

Supplementary Materials

Dear Participant!

We are faculty members at the University of Technology and Applied Sciences. We request you to please spare few minutes to fill this questionnaire for an important research study. The aim of this study is to investigate the causes of entrepreneurship failure and the role of fear of failure and social support. This questionnaire will require only 10 to 15 min to complete. We will be highly thankful for your cooperation in completing this research study. The data collected through this questionnaire will be used solely for the research. Under no circumstances will the individual data be shared with anyone. You can complete this survey without giving any identification or personal data. Your valuable contribution will be highly appreciated.

Sincerely yours,
Research Team

1—Your age

15–20 years	
20 to 30 years	
30 to 40 year	
40 to 50 year	
50 and Above	

2— Your education

School education	
Diploma	
Bachelor	
Master	
Ph.D.	

3—Did you start business? (Choose one option from each category)

Choose one		Choose one		Choose one	
Without partner		As service business		Without loan	
With local partner		As trading business		Funds from government	
With foreign partner		As manufacturing business		Loan from private source	

4—The business you started...

1	Was my own idea and I initiated		Remarks
2	I conceived but someone else invited to join me		
3	Someone else conceived and invited me to join		
4	I carried a running business of my family		

5—Present condition of your business...

	Condition	<input checked="" type="checkbox"/>	Remarks
1	Shut down/discontinued		
2	Scaled down		
3	Continued with changes in operations		
4	Continued with changes in ownership		
5	Continued without any change		
6	Scaled up		

6—If your answer is 1 in question no. 4, do you intend to start a new business in future?

Yes	
No	

7—Do you have formal business education?

Yes	
No	

What do you feel about the following factors potentially responsible for business failure? Give your choice according to the following guide. (1 = Strongly disagree, 2 = Disagree, 3 = Don't know, 4 = Agree, 5 = Strongly Agree)

	1	2	3	4	5
Managerial and planning					
8 Inadequate knowledge of pricing strategies					
9 Ineffective advertising/promotional strategy					
10 Failure to generate a long-term business plan					
11 Failure to generate a personnel plan					
12 Ineffective interior store layout pattern					
13 Lack of managerial experience, skills, and training					
14 Inflexible decision making					
15 Failure to generate a merchandise assortment plan					
16 Lack of experience in product line					
17 Poor use of outside advisors					
18 Lack of knowledge of current business literature					
Working capital management					
19 Poor relations with vendors					
20 Difficulties in receiving merchandise					
21 Inadequate financial accounting record keeping					
Competitive environment					
22 Competition from discount stores					
23 Inability to compete in trading area					
24 Failure to offer saleable merchandise assortments					
Premature growth and overexpansion					
25 Premature business growth/overextension					
26 Inventory difficulties					
The fear of shame and embarrassment					
37 When I am failing, I lose respect for myself.					
38 When I am failing, I doubt that I am as good as I thought I was.					
39 When I am not succeeding, it bothers me that I was too confident.					
40 When I am not succeeding, I am less valuable than when I succeed.					
41 When I am not succeeding, I still feel good about myself. (Reverse					
42 When I am not succeeding, I get down on myself easily.					
43 When I am failing, it is embarrassing if others are there to see it.					
44 When I am failing, I believe that everybody knows I am failing.					
45 When I am failing, I believe that my doubters feel that they were right.					
46 When I am failing, I worry about what others think about me.					
47 When I am failing, I worry that others may think I am not trying.					
The fear of devaluing one's self-estimate					
48 When I am failing, it is often because I am not smart enough.					
49 When I am failing, I blame my lack of talent.					
50 When I am failing, I am afraid that I might not have enough talent.					
51 When I am failing, it is rarely because I am not good enough.					
52 When I am failing, I wish I could control more of my performance.					

53	When I am failing, I hate the fact that I am not in control of the outcome.
54	When I am not succeeding, it is because too many factors are out of my control.
55	When I am not succeeding, I still feel completely in control of myself.
The fear of having an uncertain future	
56	When I am failing, my future seems uncertain.
57	When I am failing, I believe that my future plans will change.
58	When I am failing, it upsets my "plan" for the future.
59	When I am failing, I have a plan for recovering. (Reverse-scored)
60	When I am failing, I am not worried about it affecting my future.
The fear of losing social influence	
61	When I am failing, I am afraid that I won't be allowed to try again.
62	When I am failing, I am hopeful because I know that I can still accomplish what I want to accomplish in this area.
63	When I am failing, I feel like I am losing a great opportunity to perform successfully.
64	When I am not succeeding, people are less interested in me.
65	When I am not succeeding, people seem to want to help me less.
66	When I am not succeeding, people tend to leave me alone.
67	When I am not succeeding, I can tell that some people avoid me.
68	When I am not succeeding, some people are not interested in me
69	When I am not succeeding, my value decreases for some people.
The fear of upsetting important others	
70	When I am failing, it upsets important others.
71	When I am failing, I expect to be criticized by important others.
72	When I am failing, I lose the trust of people who are important
73	When I am failing, I let down people who depend on me.
74	When I am failing, important others still appreciate me. (Reverse
75	When I am failing, important others are disappointed.
76	When I am failing, important people think less of me.

What do you feel about the kind of social support you had during your venture? Give your choice according to the following guide. (1 = Strongly disagree, 2 = Disagree, 3 = Don't know, 4 = Agree, 5 = Strongly Agree)

Social Support	1	2	3	4	5
27	There is someone who can always cheer me up when I am down.				
28	I seem to have a lot of friends.				
29	I enjoy the time I spend with the people who are important to me.				
30	When I need someone to help me out, I can usually find someone.				
31	When something is on my mind, just talking with the people I know can make me feel better.				
32	I often need help from other people but cannot get it.				
33	People do not come to visit me as often as I would like.				
34	I do not have anyone that I can confide in.				
35	I have no one to lean on in times of trouble.				
36	I often feel very lonely.				