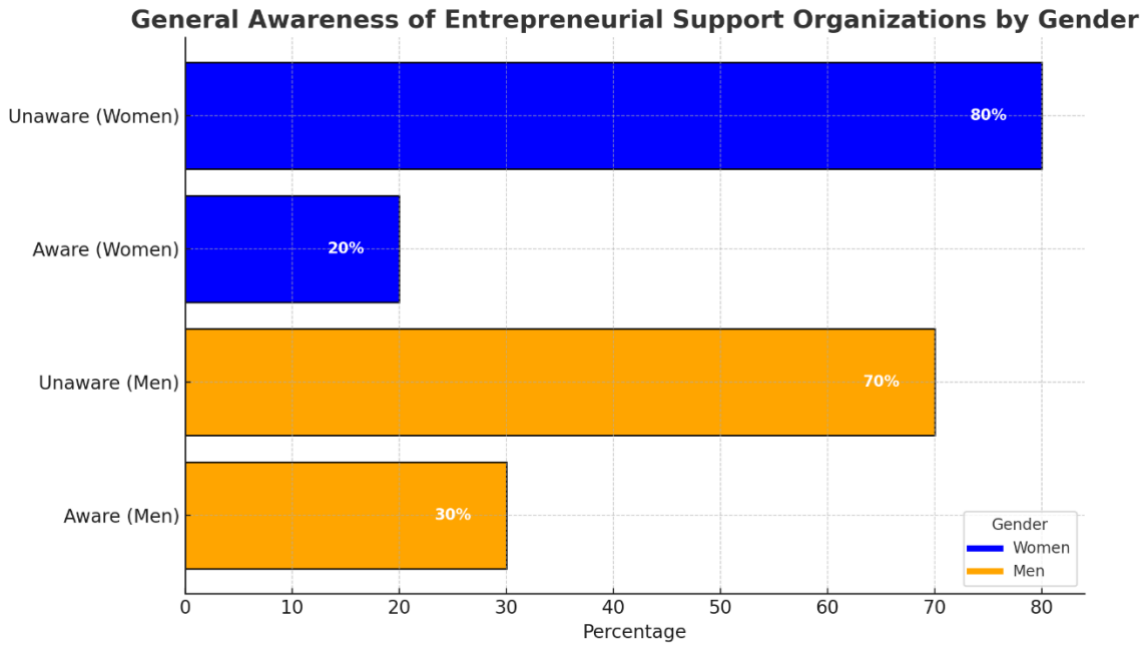
1. Survey Outcomes & Data Insights:

1.1 What is the status of awareness and accessibility of entrepreneurial support services in Lebanon?

Entrepreneurial support services are vital for fostering economic growth, innovation, and job creation. However, their effectiveness is significantly influenced by the awareness and accessibility of these services among potential and current entrepreneurs. Our research shows significant gaps in awareness in Lebanon, especially among women, and highlights the need for targeted interventions to improve the effectiveness of these services.

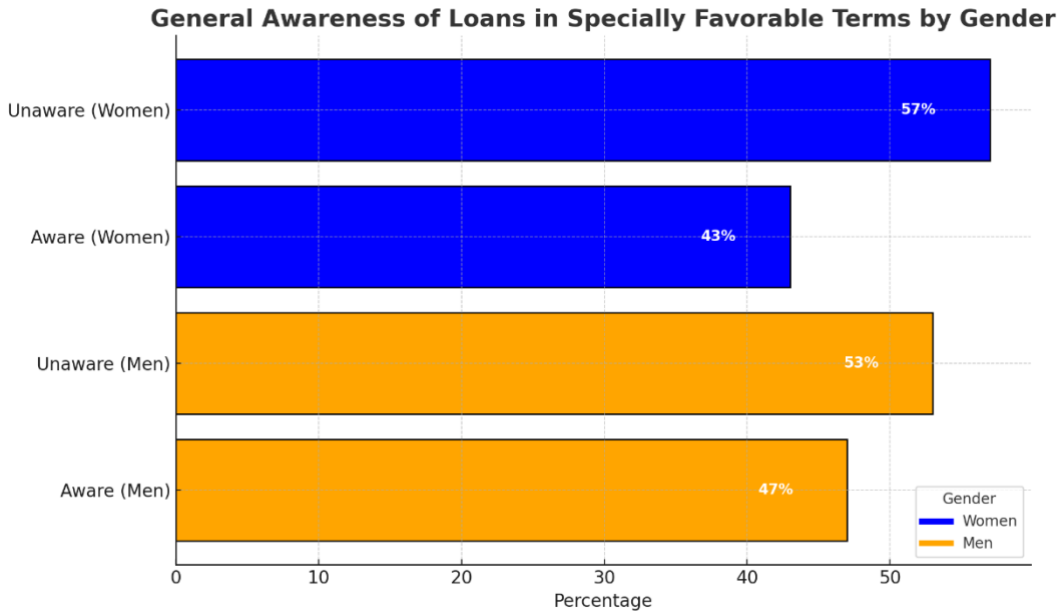
- **General Awareness of Entrepreneurial Support Organizations:**

When asked, "Are you aware of business associations and support bodies that support entrepreneurs?" the responses revealed a significant lack of awareness. Only 22% of men and 16% of women report knowing about such entities, revealing a clear gap in the awareness of specific entrepreneurial support services and associations among both genders. This low level of awareness indicates that many potential entrepreneurs are unaware of organizations that provide essential support services, underscoring a critical gap in communication and outreach efforts. This gap suggests an urgent need for targeted campaigns, enhanced communication, and outreach efforts to inform and educate aspiring entrepreneurs about available resources to help them succeed.

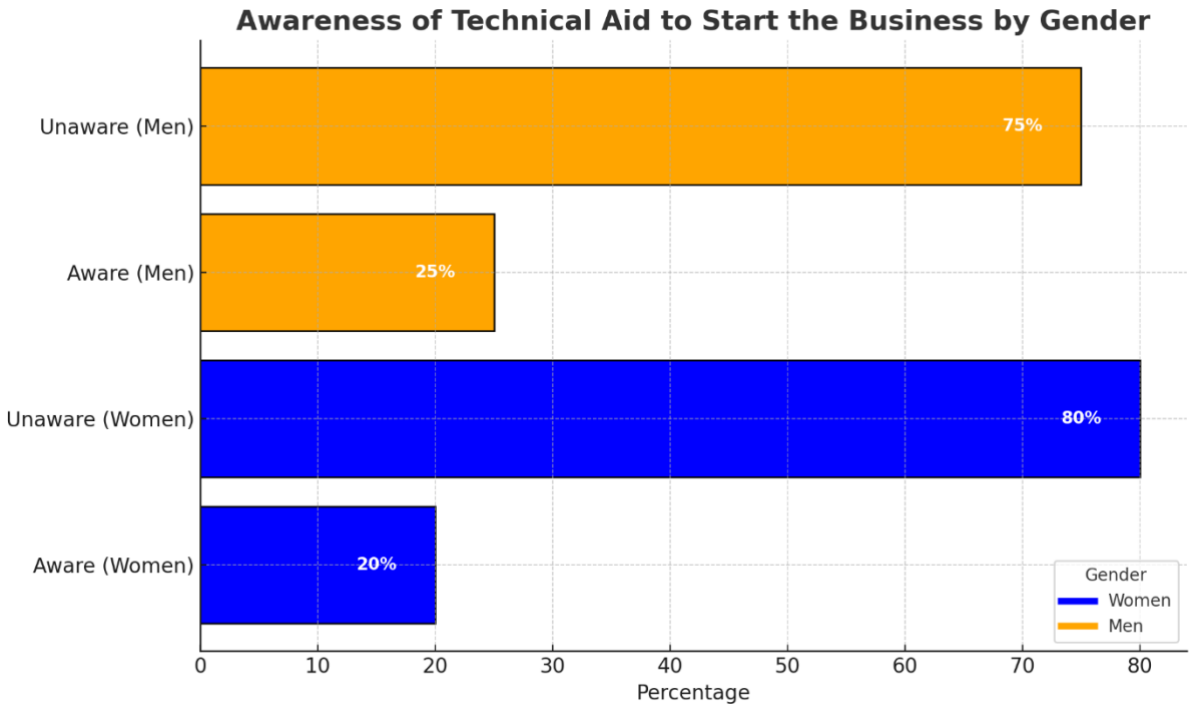


In subsequent questions, participants were asked to identify which firm creation support measures they were aware of from the following options: loans with especially favorable terms, technical aid to start the business, business centers, consulting services on favorable terms, and none/nothing. Our results reveal the following insights:

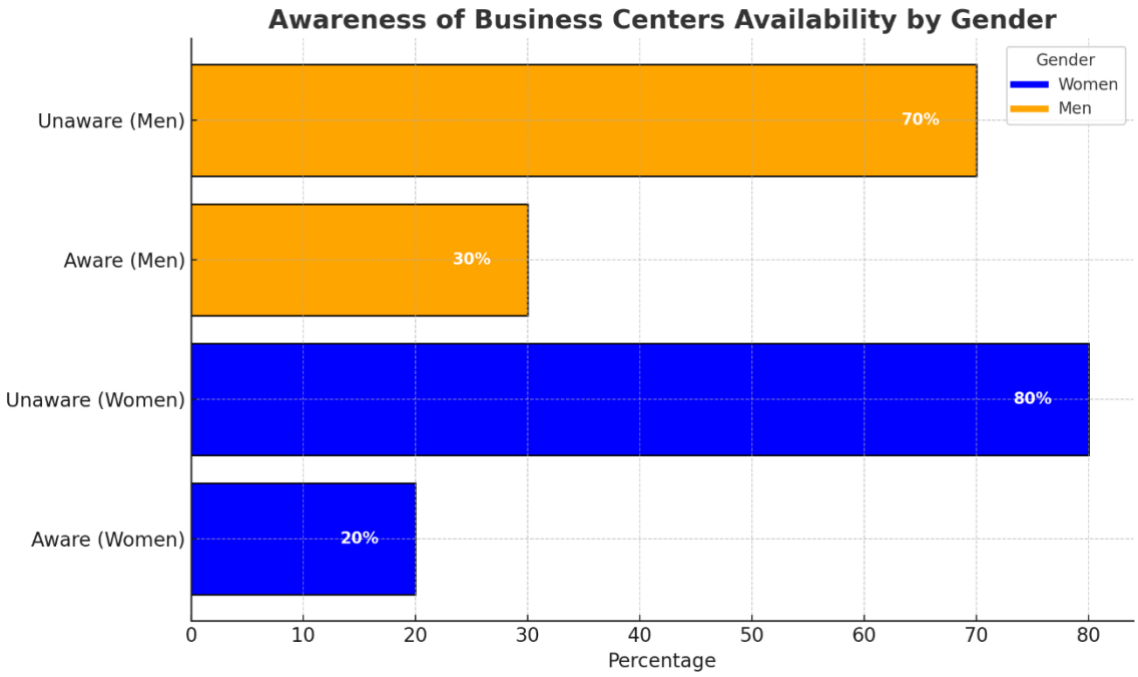
1. **Loans with Especially Favorable Terms:** Loans with favorable terms are the most well-known support service among respondents, with 47% of men and 43% of women aware of their availability. This relatively high level of awareness suggests that financial support services are either in high demand or effectively communicated, underscoring the importance of maintaining and enhancing the visibility of these programs.



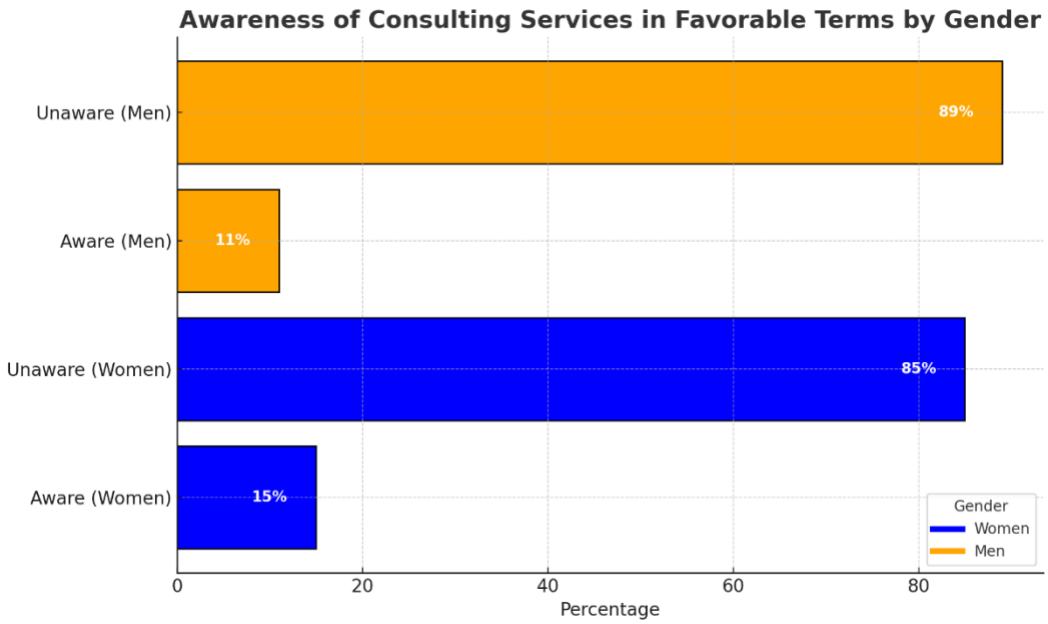
2. **Technical Aid to Start a Business:** Awareness of technical assistance services for starting a business is very low, with only 14% of men and 12% of women reporting knowledge of such services. This indicates a pressing need for better promotion and dissemination of information about technical aid to ensure that more potential entrepreneurs can access these valuable resources.



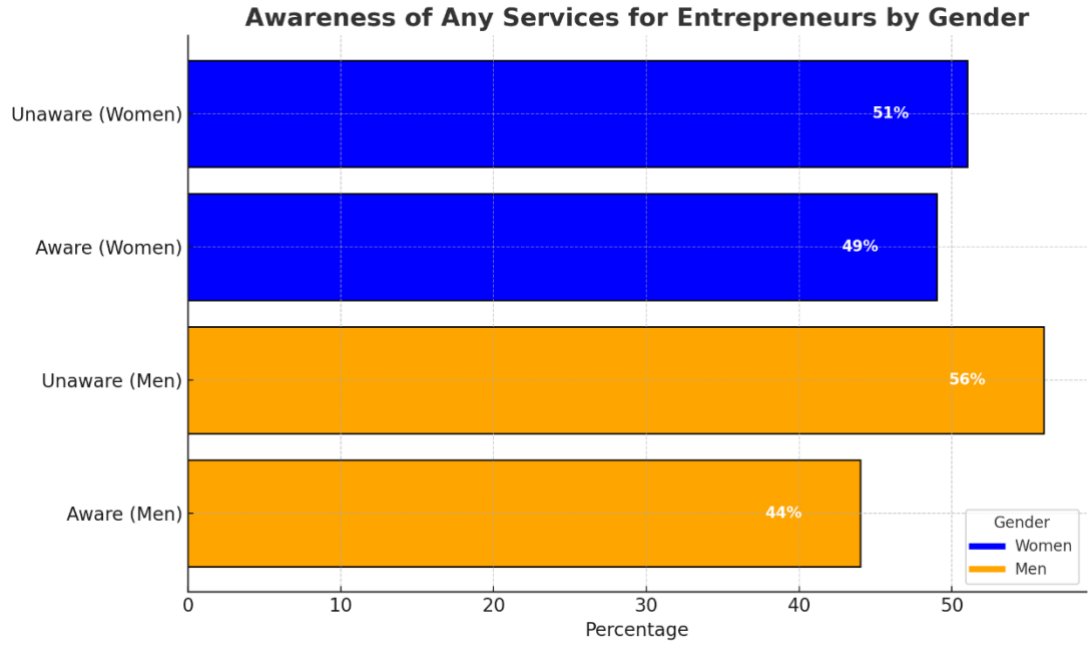
3. **Business Centers:** Awareness of business centers is similarly low, with only 10% of men and 11% of women aware of their existence. Given the crucial role that business centers can play in providing resources and support to entrepreneurs, this limited visibility points to a need for more effective communication strategies to raise awareness of these centers.



4. **Consulting Services on Favorable Terms:** Awareness of consulting services offered at favorable terms is low, with just 15% of men and 11% of women knowing about these services. This suggests that consulting services, which can provide critical support to entrepreneurs, are not being adequately promoted to the entrepreneurial community.



5. **Lack of Awareness of Entrepreneurial Support Services:** A substantial percentage of respondents, 44% of men and 49% of women, are not aware of any of the listed entrepreneurial support services. This significant gap underscores the urgent need for better outreach and promotion to ensure that entrepreneurs are informed about the support services available to them.



➢ **Key Insights**

1. **Gender Disparity:** Men exhibit higher awareness levels of support services compared to women, suggesting cultural, social, or informational barriers may prevent women from accessing this information.
2. **High Awareness of Loan Services:** Loans with favorable terms have the highest awareness among both genders, suggesting that financial support services are either in high demand or effectively communicated to the public.
    -
3. **Low Awareness of Business Centers and Consulting Services:** Business centers and consulting services have the lowest awareness levels, indicating that these potentially valuable services are underutilized due to a lack of awareness.
4. **Significant Unawareness**: The high share of respondents, especially women, who are unaware of any specific support services, highlights a critical need for enhanced communication and outreach efforts.

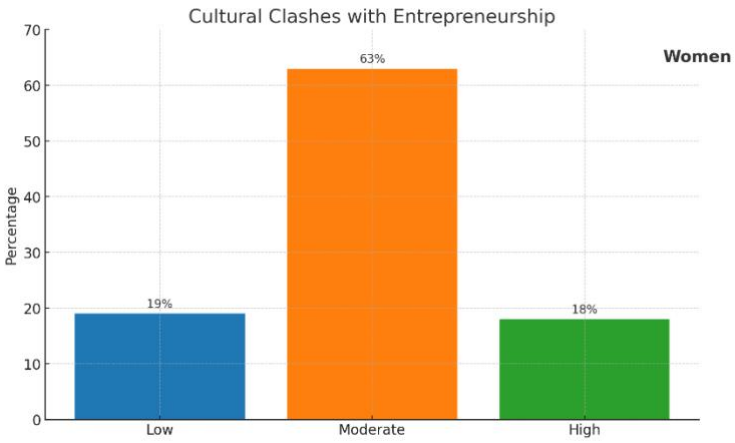
The findings suggest a general lack of awareness about entrepreneurial support services and organizations in Lebanon, particularly among women. While certain services like loans with favorable terms are relatively more known, the awareness levels for other crucial support services, such as technical assistance, business centers, and consulting services, are alarmingly low. To foster entrepreneurial development and provide a more conducive environment for entrepreneurs, it is crucial to increase awareness and accessibility of support services through targeted campaigns, outreach programs, and effective dissemination of information. Additionally, efforts should be made to understand the barriers and challenges faced by entrepreneurs, particularly women, in accessing and utilizing these support services.

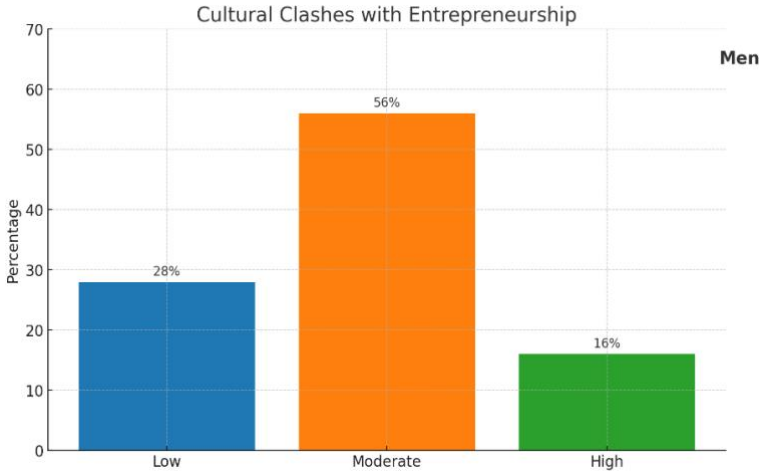
1.2 What are the challenges and perceptions of entrepreneurship in Lebanon?

As understanding the challenges and perceptions of entrepreneurship is crucial for creating a conducive environment for business growth, our research delves into the perceptions and challenges faced by entrepreneurs in Lebanon by asking them what their perspectives about entrepreneurship are. Our research findings below show the Lebanese entrepreneurs' insights and perspectives, and how they see entrepreneurship:

1. **Do you think entrepreneurial activity clashes with the culture in Lebanon?**

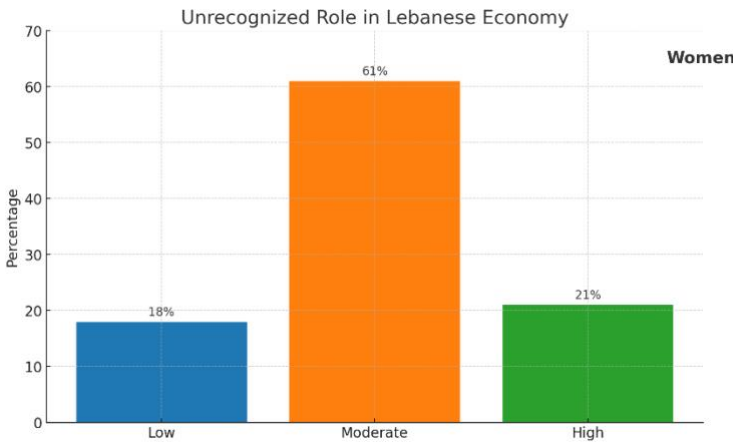
   A majority of both men (56%) and women (63%) perceive moderate cultural clashes with entrepreneurship, with 16% of men and 18% of women perceiving high levels of cultural clashes.

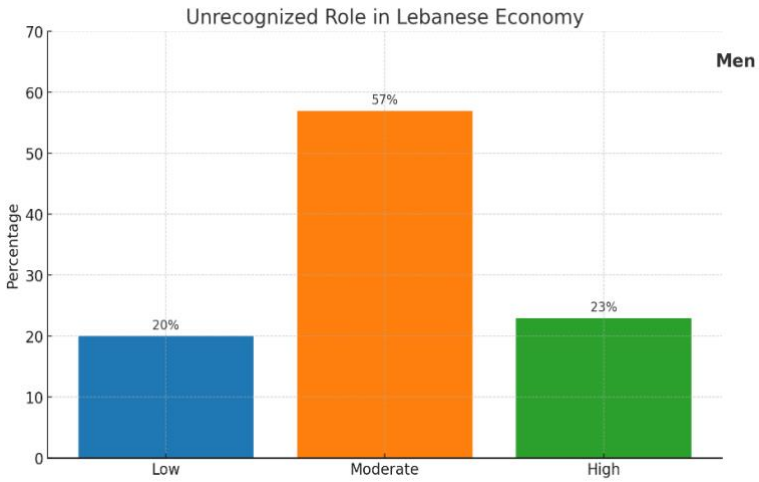




2. **Do see that the entrepreneur's role in the Lebanese economy is sufficiently recognized?**

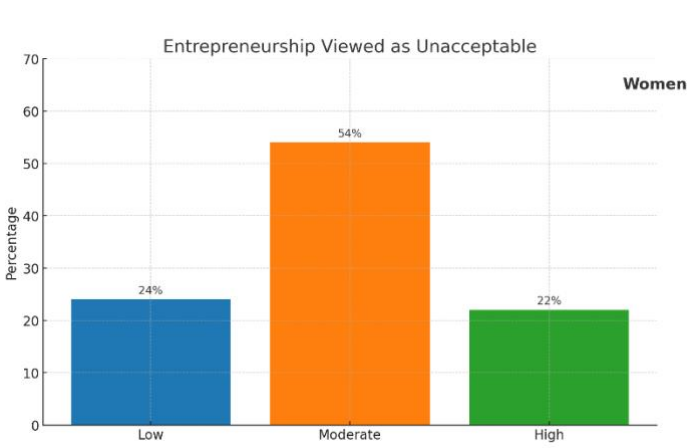
57% of men perceive a moderate level of unrecognition, and 23% perceive a high level. Similarly, 61% of women perceive a moderate level of unrecognition, with 21% perceiving a high level. This widespread lack of recognition may limit the support and resources allocated to entrepreneurs, affecting their ability to contribute effectively to the economy.

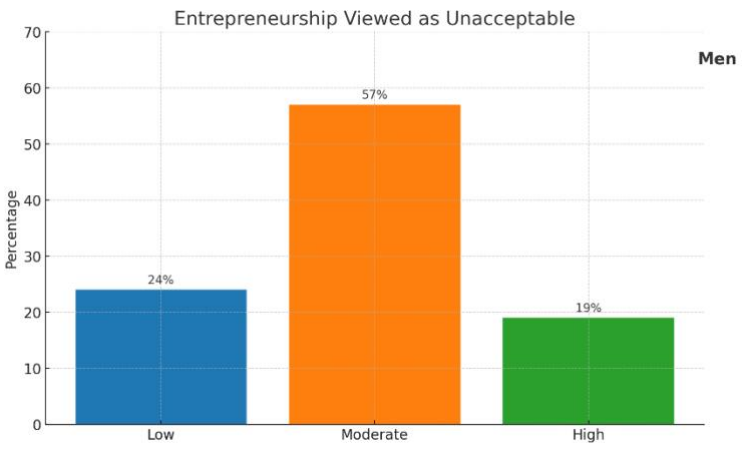




3. **Do you think that many people consider entrepreneurship hardly acceptable?**

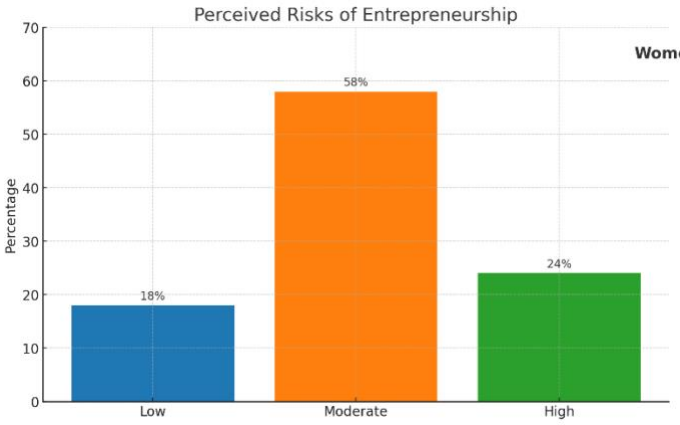
57% of men agree that Lebanese society hardly accepts entrepreneurs, while 54% of women perceive it as moderately unacceptable. This social stigma may discourage individuals from pursuing business ventures, thereby stifling entrepreneurial growth.

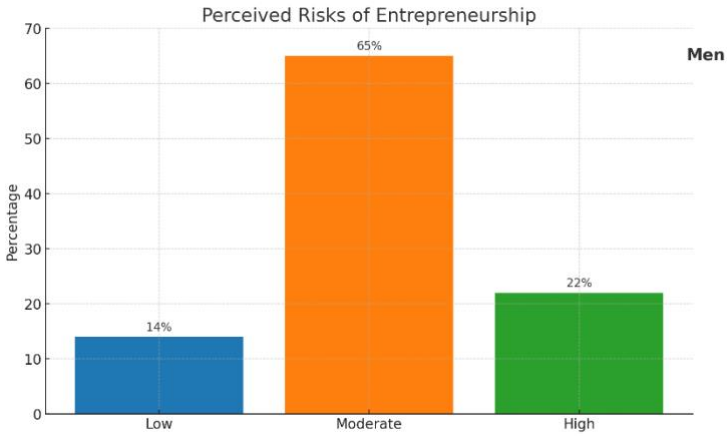




4. Do you think entrepreneurial activity is considered too risky to be worthwhile?

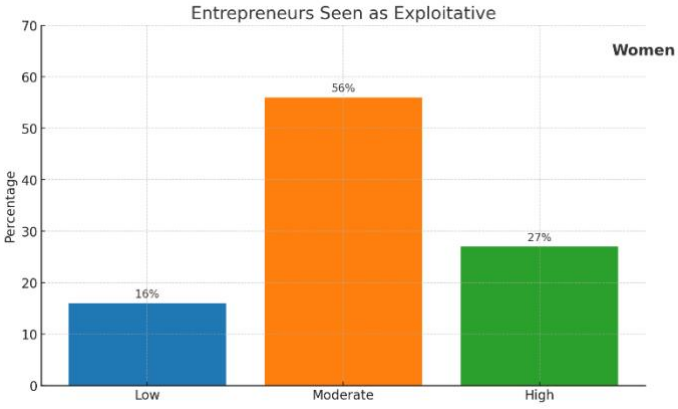
High perceived risks associated with entrepreneurship are a deterrent for many. Among men, 65% perceive moderate risks, and 22% perceive high risks. For women, 58% perceive moderate risks, and 24% perceive high risks. These perceptions of risk can discourage individuals from starting or expanding businesses, impacting the overall entrepreneurial landscape.

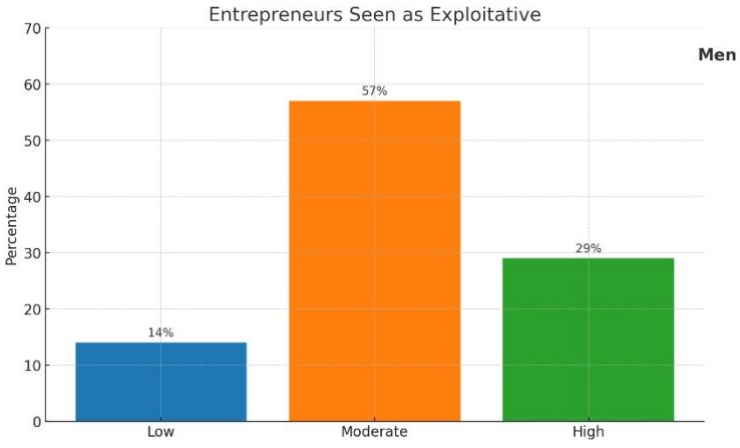




5. **Do believe that entrepreneurs take advantage of others?**

57% of men and 56% of women perceive that entrepreneurs moderately take advantage of others, and 29% of men and 27% of women perceive a high level. This negative perception could damage the reputation of entrepreneurs and create a hostile business environment, further discouraging entrepreneurial initiatives.





- **Key Insights:**

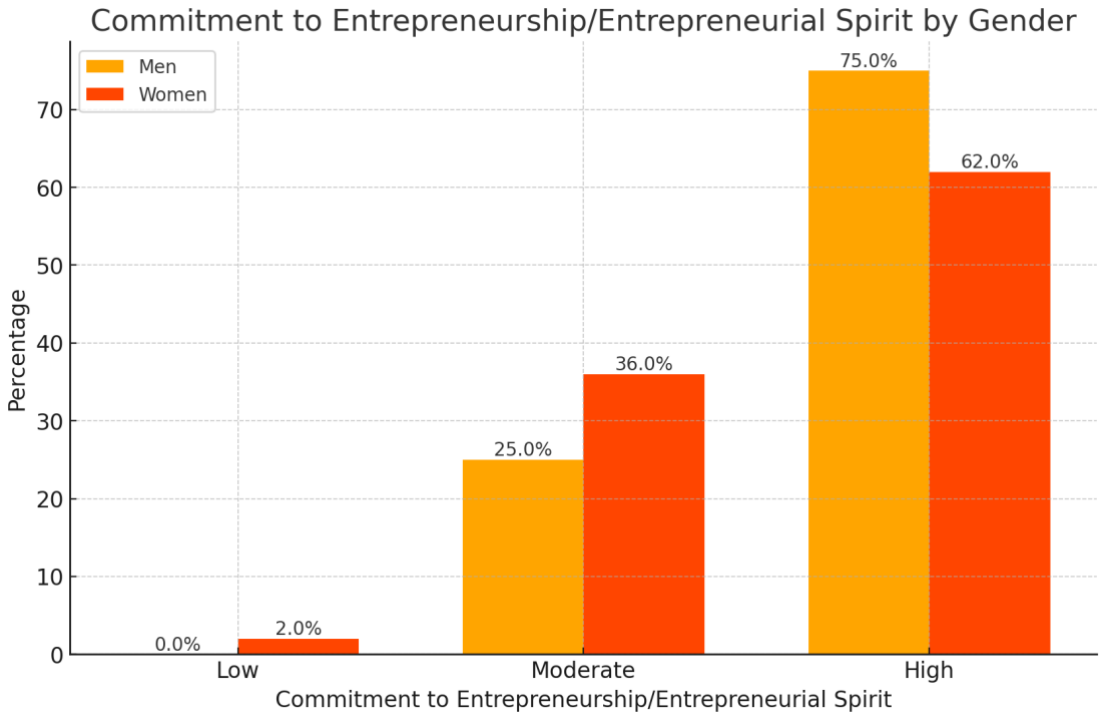
1. **Cultural Clashes with Entrepreneurship:** A significant portion of both men and women perceive cultural clashes with entrepreneurship, with a notably higher percentage of women at the moderate perception level. This indicates that cultural barriers are a major challenge, particularly for women, potentially hindering their participation in entrepreneurial activities.
2. **Unrecognized Role in Lebanese Economy:** Both genders perceive that the role of entrepreneurship in the economy is not adequately recognized, with similar moderate perception levels. This lack of recognition may affect the support and resources allocated to entrepreneurs, limiting their potential to contribute effectively to the economy.
3. **Entrepreneurship Viewed as Unacceptable:** There is a moderate to high perception that entrepreneurship is viewed as unacceptable, especially among men. This social stigma around entrepreneurship may discourage individuals from pursuing business ventures, thereby limiting the growth of entrepreneurial activities in the region.
4. **Perceived Risks of Entrepreneurship:** The perceived risks associated with entrepreneurship are high among both genders, particularly among men. These high perceived risks can deter individuals from starting or expanding businesses, thus impacting the overall entrepreneurial landscape and economic growth.
5. **Entrepreneurs Seen as Exploitative:** There is a significant perception that entrepreneurs are seen as exploitative, with higher levels among men. This negative perception could damage the reputation of entrepreneurs and create a hostile business environment, further discouraging entrepreneurial initiatives.

This highlights the need for efforts to promote a more positive perception of entrepreneurship in the Lebanese society, address cultural barriers, and create an environment that supports and encourages entrepreneurial activities. Initiatives to raise awareness about the economic and social benefits of entrepreneurship could help overcome these challenges.

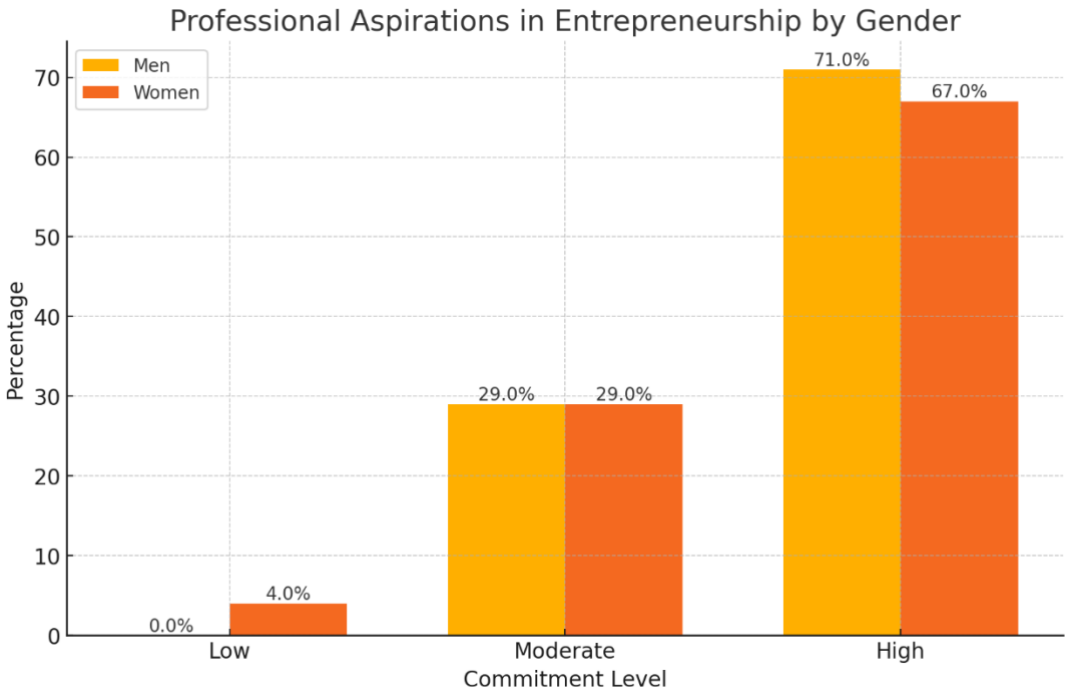
1.3 What are the entrepreneurial commitment and aspirations in Lebanon?

Entrepreneurial commitment and aspirations are crucial indicators of the potential for economic growth and innovation within a country. Our analysis evaluates the commitment and aspirations of entrepreneurs in Lebanon, highlighting gender differences and providing insights for policymakers to support entrepreneurial activities effectively.

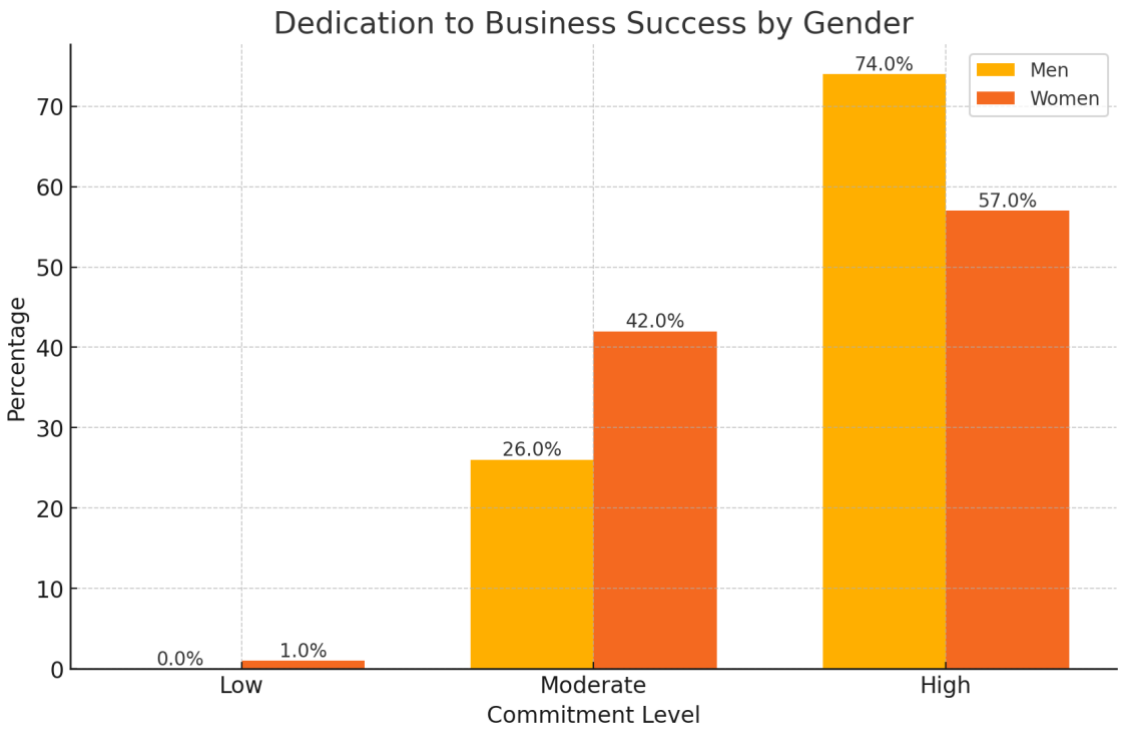
1. **Commitment to Entrepreneurship/Entrepreneurial Spirit:** A significant majority of respondents, 75% of men and 62% of women, report a high level of commitment to entrepreneurship and entrepreneurial spirit. Notably, no men and only 2% of women indicate a low level of commitment, highlighting a strong entrepreneurial drive among both genders.



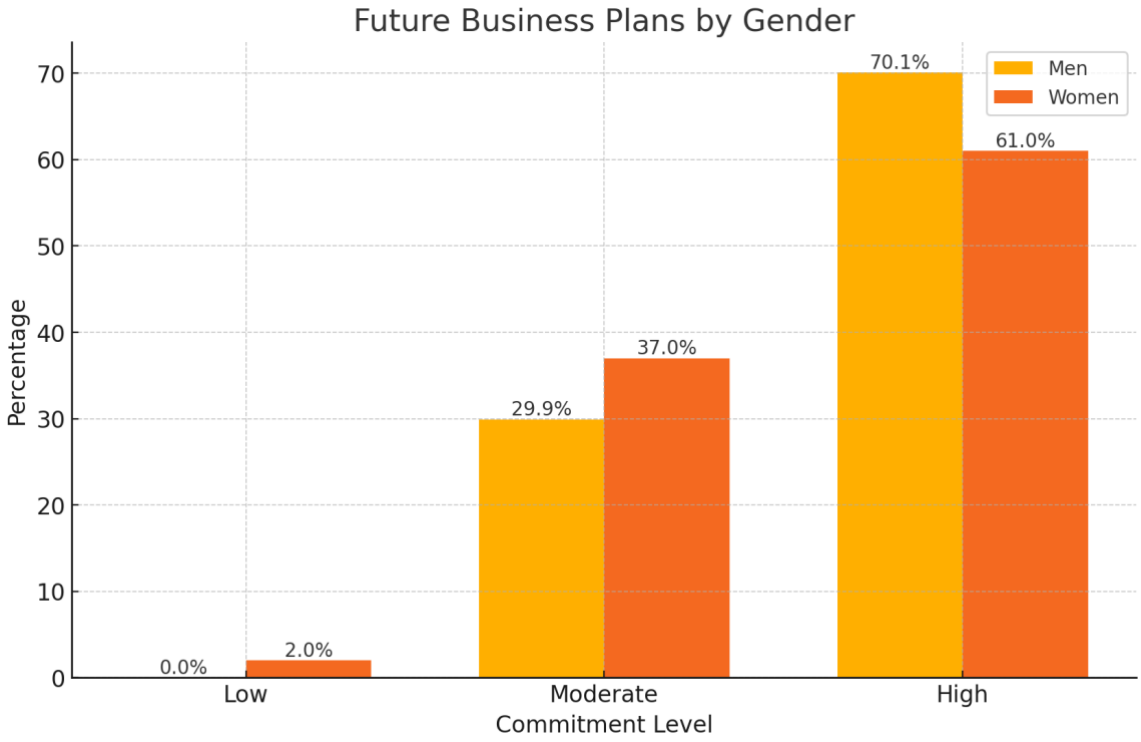
2. **Professional Aspirations in Entrepreneurship/Choosing Entrepreneurship as a Career Path:** High professional aspirations in entrepreneurship are expressed by 71% of men and 67% of women respondents, indicating a strong desire to choose entrepreneurship as a career path. No men and a small percentage of women (4%) report low aspirations in this regard, showcasing widespread interest in entrepreneurial careers.



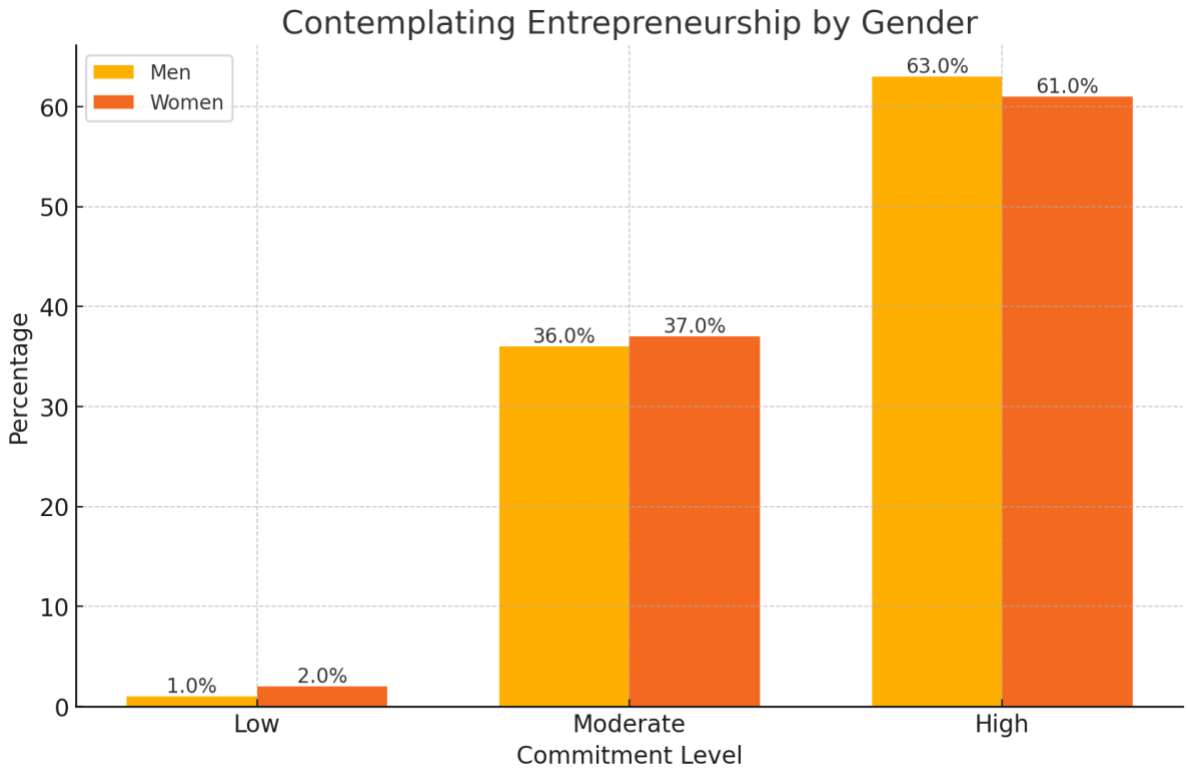
3. **Dedication to Business Success/Commitment Levels to Launching and Managing a Business:** Most respondents demonstrated high dedication to business success, with 74% of men and 57% of women showing strong commitment to launching and managing a business. No men and only 1% of women report low commitment levels, underscoring a general determination to succeed in business ventures, underscoring a general determination to succeed in business ventures.



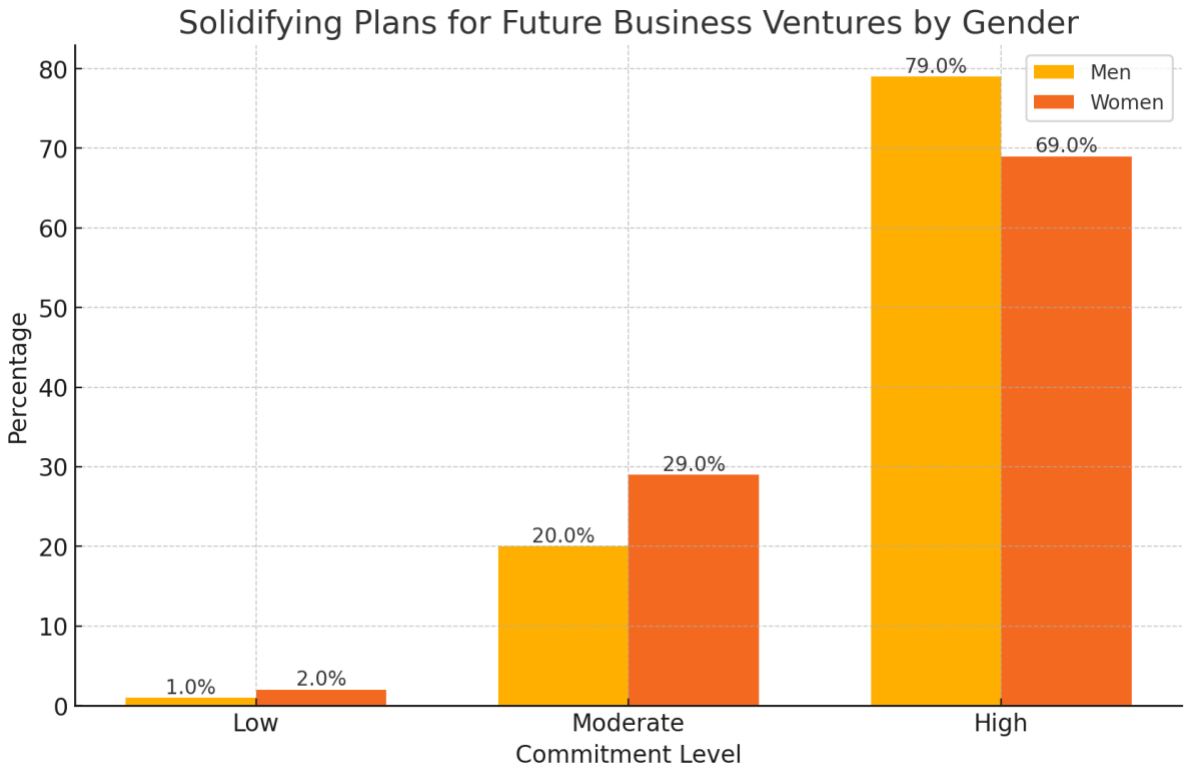
4. **Future Business Plans: Determination to Succeed/Long-Term Commitment to Starting a Business:** A significant majority of respondents, 68% of men and 61% of women, display high determination and long-term commitment to starting a business. No men and only 2% of women indicate low levels of determination, reflecting a robust intent to pursue and succeed in entrepreneurial endeavors.



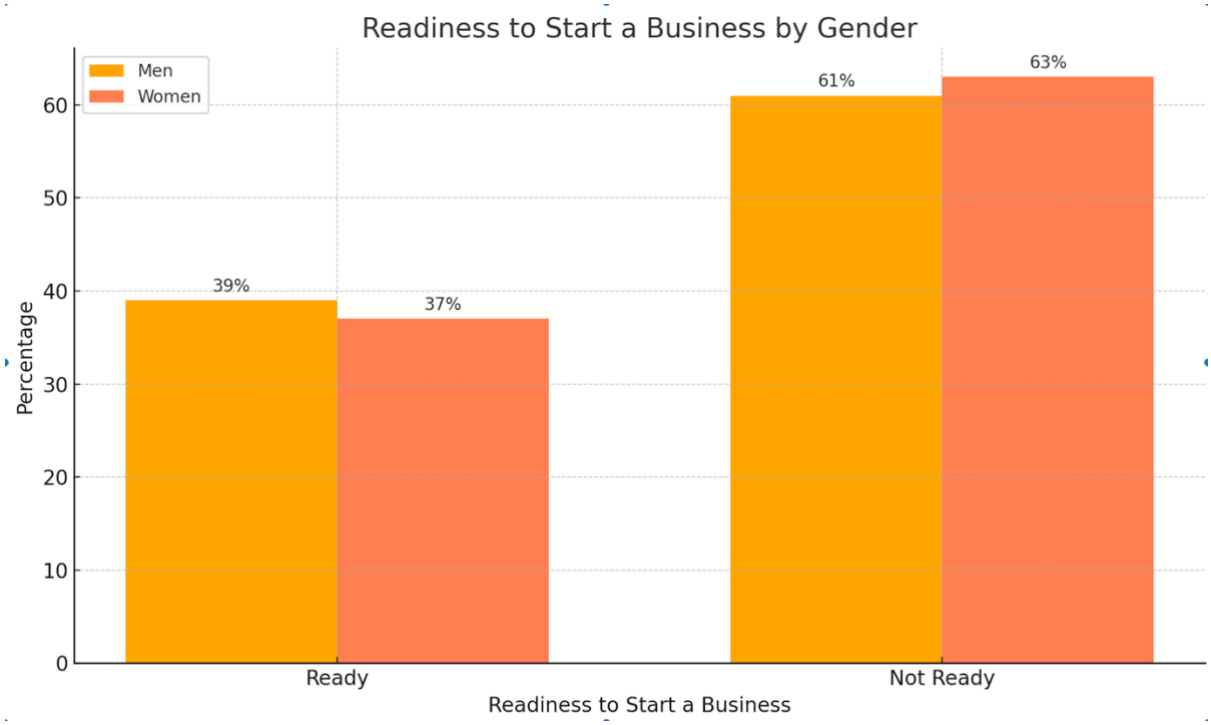
5. **Contemplating Entrepreneurship/Seriousness of Entrepreneurial Intentions:** High levels of seriousness and contemplation towards entrepreneurship are observed in 63% of men and 61% of women respondents, indicating a strong intent to consider entrepreneurship seriously. Very few men (1%) and women (2%) report low levels of contemplation or seriousness, indicating a strong intent to consider entrepreneurship seriously.



6. **Solidifying Plans for Future Business Ventures:** The process of solidifying plans for future business ventures was highly prevalent, with 79% of men and 69% of women respondents expressing strong intentions, highlighting a proactive approach towards future entrepreneurial activities.



7. **Readiness to Start a Business:** A notable 39% of men and 37% of women respondents report being ready to start a business, indicating a considerable proportion of individuals who feel prepared to embark on entrepreneurial ventures.

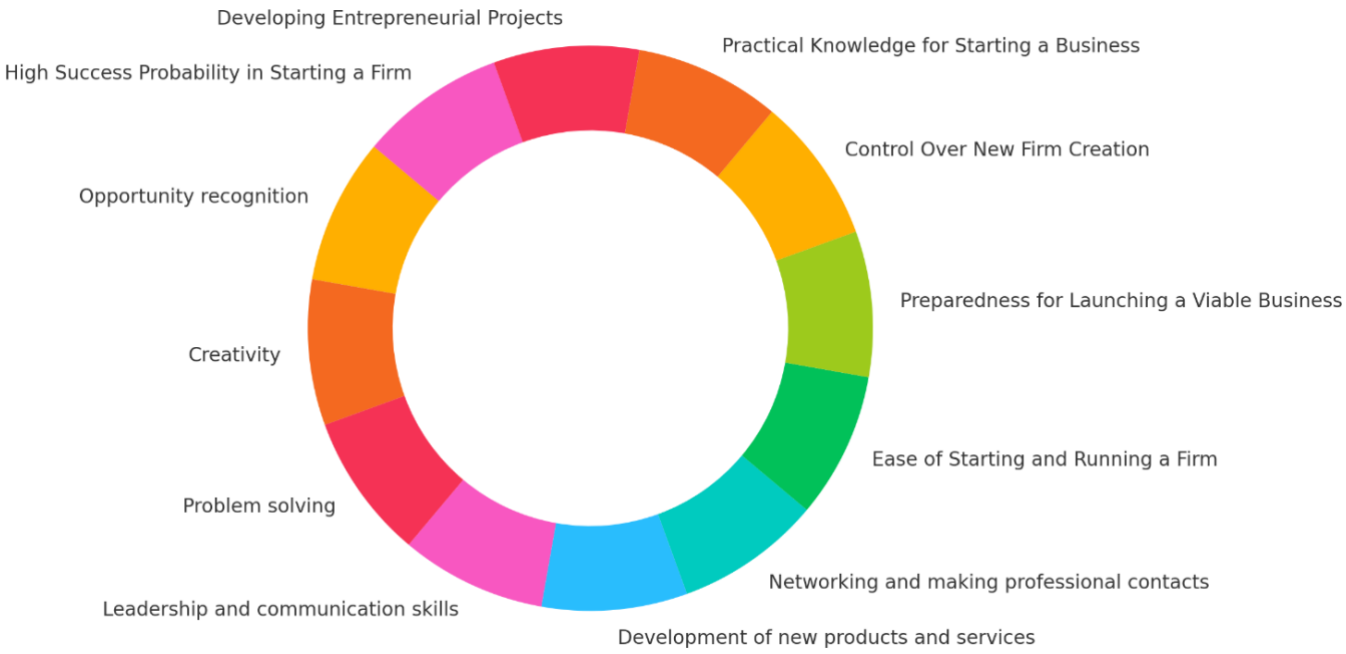


- **Key Insights:**

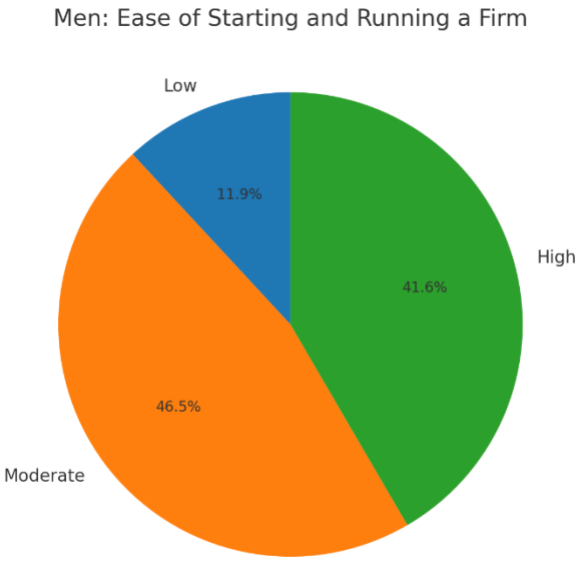
1. **Commitment to Entrepreneurship / Entrepreneurial Spirit:** Both men and women respondents exhibit high levels of commitment to entrepreneurship, with men showing a slightly higher percentage in the high commitment category. This strong entrepreneurial spirit among both genders is encouraging for economic growth, indicating a robust foundation for entrepreneurial activities.
2. **Professional Aspirations in Entrepreneurship:** High professional aspirations are prevalent among both genders, although few women report a low commitment. This strong desire to choose entrepreneurship as a career path suggests a promising trend towards more individuals pursuing entrepreneurial ventures, which can enhance economic dynamism.
3. **Dedication to Business Success:** Both genders demonstrate high dedication to business success, with men slightly more represented in the high commitment category. This motivation to achieve business success is a positive indicator for the economic ecosystem, as it reflects a committed and driven entrepreneurial community.
4. **Future Business Plans:** A significant portion of both genders show a high level of commitment to their future business plans. This long-term vision and determination to succeed in business ventures suggest a sustained and focused effort towards entrepreneurial growth, which is beneficial for economic stability and innovation.
5. **Contemplating Entrepreneurship:** Both men and women respondents display a high level of seriousness about their entrepreneurial intentions. This strong interest in pursuing entrepreneurial activities reflects a favorable entrepreneurial climate and a potential increase in business startups and innovations.
6. **Solidifying Plans for Future Business Ventures:** High levels of commitment to solidifying future business plans are observed in both genders, with men showing a slightly higher percentage. This indicates that entrepreneurs are actively working towards establishing their business ventures, reflecting a proactive and determined approach to entrepreneurship.

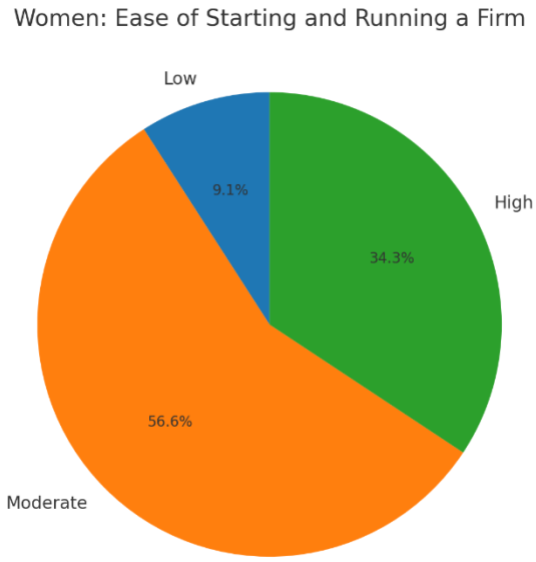
1.4 What are the key factors influencing entrepreneurial success in Lebanon?

Entrepreneurial success is influenced by various factors that facilitate or hinder the progress of new ventures. In this study, we explore how Lebanese individuals perceive their entrepreneurial capacities by asking them to rate their proficiency in key areas essential for entrepreneurship. We highlight gender differences in these self-assessments to provide a nuanced understanding of the factors influencing entrepreneurial success. This insight can help policymakers create an environment that nurtures and supports entrepreneurial activities effectively.

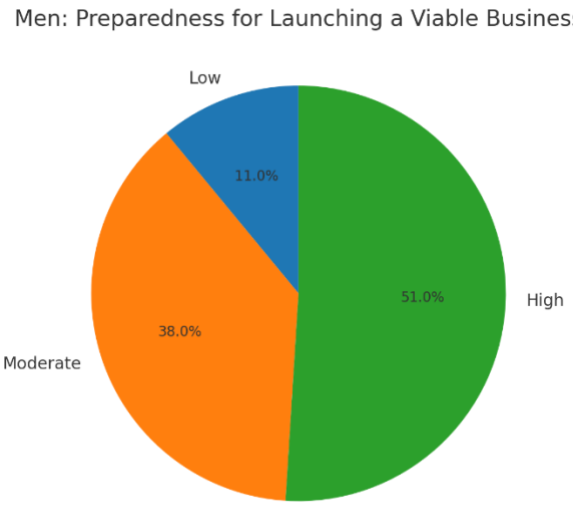


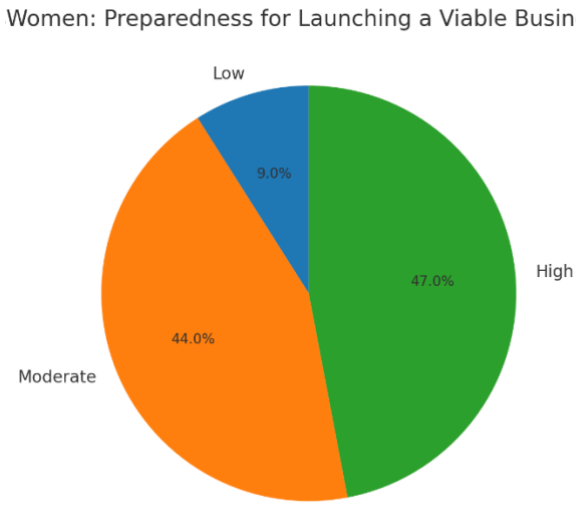
1. **Ease of Starting and Running a Firm:** Among men, 42% rate themselves as having a high level of ease in starting and running a firm, 47% as moderate, and 12% as low. For women, these percentages are lower, with 34% rating themselves as high, 56% as moderate, and 9% as low. This suggests that men generally feel more confident in their ability to start and manage a business.



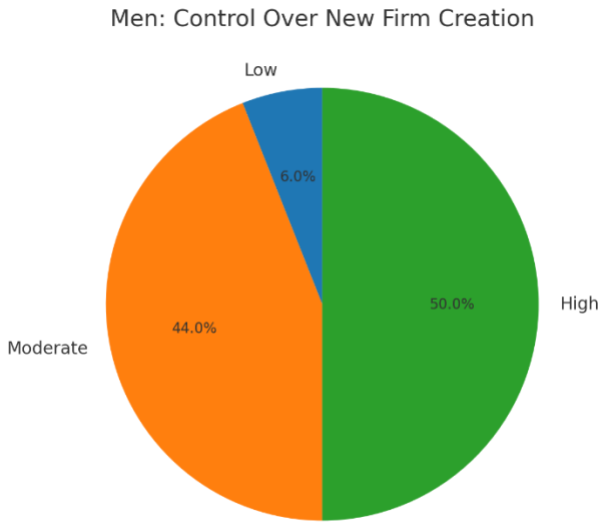


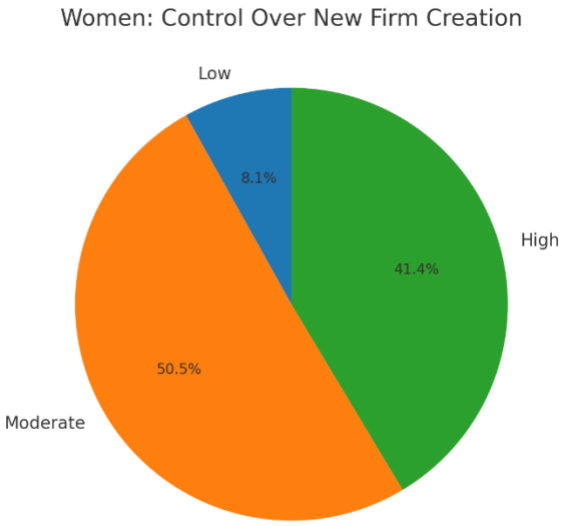
2. **Preparedness for Launching a Viable Business:** In terms of preparedness, 51% of men rate themselves as highly prepared, 38% as moderately prepared, and 11% as low. Similarly, 47% of women feel highly prepared, 44% moderately, and 9% low. This indicates a strong sense of readiness among both genders, with men feeling slightly more prepared.



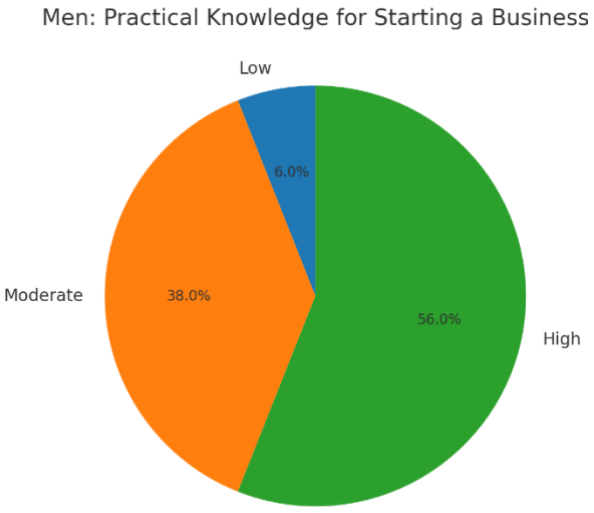


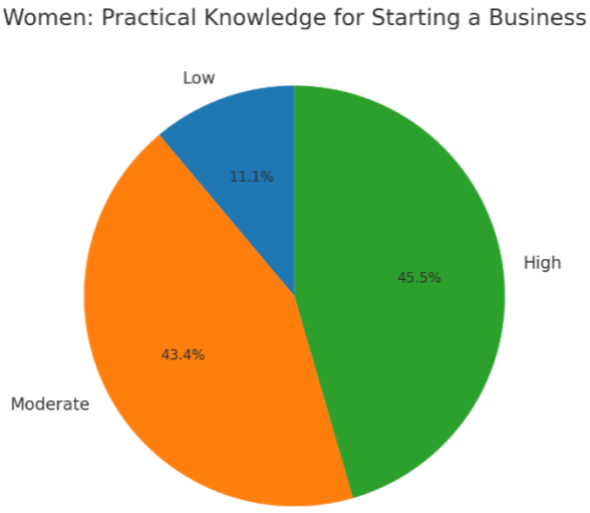
3. **Control Over New Firm Creation:** Half of the men respondents believe that they had high control over new firm creation, with 44% feeling moderate control and 6% low control. Among women, 41% see high control, 50% moderate control, and 8% low control. This reflects a generally strong sense of control, though women feel slightly less assured than men.



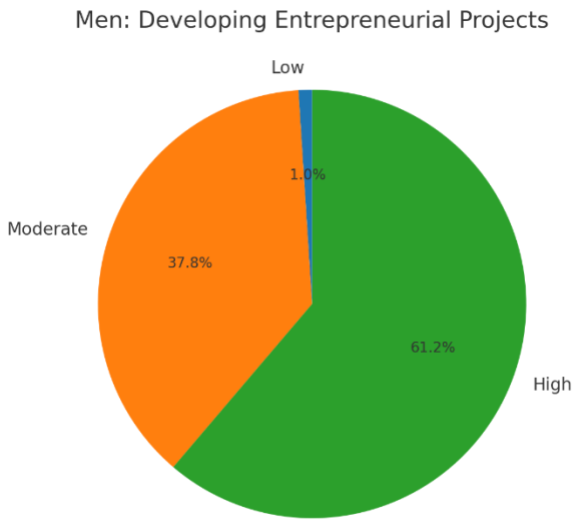


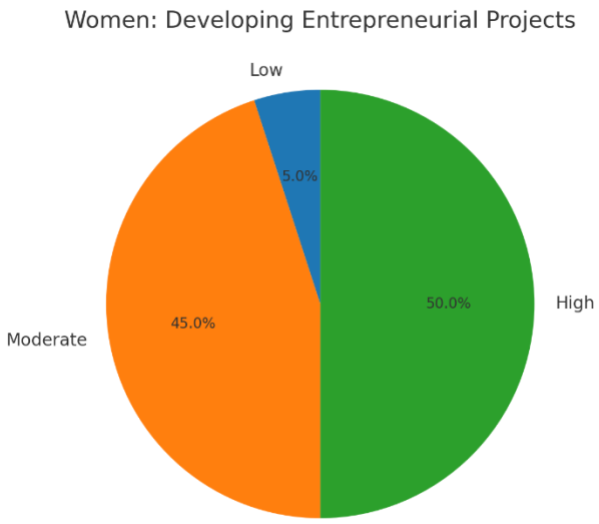
4. **Practical Knowledge for Starting a Business:** A significant proportion of men, specifically 56%, rate their practical knowledge for starting a business as high, 38% as moderate, and 6% as low. Among women, 45% rate their knowledge as high, 43% as moderate, and 11% as low. This highlights a need for enhanced practical knowledge among women.



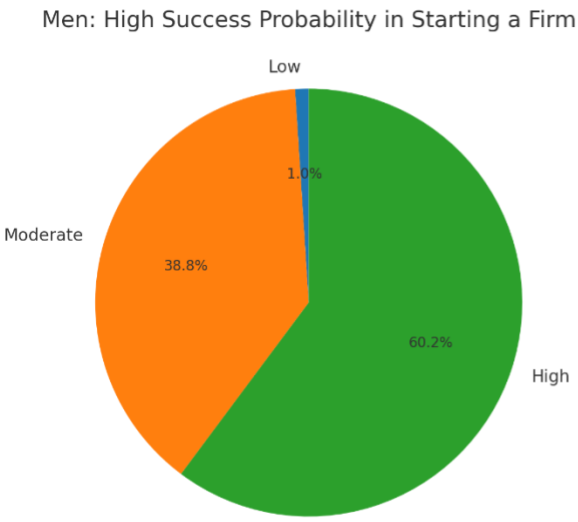


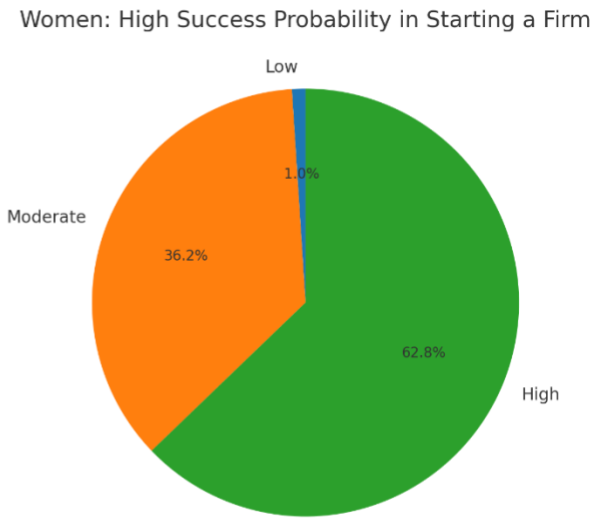
5. **Developing Entrepreneurial Projects:** Men self-report a strong ability to develop entrepreneurial projects, with 60% rate their ability as high, 37% as moderate, and 3% as low. For women, 50% of women rate their ability as high, 45% as moderate, and 5% as low, indicating slightly lower confidence among women.



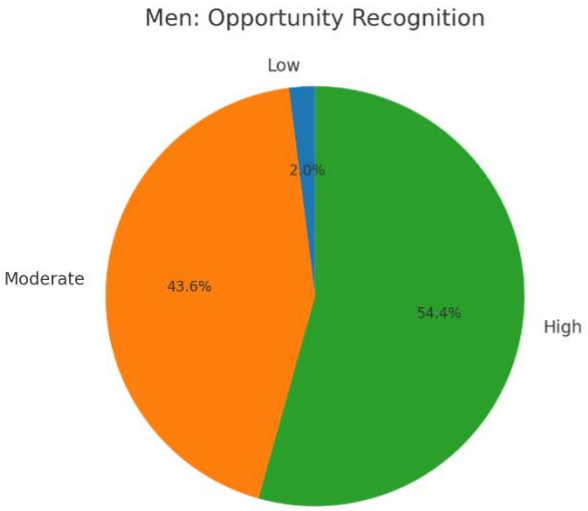


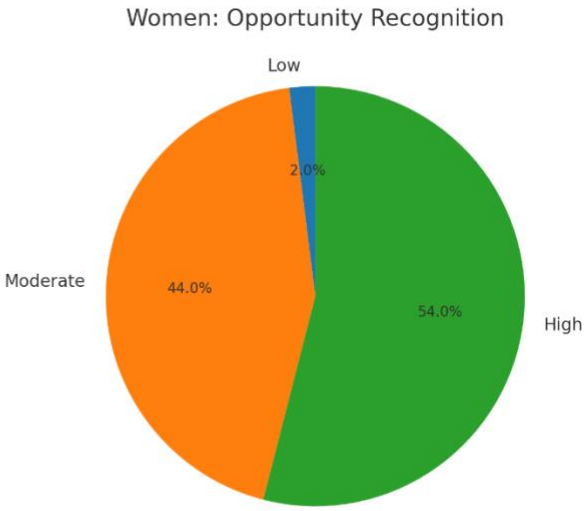
6. **High Success Probability in Starting a Firm:** Both genders believe equally confident in their success probability, with 59% of men and 61% of women rating it as high, 38% and 35% as moderate for men and women, respectively, and 3% as low. This parity suggests a shared optimism about entrepreneurial success.



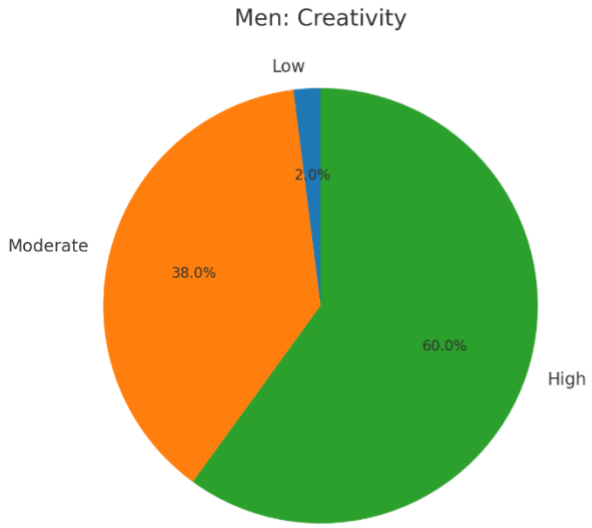


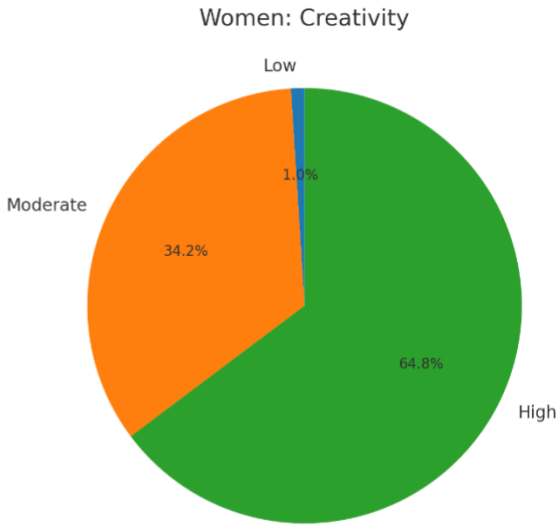
7. **Opportunity Recognition:** 55% of men and 53% of women self-report to possess a high level of opportunity recognition skills, with moderate ratings from 44% of men and women, and low ratings from 2% of men and 3% of women. This indicates a perception of possessing a strong ability to recognize opportunities, with women slightly trailing men.



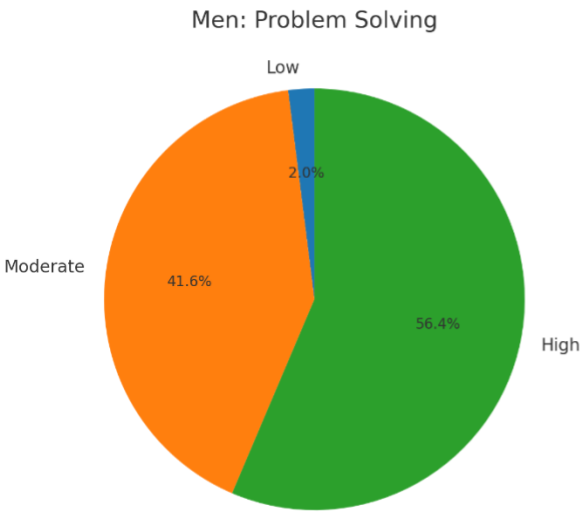


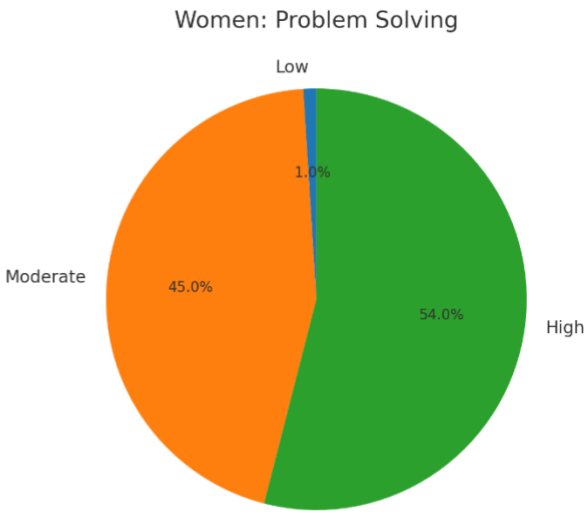
8. **Creativity:** In terms of creativity, 60% of men and 64% of women Lebanese potential entrepreneurs rate themselves as highly creative, with moderate ratings from 38% of men and 34% of women, and low ratings from 2% of both genders. Women rated their creativity slightly higher than men, suggesting a strong creative drive among women.



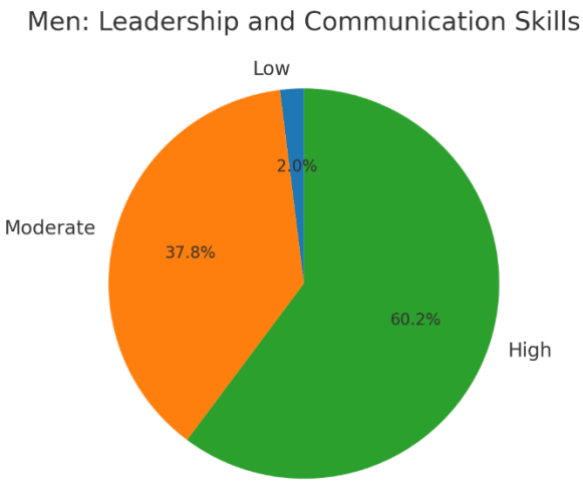


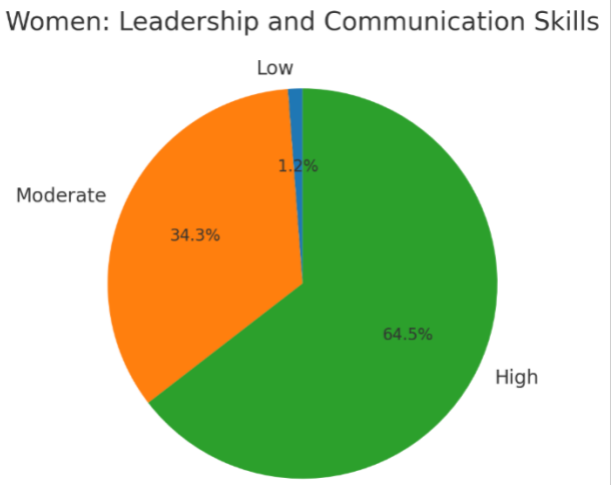
9. **Problem Solving:** Problem-solving skills are also rated highly by 57% of men and 54% of women, with moderate ratings from 42% of men and 45% of women, and low ratings from 2% of men and 1% of women. This reflects strong problem-solving abilities across both genders, with women showing slightly higher moderate ratings.



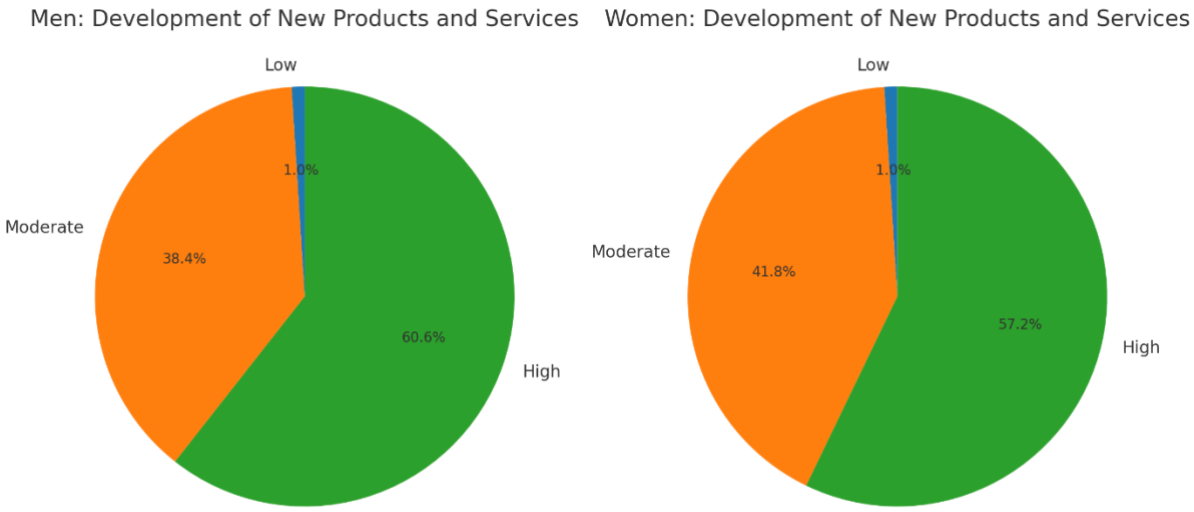


10. **Leadership and Communication:** Leadership and communication skills are rated highly by 62% of men and 64% of women, with moderate ratings from 37% of men and 34% of women, and low ratings from 1% of both genders. This indicates strong leadership and communication skills among both men and women, with women rating themselves slightly higher.

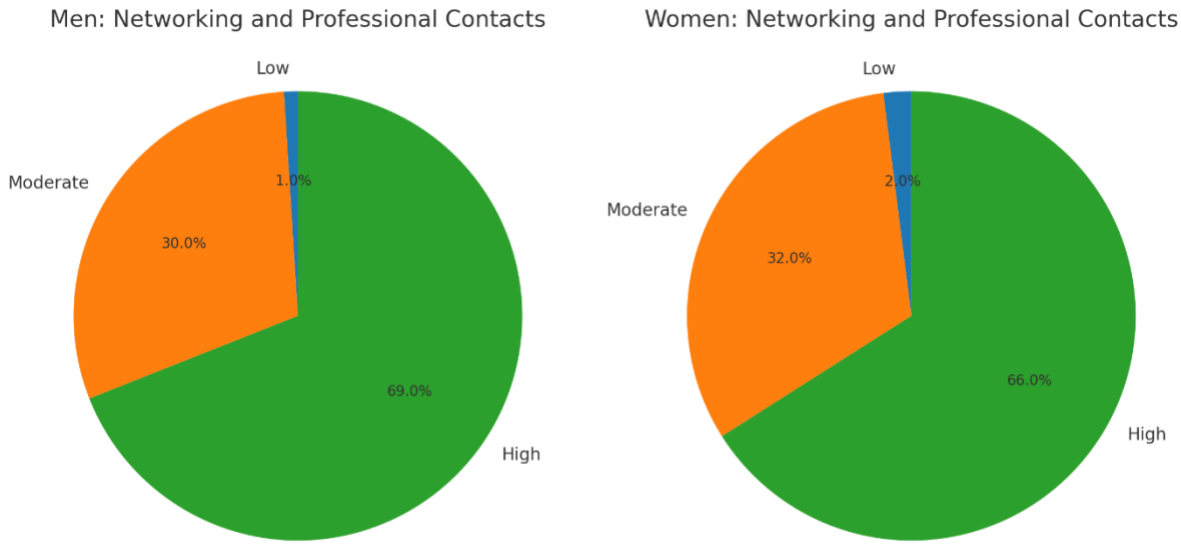




11. **Development of New Products and Services:** The ability to develop new products and services is rated highly by 60% of men and 56% of women, with moderate ratings from 38% of men and 41% of women, and low ratings from 1% of men and 2% of women. Men believe they are slightly more confident in their ability to innovate.



12. **Networking and Professional Contacts:** Networking and professional contacts are rated highly by 69% of men and 66% of women, with moderate ratings from 30% of men and 32% of women, and low ratings from 1% of men and 2% of women, that indicates strong networking abilities among both genders.



Key Insights:

1. **Ease of Starting and Running a Firm:** Both men and women in Lebanon report high ease levels in starting and running a firm, with men showing slightly higher ease levels. This indicates that the entrepreneurial environment in Lebanon supports the initiation and management of new firms. Additionally, both genders report high levels of preparedness for launching viable businesses, with men slightly more prepared, suggesting effective training and support systems are in place.
2. **Empowerment and Practical Knowledge:** Entrepreneurs feel empowered to create new firms, with high control levels reported by both genders, although women feel slightly less control. Both genders also possess the necessary practical knowledge to start businesses, though men report slightly higher levels of this knowledge. These findings highlight the importance of maintaining support systems that enhance entrepreneurs' control and practical knowledge.
3. **Project Development and Success Confidence:** High capability levels in developing entrepreneurial projects are reported by both genders, with women slightly lower. Entrepreneurs express confidence in their ability to succeed when starting a firm, with both genders perceiving a high probability of success. This confidence underscores the robustness of the entrepreneurial ecosystem in Lebanon.
4. **Opportunity Recognition and Creativity:** Entrepreneurs in Lebanon are adept at recognizing business opportunities, with high levels of opportunity recognition reported by both genders. High creativity levels are also noted, with women slightly more creative, indicating that creativity is a strong trait among entrepreneurs, particularly women.
5. **Problem-Solving Skills:** Problem-solving skills are equally strong among both genders, crucial for business success. Strong leadership and communication skills are prevalent among entrepreneurs, with women rating themselves slightly higher.
6. **Innovation and Leadership:** This is reflected in the high capability of developing new products and services, reported by both genders. Entrepreneurs are innovative and capable of developing new offerings, which is essential for business growth and sustainability.
7. **Networking and Professional Contacts:** High networking and professional contact skills are reported by both genders, with men slightly higher. This indicates that networking is a critical component of entrepreneurial success, helping entrepreneurs establish valuable connections and expand their business opportunities.

These results suggest that a significant portion of both men and women in Lebanon rate themselves as having high levels of various factors that contribute to entrepreneurial success. However, men generally rated themselves higher than women in most categories, particularly in areas like ease of starting and running a firm, preparedness for launching a viable business, control over new firm creation, and practical knowledge for starting a business.