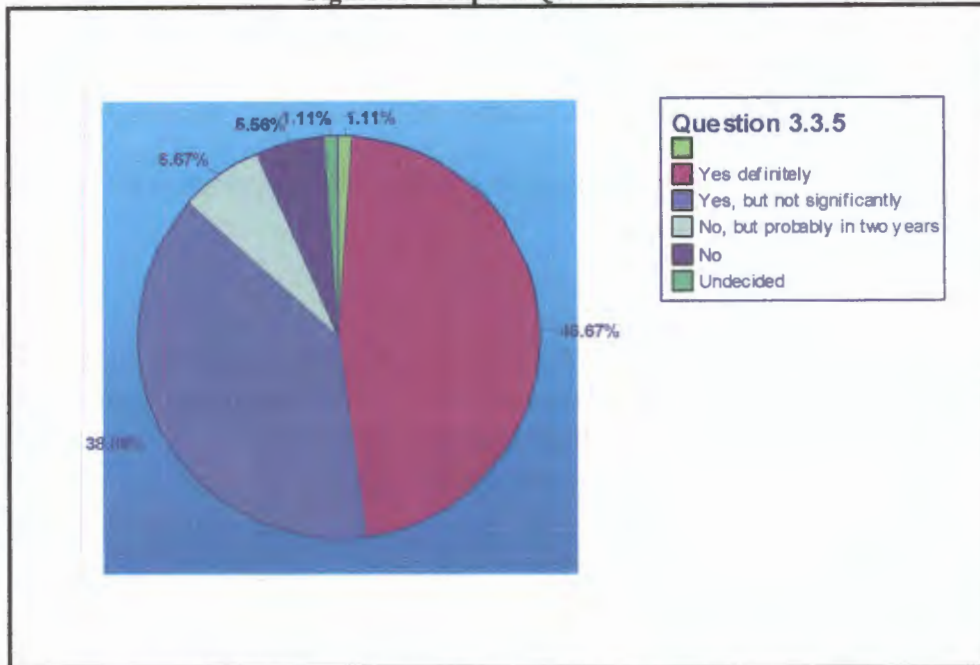
5.3.49 Results of Question 3.3.5 – Do you consider that the level of business and management education provides good and adequate preparation for starting up and growing new firms?

Table 28: Frequency of Question 3.3.5

Question 3.3.5	Frequency	Percent	Valid Percent	Cumulative Percent
Yes definitely	42	46.7	46.7	47.8
Yes, but not significantly	35	38.9	38.9	86.7
No, but probably in two years	6	6.7	6.7	93.3
No	5	5.6	5.6	98.9
Undecided	2	2.1	2.1	100.0
Total	90	100.0	100.0	

From Table 28, it can be seen that 42 definitely agree, 35 agree but feel it is not significant, 6 indicated probably in two years time, whilst 5 indicated a clear 'No' and 2 were undecided.

Figure 36: Graph of Question 3.3.5



From Figure 36, it can be seen that 47 percent definitely agree, 39 percent agree but feel it is not significant, 7 percent indicated probably in two years time, whilst 6 percent indicated a clear 'No' and 2 percent were undecided.

5.3.50 Analysis and interpretation of Question 3.3.5

From the analysis of the data gathered, it is evident from the majority response that they definitely agree that the level of business and management education provides good and adequate preparation for starting up and growing new firms.

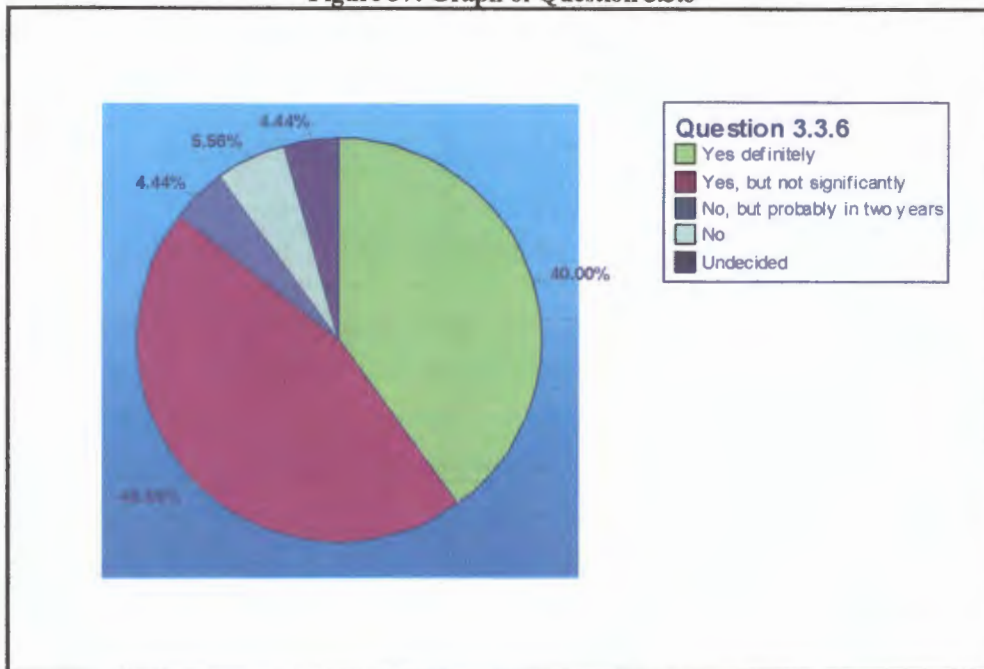
5.3.51 Results of Question 3.3.6 – Do you consider that vocational, professional and continuing education systems provide good and adequate preparation for starting up and growing new firms?

Table 29: Frequency of Question 3.3.6

	Question 3.3.6	Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Yes definitely	36	40.0	40.0	40.0
	Yes, but not significantly	41	45.6	45.6	85.6
	No, but probably in two years	4	4.4	4.4	90.0
	No	5	5.6	5.6	95.6
	Undecided	4	4.4	4.4	100.0
	Total	90	100.0	100.0	

From Table 29, it can be seen that 36 definitely agree, 41 agree but feel it is not significant, 4 indicated probably in two years time, whilst 5 indicated a clear 'No' and 4 were undecided.

Figure 37: Graph of Question 3.3.6



From Figure 37, it can be seen that 40 percent definitely agree, 46 percent agree but feel it is not significant, 4 percent indicated probably in two years time, whilst 6 percent indicated a clear 'No' and 4 percent were undecided.

5.3.52 Analysis and interpretation of Question 3.3.6

From the analysis of the data gathered, it is evident from the majority 's response that most of them definitely consider, or agree but feel it is not significant, that vocational, professional and continuing education systems provide good and adequate preparation for starting up and growing new firms.

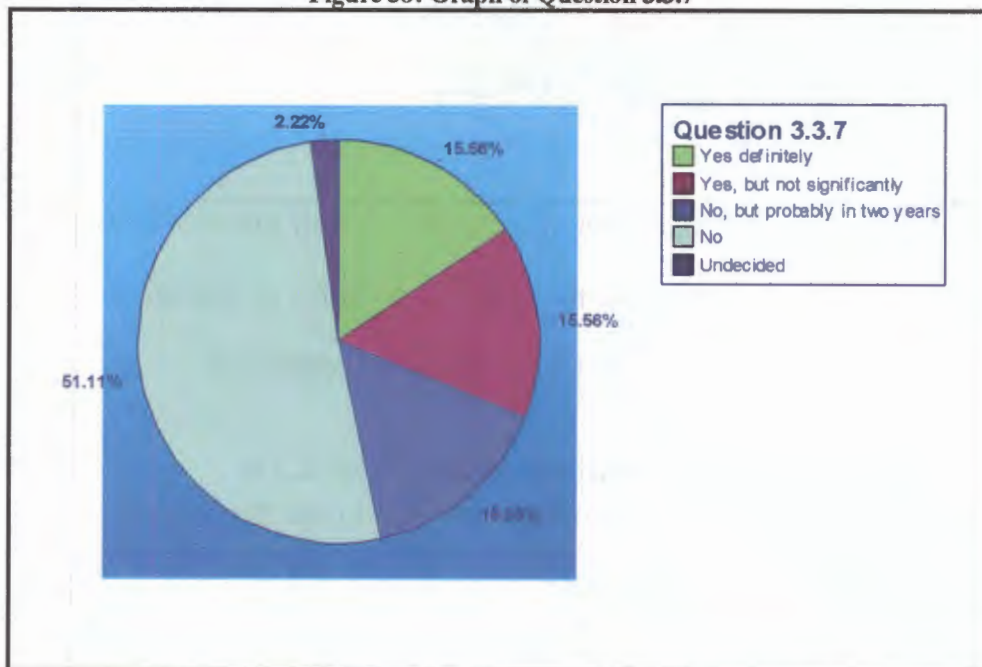
5.3.53 Results of Question 3.3.7 – Do you consider that people believe that creating a new or high growth business enterprise is easy?

Table 30: Frequency of Question 3.3.7

Question 3.3.7		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Yes definitely	14	15.6	15.6	15.6
	Yes, but not significantly	14	15.6	15.6	31.1
	No, but probably in two years	14	15.6	15.6	46.7
	No	46	51.1	51.1	97.8
	Undecided	2	2.2	2.2	100.0
	Total	90	100.0	100.0	

From Table 30, it can be seen that 14 definitely agree, 14 agree but feel it is not significant, 14 indicated probably in two years time, whilst 46 indicated a clear 'No' and 2 were undecided.

Figure 38: Graph of Question 3.3.7



From Figure 38, it can be seen that 16 percent definitely agree, 16 percent agree but feel it is not significant, 16 percent indicated probably in two years time, whilst 51 percent indicated a clear 'No' and 2 percent were undecided.

5.3.54 Analysis and interpretation of Question 3.3.7

From the analysis of the data gathered, it is evident from the majority response that a large proportion do not consider that people believe that creating a new or high growth business enterprise is easy. The remaining segments indicate that they are fairly split.

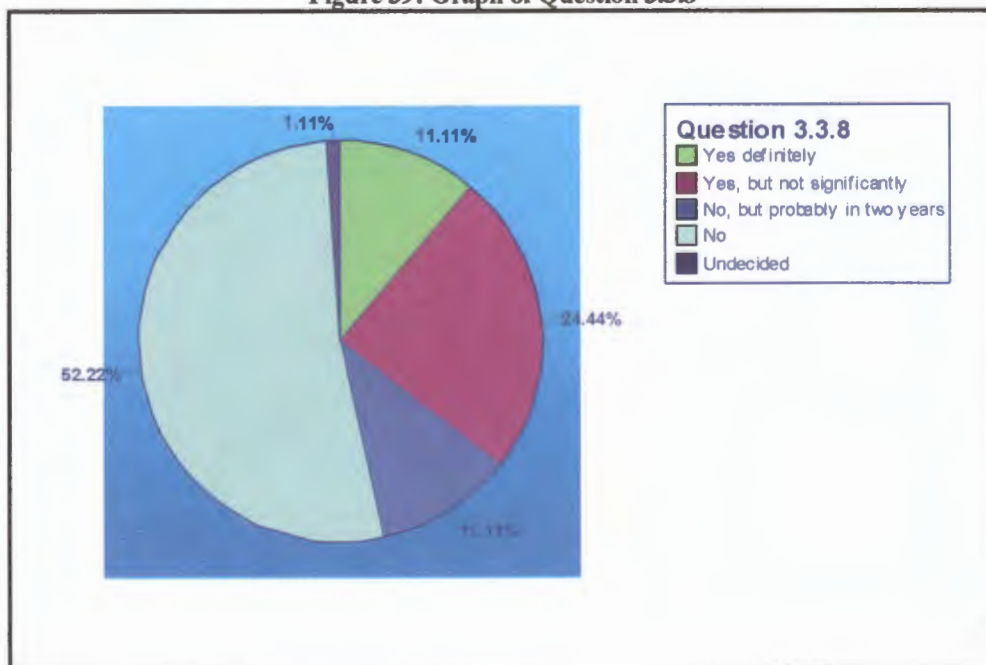
5.3.55 Results of Question 3.3.8 – Do you consider that many people know how to manage a small business?

Table 31: Frequency of Question 3.3.8

Question 3.3.8		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Yes definitely	10	11.1	11.1	11.1
	Yes, but not significantly	22	24.4	24.4	35.6
	No, but probably in two years	10	11.1	11.1	46.7
	No	47	52.2	52.2	98.9
	Undecided	1	1.1	1.1	100.0
	Total	90	100.0	100.0	

From Table 31, it can be seen that 10 definitely agree, 22 agree but feel it is not significant, 10 indicated probably in two years time, whilst 47 indicated a clear 'No' and 1 was undecided.

Figure 39: Graph of Question 3.3.8



From Figure 39, it can be seen that 11 percent definitely agree, 24 percent agree but feel it is not significant, 11 percent indicated probably in two years time, whilst 52 percent indicated a clear 'No' and 1 percent was undecided.

5.3.56 Analysis and interpretation of Question 3.3.8

From the analysis of the data gathered, it is evident from the majority response that the respondents do not think that many people know how to manage a small business. On the contrary, a small quantity believes so but feels it is not significant.

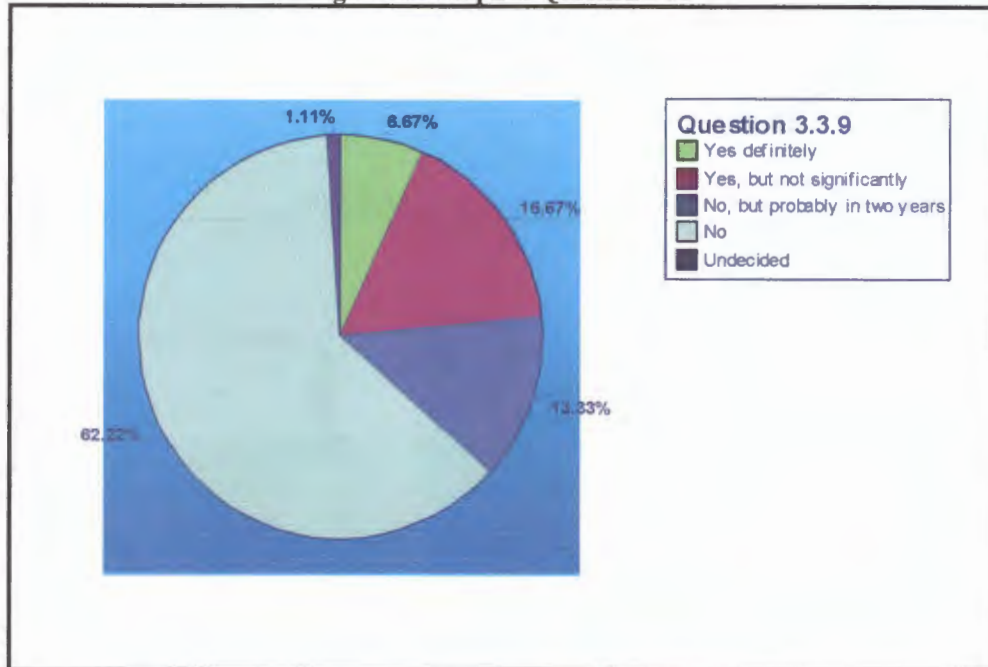
5.3.57 Results of Question 3.3.9 – Do you consider that many people have experience in starting a new business enterprise?

Table 32: Frequency of Question 3.3.9

Question 3.3.9		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Yes definitely	6	6.7	6.7	6.7
	Yes, but not significantly	15	16.7	16.7	23.3
	No, but probably in two years	12	13.3	13.3	36.7
	No	56	62.2	62.2	98.9
	Undecided	1	1.1	1.1	100.0
	Total	90	100.0	100.0	

From Table 32, it can be seen that 6 definitely agree, 15 agree but feel it is not significant, 12 indicated probably in two years time, whilst 56 indicated a clear 'No' and 1 was undecided.

Figure 40: Graph of Question 3.3.9



From Figure 40, it can be seen that 7 percent definitely agree, 17 percent agree but feel it is not significant, 13 percent indicated probably in two years time, whilst 62 percent indicated a clear 'No' and 1 percent was undecided.

5.3.58 Analysis and interpretation of Question 3.3.9

From the analysis of the data gathered, it is evident from the majority response that the respondents do not consider that many people have experience in starting a new business enterprise.

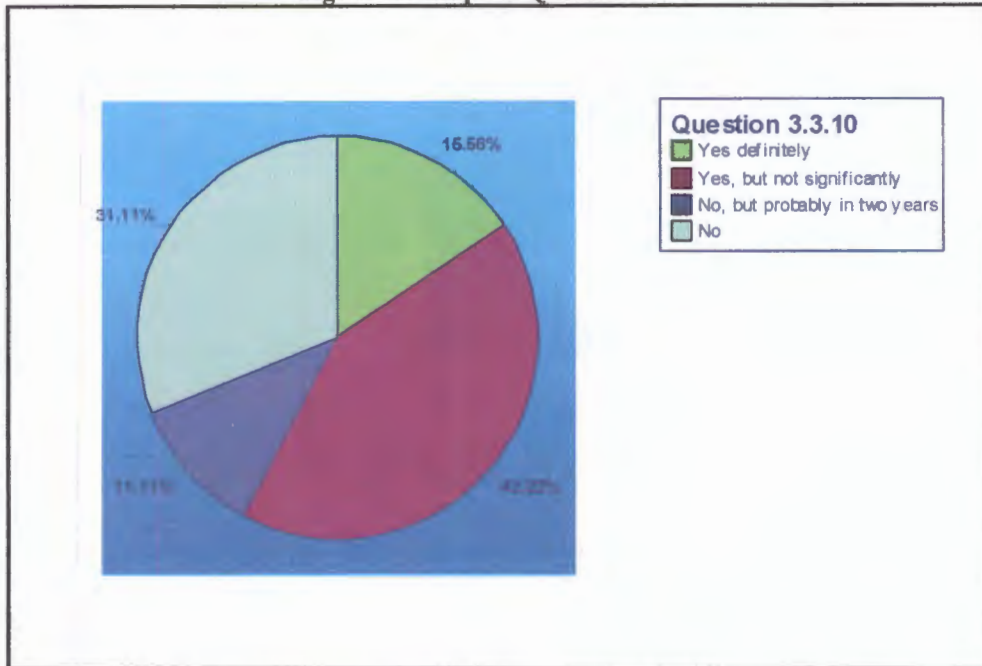
5.3.59 Results of Question 3.3.10 – Do you consider that many people react quickly to good opportunities for a new business enterprise?

Table 33: Frequency of Question 3.3.10

	Question 3.3.10	Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Yes definitely	14	15.6	15.6	15.6
	Yes, but not significantly	38	42.2	42.2	57.8
	No, but probably in two years	10	11.1	11.1	68.9
	No	28	31.1	31.1	100.0
	Total	90	100.0	100.0	

From Table 33, it can be seen that 14 definitely agree, 38 agree but feel it is not significant, 10 indicated probably in two years time, whilst 28 indicated a clear 'No'.

Figure 41: Graph of Question 3.3.10



From Figure 41, it can be seen that 16 percent definitely agree, 42 percent agree but feel it is not significant, 11 percent indicated probably in two years time, whilst 31 percent indicated a clear 'No'.

5.3.60 Analysis and interpretation of Question 3.3.10

From the analysis of the data gathered, it is evident from the majority response that similar numbers of respondents agree but feel it is not significant, and outright do not consider that many people react quickly to good opportunities for a new business enterprise.

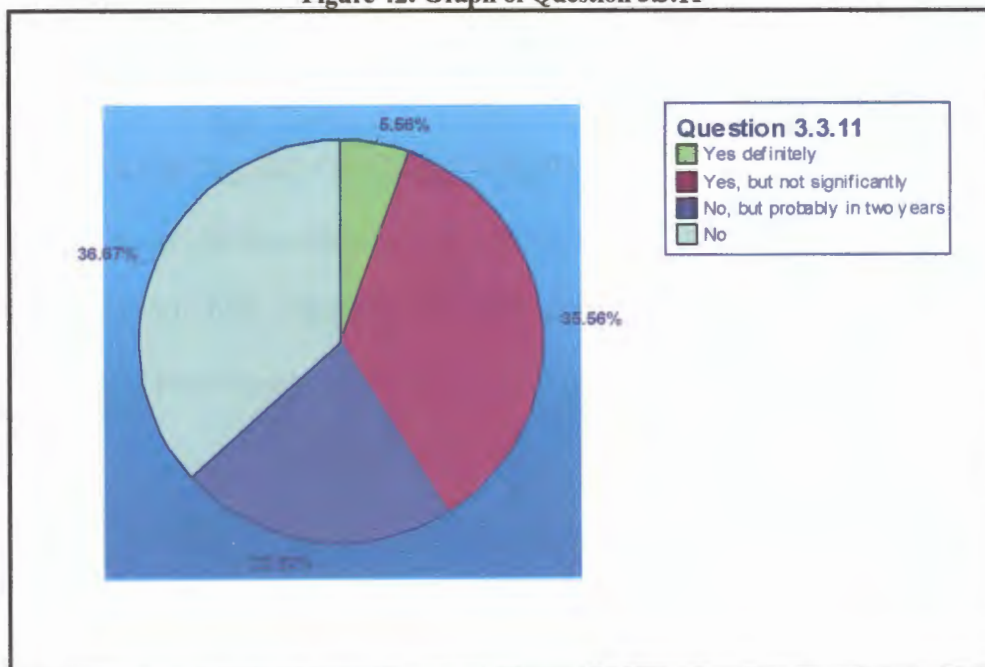
5.3.61 Results of Question 3.3.11 – Do you consider that many people have the ability to organise the resources required for a new business enterprise?

Table 34: Frequency of Question 3.3.11

	Question 3.3.11	Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Yes definitely	5	5.6	5.6	5.6
	Yes, but not significantly	32	35.6	35.6	41.1
	No, but probably in two years	20	22.2	22.2	63.3
	No	33	36.7	36.7	100.0
	Total	90	100.0	100.0	

From Table 34, it can be seen that 5 definitely agree, 32 agree but feel it is not significant, 20 indicated probably in two years time, whilst 33 indicated a clear 'No'.

Figure 42: Graph of Question 3.3.11



From Figure 42, it can be seen that 6 percent definitely agree, 36 percent agree but feel it is not significant, 22 percent indicated probably in two years time, whilst 37 percent indicated a clear 'No'.

5.3.62 Analysis and interpretation of Question 3.3.11

From the analysis of the data gathered, it is evident from the majority response that they strongly do not consider that many people have the ability to organise the resources required for a new business enterprise.

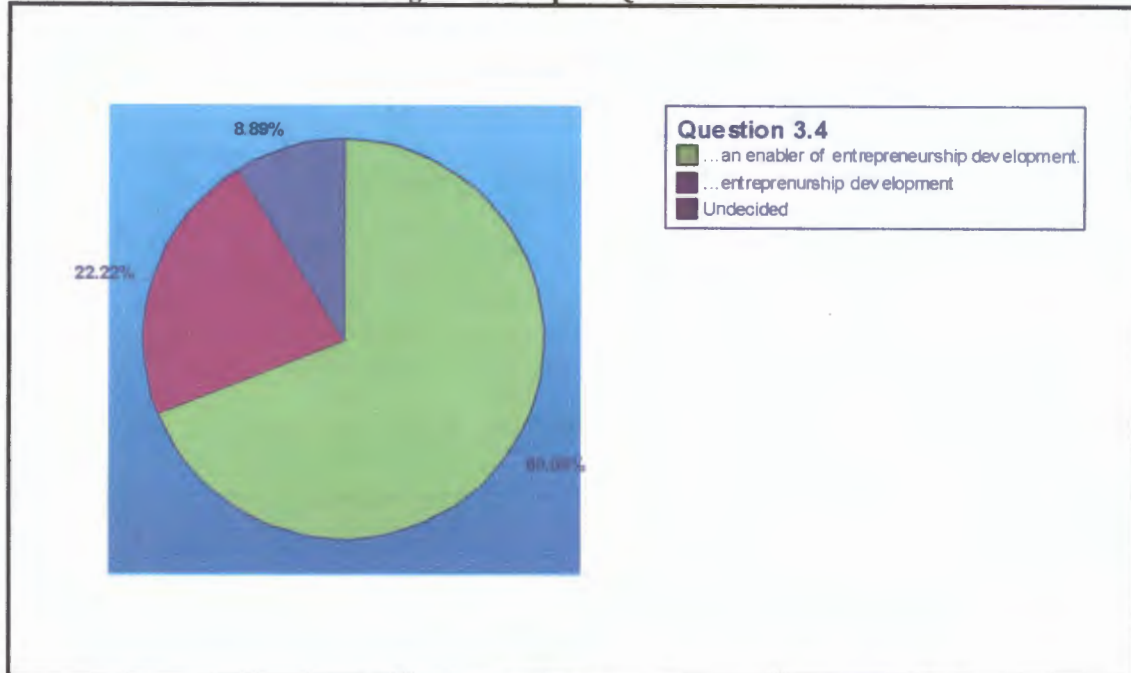
5.3.63 Results of Question 3.4 – You regard aspects of location, unequal education levels, skills development and the management thereof as..?

Table 35: Frequency of Question 3.4

Question 3.4		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	...an enabler of entrepreneurship development.	62	68.9	68.9	68.9
	...entrepreneurship development	20	22.2	22.2	91.1
	Undecided	8	8.9	8.9	100.0
	Total	90	100.0	100.0	

From Table 35, it can be seen that 62 respondents regard aspects of location, unequal education levels, skills development and the management thereof as an enabler of entrepreneurship development. Twenty respondents regard aspects of location, unequal education levels, skills development and the management thereof as entrepreneurship development and 8 respondents were undecided.

Figure 43: Graph of Question 3.4



From Figure 43, it can be seen that 69 percent of respondents regard the aspects of location, unequal education levels, skills development and the management thereof as an enabler of entrepreneurship development. Twenty-two percent of respondents regard aspects of location; unequal education levels, skills development and the management thereof as entrepreneurship development and 9 percent of respondents were undecided.

5.3.64 Analysis and interpretation of Question 3.4

From the analysis of the data gathered, it is evident from the majority response that a large contingent regards aspects of location, unequal education levels, skills development and the management thereof to be an enabler of entrepreneurship development.

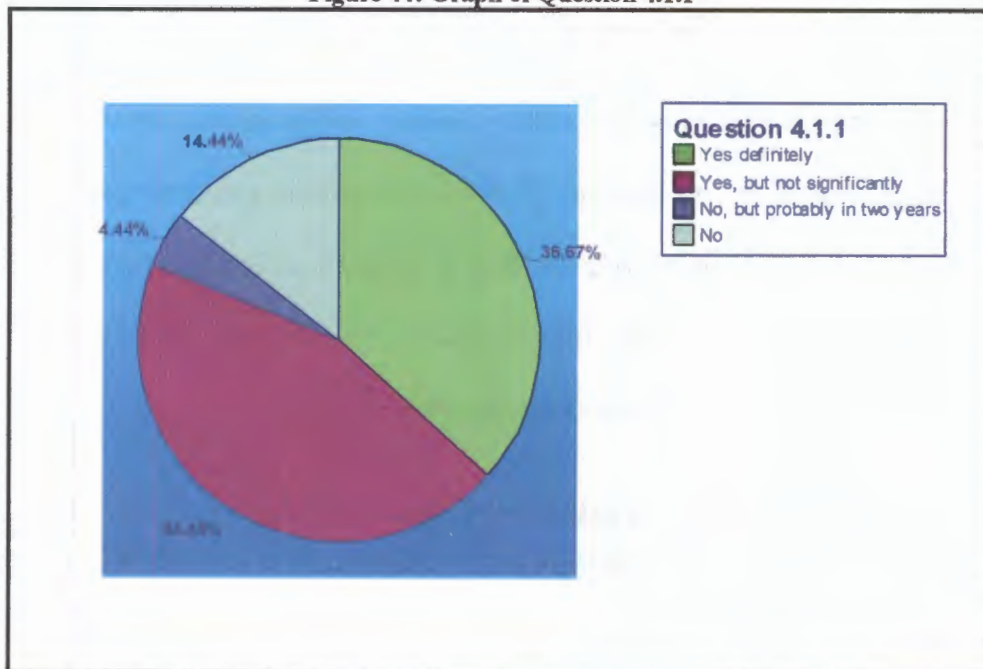
5.3.65 Results of Question 4.1.1 – Do you consider working for a salary, wage or commission as an improvement of one’s living standard?

Table 36: Frequency of Question 4.1.1

Question 4.1.1		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Yes definitely	33	36.7	36.7	36.7
	Yes, but not significantly	40	44.4	44.4	81.1
	No, but probably in two years	4	4.4	4.4	85.6
	No	13	14.4	14.4	100.0
	Total	90	100.0	100.0	

From Table 36, it can be seen that 33 definitely agree, 40 agree but feel it is not significant, 4 indicated probably in two years time, whilst 13 indicated a clear ‘No’.

Figure 44: Graph of Question 4.1.1



From Figure 44, it can be seen that 37 percent definitely agree, 44 percent agree but feel it is not significant, 4 percent indicated probably in two years time, whilst 14 percent indicated a clear ‘No’.

5.3.66 Analysis and interpretation of Question 4.1.1

From the analysis of the data gathered, it is evident from the majority response that they definitely consider, but feel it is not significant, that working for a salary, wage or commission is an improvement of one's living standard.

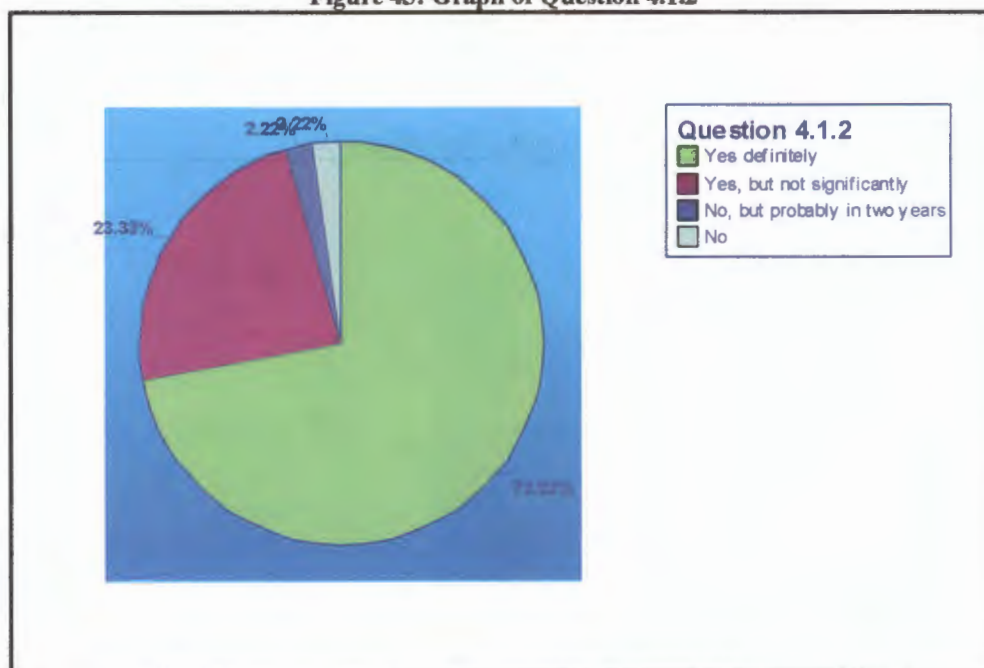
5.3.67 Results of Question 4.1.2 – Do you consider running your own business enterprise as an improvement of one's living standard?

Table 37: Frequency of Question 4.1.2

	Question 4.1.2	Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Yes definitely	65	72.2	72.2	72.2
	Yes, but not significantly	21	23.3	23.3	95.6
	No, but probably in two years	2	2.2	2.2	97.8
	No	2	2.2	2.2	100.0
	Total	90	100.0	100.0	

From Table 37, it can be seen that 65 definitely agree, 21 agree but feel it is not significant, 2 indicated probably in two years time, whilst 2 indicated a clear 'No'.

Figure 45: Graph of Question 4.1.2



From Figure 45, it can be seen that 72 percent definitely agree, 23 percent agree but feel it is not significant, 2 percent indicated probably in two years time, whilst 2 percent indicated a clear 'No'.

5.3.68 Analysis and interpretation of Question 4.1.2

From the analysis of the data gathered, it is evident from the majority response that they definitely consider running their own business enterprise as an improvement of their living standard.

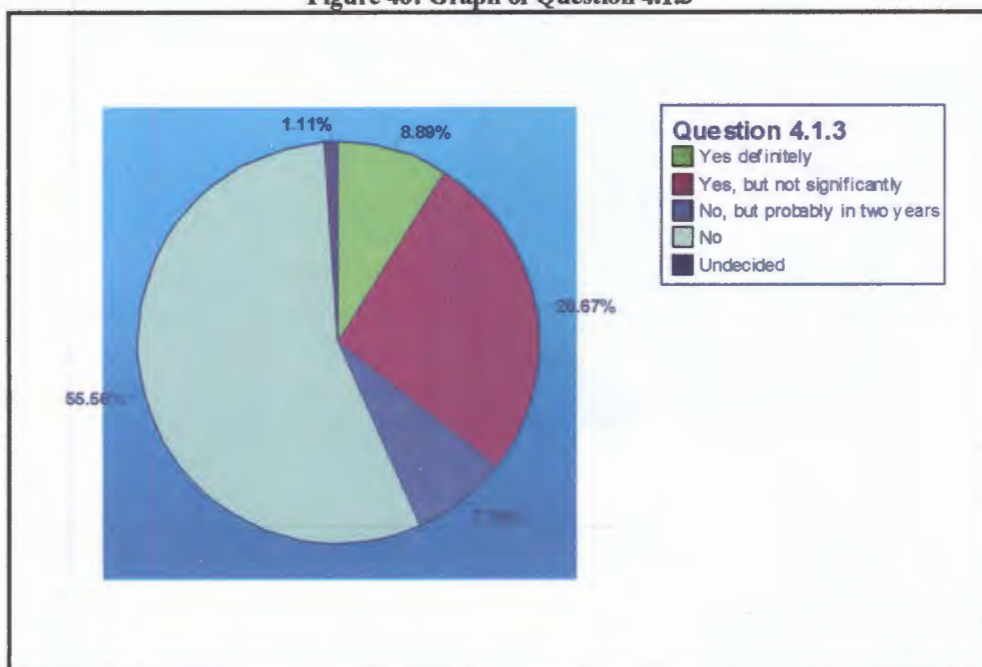
5.3.69 Results of Question 4.1.3 – Do you consider working as a domestic worker or in kind as an improvement of one's living standard?

Table 38: Frequency of Question 4.1.3

	Question 4.1.3	Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Yes definitely	8	8.9	8.9	8.9
	Yes, but not significantly	24	26.7	26.7	35.6
	No, but probably in two years	7	7.8	7.8	43.3
	No	50	55.6	55.6	98.9
	Undecided	1	1.1	1.1	100.0
	Total	90	100.0	100.0	

From Table 38, it can be seen that 8 definitely agree, 24 agree but feel it is not significant, 7 indicated probably in two years time, whilst 50 indicated a clear 'No' and 1 was undecided.

Figure 46: Graph of Question 4.1.3



From Figure 46, it can be seen that 9 percent definitely agree, 27 percent agree but feel it is not significant, 8 percent indicated probably in two years time, whilst 56 percent indicated a clear 'No' and 1 percent was undecided.

5.3.70 Analysis and interpretation of Question 4.1.3

From the analysis of the data gathered, it is evident from the majority response that they do not consider working as a domestic worker or in kind as an improvement of one's living standard.

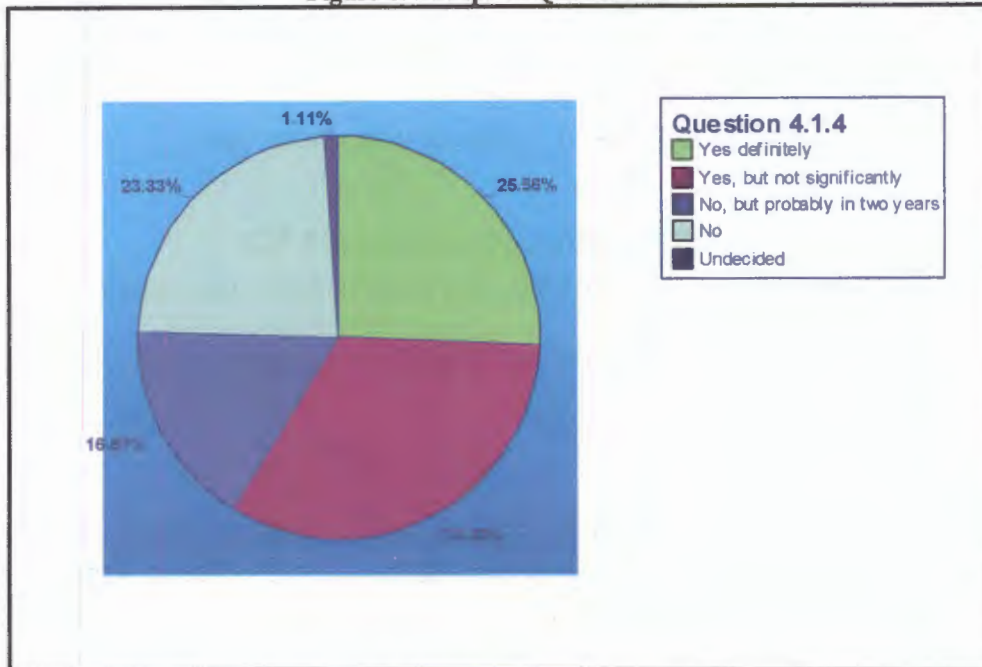
5.3.71 Results of Question 4.1.4 – Do you consider working in your own family plot or farm as an improvement of one's living standard?

Table 39: Frequency of Question 4.1.4

	Question 4.1.4	Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Yes definitely	23	25.6	25.6	25.6
	Yes, but not significantly	30	33.3	33.3	58.9
	No, but probably in two years	15	16.7	16.7	75.6
	No	21	23.3	23.3	98.9
	Undecided	1	1.1	1.1	100.0
	Total	90	100.0	100.0	

From Table 39, it can be seen that 23 definitely agree, 30 agree but feel it is not significant, 15 indicated probably in two years time, whilst 21 indicated a clear 'No' and 1 was undecided.

Figure 47: Graph of Question 4.1.4



From Figure 47, it can be seen that 26 percent definitely agree, 33 percent agree but feel it is not significant, 17 percent indicated probably in two years time, whilst 23 percent indicated a clear 'No' and 1 percent was undecided.

5.3.72 Analysis and interpretation of Question 4.1.4

From the analysis of the data gathered, it is evident from the majority response that they equivalently do not and do consider working in their own family plot or farm as an improvement of one's living standard.

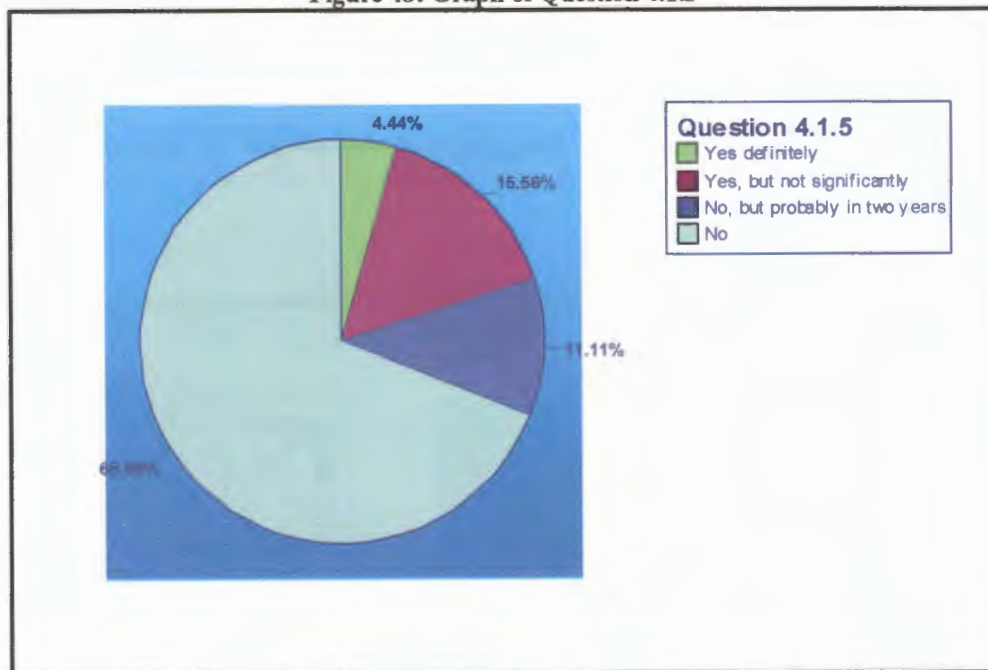
5.3.73 Results of Question 4.1.5 – Do you consider working as an unpaid help in a family business enterprise as an improvement of one's living standard?

Table 40: Frequency of Question 4.1.5

	Question 4.1.5	Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Yes definitely	4	4.4	4.4	4.4
	Yes, but not significantly	14	15.6	15.6	20.0
	No, but probably in two years	10	11.1	11.1	31.1
	No	62	68.9	68.9	100.0
	Total	90	100.0	100.0	

From Table 40, it can be seen that 4 definitely agree, 14 agree but feel it is not significant, 10 indicated probably in two years time, whilst 62 indicated a clear 'No'.

Figure 48: Graph of Question 4.1.5



From Figure 48, it can be seen that 4 percent definitely agree, 16 percent agree but feel it is not significant, 11 percent indicated probably in two years time, whilst 69 percent indicated a clear 'No'.

5.3.74 Analysis and interpretation of Question 4.1.5

From the analysis of the data gathered, it is evident from the majority response that they do not consider working as an unpaid helper in a family business enterprise as an improvement of one's living standard.

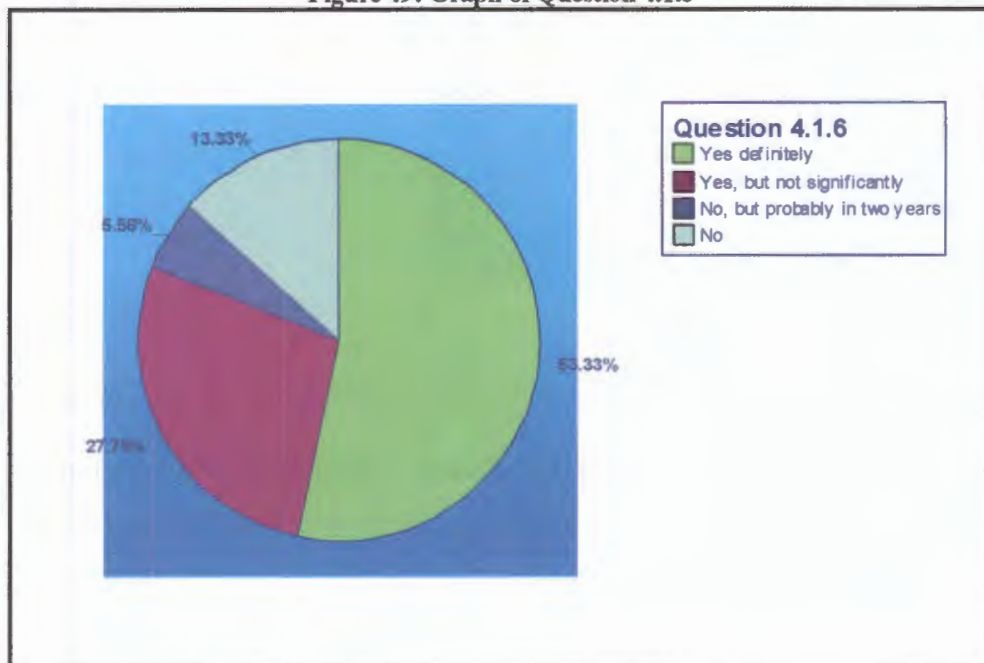
5.3.75 Results of Question 4.1.6 – Do you consider construction on own, family home, farm or business enterprise as an improvement of one's living standard?

Table 41: Frequency of Question 4.1.6

	Question 4.1.6	Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Yes definitely	48	53.3	53.3	53.3
	Yes, but not significantly	25	27.8	27.8	81.1
	No, but probably in two years	5	5.6	5.6	86.7
	No	12	13.3	13.3	100.0
	Total	90	100.0	100.0	

From Table 41, it can be seen that 48 definitely agree, 25 agree but feel it is not significant, 5 indicated probably in two years time, whilst 12 indicated a clear 'No'.

Figure 49: Graph of Question 4.1.6



From Figure 49, it can be seen that 53 percent definitely agree, 28 percent agree but feel it is not significant, 6 percent indicated probably in two years time, whilst 13 percent indicated a clear 'No'.

5.3.76 Analysis and interpretation of Question 4.1.6

From the analysis of the data gathered, it is evident from the majority response that they do consider construction on own, family home, farm or business enterprise as an improvement of one's living standard.

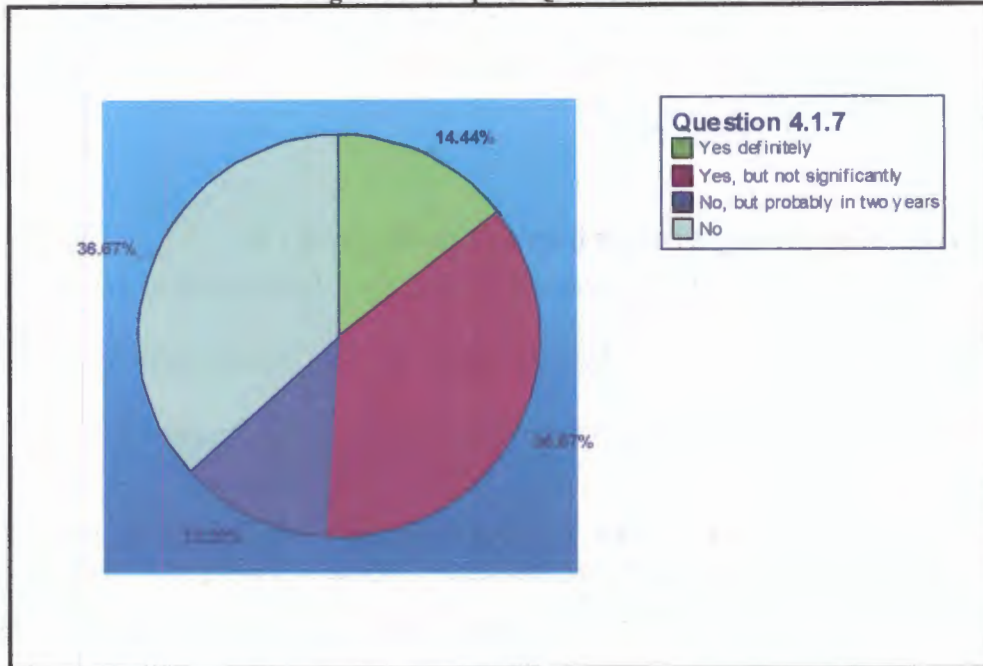
5.3.77 Results of Question 4.1.7 – Do you consider catching food for sale or subsistence as an improvement of one's living standard?

Table 42: Frequency of Question 4.1.7

Question 4.1.7		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Yes definitely	13	14.4	14.4	14.4
	Yes, but not significantly	33	36.7	36.7	51.1
	No, but probably in two years	11	12.2	12.2	63.3
	No	33	36.7	36.7	100.0
	Total	90	100.0	100.0	

From Table 42, it can be seen that 13 definitely agree, 33 agree but feel it is not significant, 11 indicated probably in two years time, whilst 33 indicated a clear 'No'.

Figure 50: Graph of Question 4.1.7



From Figure 50, it can be seen that 14 percent definitely agree, 37 percent agree but feel it is not significant, 12 percent indicated probably in two years time, whilst 37 percent indicated a clear 'No'.

5.3.78 Analysis and interpretation of Question 4.1.7

From the analysis of the data gathered, it is evident from the majority response that they are almost equally split on their opinion of catching food for sale or subsistence as an improvement of one's living standard.

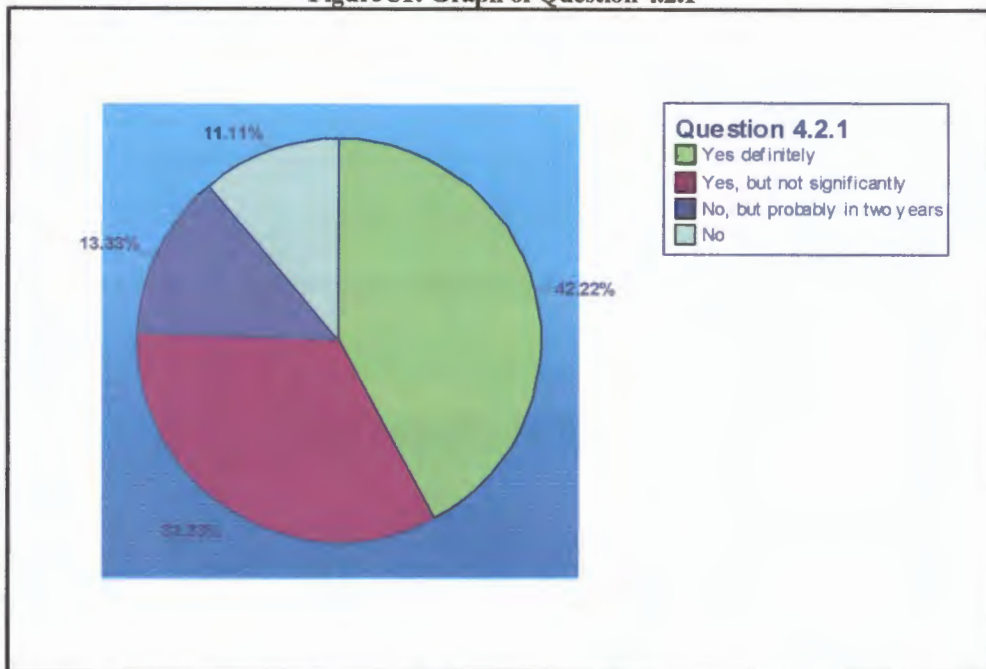
5.3.79 Results of Question 4.2.1 – Do you consider that enterprises contribute economically in terms of local innovation based on the number of start-up enterprises?

Table 43: Frequency of Question 4.2.1

Question 4.2.1		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Yes definitely	38	42.2	42.2	42.2
	Yes, but not significantly	30	33.3	33.3	75.6
	No, but probably in two years	12	13.3	13.3	88.9
	No	10	11.1	11.1	100.0
	Total	90	100.0	100.0	

From Table 43, it can be seen that 38 definitely agree, 30 agree but feel it is not significant, 12 indicated probably in two years time, whilst 10 indicated a clear 'No'.

Figure 51: Graph of Question 4.2.1



From Figure 51, it can be seen that 42 percent definitely agree, 33 percent agree but feel it is not significant, 13 percent indicated probably in two years time, whilst 11 percent indicated a clear 'No'.

5.3.80 Analysis and interpretation of Question 4.2.1

From the analysis of the data gathered, it is evident from the majority response that a large proportion considers that enterprises contribute economically in terms of local innovation based on the number of start-up enterprises.

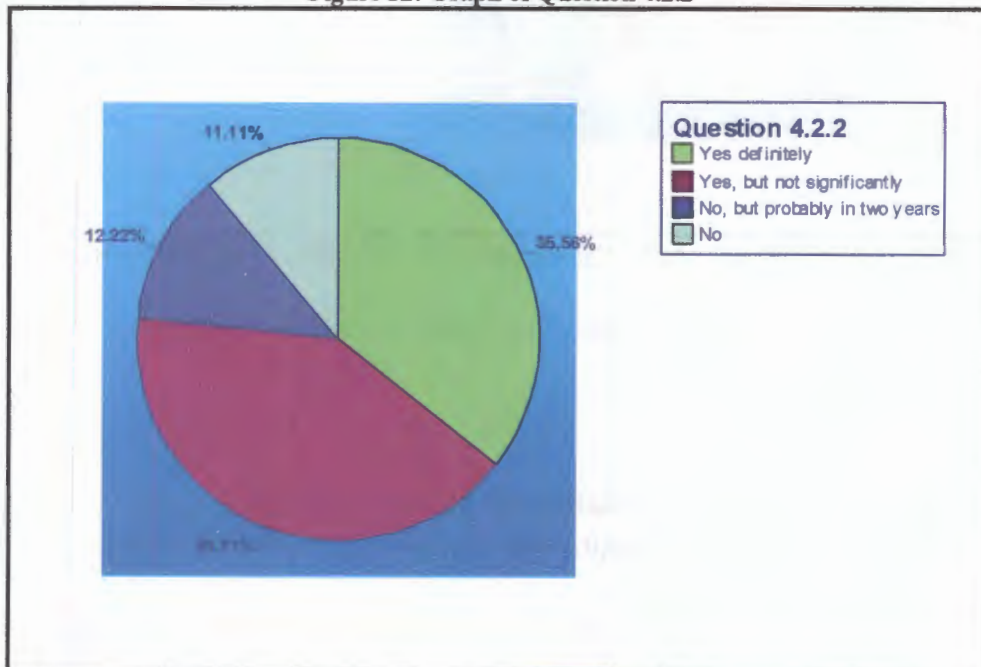
5.3.81 Results of Question 4.2.2 – Do you consider that enterprises contribute economically in terms of local innovation based on the number of owner operated start-up enterprises?

Table 44: Frequency of Question 4.2.2

Question 4.2.2		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Yes definitely	32	35.6	35.6	35.6
	Yes, but not significantly	37	41.1	41.1	76.7
	No, but probably in two years	11	12.2	12.2	88.9
	No	10	11.1	11.1	100.0
	Total	90	100.0	100.0	

From Table 44, it can be seen that 32 definitely agree, 37 agree but feel it is not significant, 11 indicated probably in two years time, whilst 10 indicated a clear 'No'.

Figure 52: Graph of Question 4.2.2



From Figure 52, it can be seen that 36 percent definitely agree, 41 percent agree but feel it is not significant, 12 percent indicated probably in two years time, whilst 11 percent indicated a clear 'No'.

5.3.82 Analysis and interpretation of Question 4.2.2

From the analysis of the data gathered, it is evident from the majority response that a large number do consider that enterprises contribute economically in terms of local innovation based on the number of owner operated start-up enterprises.

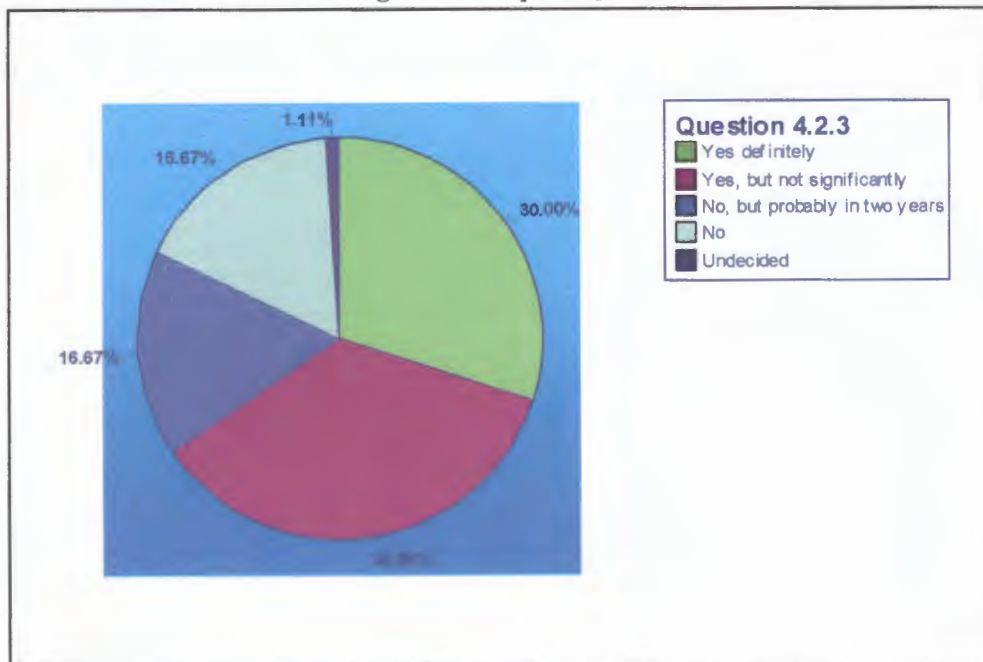
5.3.83 Results of Question 4.2.3 – Do you consider that enterprises contribute economically in terms of local innovation based on the number of employees excluding owner managed start-up enterprises?

Table 45: Frequency of Question 4.2.3

Question 4.2.3		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Yes definitely	27	30.0	30.0	30.0
	Yes, but not significantly	32	35.6	35.6	65.6
	No, but probably in two years	15	16.7	16.7	82.2
	No	15	16.7	16.7	98.9
	Undecided	1	1.1	1.1	100.0
	Total	90	100.0	100.0	

From Table 45, it can be seen that 27 definitely agree, 32 agree but feel it is not significant, 15 indicated probably in two years time, whilst 15 indicated a clear 'No' and 1 was undecided.

Figure 53: Graph of Question 4.2.3



From Figure 53, it can be seen that 30 percent definitely agree, 36 percent agree but feel it is not significant, 17 percent indicated probably in two years time, whilst 17 percent indicated a clear 'No' and 1 percent was undecided.

5.3.84 Analysis and interpretation of Question 4.2.3

From the analysis of the data gathered, it is evident from the majority response that they generally consider that enterprises contribute economically in terms of local innovation based on the number of employees excluding owner managed start-up enterprises.

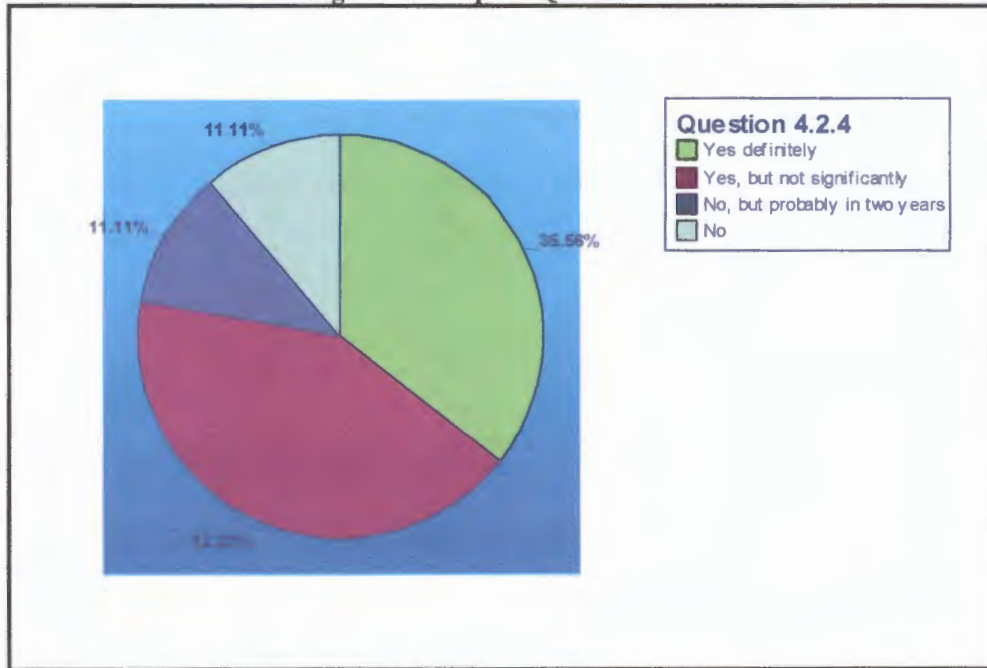
5.3.85 Results of Question 4.2.4 – Do you consider that enterprises contribute economically in terms of local innovation based on the number of employees including owner managed start-up enterprises?

Table 46: Frequency of Question 4.2.4

Question 4.2.4		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Yes definitely	32	35.6	35.6	35.6
	Yes, but not significantly	38	42.2	42.2	77.8
	No, but probably in two years	10	11.1	11.1	88.9
	No	10	11.1	11.1	100.0
	Total	90	100.0	100.0	

From Table 46, it can be seen that 32 definitely agree, 38 agree but feel it is not significant, 10 indicated probably in two years time, whilst 10 indicated a clear 'No'.

Figure 54: Graph of Question 4.2.4



From Figure 54, it can be seen that 36 percent definitely agree, 42 percent agree but feel it is not significant, 11 percent indicated probably in two years time, whilst 11 percent indicated a clear 'No'.

5.3.86 Analysis and interpretation of Question 4.2.4

From the analysis of the data gathered, it is evident from the majority response that they consider that enterprises contribute economically in terms of local innovation based on the number of employees including owner managed start-up enterprises.

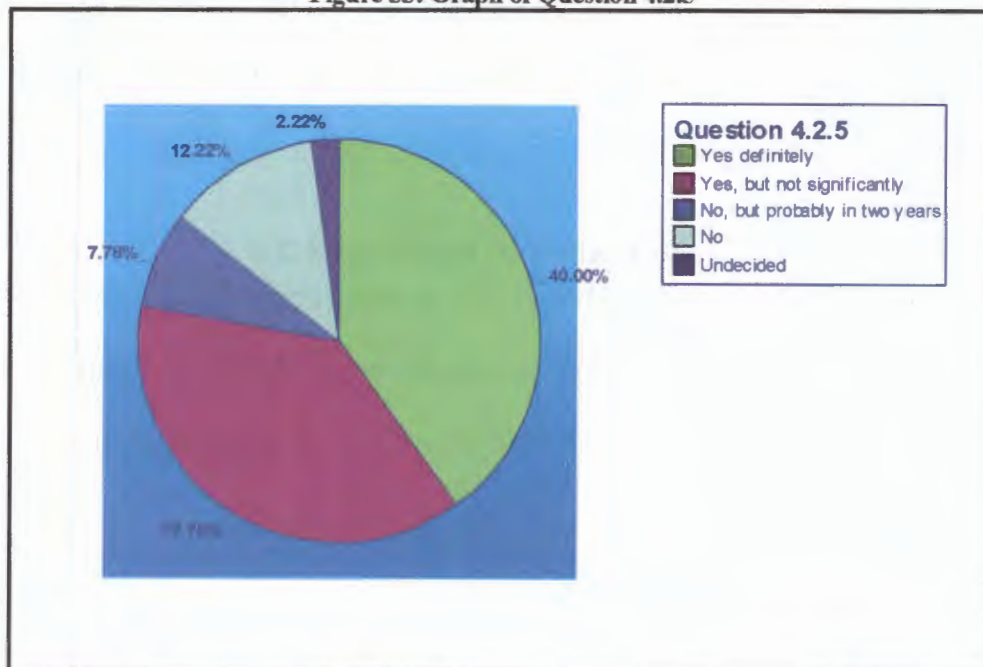
5.3.87 Results of Question 4.2.5 – Do you consider that enterprises contribute economically in terms of local innovation based on the number of new firms?

Table 47: Frequency of Question 4.2.5

	Question 4.2.5	Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Yes definitely	36	40.0	40.0	40.0
	Yes, but not significantly	34	37.8	37.8	77.8
	No, but probably in two years	7	7.8	7.8	85.6
	No	11	12.2	12.2	97.8
	Undecided	2	2.2	2.2	100.0
	Total	90	100.0	100.0	

From Table 47, it can be seen that 36 definitely agree, 34 agree but feel it is not significant, 7 indicated probably in two years time, whilst 11 indicated a clear 'No' and 2 were undecided.

Figure 55: Graph of Question 4.2.5



From Figure 55, it can be seen that 40 percent definitely agree, 38 percent agree but feel it is not significant, 8 percent indicated probably in two years time, whilst 12 percent indicated a clear 'No' and 2 percent were undecided.

5.3.88 Analysis and interpretation of Question 4.2.5

From the analysis of the data gathered, it is evident from the majority response that they consider that enterprises contribute economically in terms of local innovation based on the number of new firms.

5.3.89 Results of Question 4.2.6 – Do you consider that enterprises contribute economically in terms of local innovation based on the number of owner operated new firms?

Table 48: Frequency of Question 4.2.6

Question 4.2.6		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Yes definitely	26	28.9	28.9	28.9
	Yes, but not significantly	36	40.0	40.0	68.9
	No, but probably in two years	13	14.4	14.4	83.3
	No	13	14.4	14.4	97.8
	Undecided	2	2.2	2.2	100.0
	Total	90	100.0	100.0	

From Table 48, it can be seen that 26 definitely agree, 36 agree but feel it is not significant, 13 indicated probably in two years time, whilst 13 indicated a clear 'No' and 2 were undecided.

Figure 56: Graph of Question 4.2.6



From Figure 56, it can be seen that 29 percent definitely agree, 40 percent agree but feel it is not significant, 14 percent indicated probably in two years time, whilst 14 percent indicated a clear 'No' and 2 percent were undecided.

5.3.90 Analysis and interpretation of Question 4.2.6

From the analysis of the data gathered, it is evident from the majority response that a large proportion do consider that enterprises contribute economically in terms of local innovation based on the number of owner operated new firms.

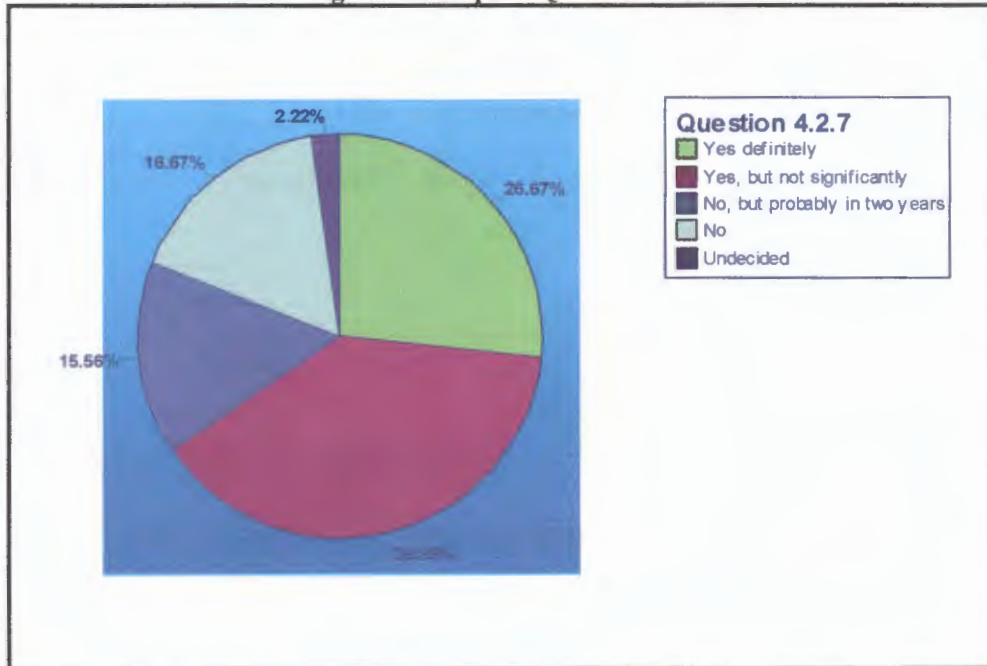
5.3.91 Results of Question 4.2.7 – Do you consider that enterprises contribute economically in terms of local innovation based on the number of employees excluding owner managed new firms?

Table 49: Frequency of Question 4.2.7

Question 4.2.7		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Yes definitely	24	26.7	26.7	26.7
	Yes, but not significantly	35	38.9	38.9	65.6
	No, but probably in two years	14	15.6	15.6	81.1
	No	15	16.7	16.7	97.8
	Undecided	2	2.2	2.2	100.0
	Total	90	100.0	100.0	

From Table 49, it can be seen that 24 definitely agree, 35 agree but feel it is not significant, 14 indicated probably in two years time, whilst 15 indicated a clear 'No' and 2 were undecided.

Figure 57: Graph of Question 4.2.7



From Figure 57, it can be seen that 27 percent definitely agree, 39 percent agree but feel it is not significant, 16 percent indicated probably in two years time, whilst 17 percent indicated a clear 'No' and 2 percent were undecided.

5.3.92 Analysis and interpretation of Question 4.2.7

From the analysis of the data gathered, it is evident from the majority response that a large number consider that enterprises contribute economically in terms of local innovation based on the number of employees excluding owner managed new firms.

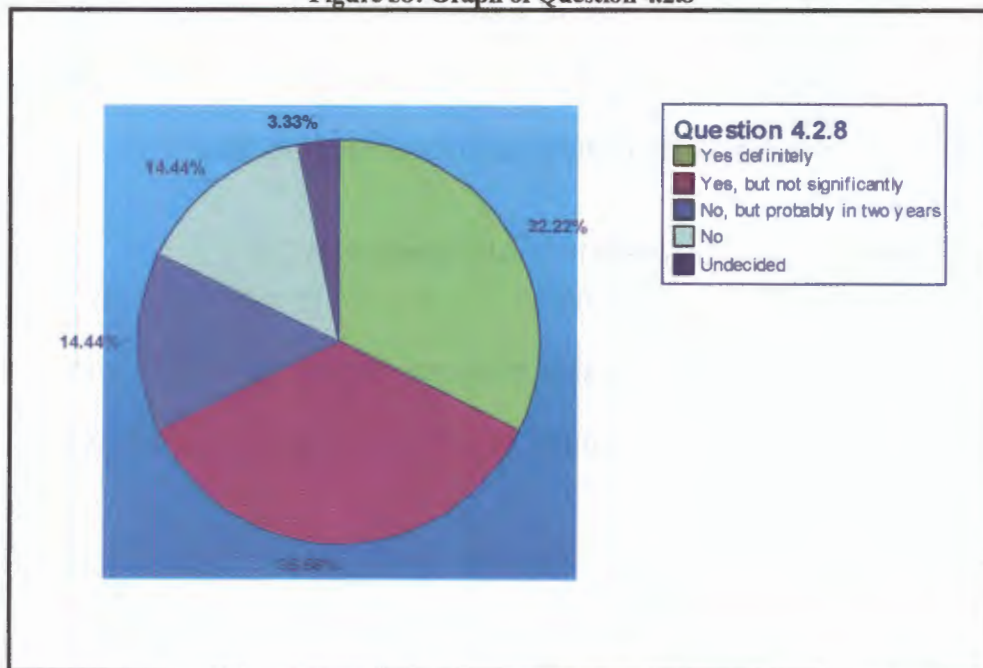
5.3.93 Results of Question 4.2.8 – Do you consider that enterprises contribute economically in terms of local innovation based on the number of employees including owner managed new firms?

Table 50: Frequency of Question 4.2.8

Question 4.2.8		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Yes definitely	29	32.2	32.2	32.2
	Yes, but not significantly	32	35.6	35.6	67.8
	No, but probably in two years	13	14.4	14.4	82.2
	No	13	14.4	14.4	96.7
	Undecided	3	3.3	3.3	100.0
	Total	90	100.0	100.0	

From Table 50, it can be seen that 29 definitely agree, 32 agree but feel it is not significant, 13 indicated probably in two years time, whilst 13 indicated a clear 'No' and 3 were undecided.

Figure 58: Graph of Question 4.2.8



From Figure 58, it can be seen that 32 percent definitely agree, 36 percent agree but feel it is not significant, 14 percent indicated probably in two years time, whilst 14 percent indicated a clear 'No' and 3 percent were undecided.

5.3.94 Analysis and interpretation of Question 4.2.8

From the analysis of the data gathered, it is evident from the majority response that a large number do consider that enterprises contribute economically in terms of local innovation based on the number of employees including owner managed new firms.

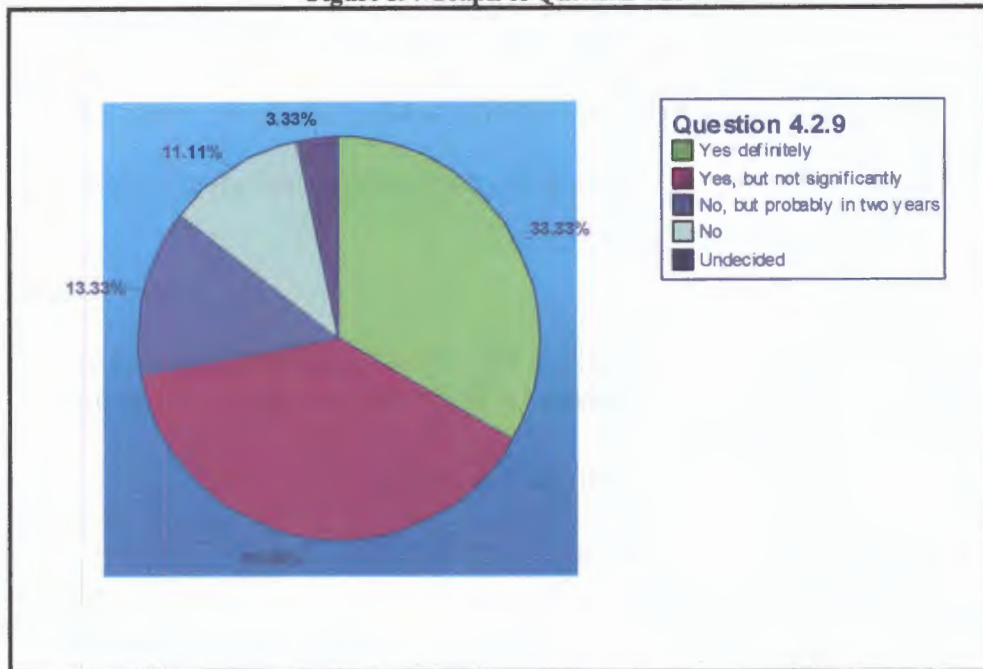
5.3.95 Results of Question 4.2.9 – Do you consider that enterprises contribute economically in terms of local innovation based on the number of established firms?

Table 51: Frequency of Question 4.2.9

Question 4.2.9		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Yes definitely	30	33.3	33.3	33.3
	Yes, but not significantly	35	38.9	38.9	72.2
	No, but probably in two years	12	13.3	13.3	85.6
	No	10	11.1	11.1	96.7
	Undecided	3	3.3	3.3	100.0
	Total	90	100.0	100.0	

From Table 51, it can be seen that 30 definitely agree, 35 agree but feel it is not significant, 12 indicated probably in two years time, whilst 10 indicated a clear 'No' and 3 were undecided.

Figure 59: Graph of Question 4.2.9



From Figure 59, it can be seen that 33 percent definitely agree, 39 percent agree but feel it is not significant, 13 percent indicated probably in two years time, whilst 11 percent indicated a clear 'No' and 3 percent were undecided.

5.3.96 Analysis and interpretation of Question 4.2.9

From the analysis of the data gathered, it is evident from the majority response that they consider that enterprises contribute economically in terms of local innovation based on the number of established firms.

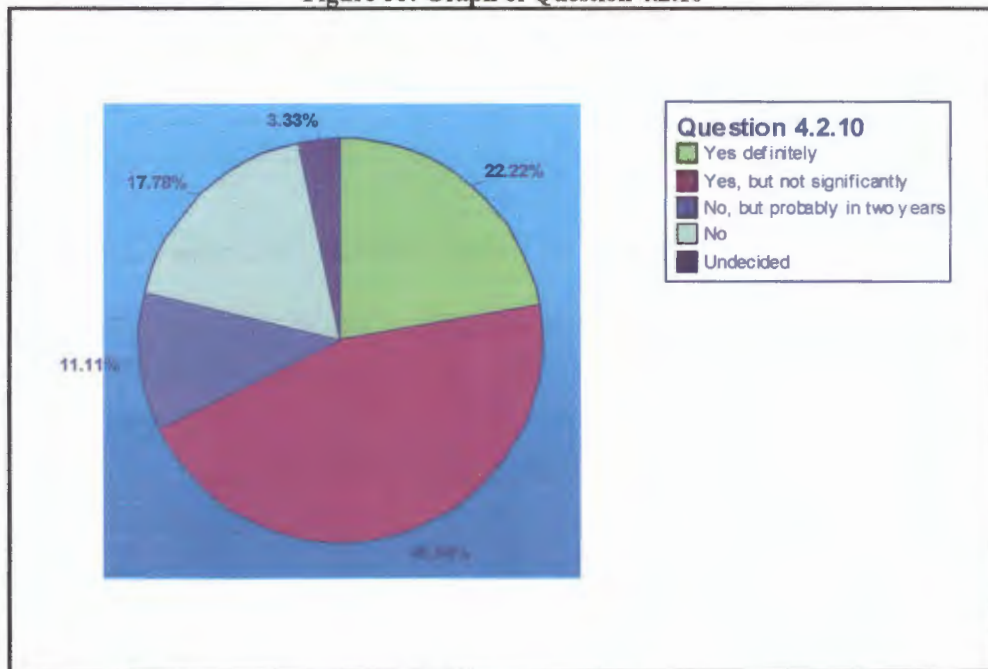
5.3.97 Results of Question 4.2.10 – Do you consider that enterprises contribute economically in terms of local innovation based on the number of owner operated established firms?

Table 52: Frequency of Question 4.2.10

Question 4.2.10		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Yes definitely	20	22.2	22.2	22.2
	Yes, but not significantly	41	45.6	45.6	67.8
	No, but probably in two years	10	11.1	11.1	78.9
	No	16	17.8	17.8	96.7
	Undecided	3	3.3	3.3	100.0
	Total	90	100.0	100.0	

From Table 52, it can be seen that 20 definitely agree, 41 agree but feel it is not significant, 10 indicated probably in two years time, whilst 16 indicated a clear 'No' and 3 were undecided.

Figure 60: Graph of Question 4.2.10



From Figure 60, it can be seen that 22 percent definitely agree, 45 percent agree but feel it is not significant, 11 percent indicated probably in two years time, whilst 17 percent indicated a clear 'No' and 3 percent were undecided.

5.3.98 Analysis and interpretation of Question 4.2.10

From the analysis of the data gathered, it is evident from the majority response that they definitely consider that enterprises contribute economically in terms of local innovation based on the number of established firms.

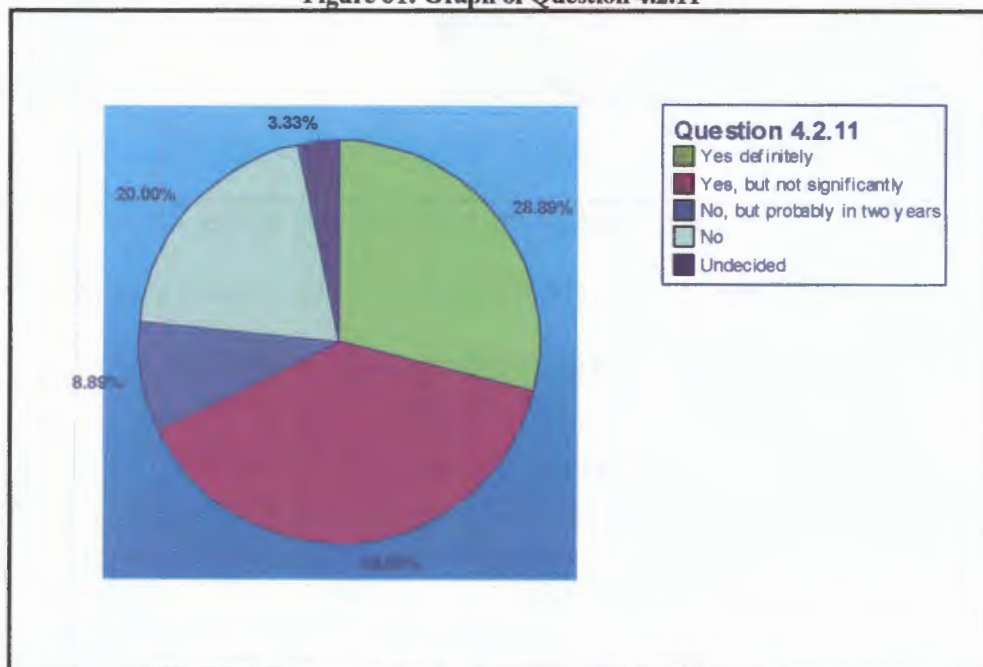
5.3.99 Results of Question 4.2.11 – Do you consider that enterprises contribute economically in terms of local innovation based on the number of employees excluding owner managed established firms?

Table 53: Frequency of Question 4.2.11

Question 4.2.11		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Yes definitely	26	28.9	28.9	28.9
	Yes, but not significantly	35	38.9	38.9	67.8
	No, but probably in two years	8	8.9	8.9	76.7
	No	18	20.0	20.0	96.7
	Undecided	3	3.3	3.3	100.0
	Total	90	100.0	100.0	

From Table 53, it can be seen that 26 definitely agree, 35 agree but feel it is not significant, 8 indicated probably in two years time, whilst 18 indicated a clear 'No' and 3 were undecided.

Figure 61: Graph of Question 4.2.11



From Figure 61, it can be seen that 29 percent definitely agree, 39 percent agree but feel it is not significant, 9 percent indicated probably in two years time, whilst 20 percent indicated a clear 'No' and 3 percent were undecided.

5.3.100 Analysis and interpretation of Question 4.2.11

From the analysis of the data gathered, it is evident from the majority response that they agree that enterprises contribute economically in terms of local innovation based on the number of employees excluding owner managed established firms.

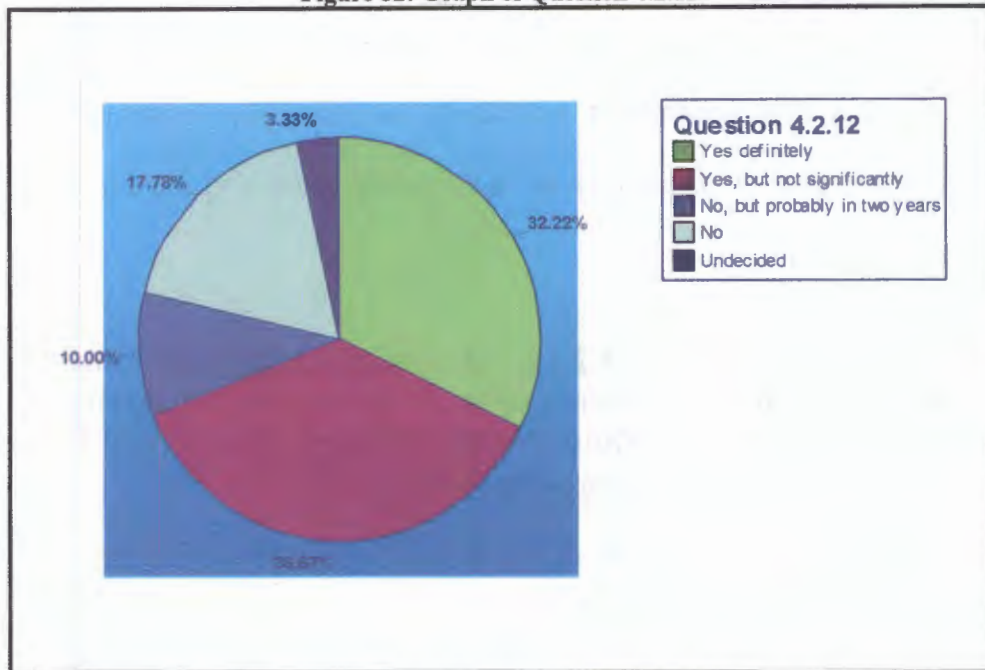
5.3.101 Results of Question 4.2.12 – Do you consider that enterprises contribute economically in terms of local innovation based on the number of employees including owner managed established firms?

Table 54: Frequency of Question 4.2.12

Question 4.2.12		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Yes definitely	29	32.2	32.2	32.2
	Yes, but not significantly	33	36.7	36.7	68.9
	No, but probably in two years	9	10.0	10.0	78.9
	No	16	17.8	17.8	96.7
	Undecided	3	3.3	3.3	100.0
	Total	90	100.0	100.0	

From Table 54, it can be seen that 29 definitely agree, 33 agree but feel it is not significant, 9 indicated probably in two years time, whilst 16 indicated a clear 'No' and 3 were undecided.

Figure 62: Graph of Question 4.2.12



From Figure 62, it can be seen that 32 percent definitely agree, 37 percent agree but feel it is not significant, 10 percent indicated probably in two years time, whilst 18 percent indicated a clear 'No' and 3 percent were undecided.

5.3.102 Analysis and interpretation of Question 4.2.12

From the analysis of the data gathered, it is evident from the majority response that they do consider that enterprises contribute economically in terms of local innovation based on the number of employees including owner managed established firms.

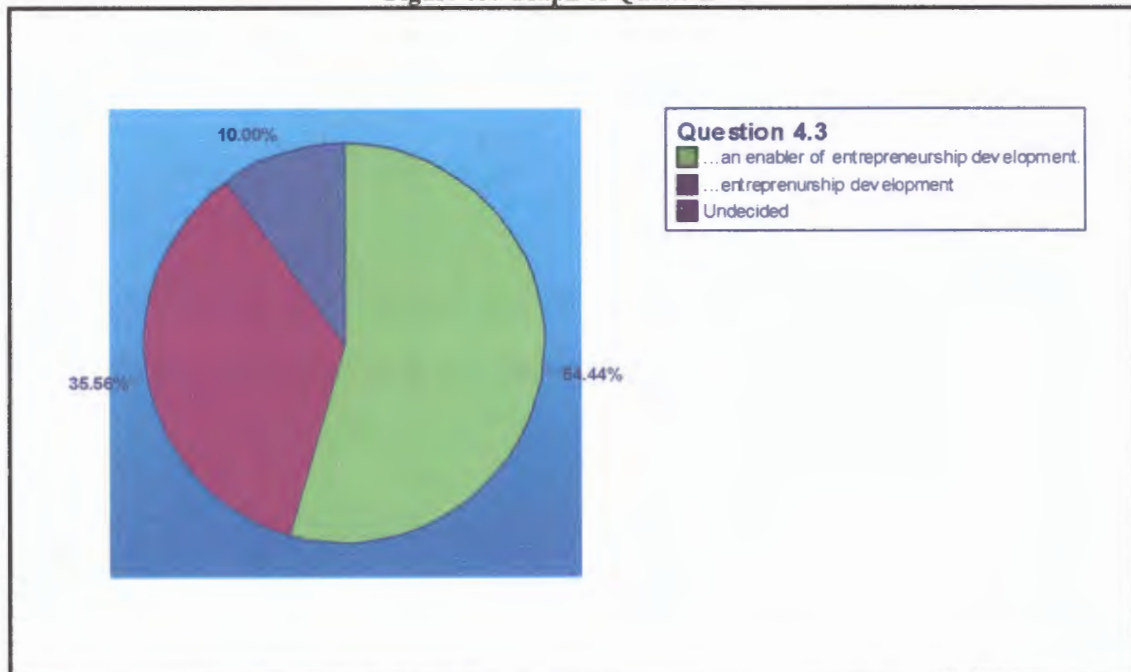
5.3.103 Results of Question 4.3 – You regard aspects of labour force activities, local innovation, enterprise economic contributions and the management thereof as?

Table 55: Frequency of Question 4.3

Question 4.3		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	...an enabler of entrepreneurship development.	49	54.4	54.4	54.4
	...entrepreneurship development	32	35.6	35.6	90.0
	Undecided	9	10.0	10.0	100.0
	Total	90	100.0	100.0	

From Table 55, it can be seen that 49 respondents regard aspects of labour force activities, local innovation, enterprise economic contributions and the management thereof as an enabler of entrepreneurship development. Thirty-two respondents regard aspects of labour force activities, local innovation, enterprise economic contributions and the management thereof as entrepreneurship development and 9 respondents were undecided.

Figure 63: Graph of Question 4.3



From Figure 63, it can be seen that 54 percent of respondents regard aspects of labour force activities, local innovation, enterprise economic contributions and the

management thereof as an enabler of entrepreneurship development. Thirty-six percent of respondents regard aspects of labour force activities, local innovation, enterprise economic contributions and the management thereof as entrepreneurship development and 10 percent of respondents were undecided.

5.3.104 Analysis and interpretation of Question 4.3

From the analysis of the data gathered, it is evident from the majority response that a large proportion regards aspects of labour force activities, local innovation, enterprise economic contributions and the management thereof to be an enabler of entrepreneurship development.

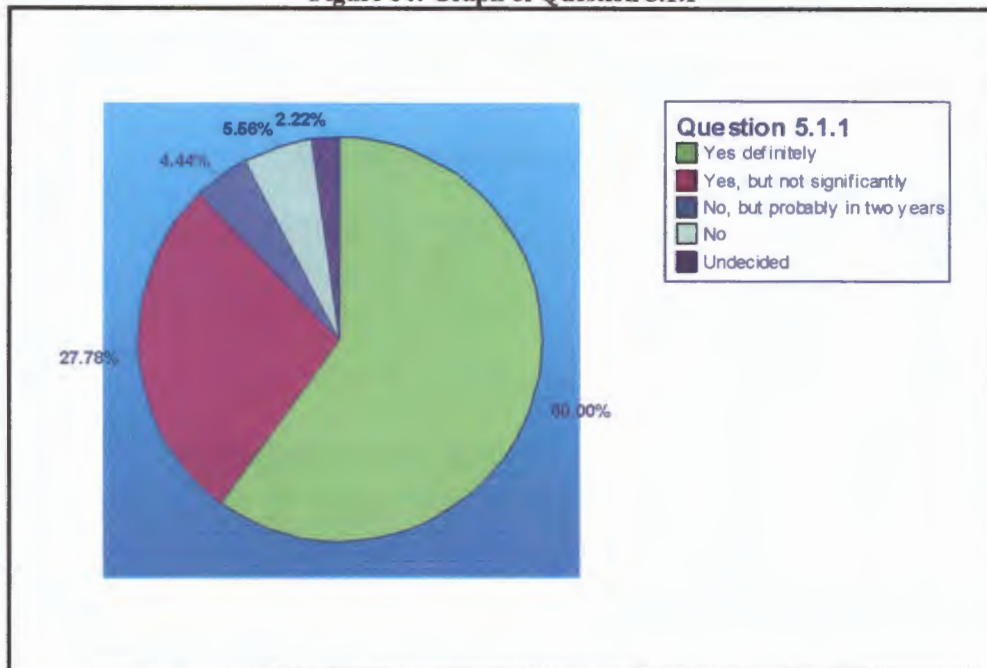
5.3.105 Results of Question 5.1.1 – Do you consider that excessive red tape can undermine competitiveness in terms of active assistance to small enterprises, particularly in meeting administrative compliance?

Table 56: Frequency of Question 5.1.1

Question 5.1.1		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Yes definitely	54	60.0	60.0	60.0
	Yes, but not significantly	25	27.8	27.8	87.8
	No, but probably in two years	4	4.4	4.4	92.2
	No	5	5.6	5.6	97.8
	Undecided	2	2.2	2.2	100.0
	Total	90	100.0	100.0	

From Table 56, it can be seen that 54 definitely agree, 25 agree but feel it is not significant, 4 indicated probably in two years time, whilst 5 indicated a clear 'No' and 2 were undecided.

Figure 64: Graph of Question 5.1.1



From Figure 64, it can be seen that 60 percent definitely agree, 28 percent agree but feel it is not significant, 4 percent indicated probably in two years time, whilst 6 percent indicated a clear 'No' and 2 percent were undecided.

5.3.106 Analysis and interpretation of Question 5.1.1

From the analysis of the data gathered, it is evident from the majority response that they definitely consider that excessive red tape can undermine competitiveness in terms of active assistance to small enterprises, particularly in meeting administrative compliance.

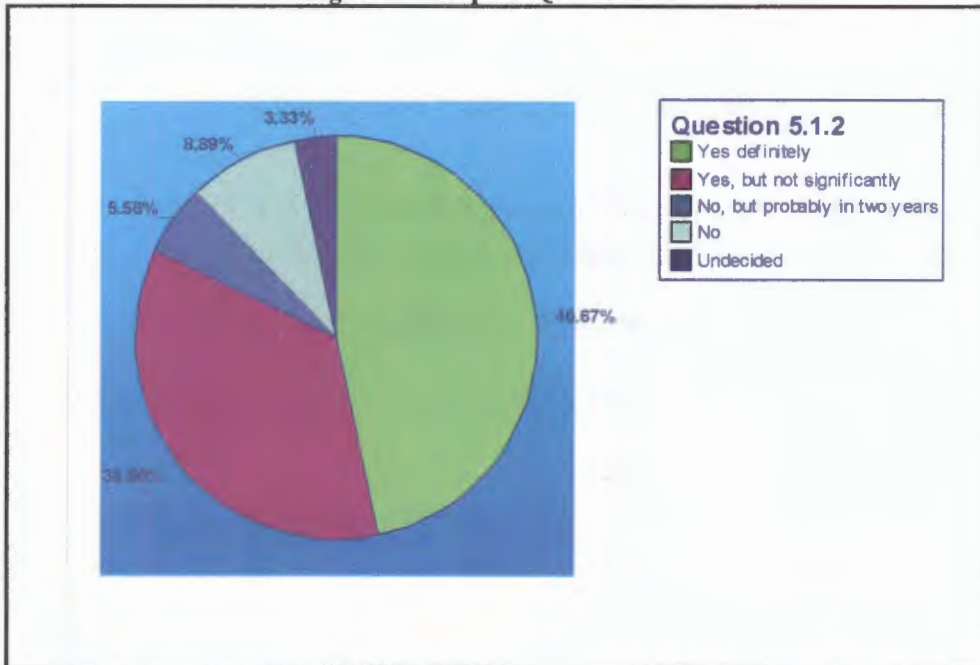
5.3.107 Results of Question 5.1.2 – Do you consider that excessive red tape can undermine competitiveness in terms of the exemption or modification of requirements, particularly in making them less onerous?

Table 57: Frequency of Question 5.1.2

Question 5.1.2		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Yes definitely	42	46.7	46.7	46.7
	Yes, but not significantly	32	35.6	35.6	82.2
	No, but probably in two years	5	5.6	5.6	87.8
	No	8	8.9	8.9	96.7
	Undecided	3	3.3	3.3	100.0
	Total	90	100.0	100.0	

From Table 57, it can be seen that 42 definitely agree, 32 agree but feel it is not significant, 5 indicated probably in two years time, whilst 8 indicated a clear 'No' and 3 were undecided.

Figure 65: Graph of Question 5.1.2



From Figure 65, it can be seen that 47 percent definitely agree, 36 percent agree but feel it is not significant, 6 percent indicated probably in two years time, whilst 9 percent indicated a clear 'No' and 3 percent were undecided.

5.3.108 Analysis and interpretation of Question 5.1.2

From the analysis of the data gathered, it is evident from the majority response that they consider that excessive red tape can undermine competitiveness in terms of the exemption or modification of requirements, particularly in making them less onerous.

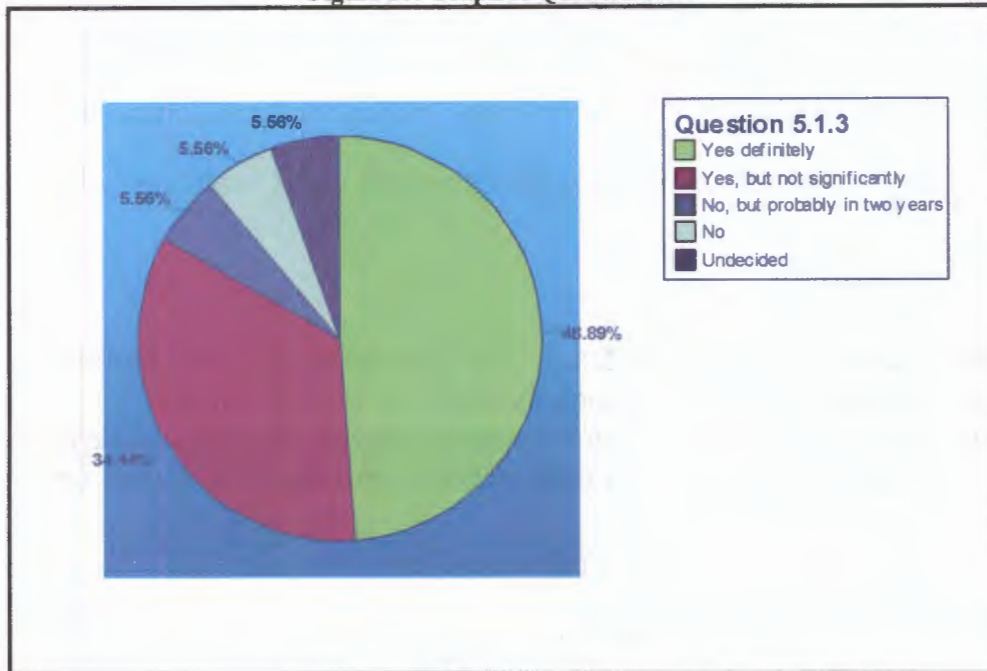
5.3.109 Results of Question 5.1.3 – Do you consider that excessive red tape can undermine competitiveness in terms of the establishment of mechanisms to ensure that regulatory design takes better account for needs and concerns of enterprises in creating new compliance burdens?

Table 58: Frequency of Question 5.1.3

Question 5.1.3		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Yes definitely	44	48.9	48.9	48.9
	Yes, but not significantly	31	34.4	34.4	83.3
	No, but probably in two years	5	5.6	5.6	88.9
	No	5	5.6	5.6	94.4
	Undecided	5	5.6	5.6	100.0
	Total	90	100.0	100.0	

From Table 58, it can be seen that 44 definitely agree, 31 agree but feel it is not significant, 5 indicated probably in two years time, whilst 5 indicated a clear 'No' and 5 were undecided.

Figure 66: Graph of Question 5.1.3



From Figure 66, it can be seen that 49 percent definitely agree, 34 percent agree but feel it is not significant, 6 percent indicated probably in two years time, whilst 6 percent indicated a clear 'No' and 6 percent were undecided.

5.3.110 Analysis and interpretation of Question 5.1.3

From the analysis of the data gathered, it is evident from the majority response that they do consider that excessive red tape can undermine competitiveness in terms of the establishment of mechanisms to ensure that regulatory design takes better account for needs and concerns of enterprises in creating new compliance burdens.

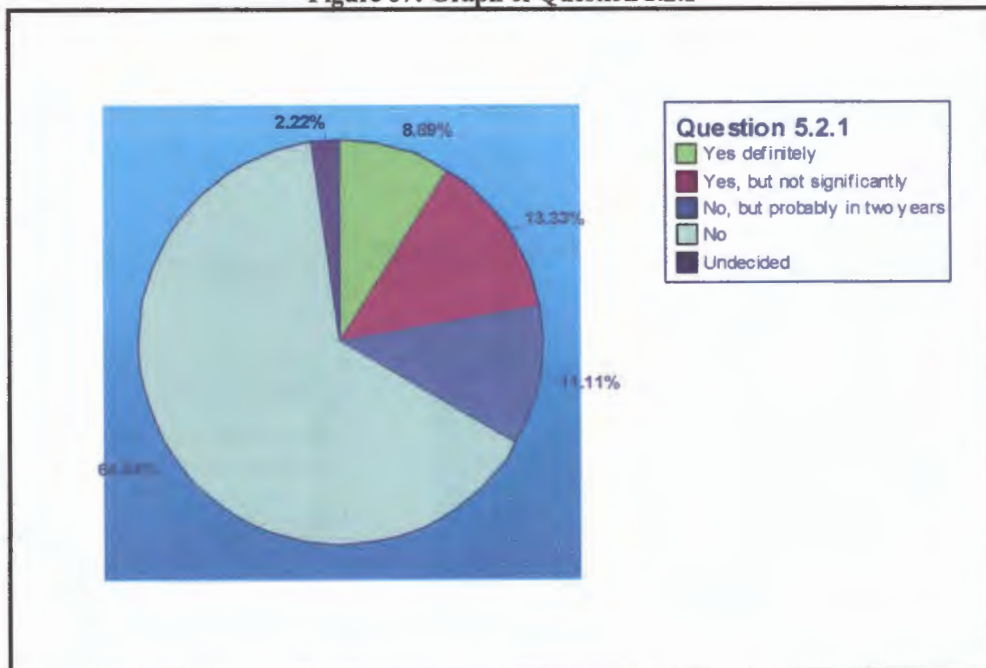
5.3.111 Results of Question 5.2.1 – Do you consider that new firms can get most of the required permits and licenses in about a week from submission?

Table 59: Frequency of Question 5.2.1

Question 5.2.1		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Yes definitely	8	8.9	8.9	8.9
	Yes, but not significantly	12	13.3	13.3	22.2
	No, but probably in two years	10	11.1	11.1	33.3
	No	58	64.4	64.4	97.8
	Undecided	2	2.2	2.2	100.0
	Total	90	100.0	100.0	

From Table 59, it can be seen that 8 definitely agree, 12 agree but feel it is not significant, 10 indicated probably in two years time, whilst 58 indicated a clear 'No' and 2 were undecided.

Figure 67: Graph of Question 5.2.1



From Figure 67, it can be seen that 9 percent definitely agree, 13 percent agree but feel it is not significant, 11 percent indicated probably in two years time, whilst 64 percent indicated a clear 'No' and 2 percent were undecided.

5.3.112 Analysis and interpretation of Question 5.2.1

From the analysis of the data gathered, it is evident from the majority response that they do not consider that new firms can get most of the required permits and licenses in about a week from submission.

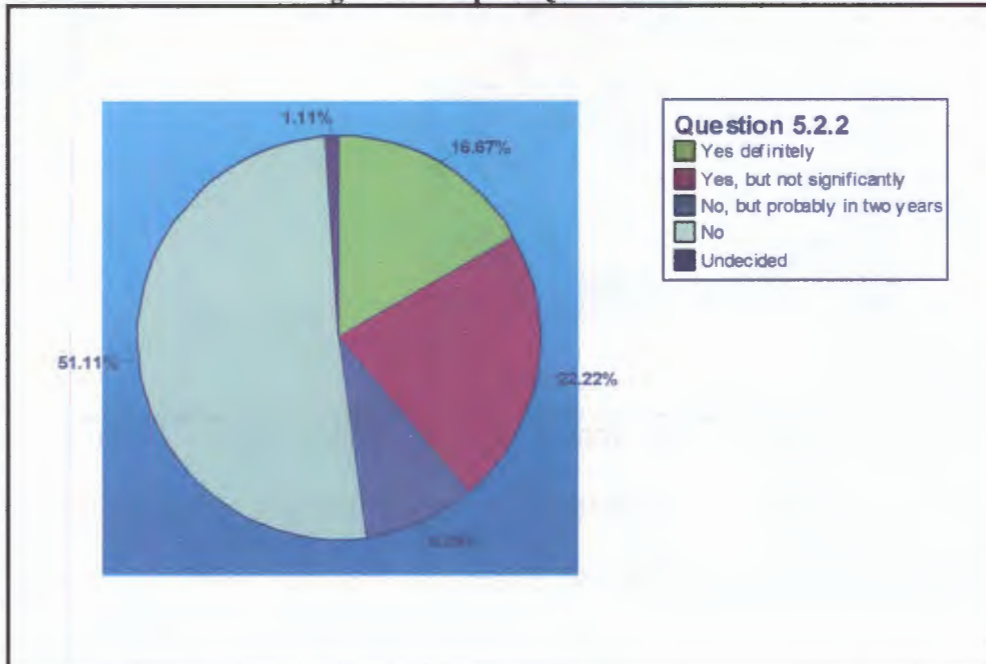
5.3.113 Results of Question 5.2.2 – Do you consider that the numbers of taxes are not a burden for new and growing firms?

Table 60: Frequency of Question 5.2.2

Question 5.2.2		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Yes definitely	15	16.7	16.7	16.7
	Yes, but not significantly	20	22.2	22.2	38.9
	No, but probably in two years	8	8.9	8.9	47.8
	No	46	51.1	51.1	98.9
	Undecided	1	1.1	1.1	100.0
	Total	90	100.0	100.0	

From Table 60, it can be seen that 15 definitely agree, 20 agree but feel it is not significant, 8 indicated probably in two years time, whilst 46 indicated a clear 'No' and 1 was undecided.

Figure 68: Graph of Question 5.2.2



From Figure 68, it can be seen that 17 percent definitely agree, 22 percent agree but feel it is not significant, 9 percent indicated probably in two years time, whilst 51 percent indicated a clear 'No' and 1 percent was undecided.

5.3.114 Analysis and interpretation of Question 5.2.2

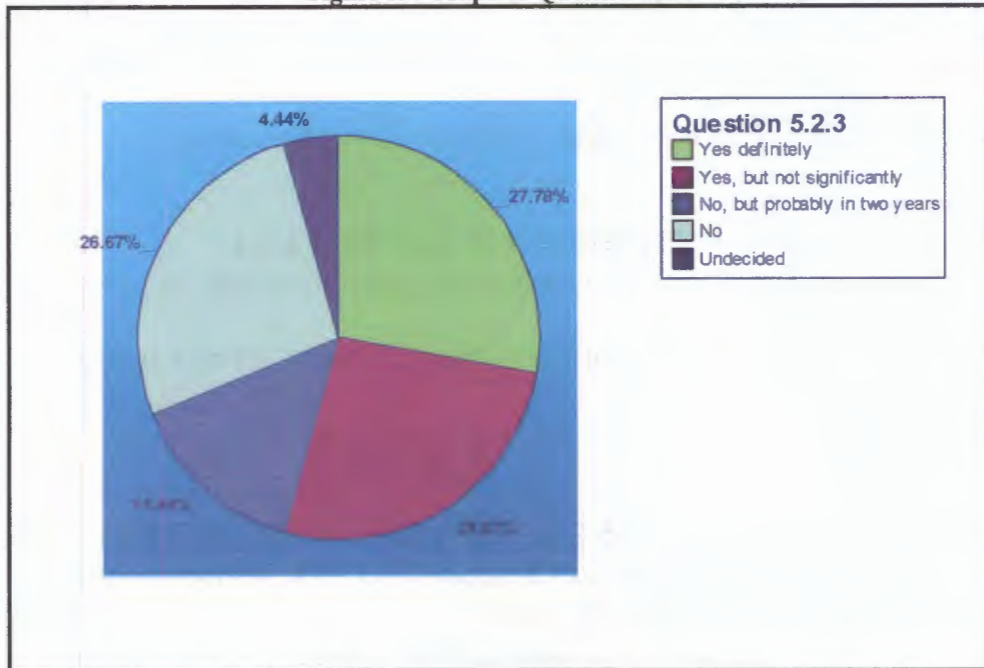
From the analysis of the data gathered, it is evident from the majority response that that they do not consider that the number of taxes is not a burden for new and growing firms.

5.3.115 Results of Question 5.2.3 – Do you consider that taxes and other government regulations are applied to new and growing firms in a predictable and consistent way?

Table 61: Frequency of Question 5.2.3

Question 5.2.3		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Yes definitely	25	27.8	27.8	27.8
	Yes, but not significantly	24	26.7	26.7	54.4
	No, but probably in two years	13	14.4	14.4	68.9
	No	24	26.7	26.7	95.6
	Undecided	4	4.4	4.4	100.0
	Total	90	100.0	100.0	

From Table 61, it can be seen that 25 definitely agree, 24 agree but feel it is not significant, 13 indicated probably in two years time, whilst 24 indicated a clear 'No' and 4 were undecided.

Figure 69: Graph of Question 5.2.3

From Figure 69, it can be seen that 28 percent definitely agree, 27 percent agree but feel it is not significant, 14 percent indicated probably in two years time, whilst 27 percent indicated a clear 'No' and 4 percent were undecided.

5.3.116 Analysis and interpretation of Question 5.2.3

From the analysis of the data gathered, it is evident from the majority response that they equally divided on their opinion as to whether taxes and other government regulations are applied to new and growing firms in a predictable and consistent way.

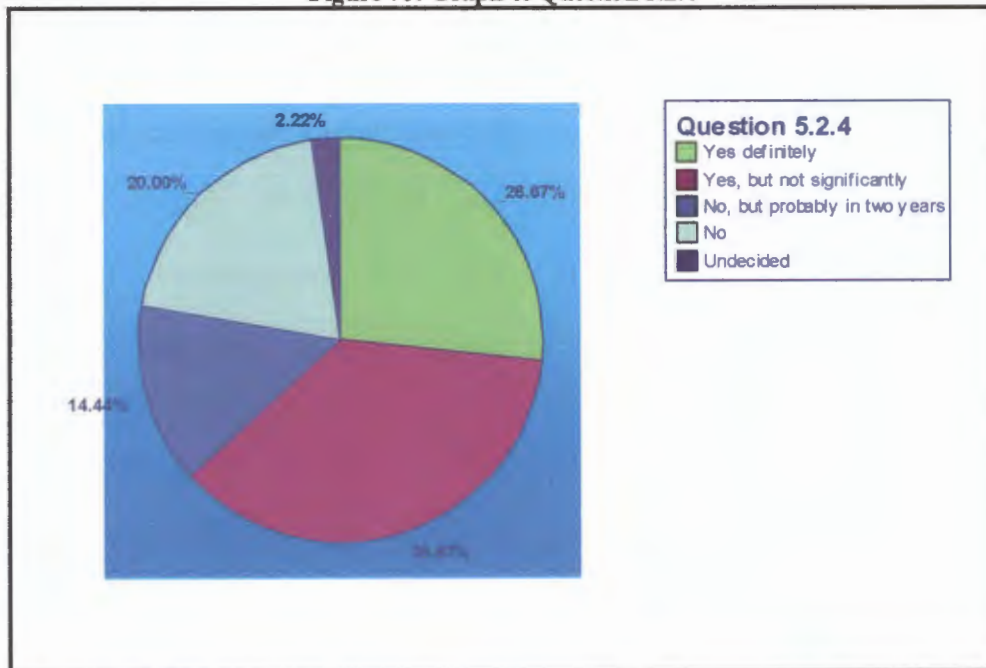
5.3.117 Results of Question 5.2.4 – Do you consider that government policies aimed at supporting new and growing firms are effective?

Table 62: Frequency of Question 5.2.4

Question 5.2.4		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Yes definitely	24	26.7	26.7	26.7
	Yes, but not significantly	33	36.7	36.7	63.3
	No, but probably in two years	13	14.4	14.4	77.8
	No	18	20.0	20.0	97.8
	Undecided	2	2.2	2.2	100.0
	Total	90	100.0	100.0	

From Table 62, it can be seen that 24 definitely agree, 33 agree but feel it is not significant, 13 indicated probably in two years time, whilst 18 indicated a clear 'No' and 2 were undecided.

Figure 70: Graph of Question 5.2.4



From Figure 70, it can be seen that 27 percent definitely agree, 37 percent agree but feel it is not significant, 14 percent indicated probably in two years time, whilst 20 percent indicated a clear 'No' and 2 percent were undecided.

5.3.118 Analysis and interpretation of Question 5.2.4

From the analysis of the data gathered, it is evident from the majority response that they do consider that government policies aimed at supporting new and growing firms are effective.

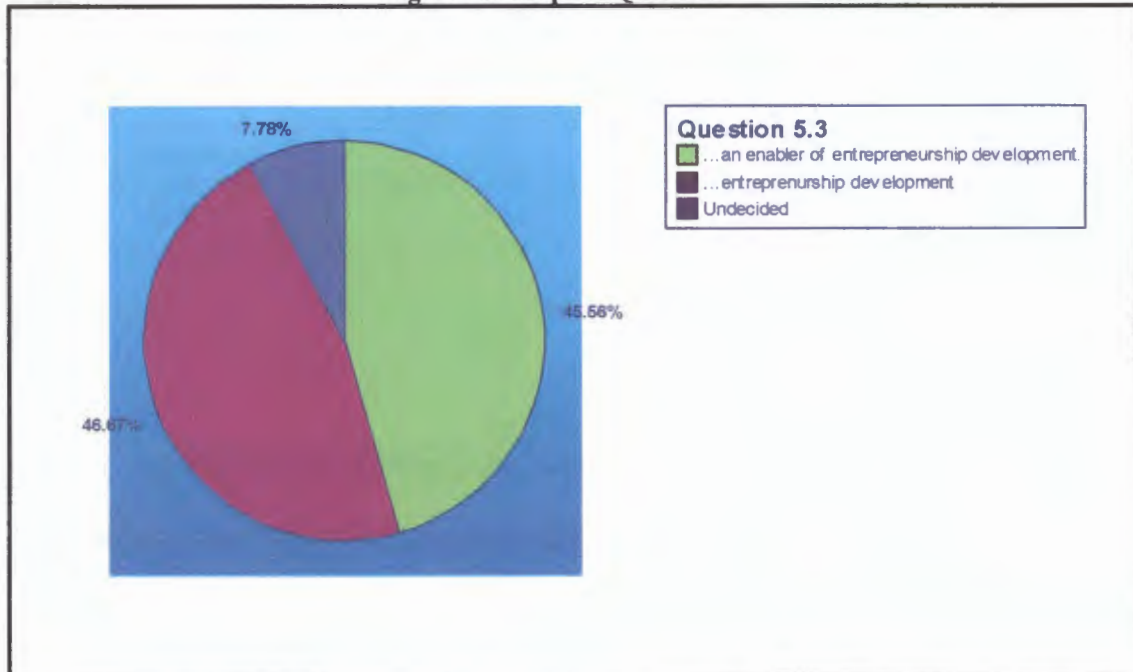
5.3.119 Results of Question 5.3 – You regard aspects of entrepreneurial regulatory reform and the management thereof as..?

Table 63: Frequency of Question 5.3

Question 5.3		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	...an enabler of entrepreneurship development.	41	45.6	45.6	45.6
	...entrepreneurship development	42	46.7	46.7	92.2
	Undecided	7	7.8	7.8	100.0
	Total	90	100.0	100.0	

From Table 63, it can be seen that 41 respondents regard aspects of entrepreneurial regulatory reform and the management thereof as an enabler of entrepreneurship development. Forty-two respondents regard aspects of entrepreneurial regulatory reform and the management thereof as entrepreneurship development and 7 respondents were undecided.

Figure 71: Graph of Question 5.3



From Figure 71, it can be seen that 46 percent of respondents regard aspects of entrepreneurial regulatory reform and the management thereof as an enabler of entrepreneurship development. Forty-seven percent of respondents regard aspects of entrepreneurial regulatory reform and the management thereof as entrepreneurship development and 8 percent of respondents were undecided.

5.3.120 Analysis and interpretation of Question 5.3

From the analysis of the data gathered, it is evident from the majority response that they regard aspects of entrepreneurial regulatory reform and the management thereof as entrepreneurship development to be equally split.

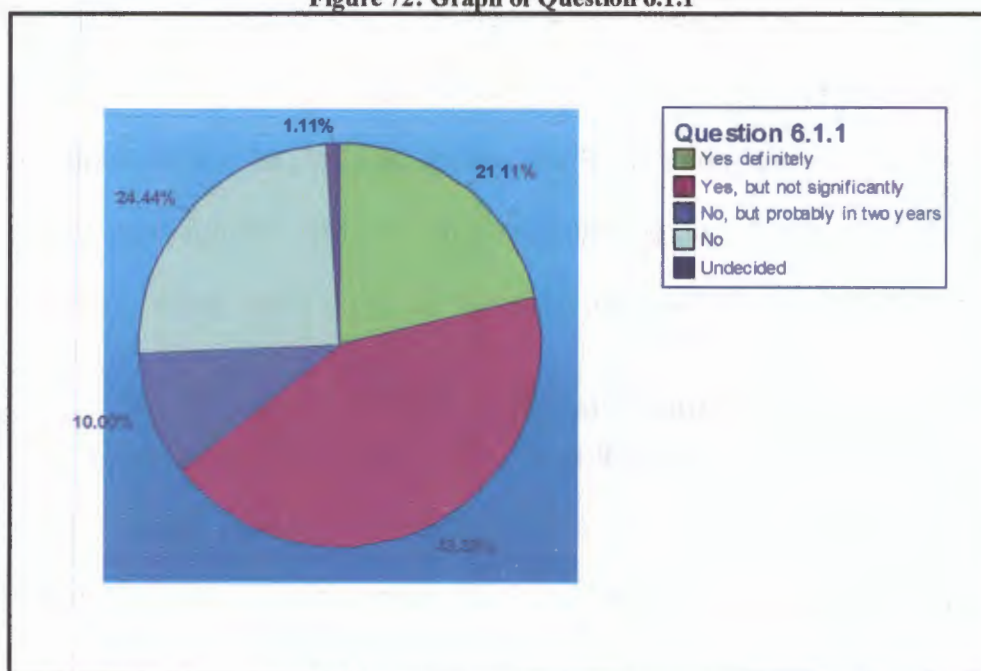
5.3.121 Results of Question 6.1.1 – Do you consider that government policies (i.e. public sector procurement policy) consistently favour new firms?

Table 64: Frequency of Question 6.1.1

Question 6.1.1		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Yes definitely	19	21.1	21.1	21.1
	Yes, but not significantly	39	43.3	43.3	64.4
	No, but probably in two years	9	10.0	10.0	74.4
	No	22	24.4	24.4	98.9
	Undecided	1	1.1	1.1	100.0
	Total	90	100.0	100.0	

From Table 64, it can be seen that 19 definitely agree, 39 agree but feel it is not significant, 9 indicated probably in two years time, whilst 22 indicated a clear 'No' and 1 was undecided.

Figure 72: Graph of Question 6.1.1



From Figure 72, it can be seen that 21 percent definitely agree, 43 percent agree but feel it is not significant, 10 percent indicated probably in two years time, whilst 24 percent indicated a clear 'No' and 1 percent was undecided.

5.3.122 Analysis and interpretation of Question 6.1.1

From the analysis of the data gathered, it is evident from the majority response that they although they agree that government policies (i.e. public sector procurement policy) consistently favour new firms, they do not consider it to be significant.

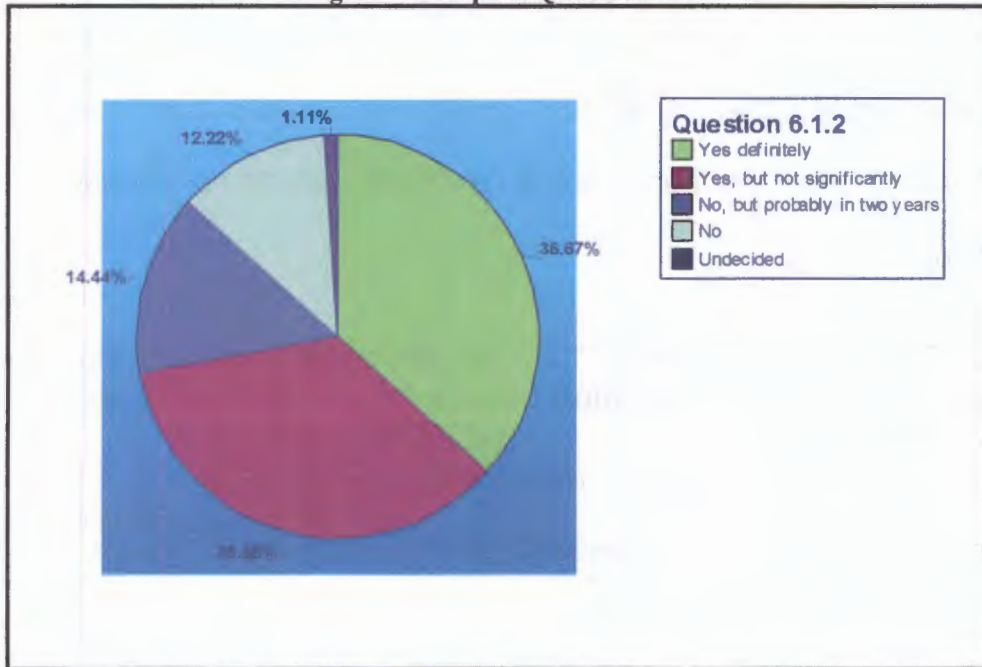
5.3.123 Results of Question 6.1.2 – Do you consider that support of new and growing firms is a high priority for policy at national government level?

Table 65: Frequency of Question 6.1.2

Question 6.1.2		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Yes definitely	33	36.7	36.7	36.7
	Yes, but not significantly	32	35.6	35.6	72.2
	No, but probably in two years	13	14.4	14.4	86.7
	No	11	12.2	12.2	98.9
	Undecided	1	1.1	1.1	100.0
	Total	90	100.0	100.0	

From Table 65, it can be seen that 33 definitely agree, 32 agree but feel it is not significant, 13 indicated probably in two years time, whilst 11 indicated a clear 'No' and 1 was undecided.

Figure 73: Graph of Question 6.1.2



From Figure 73, it can be seen that 37 percent definitely agree, 36 percent agree but feel it is not significant, 14 percent indicated probably in two years time, whilst 12 percent indicated a clear 'No' and 1 percent was undecided.

5.3.124 Analysis and interpretation of Question 6.1.2

From the analysis of the data gathered, it is evident from the majority response that they consider that support of new and growing firms is a high priority for policy at national government level.

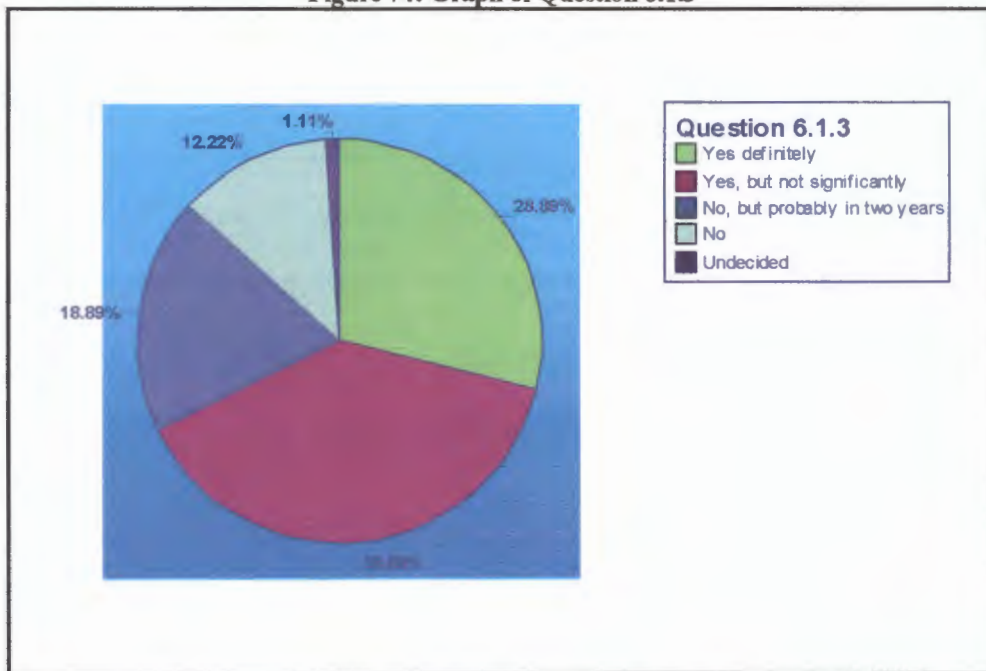
5.3.125 Results of Question 6.1.3 – Do you consider that support of new and growing firms is a high priority for policy at provincial government level?

Table 66: Frequency of Question 6.1.3

Question 6.1.3		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Yes definitely	26	28.9	28.9	28.9
	Yes, but not significantly	35	38.9	38.9	67.8
	No, but probably in two years	17	18.9	18.9	86.7
	No	11	12.2	12.2	98.9
	Undecided	1	1.1	1.1	100.0
	Total	90	100.0	100.0	

From Table 66, it can be seen that 26 definitely agree, 35 agree but feel it is not significant, 17 indicated probably in two years time, whilst 11 indicated a clear 'No' and 1 was undecided.

Figure 74: Graph of Question 6.1.3



From Figure 74, it can be seen that 29 percent definitely agree, 39 percent agree but feel it is not significant, 19 percent indicated probably in two years time, whilst 12 percent indicated a clear 'No' and 1 percent was undecided.

5.3.126 Analysis and interpretation of Question 6.1.3

From the analysis of the data gathered, it is evident from the majority response that a large proportion do consider that support of new and growing firms is a high priority for policy at provincial government level.

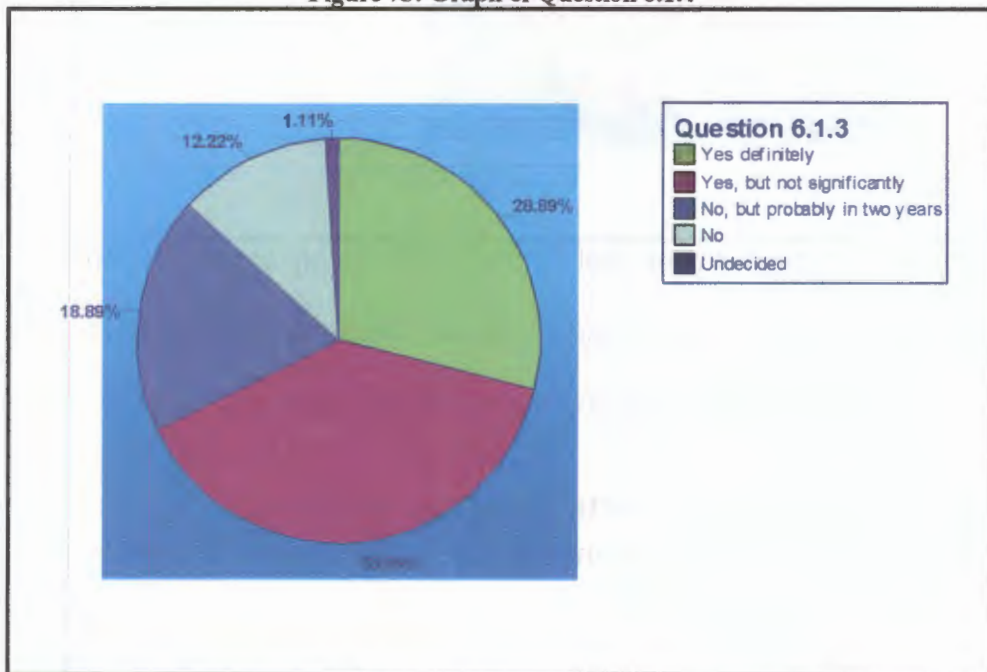
5.3.127 Results of Question 6.1.4 – Do you consider that support of new and growing firms is high priority at local government level?

Table 67: Frequency of Question 6.1.4

Question 6.1.4		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Yes definitely	26	28.9	28.9	28.9
	Yes, but not significantly	31	34.4	34.4	63.3
	No, but probably in two years	11	12.2	12.2	75.6
	No	21	23.3	23.3	98.9
	Undecided	1	1.1	1.1	100.0
	Total	90	100.0	100.0	

From Table 67, it can be seen that 26 definitely agree, 31 agree but feel it is not significant, 11 indicated probably in two years time, whilst 21 indicated a clear 'No' and 1 was undecided.

Figure 75: Graph of Question 6.1.4



From Figure 75, it can be seen that 29 percent definitely agree, 34 percent agree but feel it is not significant, 12 percent indicated probably in two years time, whilst 23 percent indicated a clear 'No' and 1 percent was undecided.

5.3.128 Analysis and interpretation of Question 6.1.4

From the analysis of the data gathered, it is evident from the majority response that they do consider that support of new and growing firms is of high priority at local government level.

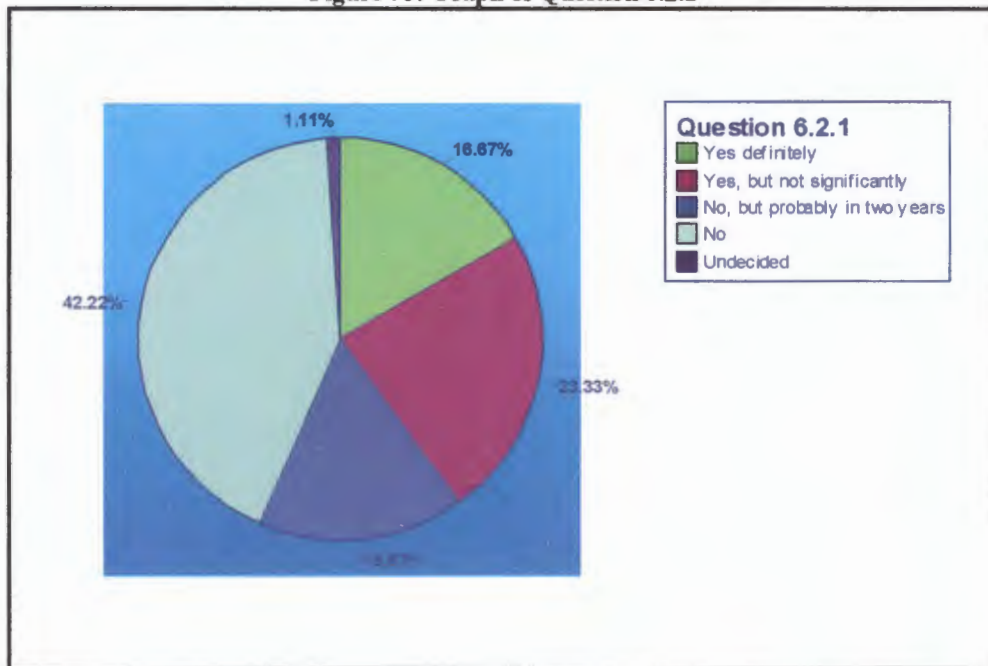
5.3.129 Results of Question 6.2.1 – Do you consider that a wide range of government assistance for enterprises can be obtained through contact with a single agency?

Table 68: Frequency of Question 6.2.1

Question 6.2.1		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Yes definitely	15	16.7	16.7	16.7
	Yes, but not significantly	21	23.3	23.3	40.0
	No, but probably in two years	15	16.7	16.7	56.7
	No	38	42.2	42.2	98.9
	Undecided	1	1.1	1.1	100.0
	Total	90	100.0	100.0	

From Table 68, it can be seen that 15 definitely agree, 21 agree but feel it is not significant, 15 indicated probably in two years time, whilst 38 indicated a clear 'No' and 1 was undecided.

Figure 76: Graph of Question 6.2.1



From Figure 76, it can be seen that 17 percent definitely agree, 23 percent agree but feel it is not significant, 17 percent indicated probably in two years time, whilst 42 percent indicated a clear 'No' and 1 percent was undecided.

5.3.130 Analysis and interpretation of Question 6.2.1

From the analysis of the data gathered, it is evident from the majority response that they do not consider that a wide range of government assistance for enterprises can be obtained through contact with a single agency.

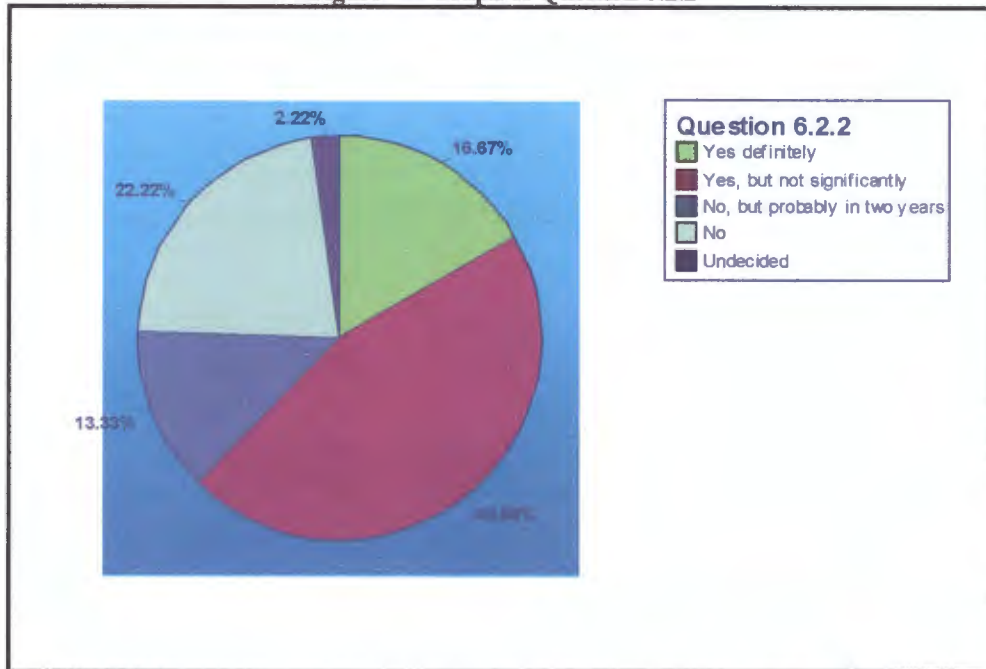
5.3.131 Results of Question 6.2.2 – Do you consider that science parks and business incubators provide effective support for enterprises?

Table 69: Frequency of Question 6.2.2

Question 6.2.2		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Yes definitely	15	16.7	16.7	16.7
	Yes, but not significantly	41	45.6	45.6	62.2
	No, but probably in two years	12	13.3	13.3	75.6
	No	20	22.2	22.2	97.8
	Undecided	2	2.2	2.2	100.0
	Total	90	100.0	100.0	

From Table 69, it can be seen that 15 definitely agree, 41 agree but feel it is not significant, 12 indicated probably in two years time, whilst 20 indicated a clear 'No' and 2 were undecided.

Figure 77: Graph of Question 6.2.2



From Figure 77, it can be seen that 17 percent definitely agree, 46 percent agree but feel it is not significant, 13 percent indicated probably in two years time, whilst 22 percent indicated a clear 'No' and 2 percent were undecided.

5.3.132 Analysis and interpretation of Question 6.2.2

From the analysis of the data gathered, it is evident from the majority response that they agree, the majority considers it is not significant that science parks and business incubators provide effective support for enterprises.

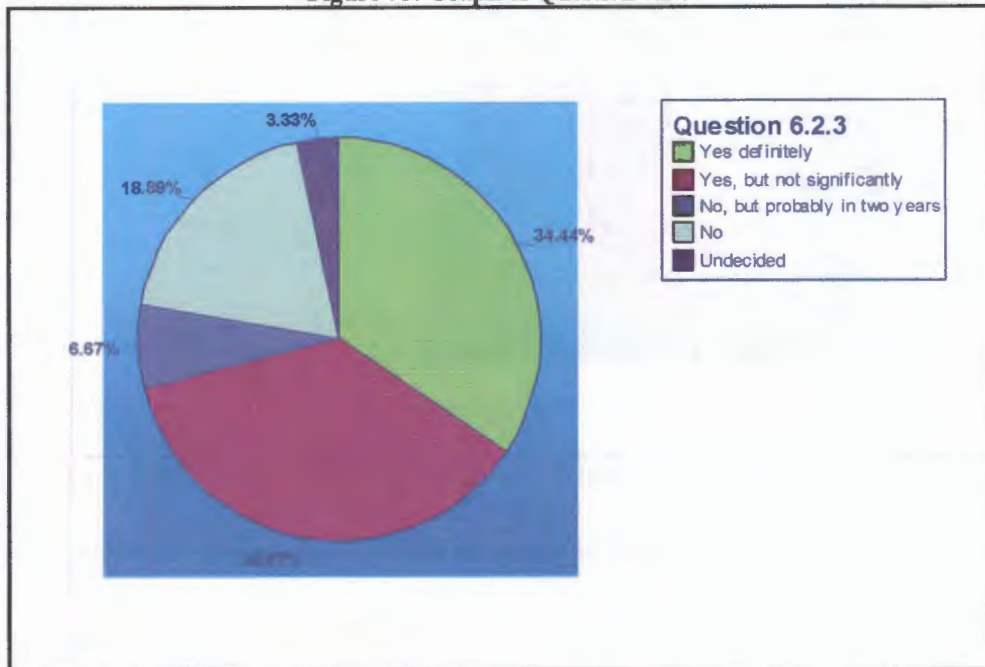
5.3.133 Results of Question 6.2.3 – Do you consider that there is an adequate number of government programmes for use by enterprises?

Table 70: Frequency of Question 6.2.3

Question 6.2.3		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Yes definitely	31	34.4	34.4	34.4
	Yes, but not significantly	33	36.7	36.7	71.1
	No, but probably in two years	6	6.7	6.7	77.8
	No	17	18.9	18.9	96.7
	Undecided	3	3.3	3.3	100.0
	Total	90	100.0	100.0	

From Table 70, it can be seen that 31 definitely agree, 33 agree but feel it is not significant, 6 indicated probably in two years time, whilst 17 indicated a clear 'No' and 3 were undecided.

Figure 78: Graph of Question 6.2.3



From Figure 78, it can be seen that 34 percent definitely agree, 37 percent agree but feel it is not significant, 7 percent indicated probably in two years time, whilst 19 percent indicated a clear 'No' and 3 percent were undecided.

5.3.134 Analysis and interpretation of Question 6.2.3

From the analysis of the data gathered, it is evident from the majority response that they do consider that there is an adequate number of government programmes for use by enterprises.

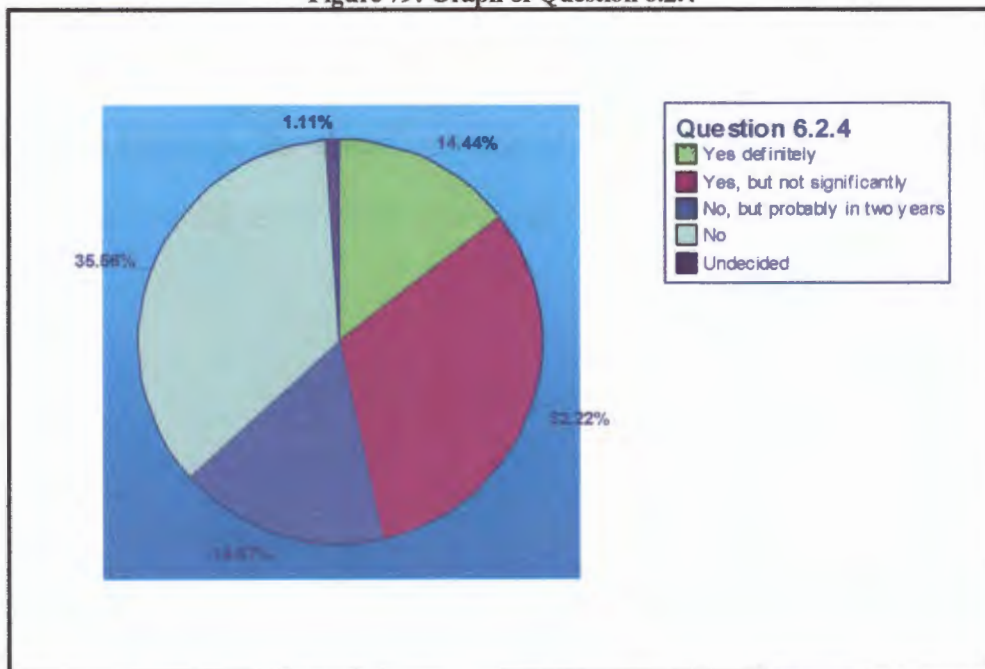
5.3.135 Results of Question 6.2.4 – Do you consider that personnel at government agencies are competent and effective in giving support to enterprises?

Table 71: Frequency of Question 6.2.4

Question 6.2.4		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Yes definitely	13	14.4	14.4	14.4
	Yes, but not significantly	29	32.2	32.2	46.7
	No, but probably in two years	15	16.7	16.7	63.3
	No	32	35.6	35.6	98.9
	Undecided	1	1.1	1.1	100.0
	Total	90	100.0	100.0	

From Table 71, it can be seen that 13 definitely agree, 29 agree but feel it is not significant, 15 indicated probably in two years time, whilst 32 indicated a clear 'No' and 1 was undecided.

Figure 79: Graph of Question 6.2.4



From Figure 79, it can be seen that 14 percent definitely agree, 32 percent agree but feel it is not significant, 17 percent indicated probably in two years time, whilst 36 percent indicated a clear 'No' and 1 percent was undecided.

5.3.136 Analysis and interpretation of Question 6.2.4

From the analysis of the data gathered, it is evident from the majority response that they are equally split between agreeing and disagreeing that personnel at government agencies are competent and effective in giving support to enterprises.

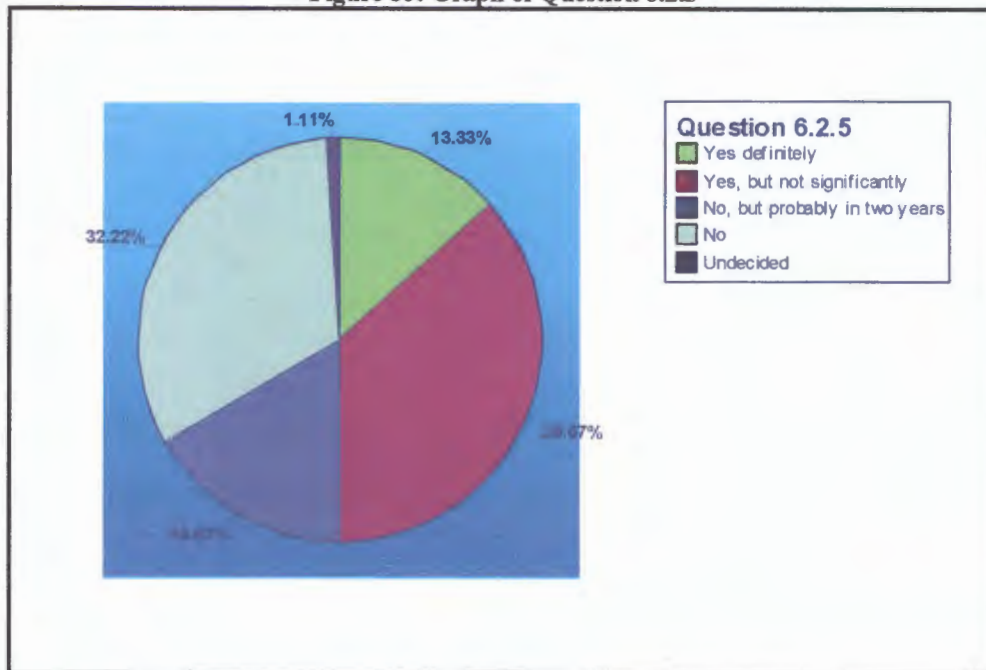
5.3.137 Results of Question 6.2.5 – Do you consider that anyone who needs assistance from a government programme for an enterprise can find what they need?

Table 72: Frequency of Question 6.2.5

Question 6.2.5		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Yes definitely	12	13.3	13.3	13.3
	Yes, but not significantly	33	36.7	36.7	50.0
	No, but probably in two years	15	16.7	16.7	66.7
	No	29	32.2	32.2	98.9
	Undecided	1	1.1	1.1	100.0
	Total	90	100.0	100.0	

From Table 72, it can be seen that 12 definitely agree, 33 agree but feel it is not significant, 15 indicated probably in two years time, whilst 29 indicated a clear 'No' and 1 was undecided.

Figure 80: Graph of Question 6.2.5



From Figure 80, it can be seen that 13 percent definitely agree, 37 percent agree but feel it is not significant, 17 percent indicated probably in two years time, whilst 32 percent indicated a clear 'No' and 1 percent was undecided.

5.3.138 Analysis and interpretation of Question 6.2.5

From the analysis of the data gathered, it is evident from the majority response that they equally split between agreeing and disagreeing that anyone who needs assistance from a government programme for an enterprise can find what they need.

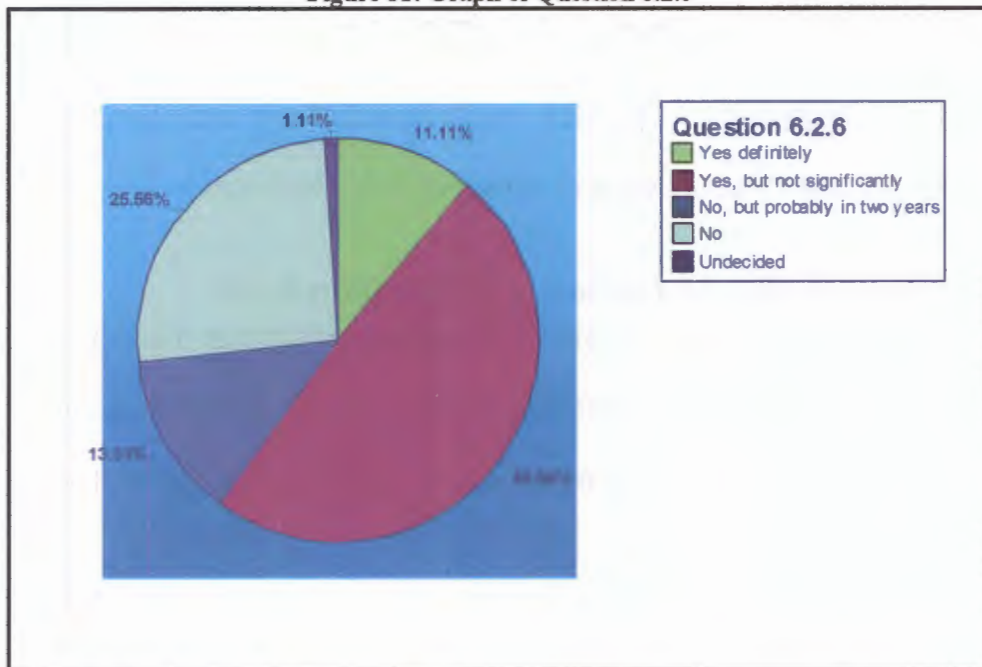
5.3.139 Results of Question 6.2.6 – Do you consider that government programmes aimed at supporting enterprises are effective?

Table 73: Frequency of Question 6.2.6

Question 6.2.6		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Yes definitely	10	11.1	11.1	11.1
	Yes, but not significantly	44	48.9	48.9	60.0
	No, but probably in two years	12	13.3	13.3	73.3
	No	23	25.6	25.6	98.9
	Undecided	1	1.1	1.1	100.0
	Total	90	100.0	100.0	

From Table 73, it can be seen that 10 definitely agree, 44 agree but feel it is not significant, 12 indicated probably in two years time, whilst 23 indicated a clear 'No' and 1 was undecided.

Figure 81: Graph of Question 6.2.6



From Figure 81, it can be seen that 11 percent definitely agree, 49 percent agree but feel it is not significant, 13 percent indicated probably in two years time, whilst 26 percent indicated a clear 'No' and 1 was undecided.

5.3.140 Analysis and interpretation of Question 6.2.6

From the analysis of the data gathered, it is evident from the majority response that they consider that government programmes aimed at supporting enterprises are effective, but not significantly so.

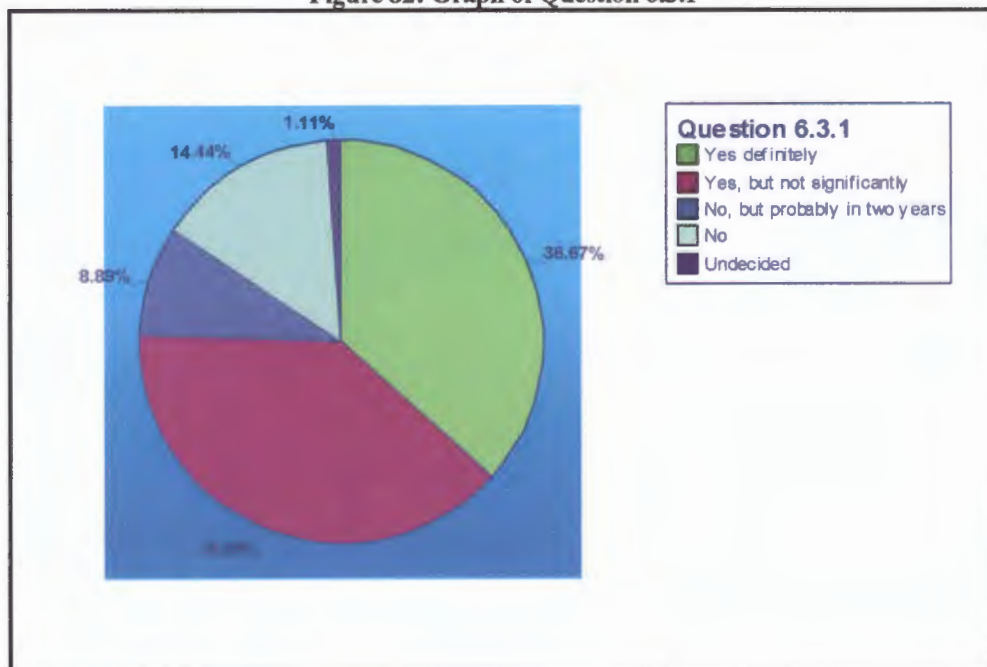
5.3.141 Results of Question 6.3.1 – Do you consider that there is an overall promotion of small enterprises?

Table 74: Frequency of Question 6.3.1

Question 6.3.1		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Yes definitely	33	36.7	36.7	36.7
	Yes, but not significantly	35	38.9	38.9	75.6
	No, but probably in two years	8	8.9	8.9	84.4
	No	13	14.4	14.4	98.9
	Undecided	1	1.1	1.1	100.0
	Total	90	100.0	100.0	

From Table 74, it can be seen that 33 definitely agree, 35 agree but feel it is not significant, 8 indicated probably in two years time, whilst 13 indicated a clear 'No' and 1 was undecided.

Figure 82: Graph of Question 6.3.1



From Figure 82, it can be seen that 37 percent definitely agree, 39 percent agree but feel it is not significant, 9 percent indicated probably in two years time, whilst 14 percent indicated a clear 'No' and 1 percent was undecided.

5.3.142 Analysis and interpretation of Question 6.3.1

From the analysis of the data gathered, it is evident from the majority response that they definitely consider that there is an overall promotion of small enterprises.

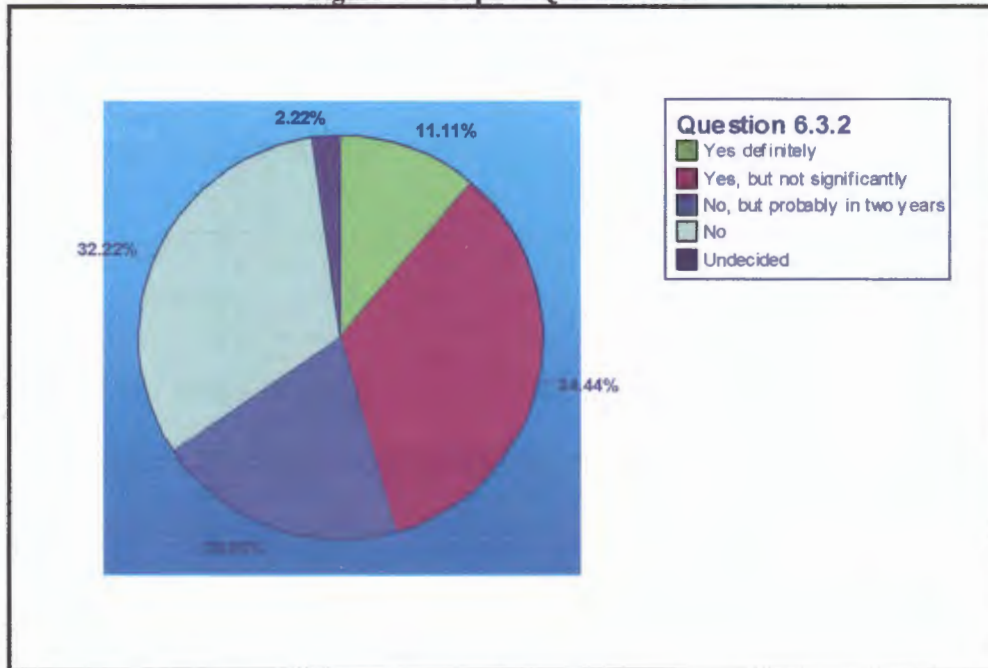
5.3.143 Results of Question 6.3.2 – Do you consider that there is sufficient communication of small enterprise incentives?

Table 75: Frequency of Question 6.3.2

Question 6.3.2		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Yes definitely	10	11.1	11.1	11.1
	Yes, but not significantly	31	34.4	34.4	45.6
	No, but probably in two years	18	20.0	20.0	65.6
	No	29	32.2	32.2	97.8
	Undecided	2	2.2	2.2	100.0
	Total	90	100.0	100.0	

From Table 75, it can be seen that 10 definitely agree, 31 agree but feel it is not significant, 18 indicated probably in two years time, whilst 29 indicated a clear 'No' and 2 were undecided.

Figure 83: Graph of Question 6.3.2



From Figure 83, it can be seen that 11 percent definitely agree, 34 percent agree but feel it is not significant, 20 percent indicated probably in two years time, whilst 32 percent indicated a clear 'No' and 2 percent were undecided.

5.3.144 Analysis and interpretation of Question 6.3.2

From the analysis of the data gathered, it is evident from the majority response that the majority agree although feel it is not significant that there is sufficient communication of small enterprise incentives.

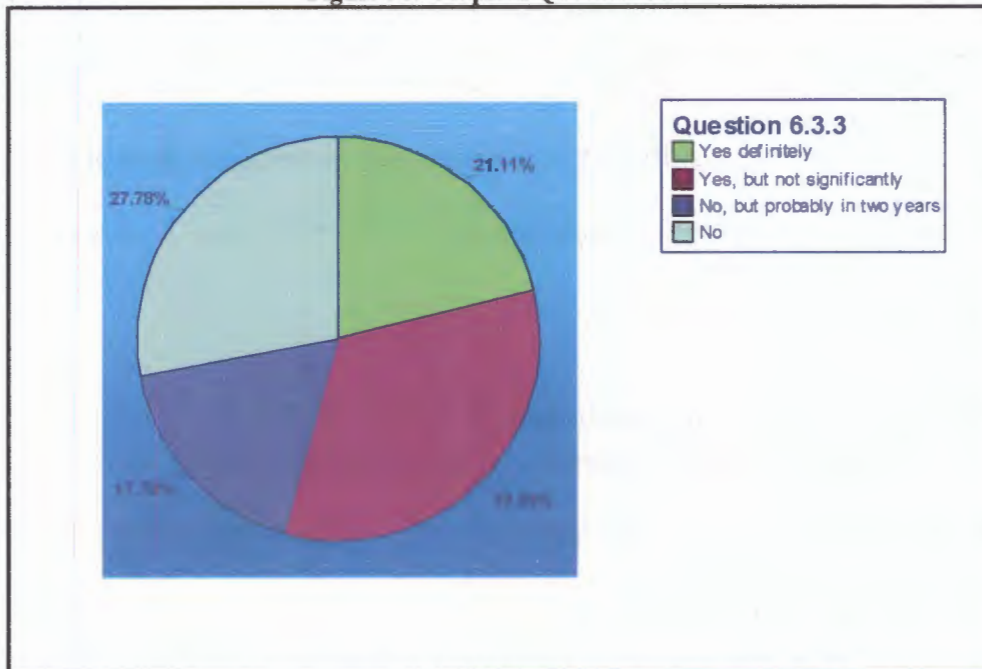
5.3.145 Results of Question 6.3.3 – Do you consider that there is sufficient communication of legislation governing enterprises?

Table 76: Frequency of Question 6.3.3

Question 6.3.3		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Yes definitely	19	21.1	21.1	21.1
	Yes, but not significantly	30	33.3	33.3	54.4
	No, but probably in two years	16	17.8	17.8	72.2
	No	25	27.8	27.8	100.0
	Total	90	100.0	100.0	

From Table 76, it can be seen that 19 definitely agree, 30 agree but feel it is not significant, 16 indicated probably in two years time, whilst 25 indicated a clear 'No'.

Figure 84: Graph of Question 6.3.3



From Figure 84, it can be seen that 21 percent definitely agree, 33 percent agree but feel it is not significant, 18 percent indicated probably in two years time, whilst 28 percent indicated a clear 'No'.

5.3.146 Analysis and interpretation of Question 6.3.3

From the analysis of the data gathered, it is evident from the majority response that it is fairly split considering that there is sufficient communication of legislation governing enterprises.

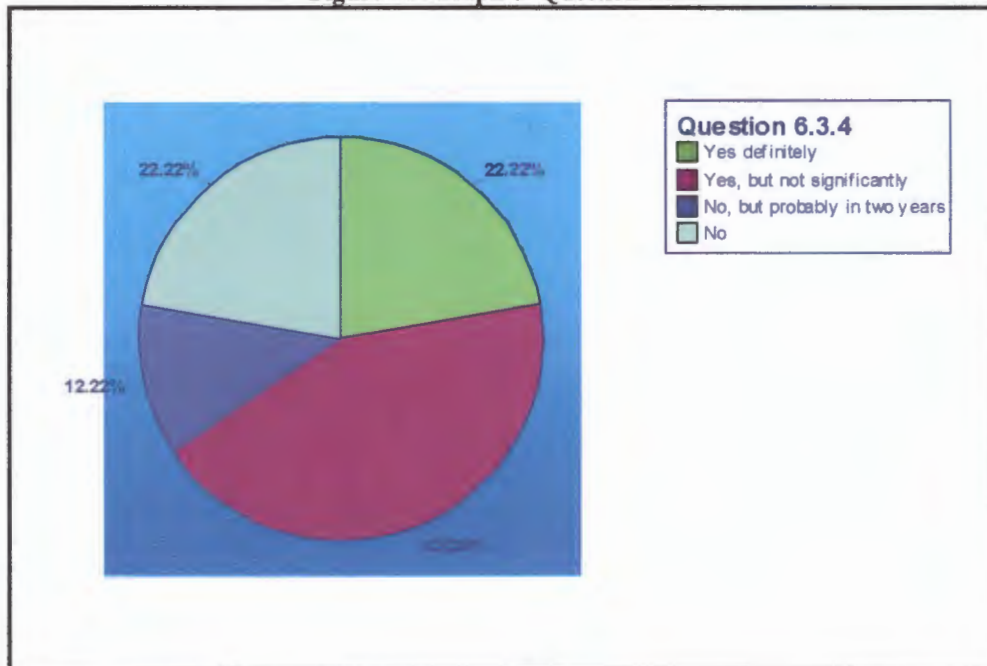
5.3.147 Results of Question 6.3.4 – Do you consider that there is an impact of government incentives in general?

Table 77: Frequency of Question 6.3.4

Question 6.3.4		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Yes definitely	20	22.2	22.2	22.2
	Yes, but not significantly	39	43.3	43.3	65.6
	No, but probably in two years	11	12.2	12.2	77.8
	No	20	22.2	22.2	100.0
	Total	90	100.0	100.0	

From Table 77, it can be seen that 20 definitely agree, 39 agree but feel it is not significant, 11 indicated probably in two years time, whilst 20 indicated a clear 'No'.

Figure 85: Graph of Question 6.3.4



From Figure 85, it can be seen that 22 percent definitely agree, 43 percent agree but feel it is not significant, 12 percent indicated probably in two years time, whilst 22 percent indicated a clear 'No'.

5.3.148 Analysis and interpretation of Question 6.3.4

From the analysis of the data gathered, it is evident from the majority response that they definitely do consider that there is an impact of government incentives in general.

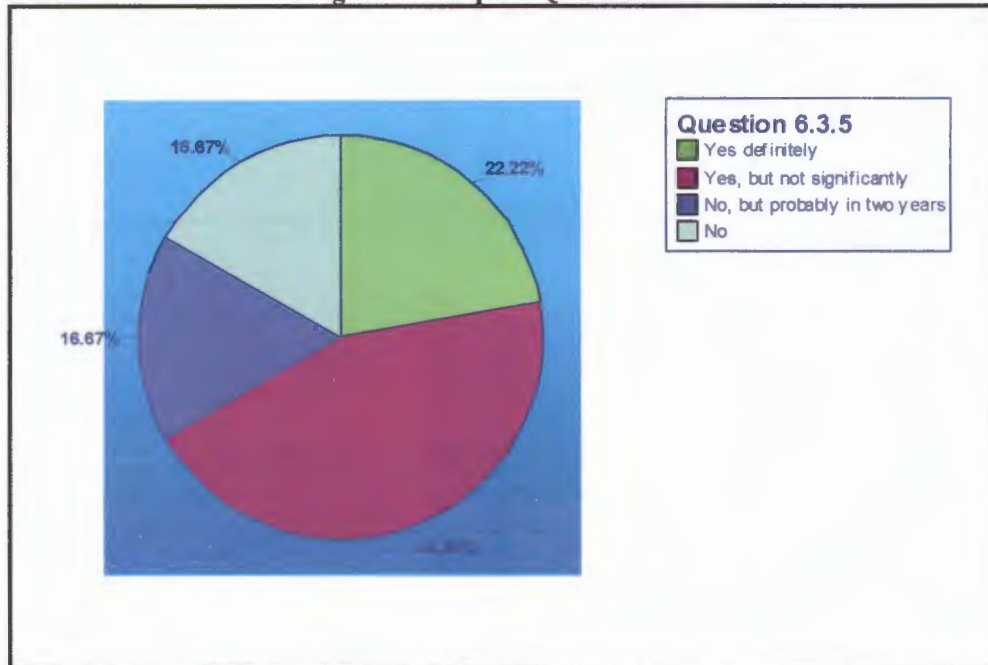
5.3.149 Results of Question 6.3.5 – Do you consider that there is an impact of small enterprise support structures?

Table 78: Frequency of Question 6.3.5

Question 6.3.5		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Yes definitely	20	22.2	22.2	22.2
	Yes, but not significantly	40	44.4	44.4	66.7
	No, but probably in two years	15	16.7	16.7	83.3
	No	15	16.7	16.7	100.0
	Total	90	100.0	100.0	

From Table 78, it can be seen that 20 definitely agree, 40 agree but feel it is not significant, 15 indicated probably in two years time, whilst 15 indicated a clear 'No'.

Figure 86: Graph of Question 6.3.5



From Figure 86, it can be seen that 22 percent definitely agree, 44 percent agree but feel it is not significant, 17 percent indicated probably in two years time, whilst 17 percent indicated a clear 'No'.

5.3.150 Analysis and interpretation of Question 6.3.5

From the analysis of the data gathered, it is evident from the majority response that they definitely do consider that there is an impact of small enterprise support structures.

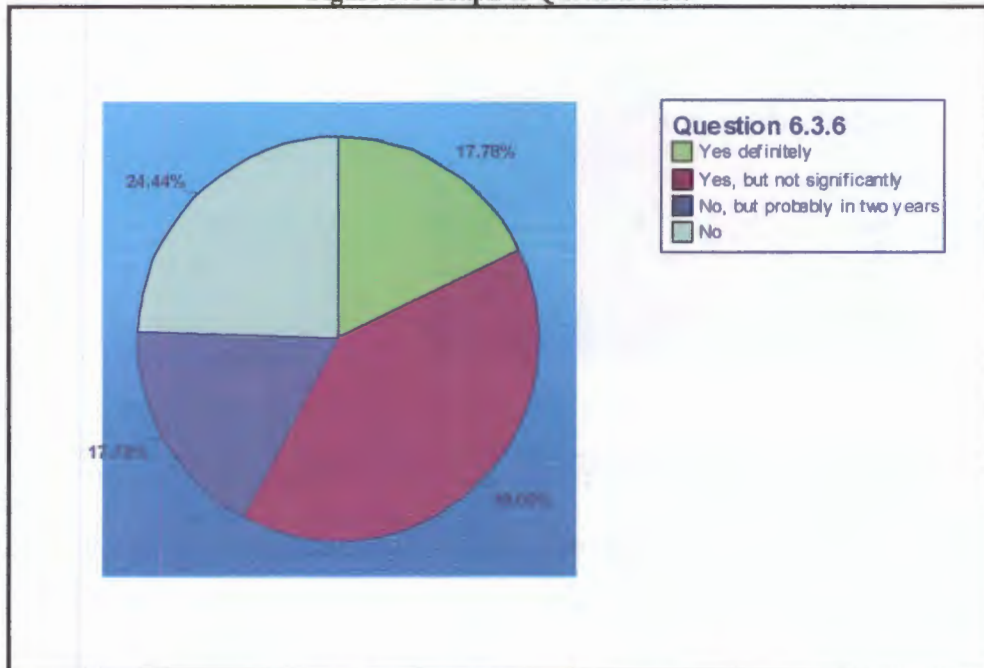
5.3.151 Results of Question 6.3.6 – Do you consider that there is an impact of export incentives?

Table 79: Frequency of Question 6.3.6

Question 6.3.6		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Yes definitely	16	17.8	17.8	17.8
	Yes, but not significantly	36	40.0	40.0	57.8
	No, but probably in two years	16	17.8	17.8	75.6
	No	22	24.4	24.4	100.0
	Total	90	100.0	100.0	

From Table 79, it can be seen that 16 definitely agree, 36 agree but feel it is not significant, 16 indicated probably in two years time, whilst 22 indicated a clear 'No'.

Figure 87: Graph of Question 6.3.6



From Figure 87, it can be seen that 18 percent definitely agree, 40 percent agree but feel it is not significant, 18 percent indicated probably in two years time, whilst 24 percent indicated a clear 'No'.

5.3.152 Analysis and interpretation of Question 6.3.6

From the analysis of the data gathered, it is evident from the majority response that they do consider that there is an impact of export incentives, but feels it is not significant.

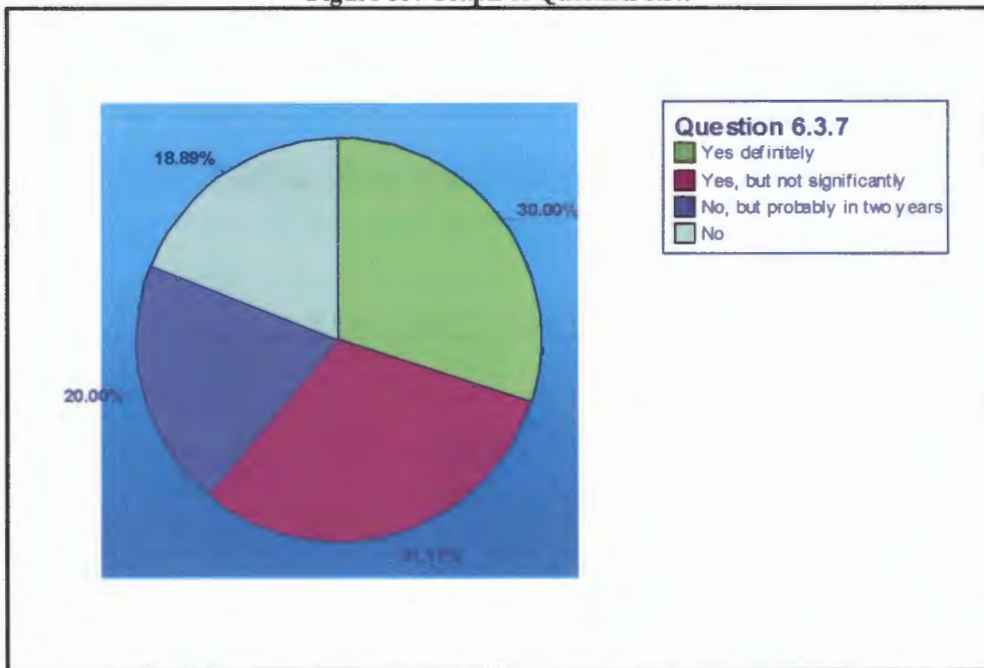
5.3.153 Results of Question 6.3.7 – Do you consider that there is an impact of BEE preferential procurement?

Table 80: Frequency of Question 6.3.7

Question 6.3.7		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Yes definitely	27	30.0	30.0	30.0
	Yes, but not significantly	28	31.1	31.1	61.1
	No, but probably in two years	18	20.0	20.0	81.1
	No	17	18.9	18.9	100.0
	Total	90	100.0	100.0	

From Table 80, it can be seen that 27 definitely agree, 28 agree but feel it is not significant, 18 indicated probably in two years time, whilst 17 indicated a clear 'No'.

Figure 88: Graph of Question 6.3.7



From Figure 88, it can be seen that 30 percent definitely agree, 31 percent agree but feel it is not significant, 20 percent indicated probably in two years time, whilst 19 percent indicated a clear 'No'.

5.3.154 Analysis and interpretation of Question 6.3.7

From the analysis of the data gathered, it is evident from the majority response that they do consider that there is an impact of BEE preferential procurement but feel it is not significant.

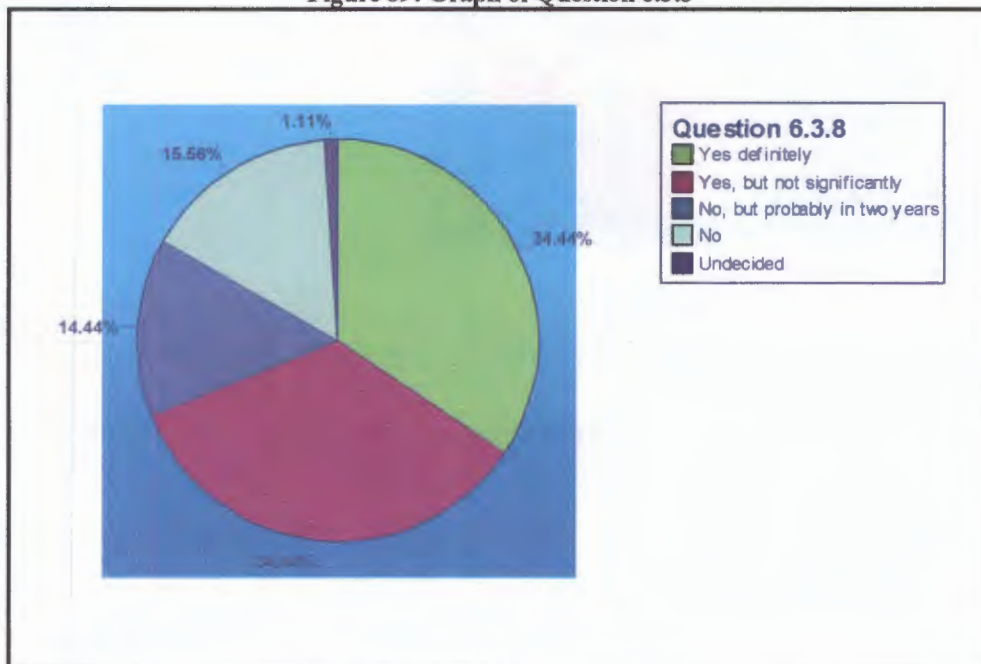
5.3.155 Results of Question 6.3.8 – Do you consider that there is an impact of labour legislation?

Table 81: Frequency of Question 6.3.8

Question 6.3.8		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Yes definitely	31	34.4	34.4	34.4
	Yes, but not significantly	31	34.4	34.4	68.9
	No, but probably in two years	13	14.4	14.4	83.3
	No	14	15.6	15.6	98.9
	Undecided	1	1.1	1.1	100.0
	Total	90	100.0	100.0	

From Table 81, it can be seen that 31 definitely agree, 31 agree but feel it is not significant, 13 indicated probably in two years time, whilst 14 indicated a clear 'No'.

Figure 89: Graph of Question 6.3.8



From Figure 89, it can be seen that 34 percent definitely agree, 34 percent agree but feel it is not significant, 14 percent indicated probably in two years time, whilst 16 percent indicated a clear 'No' and 1 percent was undecided.

5.3.156 Analysis and interpretation of Question 6.3.8

From the analysis of the data gathered, it is evident from the majority response that they definitely do consider that there is an impact of labour legislation.

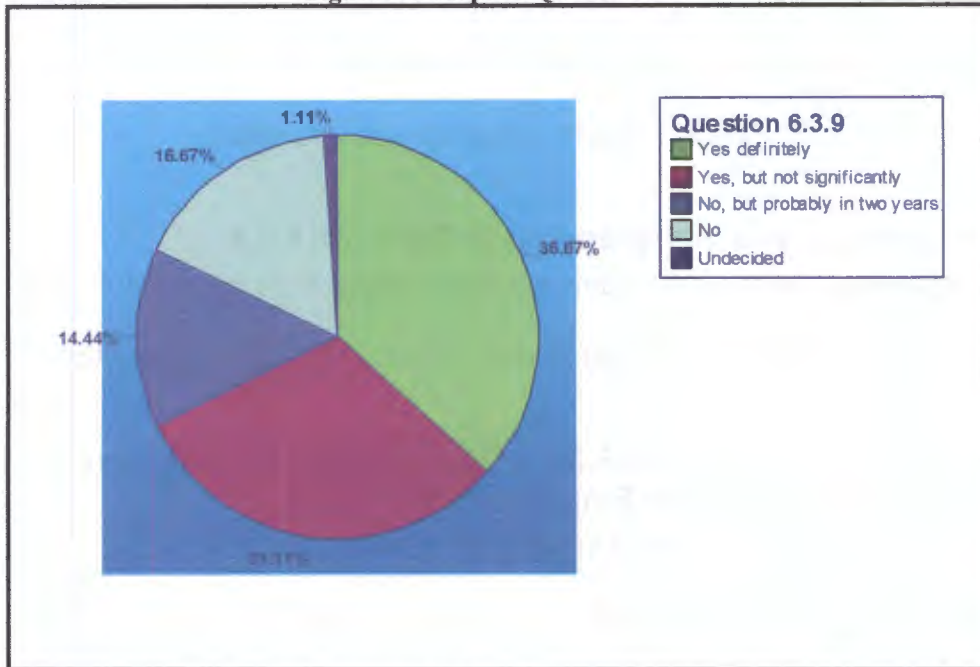
5.3.157 Results of Question 6.3.9 – Do you consider that there is an impact of Black Economic Empowerment?

Table 82: Frequency of Question 6.3.9

Question 6.3.9		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Yes definitely	33	36.7	36.7	36.7
	Yes, but not significantly	28	31.1	31.1	67.8
	No, but probably in two years	13	14.4	14.4	82.2
	No	15	16.7	16.7	98.9
	Undecided	1	1.1	1.1	100.0
	Total	90	100.0	100.0	

From Table 82, it can be seen that 33 definitely agree, 28 agree but feel it is not significant, 13 indicated probably in two years time, whilst 15 indicated a clear 'No' and 1 was undecided.

Figure 90: Graph of Question 6.3.9



From Figure 90, it can be seen that 37 percent definitely agree, 31 percent agree but feel it is not significant, 14 percent indicated probably in two years time, whilst 17 percent indicated a clear 'No' and 1 percent was undecided.

5.3.158 Analysis and interpretation of Question 6.3.9

From the analysis of the data gathered, it is evident from the majority response that they definitely do consider that there is an impact of Black Economic Empowerment.

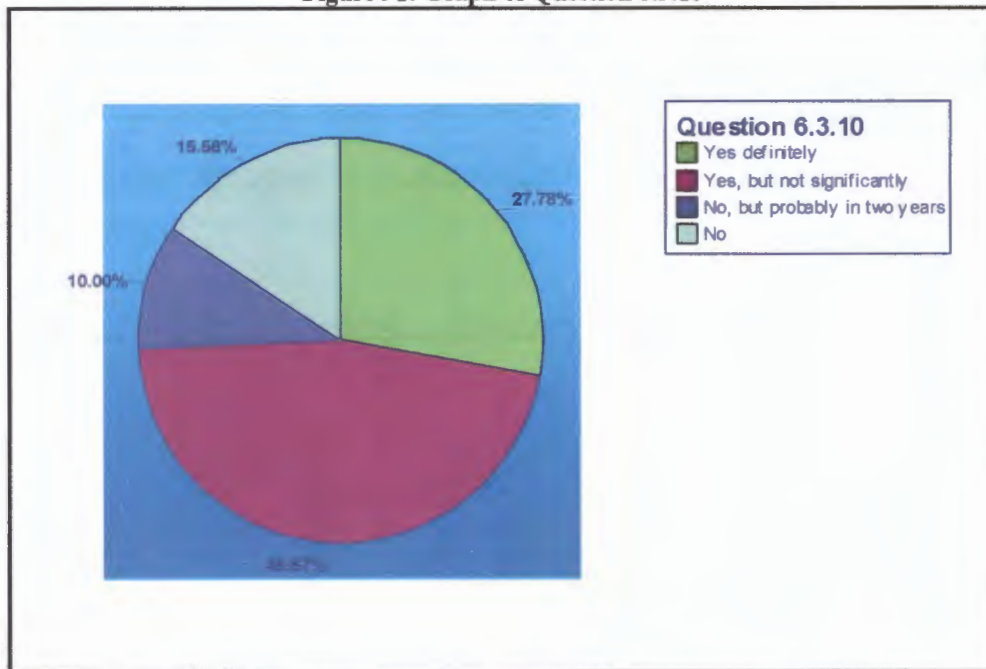
5.3.159 Results of Question 6.3.10 – Do you consider that there is an impact of legislation in general?

Table 83: Frequency of Question 6.3.10

Question 6.3.10		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Yes definitely	25	27.8	27.8	27.8
	Yes, but not significantly	42	46.7	46.7	74.4
	No, but probably in two years	9	10.0	10.0	84.4
	No	14	15.6	15.6	100.0
	Total	90	100.0	100.0	

From Table 83, it can be seen that 25 definitely agree, 42 agree but feel it is not significant, 9 indicated probably in two years time, whilst 14 indicated a clear 'No'.

Figure 91: Graph of Question 6.3.10



From Figure 91, it can be seen that 28 percent definitely agree, 47 percent agree but feel it is not significant, 10 percent indicated probably in two years time, whilst 16 percent indicated a clear 'No'.

5.3.160 Analysis and interpretation of Question 6.3.10

From the analysis of the data gathered, it is evident from the majority response that they do consider that there is an impact of legislation in general, but feel it is not significant.

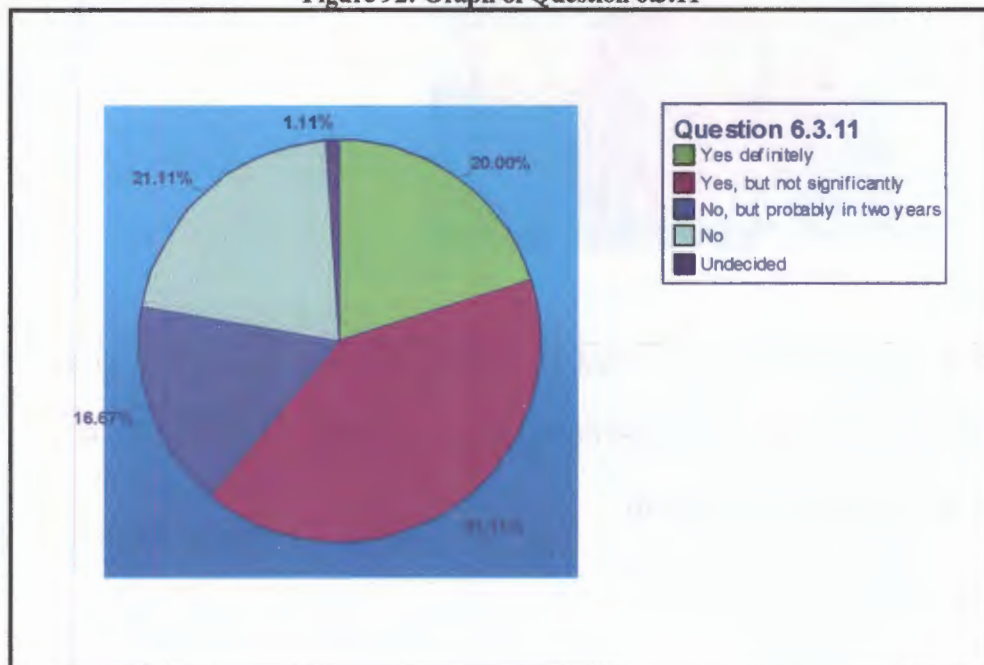
5.3.161 Results of Question 6.3.11 – Do you consider that there is an impact of import or export legislation?

Table 84: Frequency of Question 6.3.11

Question 6.3.11		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Yes definitely	18	20.0	20.0	20.0
	Yes, but not significantly	37	41.1	41.1	61.1
	No, but probably in two years	15	16.7	16.7	77.8
	No	19	21.1	21.1	98.9
	Undecided	1	1.1	1.1	100.0
	Total	90	100.0	100.0	

From Table 84, it can be seen that 18 definitely agree, 37 agree but feel it is not significant, 15 indicated probably in two years time, whilst 19 indicated a clear 'No' and 1 was undecided.

Figure 92: Graph of Question 6.3.11



From Figure 92, it can be seen that 20 percent definitely agree, 41 percent agree but feel it is not significant, 17 percent indicated probably in two years time, whilst 21 percent indicated a clear 'No' and 1 percent was undecided.

5.3.162 Analysis and interpretation of Question 6.3.11

From the analysis of the data gathered, it is evident from the majority response that they do consider that there is an impact of import or export legislation but that it is not significant enough.

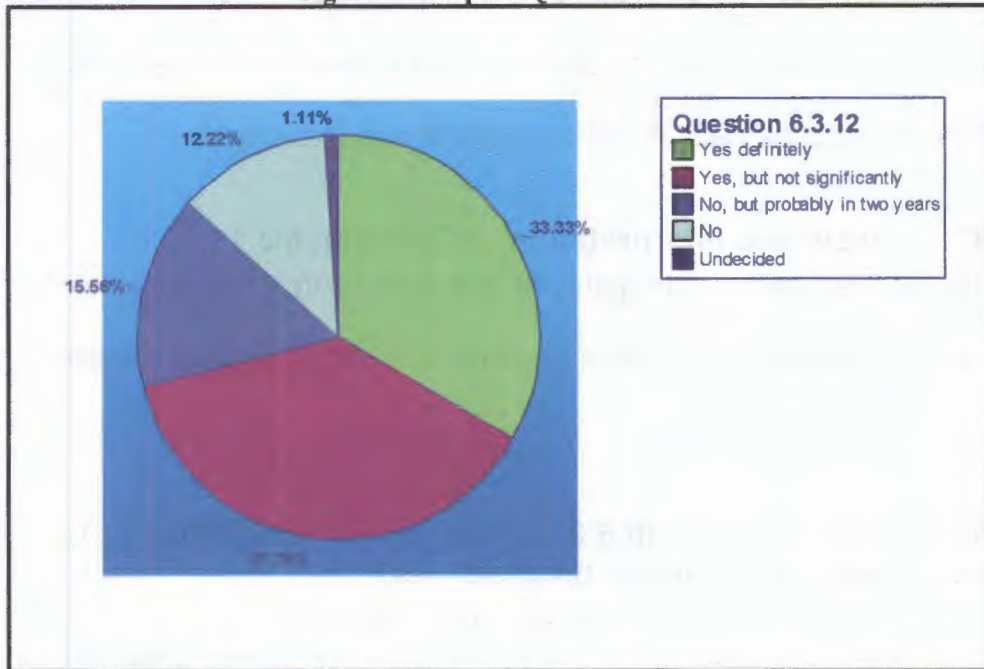
5.3.163 Results of Question 6.3.12 – Do you consider that there is an impact of skills development programmes?

Table 85: Frequency of Question 6.3.12

Question 6.3.12		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Yes definitely	30	33.3	33.3	33.3
	Yes, but not significantly	34	37.8	37.8	71.1
	No, but probably in two years	14	15.6	15.6	86.7
	No	11	12.2	12.2	98.9
	Undecided	1	1.1	1.1	100.0
	Total	90	100.0	100.0	

From Table 85, it can be seen that 30 definitely agree, 34 agree but feel it is not significant, 14 indicated probably in two years time, whilst 11 indicated a clear 'No' and 1 was undecided.

Figure 93: Graph of Question 6.3.12



From Figure 93, it can be seen that 33 percent definitely agree, 38 percent agree but feel it is not significant, 16 percent indicated probably in two years time, whilst 12 percent indicated a clear 'No' and 1 percent was undecided.

5.3.164 Analysis and interpretation of Question 6.3.12

From the analysis of the data gathered, it is evident from the majority response that they do consider that there is an impact of skills development programmes.

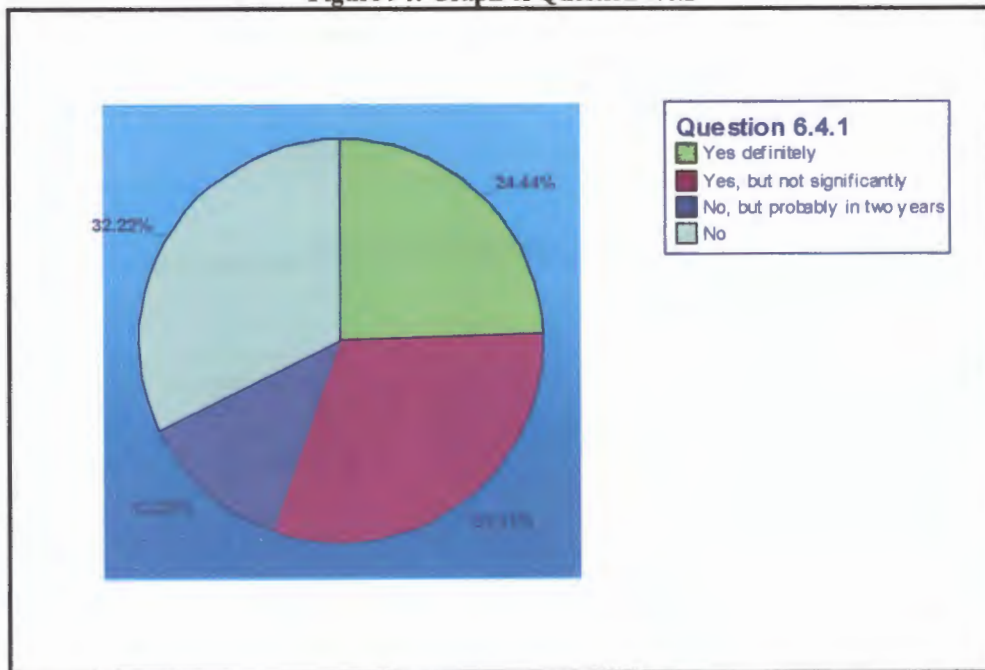
5.3.165 Results of Question 6.4.1 – Do you consider that there is awareness and utility of the SETAs (Sector Education & Training Authority)?

Table 86: Frequency of Question 6.4.1

Question 6.4.1		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Yes definitely	22	24.4	24.4	24.4
	Yes, but not significantly	28	31.1	31.1	55.6
	No, but probably in two years	11	12.2	12.2	67.8
	No	29	32.2	32.2	100.0
	Total	90	100.0	100.0	

From Table 86, it can be seen that 22 definitely agree, 28 agree but feel it is not significant, 11 indicated probably in two years time, whilst 29 indicated a clear 'No'.

Figure 94: Graph of Question 6.4.1



From Table 86, it can be seen that 24 percent definitely agree, 31 percent agree but feel it is not significant, 12 percent indicated probably in two years time, whilst 32 percent indicated a clear 'No'.

5.3.166 Analysis and interpretation of Question 6.4.1

From the analysis of the data gathered, it is evident from the majority response that they do not consider that there is awareness and utility of the SETAs (Sector Education and Training Authority).

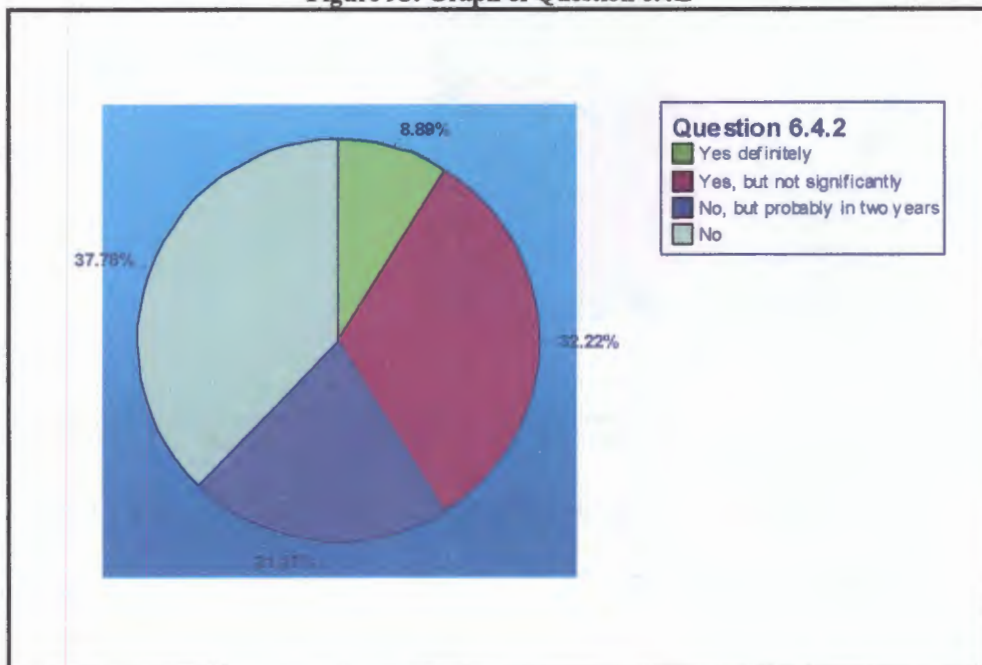
5.3.167 Results of Question 6.4.2 – Do you consider that there is awareness and utility of the Competitiveness Fund?

Table 87: Frequency of Question 6.4.2

Question 6.4.2		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Yes definitely	8	8.9	8.9	8.9
	Yes, but not significantly	29	32.2	32.2	41.1
	No, but probably in two years	19	21.1	21.1	62.2
	No	34	37.8	37.8	100.0
	Total	90	100.0	100.0	

From Table 87, it can be seen that 8 definitely agree, 29 agree but feel it is not significant, 19 indicated probably in two years time, whilst 34 indicated a clear 'No'.

Figure 95: Graph of Question 6.4.2



From Figure 95, it can be seen that 9 percent definitely agree, 32 percent agree but feel it is not significant, 21 percent indicated probably in two years time, whilst 38 percent indicated a clear 'No'.

5.3.168 Analysis and interpretation of Question 6.4.2

From the analysis of the data gathered, it is evident from the majority response that they do not consider that there is awareness and utility of the Competitiveness Fund.

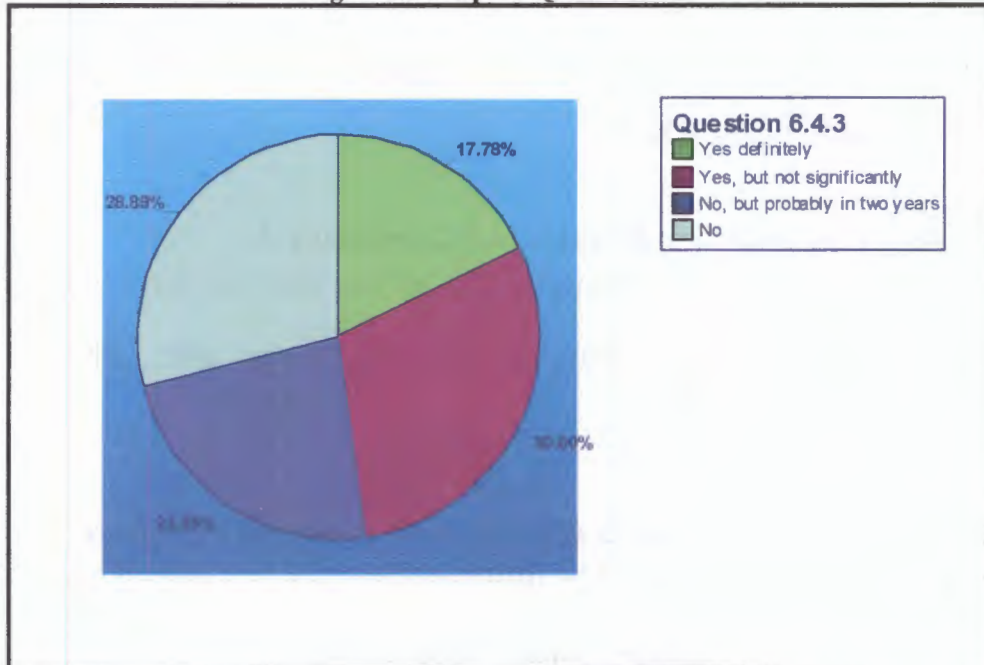
5.3.169 Results of Question 6.4.3 – Do you consider that there is awareness and utility of the IDC (Independent Development Corporation)?

Table 88: Frequency of Question 6.4.3

Question 6.4.3		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Yes definitely	16	17.8	17.8	17.8
	Yes, but not significantly	27	30.0	30.0	47.8
	No, but probably in two years	21	23.3	23.3	71.1
	No	26	28.9	28.9	100.0
	Total	90	100.0	100.0	

From Table 88, it can be seen that 16 definitely agree, 27 agree but feel it is not significant, 21 indicated probably in two years time, whilst 26 indicated a clear 'No'.

Figure 96: Graph of Question 6.4.3



From Figure 96, it can be seen that 18 percent definitely agree, 30 percent agree but feel it is not significant, 23 percent indicated probably in two years time, whilst 29 percent indicated a clear 'No'.

5.3.170 Analysis and interpretation of Question 6.4.3

From the analysis of the data gathered, it is evident from the majority response that they definitely do consider that there is awareness and utility of the IDC (Independent Development Corporation).

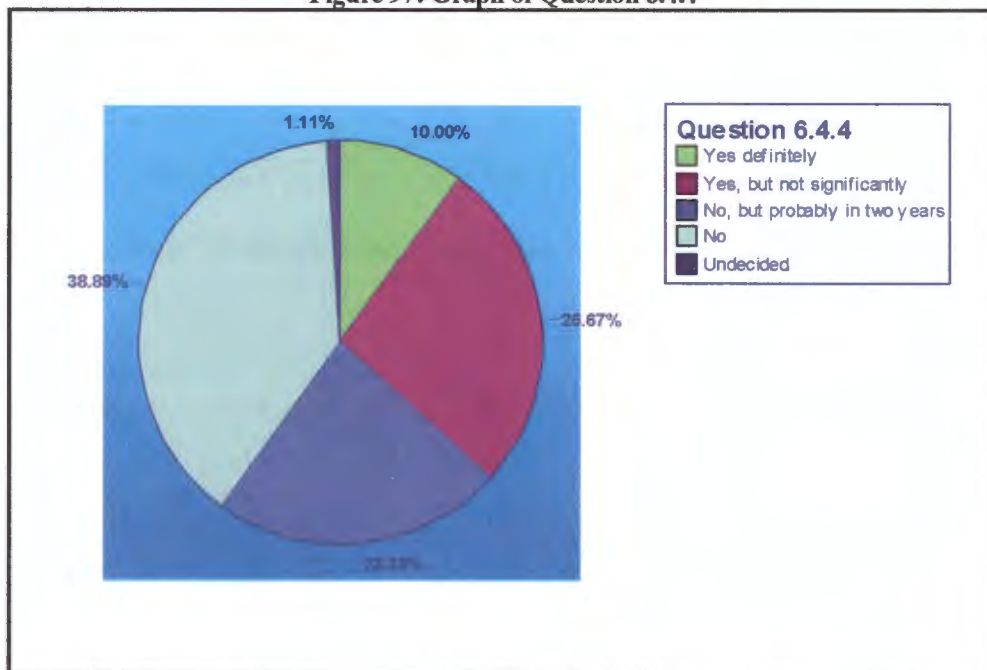
5.3.171 Results of Question 6.4.4 – Do you consider that there is awareness and utility of export incentives?

Table 89: Frequency of Question 6.4.4

Question 6.4.4		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Yes definitely	9	10.0	10.0	10.0
	Yes, but not significantly	24	26.7	26.7	36.7
	No, but probably in two years	21	23.3	23.3	60.0
	No	35	38.9	38.9	98.9
	Undecided	1	1.1	1.1	100.0
	Total	90	100.0	100.0	

From Table 89, it can be seen that 9 definitely agree, 24 agree but feel it is not significant, 21 indicated probably in two years time, whilst 35 indicated a clear 'No' and 1 was undecided.

Figure 97: Graph of Question 6.4.4



From Figure 97, it can be seen that 10 percent definitely agree, 27 percent agree but feel it is not significant, 23 percent indicated probably in two years time, whilst 39 percent indicated a clear 'No' and 1 percent was undecided.

5.3.172 Analysis and interpretation of Question 6.4.4

From the analysis of the data gathered, it is evident from the majority response that they do not consider that there is awareness and utility of export incentives.

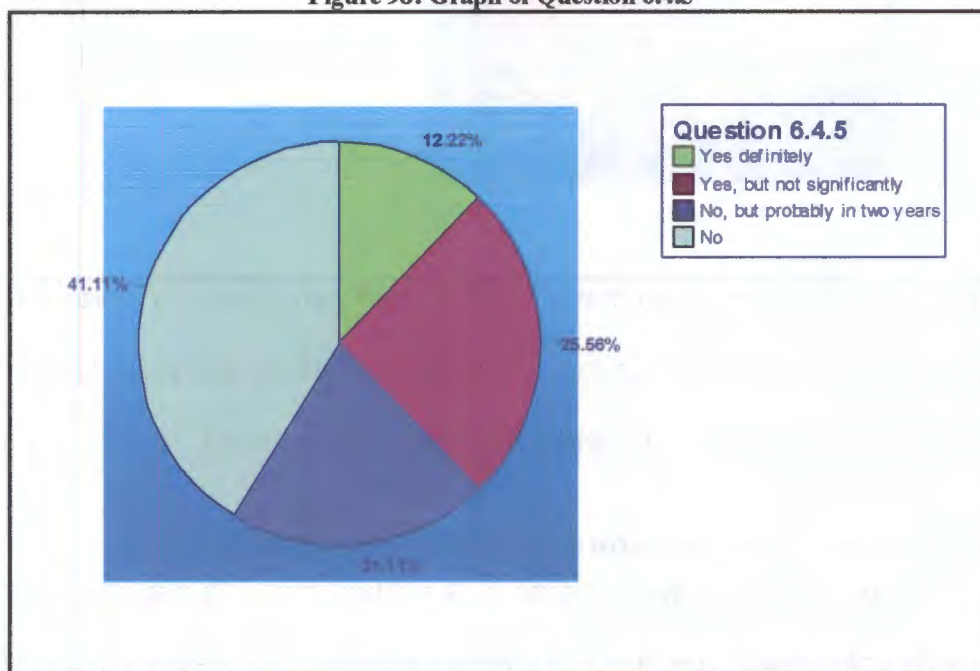
5.3.173 Results of Question 6.4.5 – Do you consider that there is awareness and utility of the Manufacturing Advisory Centres?

Table 90: Frequency of Question 6.4.5

Question 6.4.5		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Yes definitely	11	12.2	12.2	12.2
	Yes, but not significantly	23	25.6	25.6	37.8
	No, but probably in two years	19	21.1	21.1	58.9
	No	37	41.1	41.1	100.0
	Total	90	100.0	100.0	

From Table 90, it can be seen that 11 definitely agree, 23 agree but feel it is not significant, 19 indicated probably in two years time, whilst 37 indicated a clear 'No'.

Figure 98: Graph of Question 6.4.5



From Figure 98, it can be seen that 12 percent definitely agree, 26 percent agree but feel it is not significant, 21 percent indicated probably in two years time, whilst 41 percent indicated a clear 'No'.

5.3.174 Analysis and interpretation of Question 6.4.5

From the analysis of the data gathered, it is evident from the majority response that they definitely do not consider that there is awareness and utility of the Manufacturing Advisory Centres.

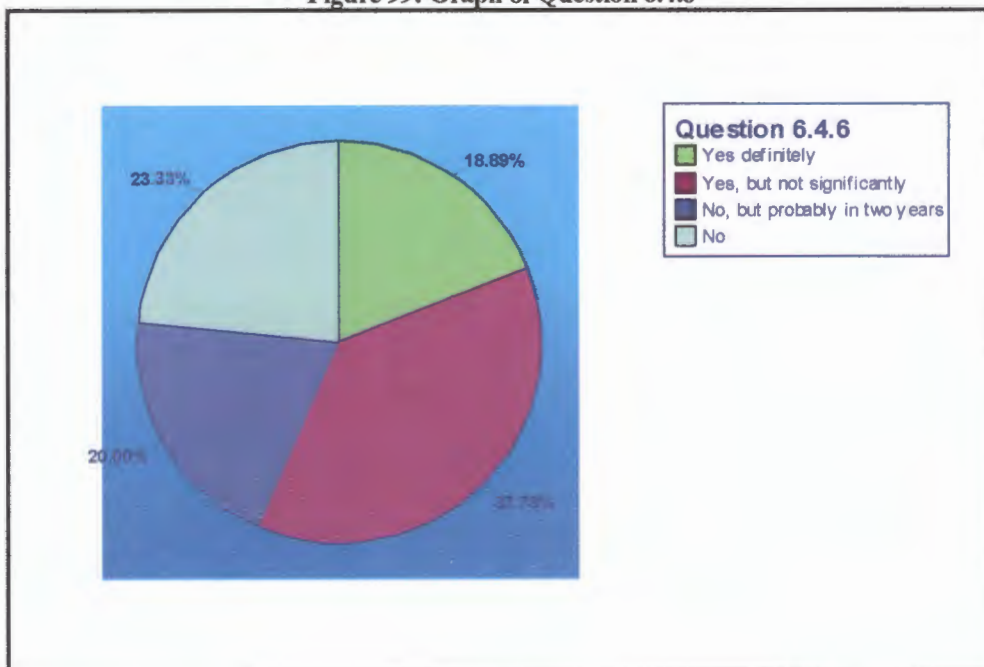
5.3.175 Results of Question 6.4.6 – Do you consider that there is awareness and utility of SEDA (Small Enterprise Development Agency)?

Table 91: Frequency of Question 6.4.6

Question 6.4.6		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Yes definitely	17	18.9	18.9	18.9
	Yes, but not significantly	34	37.8	37.8	56.7
	No, but probably in two years	18	20.0	20.0	76.7
	No	21	23.3	23.3	100.0
	Total	90	100.0	100.0	

From Table 91, it can be seen that 17 definitely agree, 34 agree but feel it is not significant, 18 indicated probably in two years time, whilst 21 indicated a clear 'No'.

Figure 99: Graph of Question 6.4.6



From Figure 99, it can be seen that 19 percent definitely agree, 38 percent agree but feel it is not significant, 20 percent indicated probably in two years time, whilst 23 percent indicated a clear 'No'.

5.3.176 Analysis and interpretation of Question 6.4.6

From the analysis of the data gathered, it is evident from the majority response that the largest proportion does consider that there is awareness and utility of SEDA (Small Enterprise Development Corporation) but feel it is not significant.

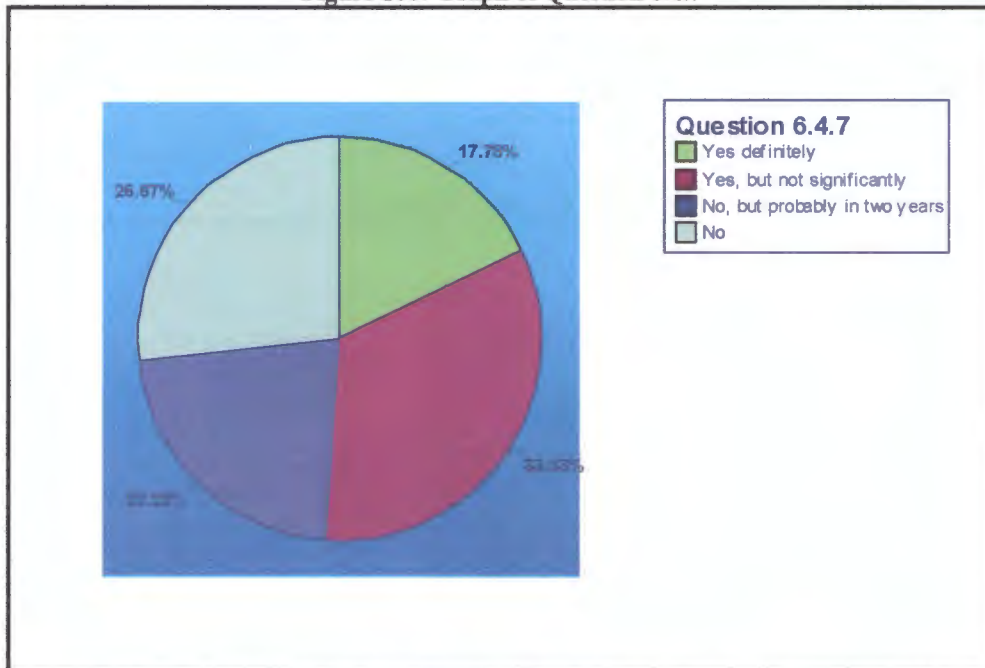
5.3.177 Results of Question 6.4.7 – Do you consider that there is awareness and utility of Khula Finance Intermediaries?

Table 92: Frequency of Question 6.4.7

Question 6.4.7		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Yes definitely	16	17.8	17.8	17.8
	Yes, but not significantly	30	33.3	33.3	51.1
	No, but probably in two years	20	22.2	22.2	73.3
	No	24	26.7	26.7	100.0
	Total	90	100.0	100.0	

From Table 92, it can be seen that 16 definitely agree, 30 agree but feel it is not significant, 20 indicated probably in two years time, whilst 24 indicated a clear 'No'.

Figure 100: Graph of Question 6.4.7



From Figure 100, it can be seen that 18 percent definitely agree, 33 percent agree but feel it is not significant, 22 percent indicated probably in two years time, whilst 27 percent indicated a clear 'No'.

5.3.178 Analysis and interpretation of Question 6.4.7

From the analysis of the data gathered, it is evident from the majority response that they do consider that there is awareness and utility of Khula Finance Intermediaries but that it is not significant enough.

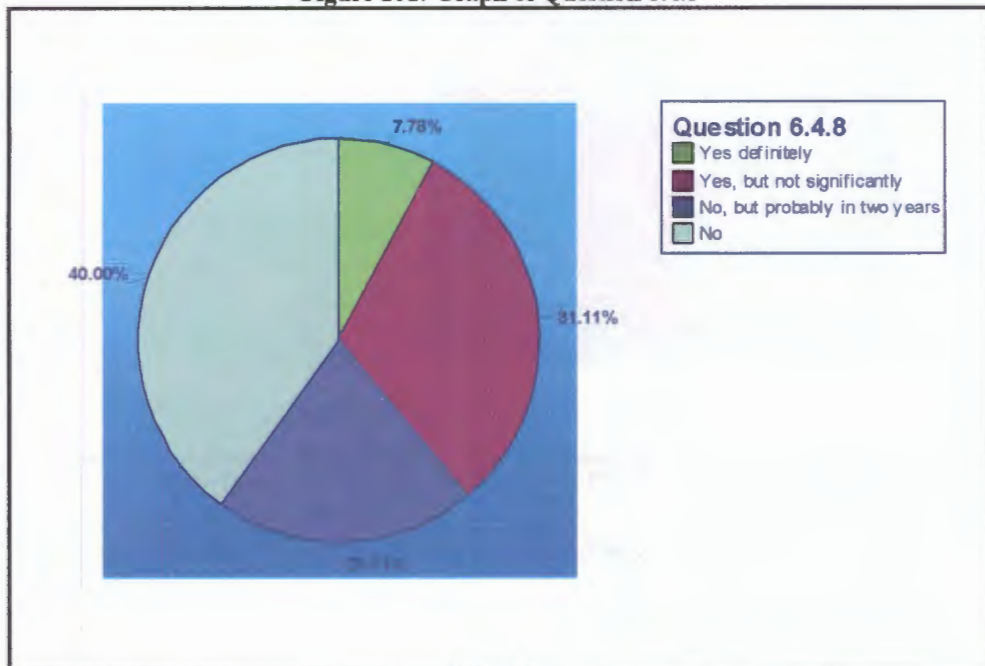
5.3.179 Results of Question 6.4.8 – Do you consider that there is awareness and utility of Brain Trust?

Table 93: Frequency of Question 6.4.8

Question 6.4.8		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Yes definitely	7	7.8	7.8	7.8
	Yes, but not significantly	28	31.1	31.1	38.9
	No, but probably in two years	19	21.1	21.1	60.0
	No	36	40.0	40.0	100.0
	Total	90	100.0	100.0	

From Table 93, it can be seen that 7 definitely agree, 28 agree but feel it is not significant, 19 indicated probably in two years time, whilst 36 indicated a clear 'No'.

Figure 101: Graph of Question 6.4.8



From Figure 101, it can be seen that 8 percent definitely agree, 31 percent agree but feel it is not significant, 21 percent indicated probably in two years time, whilst 40 percent indicated a clear 'No'.

5.3.180 Analysis and interpretation of Question 6.4.8

From the analysis of the data gathered, it is evident from the majority response that they do not consider that there is awareness and utility of the Brain Trust.

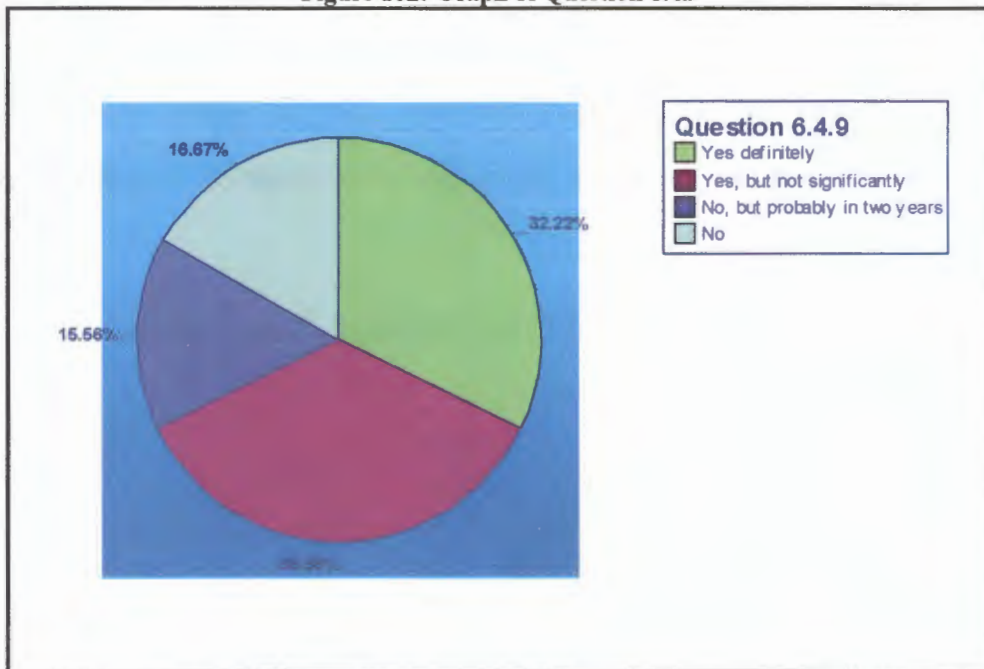
5.3.181 Results of Question 6.4.9 – Do you consider that there is awareness and utility of the Umsobomvu Youth Fund?

Table 94: Frequency of Question 6.4.9

Question 6.4.9		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Yes definitely	29	32.2	32.2	32.2
	Yes, but not significantly	32	35.6	35.6	67.8
	No, but probably in two years	14	15.6	15.6	83.3
	No	15	16.7	16.7	100.0
	Total	90	100.0	100.0	

From Table 94, it can be seen that 29 definitely agree, 32 agree but feel it is not significant, 14 indicated probably in two years time, whilst 15 indicated a clear 'No'.

Figure 102: Graph of Question 6.4.9



From Figure 102, it can be seen that 32 percent definitely agree, 36 percent agree but feel it is not significant, 16 percent indicated probably in two years time, whilst 17 percent indicated a clear 'No'.

5.3.182 Analysis and interpretation of Question 6.4.9

From the analysis of the data gathered, it is evident from the majority response that they do consider that there is awareness and utility of the Umsobomvu Youth Fund but feel it is not significant enough.

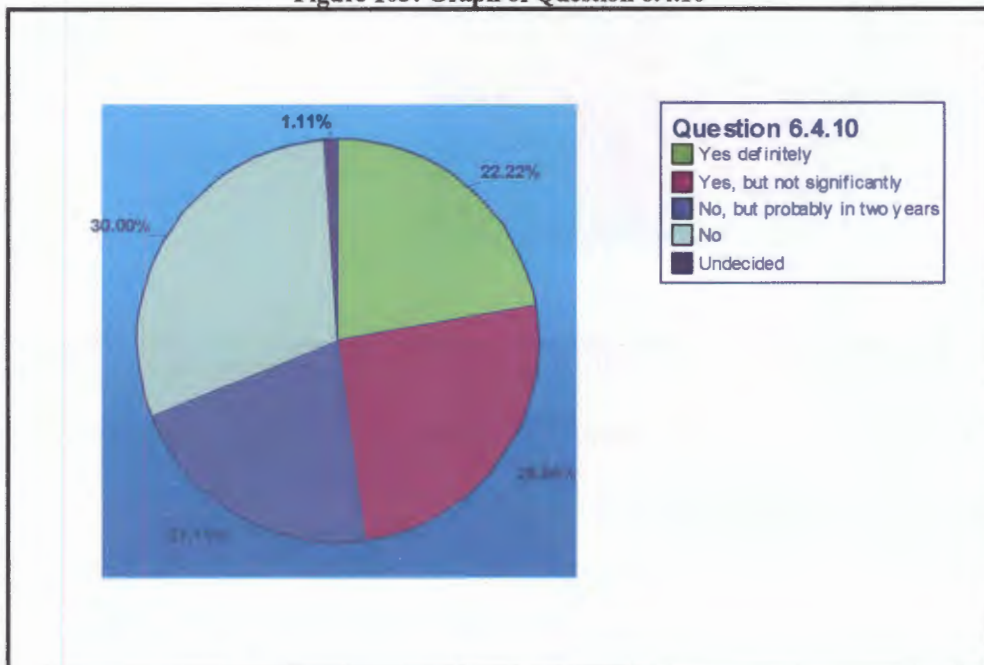
5.3.183 Results of Question 6.4.10 – Do you consider that there is awareness and utility of NEF (National Empowerment Fund)?

Table 95: Frequency of Question 6.4.10

Question 6.4.10		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Yes definitely	20	22.2	22.2	22.2
	Yes, but not significantly	23	25.6	25.6	47.8
	No, but probably in two years	19	21.1	21.1	68.9
	No	27	30.0	30.0	98.9
	Undecided	1	1.1	1.1	100.0
	Total	90	100.0	100.0	

From Table 95, it can be seen that 20 definitely agree, 23 agree but feel it is not significant, 19 indicated probably in two years time, whilst 27 indicated a clear 'No' and 1 was undecided.

Figure 103: Graph of Question 6.4.10



From Figure 103, it can be seen that 22 percent definitely agree, 26 percent agree but feel it is not significant, 21 percent indicated probably in two years time, whilst 30 percent indicated a clear 'No' and 1 percent was undecided.

5.3.184 Analysis and interpretation of Question 6.4.10

From the analysis of the data gathered, it is evident from the majority response that they do not consider that there is awareness and utility of NEF (National Empowerment Fund).

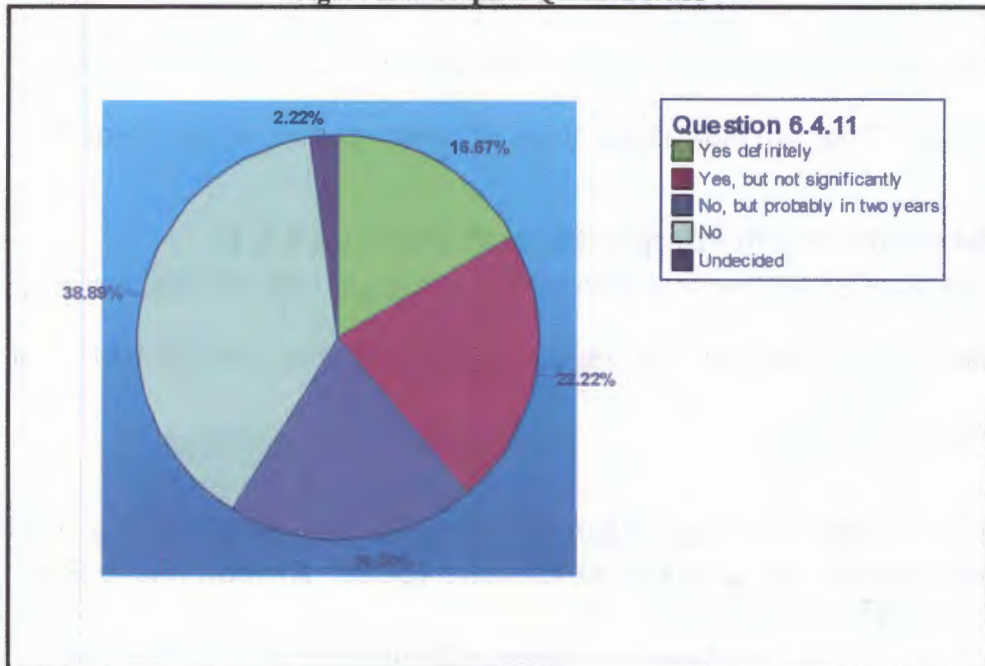
5.3.185 Results of Question 6.4.11 – Do you consider that there is awareness and utility of the APEX fund (South African Micro Finance Apex Fund)?

Table 96: Frequency of Question 6.4.11

Question 6.4.11		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Yes definitely	15	16.7	16.7	16.7
	Yes, but not significantly	20	22.2	22.2	38.9
	No, but probably in two years	18	20.0	20.0	58.9
	No	35	38.9	38.9	97.8
	Undecided	2	2.2	2.2	100.0
	Total	90	100.0	100.0	

From Table 96, it can be seen that 15 definitely agree, 20 agree but feel it is not significant, 18 indicated probably in two years time, whilst 35 indicated a clear 'No' and 2 were undecided.

Figure 104: Graph of Question 6.4.11



From Figure 104, it can be seen that 17 percent definitely agree, 22 percent agree but feel it is not significant, 20 percent indicated probably in two years time, whilst 39 percent indicated a clear 'No' and 2 percent were undecided.

5.3.186 Analysis and interpretation of Question 6.4.11

From the analysis of the data gathered, it is evident from the majority response that they do not consider that there is awareness and utility of the APEX Fund (South African Micro Finance Apex Fund).

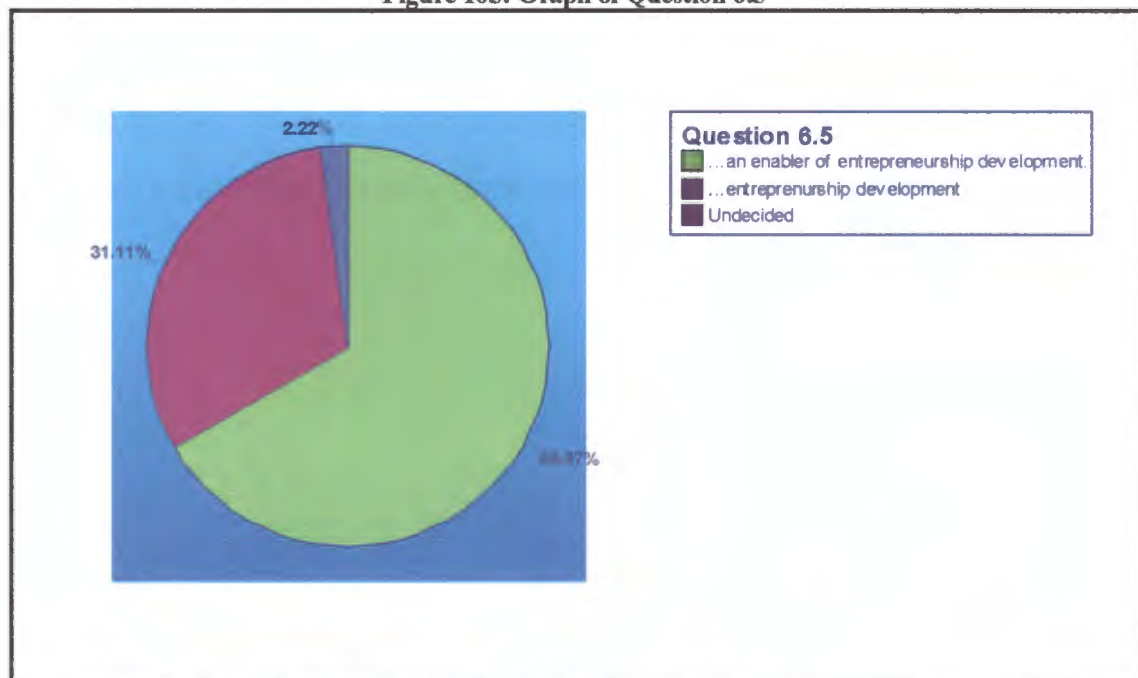
5.3.187 Results of Question 6.5 – You regard aspects of government support policies for enterprises and the management thereof as..?

Table 97: Frequency of Question 6.5

Question 6.5		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	...an enabler of entrepreneurship development.	60	66.7	66.7	66.7
	...entrepreneurship development	28	31.1	31.1	97.8
	Undecided	2	2.2	2.2	100.0
	Total	90	100.0	100.0	

From Table 97, it can be seen that 60 respondents regard aspects of government support policies for enterprises and the management thereof as an enabler of entrepreneurship development. Twenty-eight respondents regard aspects of government support policies for enterprises and the management thereof as entrepreneurship development and 2 respondents were undecided.

Figure 105: Graph of Question 6.5



From Figure 105, it can be seen that 67 percent of respondents regard aspects of government support policies for enterprises and the management thereof as an enabler of entrepreneurship development. Thirty-one percent of respondents regard aspects of government support policies for enterprises and the

management thereof as entrepreneurship development and 2 percent of respondents were undecided.

5.3.188 Analysis and interpretation of Question 6.5

From the analysis of the data gathered, it is evident from the majority response that they regard aspects of government support policies for enterprises and the management thereof to be an enabler of entrepreneurship development.

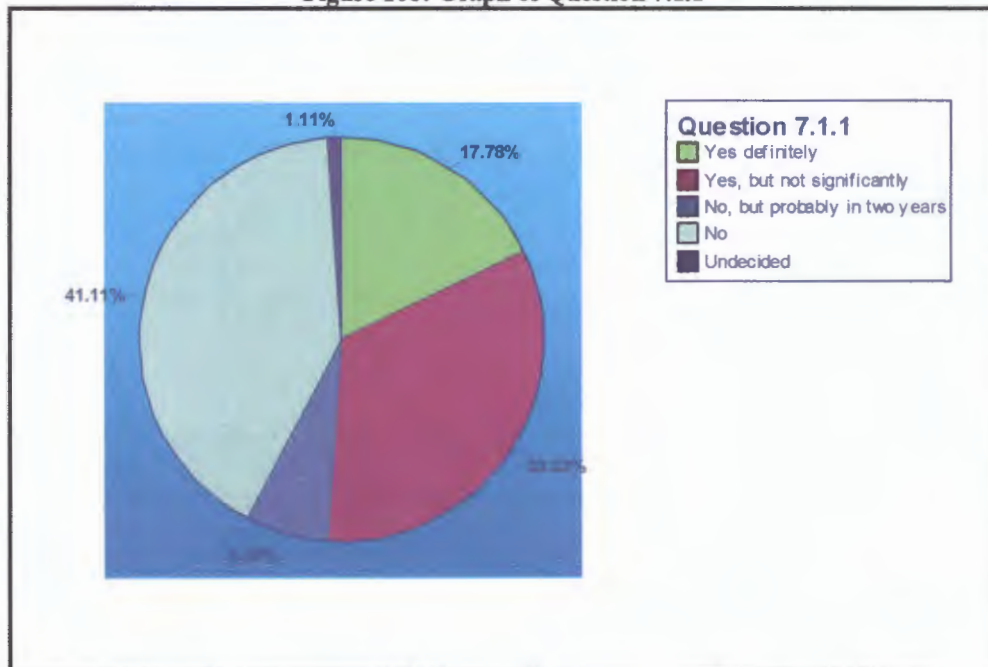
5.3.189 Results of Question 7.1.1 – Do you consider that there is sufficient equity funding available for enterprises?

Table 98: Frequency of Question 7.1.1

Question 7.1.1		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Yes definitely	16	17.8	17.8	17.8
	Yes, but not significantly	30	33.3	33.3	51.1
	No, but probably in two years	6	6.7	6.7	57.8
	No	37	41.1	41.1	98.9
	Undecided	1	1.1	1.1	100.0
	Total	90	100.0	100.0	

From Table 98, it can be seen that 16 definitely agree, 30 agree but feel it is not significant, 6 indicated probably in two years time, whilst 37 indicated a clear 'No' and 1 was were undecided.

Figure 106: Graph of Question 7.1.1



From Figure 106, it can be seen that 18 percent definitely agree, 33 percent agree but feel it is not significant, 7 percent indicated probably in two years time, whilst 41 percent indicated a clear 'No' and 1 percent were undecided.

5.3.190 Analysis and interpretation of Question 7.1.1

From the analysis of the data gathered, it is evident from the majority response that they do not consider that there is sufficient equity funding available for enterprises.

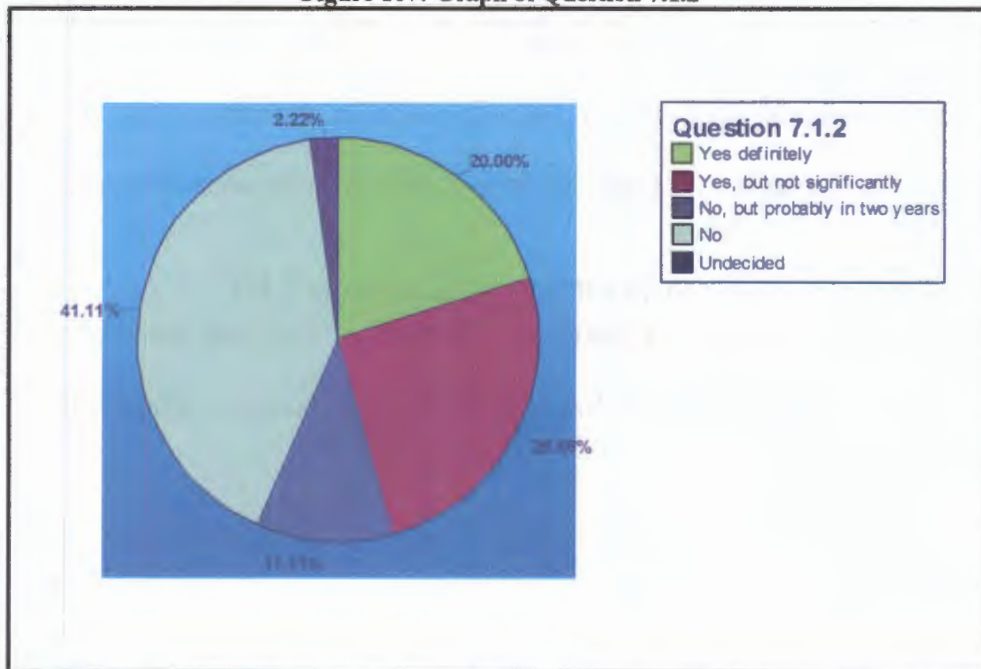
5.3.191 Results of Question 7.1.2 – Do you consider that there is sufficient debt funding available for enterprises?

Table 99: Frequency of Question 7.1.2

Question 7.1.2		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Yes definitely	18	20.0	20.0	20.0
	Yes, but not significantly	23	25.6	25.6	45.6
	No, but probably in two years	10	11.1	11.1	56.7
	No	37	41.1	41.1	97.8
	Undecided	2	2.2	2.2	100.0
	Total	90	100.0	100.0	

From Table 99, it can be seen that 18 definitely agree, 23 agree but feel it is not significant, 10 indicated probably in two years time, whilst 37 indicated a clear 'No' and 2 were undecided.

Figure 107: Graph of Question 7.1.2



From Figure 107, it can be seen that 20 percent definitely agree, 26 percent agree but feel it is not significant, 11 percent indicated probably in two years time, whilst 41 percent indicated a clear 'No' and 2 percent were undecided.

5.3.192 Analysis and interpretation of Question 7.1.2

From the analysis of the data gathered, it is evident from the majority response that they do not consider that there is sufficient debt funding available for enterprises.

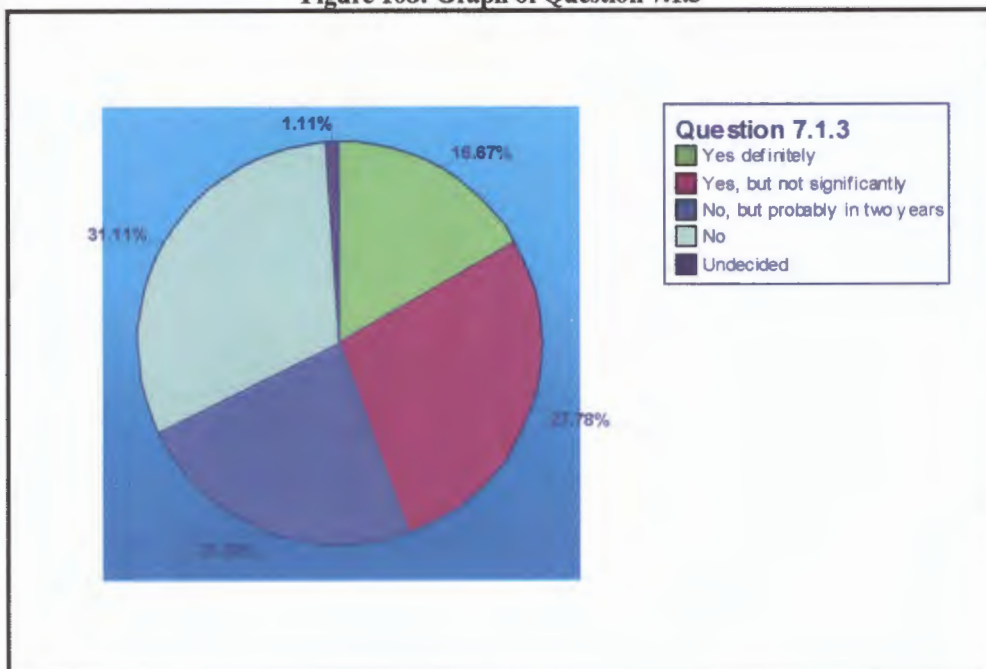
5.3.193 Results of Question 7.1.3 – Do you consider that there are sufficient government subsidies available for enterprises?

Table 100: Frequency of Question 7.1.3

Question 7.1.3		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Yes definitely	15	16.7	16.7	16.7
	Yes, but not significantly	25	27.8	27.8	44.4
	No, but probably in two years	21	23.3	23.3	67.8
	No	28	31.1	31.1	98.9
	Undecided	1	1.1	1.1	100.0
	Total	90	100.0	100.0	

From Table 100, it can be seen that 15 definitely agree, 25 agree but feel it is not significant, 21 indicated probably in two years time, whilst 28 indicated a clear 'No' and 1 was undecided.

Figure 108: Graph of Question 7.1.3



From Figure 108, it can be seen that 17 percent definitely agree, 28 percent agree but feel it is not significant, 23 percent indicated probably in two years time, whilst 31 percent indicated a clear 'No' and 1 percent was undecided.

5.3.194 Analysis and interpretation of Question 7.1.3

From the analysis of the data gathered, it is evident from the majority response that they do not consider that there are sufficient government subsidies available for enterprises.

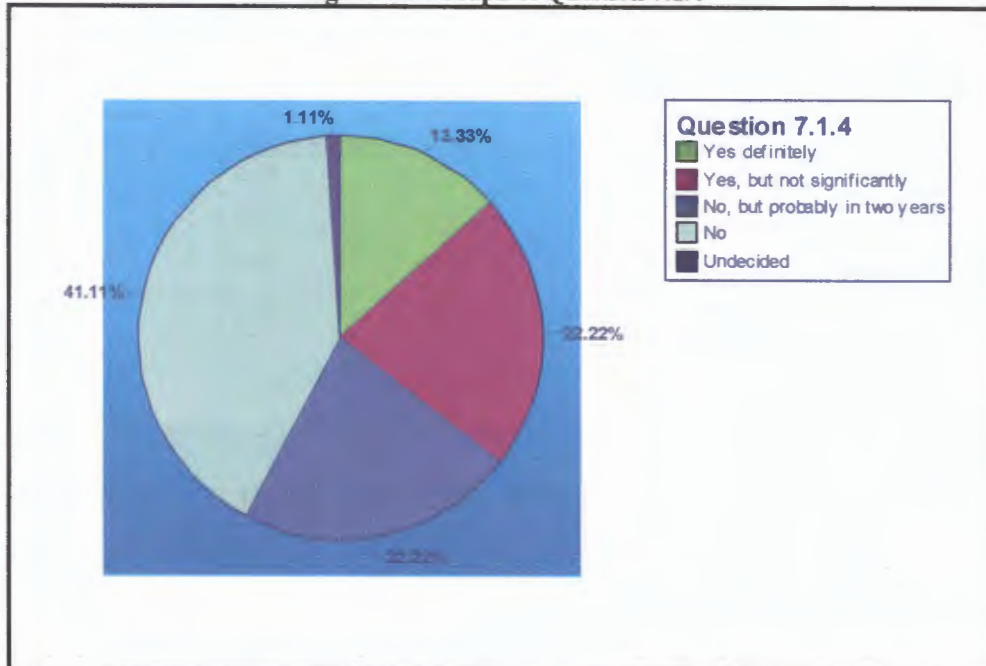
5.3.195 Results of Question 7.1.4 – Do you consider that there is sufficient funding available from private individuals for enterprises?

Table 101: Frequency of Question 7.1.4

Question 7.1.4		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Yes definitely	12	13.3	13.3	13.3
	Yes, but not significantly	20	22.2	22.2	35.6
	No, but probably in two years	20	22.2	22.2	57.8
	No	37	41.1	41.1	98.9
	Undecided	1	1.1	1.1	100.0
	Total	90	100.0	100.0	

From Table 101, it can be seen that 12 definitely agree, 20 agree but feel it is not significant, 20 indicated probably in two years time, whilst 37 indicated a clear 'No' and 1 was undecided.

Figure 109: Graph of Question 7.1.4



From Figure 109, it can be seen that 13 percent definitely agree, 22 percent agree but feel it is not significant, 22 percent indicated probably in two years time, whilst 41 percent indicated a clear 'No' and 1 percent was undecided.

5.3.196 Analysis and interpretation of Question 7.1.4

From the analysis of the data gathered, it is evident from the majority response that they do not consider that there is sufficient funding available from private individuals for enterprises.

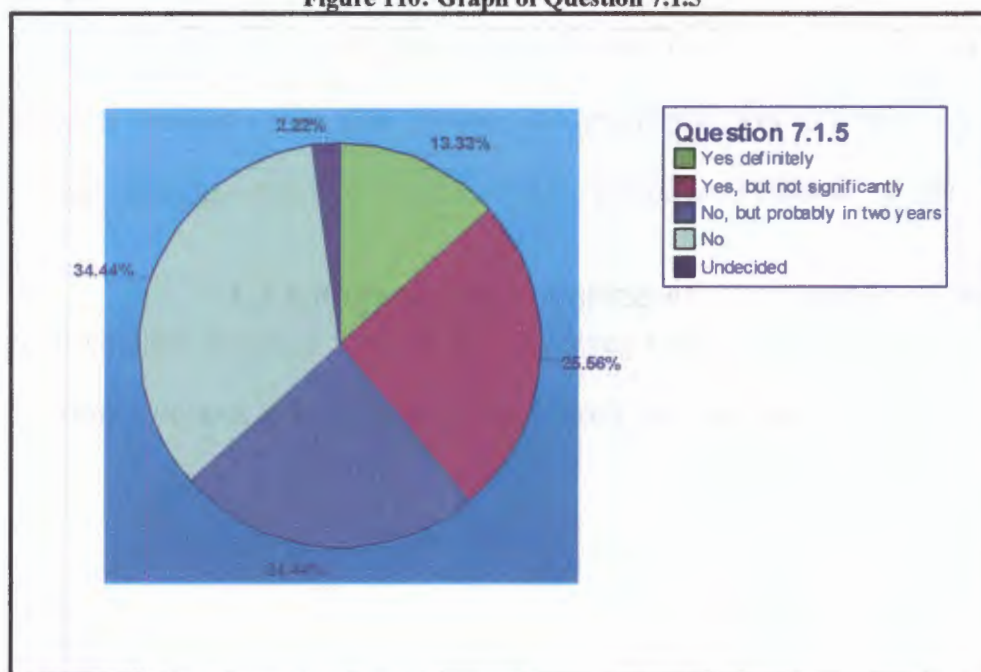
5.3.197 Results of Question 7.1.5 – Do you consider that there is sufficient venture capital funding available for enterprises?

Table 102: Frequency of Question 7.1.5

Question 7.1.5		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Yes definitely	12	13.3	13.3	13.3
	Yes, but not significantly	23	25.6	25.6	38.9
	No, but probably in two years	22	24.4	24.4	63.3
	No	31	34.4	34.4	97.8
	Undecided	2	2.2	2.2	100.0
	Total	90	100.0	100.0	

From Table 102, it can be seen that 12 definitely agree, 23 agree but feel it is not significant, 22 indicated probably in two years time, whilst 31 indicated a clear 'No' and 2 were undecided.

Figure 110: Graph of Question 7.1.5



From Figure 110, it can be seen that 13 percent definitely agree, 26 percent agree but feel it is not significant, 24 percent indicated probably in two years time, whilst 34 percent indicated a clear 'No' and 2 percent were undecided.

5.3.198 Analysis and interpretation of Question 7.1.5

From the analysis of the data gathered, it is evident from the majority response that they do not consider that there is sufficient venture capital funding available for enterprises.

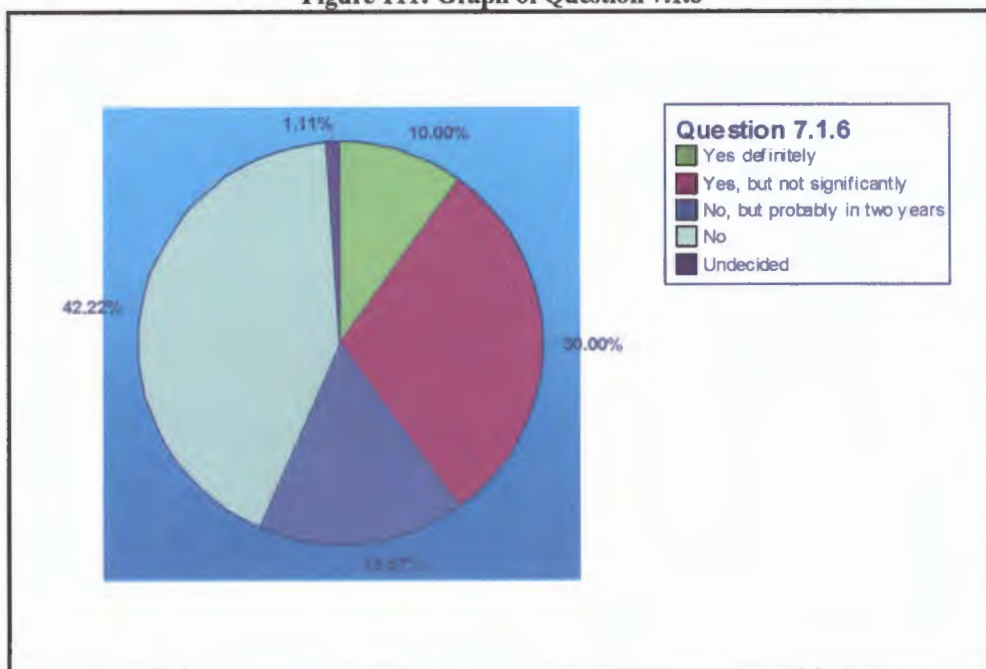
5.3.199 Results of Question 7.1.6 – Do you consider that there is sufficient funding available through initial public offerings for enterprises?

Table 103: Frequency of Question 7.1.6

Question 7.1.6		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Yes definitely	9	10.0	10.0	10.0
	Yes, but not significantly	27	30.0	30.0	40.0
	No, but probably in two years	15	16.7	16.7	56.7
	No	38	42.2	42.2	98.9
	Undecided	1	1.1	1.1	100.0
	Total	90	100.0	100.0	

From Table 103, it can be seen that 9 definitely agree, 27 agree but feel it is not significant, 15 indicated probably in two years time, whilst 38 indicated a clear 'No' and 1 was undecided.

Figure 111: Graph of Question 7.1.6



From Figure 111, it can be seen that 10 percent definitely agree, 30 percent agree but feel it is not significant, 17 percent indicated probably in two years time, whilst 42 percent indicated a clear 'No' and 1 percent was undecided.

5.3.200 Analysis and interpretation of Question 7.1.6

From the analysis of the data gathered, it is evident from the majority response that they do not consider that there is sufficient funding available through initial public offerings for enterprises.

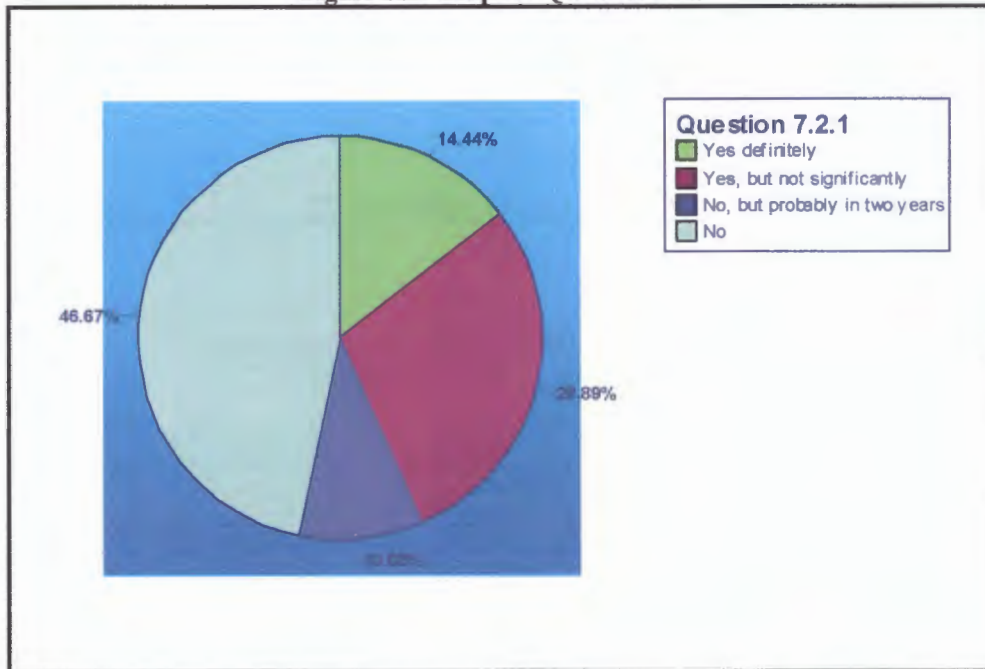
5.3.201 Results of Question 7.2.1 – Do you consider that a new business enterprise that is making profit will run out of money?

Table 104: Frequency of Question 7.2.1

Question 7.2.1		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Yes definitely	13	14.4	14.4	14.4
	Yes, but not significantly	26	28.9	28.9	43.3
	No, but probably in two years	9	10.0	10.0	53.3
	No	42	46.7	46.7	100.0
	Total	90	100.0	100.0	

From Table 104, it can be seen that 13 definitely agree, 26 agree but feel it is not significant, 9 indicated probably in two years time, whilst 42 indicated a clear 'No'.

Figure 112: Graph of Question 7.2.1



From Figure 112, it can be seen that 14 percent definitely agree, 29 percent agree but feel it is not significant, 10 percent indicated probably in two years time, whilst 47 percent indicated a clear 'No'.

5.3.202 Analysis and interpretation of Question 7.2.1

From the analysis of the data gathered, it is evident from the majority response that they do not consider that a new business enterprise that is making profit will run out of money.

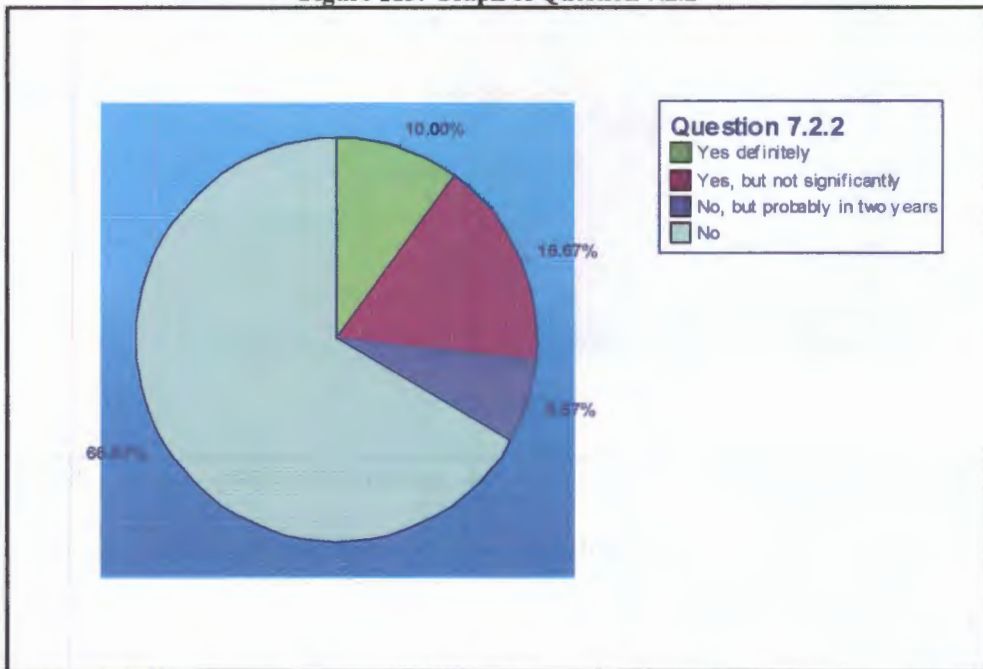
5.3.203 Results of Question 7.2.2 – Do you consider that there is no difference between sales and profit?

Table 105: Frequency of Question 7.2.2

Question 7.2.2		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Yes definitely	9	10.0	10.0	10.0
	Yes, but not significantly	15	16.7	16.7	26.7
	No, but probably in two years	6	6.7	6.7	33.3
	No	60	66.7	66.7	100.0
	Total	90	100.0	100.0	

From Table 105, it can be seen that 9 definitely agree, 15 agree but feel it is not significant, 6 indicated probably in two years time, whilst 60 indicated a clear 'No'.

Figure 113: Graph of Question 7.2.2



From Figure 113, it can be seen that 10 percent definitely agree, 17 percent agree but feel it is not significant, 7 percent indicated probably in two years time, whilst 67 percent indicated a clear 'No'.

5.3.204 Analysis and interpretation of Question 7.2.2

From the analysis of the data gathered, it is evident from the majority response that they definitely consider that there is a difference between sales and profit.

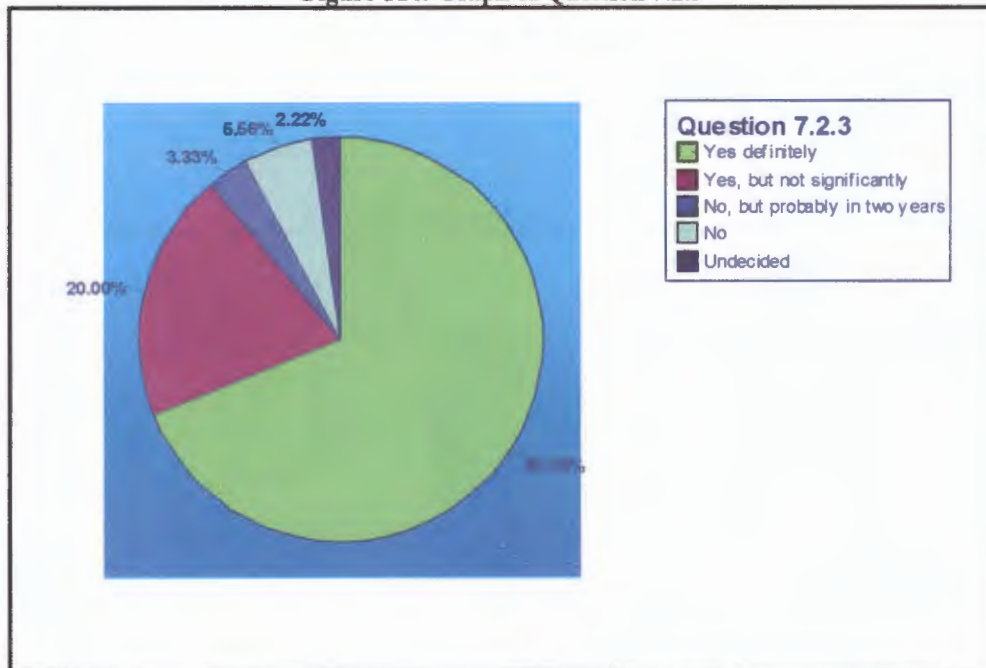
5.3.205 Results of Question 7.2.3 – Do you consider that getting into debt can be very dangerous?

Table 106: Frequency of Question 7.2.3

Question 7.2.3		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Yes definitely	62	68.9	68.9	68.9
	Yes, but not significantly	18	20.0	20.0	88.9
	No, but probably in two years	3	3.3	3.3	92.2
	No	5	5.6	5.6	97.8
	Undecided	2	2.2	2.2	100.0
	Total	90	100.0	100.0	

From Table 106, it can be seen that 62 definitely agree, 18 agree but feel it is not significant, 3 indicated probably in two years time, whilst 5 indicated a clear 'No' and 2 were undecided.

Figure 114: Graph of Question 7.2.3



From Figure 114, it can be seen that 69 percent definitely agree, 20 percent agree but feel it is not significant, 3 percent indicated probably in two years time, whilst 6 percent indicated a clear 'No' and 2 percent were undecided.

5.3.206 Analysis and interpretation of Question 7.2.3

From the analysis of the data gathered, it is evident from the majority response that they definitely do consider that getting into debt can be very dangerous.

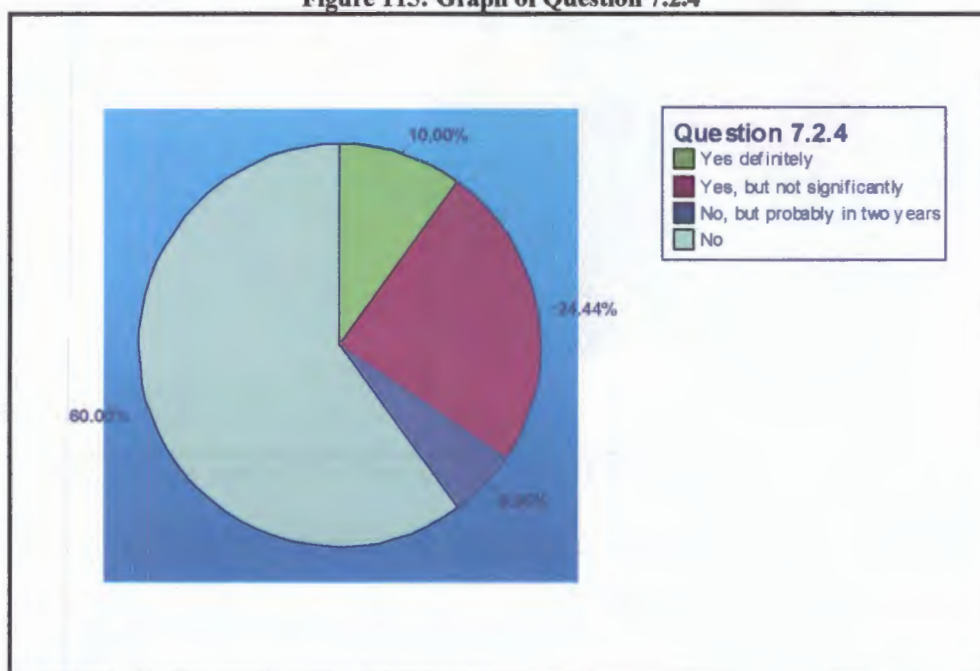
5.3.207 Results of Question 7.2.4 – Do you consider that savings or building up money to start a business is not particularly important because there are many ways to get money?

Table 107: Frequency of Question 7.2.4

Question 7.2.4		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Yes definitely	9	10.0	10.0	10.0
	Yes, but not significantly	22	24.4	24.4	34.4
	No, but probably in two years	5	5.6	5.6	40.0
	No	54	60.0	60.0	100.0
	Total	90	100.0	100.0	

From Table 107, it can be seen that 9 definitely agree, 22 agree but feel it is not significant, 5 indicated probably in two years time, whilst 54 indicated a clear 'No'.

Figure 115: Graph of Question 7.2.4



From Figure 115, it can be seen that 10 percent definitely agree, 24 percent agree but feel it is not significant, 6 percent indicated probably in two years time, whilst 60 percent indicated a clear 'No'.

5.3.208 Analysis and interpretation of Question 7.2.4

From the analysis of the data gathered, it is evident from the majority response that they do not consider that savings or building up money to start a business is particularly important because there are many ways to get money.

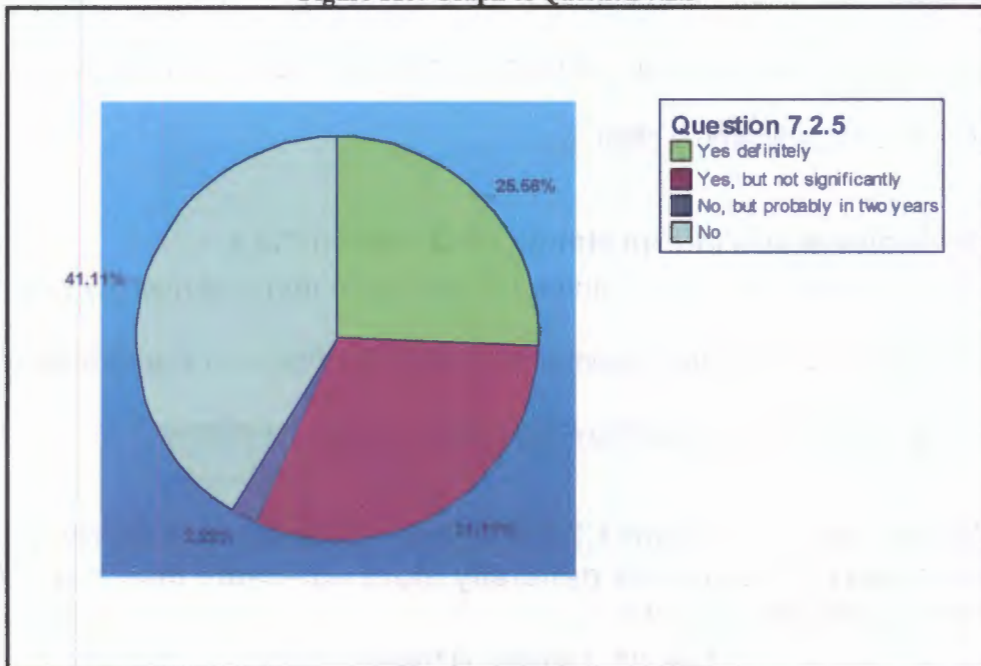
5.3.209 Results of Question 7.2.5 – Do you consider that borrowing money to start a business is generally more advisable than risking your own available capital?

Table 108: Frequency of Question 7.2.5

Question 7.2.5		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Yes definitely	23	25.6	25.6	25.6
	Yes, but not significantly	28	31.1	31.1	56.7
	No, but probably in two years	2	2.2	2.2	58.9
	No	37	41.1	41.1	100.0
	Total	90	100.0	100.0	

From Table 108, it can be seen that 23 definitely agree, 28 agree but feel it is not significant, 2 indicated probably in two years time, whilst 37 indicated a clear 'No'.

Figure 116: Graph of Question 7.2.5



From Figure 116, it can be seen that 26 percent definitely agree, 31 percent agree but feel it is not significant, 2 percent indicated probably in two years time, whilst 41 percent indicated a clear 'No'.

5.3.210 Analysis and interpretation of Question 7.2.5

From the analysis of the data gathered, it is evident from the majority response that they definitely do not consider that borrowing money to start a business is generally more advisable than risking your own available capital.

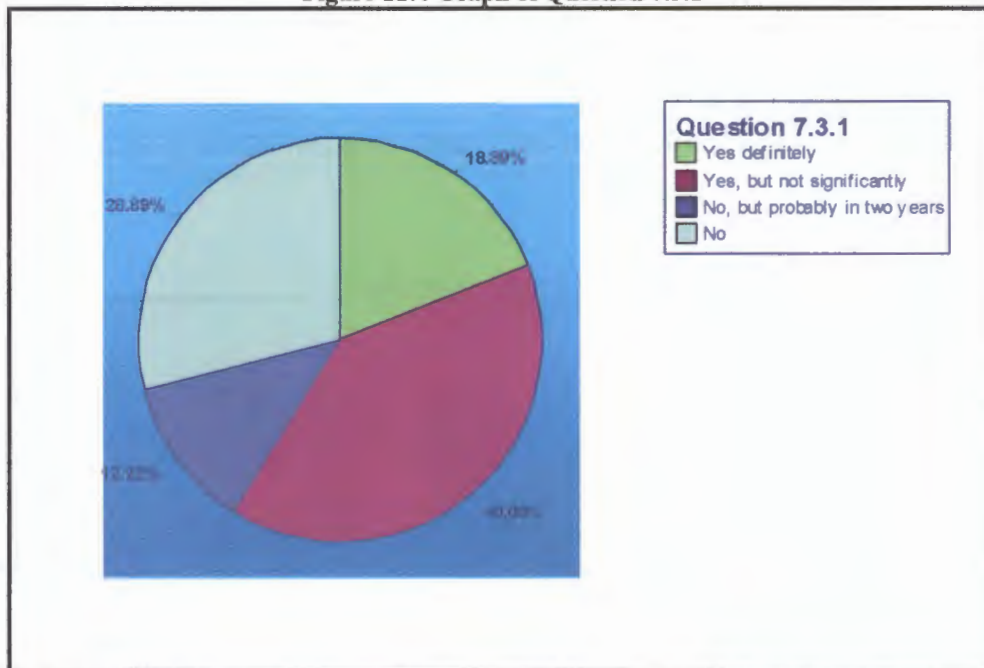
5.3.211 Results of Question 7.3.1 – Do you consider that individuals have the knowledge, skills and experience required to start a new business?

Table 109: Frequency of Question 7.3.1

Question 7.3.1		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Yes definitely	17	18.9	18.9	18.9
	Yes, but not significantly	36	40.0	40.0	58.9
	No, but probably in two years	11	12.2	12.2	71.1
	No	26	28.9	28.9	100.0
	Total	90	100.0	100.0	

From Table 109, it can be seen that 17 definitely agree, 36 agree but feel it is not significant, 11 indicated probably in two years time, whilst 26 indicated a clear 'No'.

Figure 117: Graph of Question 7.3.1



From Figure 117, it can be seen that 19 percent definitely agree, 40 percent agree but feel it is not significant, 12 percent indicated probably in two years time, whilst 29 percent indicated a clear 'No'.

5.3.212 Analysis and interpretation of Question 7.3.1

From the analysis of the data gathered, it is evident from the majority response that they do consider that individuals have the knowledge, skills and experience required to start a new business but feel it is not significant enough.

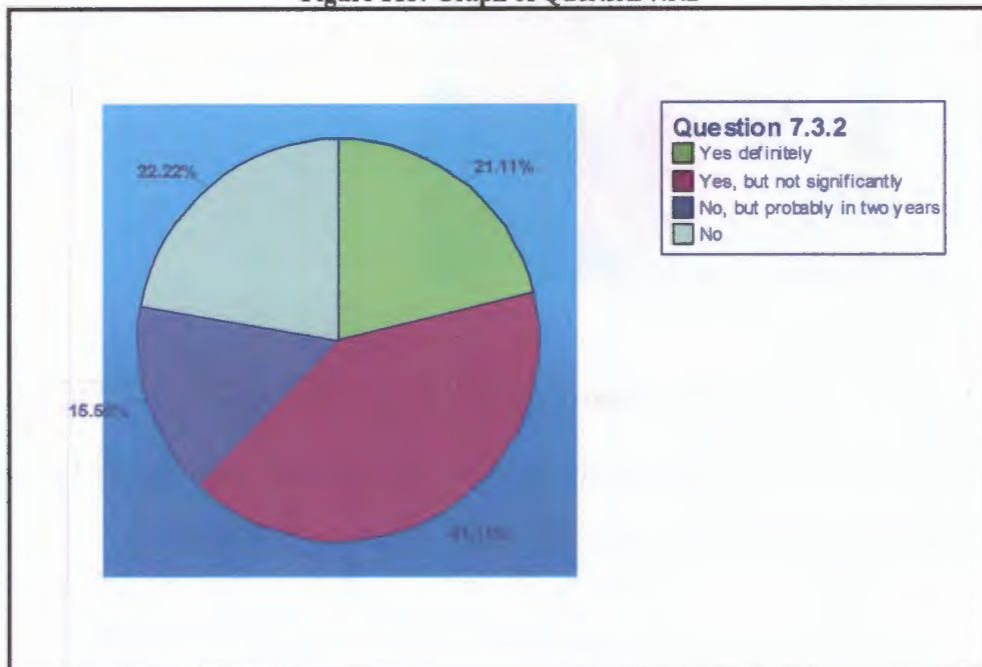
5.3.213 Results of Question 7.3.2 – Do you consider that individuals feel confident in their ability to evaluate a potential business opportunity?

Table 110: Frequency of Question 7.3.2

Question 7.3.2		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Yes definitely	19	21.1	21.1	21.1
	Yes, but not significantly	37	41.1	41.1	62.2
	No, but probably in two years	14	15.6	15.6	77.8
	No	20	22.2	22.2	100.0
	Total	90	100.0	100.0	

From Table 110, it can be seen that 19 definitely agree, 37 agree but feel it is not significant, 14 indicated probably in two years time, whilst 20 indicated a clear 'No'.

Figure 118: Graph of Question 7.3.2



From Figure 118, it can be seen that 21 percent definitely agree, 41 percent agree but feel it is not significant, 16 percent indicated probably in two years time, whilst 22 percent indicated a clear 'No'.

5.3.214 Analysis and interpretation of Question 7.3.2

From the analysis of the data gathered, it is evident from the majority response that they definitely do consider that individuals feel confident in their ability to evaluate a potential business opportunity but feel it is not significant enough.

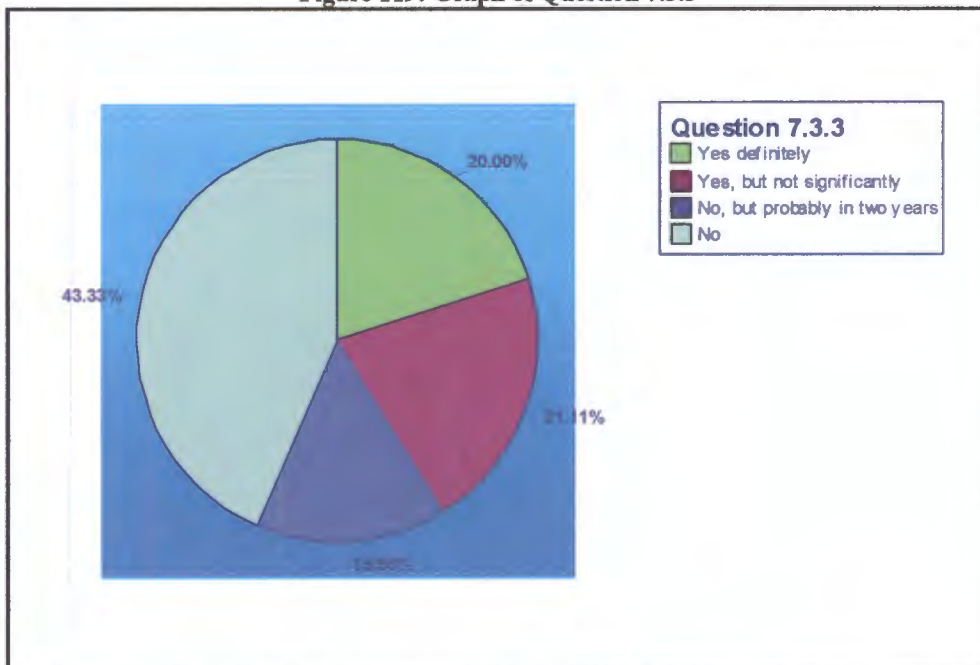
5.3.215 Results of Question 7.3.3 – Do you consider that individuals feel confident that they can complete a business plan?

Table 111: Frequency of Question 7.3.3

Question 7.3.3		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Yes definitely	18	20.0	20.0	20.0
	Yes, but not significantly	19	21.1	21.1	41.1
	No, but probably in two years	14	15.6	15.6	56.7
	No	39	43.3	43.3	100.0
	Total	90	100.0	100.0	

From Table 111, it can be seen that 18 definitely agree, 19 agree but feel it is not significant, 14 indicated probably in two years time, whilst 39 indicated a clear 'No'.

Figure 119: Graph of Question 7.3.3



From Figure 119, it can be seen that 20 percent definitely agree, 21 percent agree but feel it is not significant, 16 percent indicated probably in two years time, whilst 43 percent indicated a clear 'No'.

5.3.216 Analysis and interpretation of Question 7.3.3

From the analysis of the data gathered, it is evident from the majority response that they do not consider that individuals feel confident that they can complete a business plan.

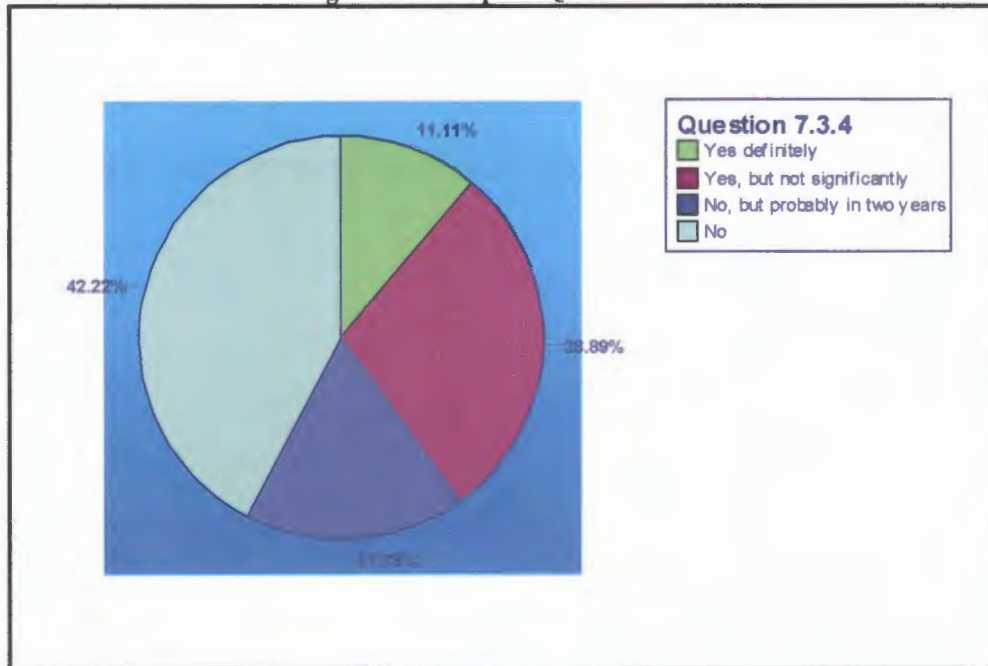
5.3.217 Results of Question 7.3.4 – Do you consider that individuals know how they could obtain money to start a business?

Table 112: Frequency of Question 7.3.4

Question 7.3.4		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Yes definitely	10	11.1	11.1	11.1
	Yes, but not significantly	26	28.9	28.9	40.0
	No, but probably in two years	16	17.8	17.8	57.8
	No	38	42.2	42.2	100.0
	Total	90	100.0	100.0	

From Table 112, it can be seen that 10 definitely agree, 26 agree but feel it is not significant, 16 indicated probably in two years time, whilst 38 indicated a clear 'No'.

Figure 120: Graph of Question 7.3.4



From Figure 120, it can be seen that 11 percent definitely agree, 29 percent agree but feel it is not significant, 18 percent indicated probably in two years time, whilst 42 percent indicated a clear 'No'.

5.3.218 Analysis and interpretation of Question 7.3.4

From the analysis of the data gathered, it is evident from the majority response that they definitely do not consider that individuals know how they could obtain money to start a business.

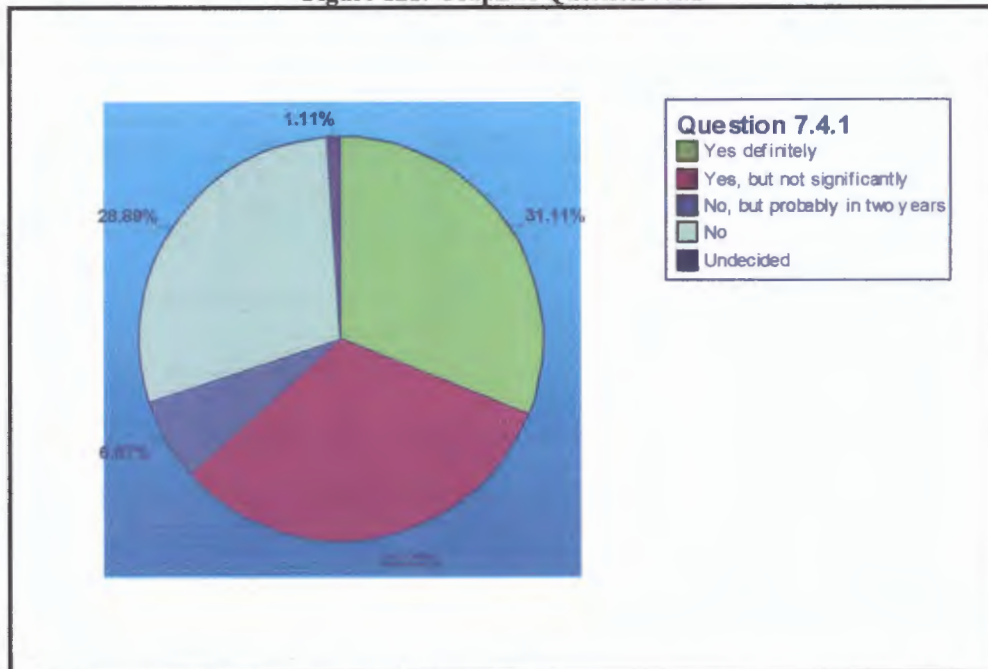
5.3.219 Results of Question 7.4.1 – Do you consider that individuals believe that one key to success in school and business is not to put off doing important tasks?

Table 113: Frequency of Question 7.4.1

Question 7.4.1		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Yes definitely	28	31.1	31.1	31.1
	Yes, but not significantly	29	32.2	32.2	63.3
	No, but probably in two years	6	6.7	6.7	70.0
	No	26	28.9	28.9	98.9
	Undecided	1	1.1	1.1	100.0
	Total	90	100.0	100.0	

From Table 113, it can be seen that 28 definitely agree, 29 agree but feel it is not significant, 6 indicated probably in two years time, whilst 26 indicated a clear 'No' and 1 was undecided.

Figure 121: Graph of Question 7.4.1



From Figure 121, it can be seen that 31 percent definitely agree, 32 percent agree but feel it is not significant, 7 percent indicated probably in two years time, whilst 29 percent indicated a clear 'No' and 1 percent was undecided.

5.3.220 Analysis and interpretation of Question 7.4.1

From the analysis of the data gathered, it is evident from the majority response that there is a fairly even three way split of those who consider but feel it is not significant that individuals believe that one key to success in school and business is not to put of doing important tasks.

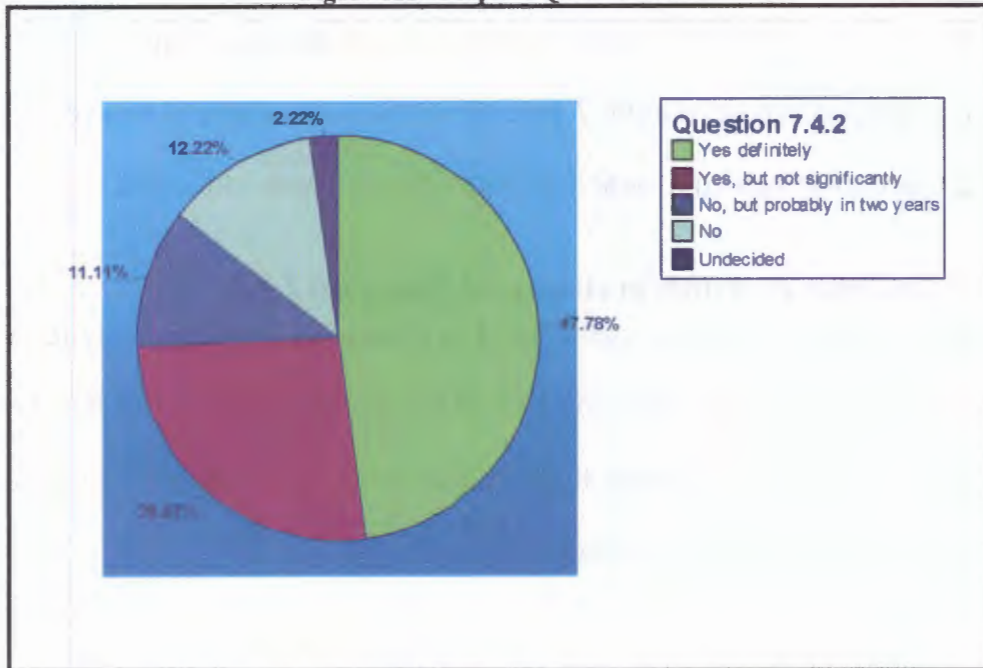
5.3.221 Results of Question 7.4.2 – Do you consider that individuals have a strong desire to start their own business?

Table 114: Frequency of Question 7.4.2

Question 7.4.2		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Yes definitely	43	47.8	47.8	47.8
	Yes, but not significantly	24	26.7	26.7	74.4
	No, but probably in two years	10	11.1	11.1	85.6
	No	11	12.2	12.2	97.8
	Undecided	2	2.2	2.2	100.0
	Total	90	100.0	100.0	

From Table 114, it can be seen that 43 definitely agree, 24 agree but feel it is not significant, 10 indicated probably in two years time, whilst 11 indicated a clear 'No' and 2 were undecided.

Figure 122: Graph of Question 7.4.2



From Figure 122, it can be seen that 48 percent definitely agree, 27 percent agree but feel it is not significant, 11 percent indicated probably in two years time, whilst 12 percent indicated a clear 'No' and 2 percent were undecided.

5.3.222 Analysis and interpretation of Question 7.4.2

From the analysis of the data gathered, it is evident from the majority response that they do consider that individuals have a strong desire to start their own business.

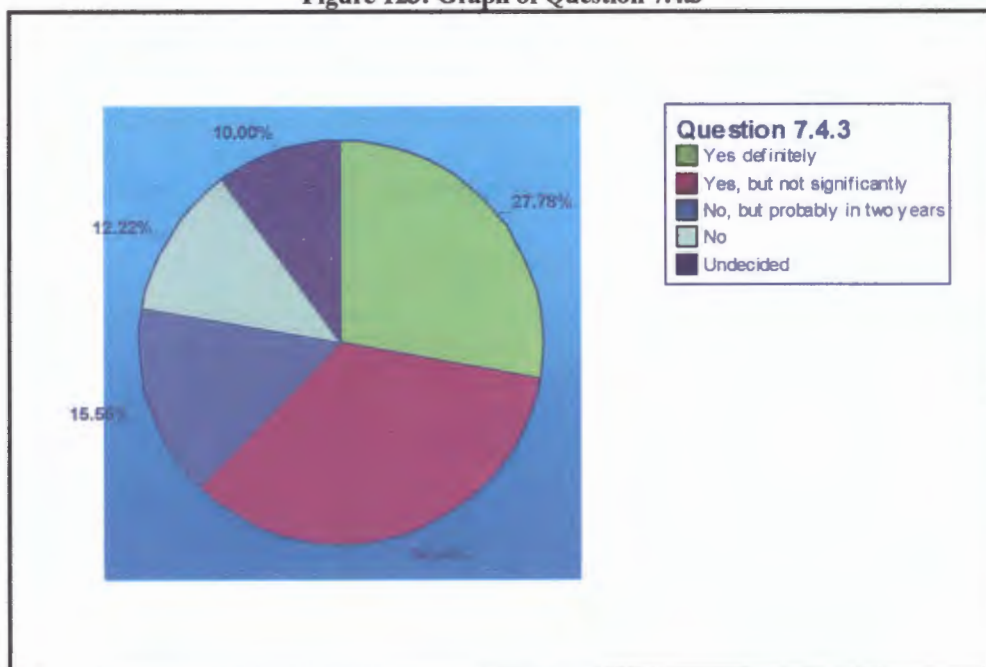
5.3.223 Results of Question 7.4.3 – Do you consider that based on individual thoughts today, ranking further study against alternative options after leaving school is important?

Table 115: Frequency of Question 7.4.3

Question 7.4.3		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Yes definitely	25	27.8	27.8	27.8
	Yes, but not significantly	31	34.4	34.4	62.2
	No, but probably in two years	14	15.6	15.6	77.8
	No	11	12.2	12.2	90.0
	Undecided	9	10.0	10.0	100.0
	Total	90	100.0	100.0	

From Table 115, it can be seen that 25 definitely agree, 31 agree but feel it is not significant, 14 indicated probably in two years time, whilst 11 indicated a clear 'No' and 9 were undecided.

Figure 123: Graph of Question 7.4.3



From Figure 123, it can be seen that 28 percent definitely agree, 34 percent agree but feel it is not significant, 16 percent indicated probably in two years time, whilst 12 percent indicated a clear 'No' and 10 percent were undecided.

5.3.224 Analysis and interpretation of Question 7.4.3

From the analysis of the data gathered, it is evident from the majority response that they do consider that based on individual thoughts today, many rank further studies against alternative options after leaving school as not important.

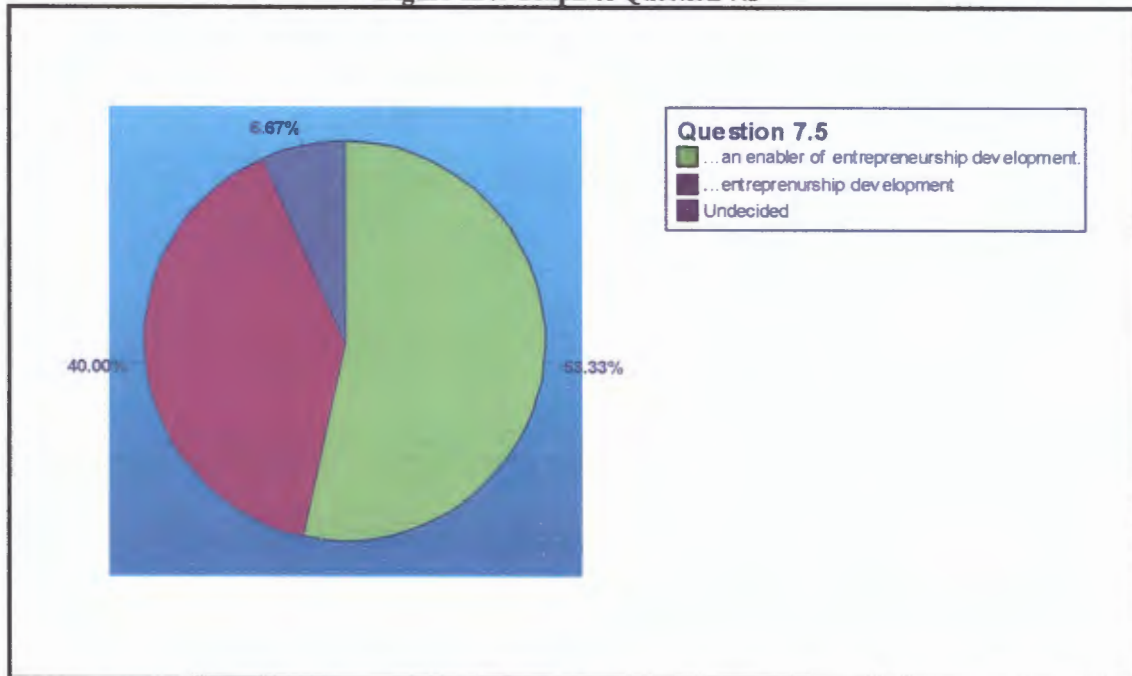
5.3.225 Results of Question 7.5 – You regard aspects of financial support for enterprises and the management thereof as..?

Table 116: Frequency of Question 7.5

Question 7.5		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	...an enabler of entrepreneurship development.	48	53.3	53.3	53.3
	...entrepreneurship development	36	40.0	40.0	93.3
	Undecided	6	6.7	6.7	100.0
	Total	90	100.0	100.0	

From Table 116, it can be seen that 48 respondents regard aspects of financial support for enterprises and the management thereof as an enabler of entrepreneurship development. Thirty-six respondents regard aspects of financial support for enterprises and the management thereof as entrepreneurship development and 6 respondents were undecided.

Figure 124: Graph of Question 7.5



From Figure 124, it can be seen that 53 percent of respondents regard aspects of financial support for enterprises and the management thereof as an enabler of entrepreneurship development. Forty percent of respondents regard aspects of financial support for enterprises and the management thereof as entrepreneurship development and 7 percent of respondents were undecided.

5.3.226 Analysis and interpretation of Question 7.5

From the analysis of the data gathered, it is evident from the majority response that they regard aspects of financial support for enterprises and the management thereof as an enabler of entrepreneurship development.

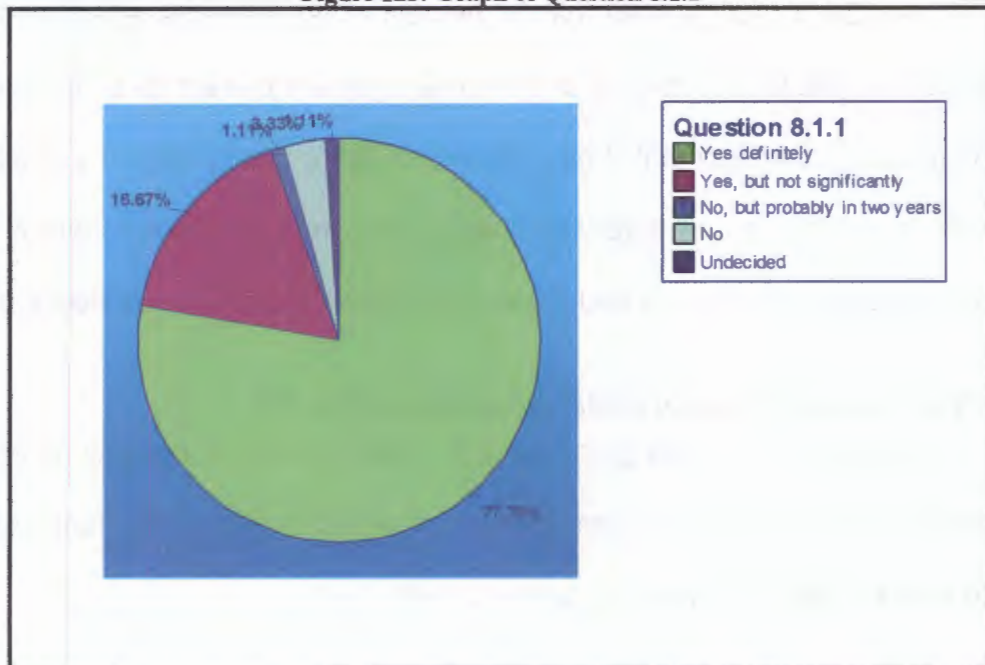
5.3.227 Results of Question 8.1.1 – Do you consider that there should be an extra injection of government policies and programmes into the second economy?

Table 117: Frequency of Question 8.1.1

Question 8.1.1		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Yes definitely	70	77.8	77.8	77.8
	Yes, but not significantly	15	16.7	16.7	94.4
	No, but probably in two years	1	1.1	1.1	95.6
	No	3	3.3	3.3	98.9
	Undecided	1	1.1	1.1	100.0
	Total	90	100.0	100.0	

From Table 117, it can be seen that 70 definitely agree, 15 agree but feel it is not significant, 1 indicated probably in two years time, whilst 3 indicated a clear 'No' and 1 was undecided.

Figure 125: Graph of Question 8.1.1



From Figure 125, it can be seen that 78 percent definitely agree, 17 percent agree but feel it is not significant, 1 percent indicated probably in two years time, whilst 3 percent indicated a clear 'No' and 1 percent was undecided.

5.3.228 Analysis and interpretation of Question 8.1.1

From the analysis of the data gathered, it is evident from the majority response that they definitely agree that there should be an extra injection of government policies and programmes into the second economy.

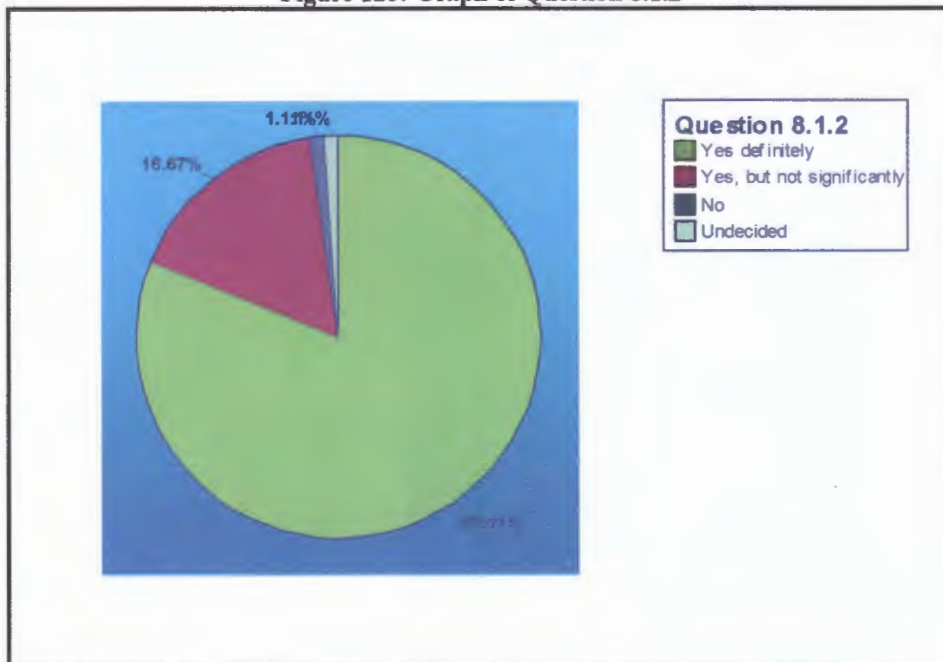
5.3.229 Results of Question 8.1.2 – Do you consider that there should be an extra injection of education and entrepreneurial capacity into the second economy?

Table 118: Frequency of Question 8.1.2

Question 8.1.2		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Yes definitely	73	81.1	81.1	81.1
	Yes, but not significantly	15	16.7	16.7	97.8
	No	1	1.1	1.1	98.9
	Undecided	1	1.1	1.1	100.0
	Total	90	100.0	100.0	

From Table 118, it can be seen that 73 definitely agree, 15 agree but feel it is not significant, whilst 1 indicated a clear 'No' and 1 was undecided.

Figure 126: Graph of Question 8.1.2



From Figure 126, it can be seen that 81 percent definitely agree, 17 percent agree but feel it is not significant, whilst 1 percent indicated a clear 'No' and 1 percent was undecided.

5.3.230 Analysis and interpretation of Question 8.1.2

From the analysis of the data gathered, it is evident from the majority response that they definitely consider that there should be an extra injection of education and entrepreneurial capacity into the second economy.

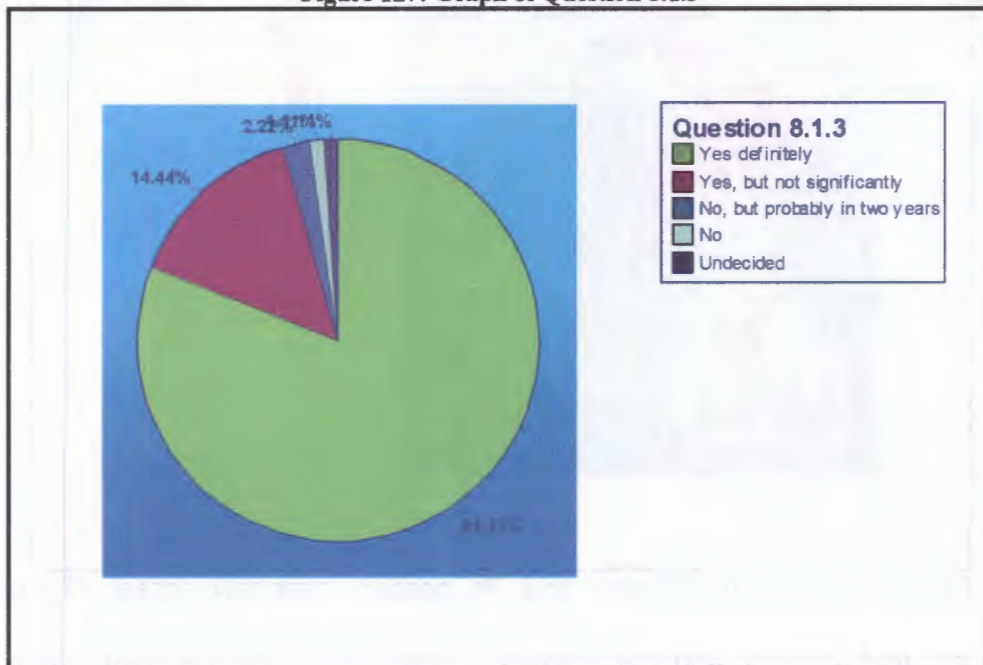
5.3.231 Results of Question 8.1.3 – Do you consider that there should be an extra injection of financial support into the second economy?

Table 119: Frequency of Question 8.1.3

Question 8.1.3		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Yes definitely	73	81.1	81.1	81.1
	Yes, but not significantly	13	14.4	14.4	95.6
	No, but probably in two years	2	2.2	2.2	97.8
	No	1	1.1	1.1	98.9
	Undecided	1	1.1	1.1	100.0
	Total	90	100.0	100.0	

From Table 119, it can be seen that 73 definitely agree, 13 agree but feel it is not significant, 2 indicated probably in two years time, whilst 1 indicated a clear 'No' and 1 was undecided.

Figure 127: Graph of Question 8.1.3



From Figure 127, it can be seen that 81 percent definitely agree, 14 percent agree but feel it is not significant, 2 percent indicated probably in two years time, whilst 1 percent indicated a clear 'No' and 1 percent was undecided.

5.3.232 Analysis and interpretation of Question 8.1.3

From the analysis of the data gathered, it is evident from the majority response that they definitely consider that there should be an extra injection of financial support into the second economy.

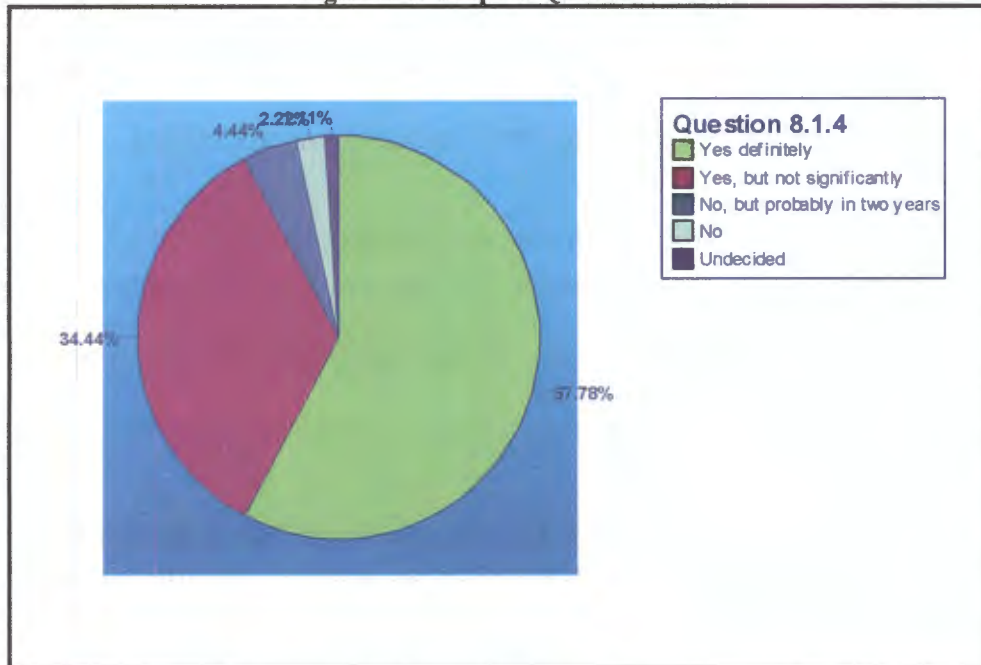
5.3.233 Results of Question 8.1.4 – Do you consider that there should be an extra injection of cultural and social norms into the second economy?

Table 120: Frequency of Question 8.1.4

Question 8.1.4		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Yes definitely	52	57.8	57.8	57.8
	Yes, but not significantly	31	34.4	34.4	92.2
	No, but probably in two years	4	4.4	4.4	96.7
	No	2	2.2	2.2	98.9
	Undecided	1	1.1	1.1	100.0
	Total	90	100.0	100.0	

From Table 120, it can be seen that 52 definitely agree, 31 agree but feel it is not significant, 4 indicated probably in two years time, whilst 2 indicated a clear 'No' and 1 was undecided.

Figure 128: Graph of Question 8.1.4



From Figure 128, it can be seen that 58 percent definitely agree, 34 percent agree but feel it is not significant, 4 percent indicated probably in two years time, whilst 2 percent indicated a clear 'No' and 1 percent was undecided.

5.3.234 Analysis and interpretation of Question 8.1.4

From the analysis of the data gathered, it is evident from the majority response that the definitely do consider that there should be an extra injection of cultural and social norms into the second economy.

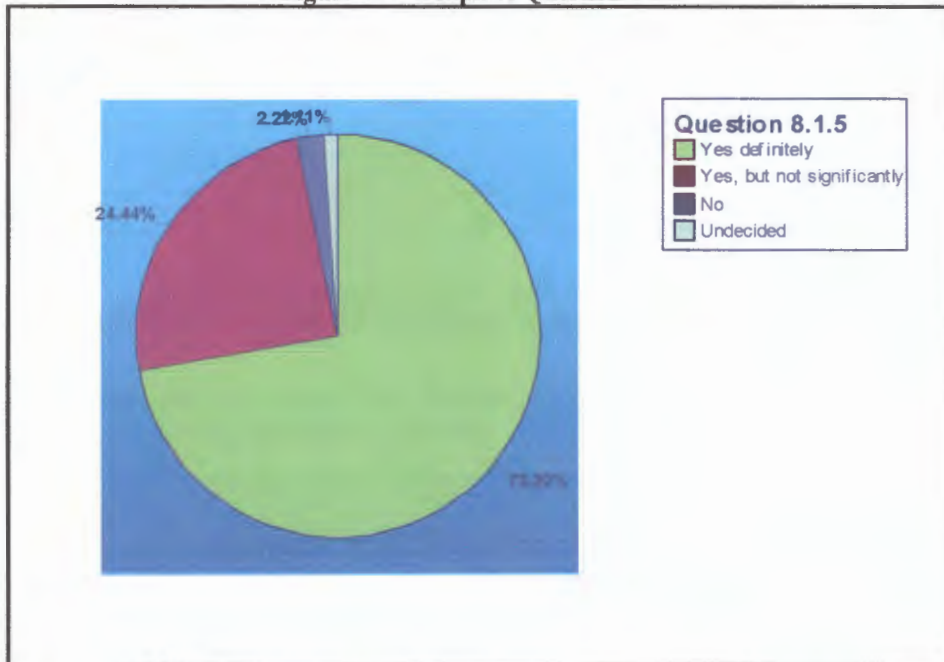
5.3.235 Results of Question 8.1.5 – Do you consider that there should be an extra injection of internal market openness into the second economy?

Table 121: Frequency of Question 8.1.5

Question 8.1.5		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Yes definitely	65	72.2	72.2	72.2
	Yes, but not significantly	22	24.4	24.4	96.7
	No	2	2.2	2.2	98.9
	Undecided	1	1.1	1.1	100.0
	Total	90	100.0	100.0	

From Table 121, it can be seen that 65 definitely agree, 22 agree but feel it is not significant, whilst 2 indicated a clear 'No' and 1 was undecided.

Figure 129: Graph of Question 8.1.5



From Figure 129, it can be seen that 72 percent definitely agree, 24 percent agree but feel it is not significant, whilst 2 percent indicated a clear 'No' and 1 percent was undecided.

5.3.236 Analysis and interpretation of Question 8.1.5

From the analysis of the data gathered, it is evident from the majority response that a large proportion definitely considers that there should be an extra injection of internal market openness into the second economy.

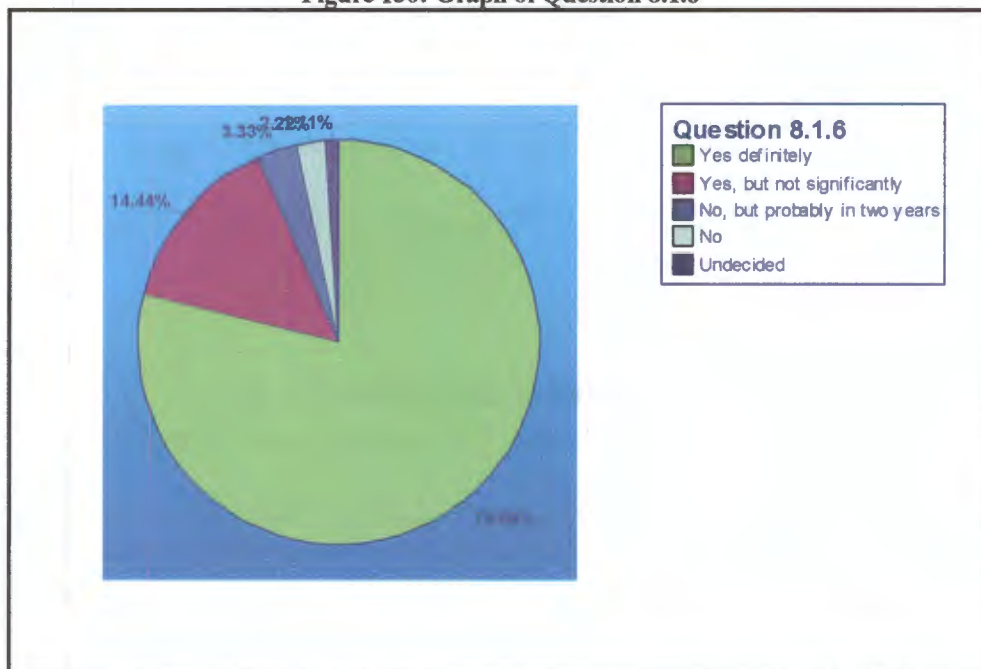
5.3.237 Results of Question 8.1.6 – Do you consider that there should be an extra injection of commercial infrastructure incentives into the second economy?

Table 122: Frequency of Question 8.1.6

Question 8.1.6		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Yes definitely	71	78.9	78.9	78.9
	Yes, but not significantly	13	14.4	14.4	93.3
	No, but probably in two years	3	3.3	3.3	96.7
	No	2	2.2	2.2	98.9
	Undecided	1	1.1	1.1	100.0
	Total	90	100.0	100.0	

From Table 122, it can be seen that 71 definitely agree, 13 agree but feel it is not significant, 3 indicated probably in two years time, whilst 2 indicated a clear 'No' and 1 was undecided.

Figure 130: Graph of Question 8.1.6



From Figure 130, it can be seen that 79 percent definitely agree, 14 percent agree but feel it is not significant, 3 percent indicated probably in two years time, whilst 2 percent indicated a clear 'No' and 1 percent was undecided.

5.3.238 Analysis and interpretation of Question 8.1.6

From the analysis of the data gathered, it is evident from the majority response that a huge proportion definitely considers that there should be an extra injection of commercial infrastructure incentives into the second economy.

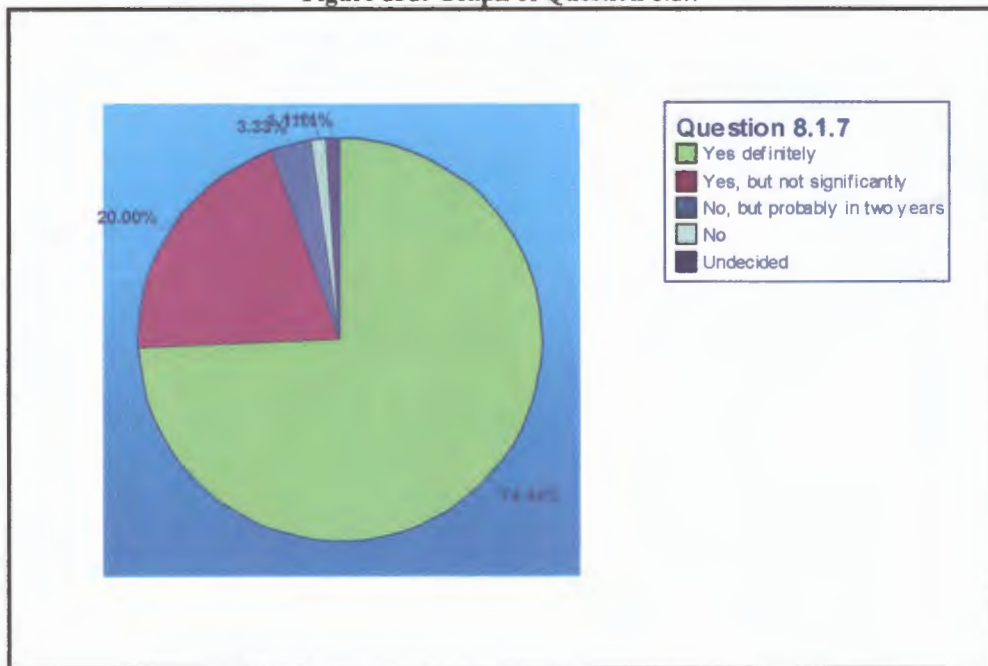
5.3.239 Results of Question 8.1.7 – Do you consider that there should be an extra injection of access to physical infrastructure incentives into the second economy?

Table 123: Frequency of Question 8.1.7

Question 8.1.7		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Yes definitely	67	74.4	74.4	74.4
	Yes, but not significantly	18	20.0	20.0	94.4
	No, but probably in two years	3	3.3	3.3	97.8
	No	1	1.1	1.1	98.9
	Undecided	1	1.1	1.1	100.0
	Total	90	100.0	100.0	

From Table 123, it can be seen that 67 definitely agree, 18 agree but feel it is not significant, 3 indicated probably in two years time, whilst 1 indicated a clear 'No' and 1 was undecided.

Figure 131: Graph of Question 8.1.7



From Figure 131, it can be seen that 74 percent definitely agree, 20 percent agree but feel it is not significant, 3 percent indicated probably in two years time, whilst 1 percent indicated a clear 'No' and 1 percent was undecided.

5.3.240 Analysis and interpretation of Question 8.1.7

From the analysis of the data gathered, it is evident from the majority response that a huge proportion considers that there should be an extra injection of access to physical infrastructure incentives into the second economy.

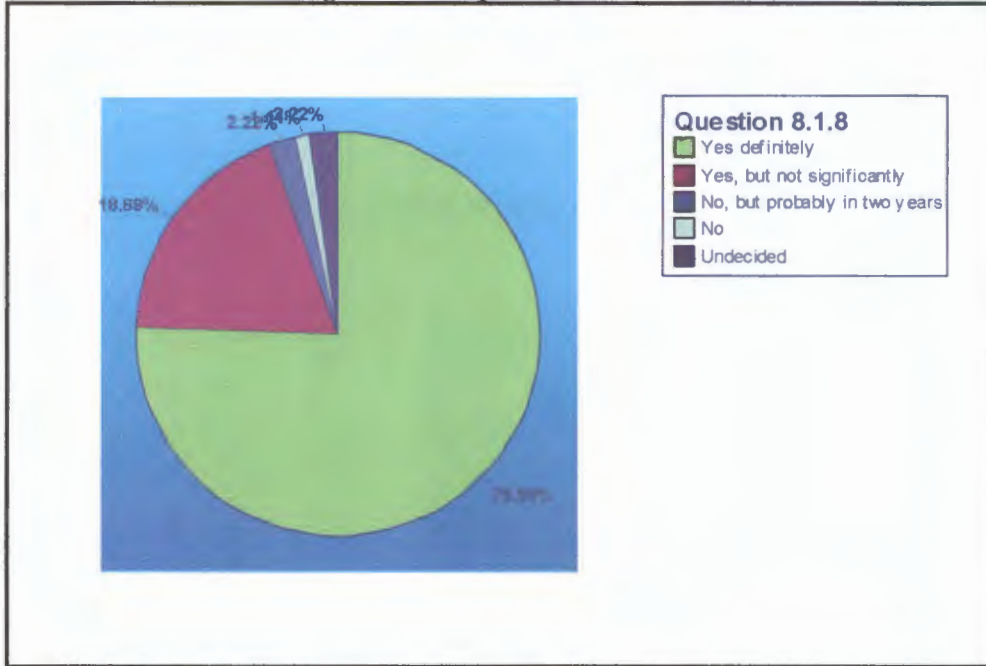
5.3.241 Results of Question 8.1.8 – Do you consider that there should be an extra injection of research and design initiatives into the second economy?

Table 124: Frequency of Question 8.1.8

Question 8.1.8		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Yes definitely	68	75.6	75.6	75.6
	Yes, but not significantly	17	18.9	18.9	94.4
	No, but probably in two years	2	2.2	2.2	96.7
	No	1	1.1	1.1	97.8
	Undecided	2	2.2	2.2	100.0
	Total	90	100.0	100.0	

From Table 124, it can be seen that 68 definitely agree, 17 agree but feel it is not significant, 2 indicated probably in two years time, whilst 1 indicated a clear 'No' and 2 were undecided.

Figure 132: Graph of Question 8.1.8



From Figure 132, it can be seen that 76 percent definitely agree, 19 percent agree but feel it is not significant, 2 percent indicated probably in two years time, whilst 1 indicated a clear 'No' and 2 percent were undecided.

5.3.242 Analysis and interpretation of Question 8.1.8

From the analysis of the data gathered, it is evident from the majority response that a huge number of respondents considers that there should be an extra injection of research and design initiatives into the second economy.

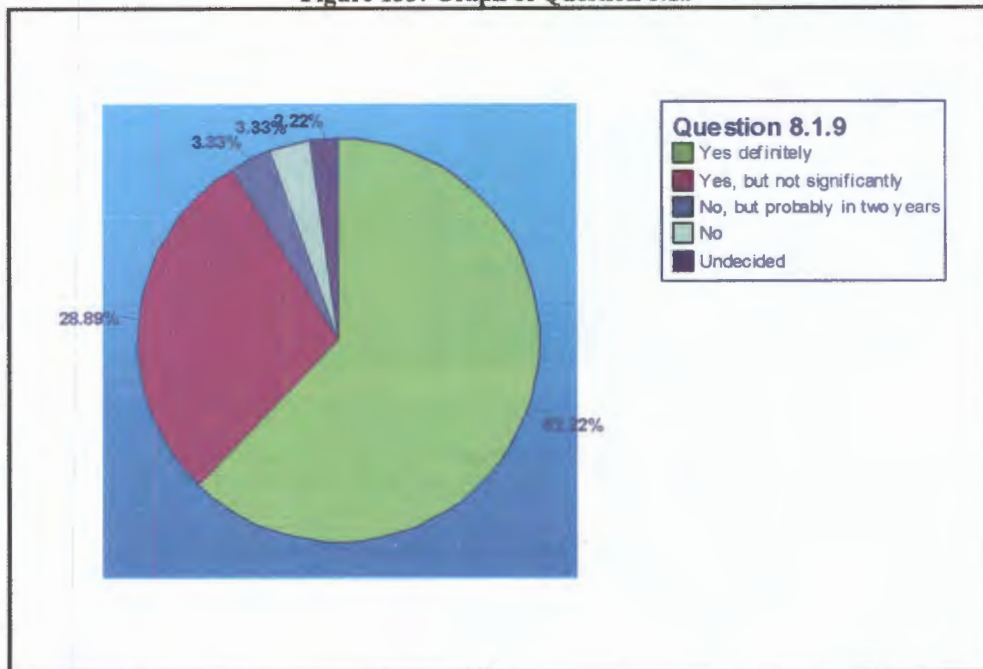
5.3.243 Results of Question 8.1.9 – Do you consider that there should be an extra injection of political and social context intervention into the second economy?

Table 125: Frequency of Question 8.1.9

Question 8.1.9		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Yes definitely	56	62.2	62.2	62.2
	Yes, but not significantly	26	28.9	28.9	91.1
	No, but probably in two years	3	3.3	3.3	94.4
	No	3	3.3	3.3	97.8
	Undecided	2	2.2	2.2	100.0
	Total	90	100.0	100.0	

From Table 125, it can be seen that 56 definitely agree, 26 agree but feel it is not significant, 3 indicated probably in two years time, whilst 3 indicated a clear 'No' and 2 were undecided.

Figure 133: Graph of Question 8.1.9



From Figure 133, it can be seen that 62 percent definitely agree, 29 percent agree but feel it is not significant, 3 percent indicated probably in two years time, whilst 3 percent indicated a clear 'No' and 2 percent were undecided.

5.3.244 Analysis and interpretation of Question 8.1.9

From the analysis of the data gathered, it is evident from the majority response that a large proportion does consider that there should be an extra injection of political and social context interventions into the second economy.

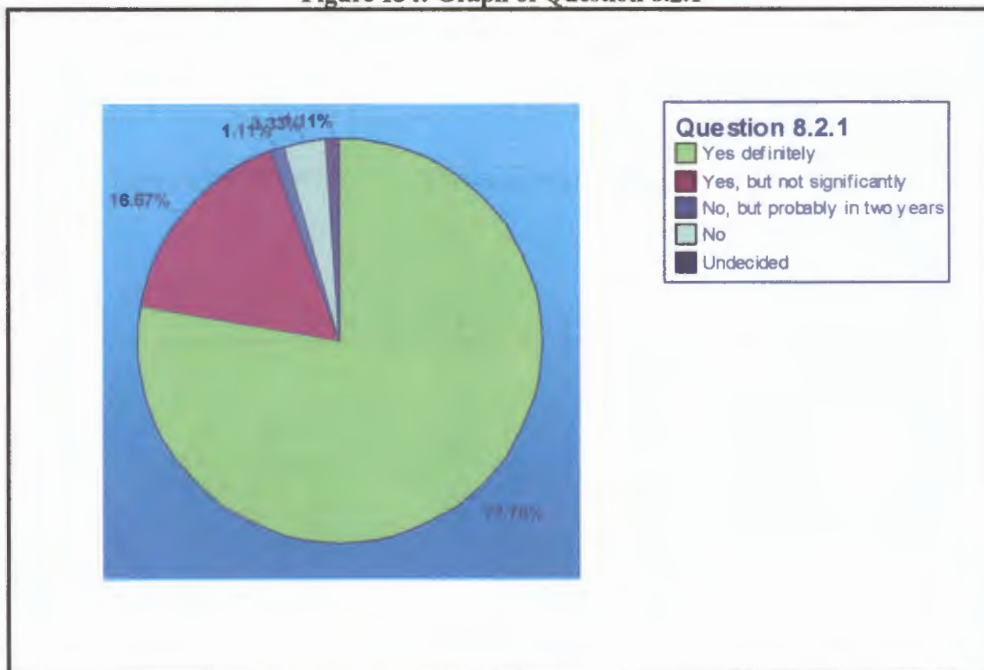
5.3.245 Results of Question 8.2.1 – Do you consider that the mortality rate of HIV/AIDS poses as hindrance to rural development?

Table 126: Frequency of Question 8.2.1

Question 8.2.1		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Yes definitely	70	77.8	77.8	77.8
	Yes, but not significantly	15	16.7	16.7	94.4
	No, but probably in two years	1	1.1	1.1	95.6
	No	3	3.3	3.3	98.9
	Undecided	1	1.1	1.1	100.0
	Total	90	100.0	100.0	

From Table 126, it can be seen that 70 definitely agree, 15 agree but feel it is not significant, 1 indicated probably in two years time, whilst 3 indicated a clear 'No' and 1 was undecided.

Figure 134: Graph of Question 8.2.1



From Figure 134, it can be seen that 78 percent definitely agree, 17 percent agree but feel it is not significant, 1 percent indicated probably in two years time, whilst 3 percent indicated a clear 'No' and 1 percent was undecided.

5.3.246 Analysis and interpretation of Question 8.2.1

From the analysis of the data gathered, it is evident from the majority response that they definitely do consider that the mortality rate of HIV/AIDS poses as a hindrance to rural development.

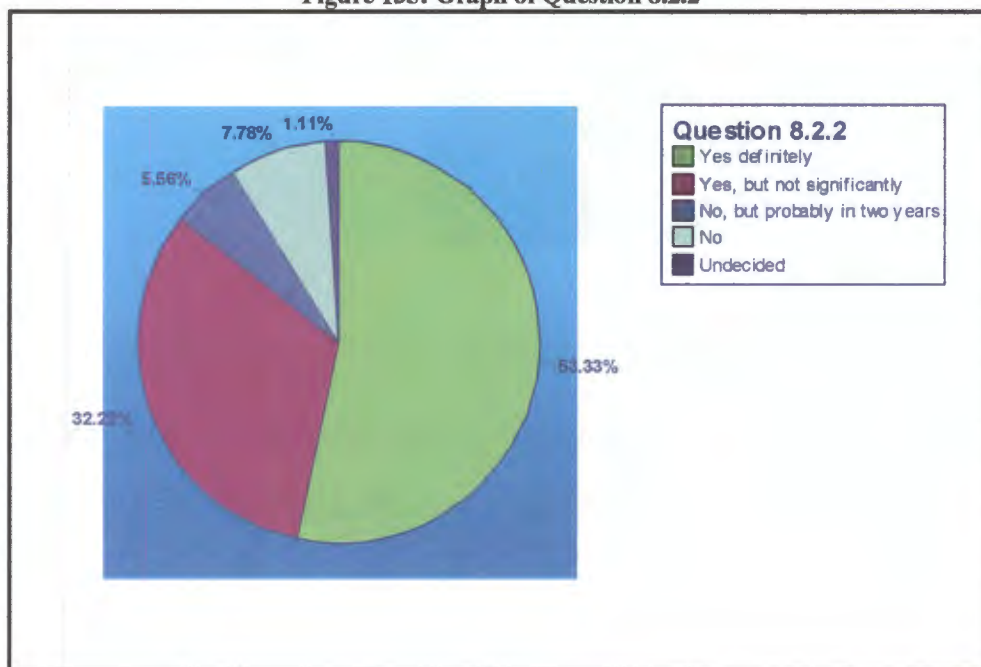
5.3.247 Results of Question 8.2.2 – Do you consider that in-house migration and inter-provincial migration pose as hindrance to rural development?

Table 127: Frequency of Question 8.2.2

Question 8.2.2		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Yes definitely	48	53.3	53.3	53.3
	Yes, but not significantly	29	32.2	32.2	85.6
	No, but probably in two years	5	5.6	5.6	91.1
	No	7	7.8	7.8	98.9
	Undecided	1	1.1	1.1	100.0
	Total	90	100.0	100.0	

From Table 127, it can be seen that 48 definitely agree, 29 agree but feel it is not significant, 5 indicated probably in two years time, whilst 7 indicated a clear 'No' and 1 was undecided.

Figure 135: Graph of Question 8.2.2



From Figure 135, it can be seen that 53 percent definitely agree, 32 percent agree but feel it is not significant, 6 percent indicated probably in two years time, whilst 8 percent indicated a clear 'No' and 1 percent was undecided.

5.3.248 Analysis and interpretation of Question 8.2.2

From the analysis of the data gathered, it is evident from the majority response that they definitely do consider that in-house migration and inter-provincial migration pose as a hindrance to rural development.

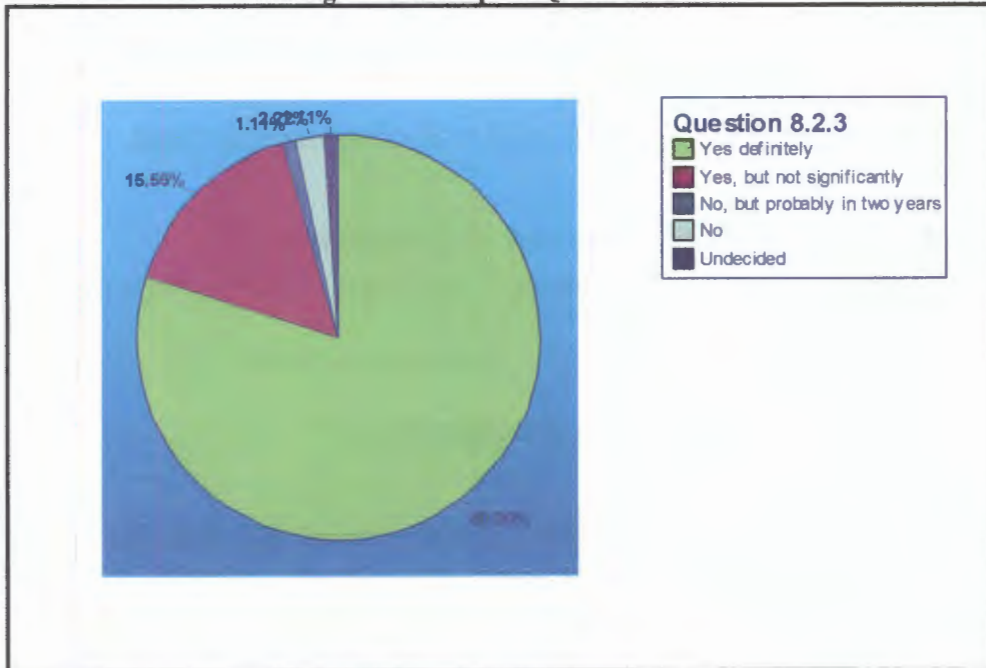
5.3.249 Results of Question 8.2.3 – Do you consider that the presence of poverty traps pose as hindrance to rural development?

Table 128: Frequency of Question 8.2.3

Question 8.2.3		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Yes definitely	72	80.0	80.0	80.0
	Yes, but not significantly	14	15.6	15.6	95.6
	No, but probably in two years	1	1.1	1.1	96.7
	No	2	2.2	2.2	98.9
	Undecided	1	1.1	1.1	100.0
	Total	90	100.0	100.0	

From Table 128, it can be seen that 72 definitely agree, 14 agree but feel it is not significant, 1 indicated probably in two years time, whilst 2 indicated a clear 'No' and 1 was undecided.

Figure 136: Graph of Question 8.2.3



From Figure 136, it can be seen that 80 percent definitely agree, 16 percent agree but feel it is not significant, 1 percent indicated probably in two years time, whilst 2 percent indicated a clear 'No' and 1 percent was undecided.

5.3.250 Analysis and interpretation of Question 8.2.3

From the analysis of the data gathered, it is evident from the majority response that they do consider that the presence of poverty traps poses as a hindrance to rural development.

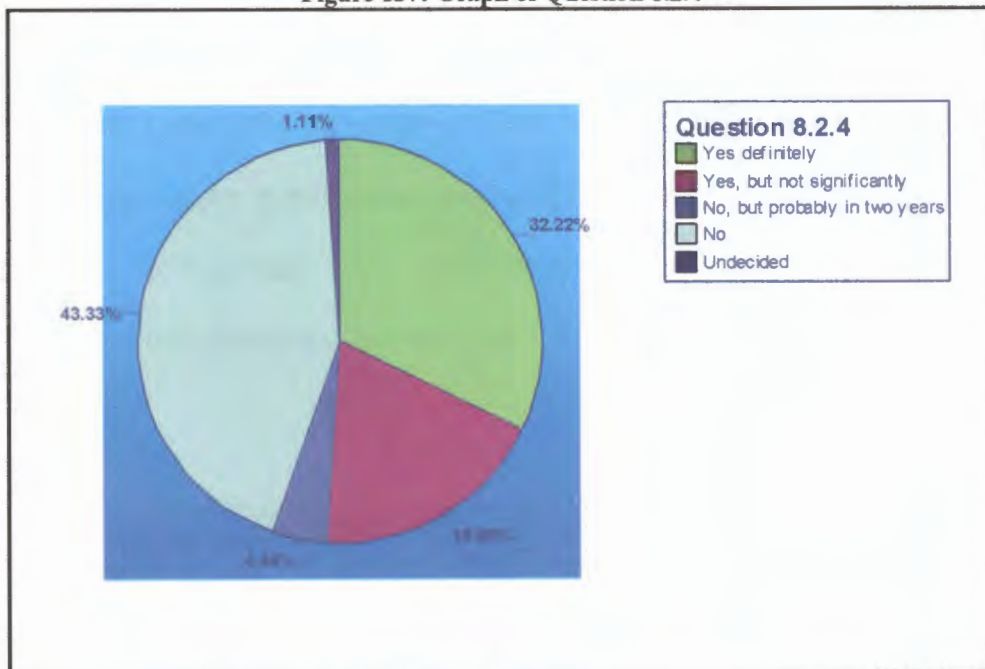
5.3.251 Results of Question 8.2.4 – Do you consider that government spending in the form of pensions, child support grant, electricity, health care, housing, sanitation, education and transport pose as hindrance to rural development?

Table 129: Frequency of Question 8.2.4

Question 8.2.4		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Yes definitely	29	32.2	32.2	32.2
	Yes, but not significantly	17	18.9	18.9	51.1
	No, but probably in two years	4	4.4	4.4	55.6
	No	39	43.3	43.3	98.9
	Undecided	1	1.1	1.1	100.0
	Total	90	100.0	100.0	

From Table 129, it can be seen that 29 definitely agree, 17 agree but feel it is not significant, 4 indicated probably in two years time, whilst 39 indicated a clear 'No' and 1 was undecided.

Figure 137: Graph of Question 8.2.4



From Figure 137, it can be seen that 32 percent definitely agree, 19 percent agree but feel it is not significant, 4 percent indicated probably in two years time, whilst 43 percent indicated a clear 'No' and 1 percent was undecided.

5.3.252 Analysis and interpretation of Question 8.2.4

From the analysis of the data gathered, it is evident from the majority response that a large proportion does not consider that government spending in the form of pensions, child support grants, electricity, health care, housing, sanitation, education and transport pose as a hindrance to rural development.

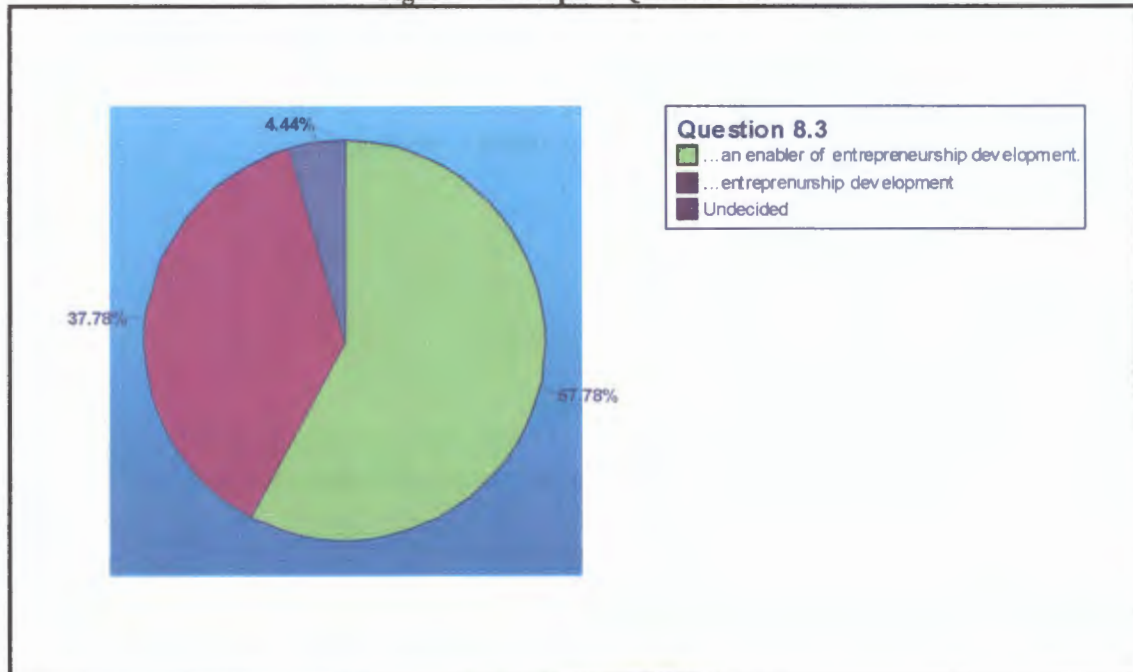
5.3.253 Results of Question 8.3 – You regard aspects of the second economy, rural development and the management thereof as..?

Table 130: Frequency of Question 8.3

Question 8.3		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	...an enabler of entrepreneurship development.	52	57.8	57.8	57.8
	...entrepreneurship development	34	37.8	37.8	95.6
	Undecided	4	4.4	4.4	100.0
	Total	90	100.0	100.0	

From Table 130, it can be seen that 52 respondents regard aspects of the second economy, rural development and the management thereof as an enabler of entrepreneurship development. Thirty-four respondents regard aspects of the second economy, rural development and the management thereof as entrepreneurship development and 4 respondents were undecided.

Figure 138: Graph of Question 8.3



From Figure 138, it can be seen that 58 percent of respondents regard aspects of the second economy, rural development and the management thereof as an enabler of entrepreneurship development. Thirty-eight percent of respondents regard aspects of the second economy, rural development and the management thereof as entrepreneurship development and 4 percent of respondents were undecided.

5.3.254 Analysis and interpretation of Question 8.3

From the analysis of the data gathered, it is evident from the majority response that a large proportion regards aspects of the second economy, rural development and the management thereof as an enabler of entrepreneurship development.

5.4 Qualitative Questions

5.4.1 Results of Question 9A – Please specify any factors that you consider encourage or promote entrepreneurship development in the second economy as a rural development measure?

The following responses were gathered:

- A lack of jobs promotes entrepreneurship.
- Government support is highly needed.
- Skills development to process raw materials into semi-finished products in rural areas (e.g. groundnuts into groundnut butter; maize into livestock feed).
- To be your own boss. To be able to determine your own salary.
- Physical infrastructure, skills development.
- Innovation. Access to bank loans (especially to blacks) so that they start their own businesses.
- People should be exposed to institutions such as NEF, Khula etc. and understand what they stand for.
- Level of education. Funding, close proximity of facilities, marketing opportunities and training.
- Information regarding possible ventures and available resources. Confidence and courage in taking calculated risks.
- Continuous promotion of small-business start-ups with available and effective business advice on how to plan, start-up and manage businesses.

- That the high levels of graduate unemployment make entrepreneurship a workable solution.
- The concepts of demand and supply.
- Schools form the basis of entrepreneurship development but after school we need follow up interaction. Municipalities should assist communities in this area. Lack of mentorship programmes.

5.4.2 Results of Question 9B – Please specify any factors that you consider constrain entrepreneurship development in the second economy as a rural development measure?

The following responses were gathered:

- A lack of funds.
- Location – rural areas are very far from the cities.
- Lack of infrastructure and capital.
- Excessive labour regulations drive away potential investors.
- Crime rate is too frightening for long term investment.
- Lack of funds and information.
- Money to start the business and regulatory environment such as administration taxes and municipal regulations hamper the developments of small business.
- Skills migration, lack of education and awareness. Limited support services.
- Lack of knowledge – do not know policies in place that promote entrepreneurship.
- Under-developed infrastructure; red tape procedures.

- No introduction of entrepreneurship at primary schools, as part of socialising learners so that they do not only need to think of themselves as being employees but also as employers.
- Lack of information regarding entrepreneurship.
- Confidence of people – especially in the second economy to get up and start a small business.
- The lack of finance and poor buying power of people in rural areas constrain growth of local businesses.
- Lack of fertile land for farming purposes.
- Poverty, Illiteracy and no degree of product differentiation in a product line and no vigorous competition.
- Lack of industry knowledge. Identification of opportunities. Some may only come once. Older people are conservative and may not be trained to identify opportunities. Younger people may identify opportunities but will lack support and means to implement.
- Abuse of political power in the management of entrepreneurship environment. Poor leadership in the public sector environment.
- Favouritism in acquiring service providers from emerging entrepreneurs.

5.4.3 Results of Question 10 – If you would like to comment on any aspect of this study, please feel free to do so below?

- Some terms aren't user friendly like enterprise.
- This study must establish a turn-around strategy for promoting growth in the 'second economy' as it is an area of high growth potential.
- This field of study enables people to be self-employed.

- Unemployment is a global phenomenon that needs to be up-rooted.

5.5 Summary

This chapter dealt with the analysis of data gathered and its interpretation. The analysis done on the group assisted the perceptions of the other group, namely the informal traders and small-medium enterprises. Any public policy on entrepreneurship development, that is newly initiated and implemented, should be continuously monitored and formatively evaluated.

Each of the one hundred and thirty eight questions was analysed separately and the results were presented in tabular and graphical format. This provides the researcher the opportunity to forecast many dimensions of the problems for further study. An analytical perspective is given in this chapter for all the descriptive questions, as well as the data collected through the questionnaires.

CHAPTER SIX: DISCUSSIONS, CONCLUSIONS, IMPLICATIONS AND RECOMMENDATIONS

6.1 Introduction

The discussions, conclusions, implications and recommendations in this research dissertation are based on the findings from the questionnaires returned by the respondents. Interviews, physical visits by the researcher and secondary data about entrepreneurship development within the second economy, are also taken as a basis for the conclusions and recommendations. As the main objective of the research is to find answers to the questions which are outlined in the first chapter of this study, serious attention was given to designing an appropriate questionnaire which would yield the most appropriate answers. The focus of this chapter is on providing brief discussions, conclusions and recommendations.

6.2 Discussions and Conclusion

The following are the research findings based on the objectives of the study:

6.2.1 Questions on the Objectives

The current second economy entrepreneurship development challenges or constraints were broken down as follows;

- I. To examine the attitudes that have an impact on rural entrepreneurship development;
- II. To examine the aspects of the marginalised sectors, found mostly in the rural areas that have an impact on rural entrepreneurship development;

- III. To examine the aspects of access to opportunities (considering location, unequal education levels and the human capital base) that relate to and have an impact on rural entrepreneurship development;
- IV. To examine aspects of the labour force activities that relate to or have an impact on rural entrepreneurship development;
- V. To examine the entrepreneurial regulatory reform aspects that relate to or have an impact on rural entrepreneurship development;
- VI. To examine the aspects of government support policy for entrepreneurs that relate to or have an impact on rural entrepreneurship development;
- VII. To examine the aspects of financial support for enterprises that relate to or have an impact on rural entrepreneurship development;
- VIII. To examine the aspects of rural development and the second economy that relate to or have an impact on rural entrepreneurship development.

6.3 Responses to Questions on the Objectives

6.3.1 To examine the attitudes that have an impact on rural entrepreneurship development.

Sixty-six percent of respondents (59), as per Table 7, view aspects of an individual's attitude, entrepreneurship and the management thereof as an enabler of entrepreneurship development. This is an indication that attitude is a strong element that steers potential entrepreneurs into entrepreneurship. However, it remains to be seen whether it is towards the rural areas or not.

6.3.2 To examine the aspects of the marginalised sectors, found mostly in the rural areas that have an impact on rural entrepreneurship development.

Table 17 shows that 63 percent (57) of the respondents regard aspects of gender bias, participation of youth and the disabled in the economy and the management thereof as an enabler of entrepreneurship development. This is a clear indication that there is a perception of high employment amongst the various gender within the economy. The trend shows improvement in numbers of female entrepreneurs, hence the development of equilibrium in gender participation. It remains to be seen whether there is room for improvement.

Large improvements can be made on the current status of entrepreneurial participation amongst the youth in the economy. The same sentiment is shared with regard to improvement on the current level of entrepreneurial participation amongst the disabled in the economy.

6.3.3 To examine the aspects of access to opportunities (considering location, unequal education levels and the human capital base) that relate to and have an impact on rural entrepreneurship development.

Table 35 shows that 69 percent (62) of the respondents regard aspects of location, unequal education levels, skills development and the management thereof as an enabler of entrepreneurship development. This is supported by the large majority of respondents who agree with the extent that places of dwelling with regard to entrepreneurial activities do comply. In addition, the generally

unequal levels of education and low levels of intellectual capital base (skills development) contribute to the notion that is mentioned above.

6.3.4 To examine the aspects of the labour force activities that relate to or have an impact on rural entrepreneurship development.

Fifty-four percent (49) of the respondents regard aspects of labour force activities, local innovation, enterprise economic contributions and the management thereof as an enabler of entrepreneurship development as per Table 55.

6.3.5 To examine the entrepreneurial regulatory reform aspects that relate to or have an impact on rural entrepreneurship development.

From Table 63 it is seen that 46 per cent (41) of the respondents regard aspects of entrepreneurial regulatory reform and the management thereof as entrepreneurship development.

6.3.6 To examine the aspects of government support policy for entrepreneurs that relate to or have an impact on rural entrepreneurship development.

It is evident from Table 97 that 67 percent (60) of the respondents regard aspects of government support policies for enterprises and the management thereof as an enabler of entrepreneurship development.

6.3.7 To examine the aspects of financial support for enterprises that relate to or have an impact on rural entrepreneurship development.

Table 116 clearly shows that 53 percent (48) of the respondents regard aspects of financial support for enterprises and the management thereof as an enabler of entrepreneurship development.

6.3.8 To examine the aspects of rural development and the second economy that relate to or have an impact on rural entrepreneurship development.

As depicted in Table 130, 58 per cent (52) of the respondents regard aspects of the second economy, rural development and the management thereof as an enabler of entrepreneurship development.

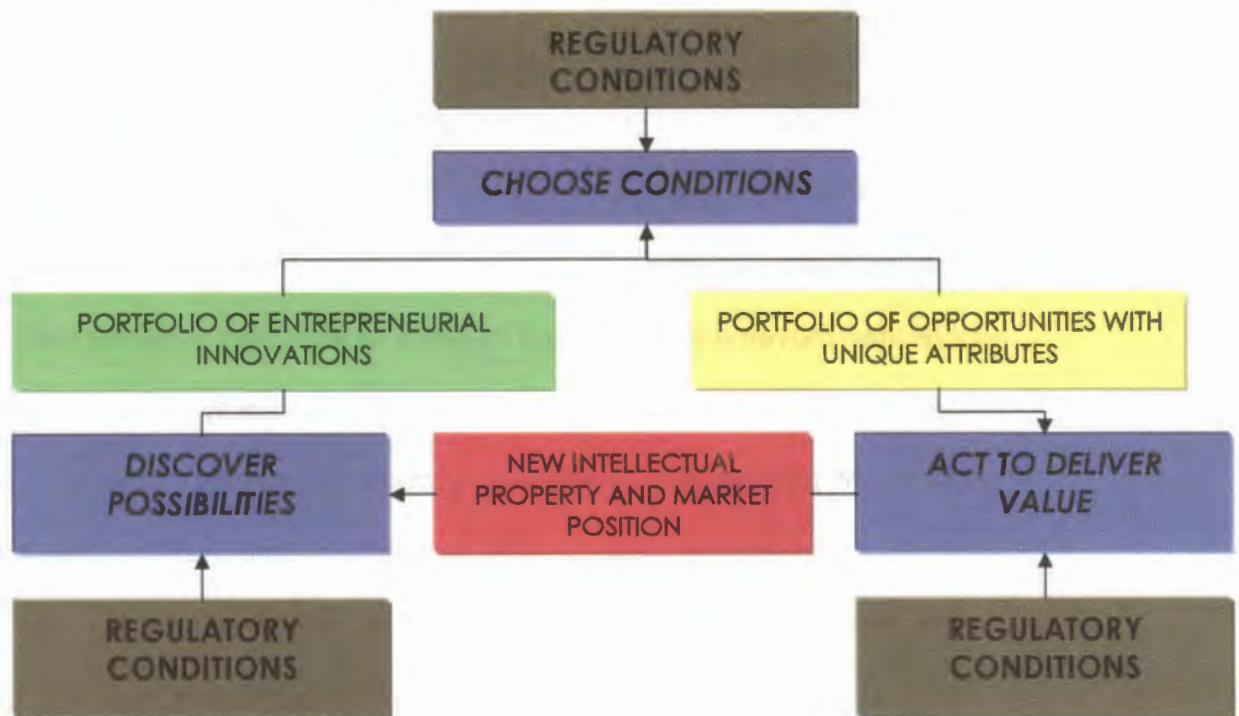
6.4 Recommendations

Following from the findings, the recommendations are as follows:

- Innovation: Multiple internal and external factors shape the innovative capacity and practices of enterprises. Therefore:- creativity is important and an enterprise needs to have a model of potential innovations that it manages, but having ideas is not enough – rather they have to be converted to action. There is some value in working with others who may have complementary capabilities. Figure 139 below presents a model approach that may be used to organise a range of innovations into entrepreneurial innovations and managed investments. Many firms have ideas and innovations that are not viable in the current market, but with

either more knowledge or changes to market conditions, these may have market potential and can be viewed as entrepreneurial innovations. If an enterprise identifies an innovation that is market ready and has a unique combination of attributes, then the organisation needs to invest in this opportunity and take the innovation to market.

Figure 139: Model for Innovation



Source: Self Developed 2007

Observations are that a number of factors such as organisational culture may stimulate or suppress innovation. Further, different conditions impact the distinctive stages of discovering possibilities (which is like the world of the venture capitalist), and of acting to deliver value (which is like the world of the entrepreneur).

- **Access to finance:** Finance is necessary to start and grow a business and a lack of assets can be a hindrance. Therefore:- a special guarantee fund should exist and be maintained for rural entrepreneurs who want to start or grow businesses. Rural entrepreneurs should receive the necessary training and exposure to the way in which financial institutions work.
- **Commercial approach:** Entrepreneurs in rural areas should be in a financial position to pay for their facilities, infrastructure and services at commercial rates, implying that no subsidies or government contributions are involved.
- **Government policies:** Rural entrepreneurs find themselves in businesses where their movement is restricted in terms of attending activities such as workshops, and information centres. They are not always aware of what government policies are. Therefore:- government should make an extra effort to communicate their policies to rural entrepreneurs in their own environment.
- **Education and training:** This is one of the most important categories with regard to entrepreneurship development within the second economy as a rural development measure. The lack of education and training prevents entrepreneurship development within the second economy from becoming more active in the labour market. Therefore:- integrated rural entrepreneurial training programmes should exist from the lowest to the highest levels of operation. More attention should be paid to the formal education of prospective and current rural entrepreneurs and the promotion of rural entrepreneurship.

- Social welfare approach: Entrepreneurs in rural areas (current or prospective) are not in a position to pay for services and structures provided to them. The question then arises: should local government or national government be responsible for this social welfare expenditure? It is recommended that such expenditure would imply a long-term financial commitment, not only to develop and maintain capital structures such as buildings and infrastructure, but also to pay for ongoing services such as water and electricity.
- Transfer of research and development: Rural entrepreneurs are not exposed to the use of technology and the generation of new ideas in terms of research and development. Therefore:- Expose entrepreneurs in rural areas to new technology so that they can use it in their existing or prospective businesses. Expose entrepreneurs to new national and international trends so that they can understand and realise what businesses can arise from these trends.
- Commercial, legal and financial infrastructure: Women regard the SME sector as complicated because of the numerous regulations they have to adhere to, without knowing where to go for support. Therefore: - investigate the implementation of information systems that will allow easy access for rural entrepreneurs. A database of accredited services providers would contribute to providing information to entrepreneurs in rural areas.
- Openness of the domestic market: Entrepreneurs try to conduct business on their own due to various factors, such as their culture of doing

everything themselves. Therefore: - comprehensive networking of entrepreneurs in rural areas should be encouraged. The exposure of entrepreneurs in rural areas to opportunities within the domestic market is necessary.

- Access to physical infrastructure: Without the necessary physical infrastructure, running a business is impossible. Some rural entrepreneurs find themselves in areas where a lack of infrastructure exists, e.g. electricity, covered market buildings and roads. Therefore: - government should investigate what rural entrepreneurs need and provide this infrastructure where possible. Investigate the provision of shared infrastructure in order to lower the cost of provision. Promote the development of infrastructure so that it can assist rural entrepreneurs to balance their family role with that of business.
- Social change: the entrepreneurial promotion model (see Table 131 below) can be used to change a portion of the population into entrepreneurs. Placing most people in Cell 1 (top left hand quadrant) is probably neither possible nor socially or economically desirable. Nevertheless, most policy initiatives are aimed at creating either a positive attitude towards entrepreneurship, or improving the possibilities for entrepreneurial activities. Accepting that the population is heterogeneous with respect to attitudes and behaviour towards becoming entrepreneurs, the next step in using the model, is to identify applicable quadrants. In Table 131, the four general quadrants are portrayed using a 2 X 2 matrix. Policy makers should decide which of the entrepreneurial behaviour-

attitude processes outlined in Table 131 they want to change – and in what direction. When the objective and the target group have been selected, the next step is to identify which type of initiative to implement. A large variety of possibilities are open for policy makers who want to promote entrepreneurship development within the second economy as a rural development measure.

Table 131: Identification of target groups for promoting entrepreneurship

ATTITUDE TOWARDS ENTREPRENEURSHIP	
POSITIVE	NEGATIVE
ENTREPRENEURIAL BEHAVIOUR	
ENGAGED	
REINFORCEMENT PROCESS	RATIONALISATION PROCESS
<p>People who have become entrepreneurs. They have started an enterprise and they enjoy what they are doing. The task is to sustain both the behaviour and the attitude of these entrepreneurs. This may, however, not be a stable situation. They may lose the enterprise or may lose their spirit.</p> <ul style="list-style-type: none"> ▪ Reinforce their ability to run the enterprise; ▪ Reinforce their attitude towards being an entrepreneur; or ▪ Reinforcing both may be necessary. <p>(Field 1)</p>	<p>A number of people may be engaged in some form of entrepreneurial behaviour but have a negative attitude towards it. They may have been forced to start an enterprise out of necessity. Because of the discrepancy between attitude and behaviour, the situation often tends to be temporary. Attitude change would be the primary objective in trying to move this group from Cell 2 to Cell 1.</p> <p>(Field 2)</p>
NOT ENGAGED	
INDUCEMENT PROCESS	CONFRONTATION PROCESS
<p>A number of people may have a positive attitude towards becoming entrepreneurs, but so far have not started an enterprise. An inducement process refers to minimising or reducing the various social, economic or personal obstacles that constrain them. Behavioural change would be the primary objective in trying to move the group from Cell 3 to Cell 1.</p> <p>(Field 3)</p>	<p>Large proportions of the population are not entrepreneurs and probably have no ambition to become so. As behaviour is in accordance with attitude, changing these people into entrepreneurs would probably be difficult, painful and costly. The task is difficult and would probably consist of a two-step process, moving first to Cell 2 or Cell 3, and later from there to Cell 1.</p> <p>(Field 4)</p>

Source: *Self Developed 2007*

- Social and cultural norms: This category is another important category for potential and existing rural entrepreneurs. Responses indicated that an

entrepreneurial mindset does not exist because of various factors such as tradition and a lack of exposure to entrepreneurship. Therefore: - Actively expose rural entrepreneurs to other rural entrepreneurs as role models.

- Informing and educating: Information should be disseminated to potential and current entrepreneurs. Courses on how to construct a business plan, small business development, marketing or legal problems in starting an enterprise may help entrepreneurs to overcome behavioural barriers.
- Persuasion and propaganda: A public campaign promoting the economic and social benefits of becoming an entrepreneur may change people's attitude towards entrepreneurs in general and also their own attitude towards becoming one.
- Delivery systems: Functioning as an entrepreneur poses a variety of practical problems, e.g. administrative procedures and bureaucratic public procedures that must be complied with. Such problems may be minimised by simplifying procedures or by introducing entrepreneur one-stop-shops where most problems could be dealt with in a flexible manner.
- Economic incentives: Such a strategy could be two-fold: positive incentives increasing the income of entrepreneurs, e.g. subsidies for high-tech entrepreneurs or scholarships for students with entrepreneurship talent, and secondly cost reduction strategies reducing for instance the taxation of small entrepreneurial firms.
- Mandatory regulatory reforms: This strategy involves legislation and legal restrictions on behaviour. A recommendation could be anti-trust legislation

that prevents large enterprises from obstructing the entry of new entrepreneurial enterprises into an industry.

6.5 Lessons Learnt

Whilst conducting this research project, the researcher experienced a lack of support from government offices and a non-cooperative attitude towards the researcher. The researcher is not basing this conclusion upon generalisation. There is a lack of collaboration between universities, private research institutes, government departments (agencies) and researchers. Some sort of fear or mistrust appears to exist amongst these organisations.

6.6 Future Research

In South Africa, the availability of accurate and meaningful information is still a problem for the entrepreneurial environment. Research is being done, but not always in an integrated manner. Researchers are not working towards a common goal and the research is therefore on a needs driven basis in most circumstances.

South Africa is a developing country with high rates of unemployment and low levels of formal and higher education. The migration of individuals from rural areas to cities causes an increase in the impoverishment of rural communities. Corporate restructuring and changing government policies and regulations have enforced the restructuring of larger organizations. The country, therefore, has an urgent need for entrepreneurs in SMMEs to act as a tool to combat unemployment and crime and to stimulate the second economy as a whole.

Information that considers the ramifications of this unique set of obstacles in the South African context is essential if meaningful development of this sector is to be promoted.

There are numerous programmes initiated by the South African Government, the DTI, organisations such as SEDA, Khula Finance Enterprise, Business and Franchise Partners, IDC, local universities and internal programmes by larger corporations. Thus support is available to encourage entrepreneurship development within the second economy in South Africa.

6.7 Remarks

The topics addressed in this chapter focus on the role on entrepreneurship development in the second economy in establishing a healthy environment for entrepreneurial activity in rural areas. More effective, accelerated and focused research within the South African context is essential for the establishment and sustainability of entrepreneurship development within the second economy as a rural development measure within the South African macro economy.

7. REFERENCES

Adam, S. (1999). 'Competencies and other factors affecting the small enterprise sector in Ibadan, Nigeria', in K. King and S. Mcgrath (Eds.) *Enterprise in Africa: Between Poverty and Growth*, Intermediate Technology Publications Ltd, London.

Aldrich, H. (1989). Networking among women entrepreneurs. In Hagen, O. Rivchun, C. & Sexton, D. (Eds.). *Women-owned Businesses* Praeger, New York, NY.

ANC, (2002). Social transformation: Fighting poverty and building a better life. National Policy Conference Discussion Papers, Umrabulo, Number 16, August, Johannesburg: African National Congress.

ANC Today (2004), Transform the second economy. Approaches to poverty eradication and economic development VII: Transform the second economy. ANC Today, 4(47): 26 November. www.anc.org.za

Antipolis, N.S. (2000). European Forum: Training for entrepreneurship. Business: European Union. Available:
http://www.europa.eu.int/comm/enterprise/entrepreneurship/support_measures/training/education/nice_00proceedings_nice_2000en.pdf

Berg, N. (1997). Gender, place and entrepreneurship. *Entrepreneurship and Regional Development*, Vol. 9 No. 3.

Bamberger, I. (1983). Value systems, strategies and the performance of small and medium-sized firms. *European Small Business Journal*, Vol. 1 No. 4.

Brockhaus, R.H.S. (1982). The psychology of the entrepreneur. In Kent, C.A. Sexton, D.L. & Vesper, K.H. (Eds.) *Encyclopaedia of Entrepreneurship*, Prentice-Hall, Englewood Cliffs, NJ.

Brush, C. & Hisrich, R. (1999). Women-owned businesses: why do they matter? In Acs, Z. (Ed). *Are small Firms Important?: Their Role and Impact*, Kluwer, Boston, MA.

Burstyn, L. (1995). Micro Lending Gains as Way Out of Welfare, *Christian Science Monitor*, Vol. 88, Issue 24, 29 December 1995, p.1.

Carter, N. & Allen, K. (1997). Size determinants of women-owned businesses: choice or barriers to resources? *Entrepreneurship and Regional Development*, Vol. 9, No. 3.

Carter, S. & Cannon, T. (1992). *Women as Entrepreneurs*. Academic Press, London.

Coates, J. Jarrat, J. & Mahaffie, J. (1991). Future work. *The Futurist*, Vol. 25, No. 3.

Cooper, A.C. Gimeno-Gascon, F.J. & Woo, C.Y. (1994). Initial human and financial capital as predictors of new venture performance. *Journal of Business Venturing*, Vol. 9, No. 5.

Cooper, D.R. & Schindler, P.S. (2001). *Business Research Methods* 7th Edition. Boston: McGraw-Hill

Cressy, R. (1999). Small business failure: failure to fund or failure to learn? In Acs, Z.J. Carlson, B. & Karlsson, C. (Eds.). *Entrepreneurship, Small and Medium-Sized Enterprises and the Macro economy*, Cambridge University Press, Cambridge.

Cross, J.C. (1995). Entrepreneurship and exploitation: Measuring independence and dependence in the informal economy. *International Journal of Sociology and Social Planning*, Vol. 17, No. 3/4: 37-63.

David, R. & Bhatt, N. (2003). Large Private Banks Realise that Poor too are Bankable, *The Times of India*, Ahmedabad, July 6, 2003.

Development Bank of Southern Africa and The New Partnership for Africa's Development. (November 2003). Development Report; Financing Africa's Development: Enhancing the role of private finance.

Djankov, S. La Porta, R. Lopez-de-Silanes, F. & Shleifer, A. (2000). The Regulation of Entry. NBER Working Paper 7892.

Du Toit, A. (2004). "Social exclusion" discourse and chronic poverty: A South African Study.

Duvel, S. (2002). Aid and development, Baltimore, John Hopkins University Press.

Farrell, D. (2004). The hidden dangers of the informal economy. *The McKinsey Quarterly* 3:27-37.

Foxcroft, M. Wood, E. Kew, J. Herrington, M. & Segal, N. (2002). *Global Entrepreneurship Monitor: South African Executive Report 2002*. Cape Town: UCT.

Gaskill, L. Van Auken, H. & Kim, H. (1994). Impact of operational planning on small business retail performance. *Journal of Small Business Strategy*, Vol. 5, No. 1.

Global Entrepreneurship Monitor, (October 2004).

<http://www.emeraldinsight.com/fulltextarticle.html/GEM/-2004.pdf>

Goffee, R. & Scase, R. (1985). *Women in Charge: The Experience of Female Entrepreneurs*. Allen and Unwin: London.

Grant Thornton Kessel Feinstein, (2003). International Business Owners Survey.

Heath, R.L. (1994). *Management of Corporate Communications*. Lawrence Erlbaum Associates, Hillsdale, NJ.

'Hih Hope for the Plan to Boost SMEs', *The Nation* (Thailand), 6 August 2003.
State of Small Business Development in South Africa, Ntsika Annual Review, 2001, Ntsika Enterprise Promotion Agency, Pretoria.

Hisrich, R. & Brush, C. (1999). *The woman entrepreneur: Starting, Financing and Managing a Successful New Business*. Lexington Books, Lexington, MA.

IDASA, (2000). Unspent poverty alleviation funds: Reasons and remedies, Budget Brief Number 43. Cape Town: IDASA.

Institute for Futures Research, (1999). Unpublished projections. University of Stellenbosch.

Integrated Sustainable Rural Development Strategy (ISRSD) 2000.

Johnson, S. & Storey, D. (1993). Male and female entrepreneurs and their businesses. In Allen, S. & Truman, C. (Eds). *Women in Business: Perspectives on Women Entrepreneurs*, Routledge, London.

Kalleberg, A. & Leicht, K. (1991). Gender and organisational performance: determinants of small business survival and success. *Academy of Management Journal*, Vol. 34, No.1.

Kelly, M.M. (1988). The work at home revolution. *The Futurist*, Vol. 22, No. 2.

King, K. (1996), *Jua Kali Kenya*, James Curry Ltd, London, East African Educational Publishers, Nairobi, Ohio University Press, Athens, Ohio

Kirchoff, B.A. (1995). Twenty years of job creation: What have we learned? Washington DC: Small Business Foundation of South Africa.

Kontos, M. 'Self-employment Policies and Migrants Entrepreneurship in Germany', *Entrepreneurship & Regional Development*, Vol. 15, Issue 2, April-June 2003, pp.119-135.

Koper, G. (1993). Women entrepreneurs and the granting of business credit. In Allen, S. & Truman, C. (Eds.). *Women in Business: Perspectives on Women Entrepreneurs*, Routledge, London.

Krugman, P. (2002). Digital robber barons? *New York Times*, 6 December 2005.

Levine, R. (1999). Financial development and economic growth: Views and agenda, *Journal of economic literature*.

Loscocco, K.A. & Leicht, K.T. (1993). Gender, work-family linkages, and economic success among small business owners. *Journal of Marriage and the Family*, Vol. 55.

McCarthy, B. & Leavy, B. (1998/1999). The entrepreneur, risk-perception and change over time: a typology approach. *Irish Business and Administrative Research*, Vol. 19/20, No.1.

McGrath, S. & King, K with Leach, F and Carr-Hill, R. (1995), *Education and training for the informal sector*, Volume 1, Overseas Development Administration, London.

McKee, B. (1992). Environmental Price Tags. *Nation's Business*, Vol. 80, No. 4.

Marlow, S. (1997). Self-employed women: new opportunities, old challenges? *Entrepreneurship and Regional Development*, Vol. 9, No. 3.

Marx, K. (1972). *The Eighteenth Brumaire of Louis Bonaparte*. Moscow: Progress Publishers.

Miller, N. & Besser, T. (2000). The importance of community values in small business strategy formation: evidence from rural Iowa. *Journal of Small Business Management*, Vol. 38, No. 1.

Monkman, D. 2003. A review of DTI's SME assistance programs and its proposal to create a new integrated financial institution (IFI). Report commissioned by FinMark Trust.

Mthethwa, T. Du Toit, A. De Swart, C. Mbhele, T. & Aliber, M. (2005). *Trends and policy challenges in the rural economy: Four provincial case studies*. Pretoria: HSRC Publishers.

National Treasury: National Report. (2005).

'Never a Micro-Lender be: Some Banks are Starting to Look Wobbly', *The Economist*, 2002, Vol. 362, Issue 8261, 2/23/2002, p.79

Nieman, G. Hough, J. & Nieuwenhuizen, C. (2003). *Entrepreneurship, A South African Perspective*, Van Schaik Publishers.

Nilsson, P. (1997). Business counselling services directed toward female entrepreneurs – some legitimacy dilemmas. *Entrepreneurship and Regional Development*, Vol. 9, No. 3.

Oliver, J. (1996). Women's realm. *SME*, Vol. 2.

Olm, K. Carsud, A. & Alvey, L. (1988). The role of networks in new venture funding of female entrepreneurs: a continuing analysis. In Kirchoff, B. Long, W. McMullan, E. Vesper, K & Wetzel, W. (Eds.). *Frontiers of Entrepreneurship Research*, Babson College, Wellesley, MA.

OPSC, (2004). Terms of reference. Unpublished tender document.

Research Centre of Entrepreneurship (RCE). (2002). Mission statement and strategy. Brussels: EHSAL – Katolieke Universiteit, Brussels.

Riding, A. & Swift, C. (1990). Women business owners and terms of credit: some empirical findings of the Canadian experience. *Journal of Business Venturing*, Vol. 5, No. 5.

Rogerson, C.M. (2004). The impact of the South African government's SMME programmes: A ten-year review (1994–2003). *Development Southern Africa*, Vol. 21, No. 5.

Rosa, P. & Hamilton, D. (1994). Gender and ownership in UK small firms. *Entrepreneurship Theory and Practice*, Vol. 18, No. 3.

Rosa, P. Carter, S. & Hamilton, D. (1996). Gender as a determinant of small business performance: insights from a British study. *Small Business Economics*, Vol. 8.

Roux, A. (2005). *Everyone's Guide to the South African Economy* (8th ed.). Zebra Press, Cape Town, South Africa.

Sandberg, W.R. & Hofer, C.W. (1987). Improving new venture performance: the role of strategy, industry structure and the entrepreneur. *Journal of Business Venturing*, Vol. 2, No. 1.

SBA Office of Advocacy, (2002). Analysis of State Efforts to Mitigate Regulatory Burdens on Small Businesses. Available on <http://www.sba.gov/advo/laws/lawlib.html#PRA> [Accessed on 1 April 2006].

SBA Office of Advocacy, (2002). Small Business Friendly Regulation – Model Legislation for States. Available on <http://www.sba.gov/advo/laws/lawlib.html#PRA> [Accessed on 1 April 2006].

Scaborough, N. & Zimmerer, N. (1987). Strategic planning for the small business. *Business*, Vol. 37, No. 2.

Schneider, F. (2002). Size and measurement of the informal economy in 110 countries around the world. Washington DC: World Bank.

Sharma, P. & Chrisman, J.J. (1999). Towards a reconciliation of the definitional issues in the field of corporate entrepreneurship. *Entrepreneurship Theory and Practice*, Vol. 23, No. 3: 91-103.

Shepherd, A. (1998). *Sustainable Rural Development*. Macmillan Press, London, England.

Small Business Project, (2002). An enabling environment for private sector growth – Lessons from international experience. SME Alert November 2002.

Smallbone, J. & Wyer, P. (2000). Growth and development in the small firm. In Carter, S. & Jones-Evans, D. (Eds.). *Enterprise and Small Business: Principles, Practice and Policy*. Prentice-Hall, London.

Statistics South Africa. Census in Brief. Pretoria: StatsSA 2003.

The Presidency. (2003). Towards a Ten year review. Synthesis report on implementation of government programmes. Discussion document, Policy Coordination and Advisory Services (PCAS). October.

Tiggs, L. & Green, G. (1998). Small business success among men and women owned firms in rural areas. *Rural Sociology*, Vol. 59, No. 2.

Timmons, J.A. (1999). *New venture creation: Entrepreneurship for the 21st century*. Singapore: Irwin/McGraw-Hill.

United Nations 2005. Millennium Development Goals 2005, Retrieved: March 8, 2006 from <http://www.un.org/millenniumgoals/index.asp#>

Van Auken, H. Gaskill, L. & Kao, S. (1993). Acquisition of capital by women entrepreneurs: patterns of initial and refinancing capitalisation. *Journal of Small Business and Entrepreneurship*, Vol. 10, No. 4.

Xulu, S. (2001). 'Entrepreneurship in the FET Band', in *The further education and training institutional readiness handbook: Making learning work*, commissioned by the National Institute for Community Education Trust, Juta and Company, Lansdownie

Yellow Pages, (1996). *Small Business Index* (May 1996). Yellow Pages Australia: Burswood.

Yunus, M. & Jolis, A. (1999). *Banker to the poor: micro-lending and the battle against World Poverty*, Public Affairs, pp.288.

Zeller, W. King, R.W. Byrd, V.N. DeGeorge, G. & Birnbaum, J. (1994). Women entrepreneurs. *Business Week*, 18 April.

8. APPENDICES/ANNEXURES

8.1 Research questionnaire

Dear Respondent,

Research Questionnaire

I, Mr. **Rashid Koroma** (Student Number 16305485) am currently a registered **Master of Business Administration** student at North West University – Mafikeng Campus. In order to meet the minimum requirements for the attainment of the Master of Business Administration degree, a mini-dissertation has to be completed. My study topic is on; “**Entrepreneurship Development in the Second Economy as a Rural Development measure: A South African study.**”

The objective of the study is to identify challenges encountered by Small Medium and Micro Enterprises and further determine whether these challenges pose as constraints in terms of rapid rural development within South Africa's second economy.

My request is your sincere participation in this exercise by filling in the accompanying questionnaire thus assisting me in gathering raw data on this subject matter.

Any uncertainty in the form of questions or comments regarding this questionnaire should be directed to me via the following contact details:

Cell Number	072-7280483
Tel Number	012-3198065
Fax Number	012-3198131 (Marked for my attention)
E-mail	jjkoroma@webmail.co.za or rashtrix@workmail.co.za
Mail Box	Post Office Box 57180, Arcadia, Pretoria, 0007

My utmost gratitude for contributing to the body of knowledge in this study area.

Rashid Koroma

GENERAL INSTRUCTIONS

Please answer the questions by placing an X or by placing a circle in or around a number in the adjacent shaded box provided for the answer you consider most appropriate or by writing your answer in the adjacent space provided.

Unless specifically instructed otherwise, please answer ALL questions, one answer per item.

1. What is the **name** of the organization which you are at?

--

2. What is the **economic sector/industry** that your organization is in?

Agriculture, Forestry and Fishing (Primary Sector)	
Mining, Minerals and Quarrying (Primary Sector)	
Manufacturing and Processing (Secondary Sector)	
Electricity, Gas and Water (Secondary Sector)	
Engineering and Construction – Contractors (Secondary Sector)	
Wholesale, Retail Trade, Catering and Accommodation (Tertiary Sector)	
Transport and Storage (Tertiary Sector)	
Financial Intermediation, Banking, Insurance, Real Estate & Business Services (Tertiary Sector)	
Tourism and Hospitality (Tertiary Sector)	
Information Systems, Electronics and Telecommunications (Tertiary Sector)	
Media, Publishing and Printing (Tertiary Sector)	
General Government Services (Local, provincial and or national)	
Unemployed	
Self-employed	
Other (Please specify below)	15

3. Please specify as to how **long** you have worked in this sector/industry?

0 – 6 months	
6 months – 2 years	
3 – 5 years	
6 – 10 years	
11 – 15 years	
16 – 20 years	
21 – 25 years	
26 – 45 years	
Unemployed	

4. Please specify you highest **qualification**?

Secondary school	
Standard 10 or equivalent	
Post-school certificate or diploma	
National Diploma or National Higher Diploma	

Bachelor's degree or equivalent	5
Honours degree or equivalent	6
Master's degree or equivalent	7
Doctoral degree or equivalent	8

5. Please specify your current **level** of responsibility within your organisation?

Functional Level	1
Operational (Supervisory) Level	2
Middle Management	3
Senior Management	4
Executive Management	5

6. Please specify the **population group** you belong to?

Race	African	1	White	2	Coloured	3	Indian	4
-------------	----------------	---	--------------	---	-----------------	---	---------------	---

7. How many **employees** are there in your organisation?

0 - 100	1
101 - 200	2
201 - 300	3
300 - 10000	4

8. Please specify which **gender category** you fall in?

Gender	Female	1	Male	2
---------------	---------------	---	-------------	---

9. Please specify which **age group** you belong to?

18 - 24	1
25 - 34	2
35 - 44	3
45 - 54	4
55 - 64	5

10. Please specify the **province** that you are based at?

Eastern Cape	1
Free State	2
Gauteng	3
KwaZulu Natal	4
Limpopo	5
Mpumalanga	6
North West	7
Northern Cape	8
Western Cape	9
Other (Please specify below)	10

11. Please specify the type of **settlement** you dwell in?

Rural	1
Urban	2

Peri-Urban	
Informal Settlement	
Other (Please specify below)	5

SECTION 1 ASPECT OF ATTITUDES AND ENTREPRENEURSHIP

Please use the code:

1	= Yes definitely	Y
2	= Yes, but not significantly	S
3	= No, but probably in two years	P
4	= No	N

- 1.1 To what extent does your perception of an **individual's entrepreneurial ability**, perception of **enterprise start-up opportunities** and **social network activities** comply with the following statements:

		Y	S	P	N
1.1.1	In the next six months will there be good opportunities for starting a business enterprise in the area where you live?				
1.1.2	Do you have the knowledge, skills and expertise required to start a new business?				
1.1.3	Do you know someone personally, who started a business in the past two years?				

- 1.2 You regard aspects of an **individual's attitude, entrepreneurship** and the management thereof as (Please mark only one answer)

An enabler of entrepreneurship development.	
entrepreneurship development.	

SECTION 2 ASPECTS OF GENDER BIAS, YOUTH, AND DISABLED PARTICIPATION

Please use the code:

1	= Yes definitely	Y
2	= Yes, but not significantly	S
3	= No, but probably in two years	P
4	= No	N

- 2.1 To what extent does the role of **gender participation** with in entrepreneurship development activities comply with the following statements:

		Y	S	P	N
2.1.1	Do you consider self employment higher amongst the male population in comparison to the female population in the area you live in?				
2.1.2	Do you consider self employment higher amongst the female population in comparison to the male population in the area you live in?				
2.1.3	Can improvements be made on the current level of entrepreneurial participation amongst the different gender in the economy?				

2.2 To what extent do the roles of participation of **youth** as forms of entrepreneurship development comply with the following statements:

		Y	S	P	N
2.2.1	Do you consider self employment higher amongst male youth in comparison to female youth in the area you live in?	1	2	3	4
2.2.2	Do you consider self employment higher amongst female youth in comparison to male youth in the area you live in?	1	2	3	4
2.2.3	Can improvements be made to the current level of entrepreneurial participation amongst the youth in the economy?	1	2	3	4

2.3 To what extent do the roles of the participation of the **disabled** as forms of entrepreneurship development comply with the following statements:

		Y	S	P	N
2.3.1	Do you consider self employment higher amongst disabled males in comparison to disabled females in the area you live in?	1	2	3	4
2.3.2	Do you consider self employment higher amongst disabled females in comparison to disabled males in the area you live in?	1	2	3	4
2.3.3	Can improvements be made on the current level of entrepreneurial participation amongst the disabled in the economy?	1	2	3	4

2.4 You regard aspects of **gender bias, participation of youth and the disabled** in the economy and the management thereof as

(Please mark only one answer)

an enabler of entrepreneurship development.	1
entrepreneurship development.	2

SECTION 3 ACCESSES TO OPPORTUNITIES: LOCATION, UNEQUAL EDUCATION AND SKILLS DEVELOPMENT ASPECTS

Please use the code:

- | | | |
|---|---------------------------------|---|
| 1 | = Yes definitely | Y |
| 2 | = Yes, but not significantly | S |
| 3 | = No, but probably in two years | P |
| 4 | = No | N |

3.1 To what extent do places of **dwelling** with regards to entrepreneurial activities comply with the following statements:

		Y	S	P	N
3.1.1	Do you consider the proximity to large markets, access to suppliers and other resources in rural areas likely to confer an advantage to entrepreneurs?	1	2	3	4
3.1.2	Do you consider the proximity to large markets, access to suppliers and other resources in urban areas likely to confer an advantage to entrepreneurs?	1	2	3	4
3.1.3	Do you consider the proximity to large markets, access to suppliers and other resources in metropolitan centres likely to confer an advantage to entrepreneurs?	1	2	3	4

3.2 To what extent do the unequal levels of **education** comply with the following statements:

		Y	S	P	N
3.2.1	Do you consider access to quality education as a significant resource enabling entrepreneurs to initiate a start-up enterprise?				
3.2.2	Do you consider access to quality education as a significant resource enabling entrepreneurs to initiate a new enterprise?				
3.2.3	Do you consider access to quality education as a significant resource enabling entrepreneurs to acquire an established enterprise?				

3.3 To what extent does the **intellectual capital base (skills development)** of entrepreneurship comply with the following statements:

		Y	S	P	N
3.3.1	Do you consider that teaching in primary and secondary education encourages creativity, self-sufficiency and personal initiative?				
3.3.2	Do you consider that teaching in primary and secondary education provides adequate instruction in market economic principles?				
3.3.3	Do you consider that teaching in primary and secondary education provides adequate attention to entrepreneurship and new firm creation?				
3.3.4	Do you consider that colleges and universities provide good and adequate preparation for starting up and growing new firms?				
3.3.5	Do you consider that the level of business and management education provides good and adequate preparation for starting up and growing new firms?				
3.3.6	Do you consider that vocational, professional and continuing education systems provide good and adequate preparation for starting up and growing new firms?				
3.3.7	Do you consider that people believe that creating a new or high growth business enterprise is easy?				
3.3.8	Do you consider that many people know how to manage a small business?				
3.3.9	Do you consider that many people have experience in starting a new business enterprise?				
3.3.10	Do you consider that many people react quickly to good opportunities for a new business enterprise?				
3.3.11	Do you consider that many people have the ability to organize the resources required for a new business enterprise?				

3.4 You regard aspects of **location, unequal education levels, skills development** and the management thereof as

(Please mark only one answer)

an enabler of entrepreneurship development.	
entrepreneurship development.	

SECTION 4 ASPECTS OF LABOUR FORCE ACTIVITIES

Please use the code:

1	= Yes definitely	Y
2	= Yes, but not significantly	S
3	= No, but probably soon	P
4	= No	N

4.1 To what extent do **market issues, employment, unemployment and self employment** activities comply with the following statements:

		Y	S	P	N
4.1.1	Do you consider working for a salary/wage/commission as an improvement of one's living standard?	1	2	3	4
4.1.2	Do you consider running your own business enterprise as an improvement of one's living standard?	1	2	3	4
4.1.3	Do you consider working as a domestic worker/In kind as an improvement of one's living standard?	1	2	3	4
4.1.4	Do you consider working in your own family plot/farm as an improvement of one's living standard?	1	2	3	4
4.1.5	Do you consider working as an unpaid help in a family business enterprise as an improvement of one's living standard?	1	2	3	4
4.1.6	Do you consider construction on own/family home/farm/business enterprise as an improvement of one's living standard?	1	2	3	4
4.1.7	Do you consider catching food for sale/subsistence as an improvement of one's living standard?	1	2	3	4

4.2 To what extent do **economic contributions** based on **local innovation** comply with the following statements:

		Y	S	P	N
4.2.1	Do you consider that enterprises contribute economically in terms of local innovation based on the number of start-up enterprises?	1	2	3	4
4.2.2	Do you consider that enterprises contribute economically in terms of local innovation based on the number of owner operated start-up enterprises?	1	2	3	4
4.2.3	Do you consider that enterprises contribute economically in terms of local innovation based on the number of employees excluding owner managed start-up enterprises?	1	2	3	4
4.2.4	Do you consider that enterprises contribute economically in terms of local innovation based on the number of employees including owner managed start-up enterprises?	1	2	3	4
4.2.5	Do you consider that enterprises contribute economically in terms of local innovation based on the number of new firms?	1	2	3	4
4.2.6	Do you consider that enterprises contribute economically in terms of local innovation based on the number of owner operated new firms?	1	2	3	4
4.2.7	Do you consider that enterprises contribute economically in terms of local innovation based on the number of employees excluding owner managed new firms?	1	2	3	4
4.2.8	Do you consider that enterprises contribute economically in terms of local innovation based on the number of employees including owner managed new firms?	1	2	3	4
4.2.9	Do you consider that enterprises contribute economically in terms of local innovation based on the number of established firms?	1	2	3	4
4.2.10	Do you consider that enterprises contribute economically in terms of local innovation based on the number of owner operated established firms?	1	2	3	4
4.2.11	Do you consider that enterprises contribute economically in terms of local innovation based on the number of employees excluding owner managed established firms?	1	2	3	4
4.2.12	Do you consider that enterprises contribute economically in terms of local innovation based on the number of employees including owner managed established firms?	1	2	3	4

4.3 You regard aspects of **labour force activities, local innovation, owner managed enterprise economic contributions** and the management thereof as (Please mark only one answer)

an enabler of entrepreneurship development.	1
entrepreneurship development.	2

SECTION 5 ENTREPRENEURSHIP REGULATORY REFORM ASPECTS

Please use the code:

- | | | |
|---|---------------------------------|---|
| 1 | = Yes definitely | Y |
| 2 | = Yes, but not significantly | S |
| 3 | = No, but probably in two years | P |
| 4 | = No | N |

5.1 To what extent does the **regulation of entrepreneurial activities** comply with the following statements:

		Y	S	P	N
5.1.1	Do you consider that excessive red tape can undermine competitiveness in terms of active assistance to small enterprises, particularly in meeting administrative compliance?				
5.1.2	Do you consider that excessive red tape can undermine competitiveness in terms of the exemption or modification of requirements, particularly in making them less onerous?				
5.1.3	Do you consider that excessive red tape can undermine competitiveness in terms of the establishment of mechanisms to ensure that regulatory design takes better account for needs and concerns of enterprises in creating new compliance burdens?				

5.2 To what extent does the **speed and ease of the regulatory environment** comply with the following statements:

		Y	S	P	N
5.2.1	Do you consider that new firms can get most of the required permits and licenses in about a week from submission?				
5.2.2	Do you consider that the numbers of taxes are not a burden for new and growing firms?				
5.2.3	Do you consider that taxes and other government regulations are applied to new and growing firms in a predictable and consistent way?				
5.2.4	Do you consider that government policies aimed at supporting new and growing firms are effective?				

5.3 You regard aspects of **entrepreneurial regulatory reform** and the management thereof as (Please mark only one answer)

an enabler of entrepreneurship development.	
entrepreneurship development.	

SECTION 6 ASPECTS OF GOVERNMENT SUPPORT POLICY FOR ENTREPRENEURS

Please use the code:

- | | | |
|---|---------------------------------|---|
| 1 | = Yes definitely | Y |
| 2 | = Yes, but not significantly | S |
| 3 | = No, but probably in two years | P |
| 4 | = No | N |

6.1 To what extent do **government support policies** comply with the following statements:

		Y	S	P	N
6.1.1	Do you consider that government policies (i.e. public sector procurement policy) consistently favour new firms?				
6.1.2	Do you consider that support of new and growing firms is a high priority for policy at national government level?				

6.1.3	Do you consider that support of new and growing firms is a high priority for policy at provincial government level?	1	2	3	4
6.1.4	Do you consider that support of new and growing firms is high priority at local government level?	1	2	3	4

6.2 To what extent does **effectiveness of government support for entrepreneurs** comply with the following statements:

		Y	S	P	N
6.2.1	Do you consider that a wide range of government assistance for enterprises can be obtained through contact with a single agency?	1	2	3	4
6.2.2	Do you consider that science parks and business incubators provide effective support for enterprises?	1	2	3	4
6.2.3	Do you consider that there is an adequate number of government programmes for use by enterprises?	1	2	3	4
6.2.4	Do you consider that personnel at government agencies are competent and effective in giving support to enterprises?	1	2	3	4
6.2.5	Do you consider that anyone who needs assistance from a government programme for an enterprise can find what they need?	1	2	3	4
6.2.6	Do you consider that government programmes aimed at supporting enterprises are effective?	1	2	3	4

6.3 To what extent does the **perception of government support for entrepreneurs** comply with the following statements:

		Y	S	P	N
6.3.1	Do you consider that there is an overall promotion of small enterprises?	1	2	3	4
6.3.2	Do you consider that there is sufficient communication of small enterprise incentives?	1	2	3	4
6.3.3	Do you consider that there is sufficient communication of legislation governing enterprises?	1	2	3	4
6.3.4	Do you consider that there is an impact of government incentives in general?	1	2	3	4
6.3.5	Do you consider that there is an impact of small enterprise support structures?	1	2	3	4
6.3.6	Do you consider that there is an impact of export incentives?	1	2	3	4
6.3.7	Do you consider that there is an impact of BEE preferential procurement?	1	2	3	4
6.3.8	Do you consider that there is an impact of labour legislation?	1	2	3	4
6.3.9	Do you consider that there is an impact of Black Economic Empowerment?	1	2	3	4
6.3.10	Do you consider that there is an impact of legislation in general?	1	2	3	4
6.3.11	Do you consider that there is an impact of import/export legislation?	1	2	3	4
6.3.12	Do you consider that there is an impact of skills development programmes?	1	2	3	4

6.4 To what extent does **awareness and utility of government support for entrepreneurs** comply with the following statements:

		Y	S	P	N
6.4.1	Do you consider that there is awareness and utility of the SETAs (Sector Education & Training Authority)?	1	2	3	4
6.4.2	Do you consider that there is awareness and utility of the Competitiveness Fund?	1	2	3	4
6.4.3	Do you consider that there is awareness and utility of the IDC (Independent Development Corporation)?	1	2	3	4
6.4.4	Do you consider that there is awareness and utility of export incentives?	1	2	3	4
6.4.5	Do you consider that there is awareness and utility of the Manufacturing Advisory Centres?	1	2	3	4

6.4.6	Do you consider that there is awareness and utility of SEDA (Small Enterprise Development Agency)?
6.4.7	Do you consider that there is awareness and utility of Khula Finance Intermediaries?
6.4.8	Do you consider that there is awareness and utility of Brain Trust?
6.4.9	Do you consider that there is awareness and utility of the Umsobomvu Youth Fund?
6.4.10	Do you consider that there is awareness and utility of NEF (National Empowerment Fund)?
6.4.11	Do you consider that there is awareness and utility of the APEX fund (South African Micro Finance Apex Fund)?

6.5 You regard aspects of **government support policies for enterprises** and the management thereof as (Please mark only one answer)

an enabler of entrepreneurship development.
entrepreneurship development.

SECTION 7 ASPECTS OF FINANCIAL SUPPORT FOR ENTERPRISES

Please use the code:

1	= Yes definitely	Y
2	= Yes, but not significantly	S
3	= No, but probably in two years	P
4	= No	N

7.1 To what extent does the **availability of financial support** comply with the following statements:

		Y	S	P	N
7.1.1	Do you consider that there is sufficient equity funding available for enterprises?				
7.1.2	Do you consider that there is sufficient debt funding available for enterprises?				
7.1.3	Do you consider that there are sufficient government subsidies available for enterprises?				
7.1.4	Do you consider that there is sufficient funding available from private individuals for enterprises?				
7.1.5	Do you consider that there is sufficient venture capital funding available for enterprises?				
7.1.6	Do you consider that there is sufficient funding available through initial public offerings for enterprises?				

7.2 To what extent does the **level of understanding of basic financial concepts and principles** comply with the following statements:

		Y	S	P	N
7.2.1	Do you consider that a new business enterprise that is making profit will run out of money?				
7.2.2	Do you consider that there is no difference between sales and profit?				
7.2.3	Do you consider that getting into debt can be very dangerous?				
7.2.4	Do you consider that savings or building up money to start a business is not particularly important because there are many ways to get money?	1	2	3	4
7.2.5	Do you consider that borrowing money to start a business is generally more advisable than risking your own available capital?	1	2	3	4

7.3 To what extent does **confidence in the ability to start a business** comply with the following statements:

		Y	S	P	N
7.3.1	Do you consider that individuals have the knowledge, skills and experience required to start a new business?	1	2	3	4
7.3.2	Do you consider that individuals feel confident in their ability to evaluate a potential business opportunity?	1	2	3	4
7.3.3	Do you consider that individuals feel confident that they can complete a business plan?	1	2	3	4
7.3.4	Do you consider that individuals know how they could obtain money to start a business?	1	2	3	4

7.4 To what extent does the **achievement orientation of individuals** comply with the following statements:

		Y	S	P	N
7.4.1	Do you consider that individuals believe that one key to success in school and business is not to put off doing important tasks?	1	2	3	4
7.4.2	Do you consider that individuals have a strong desire to start their own business?	1	2	3	4
7.4.3	Do you consider that based on individual thoughts today, ranking further study against alternative options after leaving school?	1	2	3	4

7.5 You regard aspects of **financial support for enterprises** and the management thereof as (Please mark only one answer)

an enabler of entrepreneurship development.	1
entrepreneurship development.	2

SECTION 8 ASPECTS OF THE SECOND ECONOMY AND RURAL DEVELOPMENT

Please use the code:

- | | | |
|---|---------------------------------|---|
| 1 | = Yes definitely | Y |
| 2 | = Yes, but not significantly | S |
| 3 | = No, but probably in two years | P |
| 4 | = No | N |

8.1 To what extent do the **second economy** activities comply with the following statements:

		Y	S	P	N
8.1.1	Do you consider that there should be an extra injection of government policies and programmes into the second economy?	1	2	3	4
8.1.2	Do you consider that there should be an extra injection of education and entrepreneurial capacity into the second economy?	1	2	3	4
8.1.3	Do you consider that there should be an extra injection of financial support into the second economy?	1	2	3	4
8.1.4	Do you consider that there should be an extra injection of cultural and social norms into the second economy?	1	2	3	4
8.1.5	Do you consider that there should be an extra injection of internal market openness into the second economy?	1	2	3	4
8.1.6	Do you consider that there should be an extra injection of commercial infrastructure incentives into the second economy?	1	2	3	4
8.1.7	Do you consider that there should be an extra injection of access to physical infrastructure incentives into the second economy?	1	2	3	4
8.1.8	Do you consider that there should be an extra injection of research and design initiatives into the second economy?	1	2	3	4
8.1.9	Do you consider that there should be an extra injection of political and social context	1	2	3	4

intervention into the second economy?	
---------------------------------------	--

8.2 To what extent do **rural development** activities comply with the following statements:

		Y	S	P	N
8.2.1	Do you consider that the mortality rate of HIV/AIDS poses as hindrance to rural development?				
8.2.2	Do you consider that in-house migration and inter-provincial migration pose as hindrance to rural development?				
8.2.3	Do you consider that the presence of poverty traps pose as hindrance to rural development?				
8.2.4	Do you consider that government spending in the form of pensions, child support grant, electricity, health care, housing, sanitation, education and transport pose as hindrance to rural development?				

8.3 You regard aspects of **the second economy, rural development** and the management thereof as (Please mark only one answer)

an enabler of entrepreneurship development.	
entrepreneurship development.	

9. Please specify any factors that you consider encourage or constrain entrepreneurship development in the second economy as a rural development measure?

10. If you would like to comment on any aspect of this study, please feel free to do so below: