

## **Questionnaire on Factors Influencing Entrepreneurial Intention of Business School Students**

### **Informed Consent**

I voluntarily agree to participate in this study.

The main objective of this research is to identify the factors that influence the entrepreneurial intention of students enrolled in business schools accredited by the Accreditation Council for Business Schools and Programs (ACBSP). To achieve this, variables such as cognitive load, emotional well-being, locus of control, and risk perception will be evaluated, as well as external factors such as the role of the university, the market, the government, and students' entrepreneurial attitudes.

I understand that any personal information that is part of the research results will be kept confidential and anonymous in accordance with the regulations for the protection of personal data. I understand that my name will not be mentioned in any scientific publication, video, podcast, conference, event, or any type of dissemination of the study in which the results are used, unless I provide explicit written consent. The participation in this study is voluntary, and I am free to withdraw at any time without any repercussions. For further information, I may contact the principal investigator: Marisleidy Alba Cabañas (Konrad Lorenz University Foundation, Colombia; email: [marisleidy.albac@konradlorenz.edu.co](mailto:marisleidy.albac@konradlorenz.edu.co)).

### **Sociodemographic Information**

- University you belong to
- Country of your university
- Age (18–24; 25–39; 40–59; 60 or older)
- Semester currently enrolled in
- Have you taken an entrepreneurship course? (Yes/No)
- Have you had entrepreneurial experience? (Yes/No)
- Gender (Female, Male, Non-binary, Other, Prefer not to say)

## Sample Scale Items

Please indicate your level of agreement with the following statements:

1 = Strongly disagree, 2 = Disagree, 3 = Neither agree nor disagree, 4 = Agree, 5 = Strongly agree

### Risk

- In the past six months, there were moments when I took risks.
- I like to try new foods, explore new places, and engage in completely novel experiences.
- If I am afraid of something, I will try to overcome my fears.
- I have never been on a blind date.
- I have never traveled on an unfamiliar route.
- I do not like extreme sports.
- I need to know the answer before asking the question.
- I need to know what has been done before in order to be willing to try it myself.
- I only get involved in situations where I know the outcome.

### Entrepreneurial Intention

- My professional goal is to become an entrepreneur.
- I will make every effort to start and run my own business.
- I am determined to create a company in the future.
- I seriously consider starting a business.
- I firmly intend to start a company someday.

### Attitudes toward Entrepreneurship

- I want to provide job opportunities.
- I want to be an agent of change in society.
- I want to gain recognition and respect as an entrepreneur.
- I enjoy leading and influencing others.
- I want to have balance and flexible schedules for my work and private life.
- I am passionate about learning.

- The high unemployment rate has prompted me to seriously consider starting my own business.
- I like to hold a high position in society.

#### Perceptions of the Business Environment

- New businesses face high competitive pressures immediately.
- It is difficult to find a business idea that has not been implemented before.
- New products or services launched in the market must face the positioning of existing products and services.
- It is easy to obtain venture capital.
- Banks do not easily provide credit to new businesses.
- It is better to finance a new business with personal resources.
- There are sufficient subsidies available for new businesses in this country.
- Support from consultants and qualified services for new businesses is available in this country.
- The bureaucratic procedures for founding a new business are unclear in this country.
- State laws (rules and regulations) are unfavorable for running a business in this country.
- Entrepreneurs have a positive image in society in this country.
- Entrepreneurs have social responsibility in their businesses in this country.
- Entrepreneurs should contribute to society in this country through their businesses.
- The university courses prepare me well to work independently.
- The university courses help develop skills for working independently.
- The subjects prepare me to be creative in self-employment.
- The university's creative atmosphere inspires us to develop ideas for new businesses.
- The courses allow us to focus on the creation of new products or services.
- The courses allow us to define the business model of the new venture.
- The courses foster the social and leadership skills needed by entrepreneurs.
- The courses provide students with the knowledge required to start a new business.
- My university supports the creation of multidisciplinary student teams.
- The university actively promotes the processes of founding new businesses.

- The university provides a strong network of investors in new businesses.
- There is support from the university for the creation of new businesses.

#### Emotional Competences

- I am able to recognize my own emotions and their effect on my actions.
- I am aware of my own strengths and limitations.
- I have great confidence in my self-worth and my ability to do anything.
- I have self-regulation.
- I consider myself an honest and upright person.
- I am able to take responsibility for my personal actions.
- I consider myself a flexible person, capable of facing change.
- I feel comfortable and open to new ideas, approaches, and information.
- I like to push myself to improve or achieve a certain standard of excellence.
- I commit to working toward the goals of a group or organization when I identify with them.
- I act quickly to take advantage of opportunities.
- I am persistent in working to achieve my goals despite obstacles and setbacks.
- I am able to understand other people's feelings and points of view, and I take an active interest in the things that concern them.
- I recognize other people's need for progress, and I like to stimulate their abilities.
- I am able to anticipate, recognize, and meet the needs of others.
- I like to take advantage of opportunities offered by different types of people.
- I am aware of the emotional state and the underlying power relationships in a group.
- I can make use of effective means of persuasion.
- I know how to listen and can deliver a convincing message.
- I have the ability to negotiate and resolve conflicts.
- I am able to inspire and lead teams and individuals.

#### Locus of Control

- I can anticipate difficulties and take action to avoid them.
- Much of what happens to me is probably a matter of luck.

- Everyone knows that luck or chance determines our destiny.
- I can only control my problems if I have support from someone else.
- When I make plans, I am almost certain I can make them work.
- Being successful is a matter of hard work. Luck has little or nothing to do with it.
- My life is controlled by external actions and events.
- I am confident that I can successfully deal with future problems.

#### Cognitive Load

- The topic or topics covered were very complex.
- The topics covered included formulas that I perceived as very complex.
- The topics covered included concepts and definitions that I perceived as very complex.
- The instructions and/or explanations were very unclear.
- The instructions and/or explanations were, in terms of learning, very ineffective.
- The instructions and/or explanations were full of unclear language.
- The topics covered really improved my knowledge and understanding.
- The topics covered really improved my understanding of concepts and definitions.
- The study program or the semesters I attended required me to invest significant mental effort.
- The study program or the semesters I attended were...
- Learning from the study program or the semesters I attended was...
- How much did you concentrate during the study program or the semesters you attended?

#### Financial Knowledge

- I know about asset liquidity.
- I know about personal financial planning.
- I know about spending and saving patterns.
- I know about compound interest.
- I know about time deposit certificates.
- I know about reasons for acquiring insurance.
- I know about investment diversification.

### Entrepreneurial Self-Efficacy

- I feel that I am capable of defining a business idea and strategy for a new venture.
- I feel that I am capable of writing a business plan (conducting market research, financial analysis, etc.).
- I feel that I am capable of negotiating and maintaining supportive relationships with banks and potential investors.
- I feel that I am capable of recognizing opportunities for the development of new products and/or services.
- I feel that I am capable of building relationships with key people to obtain the necessary capital to start a new business.

### Entrepreneurial Action: Discovery of Opportunities and Exploitation of Opportunities

- I have identified market opportunities.
- I have prepared a business plan.
- I have developed models or procedures for a product/service.
- I have chosen a name for the business.
- I am dedicated full-time to the business.
- I have organized a team for the start-up of the business.
- I have created a legal entity for the business.
- I have registered the business with the tax authorities.
- I have invested some of my own money in a business.
- I have applied for and received financial support to start my business.
- I have secured the location and equipment needed to start a business.
- I have purchased or leased most of the equipment, facilities, and properties.
- I have purchased raw materials, inventories, and supplies.
- I have started marketing and promotional activities.
- I have applied for licenses or patents.
- I have hired employees.

### General Well-being and Life Satisfaction

- In most respects, my life is close to my ideal.

- The conditions of my life are excellent.
- I am completely satisfied with my life.
- So far, I have achieved the important things I want in life.
- If I could live my life over, I would change almost nothing.

#### Flow

- My mind does not wander. I am fully involved in what I am doing and not thinking about anything else.
- My body feels good. The world seems to be separated from me.
- I am less aware of myself and my problems.
- My concentration is like breathing — I never think about it.
- When I start something, I really shut out the world.
- I am so involved in what I am doing that I do not see myself as separate from what I am doing.