**Interview schedule**

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| --- | --- |
| Date \_\_\_\_\_\_\_\_\_\_\_\_\_\_ | Code \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ *Initials of interviewee and number of interview, e.g. IB09)* |

|  |  |
| --- | --- |
| Company of the interviewee |  |

**Section A – Demographics and past activity**

1. Could you please tell me about yourself, for instance when/where were you born? What did you study? What countries did you visit or live in?
   1. (*Inquire about demographics variables, such as age, gender, education – also vocationa/training, previous jobs, age of retirement, if receiving a pension)*
2. Beyond this current business, have you ever owned previous businesses? How long have you been a business owner? How many businesses have you owned? (*Try to find out how many continuous years of business ownership they have and if there were gaps, inquire about them*)
   1. In which sectors did you own/operated businesses? Why?
   2. *(If they had several businesses, ask open questions to understand what happened, why and how they exit some businesses and opened new ones.)*
   3. *(Inquire also about the composition of the ownership of each business, family members? Associates?)*
   4. Have you started multiple businesses at the same time?

**Section B – Current business and self-efficacy**

1. Could you please tell me the story of your current business? (*Inquire also about the kind of business/sector*)
   1. When and why did you start this business? *(Among the motivations, check if the interviewee talks about his / her passion. If not, ask him / her to talk whether he / she considers him/herself passionate)*
   2. Are you the sole business owner? If not, who else? (*Family? Friends? Business partners?*)
   3. How many employees do you have? And of which kind? (*Family? Friends? Normal employees? How did you meet/hire them (if not family)?)*
   4. Would you say your business is successful? Why? What factors are important for you to consider (or not) successful?
   5. *Mildly inquire if the business is registered and if taxes are paid (be careful)*
2. Could you please tell me what put you in advantage to run this business? (*Let them talk and check if they talk about the following bullet points during the answer, if not ask to explore further)*
   * 1. *Prior industry experience*
     2. *Technical knowledge*
     3. *General experience*
     4. *Management experience*
     5. *Social networks – both formal and informal*
     6. *Financial situation (personal – e.g. necessity to have more money or non necessity)*
     7. *Capital available (of the business)*
     8. *Health*
     9. *Education level*
     10. *Role in the society as an elderly person*
     11. *Family life cycle (widow, father, grown up children, lonely…)*
     12. *Preserving cultural heritage*
     13. *Passion for the activity itself or for keeping active*
     14. *Customer demands or opportunity to start a business*
     15. *Funding support available from government or organizations*
     16. *Tax reliefs and benefits*
     17. *Economic crisis*
3. Could you please tell me what constraints and barriers are you facing in running the business? (*Let them talk and check if they talk about the following bullet points during the answer, if not ask to explore further)*
   * 1. *Prior industry experience*
     2. *Technical knowledge*
     3. *General experience*
     4. *Management experience*
     5. *Social networks – both formal and informal*
     6. *Financial situation (personal – e.g. necessity to have more money or non necessity)*
     7. *Capital available (of the business)*
     8. *Health*
     9. *Education level*
     10. *Role in the society as an elderly person*
     11. *Family life cycle (widow, father, grown up children, lonely…)*
     12. *Preserving cultural heritage*
     13. *Passion for the activity itself or for keeping active*
     14. *Changing customer demands*
     15. *Funding support unavailable from government or organizations*
     16. *Tax burdens*
     17. *Economic crisis*
4. Considering your past and current experience, would you consider yourself a person who is able / capable of doing business?