

















i-genius Asia Survey Results Summary

About Your Country:



A broad definition of social entrepreneurship is “individual(s) who establish businesses to do social or environmental good”. Do you agree with this definition?

			Response Percent
1	Yes		76.92%
2	No		17.31%
3	Unsure		5.77%















What are your country's greatest strengths in supporting social enterprise? (Select up to three.)

			Response Percent
1	Easy to access local business owner networks and other social ventures		31.37%
2	Easy to access local business organization networks and resources		15.69%
3	Easy to access local community-based networks and social organizations		62.75%
4	Easy to access political infrastructure		11.76%
5	Easy to access labour pool and talent		41.18%
6	Society is in order and under the principles of the rule of law		13.73%
7	Government provides enough support to create an enabling environment for business		15.69%
8	Financial market is developed		15.69%
9	Sense of communalities/community sense and pride		41.18%
10	Nationalism		9.80%
11	Justice & Law Enforcement		15.69%
12	Economic growth		31.37%
13	Public Service (Education, Health, etc)		17.65%




What are your country's greatest strengths in supporting social enterprise? (Select up to three.)

			Response Percent
14	Political Stability		19.61%
15	Other, please specify:		15.69%




What are your country's greatest weaknesses in supporting social enterprise? (Select up to three.)

			Response Percent
1	Lack of access to local business owner networks and other social ventures		19.61%
2	Lack of access to local business organisation networks and resources		19.61%
3	Lack of access to local community-based networks and social organizations		15.69%
4	Lack of access to political infrastructure		35.29%
5	Lack of access to labour pool and talent		21.57%
6	Lack of social order		19.61%
7	Lack of government support to create an enabling environment for business		62.75%
8	Lack of active financial markets		37.25%
9	Lack of Sense of communalities/community sense and pride		19.61%
10	Lack of Nationalism		9.80%
11	Lack of Economic growth		15.69%
12	Lack of Public Service (Education, Health, etc.)		21.57%
13	Lack of Political Stability		27.45%
14	Other, please specify:		15.69%




Do you think social enterprise has a strong profile in your country?

			Response Percent
1	Yes		36.54%
2	No		30.77%
3	Unsure		32.69%
			answered
			skipped






Would you agree your government understands the importance of social enterprise?

			Response Percent
1	Yes		28.85%
2	No		51.92%
3	Unable to Say		19.23%

Do you agree your government is supportive of social enterprise and social entrepreneurs?




			Response Percent
1	Yes		38.46%
2	No		32.69%
3	Unable to Say		28.85%




How could governments best assist social entrepreneurs?




			Response Percent
1	Reduce regulations for early stage social businesses		11.54%
2	Provide public finance		23.08%
3	Raise the profile of social enterprise		17.31%
4	Create a special (company) legal entity for social enterprises		30.77%
5	Other, please specify:		17.31%
			answered
			skipped




Do you feel the following organisations understand social entrepreneurship?




Matrix Charts




1. Corporations			Percent
1	Yes		32.69%
2	No		44.23%
3	Unsure		23.08%

2. Governments			Percent
1	Yes		23.08%
2	No		44.23%
3	Unsure		32.69%

3. Investors			Percent
1	Yes		26.92%
2	No		42.31%
3	Unsure		30.77%






4. Media			Percent
1	Yes		43.14%
2	No		27.45%
3	Unsure		29.41%

5. NGOs			Percent
1	Yes		65.38%
2	No		7.69%
3	Unsure		26.92%





6. Universities			Percent
1	Yes		50.00%
2	No		21.15%
3	Unsure		28.85%

About Your Business:

What portion of your income is generated by sales to customers/clients? (Excluding grants etc.)

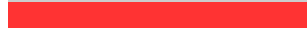


			Response Percent
1	< 25%		15.69%
2	26% - 50%		5.88%
3	51% - 75%		11.76%
4	> 76% - 100%		25.49%
5	Not applicable		41.18%

Do you anticipate the percentage of sales income will grow or diminish over the next two to three years?


			Response Percent
1	Grow		54.00%
2	Diminish		6.00%
3	Remain stable		14.00%
4	Not applicable		26.00%

Customers



Do you agree with the following statement? "Social entrepreneurs rely too much on grants rather than generate income from sales/services."

			Response Percent
1	Agree		54.00%
2	Disagree		28.00%
3	Undecided		18.00%
			answered
			skipped




Do you agree with the following statement? "It is easy to find customers for my business."

			Response Percent
1	Yes		37.25%

Do you agree with the following statement? "It is easy to find customers for my business."




			Response Percent
2	No		31.37%
3	Not applicable		31.37%
			answered
			skipped

Do you feel you are good at marketing your product/service?





			Response Percent
1	Yes		58.82%
2	No		19.61%
3	Not applicable		21.57%
			answered
			skipped

Skills:








Do you feel you have the skills and know-how to take your business forward over the next three to five years?

			Response Percent
1	Yes		67.35%
2	No		10.20%
3	Not Sure		22.45%
			answered
			skipped

Do you feel your team has the skills and know-how to take your business forward over the next three to five years?










			Response Percent
1	Yes		54.90%
2	No		7.84%
3	Not sure		15.69%
4	Not applicable		21.57%

Which of the following would you most benefit from in terms of training? (Tick all that apply.)

			Response Percent
1	Marketing		53.85%
2	Sourcing finance		53.85%
3	Managing people		34.62%
4	Networking		51.92%
5	Financial management		46.15%
6	Personal development (E.g. leadership, self management)		42.31%
7	Other, please specify:		9.62%




Most benefit from:

Which of the following would your organisation most benefit from? (Tick all that apply.)

			Response Percent
1	More customers		71.15%
2	Investment		48.08%
3	Loan finance		19.23%
4	Grants		46.15%
5	Donations		23.08%
6	Access to talent		42.31%
7	Media profile		57.69%
8	Government recognition		30.77%
9	Other, please specify:		3.85%

Media:

Do you agree with the following statement? "I find it easy to obtain media profiling for me and/or my business."




			Response Percent
1	Yes		35.29%
2	No		37.25%
3	Don't know		19.61%

Do you agree with the following statement? "I find it easy to obtain media profiling for me and/or my business."




			Response Percent
4	Not applicable		7.84%

Universities and Training:




Do you agree with the following statement? "Universities in my country are offering sufficient number of courses in social enterprise or social business."

			Response Percent
1	Yes		9.62%
2	No		67.31%
3	Unsure		23.08%




Do you agree with the following statement? "Courses on Social enterprise and social business offered by universities in my country are of high quality."

			Response Percent
1	Yes		19.23%
2	No		42.31%
3	Unsure		38.46%






Do you agree with the following statement? "In my country courses on social enterprise tend to be too academic and insufficiently practical or useful for early stage social businesses."

			Response Percent
1	Yes		39.22%
2	No		19.61%
3	Unsure		41.18%




Do you agree with the following statement? "Universities in my country have been slow to provide courses on social enterprise and/or social business at any level."

			Response Percent
1	Yes		70.00%
2	No		8.00%
3	Unsure		22.00%

How would you most like to receive training on social enterprise? (Tick all that apply.)








			Response Percent
1	Mentoring (one-to-one)		65.38%
2	Classroom environment with others		46.15%
3	Online/Distance learning		38.46%
4	Hands-on job training or apprenticeships		63.46%
5	Unsure		1.92%

Is an academic qualification in business/social business/social enterprise important to you in order to enjoy a successful business?

			Response Percent
1	Yes		44.23%
2	No		48.08%
3	Undecided		7.69%




Social Business Finance:

Have you accessed any of the following to finance your social business? (Tick all that apply.)




			Response Percent
1	Loans		4.00%
2	Investment		10.00%
3	Investors		4.00%
4	Public donations		10.00%
5	Income from family or friends		28.00%
6	None		34.00%
7	Other, please specify:		10.00%

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Will you be seeking investment finance for your business in the next two years?

			Response Percent
1	Yes		58.82%
2	No		25.49%
3	Undecided		15.69%




Will you be seeking finance from a bank (E.g. loan) in the next two years?

			Response Percent
1	Yes		24.00%
2	No		54.00%
3	Undecided		22.00%

Do you feel you have sufficient knowledge and confidence to approach a bank or investor for finance?

			Response Percent
1	Yes		47.06%
2	No		27.45%
3	Unsure		25.49%




Do you agree with the following statement? "Financial institutions use unnecessarily complex terms when communicating with social entrepreneurs."

			Response Percent
1	Yes		52.94%
2	No		15.69%
3	Don't know		31.37%

Do you agree with the following statement? "Social investment financiers should do more to simplify communications and enhance understanding on how to raising finance."



			Response Percent
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Do you agree with the following statement? "Social investment financiers should do more to simplify communications and enhance understanding on how to raising finance."

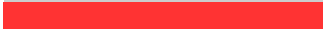


			Response Percent
1	Yes		86.27%
2	No		5.88%
3	Undecided		7.84%

Networking:




Are you a member of a social enterprise network?

			Response Percent
1	Yes		62.75%
2	No		37.25%




Do you communicate regularly with other social entrepreneurs in your country?

			Response Percent
1	Yes		54.90%
2	No		35.29%
3	Not applicable		9.80%

Do you communicate regularly with social entrepreneurs in other countries?



			Response Percent
1	Yes		41.18%
2	No		47.06%
3	Not applicable		11.76%

Would you see any benefit from being part of an organised network of social entrepreneurs across Asia?






			Response Percent
1	Yes		88.24%
2	No		1.96%
3	Unsure		9.80%

About You:





Are you:

			Response Percent
1	Male		50.98%
2	Female		49.02%
3	Transgender		0.00%

Your age:

			Response Percent
1	Under 20		0.00%
2	20 – 30		27.45%
3	31 – 40		29.41%
4	41 – 50		27.45%
5	51 – 60		11.76%
6	Over 60		3.92%

What is the legal status of your business?

			Response Percent	Response Total
1	For profit		34.62%	18
2	Not for profit		25.00%	13
3	Both (i.e., has both for profit and not for profit activities)		30.77%	16
4	Not applicable		9.62%	5

What is the legal status of your business?

	Response Percent	Response Total
	answered	52
	skipped	-52








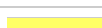
Is the organisation you work for/own:

		Response Percent
1	Social business – for profit	30.77%
2	Social business – not for profit	5.77%
3	Non-governmental organisation	21.15%
4	Government	5.77%
5	Corporation	9.62%
6	Media	0.00%
7	N/A	9.62%
8	Other, please specify:	17.31%




If you are a social business/enterprise, what is your approximate annual turnover range, in US Dollars?

		Response Percent
1	Less than \$5,000	12.00%
2	\$5,000 - \$10,000	4.00%
3	\$10,001 - \$25,000	8.00%
4	\$25,001 - \$50,000	8.00%
5	\$50,001 - \$100,000	6.00%
6	\$100,000 - \$1 million	10.00%
7	\$1 million – \$5million	2.00%
8	Above \$5 million	0.00%
9	Not applicable	50.00%

How many employees does your business have? (Including yourself and any part-time and volunteer staff.)

			Response Percent
1	1		1.96%
2	2 – 5		29.41%
3	6 – 10		19.61%
4	11 – 20		9.80%
5	21 – 50		7.84%
6	51 – 100		5.88%
7	100 +		7.84%
8	Not applicable		17.65%

Do you intend to increase the number of employees in the next 12 months?

			Response Percent
1	Yes		52.94%
2	No/Stay the same		21.57%
3	Reduce my team		0.00%
4	Not applicable		25.49%