Global Entrepreneurship Monitor

QATAR NATIONAL REPORT 2020

QDB
بنك قطر للتنمية
QATAR DEVELOPMENT BANK

FOREWORD

The coronavirus pandemic (COVID-19) is unprecedented in its global reach and impact, posing formidable challenges to businesses facing an uncertain future. It is during these times of uncertainty that our entrepreneurs are of critical importance to our nation. Entrepreneurs embrace the challenge and seize every opportunity. They forge ahead even in the most difficult of times. They help build confidence in our nation by generating new entrepreneurial ventures and conditions for a flourishing society. Entrepreneurs can change the way we live and work, and their innovations may improve our standard of living. Qatari entrepreneurs are our national assets; they are to be supported, encouraged, and motivated to the greatest possible extent.

The Global Entrepreneurship Monitor (GEM) Qatar National Report 2020 is the most comprehensive study of the level of entrepreneurial activity in Qatar. GEM is a consortium of national country teams that carry out survey-based research on entrepreneurship around the world. The report compares the entrepreneurial ecosystem in Qatar to regional and global economies. GEM's Adult Population Survey (APS) provides analysis on the characteristics, motivations, and ambitions of individuals starting businesses, as well as social attitudes towards entrepreneurship. The National Expert Survey (NES) looks at the national context in which individuals start businesses. In 2020, Qatar was among 43 world economies completing the APS and 45 participating in the NES.

Qatar Development Bank (QDB) is the lead institution responsible for Qatar's participation in GEM 2020. The results of our hard work and dedication in coordinating, collecting, and analysing 3,043 surveys with residents of Qatar and 58 interviews with 'entrepreneur experts' are evident in the GEM Qatar National Report 2020, which tracks results over five consecutive years starting from 2016. This year, the GEM Qatar National Report 2020 evaluates the positive and negative impact of COVID-19 on entrepreneurship around the globe.

QDB has been at the forefront of supporting Qatari entrepreneurs, innovators, and small and medium enterprises (SMEs) both before and during COVID-19 and we will continue to help new businesses adapt to the new realities. We have launched the Covid-19 National Response Guarantee Program and the Revive Program to equip private companies to face the economic impacts of the pandemic and to ensure they continue to work in a manner that does not affect their commercial operations. We have also listened intently to entrepreneurs' needs and prioritized business continuity. QDB is focusing on sustainability in terms of operations as well as communication with entrepreneurs and SMEs across Qatar. Sustainability is a key driver in developing a knowledge-based economy, one of the main Qatar National Vision 2030 Pillars.

Whilst many businesses have suffered during the pandemic, COVID-19 has also led to an increase in entrepreneurial activity in Qatar. The Total Early-stage Entrepreneurial Activity (TEA) rate has increased from 14.7% in 2019 to 17.2% in 2020. In 2020, 45.6% of adults surveyed in the APS who are currently not involved in entrepreneurial activity intend to start a business within the next three years, half of whom have been influenced by COVID-19. Four in ten early-stage entrepreneurs (41.9%) and a third of established business owners agree that COVID-19 has provided new business opportunities that they would like to pursue. One in every four adults surveyed in the APS knows of at least one person in Qatar who has started a business because of the coronavirus pandemic.

Companies and individuals in Qatar have rallied to respond to, and where possible, tackle this crisis. People and companies have devised new ideas to respond to existing and emerging needs. The pandemic showed us that some entrepreneurs have the resources to be resilient and thrive, while others have seen their existing challenges and barriers accelerate and exacerbated, further restricting their chances of success.

“I would like to thank everyone involved in GEM 2020 for their invaluable contribution. QDB is committed to continuing to understand the social, cultural, and political context of entrepreneurship in Qatar and the extent to which our entrepreneurs are accepted and supported so that we can inform policies and develop a robust entrepreneurship ecosystem. I invite readers to go through the report and learn more about how we as a nation can continue to grow and thrive during these challenging and unprecedented times.”

Abdulrahman Hesham AL-Sowaidi
Acting CEO

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EXECUTIVE SUMMARY

1999
beginning of GEM

The Global Entrepreneurship Monitor (GEM) has tracked levels of entrepreneurship across the world for 22 years. GEM began in 1999 as a joint project between Babson College (USA) and London Business School (UK). GEM is the only global research source that collects data on entrepreneurship directly from individual entrepreneurs. The GEM model acknowledges that entrepreneurial activity does not take place in isolation. It is shaped by a set of social, cultural, political, and economic contextual factors that are encapsulated in the nine pillars that go into the GEM Entrepreneurial Framework conditions.

22
years since GEM started

46
economies participated in GEM 2020

In 2020, the GEM research has been conducted in Qatar by the Qatar Development Bank (QDB) for the fifth consecutive year. The GEM Qatar National Report 2020 measures entrepreneurial attitudes, activity, and aspirations in Qatar. It provides a comparison to the 2016, 2017, 2018 and 2019 results; the Middle East and North Africa (MENA) economies; and the 46 participating economies.

This report draws on the findings from two surveys:

Adult Population Survey (APS):

Results are drawn from a random, representative sample of **3,043** surveys of Qatar residents aged between **18** and **64** years. The APS provides analysis on the characteristics, motivations and ambitions of individuals starting businesses, as well as social attitudes towards entrepreneurship.

National Expert Survey (NES):

Comprises of surveys conducted with **58** carefully chosen Qatar 'entrepreneur experts' across the **14** framework categories. The NES looks at the national context in which individuals start businesses.

KEY FINDINGS FROM THE 2020 APS

TOTAL EARLY-STAGE ENTREPRENEURIAL ACTIVITY (TEA)

	2016	2017	2018	2019	2020
Score	7.8%	7.4%	8.5%	14.7%	17.2%
Rank	(50/65)	(42/54)	(33/48)	(15/50)	(13/43)

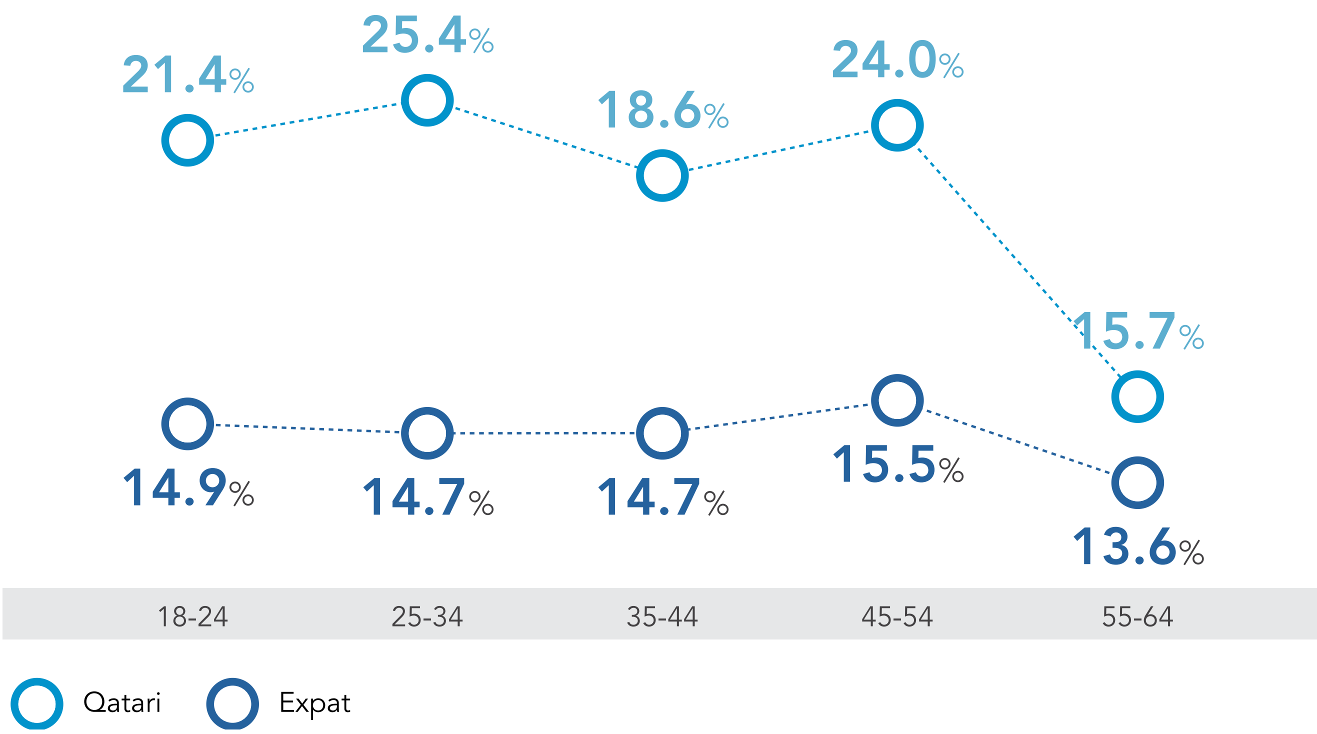
TEA BY GENDER AND NATIONALITY % OF ADULTS

	MALE	FEMALE	QATARI	EXPAT
2019	14.7	14.7	10.3	16.8
2020	18.4	12.3	22.5	14.9

TEA BY AGE GROUP % OF ADULTS

	18-24	25-34	35-44	45-54	55-64
2019	8.2%	15.3%	15.3%	17.3%	19.1%
2020	15.3%	19.5%	14.9%	16.3%	18.3%

TEA RATE BY AGE GROUP AND NATIONALITY, 2020
% OF ADULTS



TEA BY EDUCATION LEVEL % OF ADULTS

	UP TO HIGH SCHOOL	DIPLOMA	UNIVERSITY	MASTERS & PHD
2019	13.2	17.6	13.9	19.1
2020	16.8	14.3	17.1	20.8

PHASES AND TYPES OF ENTREPRENEURSHIP ACTIVITY (% ADULTS)

	2019		2020	
	Score	Rank	Score	Rank
Nascent Entrepreneurship Rate	10.9	9/50	11.2	11/43
New Business Ownership Rate	4.1	=27/50	6.6	16/43
Total early-stage Entrepreneurial Activity (TEA)	14.7	15/50	17.2	13/43
Employee Entrepreneurial Activity (EEA)	3.6	=18/50	6.6	1/43
Established Business Ownership Rate (EBO)	3.0	45/50	6.1	=25/43
Business Discontinuance Rate	6.6	=4/50	6.3	=11/43

An equals sign (=) indicates that the ranking position is tied with another economy or economies

PHASE AND TYPES OF ENTREPRENEURSHIP ACTIVITY BY GENDER AND NATIONALITY, 2020 (% ADULTS)

	Male	Female	Qatari	Expat
Nascent Entrepreneurship Rate	12.0	8.2	13.8	10.1
New Business Ownership Rate	7.2	4.2	9.8	5.2
Total early-stage Entrepreneurial Activity (TEA)	18.4	12.3	22.5	14.9
Employee Entrepreneurial Activity (EEA)	7.7	2.3	6.3	6.7
Established Business Ownership Rate (EBO)	7.1	2.0	9.2	4.7
Business Discontinuance Rate	7.1	2.7	9.6	4.8

SOCIETAL VALUES ABOUT ENTREPRENEURSHIP (% ADULTS)

	2019		2020	
	Score	Rank	Score	Rank
Entrepreneurship is a good career choice	82.1	5/50	81.3	8/35
High status and respect for successful entrepreneurs	87.1	4/50	88.3	6/35
Entrepreneurs garner substantial media attention	82.7	2/50	82.0	5/35
Prefer an equal standard of living	71.7	17/50	68.3	12/34
Often see businesses whose primary objective is solving social problems	60.7	9/50	53.5	7/31

SOCIETAL VALUES ABOUT ENTREPRENEURSHIP BY GENDER AND NATIONALITY, 2020 (% ADULTS)

	Male	Female	Qatari	Expat
Entrepreneurship is a good career choice	80.8	83.4	79.4	82.1
High status and respect for successful entrepreneurs	88.1	88.7	87.0	88.8
Entrepreneurs garner substantial media attention	80.6	87.8	82.7	81.8
Prefer an equal standard of living	67.8	70.3	72.1	66.5
Often see businesses whose primary objective is solving social problems	52.1	59.9	47.3	56.3

SELF-PERCEPTIONS ABOUT ENTREPRENEURSHIP (% ADULTS)

	2019		2020	
	Score	Rank	Score	Rank
Personally, know an entrepreneur	52.4	11/50	52.6	26/43
Perceived opportunities	75.6	4/50	72.3	8/43
Perceived ease of starting a business	66.6	11/50	67.9	12/43
Perceived capabilities	75.5	=5/50	68.2	11/43
Fear of failure (% of 18-64 seeing opportunities)	45.2	=19/50	41.3	26/43
Entrepreneurial intentions	45.3	5/50	45.6	13/43

SELF-PERCEPTIONS ABOUT ENTREPRENEURSHIP BY GENDER AND NATIONALITY, 2020 (% ADULTS)

	Male	Female	Qatari	Expat
Personally, know an entrepreneur	54.7	43.8	59.4	49.5
Perceived opportunities	73.4	67.8	73.6	71.6
Perceived ease of starting a business	68.1	67.4	70.8	66.7
Perceived capabilities	71.5	54.7	67.3	68.6
Fear of failure (% of 18-64 seeing opportunities)	40.7	43.6	44.8	39.6
Entrepreneurial intentions	46.8	41.3	46.2	45.3

ENTREPRENEUR TALENT (% ADULTS)

	2019		2020	
	Score	Rank	Score	Rank
Rarely see business opportunities	50.2	22/50	50.2	24/30
Even when you see a profitable opportunity, you rarely act on it	53.9	29/50	56.7	22/29
Other people think you are highly innovative	66.5	9/50	77.7	10/29
Every decision you make is part of your long-term career plan	79.4	5/50	86.7	6/29

ENTREPRENEURIAL TALENT BY GENDER AND NATIONALITY, 2020 (% ADULTS)

	Male	Female	Qatari	Expat
Rarely see business opportunities	50.4	49.4	44.4	52.8
Even when you see a profitable opportunity, you rarely act on it	57.1	55.2	54.7	57.6
Other people think you are highly innovative	76.3	82.7	74.5	79.1
Every decision you make is part of your long-term career plan	87.0	85.6	84.9	87.5

ENTREPRENEURIAL IMPACT (% ADULTS)

	2019		2020	
	Score	Rank	Score	Rank
Job expectations (6+)	8.6	=3/50	11.4	4/43
International (25% + revenue)	1.8	15/50	1.8	13/43
National scope (customers and products/process)	4.2	2/50	7.8	1/43
Global scope (customers and products/process)	0.5	=16/50	0.3	=21/43
Industry (% TEA in business services)	26.1	17/50	15.0	29/43

An equals sign (=) indicates that the ranking position is tied with another economy or economies

MOTIVATIONS AND ASPIRATIONS OF EARLY-STAGE ENTREPRENEURS (% ADULTS)

	2019		2020	
	Score	Rank	Score	Rank
To make a difference in the world	55.5	14/50	37.6	27/43
To build great wealth or a very high income	85.3	4/50	77.5	9/43
To continue a family tradition	52.1	9/50	27.7	21/43
To earn a living because jobs are scarce	62.2	29/50	56.6	=28/43

An equals sign (=) indicates that the ranking position is tied with another economy or economies

MOTIVATIONS AND ASPIRATIONS BY GENDER AND NATIONALITY, 2020 (% ADULTS)

	Male	Female	Qatari	Expat
To make a difference in the world	36.0	47.3	34.5	39.5
To build great wealth or a very high income	77.4	78.3	82.6	74.0
To continue a family tradition	28.9	21.0	26.6	28.4
To earn a living because jobs are scarce	56.2	58.6	53.4	58.7

PERSONAL AFFILIATIONS WITH PEOPLE WHO HAVE STARTED OR STOPPED A BUSINESS DUE TO COVID-19 IN QATAR, 2020 (% ADULTS)

	Score	Rank
Know at least one person who started a business due to COVID-19	23.6	18/43
Know at least two people who started a business due to COVID-19	15.9	17/43
Know at least one person who stopped a business due to COVID-19	42.7	21/43
Know at least two people who stopped a business due to COVID-19	35.7	17/43

IMPACT OF COVID-19 ON NEW BUSINESS OPERATIONS AND GROWTH IN QATAR, 2020 (% NASCENT & TEA)

	Score	Rank
Starting a business is somewhat/much more difficult (% TEA)	58.2	27/43
Expectations for business growth are somewhat/much lower (% TEA)	56.1	15/43
COVID-19 has led to a delay in getting the business operational (% Nascent)	72.3	20/43
COVID-19 provided new opportunities that you want to pursue with this business (%TEA)	41.9	19/43
Government has effectively responded to the economic consequences of COVID-19 (% TEA)	83.1	3/43

IMPACT OF COVID-19 ON ENTREPRENEURIAL INTENTIONS IN QATAR, 2020 (% INTENTIONAL ENTREPRENEURS)

	Score	Rank
Entrepreneurial intentions influenced by COVID-19 to at least some extent	56.7	21/43
Entrepreneurial intentions influenced by COVID-19 to a high extent	22.6	28/43

IMPACT OF COVID-19 ON ENTREPRENEURIAL EMPLOYEE ACTIVITY IN QATAR, 2020 (% EEA)

	Score	Rank
COVID-19 caused the business you work for to stop some of its core activities	67.3	15/43
COVID-19 provided new opportunities to the business you work for	49.2	19/43
Government has effectively responded to the economic consequences of COVID-19	91.3	3/43

Somewhat agree & strongly agree

THE ENTREPRENEURIAL FRAMEWORK CONDITIONS

NECI 5.7

QATAR IS RANKED **8/44**

Qatar records the 3rd highest NECI of all benchmarked countries in the MENA regions.

Qatar is ranked 8th position on the NECI indicator when compared to 44 participating countries.

The National Expert Survey (NES) focuses on the environmental features that are expected to have an impact on entrepreneurial attitudes and activities. The NES results for Qatar for the 14 framework conditions are shown below.

	2019		2020	
	Score	Rank/54	Score	Rank/44
Entrepreneurial finance	5.4	9	5.1	14
Government policies: support and relevance	6.0	4	5.5	8
Government policies: taxes and bureaucracy	6.1	3	5.8	4
Government entrepreneurship programs	6.1	4	5.7	14
Entrepreneurship education and training at school stage	5.2	3	5.3	4
Entrepreneurial education and training at post-school stage	6.3	2	6.0	6
Research and development (R and D) transfer	5.2	9	5.4	7
Commercial and legal infrastructure	5.7	13	5.8	13
Internal market dynamics	5.9	14	5.8	11
Internal market burdens or entry regulations	5.1	11	4.8	15
Physical infrastructure	7.5	10	7.1	14
Cultural and social norms	6.4	8	5.9	12
Reactivity and reinvention of entrepreneurship	-	-	6.8	=17
COVID-19 impact on governmental policies	-	-	6.4	9

An equals sign (=) indicates that the ranking position is tied with another economy or economies

INTRODUCTION

The Global Entrepreneurship Monitor (GEM) is the most significant global research program which collects primary data and analyses the levels and characteristics of entrepreneurship around the globe. The GEM framework shows how the social, cultural, political, and economic context influences entrepreneurship directly and indirectly through societal values and individual attributes. Entrepreneurship creates jobs and new value, which then contribute toward socio-economic development. In 2020, 46 economies spanning diverse geographies and a range of development levels participated in GEM. This year GEM marked its 22nd year and the fifth year since Qatar Development Bank (QDB) has participated as the Qatar GEM partner.

This report provides a summary of entrepreneurship in Qatar as measured by GEM and benchmarks Qatar against the other 43 countries participating in the APS and the 45 countries participating in the NES. We compare the level of entrepreneurship in the population across different phases of the entrepreneurial process and provide a profile of key characteristics of entrepreneurs and the businesses they are starting. The GEM Qatar National Report 2020 presents the findings from a random representative sample of 3,043 adults, including citizens and residents of Qatar, who were surveyed as part of the Adult Population Survey (APS). We also report the results of 58 expert opinions on the institutional and framework conditions that support entrepreneurship through the National Expert Survey (NES).

The GEM Qatar National Report 2020 highlights Qatar's progress towards building a dynamic entrepreneurship ecosystem and provides insights into the impact of the new coronavirus pandemic (COVID-19) on entrepreneurs in Qatar. The report also provides insights into how the State of Qatar has supported entrepreneurship during the pandemic. An example of such support includes the local business support scheme, which the Qatari government established to help small and medium enterprises (SMEs) deal with the economic impacts of the COVID-19 pandemic on their commercial activities. The support scheme incorporates financial and economic incentives amounting to 75 billion Qatari Riyal (QR) for the private sector.

QDB has also introduced several initiatives to provide support to entrepreneurs and SMEs to deal with the pandemic. These initiatives include:

- **COVID-19 National Response Guarantee Program** was launched in response to the challenges posed by the pandemic to grant soft loans to the private sector companies affected by the impact of the pandemic and cover employee salaries and rental fees. The national guarantee program plays a major role in providing a mechanism to ensure the continuation of the private sector companies work in the country and to contribute to overcoming the pandemic's challenges.

- **Revive Program** enables SMEs to revive their business in a COVID-19 reality through impactful solutions covering digitisation, production & efficiency. The program provides access to specialised advisory services & preferential financing terms.

- Programs and consulting services to train companies through online platforms on dealing with various aspects related to the impact of the pandemic.

- A guide for SMEs was also developed as a reference on how to deal with the pandemic and its impact on various aspects of business.

- QDB also activated a special operations room to support SMEs and support supply chains for the private sector to ensure business and production continuity to meet local demand and achieve self-sufficiency in strategic commodities.

Several other initiatives have been introduced to help foster an entrepreneurial mindset among Qatar's youth. These initiatives include **Rowad Qatar**, a QDB program that aims to encourage entrepreneurship among Qatari youth and build a generation that contributes to economic diversity and self-sufficiency. The program invites local and international experts and speakers to share their experiences in entrepreneurship the challenges they face from the early stages of the project's start-up until entering global markets.

The 2020 GEM Qatar National Report provides a comprehensive review of Qatar's entrepreneurship profile, highlighting areas of strength and identifying opportunities for greater enhancement of entrepreneurial initiatives. This report guides policymakers and stakeholders in their continual efforts to foster an entrepreneurial spirit among the people of Qatar and help drive economic growth and diversification.

ABOUT THIS REPORT

This report compares GEM measures of entrepreneurial attitudes, activity, and aspirations in Qatar for 2020, 2019, 2018, 2017 and 2016, drawing on the findings from two surveys:

Adult Population Survey (APS):
Results are drawn from a random, representative sample of 3,043 telephone surveys with Qatar residents, aged between 18 and 64 years.

National Expert Survey (NES):
Comprises of 58 surveys conducted with pre-approved entrepreneurship and government experts in Qatar. National experts provided their qualitative and quantitative feedback on 14 principal components of the Entrepreneurial Framework conditions.

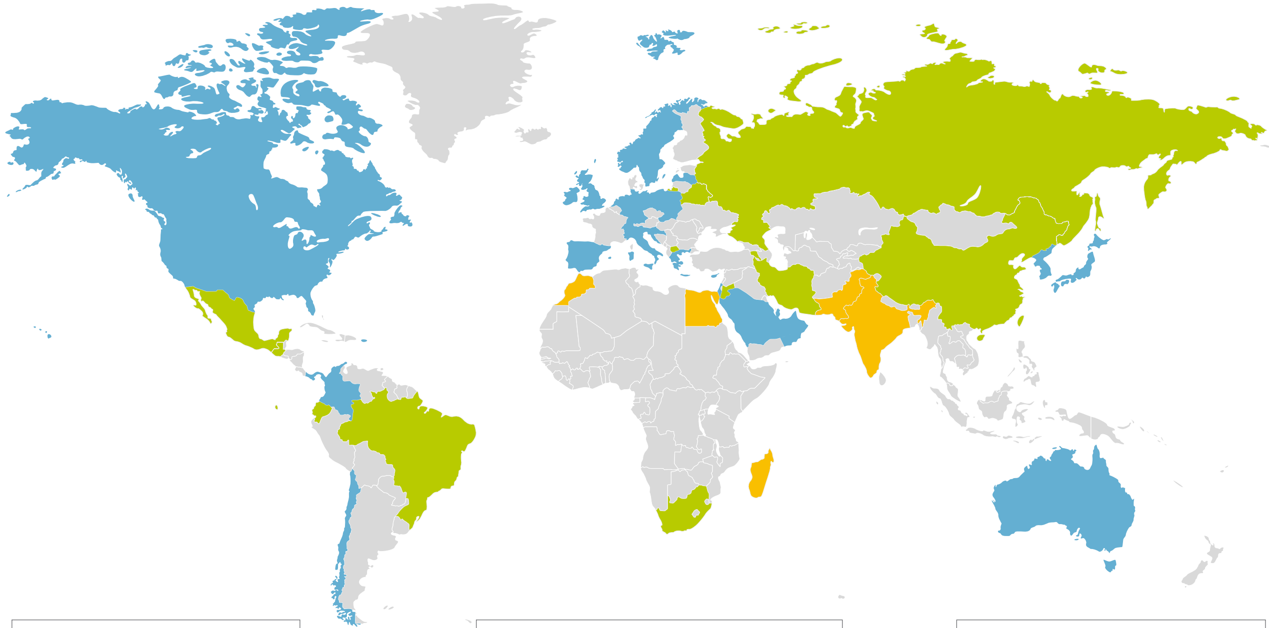
> In 2020, 43 economies, including Qatar, participated in the GEM APS and 45 in the NES. The economies that participated in the 2020 GEM edition are shown in **Table 1** below, grouped according to geographic region and low, middle, and high-income level. Qatar's results in this report are compared with other participating countries in MENA, including Egypt, Iran, the Kingdom of Saudi Arabia (Saudi Arabia), Kuwait, Morocco, Oman, and the United Arab Emirates (UAE).
>
> Information on the methodology and conceptual framework of GEM can be found in **Chapter 13: Methodology and Definitions** of this report.

GEM ECONOMIES BY GEOGRAPHIC REGION AND INCOME LEVEL, 2020

EUROPE AND NORTH AMERICA

MIDDLE-INCOME
Russian Federation

HIGH-INCOME
Austria
Canada*
Croatia
Cyprus
Germany
Greece
Italy
Latvia
Luxembourg
Netherlands
Norway
Poland
Slovak Republic
Slovenia
Spain
Sweden
Switzerland
United Kingdom
United States



LATIN AMERICA AND THE CARIBBEAN

MIDDLE-INCOME
Brazil
Colombia
Guatemala
Mexico**

HIGH-INCOME
Chile
Panama
Puerto Rico**
Uruguay

MIDDLE EAST AND AFRICA

LOW-INCOME
Angola
Burkino Faso
Egypt
Morocco
Togo

MIDDLE-INCOME
Iran

HIGH-INCOME
Kuwait
Oman
Qatar
Saudi Arabia
United Arab Emirates
Israel

CENTRAL AND EAST ASIA

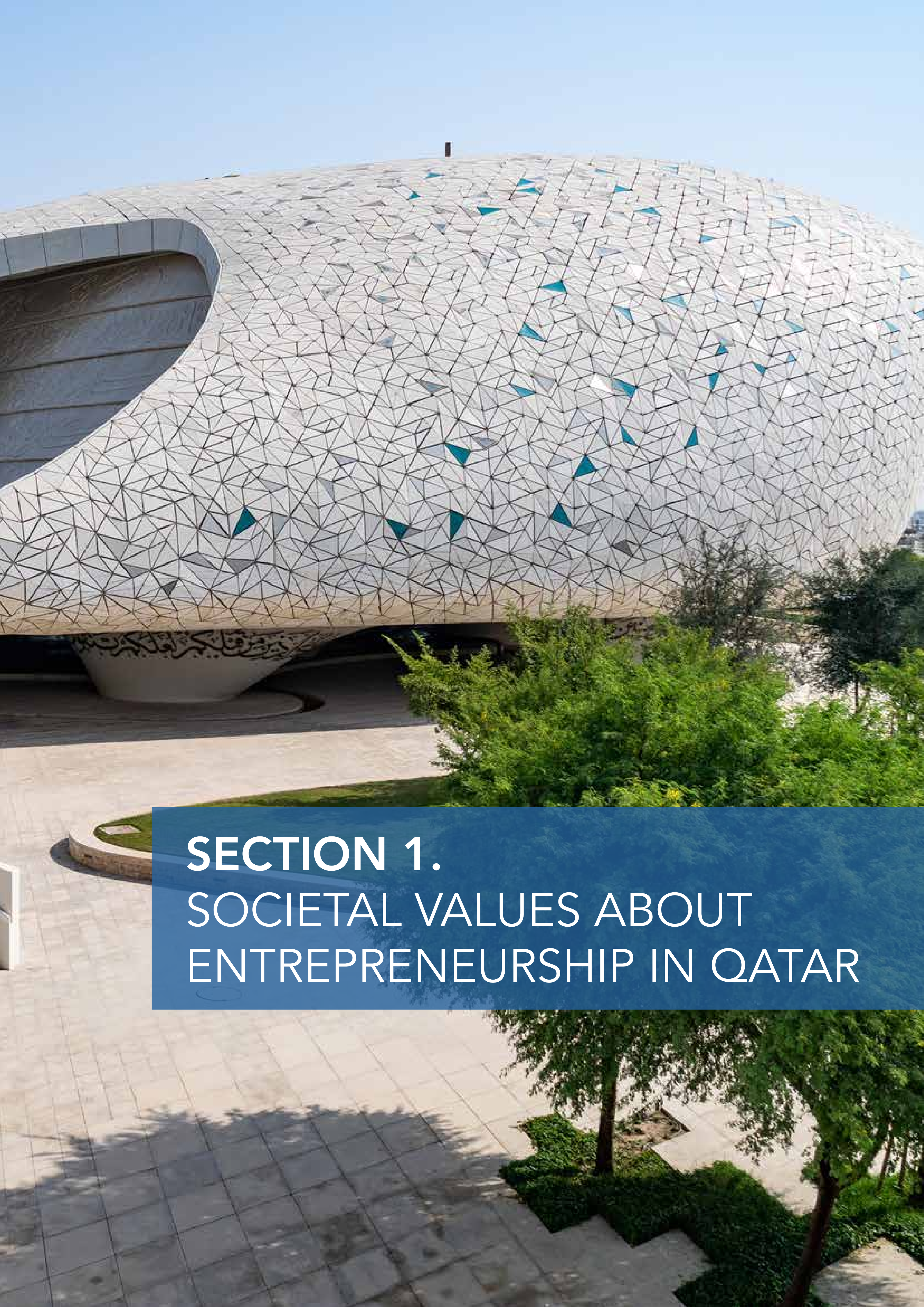
LOW-INCOME
India

MIDDLE-INCOME
Kazakhstan
Indonesia

HIGH-INCOME
Japan**
Republic of Korea
Taiwan

*Canada did not participate in the 2020 NES.
**Japan, Mexico and Puerto Rico did not participate in the 2020 APS.

Source: GEM Global Entrepreneurship Monitor, 2020/2021 Global Report



SECTION 1.
SOCIETAL VALUES ABOUT ENTREPRENEURSHIP IN QATAR

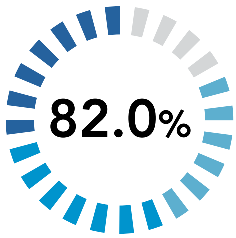
1.1 SOCIETAL ATTITUDES
TOWARDS ENTREPRENEURSHIP IN QATAR

Entrepreneurial attitudes play an essential part in creating an entrepreneurial culture. Societal attitudes can have an important influence on entrepreneurial intent in an economy. GEM measures societal attitudes by asking people whether they consider entrepreneurship to be a good career choice, whether they believe successful entrepreneurs are conferred with high status, and the extent to which entrepreneurs receive media attention. Also reported is whether people believe everyone should have a similar standard of living, whether they feel it is easy to start a business in the area where they live, and the extent to which they think businesses strive to solve social problems as their primary objective.

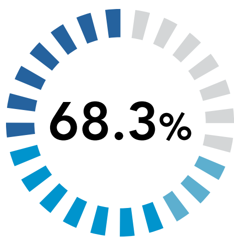
The 2020 results indicate a positive societal attitude towards entrepreneurship in Qatar.

Consistent with 2019, more than **80%** of the adult population in Qatar (18 to 64 years) consider entrepreneurship as a **good career choice** and believe that entrepreneurs are well regarded and enjoy a high level of social status and respect.

The proportion of adults who consider entrepreneurship a desirable career pathway has marginally declined compared to the previous year from 82.1% in 2019 down to 81.3% in 2020 (see Figure 1.1). Whereas the proportion of adults who agree successful entrepreneurs receive a high level of status and respect has continued to trend upwards since 2018 to reach a high of 88.3% (see Figure 1.2).

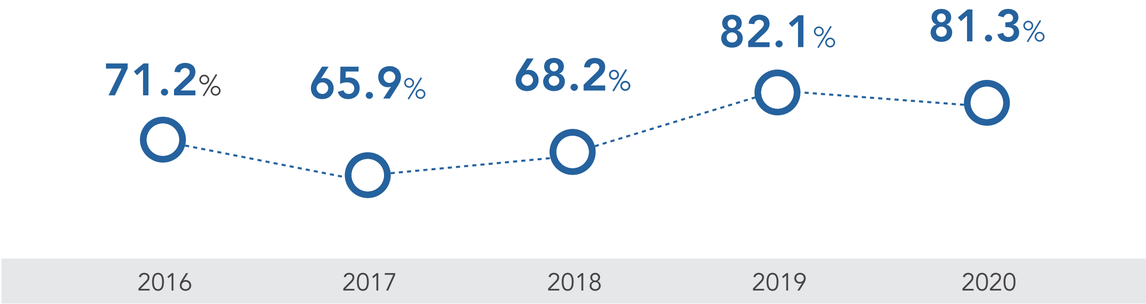


Much of the Qatar adult population (**82.0%**) agree that public media and the Internet provide good coverage of successful new businesses. The proportion of the adult population who believe that you often see stories in the public media and/or Internet about successful new businesses has remained relatively consistent with 2019 results (see Figure 1.3).



Over two-thirds of Qatar's adult population (**68.3%**) believe most people would prefer that everyone in their society had a similar standard of living. One in two adults (53.5%) believe that you often see businesses that primarily aim to solve social problems. Both societal indicators towards entrepreneurship have declined compared to the previous year (see Figures 1.4 and 1.5).

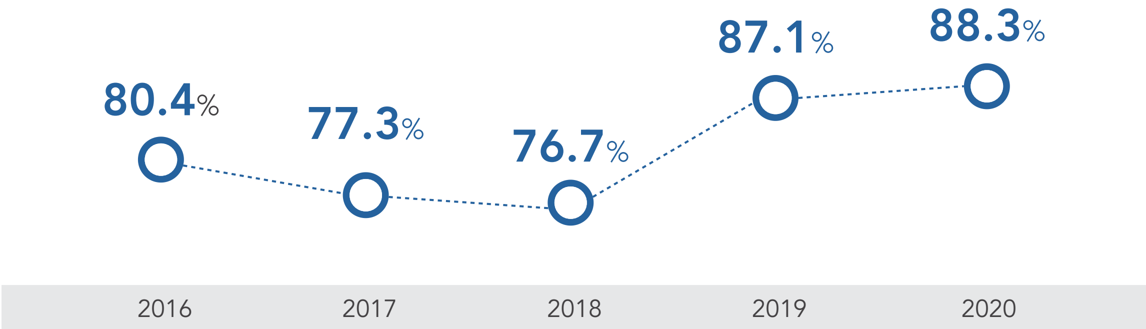
FIGURE 1.1: MOST PEOPLE CONSIDER STARTING A NEW BUSINESS A DESIRABLE CAREER CHOICE, 2016-2020



Starting a new business is a desirable creer choice

Source: Qatar Adult Population Survey, 2016, 2017, 2018, 2019 and 2020

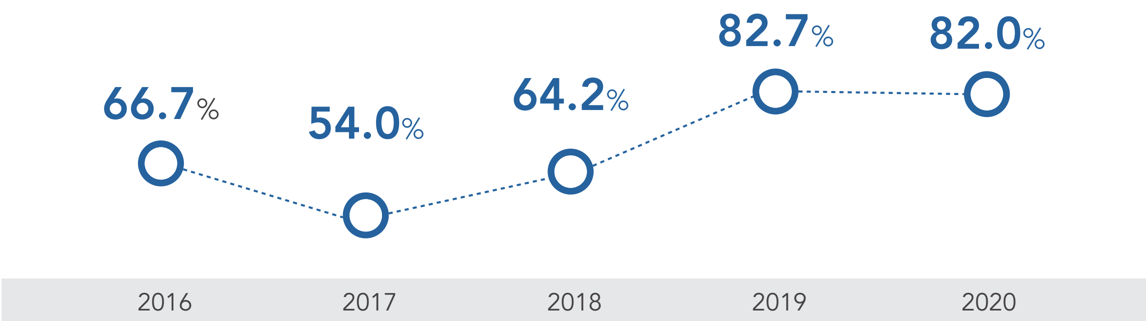
FIGURE 1.2: THOSE SUCCESSFUL AT STARTING A NEW BUSINESS HAVE A HIGH LEVEL OF STATUS AND RESPECT, 2016-2020



Those successful at starting a new business have a high level of status and respect

Source: Qatar Adult Population Survey, 2016, 2017, 2018, 2019 and 2020

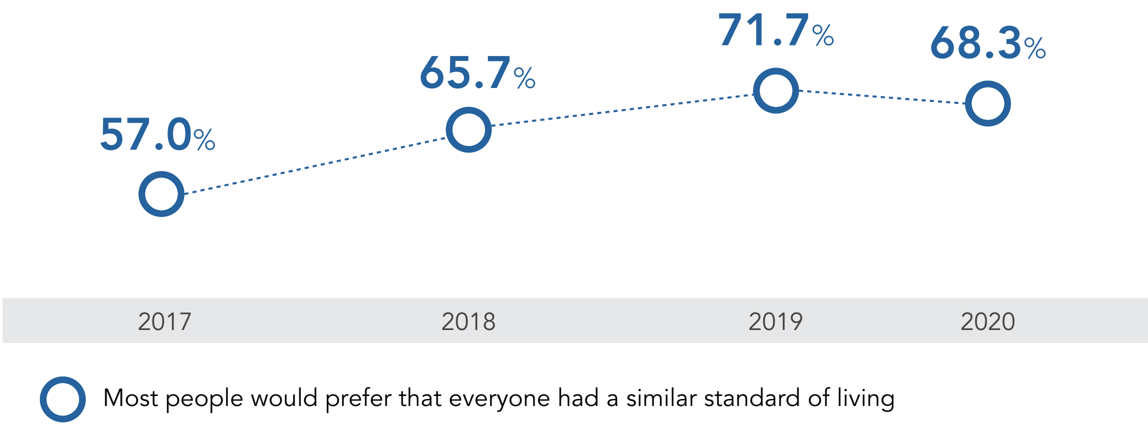
FIGURE 1.3: YOU OFTEN SEE STORIES IN THE PUBLIC MEDIA AND/OR INTERNET ABOUT SUCCESSFUL NEW BUSINESSES, 2016-2020



You often see stories in the public media and/or internet about successful new business

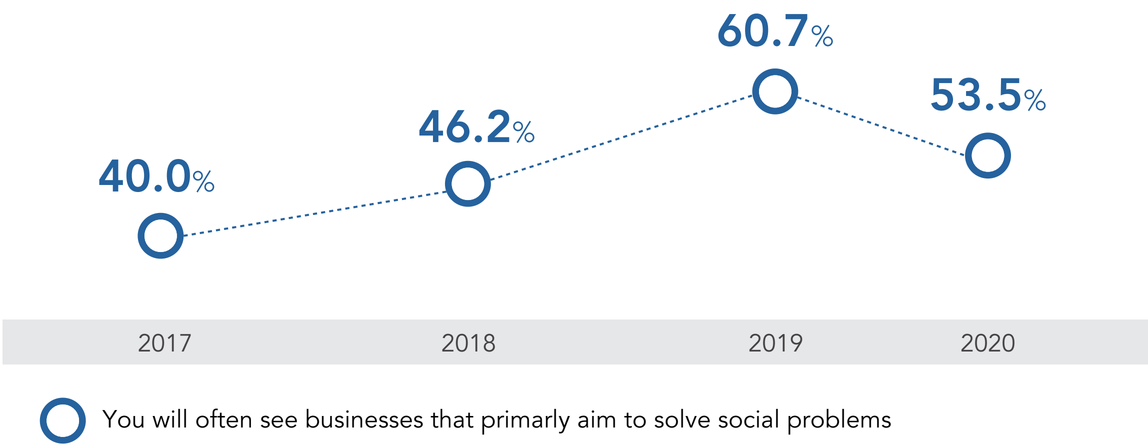
Source: Qatar Adult Population Survey, 2016, 2017, 2018, 2019 and 2020

FIGURE 1.4: MOST PEOPLE WOULD PREFER THAT EVERYONE HAD A SIMILAR STANDARD OF LIVING, 2017-2020



Note: indicator not reported on in 2016
Source: Qatar Adult Population Survey, 2017, 2018, 2019 and 2020

FIGURE 1.5: YOU OFTEN SEE BUSINESSES WHOSE PRIMARY OBJECTIVE IS SOLVING SOCIAL PROBLEMS, 2017-2020



Note: indicator not reported on in 2016
Source: Qatar Adult Population Survey, 2017, 2018, 2019 and 2020

1.2 SOCIETAL ATTITUDES TOWARDS ENTREPRENEURSHIP ACROSS MENA

Table 1.1 compares the societal attitudes towards entrepreneurship indicators in Qatar with other MENA countries participating in GEM APS 2020. Societal attitudes towards entrepreneurship vary across the region and within each country. The adult population in Saudi Arabia is the most likely of all participating countries in the APS to believe that successful entrepreneurs have a high level of status and respect, and they garner substantial media attention. Overall, Qatar is ranked in 6th and 5th position respectively on these societal attitude indicators.

The adult population in Saudi Arabia is also the most likely of the MENA benchmarked countries to consider entrepreneurship a good career choice, whereas Iran is least likely to hold this view. Less than half the adult population in Iran (47.3%) feel entrepreneurship is a good career choice. The adult population in the UAE is the most likely of the MENA countries to prefer equal living standards for all and to believe that many businesses primarily aim to solve social problems, whereas Oman, Iran, and Morocco are least likely to agree with these societal values.

TABLE 1.1: SOCIETAL VALUES ABOUT ENTREPRENEURSHIP IN MENA COUNTRIES, 2020

	Good career choice		High status to successful entrepreneurs		Media attention for entrepreneurship		People prefer an equal standard of living for all		Often see businesses that aim to solve social problems	
	Score	Rank/35	Score	Rank/35	Score	Rank/35	Score	Rank/34	Score	Rank/31
Qatar	**81.3**	**8**	**88.3**	**6**	**82.0**	**5**	**68.3**	**12**	**53.5**	**7**
Egypt	71.5	16	75.7	21	71.4	15	73.9	8	50.6	9
Iran	47.3	34	94.3	2	65.3	21	65.3	16	41.9	18
Morocco	82.9	6	74.0	22	71.3	16	68.6	11	44.6	14
Kuwait	-		-		-		-		-	
KSA	93.7	2	95.1	1	92.9	1	-		-	
Oman	81.3	7	90.2	5	89.0	3	62.3	21	49.5	11
UAE	75.0	11	84.1	11	80.8	7	79.5	4	74.8	3

(-) Indicates the country did not participate in the societal values about entrepreneurship section of the APS 2020

Source: GEM Adult Population Survey 2020

SECTION 2.
SELF-PERCEPTIONS ABOUT ENTREPRENEURSHIP IN QATAR

For individual self-perceptions about entrepreneurship, GEM also asks people about entrepreneurial affiliations regarding whether they personally know someone who started a business or became self-employed in the past two years. Affiliations with entrepreneurs can provide role models by encouraging potential entrepreneurs to pursue their ambitions by starting a business and can offer mentorship.

GEM also asks people whether they see opportunities around them, which indicates whether there are favourable conditions in an environment to start new business ventures. also asks people whether they feel it is easy to start a business in the area where they live and whether they believe they have the necessary knowledge, skills, and experience to start a new business. This helps to determine the level of self-confidence people have in their abilities and the extent to which they feel they have the education and training required to transform a creative idea into a viable business.

Another indicator of self-perceptions centres on a fear of failure. This is measured according to those individuals who see opportunities in an environment but choose not to pursue the opportunity because they fear they may fail.

THE INDIVIDUAL SELF-PERCEPTIONS INDICATORS ARE SUMMARIZED BELOW:

Entrepreneurial affiliation:
Personally, know someone who started a business or became self-employed in the past two years?

Perceived opportunities:
In the next six months, will there be good opportunities for starting a business in the area where you live?

Perceived ease of starting a business:
In Qatar, is it easy to start a business?

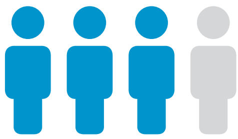
Perceived capabilities:
Do you have the knowledge, skills, and experience required to start a new business?

Fear of failure:
Would fear of failure prevent you from starting a business?

Entrepreneurial intention:
Are you, alone or with others, expecting to start a new business, including any type of self-employment, within the next three years?

2.1 SELF-PERCEPTIONS ABOUT
ENTREPRENEURSHIP IN QATAR

In **2020**, one in every two adults in Qatar personally knows someone who started a business or became self-employed in the past two years. Nearly half of the adults surveyed in the APS (**45.7%**) know at least two or more people who have recently started their own business. The percentage of adults in Qatar who personally know an entrepreneur has decreased from **62.4%** in 2019 down to **52.6%** (see Figure 2.1).



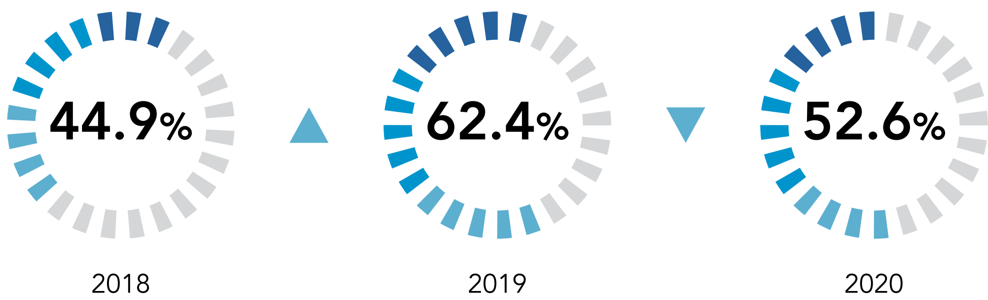
Around **three in four adults** in Qatar (**72.3%**) see good opportunities for starting a business within the next six months. A lower proportion of adults (**68.2%**) believe they have the knowledge, skills, and experience required to start a business. The number of people in Qatar who see good opportunities for starting a business within the next six months, and feel they have the capabilities to do so, has decreased from the previous year. The most substantial decrease can be observed with the indicator for perceived capabilities which has declined from **75.5%** in **2019** to **68.2%** in **2020** (see Figure 2.2).

Two-thirds of adults believe that it is easy to start a business in Qatar. The proportion of adults who hold this opinion has continued to trend upwards since **2017** to reach a high of **67.9%** in **2020** (see Figure 2.3)

Around **four in ten adults** who see good opportunities for entrepreneurship state that fear of failure would prevent them from starting a business. Fewer adults in **2020** state fear of failure as a barrier to starting a business compared to the previous year (see Figure 2.4).

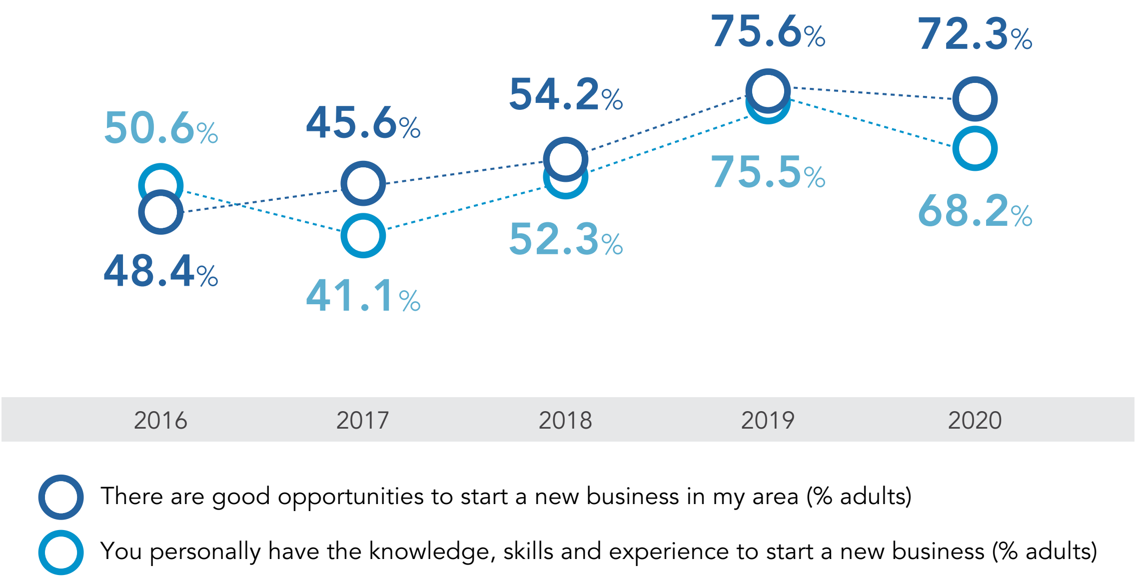
Qatar's entrepreneurial intentions rate continues to be relatively high, with just under half of the adult population who are currently not involved in entrepreneurial activity (**45.6%**) stating they expect to start a new business or be self-employed within the next three years. The proportion of the adult population in Qatar who are not involved in entrepreneurial activity and intend to start a business has trended upwards since **2017** to reach a high of **45.6%** in **2020** (see Figure 2.4). These results reflect the Government's efforts to drive entrepreneurship in the country and diversify the economy through the stimulation of the private sector.

FIGURE 2.1: ENTREPRENEURIAL AFFILIATIONS, 2018-2020



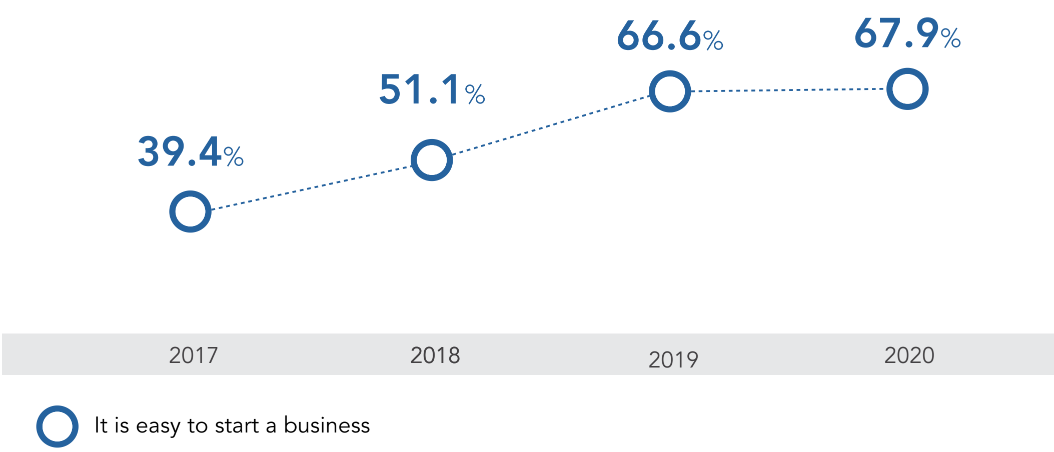
Source: Qatar Adult Population Survey 2018, 2019 and 2020

FIGURE 2.2: PERCEIVED OPPORTUNITIES AND CAPABILITIES, 2016-2020



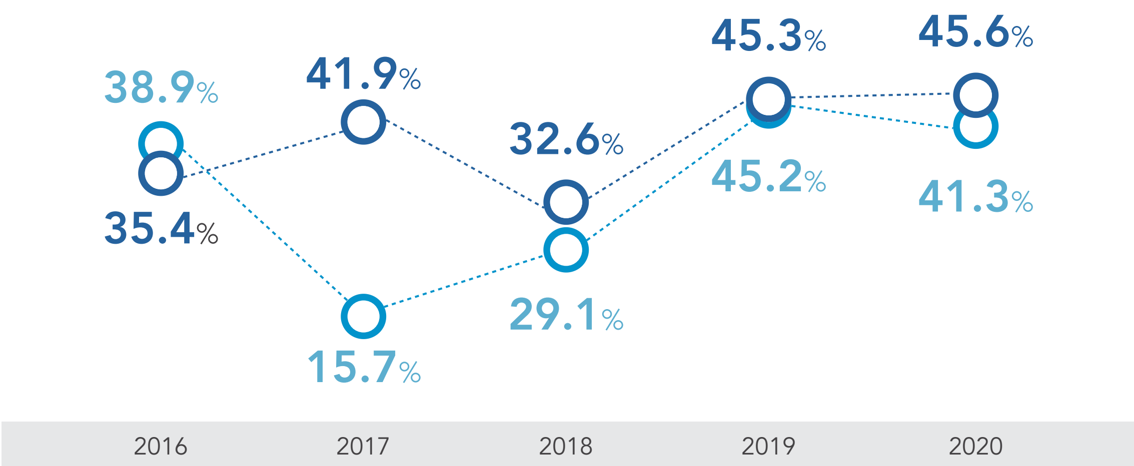
Source: Qatar Adult Population Survey, 2016, 2017, 2018, 2019 and 2020

FIGURE 2.3: PERCEIVED EASE OF STARTING A BUSINESS, 2017-2020



Note: Indicator not reported on in 2016
Source: Qatar Adult Population Survey, 2017, 2018, 2019 and 2020

FIGURE 2.4: ENTREPRENEURIAL INTENTIONS AND FEAR OF FAILURE (THOSE WHO SEE OPPORTUNITIES), 2016-2020



Expecting to start a new business, including any type of self-employment, within the next 3 years (% of adults not involved in EA)

There are good opportunities, but would not start a business for fear of failure (% adults)

Source: Qatar Adult Population Survey, 2016, 2017, 2018, 2019 and 2020

2.2 SELF-PERCEPTIONS ABOUT ENTREPRENEURSHIP ACROSS MENA

Table 2.1 compares the self-perception about entrepreneurship values in Qatar with other MENA countries participating in GEM APS 2020. The adult population in Oman is the second most likely of all participating countries in the APS to personally know someone who has started a business within the past two years. Qatar is ranked in 26th position overall on the indicator for entrepreneurial affiliations. In 2019, Saudi Arabia was ranked in first position overall on this indicator and has since dropped to 23rd position in 2020.

The adult population in Saudi Arabia is most likely of all participating countries in the APS to feel that there are good opportunities for starting a business in the area where they live and believe it is easy to start a business. Adults in Saudi Arabia are also the most likely of the MENA benchmarked countries to believe they have the capabilities to start an enterprise. However, they are most likely to state that fear of failure would prevent them from starting a business. Overall, the country is ranked in 2nd and 6th position respectively on the two indicators. Qatar is ranked in 26th position on the fear of failure

indicator out of the 43 participating countries in the APS. The adult population in Kuwait, Oman and Egypt who are currently not involved in entrepreneurial activity are the most likely of the benchmarked MENA countries to have intentions to start a new business within the next three years.

> "Iran is ranked in the lowest position on most self-perception indicators compared to the MENA benchmarked countries. The only exception is the perceived capabilities indicator, where Iran is ranked higher than the UAE, Egypt, Kuwait, Morocco and Oman. Overall, Iran is ranked the lowest of all participating economies in the APS on perceived opportunities and sits in the bottom three countries on the perceived ease of starting a business, fear of failure and entrepreneurial affiliation indicators."

TABLE 2.1: SELF-PERCEPTIONS ABOUT ENTREPRENEURSHIP IN MENA COUNTRIES, 2020

	Entrepreneurial affiliations		Perceived opportunities		Perceived ease of starting a business		Perceived capabilities		Fear of failure (opportunity)		Entrepreneurial intentions	
	Score	Rank/43	Score	Rank/43	Score	Rank/43	Score	Rank/43	Score	Rank/43	Score	Rank/43
Qatar	**52.6**	**26**	**72.3**	**8**	**67.9**	**12**	**68.2**	**11**	**41.3**	**26**	**45.6**	**13**
Egypt	34.9	39	65.7	9	61.6	18	56.1	26	41.6	=24	55.7	5
Iran	33.8	40	13.3	43	21.3	42	64.9	14	17.7	41	23.9	21
Morocco	42.3	35	57.3	=15	53.9	24	63.4	20	38.7	32	48.7	10
Kuwait	58.2	21	62.6	11	64.5	15	63.4	19	47.8	12	57.5	3
KSA	57.3	23	90.5	1	91.5	1	86.4	2	51.6	6	25.1	19
Oman	84.2	2	83.8	2	67.8	13	64.5	16	42.8	20	56.5	4
UAE	65.5	14	62.1	14	69.5	10	54.7	29	47.1	13	29.3	16

Note: Fear of Failure (based on those who see opportunities), Entrepreneurial Intentions (based on those not involved in EA)
An equal sign (=) indicates that the ranking position is tied with another economy or economies

Source: GEM Adult Population Survey 2020

SECTION 3.
ENTREPRENEURIAL TALENT IN QATAR

GEM measures the entrepreneurial potential of people in a society by asking the extent to which they agree or disagree with the following statements:

- You rarely see business opportunities, even if you are very knowledgeable in the area
- Even when you spot a profitable opportunity, you rarely act on it
- Other people think you are highly innovative
- Every decision you make is part of your long-term career plan

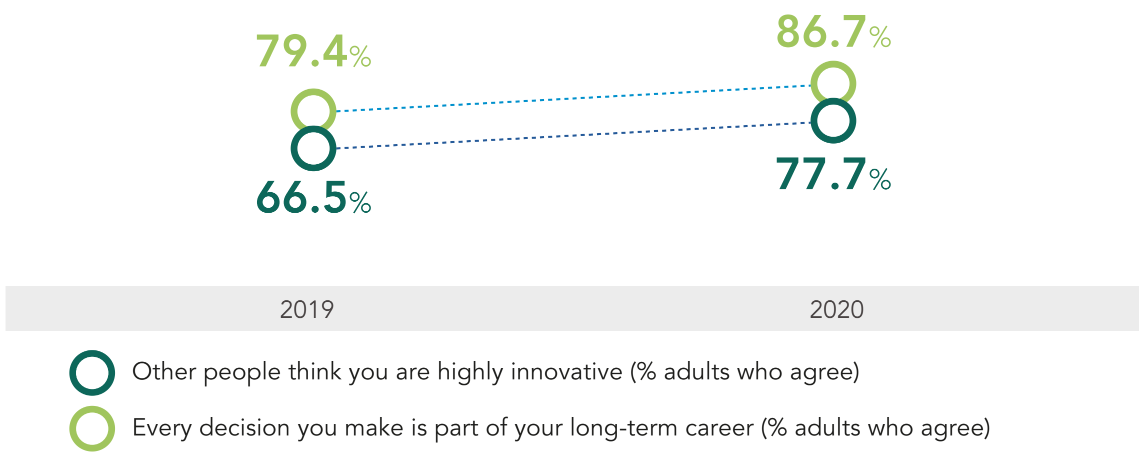
GEM considers that their individual disposition towards entrepreneurship influences a person's decision to start a business. The entrepreneurial talent indicators enable GEM to measure how likely people in a society are to have a positive disposition towards entrepreneurship by determining whether they are opportunistic, proactive, or creative, and whether they have a vision regarding their career plan.

3.1 ENTREPRENEURIAL TALENT IN QATAR

Most adults in Qatar (86.7%) agree[1] they have a long-term career plan, and each decision they make is directed towards achieving this plan. The proportion of adults who hold this opinion has increased from the previous year from 79.4% in 2019 up to 86.7% in 2020. Three-quarters of adults believe other people view them as highly innovative. The proportion of adults who perceive that others consider them highly innovative has also increased since 2019 from 66.5% up to 77.7% in 2020 (see Figure 3.1).

Consistent with 2019, half of the adult population in Qatar (50.2%) indicate that they do not have a positive disposition towards entrepreneurship and agree with the statement that they rarely see business opportunities. A higher proportion of adults agree that they rarely act on it even when they do see a profitable opportunity. The proportion of adults who hold this opinion has increased from 53.9% in 2019 to 56.7% in 2020 (see Figure 3.2).

FIGURE 3.1: INNOVATION AND LONG-TERM GOALS, 2019 & 2020

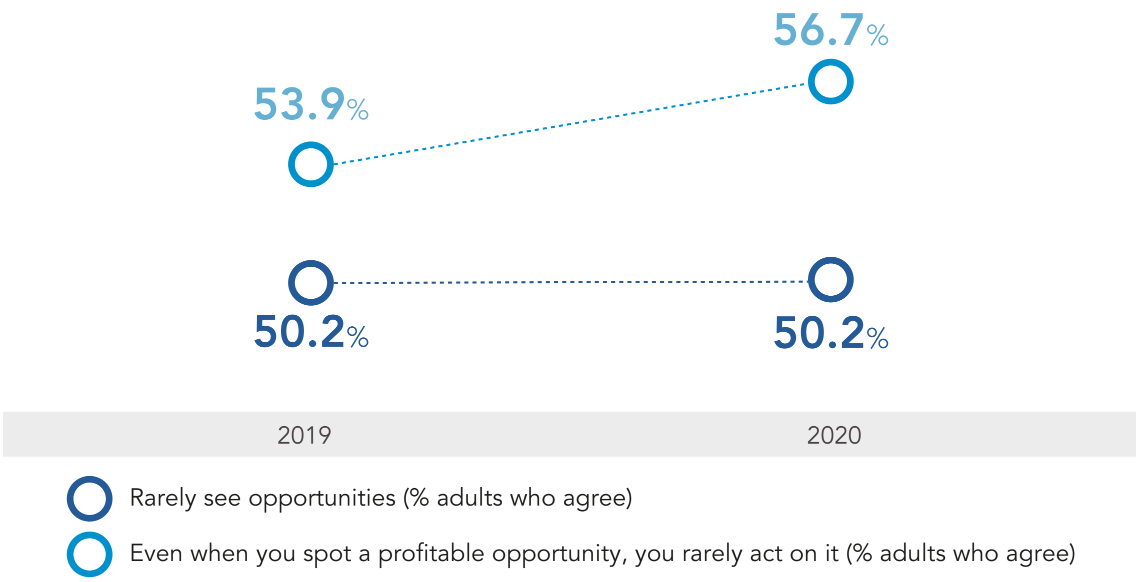


Note: % of adults agreeing that (a) other people think that you are highly innovative, and (b) every decision is part of a career plan

Source: Qatar Adult Population Survey 2019 and 2020

[1] Agree included both "somewhat agree" and "strongly agree"

FIGURE 3.2: OPPORTUNISM AND PROACTIVITY, 2019 AND 2020



Note: % of adults agreeing that (a) they rarely see business opportunities, and (b) even if they see an opportunity they rarely act on it

Source: Qatar Adult Population Survey 2019 and 2020

3.2 ENTREPRENEURIAL TALENT
ACROSS MENA

Table 3.1 compares the entrepreneurial talent indicators in Qatar with other MENA countries participating in GEM APS 2020. The adult population in Morocco and Qatar are most likely of the MENA benchmarked countries to make decisions according to their career plan.

Most adults in Morocco have a negative disposition towards entrepreneurship and rarely see business opportunities even if they are very knowledgeable in the area. Morocco is positioned in 6th place on the global ranking for this indicator. In comparison, Iran and Qatar record the lowest percentage of adults in the MENA region who agree with this statement, indicating a more positive societal disposition towards entrepreneurship in these countries.

The adult population in the UAE and Morocco are the most likely of the benchmarked MENA countries to believe that other people see them as innovative. Around two-thirds of adults in the UAE rarely act on opportunities, which ranks the country in top position within the benchmarked MENA region for this indicator.

TABLE 3.1: ENTREPRENEURIAL TALENT IN MENA COUNTRIES, 2020

	Rarely see business opportunities		Even if you see an opportunity, they rarely act on it		Other people think that you are highly innovative		Every decision you make is part of your long-term career plan	
	Score	Rank/30	Score	Rank/29	Score	Rank/29	Score	Rank/29
Qatar	**50.2**	**24**	**56.7**	**22**	**77.7**	**10**	**86.7**	**6**
Egypt	-		-		-		-	
Iran	37.4	30	32.1	29	73.6	16	71.8	22
Morocco	72.4	6	58.9	19	81.6	5	87.7	5
Kuwait	-		-		-		-	
KSA	-		-		-		-	
Oman	53.2	22	53.0	25	74.7	14	82.3	10
UAE	57.5	18	64.2	12	82.1	4	82.5	9

Note: % of adults agreeing that (a) other people think that you are highly innovative, (b) every decision is part of a career plan, (c) they rarely see business opportunities, and (d) even if they see an opportunity they rarely act on it

Only 30 of the participating countries have reported the score for the opportunism indicator "Rarely see business opportunities" and only 29 of the participating countries have reported the scores for the indicators "Even if you see an opportunity, they rarely act on it", "Other people think that you are highly innovative", and "Every decision you make is part of your long-term career plan".

Source: GEM Adult Population Survey 2020

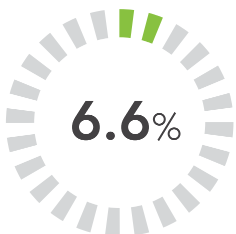
SECTION 4.
ENTREPRENEURIAL ACTIVITY IN QATAR

4.1 EARLY-STAGE ENTREPRENEURIAL ACTIVITY IN QATAR

GEM conceptualises entrepreneurship as a continuous process that includes nascent entrepreneurs involved in setting up a business, entrepreneurs who own and manage a new business, and entrepreneurs who own and manage an established business. In addition, **GEM** assesses the rate and nature of business discontinuations.

The central indicator of **GEM** is the Total Early-stage Entrepreneurial Activity (**TEA**) rate, which is the percentage of the adult population between the ages of 18 and 64 years who are in the process of starting a business or have already started a business which is less than 42 months old. The **TEA** Index consists of two groups of entrepreneurs: nascent entrepreneurs and new business owners. Nascent entrepreneurs are those who have committed resources to start a business but have not yet paid salaries, or any other payments, including to the founders for three months or more. New business owners have started a new business since January 2017 and have paid salaries for at least three months. These entrepreneurs at least part own and manage the new business. Measuring these two types of entrepreneurs is important, as it provides the level of early-stage activity that will be transformed into established businesses.

In **2020 11.2%** of the adult population in Qatar report to be in the early stages of starting a business that is less than four months old (**nascent entrepreneurs**)

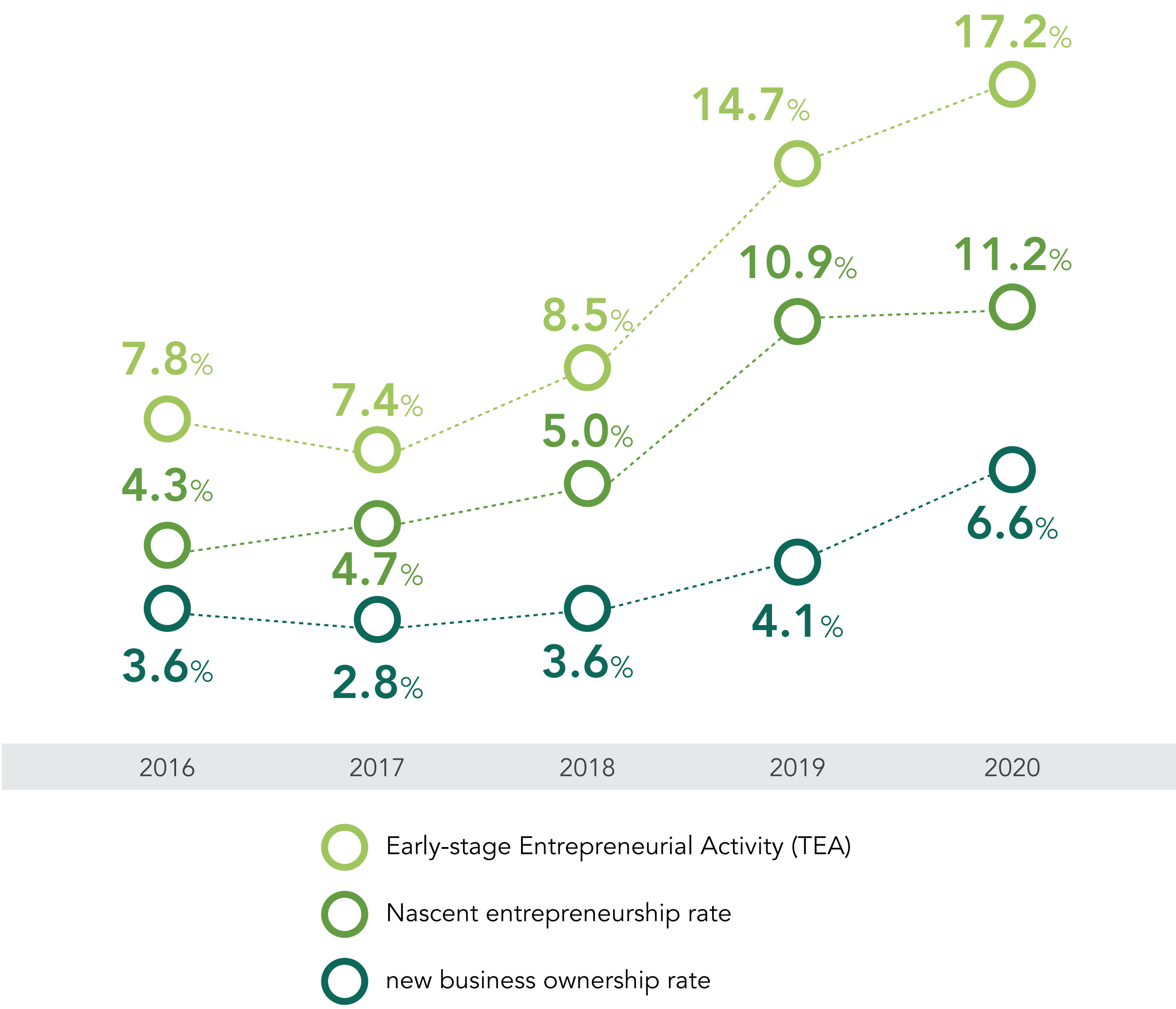


and **6.6%** report to be **operating a new business**.

The proportion of adults involved in the nascent and new business stages shows that a total of 17.2% of Qatar's adult population is involved in early-stage entrepreneurial activity in 2020 (see Figure 4.1). The main reason motivating adults to start a new business is to generate great wealth or a high income (mentioned by 77.5% of early-stage entrepreneurs). Over half of early-stage entrepreneurs (56.6%) mention job scarcity as a motivation for starting a business, a decrease from 62.2% in 2019.

Figure 4.1 also shows how Qatar ranks on the TEA Index's performance over the past five years, from 2016 to 2020. Qatar has experienced a steady increase in early-stage entrepreneurship since 2017. In 2020, Qatar's overall ranking for TEA is above the median for **GEM** (14.5%) and has continued to trend upwards since 2017.

FIGURE 4.1: EARLY-STAGE ENTREPRENEURIAL ACTIVITY IN QATAR, 2016-2020



Source: Qatar Adult Population Survey, 2016, 2017, 2018, 2019 and 2020

4.2 ESTABLISHED BUSINESSES
IN QATAR

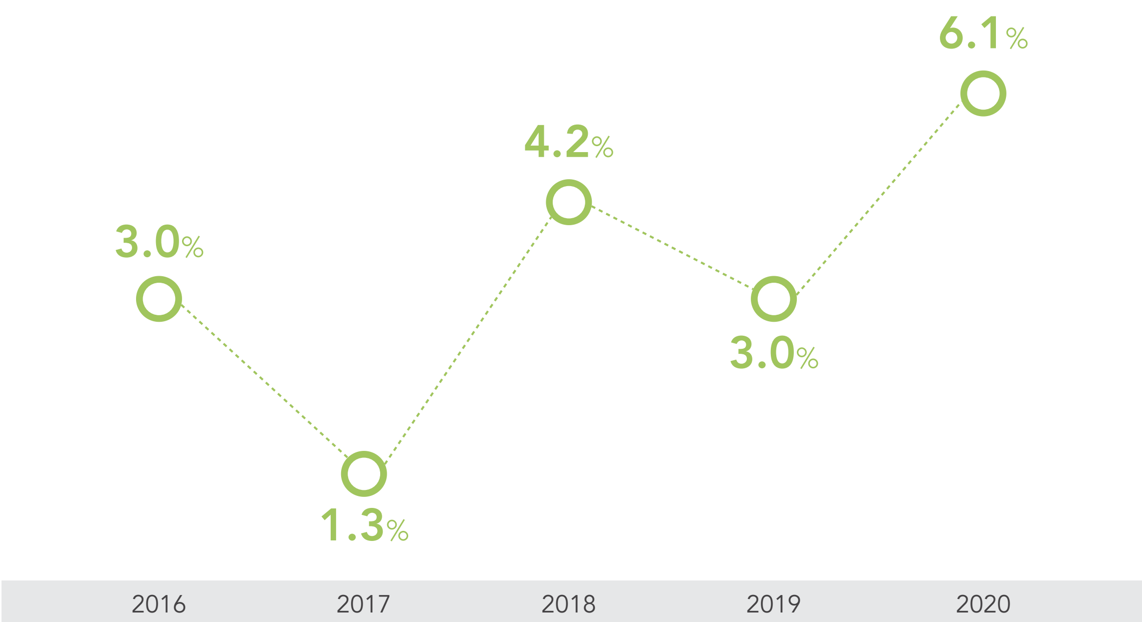
Information on the level of established businesses is important, as it provides some indication of the sustainability of entrepreneurship in an economy. These businesses have moved beyond the nascent and new business phases and contribute to a country's economy through the ongoing **introduction of new products and processes and a more stable base of employment.**

The **GEM** survey is a point-in-time snapshot of entrepreneurial and business activity around the world. It provides a means through which the level of mature business activity relative to new business activity can be examined.

> **GEM** defines **established businesses** as those that have been in operation for more than **42 months**.

In **2020**, **6.1%** of the adult population report to be operating an established business in Qatar, double the rate recorded in 2019 (see Figure 4.2).

FIGURE 4.2: ESTABLISHED BUSINESS OWNERSHIP RATE IN QATAR (MORE THAN 42 MONTHS IN THE MARKET), 2016-2020



Source: Qatar Adult Population Survey, 2016, 2017, 2018, 2019 and 2020

4.3 SECTOR DISTRIBUTION
OF ENTREPRENEURIAL ACTIVITY

The **GEM** APS classifies entrepreneurial activity into four broad sectors:

Extractive, including agriculture and mining;

Transformative, including manufacturing and logistics;

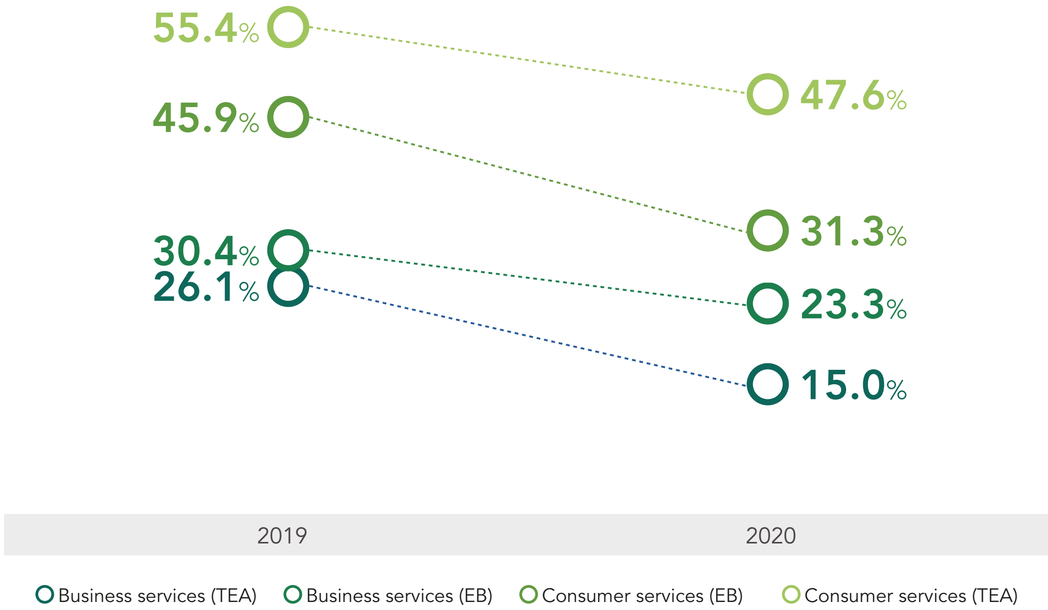
Business Services, including ICT and professional services;

and **Consumer Services**, including retailing, restaurants, and personal services.

In 2020, most of the established businesses are within the transformative sector (43.6%). This is a shift from the previous year, where most established businesses reported to be in the consumer services and business services sectors. In 2020, the proportion of early-stage entrepreneurs and established business owners operating in the consumer and business services sector has decreased from 2019 (see Figure 4.3).

Saudi Arabia records the highest percentage of TEA in the transformative sector in the benchmarked MENA region and has the lowest TEA percentage in the consumer services and extractive sectors. Qatar has an above-average percentage of TEA in the consumer services sector compared to the MENA benchmarked countries and is below the average in the remaining three industry sectors and, in particular, the transformative sector.

FIGURE 4.3: BUSINESS SERVICES AND CONSUMER SERVICES AS % TEA AND EB IN QATAR, 2019 & 2020



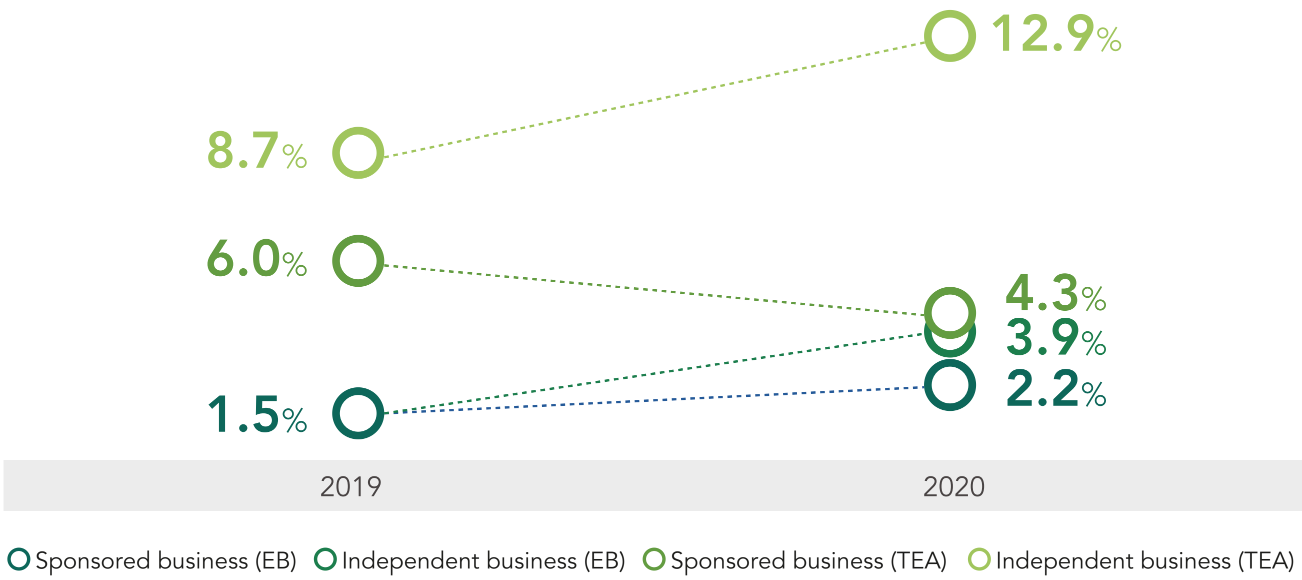
Source: Qatar Adult Population Survey 2019 and 2020

4.4 BUSINESS OWNERSHIP

The **GEM APS** business ownership identifies whether enterprises have been established autonomously or independently of a larger business or sponsored through shared ownership with the individual's employer. Figure 4.4 shows that the proportion of sponsored TEA and established businesses in Qatar. In 2020, 4.3% of early-stage entrepreneurs are sponsored, which means one in every 23 entrepreneurs starting or running a new business is sponsored by their employer. This compares to a much lower 2.2% of established businesses that are under their employer's sponsorship. The proportion of sponsored TEA has decreased from 6% in 2019. The level of independent early-stage entrepreneurship in Qatar is triple that of sponsored entrepreneurship, at 12.9% (a substantial increase from 8.7% in 2019). In comparison, 3.9% of established businesses are independent (increasing from 1.5% in 2019).

In Qatar, most entrepreneurs operate their business in a partnership. Consistent with 2019, those who have recently started a business are more likely to be part-owners than those who have been in business for a longer period (63.4% and 55.6%, respectively). In 2020, eight in ten business owners who are in a commercial partnership hold between 25% to 75% share of their enterprise. A third of early-stage entrepreneurs (36.6%) and 44.4% of established business owners report having full ownership of their business.

FIGURE 4.4: SPONSORED AND INDEPENDENT AS % TEA AND EB IN QATAR, 2019 & 2020



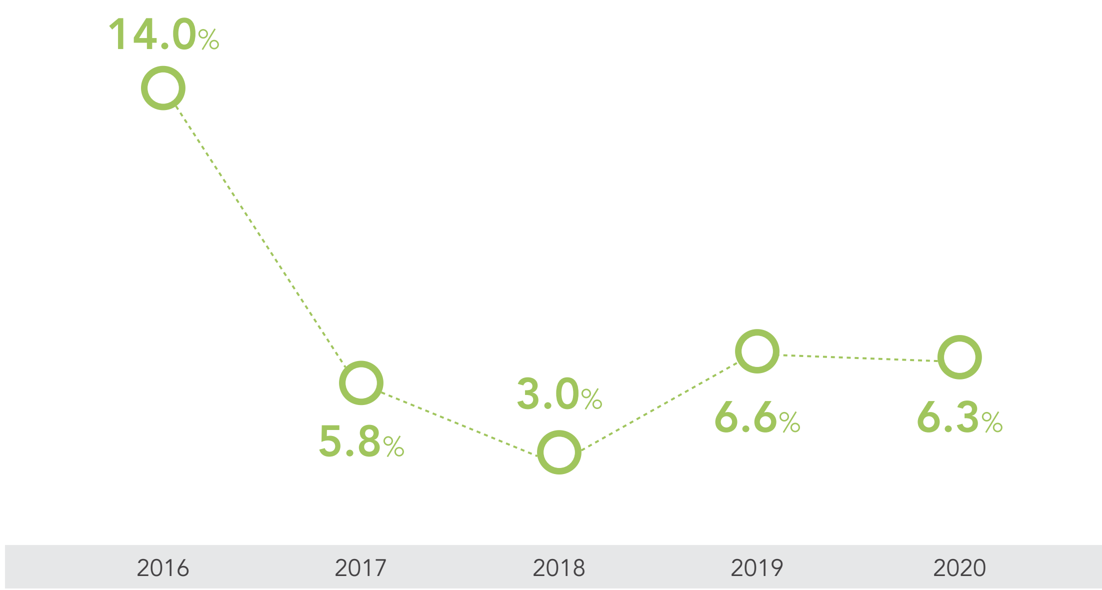
Source: Qatar Adult Population Survey 2019 and 2020

4.5 BUSINESS DISCONTINUANCE
IN QATAR

As well as high levels of entrepreneurship in Qatar, many owner-managers also exit a business each year. These businesses may continue, for example, when a business is sold or when it is passed on to a family member, or they may discontinue. Information on the rate of business discontinuance is another indicator of the sustainability of entrepreneurship in an economy. In Qatar, 6.3% of the adult population report they have recently exited a business that was discontinued. A further 1.4% of adults surveyed report they have exited the business, but the commercial activities have not stopped completely. In 2020, the COVID-19 pandemic is the main reasons cited for discontinuing a business, followed by a lack of profitability (mentioned by 33.3% and 26.3% of exits, respectively).

Figure 4.5 shows a steady decline in the proportion of businesses that have been discontinued from 2016 to 2020. Following a sharp increase in the discontinuance rate in 2019, the rate has started to trend downwards, falling slightly from 6.6% in 2019 down to 6.3% in 2020.

FIGURE 4.5: DISCONTINUATION OF BUSINESSES IN QATAR, 2016-2020

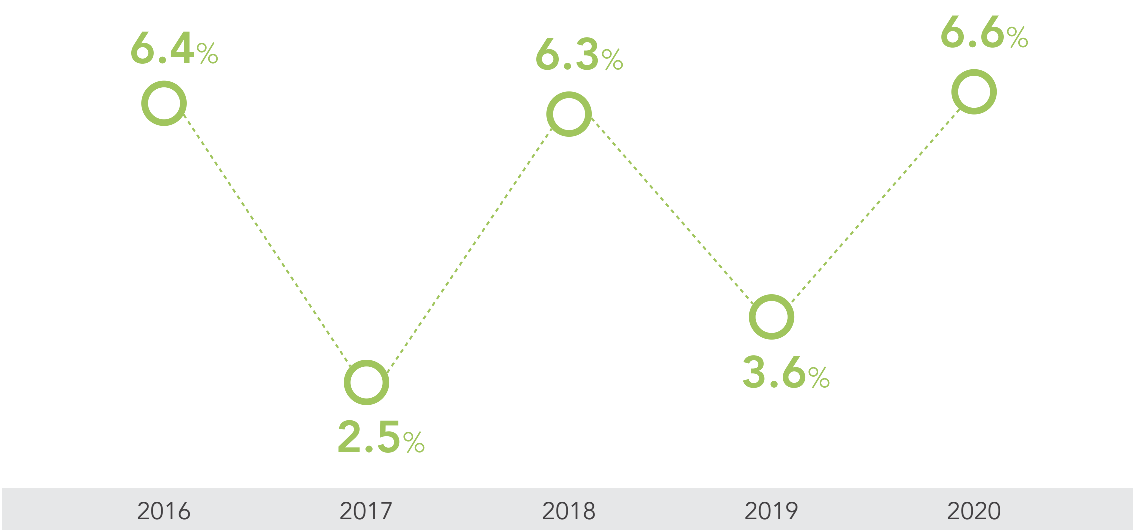


Source: Qatar Adult Population Survey, 2016, 2017, 2018, 2019 and 2020

4.6 ENTREPRENEURIAL EMPLOYEE ACTIVITY IN QATAR

A total of 6.6% of employees report they have been involved in developing new activities for their primary employer, such as launching new goods or services, setting up a new business unit, establishment, or subsidiary within the past three years. GEM considers that Entrepreneurial Employee Activity (EEA) accounts for a substantial portion of entrepreneurial activity within innovative-driven economies like Qatar. Figure 4.6 shows the trend data for EEA. Entrepreneurial Employee Activity has nearly doubled since 2019 from 3.6% to 6.6% in 2020.

FIGURE 4.6: ENTREPRENEURIAL EMPLOYEE ACTIVITY (EEA) IN QATAR, 2016-2020



Source: Qatar Adult Population Survey, 2016, 2017, 2018, 2019 and 2020

ENTREPRENEURIAL

AND BUSINESS ACTIVITY ACROSS MENA

Table 4.1 shows the entrepreneurial and business activity by each phase across the MENA region and compares Qatar to other MENA countries participating in **GEM APS 2020.**

The **highest** TEA rates in the MENA region can be found in the high-income economies of **Kuwait, Saudi Arabia and Qatar. Qatar** is ranked in **13th** position overall on the TEA out of the MENA benchmarked countries participating in the 2020 APS. Morocco and Iran report the lowest rates of early-stage entrepreneurship in the region.

> **Kuwait and Qatar** report the **highest nascent entrepreneurship rate** of the MENA countries, which indicates the countries have taken new initiatives to encourage their residents to start businesses. Kuwait is ranked **10th**, and Qatar in **11th** position overall on this indicator.
>
> In comparison, Qatar is ranked in **16th** position on the new business ownership rate overall and sits behind the **UAE, Kuwait, Saudi Arabia, and Egypt** on this indicator.

Iran has the highest rate of businesses that have been operating for more than **42 months** in the region and is ranked in **4th** position overall. Compared to its neighbouring countries, Qatar performs relatively well on the established business ownership indicator with a rate of **6.1%** and is ranked in **25th** position overall.

The rate of business discontinuation is high within **Kuwait, Egypt, and Oman**, as all are ranked in the top ten economies overall on this indicator. Iran reports the lowest rate of business discontinuation out of the **43** countries participating in the APS (**3.2%**) and is ranked in **22nd** position on this indicator. Qatar has a business discontinuance rate of **6.3%** and is ranked in equal **11th** position overall.

Entrepreneurship among employees of existing organisations is most prevalent in Qatar compared to the **43** countries participating in the APS. Employee entrepreneurship is less likely to occur in organisations in **Egypt, Morocco, Iran, and Oman.**

TABLE 4.1: RATES OF ENTREPRENEURSHIP ACTIVITY IN MENA COUNTRIES, 2020

	Nascent entrepreneurship rate		New business ownership rate		Early-stage entrepreneurial activity (TEA)		Established business ownership rate		Entrepreneurial employee activity (EEA)		Discontinuation of businesses	
	Score	Rank/43	Score	Rank/43	Score	Rank/43	Score	Rank/43	Score	Rank/43	Score	Rank/43
Qatar	**11.2**	**11**	**6.6**	**16**	**17.2**	**13**	**6.1**	**=25**	**6.6**	**1**	**6.3**	**=11**
Egypt	4.9	28	6.7	=14	11.3	23	5.2	31	0.2	=41	8.8	6
Iran	4.2	31	3.8	=27	8.0	=31	14.5	4	0.8	=31	3.2	22
Morocco	3.0	39	4.1	26	7.1	36	6.8	19	0.5	38	5.6	=14
Kuwait	11.3	10	8.6	9	19.2	11	5.9	=28	6.0	=6	9.2	5
KSA	10.8	12	6.7	=14	17.3	12	5.1	=32	1.1	=28	5.6	=14
Oman	10.4	=14	5.9	18	16.0	14	2.5	=41	0.8	=31	8.1	7
UAE	7.3	21	8.8	8	15.4	=17	2.5	=41	1.7	=23	4.6	17

An equal sign (=) indicates that the ranking position is tied with another economy or economies

Source: GEM Adult Population Survey 2020

SECTION 5.
MOTIVATIONS AND ASPIRATIONS: WHY DO PEOPLE START A BUSINESS IN QATAR?

There are many reasons motivating entrepreneurs to start a business. Some of these reasons include striving to make a difference, seeking higher income and wealth, achieving greater flexibility and work-life balance, continuing a family tradition, or seeking alternative job options.

In the 2019 and 2020 GEM APS, respondents actively engaged in starting or running a business were asked the extent to which they agree or disagree with the following statements regarding their motivations for starting a business:

- To make a difference in the world
- To build great wealth or very high income
- To continue a family tradition
- To earn a living because jobs are scarce

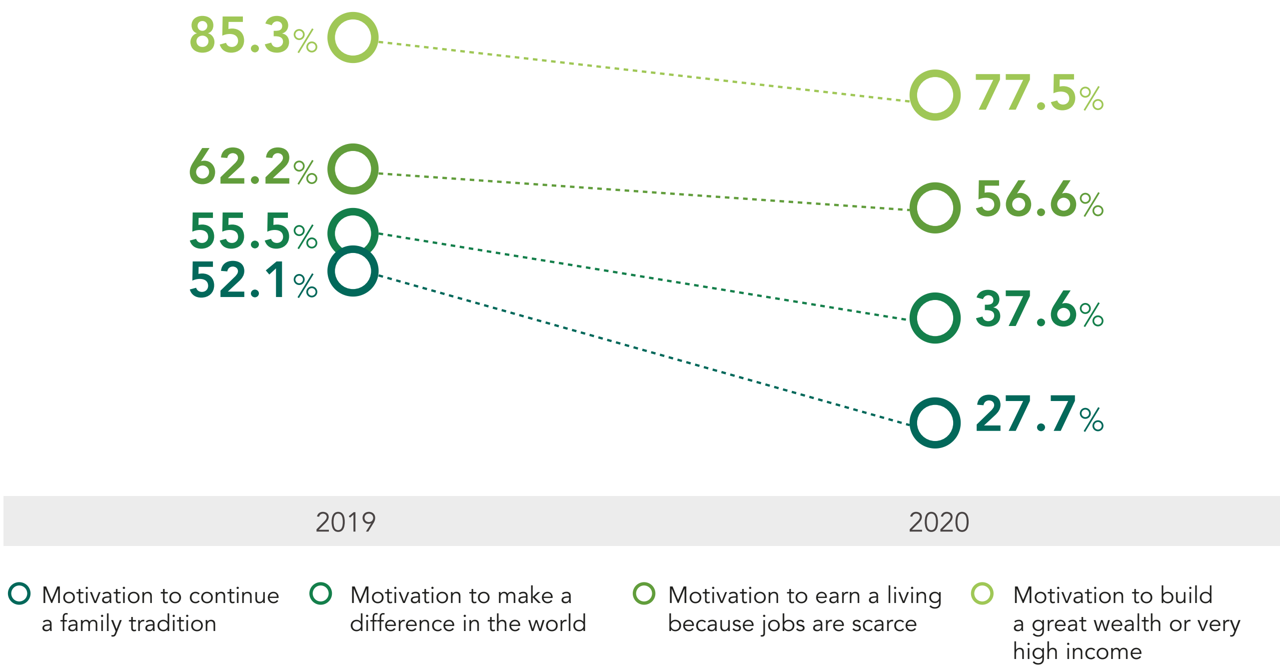
5.1 MOTIVATIONS AND ASPIRATIONS IN QATAR

Early-stage entrepreneurs in Qatar are more motivated to start a business to make a difference in the world than entrepreneurs who have an established business. Over a third of those engaged in TEA (**37.6%**) agree[2] with the motivational statement "To make a difference in the world" compared to a slightly lower **33.3%** of those involved in EBs. The proportion of entrepreneurs who are motivated to start a business to make a difference has decreased since 2019 (see Figures 5.1 and 5.2).

Many of Qatar's entrepreneurs start purpose-driven businesses to build great wealth or a very high income. More than two-thirds of entrepreneurs in Qatar (**77.5%** TEA and **68.2%** EB) agree with the motivational statement, "To build great wealth or very high income." This motivation continues to hold the highest share of TEA and EB in Qatar.

Over a quarter of those engaged in TEA and EB agree with the motive "To continue a family tradition" (**27.7%** and **35.7%**, respectively). Over half of early-stage entrepreneurs (56.6%) and 45% of established business owners in Qatar agree they started a business to earn a living because jobs are scarce. The proportion of entrepreneurs who agree with each of the four motivations as reasons for starting a business has declined since 2019 (see Figures 5.1 and 5.2).

FIGURE 5.1: MOTIVATIONS AND ASPIRATIONS OF TEA IN QATAR (SOMEWHAT/ STRONGLY AGREE AS %), 2019 & 2020

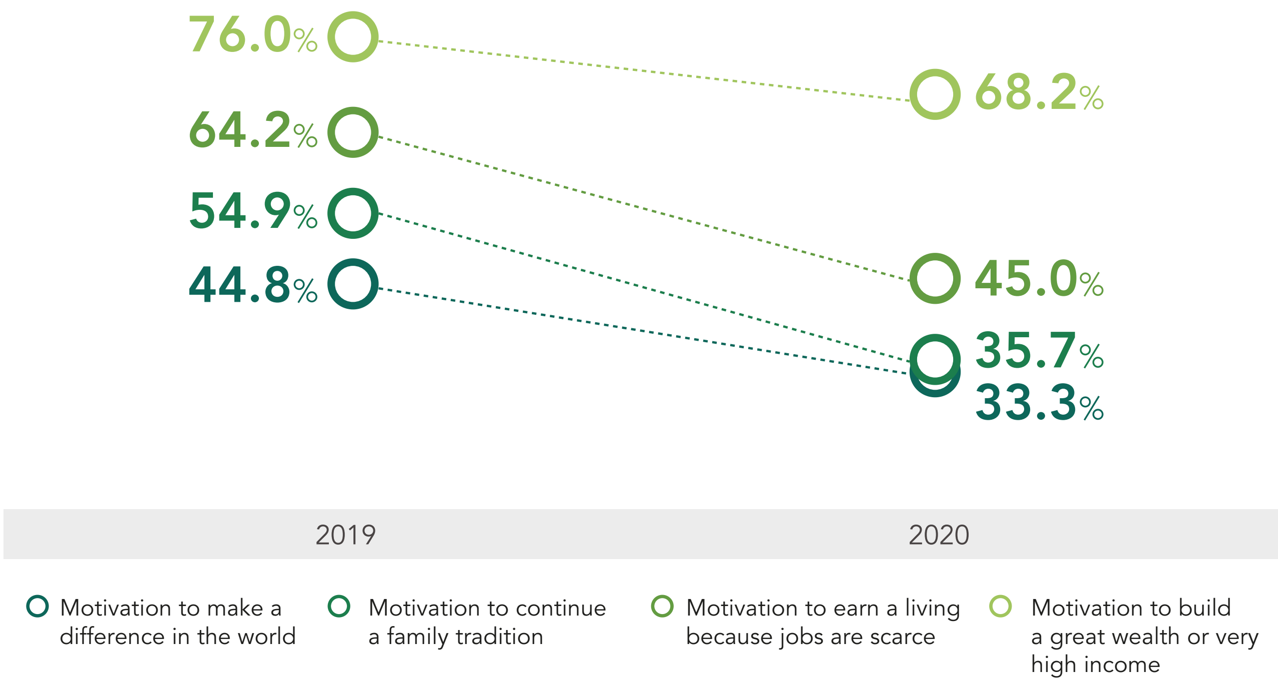


Note: somewhat agree/strongly agree as % TEA that (a) motivation to make a difference in the world, (b) motivation to build great wealth or very high income, (c) motivation to continue a family tradition, and (d) motivation to earn a living because jobs are scarce

Source: Qatar Adult Population Survey 2019 and 2020

[2] Agree includes both "somewhat agree" and "strongly agree"

FIGURE 5.2: MOTIVATIONS AND ASPIRATIONS OF EB IN QATAR (SOMEWHAT/STRONGLY AGREE AS %), 2019 & 2020



Note: somewhat agree/strongly agree as % EB that (a) motivation to make a difference in the world, (b) motivation to build great wealth or very high income, (c) motivation to continue a family tradition, and (d) motivation to earn a living because jobs are scarce

Source: Qatar Adult Population Survey 2019 and 2020

5.2 MOTIVATIONS AND ASPIRATIONS ACROSS MENA

The proportion of those engaged in TEA who agree with the motive **"To make a difference in the world"** varies across MENA countries. Half of the early-stage entrepreneurs in Saudi Arabia and the UAE agree they were motivated to start a business to make a difference in the world, compared to only one in ten in Morocco. Most early-stage entrepreneurs in Oman (89.8%) and Saudi Arabia (89.5%) agree they were motivated to start a business to earn a living because **jobs are scarce**. This motivation has the highest share of TEA in Saudi Arabia, Morocco, and Oman.

Many early-stage entrepreneurs in the MENA region start purpose-driven businesses to **build great wealth or a very high income**. This motivation has the highest share of TEA in Qatar, Egypt, Iran, Kuwait, and the UAE.

Responses to the motive **"To continue a family tradition"** also vary considerably across the MENA region. One in five early-stage entrepreneurs in Iran and around one in two in Saudi Arabia, Oman, and the UAE agree with this motive (see Table 5.1).

TABLE 5.1: MOTIVATIONS AND ASPIRATIONS OF TEA IN MENA, 2020

	To make a difference in the world		To build great wealth or a very high income		To continue a family tradition		To earn a living because jobs are scarce	
	Score	Rank/43	Score	Rank/43	Score	Rank/43	Score	Rank/43
Qatar	**37.6**	**27**	**77.5**	**9**	**27.7**	**21**	**56.6**	**=28**
Egypt	49.2	15	62.9	19	38.1	10	54.0	31
Iran	30.1	35	88.9	3	19.0	36	64.8	26
Morocco	11.8	41	45.2	32	21.4	30	72.8	18
Kuwait	40.1	22	76.0	11	30.6	18	59.6	28
KSA	60.8	9	86.9	4	53.2	3	89.5	=3
Oman	47.9	16	82.2	7	48.9	4	89.8	2
UAE	52.4	13	77.7	8	47.6	5	74.7	15

Note: somewhat agree/strongly agree as % TEA that (a) motivation to make a difference in the world, (b) motivation to build great wealth or very high income, (c) motivation to continue a family tradition, and (d) motivation to earn a living because jobs are scarce

An equal sign (=) indicates that the ranking position is tied with another economy or economies

Source: GEM Adult Population Survey 2020

SECTION 6.
IMPACT CHARACTERISTICS OF ENTREPRENEURSHIP IN QATAR

GEM provides a comprehensive set of indicators that characterise entrepreneurship and how entrepreneurs influence society. Section 6 reviews the impact entrepreneurs have by introducing innovations into their societies, creating jobs, competing internationally, contributing to the growth of industries and financing businesses.

6.1 JOB GROWTH
EXPECTATIONS

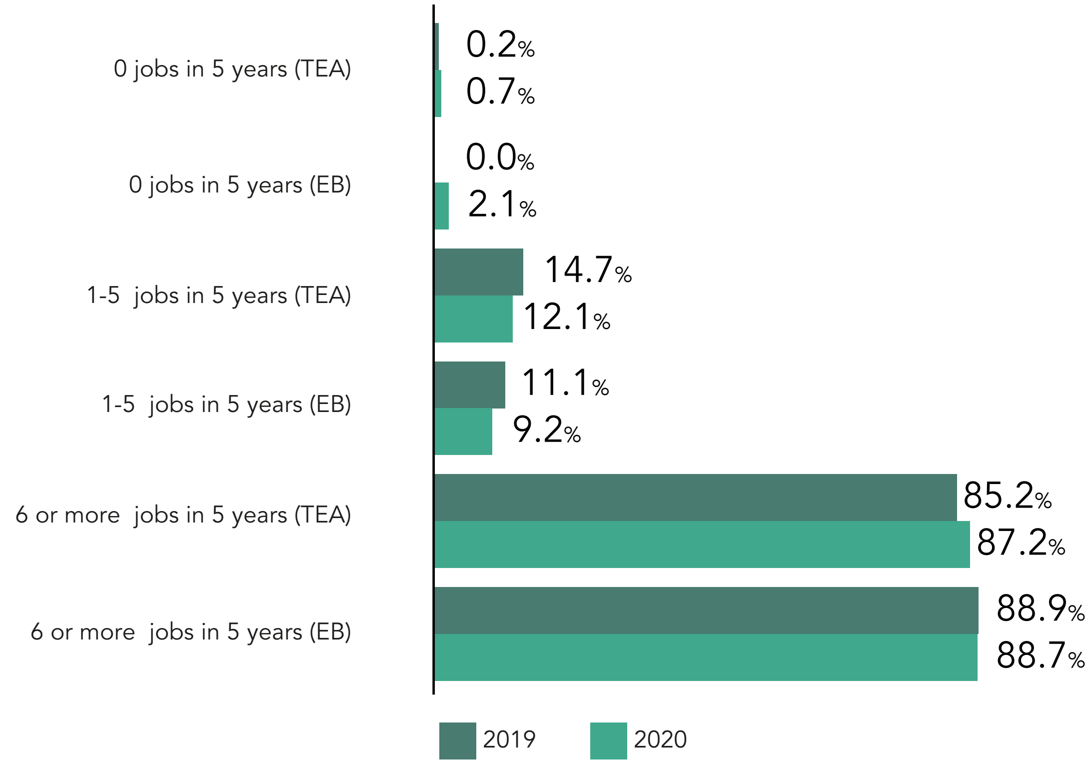
GEM measures job-creation forecasts by asking early-stage entrepreneurs and established business owners how many employees (excluding partners and owners) they currently employ and how many they expect to employ over the next five years. The difference between current and expected employees indicates growth expectations. Entrepreneurs who are expecting to employ six or more people are considered medium to high-growth-orientated entrepreneurs.

Entrepreneurial activity comprises businesses ranging from those with no employees or just a few employees to those employing hundreds of people. In 2020, nascent entrepreneurs employ an average of **1.2** people, and **new business** owners employ an average of **21.8** people to help operate their business. **Established business** owners in Qatar employ an average of **55.5** employees.

Many nascent entrepreneurs and new business owners in Qatar expect to become an employer within the next five years, with **12.1%** of early-stage entrepreneurs projecting to create between one and five jobs in the next five years. This compares to **9.2%** of established business owners. Consistent with the previous year, in 2020, over eighty per cent of early-stage entrepreneurs and established businesses expect to experience high growth and create more than five job positions in the future (see Figure 6.1).

In the **MENA** region, the UAE, Qatar, and Saudi Arabia have the highest percentage of medium to high-growth-orientated entrepreneurs who anticipate **six or more hires** within the next five years (79.2%, 71.9% and 65.2%, respectively). **Qatar** performs **above** the MENA average on this indicator for TEA.

FIGURE 6.1: JOB GROWTH EXPECTATIONS AMONG EARLY-STAGE ENTREPRENEURS AND ESTABLISHED BUSINESSES, 2019 & 2020



Source: Qatar Adult Population Survey 2019 and 2020

6.2 INTERNATIONALIZATION

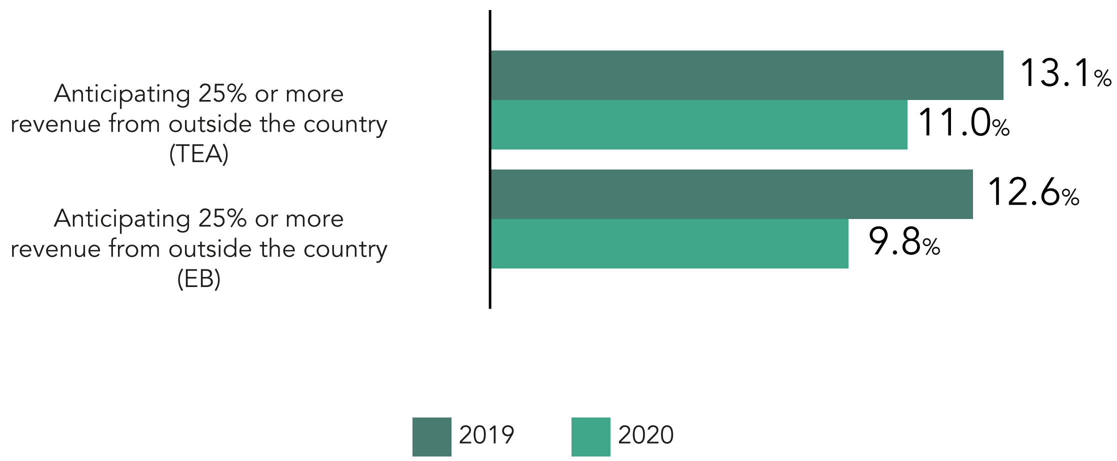
> Entrepreneurs are considered 'international' by GEM when **25%** or more of their sales are from customers outside their economies. Economies rely on entrepreneurs who have the ambition and capabilities to sell internationally.

In 2020, most nascent entrepreneurs and new business owners in Qatar have a domestic orientation in that they expect revenues to come from local customers rather than international customers. Around nine in ten entrepreneurs expect not to receive any revenue from customers located outside of Qatar. Qatar's entrepreneurs continue to display low levels of strong international orientation, with **11%** of early-stage entrepreneurs and **9.8%** of established businesses reporting that **25%** or more of their revenue is from **international sales**. The proportion of entrepreneurs who anticipate receiving at least a quarter of their revenue from outside of Qatar has decreased since 2019 (see Figure 6.2).

Consistent with the **previous year**, most entrepreneurs in Qatar have only local or national customers. One in five early-stage entrepreneurs (**24.7%**) and established business owners (**24.2%**) have customers **outside Qatar**, a slight increase since 2019 (see Figure 6.3).

The economies in the **MENA region** with a high level of international entrepreneurship among early-stage entrepreneurs (**25%** or more of their sales are to i**nternational customers**) are the **UAE (19%), Kuwait (12.9%) and Qatar (11%)**. While Qatar has experienced a decline in its international orientation, the country performs above the MENA average on this indicator.

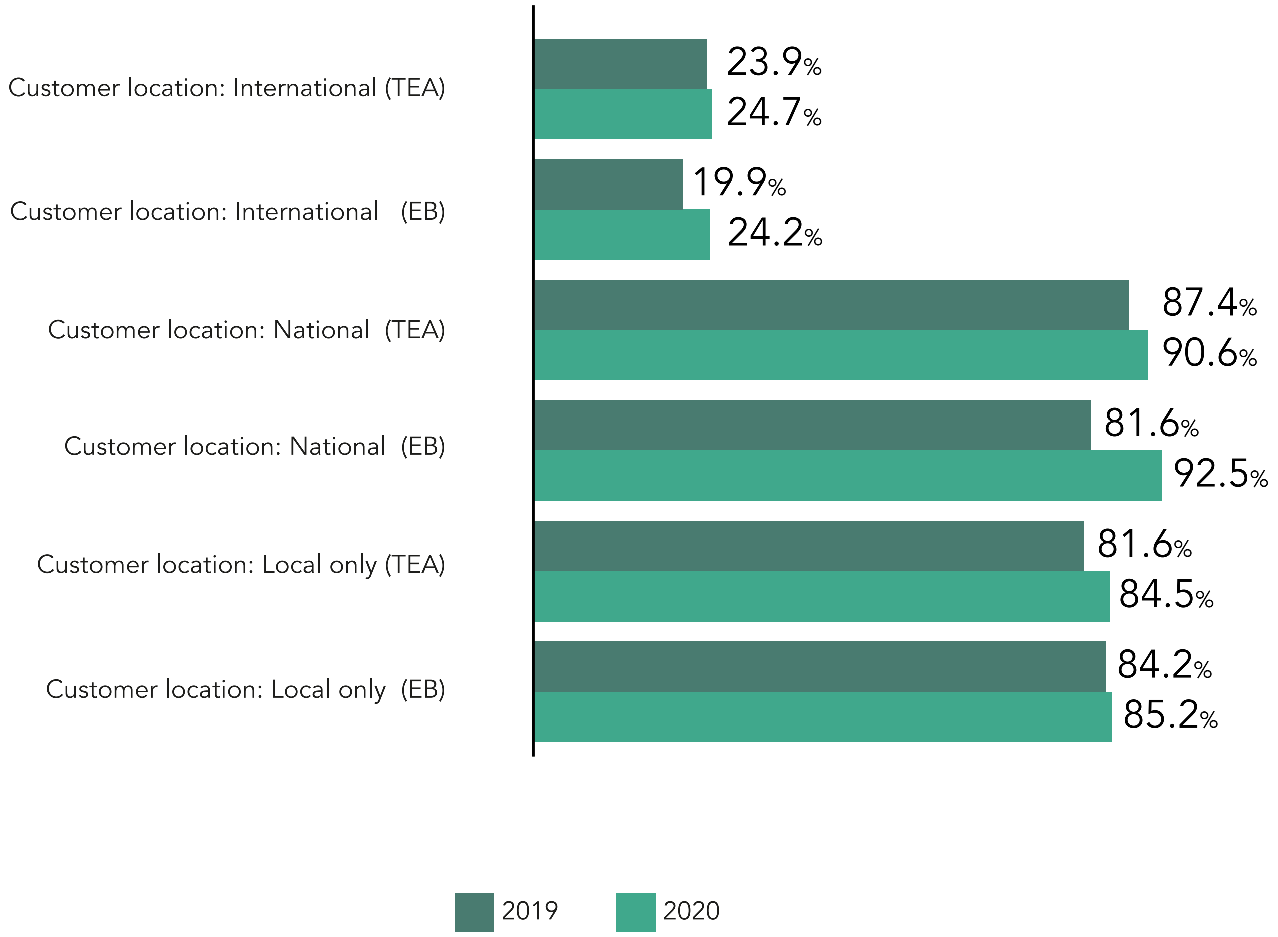
FIGURE 6.2: INTERNATIONAL ORIENTATION OF TEA AND EB, 2019 & 2020



Note: The percentage of early-stage entrepreneurs and established business owners anticipating 25% or more of revenue from outside their country

Source: Qatar Adult Population Survey 2019 and 2020

FIGURE 6.3: BUSINESS SCOPE OF TEA AND EB, 2019 & 2020



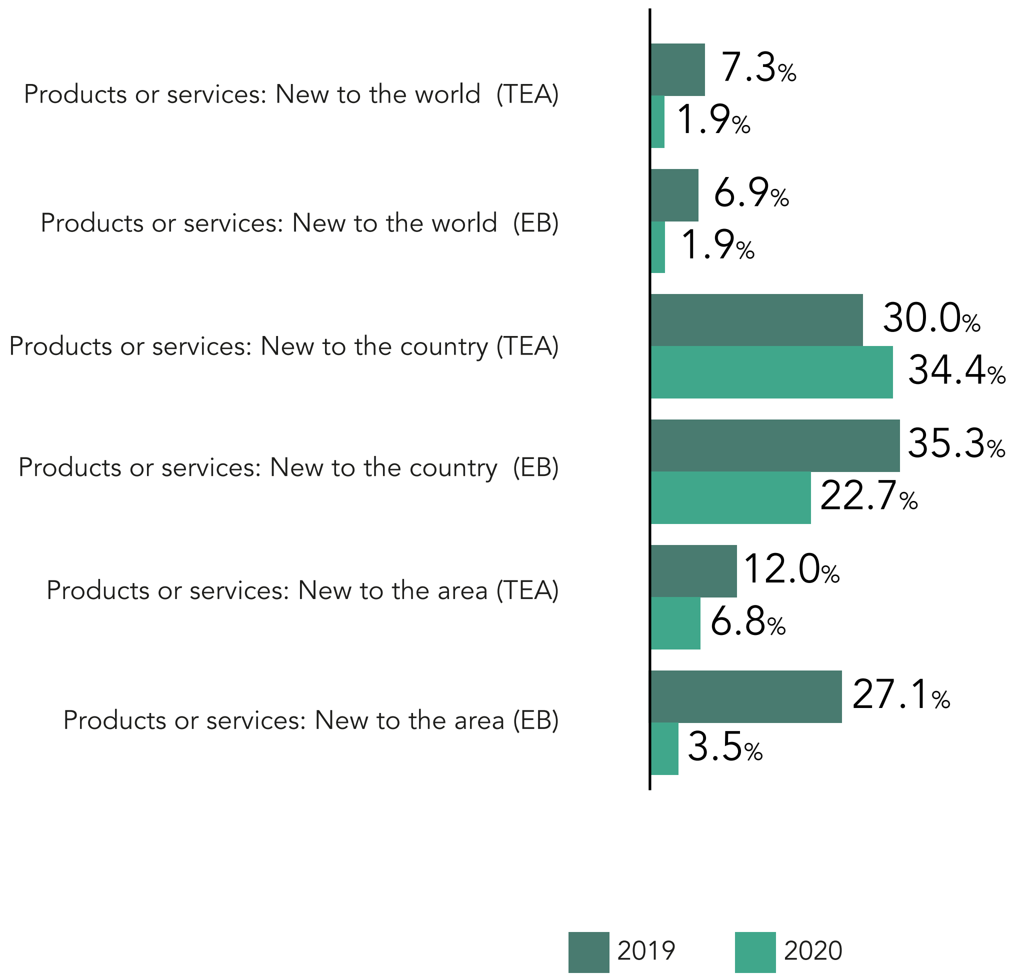
Note: The level of TEA and EB having customers only within their local area, only within their country, and those having international customers (all % adults)

Source: Qatar Adult Population Survey 2019 and 2020

6.3 PRODUCTS OR SERVICES

Figure 6.4 shows the proportion of early-stage entrepreneurs and established business owners whose product or service is either new to the area in which they live, new to their country, or new to the world. Consistent with 2019, most new and established business owners in Qatar state that their product or service is new to the country (**34.4%** and **22.7%**, respectively). A small proportion of new and established business owners (**1.9%**) report that their products/services and are new to the world (see Figure 6.4).

FIGURE 6.4: PRODUCTS/SERVICES IMPACT OF TEA AND EB, 2019 & 2020

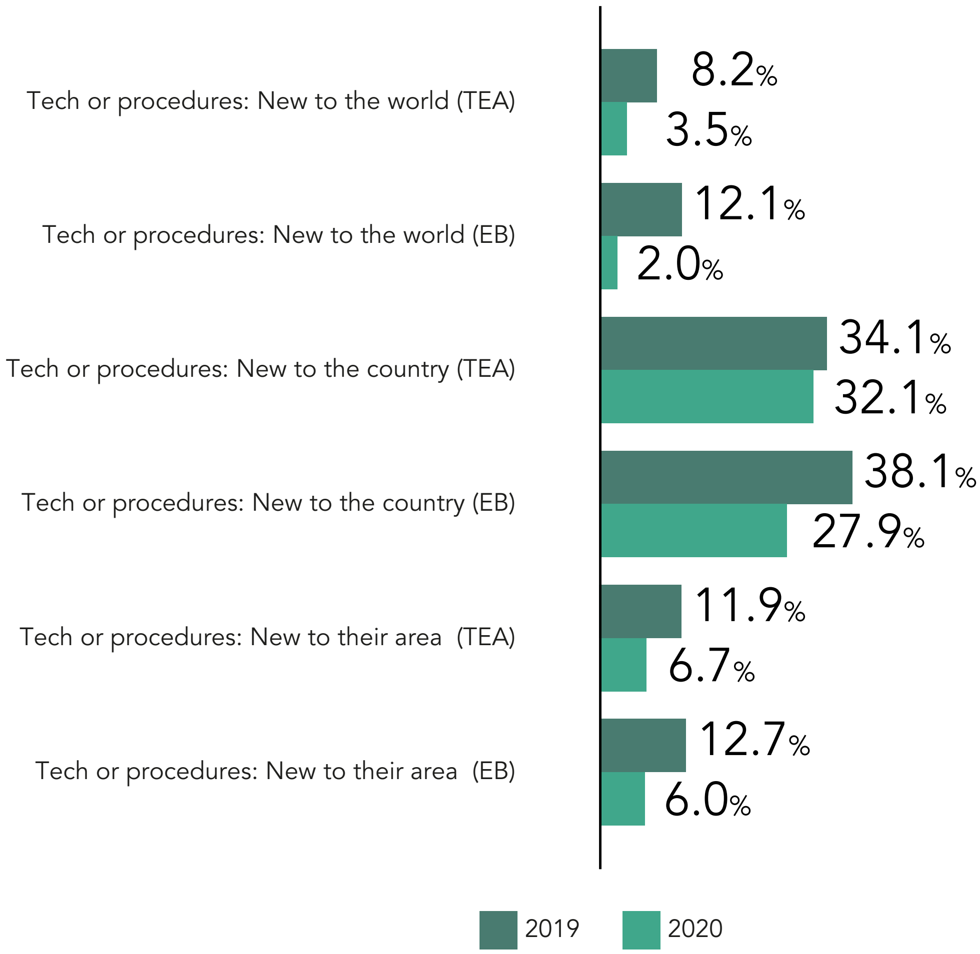


Note: The proportion of adults starting a new business with products or services that are either new to their area, new to their country or new to the world

Source: Qatar Adult Population Survey 2019 & 2020

Figure 6.5 shows the proportion of early-stage entrepreneurs and established business owners whose technology or processes are **new to the area** in which they live, **new to their country**, or **new to the world**. Consistent with 2019, most new and established business owners in Qatar state that their technology or processes are new to the country (**32.1%** and **27.9%**, respectively). A low **2%** of established business owners report that their technology/ processes are new to the world, and a slightly higher **3.5%** of early-stage entrepreneurs indicate that they have the latest technology/ processes worldwide.

FIGURE 6.5: TECHNOLOGY/PROCEDURES IMPACT OF TEA AND EB, 2019 & 2020



Note: The proportion of early-stage entrepreneurs and established business owners starting a new business with technologies or procedures that are either new to their area, new to their country or new to the world (TEA and EB)

Source: Qatar Adult Population Survey 2019 & 2020

SECTION 7.
WHO ARE QATAR'S ENTREPRENEURS?

7.1 GENDER PROFILE

In Qatar, **men** are more likely than **women** to be early-stage entrepreneurs (**18.4%** and **12.3%**, respectively). This result **differs** from 2019, when the TEA rates were **equal** between men and women. The rate of early-stage entrepreneurship (nascent entrepreneurs and new business owners) for women in Qatar is the 4th highest among the benchmarked countries in **MENA** and is positioned behind **Saudi Arabia (17.7%), Oman (17.3%)** and **Kuwait (12.3%)**. The rate for men is **2nd highest in the region**, behind Kuwait at **20.4%**.

Women
4th Highest in MENA

Men
2nd Highest in MENA

Men and **women** hold a **positive** societal attitude towards entrepreneurship in Qatar. Most societal attitudes and perceptions about entrepreneurship are consistent between men and women. The largest difference is reported in women being more likely than men to believe that most people prefer that everyone in their society has a similar standard of living (**59.9%** and **52.1%**, respectively).

Men and **women** are also similar in terms of disposition towards entrepreneurship. Half of the men and women surveyed in the APS agree that they rarely see business opportunities even if they are very knowledgeable in the area and seldom act on those opportunities. Around nine in ten women and men in Qatar have a career plan and make decisions according to that plan (**85.6%** and **87%**, respectively). However, women are more likely than men to hold a **positive** opinion of themselves by believing that other people think they are highly innovative (see Table 7.1).

Men and women hold a similar view towards the ease of starting a business in Qatar. A slightly higher proportion of men than women see good opportunities to start a business within the area they live. Men are also much more likely than women to feel they have the knowledge, skills, and experience to start a business (**71.5%** and **54.7%**, respectively). The intention to start a business is also higher among the male population. A higher proportion of women than men seeing opportunities state that fear of failure would prevent them from starting a business. The results **differ** from the previous year when women felt they had more capabilities and saw greater opportunity to start a business than men, and were less inclined to fear failure. Consistent with 2019 results, men are more likely than women to personally know an entrepreneur (**54.7%** and **43.8%**, respectively).

Men are **three times** more likely than women to be employees involved in entrepreneurial activity and have an established business. Men are also three times more likely than women to have discontinued a business.

Three-quarters of men and women in Qatar agree they are motivated to start a new business to build **great wealth or a very high income**. Female early-stage entrepreneurs are more likely to agree than their male counterparts that they are motivated to start a new business to make a difference in the world. A similar proportion of males and females agree with the statement that they are motivated to earn a living because jobs are scarce (**56.2%** and **58.6%**, respectively). **Men are more likely than women to be motivated by family tradition** (**28.9%** and **21.0%**, respectively).

TABLE 7.1: ENTREPRENEURSHIP CHARACTERISTICS BY GENDER IN QATAR, 2020

	Qatar Overall	Male	Female
Societal Values about Entrepreneurship			
Entrepreneurship as a good career choice	81.3%	80.8%	83.4%
High status to successful entrepreneurs	88.3%	88.1%	88.7%
Media attention for entrepreneurship	82.0%	80.6%	87.8%
Similar standard of living	68.3%	67.8%	70.3%
Businesses that primarily aim to solve social problems	53.5%	52.1%	59.9%
Self-Perceptions about Entrepreneurship			
Personally know an entrepreneur	52.6%	54.7%	43.8%
Perceived opportunities	72.3%	73.4%	67.8%
Perceived ease of starting a business	67.9%	68.1%	67.4%
Perceived capabilities	68.2%	71.5%	54.7%
Fear of failure (% of 18-64 seeing opportunities)	41.3%	40.7%	43.6%
Entrepreneurial intentions	45.6%	46.8%	41.3%
Entrepreneurial Talent			
Rarely see business opportunities	50.2%	50.4%	49.4%
Even when you spot a profitable opportunity, you rarely act on it	56.7%	57.1%	55.2%
Other people think that you are highly innovative	77.7%	76.3%	82.7%
Every decision is part of a career plan	86.7%	87.0%	85.6%
Entrepreneurial Activity			
Nascent entrepreneurship rate	11.2%	12.0%	8.2%
New business ownership rate	6.6%	7.2%	4.2%
Early-stage entrepreneurial activity (TEA)	17.2%	18.4%	12.3%
Entrepreneurial employee activity (EEA)	6.6%	7.7%	2.3%
Established business ownership rate (EB)	6.1%	7.1%	2.0%
Discontinuation of businesses	6.3%	7.1%	2.7%
Motivations and Aspirations of Early-stage Entrepreneurs			
To make a difference in the world	37.6%	36.0%	47.3%
To build great wealth or a very high income	77.5%	77.4%	78.3%
To continue a family tradition	27.7%	28.9%	21.0%
To earn a living because jobs are scarce	56.6%	56.2%	58.6%

Source: Qatar Adult Population Survey 2020

7.2 NATIONALITY PROFILE

In 2020, the TEA rate of entrepreneurship (nascent entrepreneurs and new business owners) for Qatari nationals is higher than for **expatriates** living in Qatar (**22.5%** and **14.9%**, respectively). Qatari nationals are nearly twice as likely as expatriates to be established business owners (**9.2%** and **4.7%**, respectively). Employee involvement in entrepreneurial activity is relatively consistent between Qatari nationals and expatriates (**6.3%** and **6.7%**, respectively). Qatari nationals continue to have a much higher discontinuance rate of businesses than expatriates (see Table 7.2).

22.5%
Qatari

14.9%
Expats

When comparing the results based on nationality, the rate of perceived opportunities is slightly higher for Qatari nationals than for expatriates. Expatriates are slightly more likely than nationals to feel they have the capabilities to start a business. However, entrepreneurial intentions are higher among Qatari nationals than among expatriates. This differs from the previous year when expatriates reported a higher entrepreneurial intention rate when compared to nationals. Qatari nationals are more likely than expatriates to state that fear of failure would prevent them from starting a business (44.8% and 39.6%, respectively).

Expatriates and nationals hold a similar view towards thinking entrepreneurship is a good career choice and that successful entrepreneurs have a high status. A high 70.8% of Qatari nationals state it is easy to start a business in Qatar, compared to a slightly lower 66.7% of expatriates. Nationals are more likely than expatriates to personally know an entrepreneur (59.4% and 49.5%, respectively).

Qatari nationals are more likely than expatriates to see business opportunities. Half of expatriates (**52.8%**), compared to a lower **44.4%** of Qatari nationals, agree[3] to rarely seeing business opportunities. Half of Qatari nationals and expatriates agree that they rarely act on it if they spot a profitable opportunity.

Qatari nationals are slightly less likely than expatriates to agree that other people think they are **highly innovative and that every decision they make is part of a career plan** (see Table 7.2).

Half of expatriate and Qatari national early-stage entrepreneurs are **motivated to start a business to earn a living because jobs are scarce** (**58.7%** and **53.4%**, respectively). Expatriate entrepreneurs are more likely to start a business to make a difference in the world when compared to Qatari national entrepreneurs. Qatari nationals are more motivated to start a business to build great wealth or earn a high income than expatriates. A quarter of Qatari nationals and expatriates agree they are motivated to become entrepreneurs to continue a family tradition (**26.6%** and **28.4%**, respectively).

[3] Agree includes both "somewhat agree" and "strongly agree"

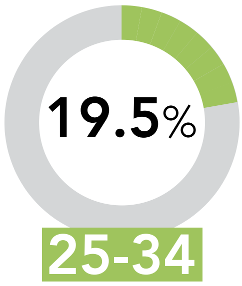
TABLE 7.2: ENTREPRENEURSHIP CHARACTERISTICS BY NATIONALITY IN QATAR, 2020

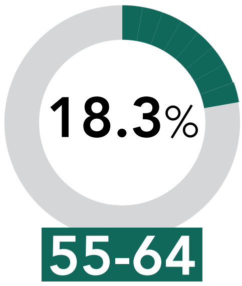
	Qatar Overall	Qatari Nationals	Expats
Societal Values about Entrepreneurship			
Entrepreneurship as a good career choice	81.3%	79.4%	82.1%
High status to successful entrepreneurs	88.3%	87.0%	88.8%
Media attention for entrepreneurship	82.0%	82.7%	81.8%
Similar standard of living	68.3%	72.1%	66.5%
Businesses that primarily aim to solve social problems	53.5%	47.3%	56.3%
Self-Perceptions about Entrepreneurship			
Personally know an entrepreneur	52.6%	59.4%	49.5%
Perceived opportunities	72.3%	73.6%	71.6%
Perceived ease of starting a business	67.9%	70.8%	66.7%
Perceived capabilities	68.2%	67.3%	68.6%
Fear of failure (% of 18-64 seeing opportunities)	41.3%	44.8%	39.6%
Entrepreneurial intentions	45.6%	46.2%	45.3%
Entrepreneurial Talent			
Rarely see business opportunities	50.2%	44.4%	52.8%
Even when you spot a profitable opportunity, you rarely act on it	56.7%	54.7%	57.6%
Other people think that you are highly innovative	77.7%	74.5%	79.1%
Every decision is part of a career plan	86.7%	84.9%	87.5%
Entrepreneurial Activity			
Nascent entrepreneurship rate	11.2%	13.8%	10.1%
New business ownership rate	6.6%	9.8%	5.2%
Early-stage entrepreneurial activity (TEA)	17.2%	22.5%	14.9%
Entrepreneurial employee activity (EEA)	6.6%	6.3%	6.7%
Established business ownership rate (EB)	6.1%	9.2%	4.7%
Discontinuation of businesses	6.3%	9.6%	4.8%
Motivations and Aspirations of Early-stage Entrepreneurs			
To make a difference in the world	37.6%	34.5%	39.5%
To build great wealth or a very high income	77.5%	82.6%	74.0%
To continue a family tradition	27.7%	26.6%	28.4%
To earn a living because jobs are scarce	56.6%	53.4%	58.7%

Source: Qatar Adult Population Survey 2020

7.3 AGE PROFILE

The influence of age on entrepreneurial activity is relatively consistent throughout GEM. T**he most prevalent age group for starting businesses** in many economies is either the **25 - 34** or **35 - 44** age range. This is the same for **Qatar** as the TEA rate is highest among the **25 - 34** years old (**19.5%**). In Qatar, the second-highest entrepreneurship rate occurs among those in late careers or retirement, aged **55** years and older (**18.3%**). Those aged 45 years and older are most likely to think it is easy to start a business in **Qatar** and are least likely to fear failure. Entrepreneurial intentions are higher among the younger age group of **25 - 34** years and lowest among those aged **55 - 64** years (see Table 7.3). This indicates that entrepreneurship rates in the future may shift towards a younger demographic as young people consider entrepreneurship as a viable career pathway.





Early-stage entrepreneurs aged between **45 and 54** years are less likely to state that they rarely see business opportunities. Younger early-stage entrepreneurs aged between **18 and 24** years are the most likely to claim that they rarely act on it even when they spot a profitable opportunity. Adults in this age group are most likely to think others see them as highly innovative and make decisions as part of their career plan.

Early-stage entrepreneurs aged between **18 and 34** are more likely to be motivated to start a new business **to build great wealth or a very high income**, whereas older adults aged **55 years and older** are more likely to want to continue a family tradition. A higher proportion of early-stage entrepreneurs aged **55 years and older** are also motivated to start a business to **make a difference** in the world compared to their younger counterparts. Early-stage entrepreneurs aged between **45 and 54** years are among those most motivated to start a business to earn a living because jobs are scarce (see Table 7.3).

TABLE 7.3: ENTREPRENEURSHIP CHARACTERISTICS BY AGE IN QATAR, 2020

	Qatar Overall	18-24	25-34	35-44	45-54	55-64
Societal Values about Entrepreneurship						
Entrepreneurship as a good career choice	81.3%	86.0%	80.8%	80.3%	79.2%	82.4%
High status to successful entrepreneurs	88.3%	88.4%	87.3%	87.9%	91.6%	89.1%
Media attention for entrepreneurship	82.0%	83.7%	79.9%	83.1%	84.8%	81.7%
Similar standard of living	68.3%	73.8%	68.6%	67.8%	63.0%	65.8%
Businesses that primarily aim to solve social problems	53.5%	52.2%	52.2%	57.0%	52.5%	53.0%
Self-Perceptions about Entrepreneurship						
Personally know an entrepreneur	52.6%	56.8%	54.8%	49.6%	48.9%	45.8%
Perceived opportunities	72.3%	68.7%	74.0%	72.8%	72.3%	65.9%
Perceived ease of starting a business	67.9%	65.7%	64.2%	71.1%	72.2%	77.7%
Perceived capabilities	68.2%	60.4%	70.1%	68.5%	70.0%	69.5%
Fear of failure (% of 18-64 seeing opportunities)	41.3%	39.2%	41.3%	44.8%	37.1%	37.0%
Entrepreneurial intentions	45.6%	42.5%	48.3%	44.9%	44.0%	39.2%
Entrepreneurial Talent						
Rarely see business opportunities	50.2%	47.1%	52.4%	51.3%	45.5%	47.1%
Even when you spot a profitable opportunity, you rarely act on it	56.7%	60.1%	57.6%	56.3%	50.9%	58.1%
Other people think that you are highly innovative	77.7%	82.3%	76.9%	77.2%	75.7%	77.4%
Every decision is part of a career plan	86.7%	88.0%	87.2%	86.2%	84.8%	87.0%
Entrepreneurial Activity						
Nascent entrepreneurship rate	11.2%	9.9%	13.5%	9.1%	10.2%	10.2%
New business ownership rate	6.6%	5.6%	6.8%	6.3%	6.6%	8.8%
Early-stage entrepreneurial activity (TEA)	17.2%	15.3%	19.5%	14.9%	16.3%	18.3%
Entrepreneurial employee activity (EEA)	6.6%	2.9%	6.3%	9.1%	7.4%	4.4%
Established business ownership rate	6.1%	1.7%	5.5%	7.8%	7.2%	11.8%
Discontinuation of businesses	6.3%	3.7%	6.5%	6.9%	6.2%	8.0%
Motivations and Aspirations of Early-stage Entrepreneurs						
To make a difference in the world	37.6%	40.3%	40.1%	32.5%	31.3%	45.8%
To build great wealth or a very high income	77.5%	80.6%	81.5%	73.3%	73.4%	64.0%
To continue a family tradition	27.7%	27.9%	23.4%	27.7%	37.5%	48.0%
To earn a living because jobs are scarce	56.6%	55.1%	54.1%	59.2%	62.5%	56.0%

Source: Qatar Adult Population Survey 2020

7.4 EDUCATION PROFILE

Table 7.4 shows entrepreneurs in Qatar by education level, highlighting that most of TEA is carried out by those who have a university education with a master's degree and/or PhD (20.8%). Established business ownership and employee entrepreneurial activity continue to be highest among the most educated segment. Perceived capabilities (skills) and affiliation with entrepreneurs are also highest among those who are university educated. Consistent with 2019, adults who are educated up to high school level are least likely to claim that they rarely see business opportunities and are the most likely segment to state that they rarely act on it even when they spot a profitable opportunity.

20.8%
Have a university education with a Master's degree or PH.D

Those who are university qualified are most likely to believe that other people think they are highly innovative. The higher the education qualifications achieved, the more likely the person is to believe that people think they are highly innovative. Adults who have completed community college or a diploma are more likely to base every decision they make as part of their career plan.

Early-stage entrepreneurs who have achieved up to high school level are most motivated to start a business to continue a family tradition, earn great wealth, or earn a living because jobs are scarce. Early-stage entrepreneurs who have obtained a higher education are more likely to be motivated to make a change in the world.

TABLE 7.4: ENTREPRENEURSHIP ACTIVITY BY EDUCATION LEVEL, 2020

	Qatar Overall	Up to high School	Diploma	University Graduate	Masters and Ph.D.
Societal Values about Entrepreneurship					
Entrepreneurship as a good career choice	81.3%	87.6%	80.8%	79.7%	75.3%
High status to successful entrepreneurs	88.3%	89.5%	91.6%	87.7%	84.7%
Media attention for entrepreneurship	82.0%	83.4%	80.6%	81.5%	82.3%
Similar standard of living	68.3%	74.1%	69.6%	66.4%	60.4%
Businesses that primarily aim to solve social problems	53.5%	58.5%	53.7%	53.9%	44.2%
Self-Perceptions about Entrepreneurship					
Personally know an entrepreneur	52.6%	51.5%	50.3%	52.4%	61.7%
Perceived opportunities	72.3%	76.8%	74.3%	71.1%	67.3%
Perceived ease of starting a business	67.9%	70.0%	64.9%	67.5%	65.7%
Perceived capabilities	68.2%	60.7%	69.2%	70.4%	74.8%
Fear of failure (% of 18-64 seeing opportunities)	41.3%	38.6%	41.1%	42.6%	45.1%
Entrepreneurial intentions	45.6%	47.4%	41.0%	46.3%	42.5%
Entrepreneurial Talent					
Rarely see business opportunities	50.2%	47.5%	51.4%	50.8%	52.8%
Even when you spot a profitable opportunity, you rarely act on it	56.7%	59.0%	58.4%	55.7%	57.7%
Other people think that you are highly innovative	77.7%	73.0%	74.9%	79.8%	81.8%
Every decision is part of a career plan	86.7%	86.0%	88.2%	86.9%	87.3%
Entrepreneurial Activity					
Nascent entrepreneurship rate	11.2%	10.7%	7.6%	11.9%	12.6%
New business ownership rate	6.6%	6.5%	7.0%	5.8%	9.7%
Early-stage entrepreneurial activity (TEA)	17.2%	16.8%	14.3%	17.1%	20.8%
Entrepreneurial employee activity (EEA)	6.6%	3.5%	4.7%	7.9%	9.1%
Established business ownership rate	6.1%	6.0%	3.8%	5.7%	9.1%
Discontinuation of businesses	6.3%	5.1%	6.7%	6.3%	6.9%
Motivations and Aspirations of Early-stage Entrepreneurs					
To make a difference in the world	37.6%	36.2%	24.5%	39.7%	41.1%
To build great wealth or a very high income	77.5%	82.0%	76.0%	74.6%	79.5%
To continue a family tradition	27.7%	29.9%	28.6%	26.4%	28.8%
To earn a living because jobs are scarce	56.6%	63.8%	50.0%	56.1%	50.7%

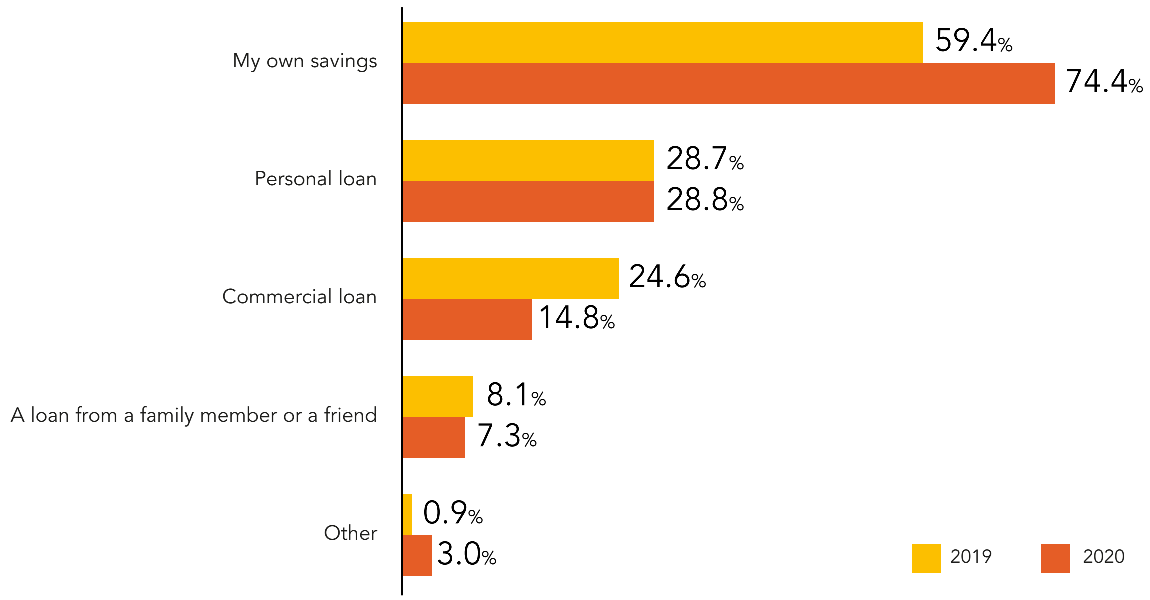
Source: Qatar Adult Population Survey 2020

SECTION 8.
FORMAL AND INFORMAL INVESTMENT

8.1 FINANCING
OF BUSINESS

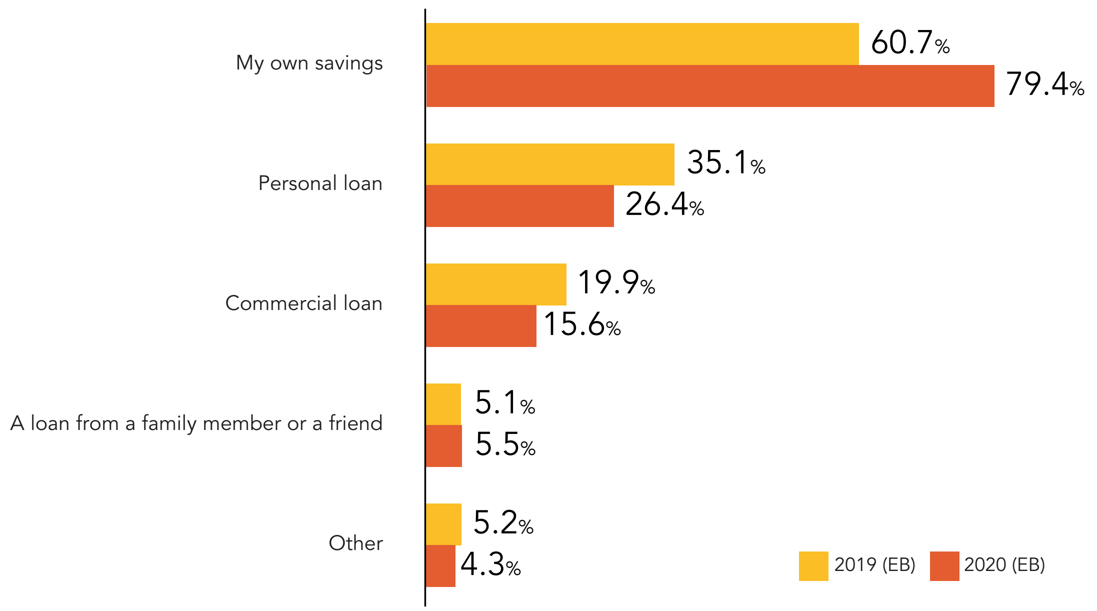
Figure 8.1 shows the break-down of how early-stage entrepreneurs and established business owners finance their businesses. In 2019, around six in ten early-stage entrepreneurs and established business owners use their own **personal savings** to finance their business. One in five established business owners and a quarter of early-stage entrepreneurs finance their operations through **commercial loans**. Over a quarter of entrepreneurs have a **personal loan** (28.7% TEA and 35.1% Established Businesses).

FIGURE 8.1: FINANCING OF BUSINESSES OF TEA IN QATAR, 2019 & 2020



Source: Qatar Adult Population Survey 2019 and 2020

FIGURE 8.2: FINANCING OF BUSINESSES OF EB IN QATAR, 2019 & 2020



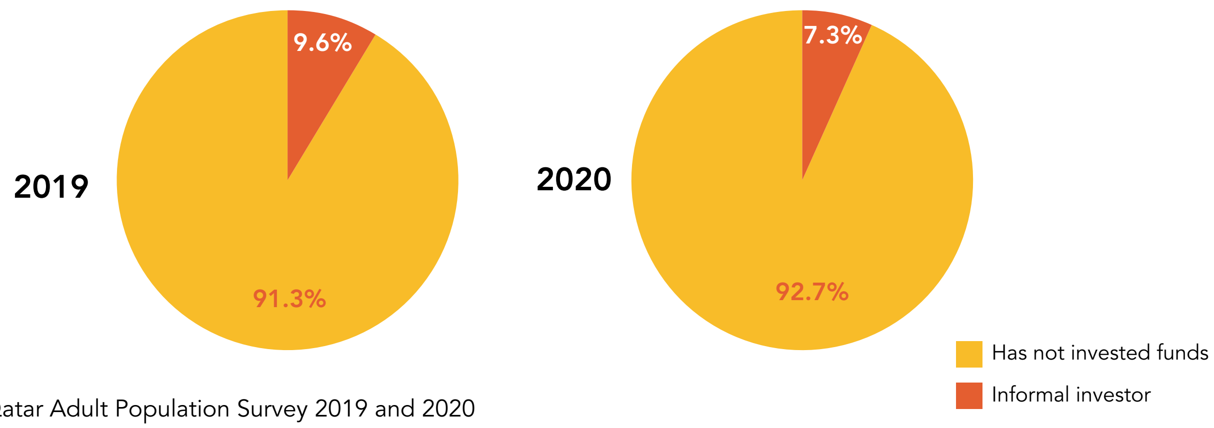
Source: Qatar Adult Population Survey 2019 and 2020

8.2 INFORMAL
INVESTMENT ACTIVITY

GEM generates data on "informal" investment; that is, **the provision of funds to entrepreneurs by family, relatives, friends, work colleagues, neighbours, strangers, or via any other informal financing channel.** These sources of financing are critical for entrepreneurs at the start-up stage, enabling them to get their ventures up and running, either to the point where their businesses can sustain themselves or when they can attract growth capital.

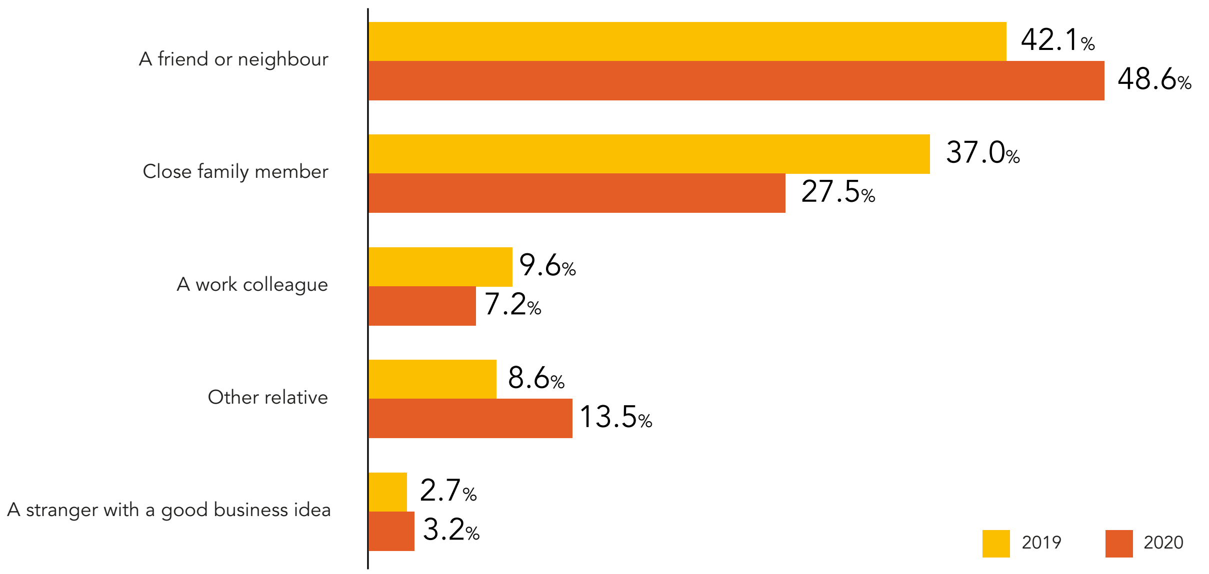
In 2020, **7.3%** of the adult population in Qatar are **informal investors**, meaning they have personally provided funds, excluding any purchases of stocks or mutual funds, for a new business started by someone else in the past three years. The proportion of adults who are informal investors has decreased from **9.6%** in 2019 (see Figure 8.3). The median amount of investment is **$19,225.95**, a substantial increase from **$13,733** reported in 2019. Consistent with 2019, the most frequent type of relationship between informal investors and beneficiaries is "a friend or neighbour" or "close family member" (see Figure 8.4).

FIGURE 8.3: INFORMAL INVESTMENT ACTIVITY IN QATAR, 2019 & 2020



Source: Qatar Adult Population Survey 2019 and 2020

FIGURE 8.4: RELATIONSHIP OF THE PERSON THAT RECEIVED MOST RECENT PERSONAL INVESTMENT, 2019 & 2020



Source: Qatar Adult Population Survey 2019 and 2020

SECTION 9.
IMPACT OF COVID-19 ON BUSINESSES IN QATAR

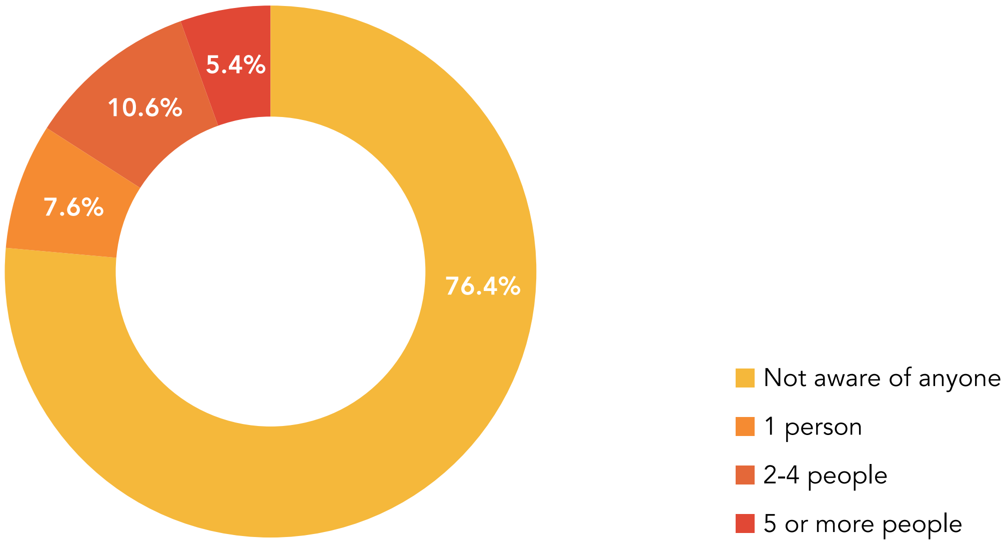
In 2020, GEM introduced a new set of indicators that explores the impact of the coronavirus pandemic on entrepreneurial businesses in Qatar. Section 9 reviews the positive and negative impacts of COVID-19 on entrepreneurial intentions, business start-ups, commercial operations, and expectations. The section covers a key set of questions, including whether starting a business has become more difficult compared to the previous year; have expectations for business growth been affected by COVID-19; has the coronavirus pandemic led to delays in establishing business operations; has it provided new opportunities; and has the Qatar government responded effectively to the economic consequences of the pandemic. Section 9 also reviews the impact of COVID-19 on household income.

9.1. IMPACT OF COVID-19

ON BUSINESS COMMENCEMENT AND DISCONTINUANCE

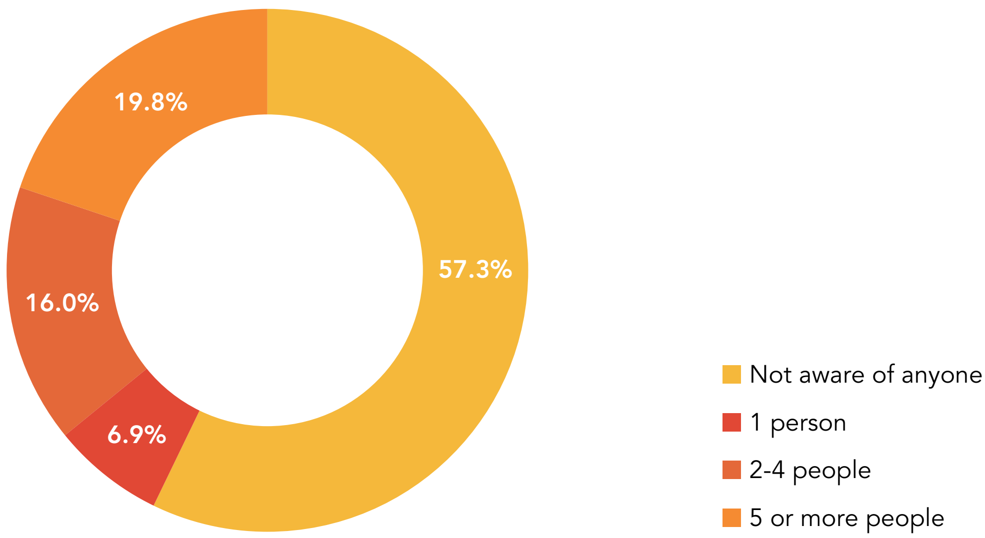
The adult surveyed population in Qatar were asked whether they are aware of anyone who has either started a business or discontinued a business in 2020 due to the COVID-19 pandemic. A quarter of Qatar's adult population report to know at least one person who has started a business due to the pandemic – 16% are aware of at least two people (see Figure 9.1). In comparison, nearly twice as many adults are aware of at least one person who has stopped owning and managing a business in 2020 due to COVID-19. One in five people (19.8%) know at least five or more people who have discontinued a business due to the coronavirus pandemic (see Figure 9.2).

FIGURE 9.1: PERSONAL AFFILIATION WITH PEOPLE WHO HAVE STARTED A BUSINESS IN QATAR DUE TO COVID-19, 2020



Source: Qatar National Experts Survey 2020

FIGURE 9.2: PERSONAL AFFILIATION WITH PEOPLE WHO HAVE STOPPED A BUSINESS IN QATAR DUE TO COVID-19, 2020



Source: Qatar National Experts Survey 2020

9.2. IMPACT OF COVID-19

ON BUSINESS COMMENCEMENT AND DISCONTINUANCE ACROSS MENA

Table 9.1 compares the awareness levels of people who have started a business or discontinued a business due to the coronavirus pandemic in Qatar with other MENA countries participating in GEM APS 2020. The adult population in Oman is the most likely of the MENA benchmarked countries to know of someone who has started a business due to COVID-19, whereas Iran and Morocco are least likely to know of any entrepreneurs who have founded a business because of the pandemic. The results coincide with below-average TEA rates in these countries (Iran 8% and Morocco 7.1%). Overall, Qatar is ranked in 18th position in terms of knowing at least one person who has started a business and 17th position on knowing at least two or more people who have a new business due to COVID-19.

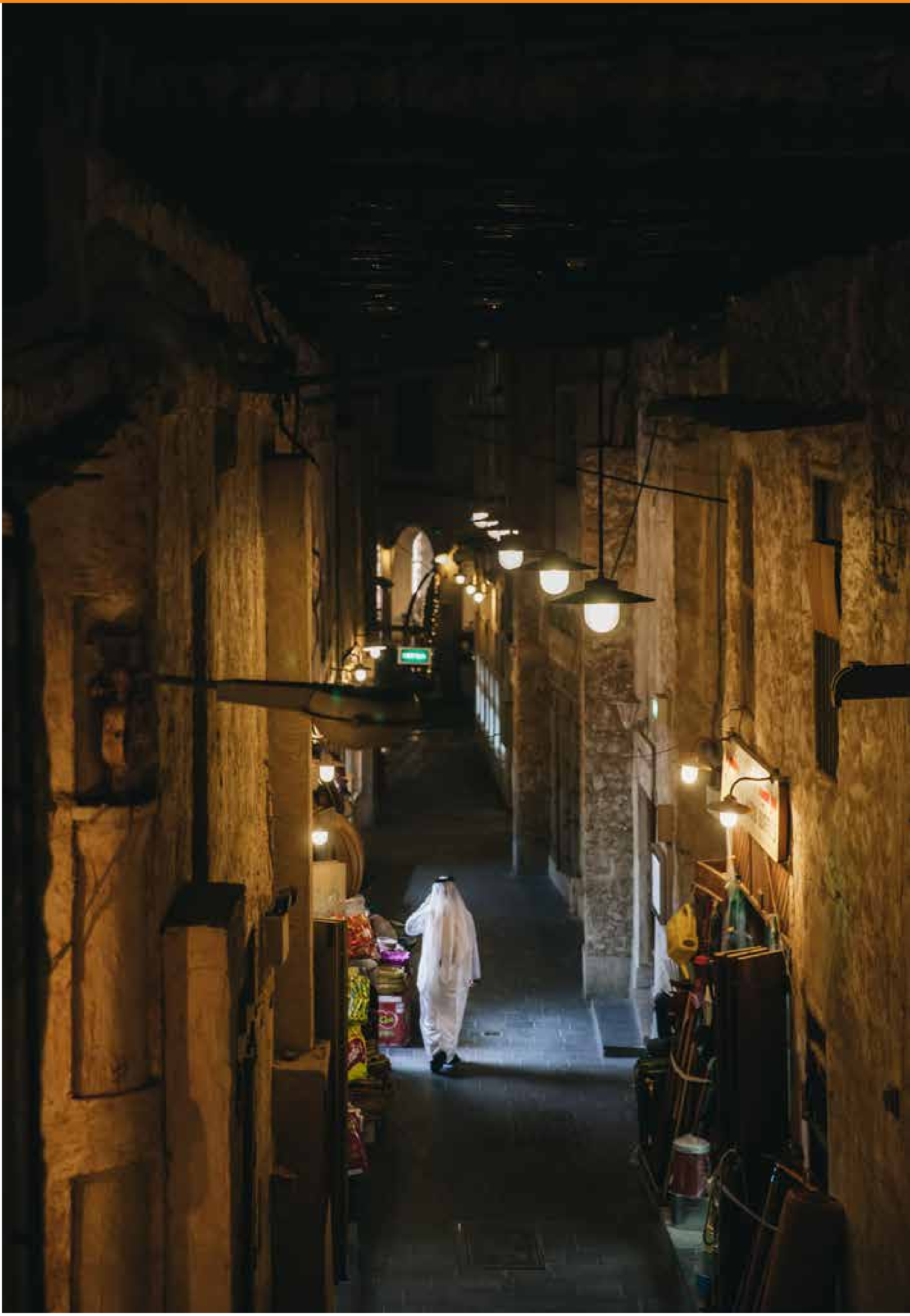
The adult population in Oman is also the most likely to know of at least one person who has stopped owning or managing a business due to the coronavirus pandemic. Oman is ranked in 3rd position overall on this indicator (66.5%). The UAE has the largest proportion of the adult population (49.8%) out of the MENA countries who know two or more people who have ceased operating due to the pandemic. Overall, Qatar is ranked in 21st position in terms of knowing at least one person who has stopped a business and 17th position on knowing at least two or more people who have a discontinued operation due to COVID-19.

TABLE 9.1: PERSONAL AFFILIATION WITH PEOPLE WHO HAVE STARTED OR STOPPED A BUSINESS DUE TO COVID-19 IN MENA, 2020

	Knows at least one person who has started a business due to COVID-19		Knows at least two or more people who have started a business due to COVID-19		Knows at least one person who has stopped a business due to COVID-19		Knows at least two or more people who have stopped a business due to COVID-19	
	Score	Rank/43	Score	Rank/43	Score	Rank/43	Score	Rank/43
Qatar	**23.6**	**18**	**15.9**	**17**	**42.7**	**21**	**35.7**	**17**
Egypt	30.6	=13	24.5	12	45.0	19	39.6	14
Iran	16.8	25	7.5	24	39.6	26	21.1	28
Morocco	16.9	24	8.1	23	43.5	20	32.2	18
Kuwait	30.6	=13	20.4	13	50.9	14	42.0	12
KSA	41.6	11	17.1	16	57.1	10	31.2	19
Oman	62.4	3	45.5	3	66.5	3	49.2	6
UAE	40.4	12	27.2	11	59.5	6	49.8	5

An equal sign (=) indicates that the ranking position is tied with another economy or economies

Source: GEM Adult Population Survey 2020



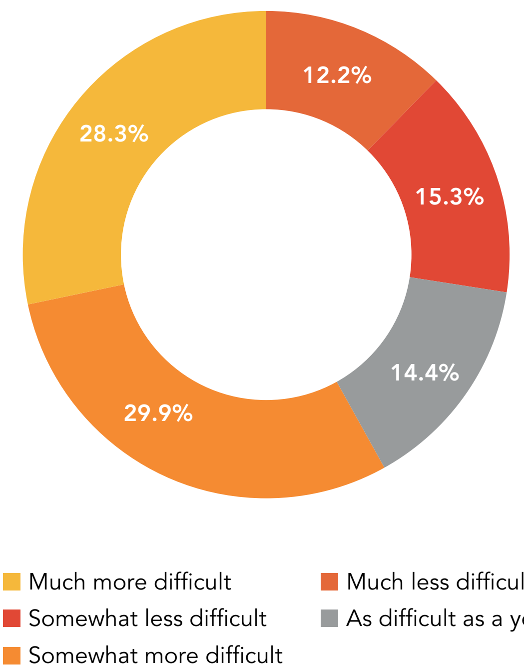
9.3. IMPACT OF COVID-19
ON BUSINESS OPERATIONS AND GROWTH

Figure 9.3 shows how difficult early-stage entrepreneurs believe it is to start a business compared to the previous year before the COVID-19 pandemic. Over half of early-stage entrepreneurs (58.2%) feel it is either 'somewhat' or 'much' more difficult to start a business now when compared to before the pandemic.

Over a quarter of early-stage entrepreneurs hold a different opinion and feel it is easier to start a business since the pandemic (15.3% somewhat less difficult and 12.2% much less difficult).

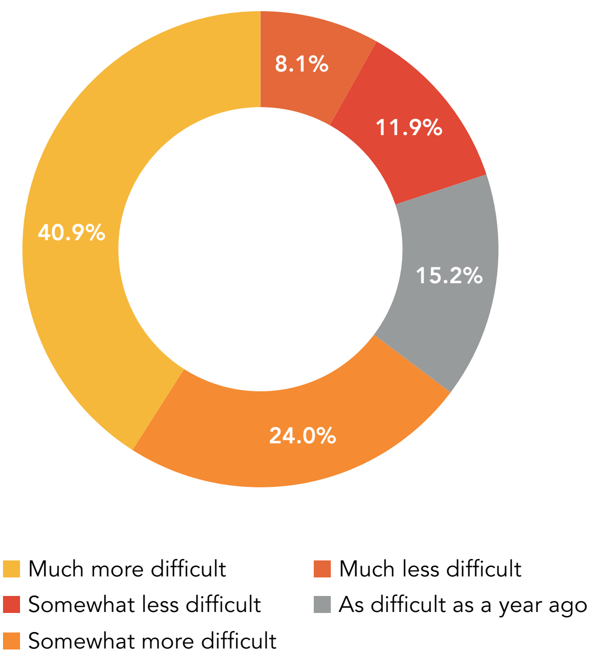
A higher two-thirds of established business owners (64.8%) feel it is either 'somewhat 'or 'much' more difficult to start a business now when compared to before the pandemic, and one in five feel it is less difficult now (see Figure 9.4).

FIGURE 9.3: DIFFICULTY IN STARTING A BUSINESS OF **TEA** IN QATAR DUE TO COVID-19, 2020



Source: Qatar Adult Population Survey 2020

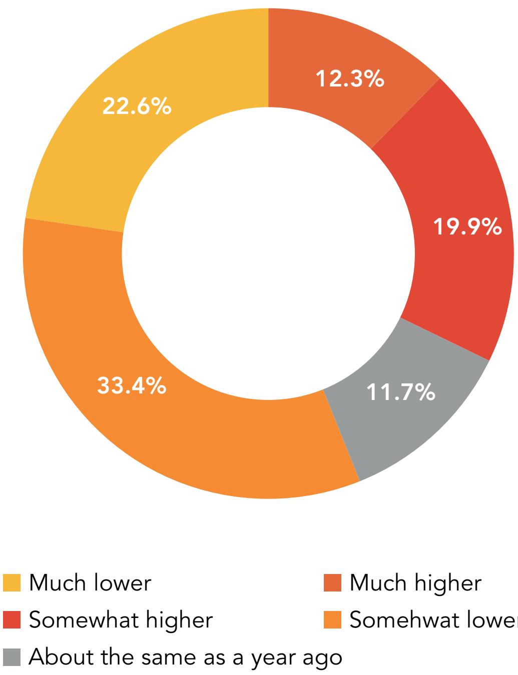
FIGURE 9.4: DIFFICULTY IN STARTING A BUSINESS OF **EB** IN QATAR DUE TO COVID-19, 2020



Source: Qatar Adult Population Survey 2020

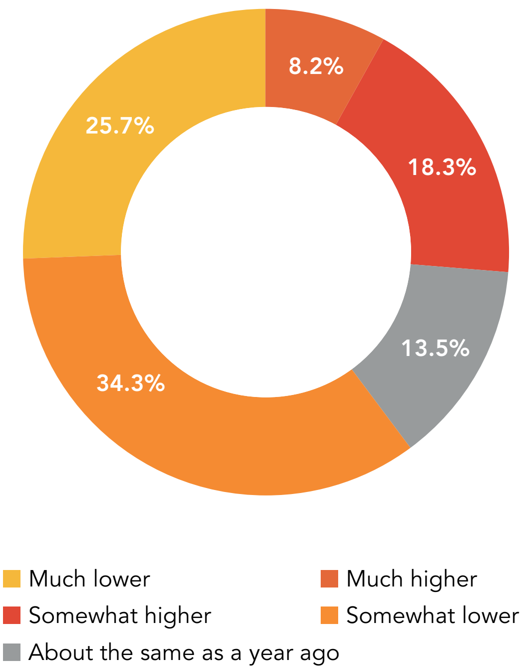
Most entrepreneurs in Qatar have lowered their expectations for business growth because of the coronavirus pandemic. Over half of early-stage entrepreneurs (56.1%) and six in ten established business owners (60.1%) have either a 'somewhat' or 'much' lower expectation for their business growth compared to a year ago. Early-stage entrepreneurs in Qatar are more optimistic than established business owners regarding their business growth – 32.3% report to have 'somewhat higher' or 'much higher' expectations for growth compared to 26.5% of established business owners (see Figures 9.5 and 9.6).

FIGURE 9.5: EXPECTATIONS OF BUSINESS GROWTH OF **TEA** IN QATAR, 2020



Source: Qatar Adult Population Survey 2020

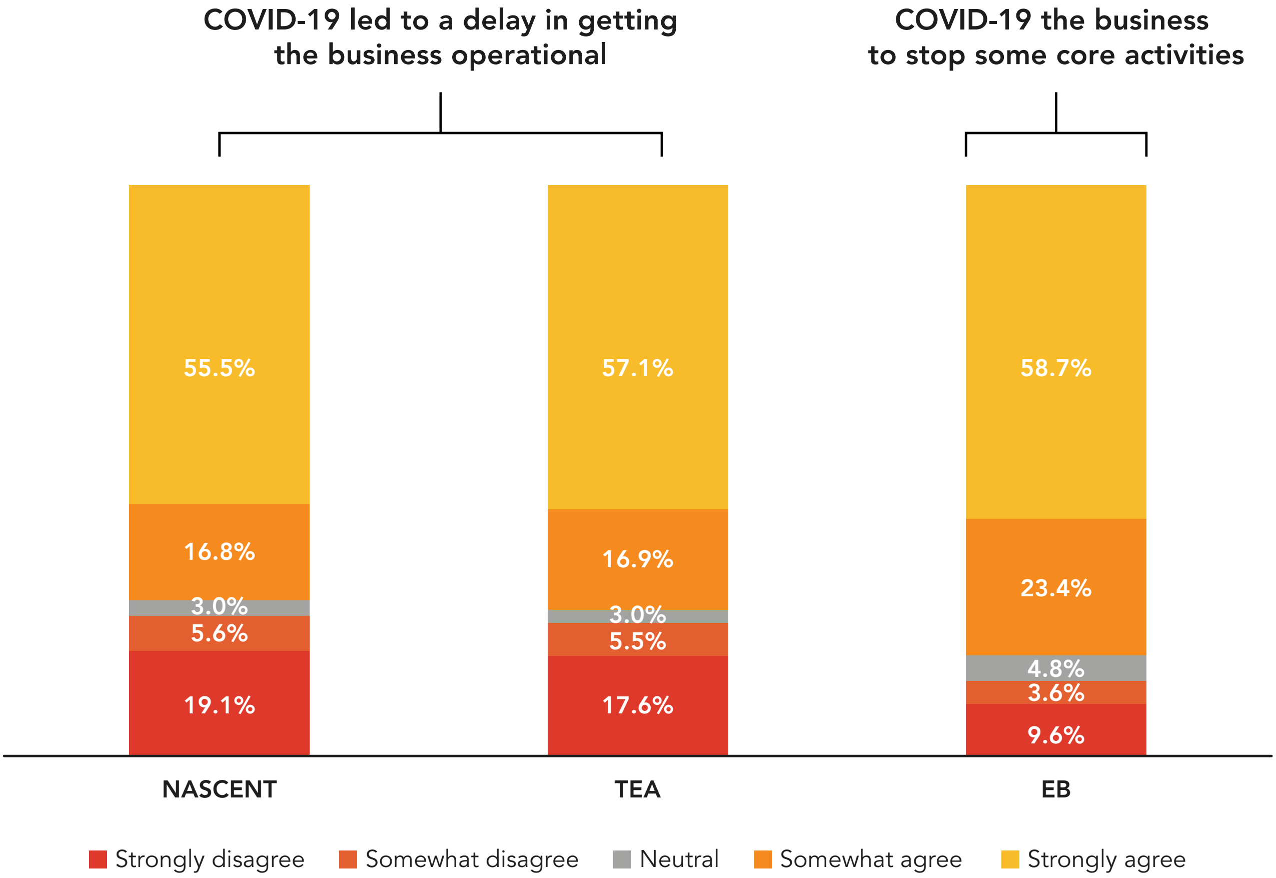
FIGURE 9.6: EXPECTATIONS OF BUSINESS GROWTH OF **EB** IN QATAR, 2020



Source: Qatar Adult Population Survey 2020

The coronavirus pandemic has had a significant impact on businesses in Qatar. Over half of entrepreneurs in Qatar 'strongly agree' that COVID-19 has either delayed their business becoming operational or has delayed the progression of their business operations. Three in every four nascent entrepreneurs (72.3%) agree to an extent that the pandemic has led to a delay in getting their business operational. Around a quarter of early-stage entrepreneurs either 'strongly disagree' or 'somewhat disagree' that the pandemic has led to a delay in getting their business operational. A much lower 13.2% of established business owners disagree to an extent that COVID-19 caused the business to stop core activities (see Figure 9.7).

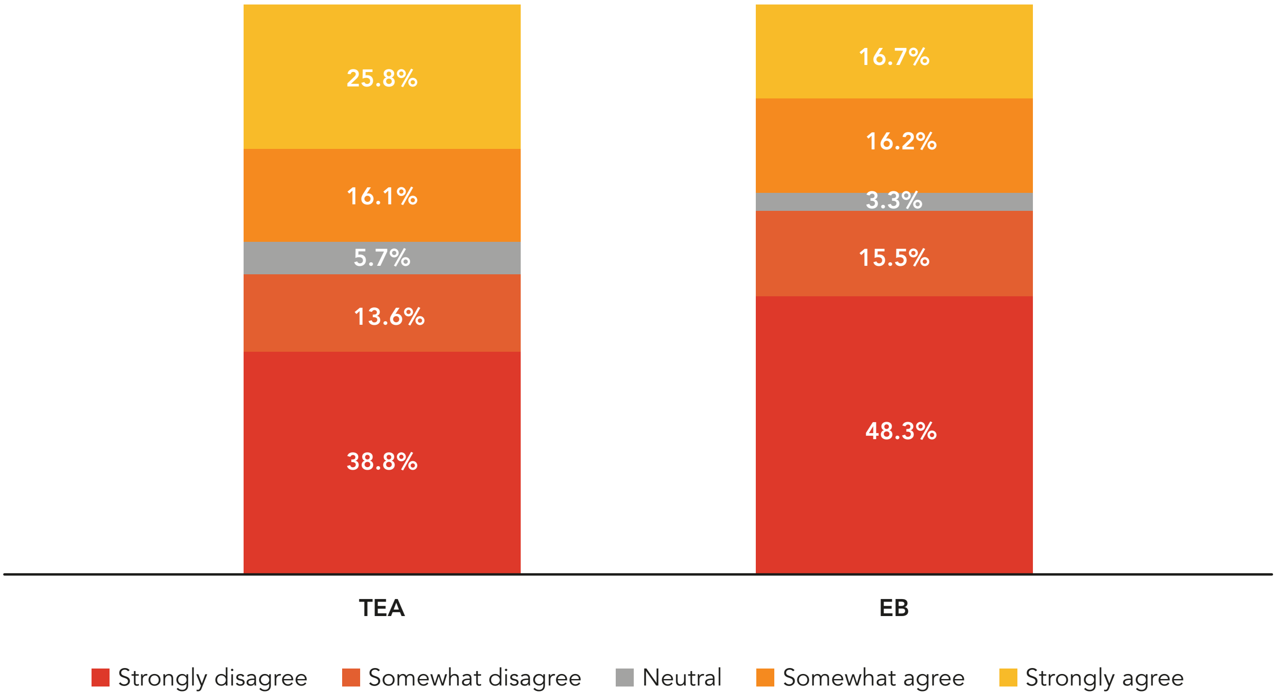
FIGURE 9.7: IMPACT OF COVID-19 ON BUSINESS OPERATIONS AND CORE BUSINESS ACTIVITIES IN QATAR (% NASCENT, TEA AND EB), 2020



Source: Qatar Adult Population Survey 2020

While many businesses in Qatar have been negatively affected by the pandemic, COVID-19 has also led to an increase in entrepreneurial activity and new opportunities within the market. Four in ten early-stage entrepreneurs (41.9%) and a third of established business owners in Qatar agree that the coronavirus pandemic has provided new opportunities that they would like to pursue with their business (see Figure 9.8).

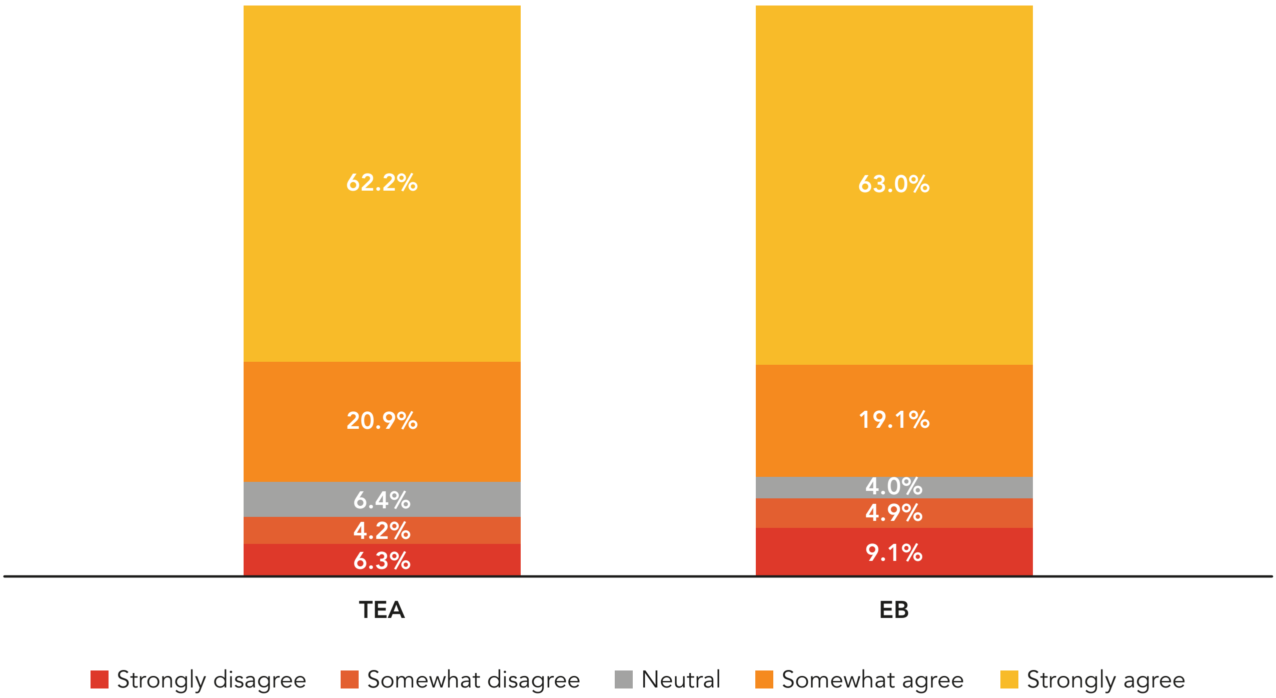
FIGURE 9.8: IMPACT OF COVID-19 ON NEW BUSINESS OPPORTUNITIES IN QATAR (% TEA AND EB), 2020



Source: Qatar Adult Population Survey 2020

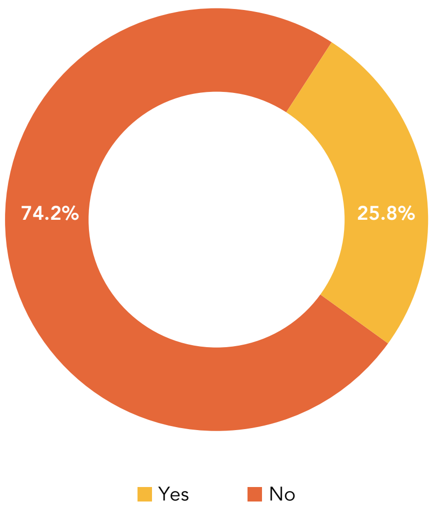
Figure 9.9 shows the extent to which early-stage entrepreneurs and established business owners agree or disagree that the Qatar government has effectively responded to the economic consequences of the coronavirus pandemic. There is a high level of agreement among entrepreneurs that the Qatar government has responded appropriately (83.1% TEA and 82.1% EB 'strongly agree' or 'somewhat agree'). One in ten entrepreneurs disagrees with the statement indicating that they feel the government could have done more to reduce the impact of the coronavirus on the economy. One in every four established business owners (25.8%) report to have received or expect to receive financial support from the government because of COVID-19 (see Figure 9.10).

FIGURE 9.9: GOVERNMENT RESPONSE TO THE ECONOMIC CONSEQUENCES OF COVID-19 IN QATAR (% TEA AND EB), 2020



Source: Qatar Adult Population Survey 2020

FIGURE 9.10: RECEIPT OF FINANCIAL SUPPORT FROM THE GOVERNMENT OF EB IN QATAR BECAUSE OF COVID-19, 2020



Source: Qatar Adult Population Survey 2020

9.4. IMPACT OF COVID-19

ON NEW BUSINESS OPERATIONS AND GROWTH ACROSS MENA

Table 9.2 shows the proportion of early-stage entrepreneurs across MENA who state that starting a business is much more difficult than a year ago. Iran has the largest proportion of early-stage entrepreneurs who have found it increasingly difficult to start a business since the coronavirus pandemic (88.4% and ranked 1st overall). In comparison, Kuwait records the lowest proportion of TEA on this indicator (26.4%). Iran also records the largest proportion of early-stage entrepreneurs who have the lowest expectations regarding business growth – 73.8% expect their business growth to be 'much lower'. In comparison, just over half of early-stage entrepreneurs in Qatar (56.1%) have low expectations regarding the growth of their business.

Table 9.2 also shows the proportion of nascent entrepreneurs across MENA who either 'somewhat agree' or 'strongly agree' that COVID-19 has led to a delay in getting the business operational. The nascent entrepreneurial population in Saudi Arabia, Oman, and Kuwait are the most likely of the MENA benchmarked countries to agree that the commencement of their business has been delayed due to the pandemic. Overall, the three countries are positioned in the top four countries globally on this indicator.

Early-stage entrepreneurs in Kuwait and Oman are the most likely of the MENA benchmarked countries to see the opportunities that have resulted from the pandemic. Six in ten early-stage entrepreneurs in these countries agree with the statement that COVID-19 has provided new opportunities that they want to pursue with their business. This compares to 41.9% of early-stage entrepreneurs in Qatar. Early-stage entrepreneurs in Saudi Arabia, the UAE and Qatar are the most positive about the actions taken by their government in responding to the economic consequences of COVID-19. The countries are ranked in the top three positions overall on this indicator. Iran is ranked the lowest on this indicator at 37th position when compared to the MENA benchmarked countries.

TABLE 9.2: PERSONAL AFFILIATION WITH PEOPLE WHO HAVE STARTED OR STOPPED A BUSINESS DUE TO COVID-19 IN MENA, 2020

	Starting a business is much more difficult (% TEA)		Expectations for business growth are much lower (%TEA)		COVID-19 has led to a delay in getting the business operational (% Nascent somewhat agree & strongly agree)		COVID-19 provided new opportunities that you want to pursue with this business (% TEA somewhat agree & strongly agree)		Government has so far effectively responded to the economic consequences of COVID-19 (% TEA somewhat agree & strongly agree)	
	Score	Rank43	Score	Rank43	Score	Rank43	Score	Rank43	Score	Rank43
Qatar	**58.2**	**27**	**56.1**	**15**	**72.3**	**20**	**41.9**	**19**	**83.1**	**3**
Egypt	65.6	12	65.7	7	74.8	13	35.3	=25	-	-
Iran	88.4	1	73.8	4	76.1	12	18.1	41	5.3	37
Morocco	72.9	9	50.7	19	82.4	10	18.2	40	27.3	30
Kuwait	26.4	40	36.1	37	86.7	4	60.6	5	-	-
KSA	49.7	33	51.8	18	91.3	2	52.1	9	90.1	1
Oman	52.7	30	42.7	27	89.0	3	60.1	6	72.7	6
UAE	64.4	15	70.4	6	72.7	19	45.6	14	86.3	2

(-) Indicates the country did not participate in the COVID-19 section of the APS 2020

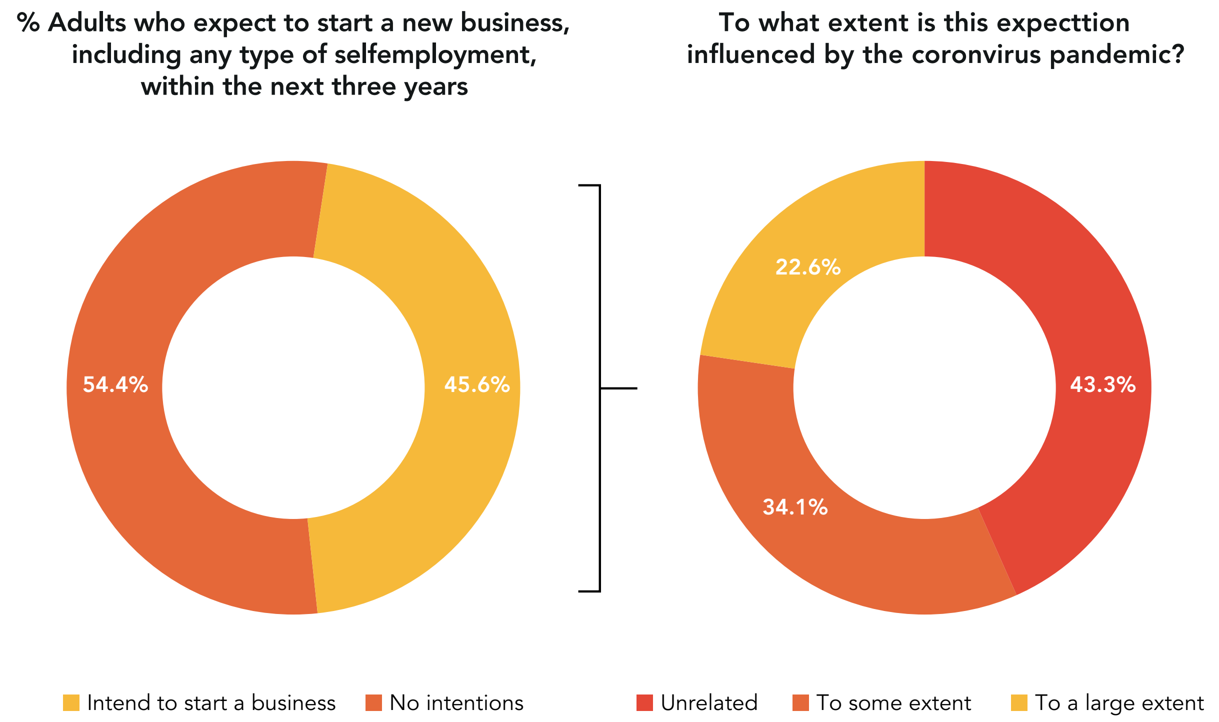
An equal sign (=) indicates that the ranking position is tied with another economy or economies

Source: GEM Adult Population Survey 2020

9.5. IMPACT OF COVID-19
ON ENTREPRENEURIAL INTENTIONS

In 2020, GEM looks at the impact of the coronavirus pandemic on entrepreneurial intentions. Nearly one in two adults surveyed in the APS (45.6%) expect to start a new business within the next three years. Of those who intend to start a business, 34.1% state their expectations have been influenced by some extent by COVID-19 and a further 22.6% report to have been influenced by a large extent (see Figure 9.11).

FIGURE 9.11: ENTREPRENEURIAL INTENTIONS INFLUENCED BY COVID-19 IN QATAR, 2020



Source: Qatar National Experts Survey 2020

9.6. IMPACT OF COVID-19
ON ENTREPRENEURIAL INTENTIONS ACROSS MENA

Table 9.3 shows the proportion of intentional entrepreneurs across MENA who state that their intentions to start a business in the next three years have been influenced to 'some extent' or to a 'high extent' due to COVID-19. The intentional entrepreneurial population in Saudi Arabia is the most likely of the MENA benchmarked countries to report that the coronavirus pandemic has influenced their expectations on starting a business. Intentional entrepreneurs in Morocco and Oman are least likely to be influenced by COVID-19.

TABLE 9.3: IMPACT OF COVID-19 ON ENTREPRENEURIAL INTENTIONS IN MENA, 2020

	Entrepreneurial intentions influenced by COVID-19 at least to some extent (% Adults who intend to start a business)		Entrepreneurial intentions influenced by COVID-19 to a high extent (% Adults who intend to start a business)	
	Score	Rank/43	Score	Rank/43
Qatar	**56.7**	**21**	**22.6**	**28**
Egypt	53.7	27	25.6	24
Iran	61.8	15	27.8	20
Morocco	50.1	33	24.5	25
Kuwait	59.4	19	29.3	18
KSA	77.5	8	32.8	12
Oman	51.2	30	17.5	34
UAE	67.2	12	26.9	22

An equal sign (=) indicates that the ranking position is tied with another economy or economies

Source: GEM Adult Population Survey 2020

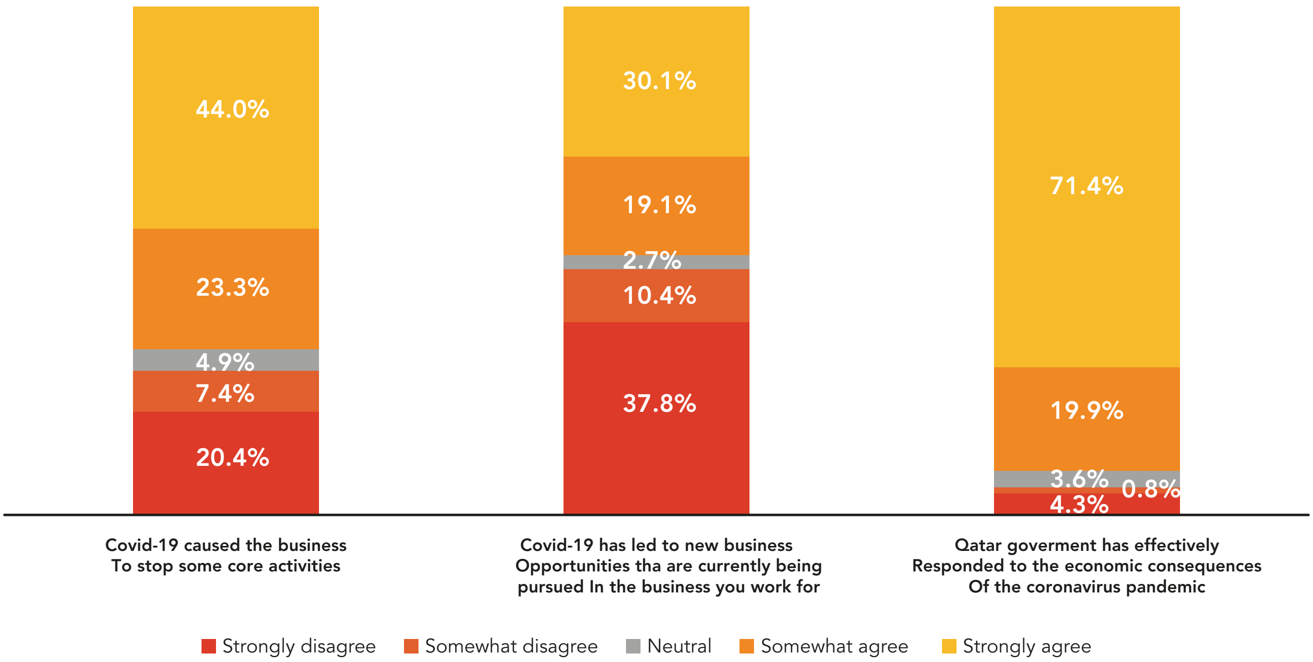
9.7. IMPACT OF COVID-19

ON ENTREPRENEURIAL EMPLOYEE ACTIVITY

In 2020, GEM also investigates the impact of COVID-19 on entrepreneurial employee activity. In Qatar, 6.6% of employees report that they have been involved in developing new activities for their primary employer within the past three years. Figure 9.12 shows attitudes towards the impact of the coronavirus pandemic on entrepreneurial activity within organizations.

Two-thirds of adults involved in EEA either 'strongly agree' or 'somewhat agree' that COVID-19 has caused the business to stop some of its core activities. A lower proportion of adults (49.2%) agree to some extent that COVID-19 has had a positive impact and has led the business they work for to pursue new opportunities. Most employees involved in entrepreneurial activities within the business they work for feel the Qatar government has effectively responded to the economic consequences of the coronavirus pandemic (71.4% strongly agree and 19.9% somewhat agree with the statement).

FIGURE 9.12: IMPACT OF COVID-19 ON ENTREPRENEURIAL EMPLOYEE ACTIVITY IN QATAR, 2020



Source: Qatar Adult Population Survey 2020

9.8. IMPACT OF COVID-19

ON ENTREPRENEURIAL EMPLOYEE ACTIVITY ACROSS MENA

Table 9.4 also shows the proportion of employees involved in entrepreneurial activity within their organizations across MENA who either 'somewhat agree' or 'strongly agree' that COVID-19 has caused the business they work for to stop some of their core activities. Oman and Morocco record the highest proportion of employees involved in entrepreneurial activity who agree that their business has stopped some of its core activities due to the pandemic. Overall, these countries are in 5th and 6th position respectively on this indicator.

Entrepreneurial employees in Oman are the most likely of the MENA benchmarked countries to agree with the statement that COVID-19 has led to new business opportunities that are currently being pursued in the organization they work for. Entrepreneurial employees in Iran are the least likely to agree with the statement.

Entrepreneurial employees in Oman and the UAE are the most positive about the actions taken by their government in responding to the economic consequences of COVID-19. Oman is ranked in 1st position and the UAE in 2nd position overall on this indicator.

TABLE 9.4: IMPACT OF COVID-19 ON ENTREPRENEURIAL EMPLOYEE ACTIVITY IN MENA, 2020

	COVID-19 has caused the business you work for to stop some of its core activities (% EEA somewhat agree & strongly agree)		COVID-19 has led to new business opportunities that are currently being pursued in the business you work for (% EEA somewhat agree & strongly agree)		Government has so far effectively responded to the economic consequences of COVID-19 (% EEA somewhat agree & strongly agree)	
	Score	Rank/43	Score	Rank/43	Score	Rank/43
Qatar	**67.3**	**15**	**49.2**	**19**	**91.3**	**3**
Egypt	16.1	43	41.3	26	-	
Iran	60.6	21	17.3	39	13.1	36
Morocco	80.1	6	32.5	36	24.6	28
Kuwait	68.9	14	49.5	18	-	
KSA	74.8	10	56.6	13	79.1	6
Oman	81.9	5	72.7	5	100.0	1
UAE	74.8	9	41.2	28	91.7	2

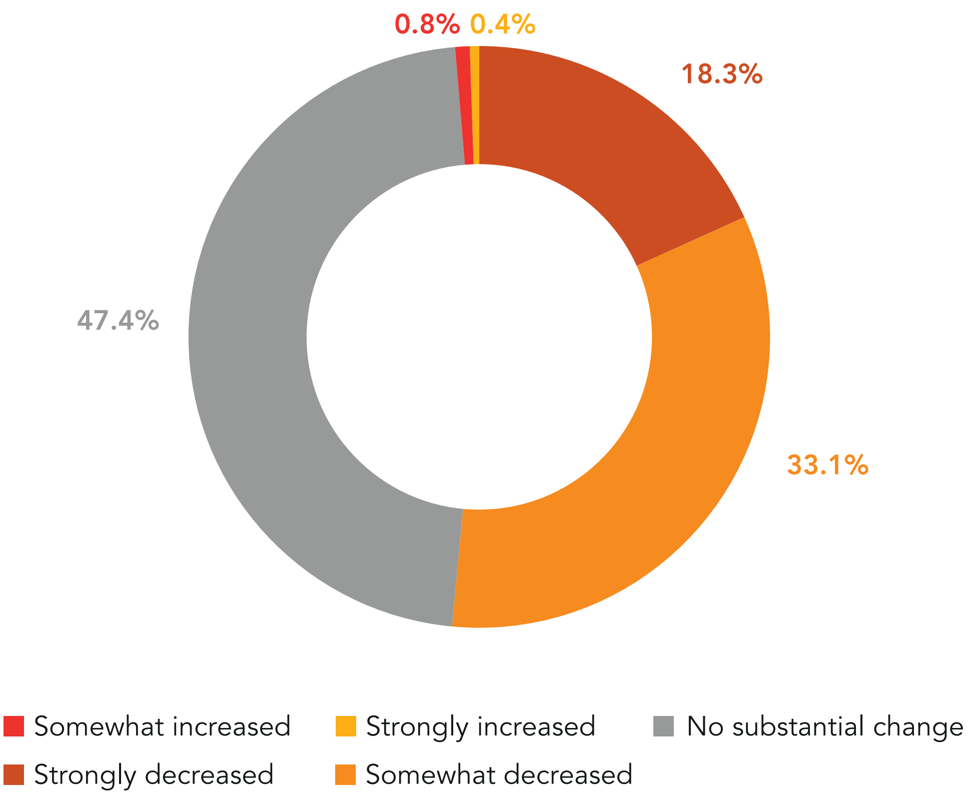
Note: somewhat agree / strongly agree as % for EEA that (a) COVID-19 has caused the business you work for to stop some of its core activities, (b) COVID-19 has led to new business opportunities that are currently being pursued in the business you work for, and (c) Government has so far effectively responded to the economic consequences of COVID-19.

Source: GEM Adult Population Survey 2020

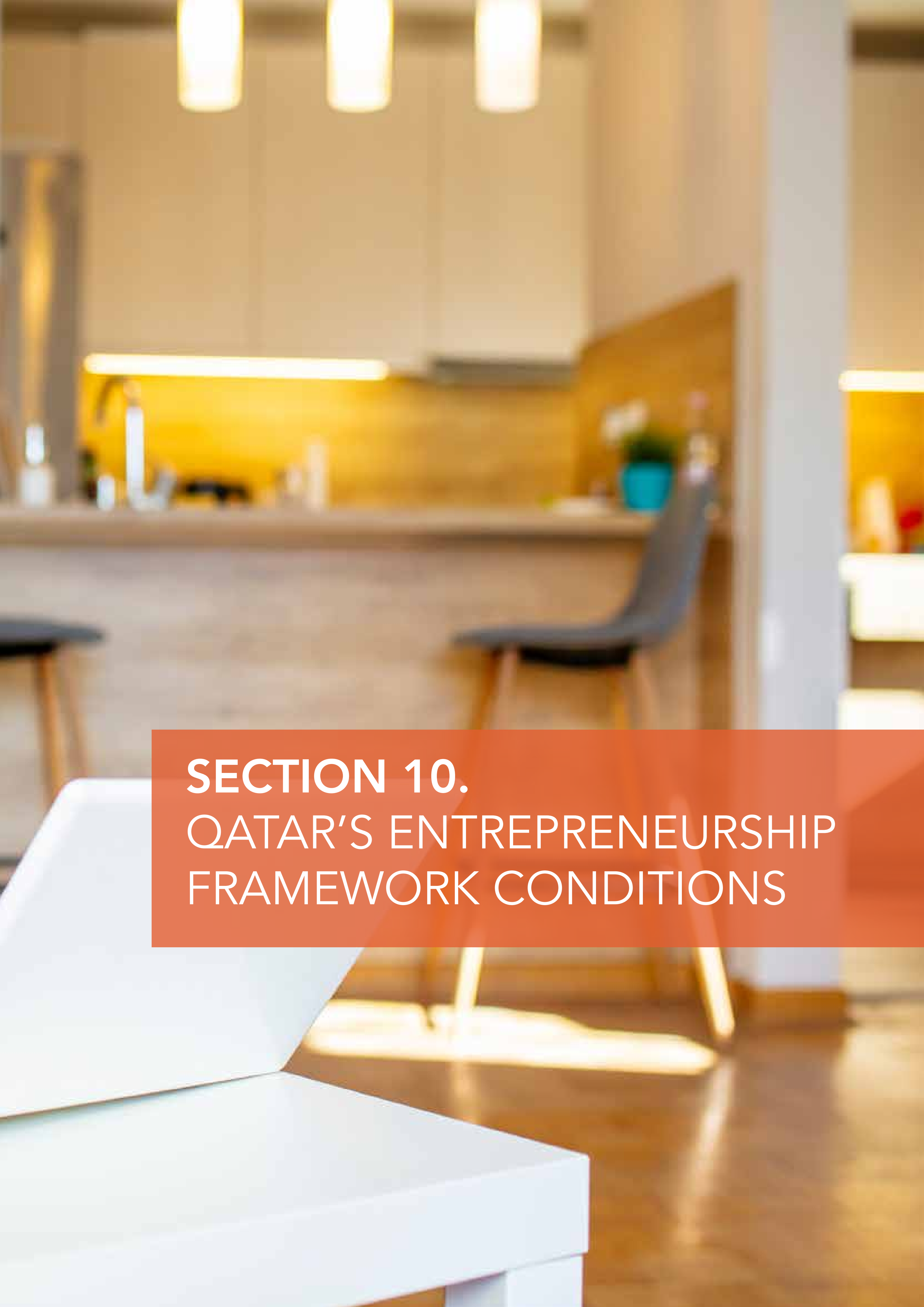
9.9. IMPACT OF COVID-19
ON HOUSEHOLD INCOME

In 2020, GEM also investigates the impact COVID-19 has had on household incomes in Qatar. Around half of the adult population in Qatar (47.4%) report that there has not been a substantial change to their household income due to the coronavirus pandemic. However, one in two adults surveyed reports that their household income has either 'substantially decreased' or 'strongly decreased' due to the pandemic (see Figure 9.13).

FIGURE 9.13: IMPACT OF COVID-19 ON HOUSEHOLD INCOME IN QATAR, 2020



Source: GEM Adult Population Survey 2020



SECTION 10.
QATAR'S ENTREPRENEURSHIP FRAMEWORK CONDITIONS

Each year, economies participating in the National Expert Survey (NES) collect data from a minimum of 36 relevant and prominent experts. The NES captures experts' opinions on various metrics relating to each country's economic, social, and political environments within the context of entrepreneurship and new business ownership. The NES focuses on the environmental features expected to have a significant impact on the entrepreneurial sector, captured in the Entrepreneurial Framework Conditions (EFCs). In 2020, GEM added two EFCs to the NES survey (**Reactivity and reinvention of entrepreneurship** and **COVID-19 impact on governmental policies**), which assess the impact of the coronavirus pandemic on the nations' EFCs. The EFCs are outlined in Chapter 13 under 'Methodology and Definitions'.

The NES questionnaire is standardized for all countries and has been designed to capture informed judgments of national experts in each country, who are specially selected based on their reputation and experience. Experts are asked to express their views about the most important conditions and whether they foster or constrain entrepreneurial activity and development in their country. When all the data is collected, the files are harmonized centrally by the GEM Data Team, which includes an internal quality audit and the calculation of site variables that summarize each block of questions designed to measure certain aspects of the EFCs.

The NES provides insights into how the EFCs shape Qatar's entrepreneurial ecosystem. In Qatar, 58 experts were interviewed using both a semi-structured and structured questionnaire. The closed questionnaire consisted of several statements relating to the national conditions influencing entrepreneurial activity in the country, and the responses were measured using a Likert scale of 0 (completely false) to 10 (completely true). The data obtained from these respondents has been analysed to determine the score for each category of questions.

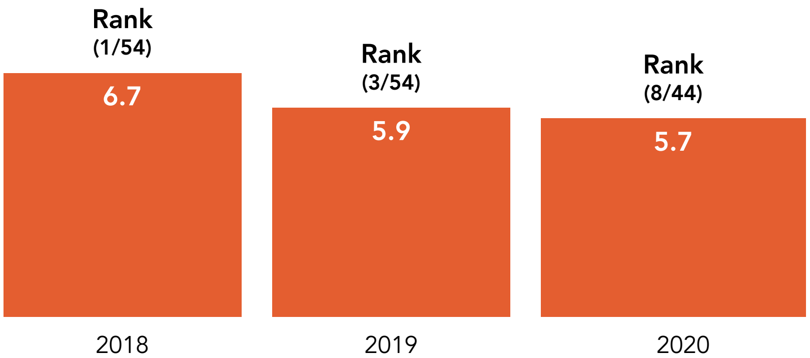
10.1 NATIONAL ENTREPRENEURSHIP CONTEXT INDEX (NECI)

In 2018 GEM introduced the National Entrepreneurship Context Index (NECI), which assesses the environment for entrepreneurship in an economy. The NECI is derived from the 14 EFCs and weights the ratings on these conditions by the importance experts place on them. The NECI informs policy, practitioner, and other key stakeholder audiences about the strength of the overall environment for entrepreneurship.

In 2020, Qatar performs eighth highest on the NECI (5.7) and is ranked below Indonesia (6.4) in 1st position, followed by the Netherlands (6.3), Taiwan (6.1), United Arab Emirates (6.0), India (6.0), Norway (5.7) and Saudi Arabia in seventh place (5.7).

Figure 10.1 shows how Qatar performs on the NECI in 2018, 2019 and 2020. In 2020, Qatar's overall ranking for the NECI is above the median for GEM and is on par with the ranking for 2019 and slightly lower than for 2018.

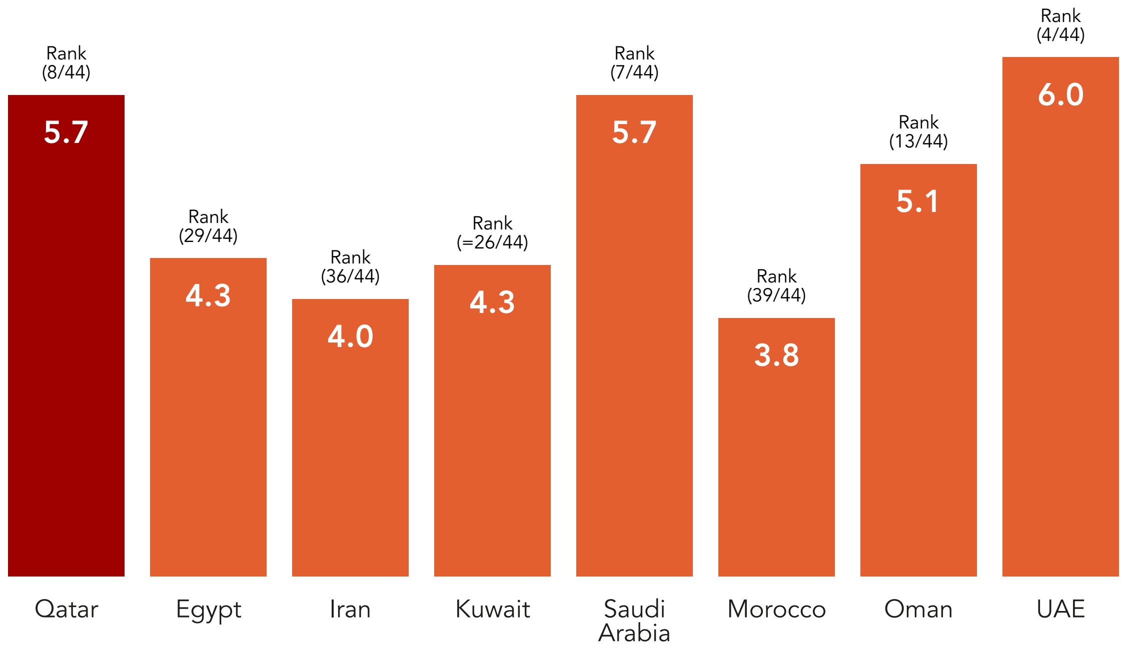
FIGURE 10.1: NATIONAL ENTREPRENEURSHIP CONTEXT INDEX (NECI) IN QATAR, 2018-2020



Source: Source: Qatar National Experts Survey 2018, 2019 and 2020

Qatar records the third-highest NECI of all benchmarked countries in the MENA region and is ranked slightly below the United Arab Emirates, which is ranked in 4th position globally (6.0) and Saudi Arabia, which is ranked in 7th position globally (5.7). Consistent with 2019, Iran and Morocco record the lowest NECI at 4.0 and 3.8, respectively and are ranked 36 and 39 out of the 44 participating countries in the NES (see Figure 10.2).

FIGURE 10.2: NATIONAL ENTREPRENEURSHIP CONTEXT INDEX (NECI) IN QATAR AND MENA COUNTRIES, 2020



Source: GEM National Experts Survey 2020, Rank out of 44 recorded in brackets

10.2 ENTREPRENEURSHIP FRAMEWORK CONDITIONS (EFCS)

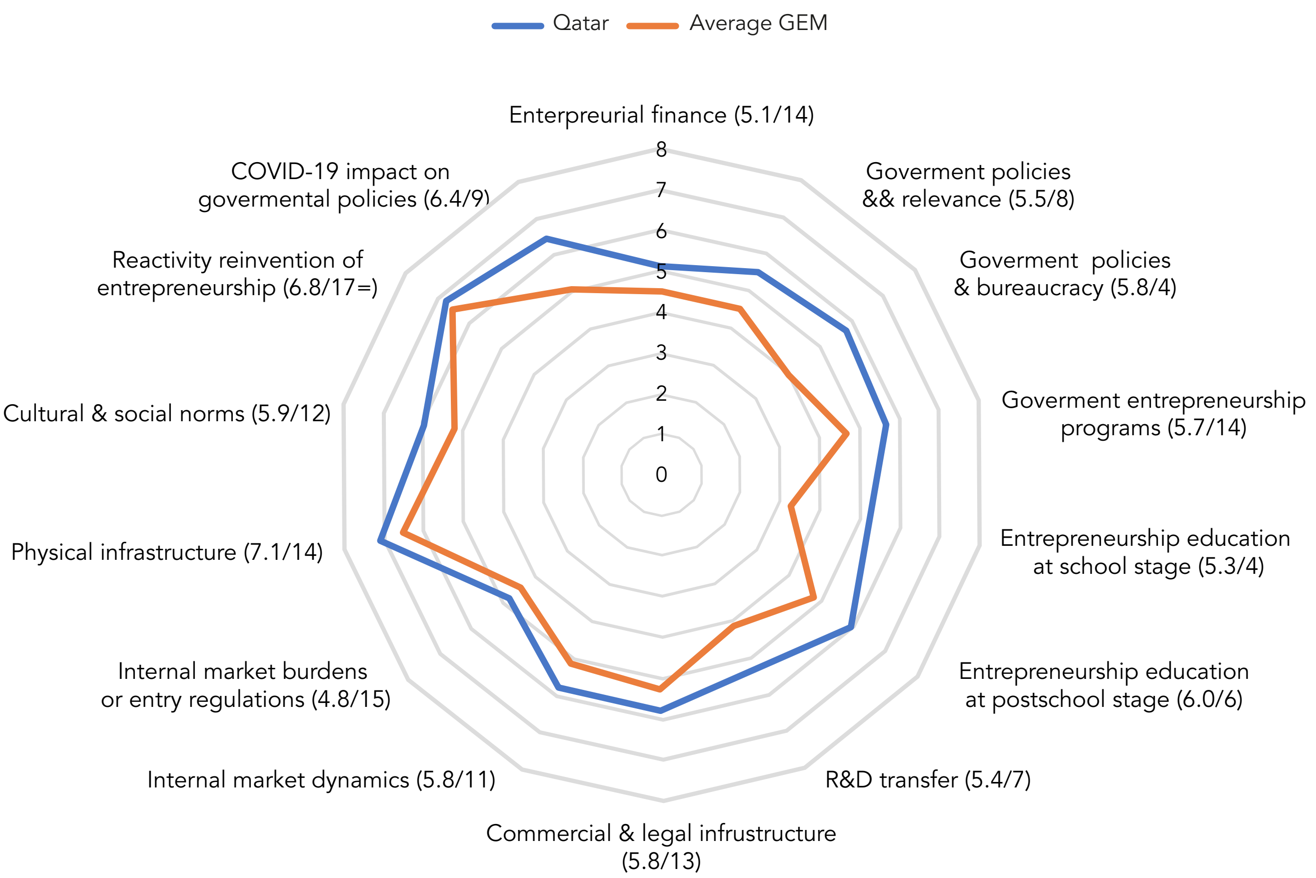
Figure 10.3 illustrates how Qatar performs in relation to the GEM average on each of the 14 EFCs. Qatar achieves high ratings on each condition and performs well above the GEM average.

In 2020, overall, Qatar achieves a high ranked position in the NES for framework conditions: Entrepreneurial education at post-school stage (6.0), Entrepreneurial education at primary and secondary school stage (5.3), Government policies: taxes and bureaucracy (5.8). Qatar is ranked within the top five countries out of the 44 participating economies on these framework conditions.

Table 10.1 shows the longitudinal patterns across the three consecutive years from 2018 to 2020 for the 14 framework condition scores. In 2020, Qatar records slightly higher scores for three of the framework conditions when compared to the previous year: Entrepreneurial education at school stage, Research and Development (R&D) Transfer, Commercial and Legal Infrastructure. The largest improvement can be observed with Research and Development (R&D) Transfer, with a score of 5.2 in 2019, increasing to 5.4 in 2020.

Qatar performed above the global average for the new framework conditions to 2020, which assess the impact of COVID-19 on entrepreneurship in the State. Qatar is ranked 9th out of 44 participating economies in the NES for COVID-19 impact on governmental policies (6.4) and equal 17th position for Reactivity and reinvention of entrepreneurship (6.8).

FIGURE 10.3: EXPERT RATING OF THE ENTREPRENEURSHIP FRAMEWORK CONDITIONS, 2020



EFCs scale: 1= completely false, 10= completely true
Between brackets: (score/rank out of 44)

TABLE10.1: RATINGS OF THE 14 NATIONAL ENTREPRENEURIAL FRAMEWORK CONDITIONS (NECI PILLARS) 2018-2020

	2018	2019	2020
Entrepreneurial finance	5.2	5.4	5.1
Government policies: support and relevance	6.2	6.0	5.5
Government policies: taxes and bureaucracy	5.8	6.1	5.8
Government entrepreneurship programs	5.9	6.1	5.7
Entrepreneurship education and training at school stage	6.1	5.2	5.3
Entrepreneurial education and training at post-school stage	6.6	6.3	6.0
Research and development (R and D) transfer	5.8	5.2	5.4
Commercial and legal infrastructure	5.7	5.7	5.8
Internal market dynamics	5.3	5.9	5.8
Internal market burdens or entry regulations	7.2	5.1	4.8
Physical infrastructure	6.4	7.5	7.1
Cultural and social norms	6.1	6.4	5.9
Reactivity and reinvention of entrepreneurship	N/A	N/A	6.8
COVID-19 impact on governmental policies	N/A	N/A	6.4

EFCs scale: 1=completely false, 10=completely true

N/A: The Frameworks: Reactivity and reinvention of entrepreneurship; and COVID-19 impact on government policies were added in 2020.

Source: Qatar National Experts Survey, 2018, 2019, 2020

TABLE10.2: RATINGS OF THE 14 NATIONAL ENTREPRENEURIAL FRAMEWORK CONDITIONS (NECI PILLARS) MENA REGION, 2020

	Global	Qatar	Egypt	Iran	Morocco	Kuwait	KSA	Oman	UAE
Entrepreneurial finance	4.5	5.1	4.4	3.9	3.5	4.5	6.0	4.9	5.3
Government policies: support and relevance	4.5	5.5	4.3	3.7	4.5	3.5	6.2	5.2	6.8
Government policies: taxes and bureaucracy	4.0	5.8	3.2	2.9	3.6	4.5	5.3	4.3	5.7
Government entrepreneurship programs	4.7	5.7	4.1	3.2	3.9	2.9	5.9	5.1	6.0
Entrepreneurship education and training at school stage	3.2	5.3	2.3	2.4	1.9	2.5	2.9	4.4	5.8
Entrepreneurial education and training at post-school stage	4.8	6.0	4.2	3.9	4.1	3.9	4.6	5.3	5.6
R and D transfer	4.1	5.4	3.4	4.0	2.6	3.2	4.7	4.4	5.1
Commercial and legal infrastructure	5.2	5.8	4.6	3.9	4.7	5.1	5.6	4.8	6.0
Internal market dynamics	5.1	5.8	5.1	4.8	4.2	5.2	6.9	5.7	6.2
Internal market burdens or entry regulation	4.4	4.8	4.3	3.1	3.0	3.8	5.8	5.1	5.2
Physical infrastructure	6.5	7.1	6.7	6.8	6.0	6.9	8.1	6.1	7.3
Cultural and social norms	5.2	5.9	4.8	5.1	3.4	5.8	6.4	6.0	7.3
Reactivity and reinvention of entrepreneurship	6.6	6.8	6.7	5.5	5.5	6.5	7.7	6.4	7.5
COVID-19 impact on governmental policies	5.1	6.4	5.1	3.5	4.7	4.1	8.4	5.8	7.2

EFCs scale: 1=completely false, 10= completely true

Source: GEM National Experts Survey, 2020

10.2.1 ENTREPRENEURIAL FINANCE

The entrepreneurial finance framework condition describes the availability of financial resources – equity and debt – for new and growing firms. Experts evaluate Qatar's financial environment for entrepreneurs (5.1), higher than the global average (4.5). Qatar is ranked in 14th position out of the 44 participating economies in the NES and is ranked third highest compared to the benchmarked MENA countries behind Saudi Arabia (6.0) and the UAE (5.3).

The entrepreneurial finance framework condition has declined slightly compared to the previous year from 5.4 in 2019 down to 5.1 in 2020. Entrepreneurship finance is one of the EFCs where experts see the potential for improvement to be at similar levels to the previous year. The ratings for these conditions have declined since the previous year, with the largest drop in rating observed within government subsidies available for new and growing firms (6.5 in 2019 down to 5.8 in 2020).

Experts give the lowest ratings for the availability of private lenders' funding, such as crowdfunding for new and growing firms (3.6) and funding availability through initial public offerings for new and growing firms (3.8). Half of the entrepreneurial experts surveyed in Qatar (49%) suggest there needs to be greater financial support provided to new and growing firms to improve the context for entrepreneurial activity in the country. Qatar is taking steps to provide more financial support through the availability of seed funding options to entrepreneurs. QDB, for example, has introduced Ithmar, an equity financing program that provides Qatari entrepreneurs with the required funds to establish a business in Qatar[4] . The Qatar Financial Center (QFC) has also introduced the country's first private angel fund, Doha Tech Angels. The Fund provides seed funding for early-stage technology start-ups with high growth potential in Qatar, the Middle East, and beyond[5] .

[4]https://www.qdb.qa/en/Pages/seed-funding.aspx
[5]https://www.dta.qa/about

10.2.2 GOVERNMENT POLICIES

Government policy conditions have two components:

• Support and relevance, which evaluates the extent to which experts believe their national governments demonstrate support for entrepreneurs (5.5 above the global average of 4.5).

• Taxes and bureaucracy measure the extent to which experts think current taxes are affordable and balanced for entrepreneurs and the level of bureaucracy in business processes and facilities for funding entrepreneurial activities (5.8 – also above the global average of 4.0).

Three in four experts interviewed for the NES (72%) report that government policies constrain entrepreneurial activity in Qatar. Qatar experts identified that while the amount of taxes is not a burden for new and growing firms in Qatar, taxes are often not perceived to be applied in a predictable and consistent way. Consistent with 2019 results, experts give the lowest ratings for the process for new firms to get most of the required permits and licenses within a week (4.4), government policies such as public procurement, legislation, regulation, licensing, taxation consistently favour new firms (4.7) and coping with government bureaucracy, regulations, and licensing requirements is not unduly difficult for new and growing firms (4.9). In comparison, the highest rating is given for the amount of taxes is not a burden for new and growing firms (7.7).

10.2.3 GOVERNMENT PROGRAM CONDITIONS

The government entrepreneurship program condition relates to the provision of specific programs for entrepreneurs by public agencies. This includes subsidies, incubators, and agencies that assess and advise entrepreneurs. Qatar is ranked 14th out of the 44 participating economies in the NES and is ranked 3rd highest compared to the benchmarked MENA countries behind the UAE (6.0) and Saudi Arabia (5.9). Kuwait and Iran are the lowest-performing economies in the MENA countries on this entrepreneurial framework (2.9 and 3.2 respectively).

Experts give the highest rating for effective support provided by science parks and business incubators for new and growing firms (6.3). In comparison, the lowest rating is given for anyone who needs help from a government program for a new or growing business can find what they need (5.2). Overall, all ratings for government entrepreneurship program conditions have declined since the previous year, with the largest drop in rating observed with an adequate number of government programs provided for new and growing businesses (6.5 in 2019 down to 6.0 in 2020).

Qatar experts indicate that not all entrepreneurs who need help from a government organization for a new and growing business can always find the support they need. They also suggest that a wide range of government assistance for new and growing firms cannot be obtained through contact with a single agency and that entrepreneurs are required to approach several different organizations to access the right support.

10.2.4 ENTREPRENEURIAL EDUCATION AND TRAINING CONDITIONS

The entrepreneurship education and training conditions relate to how entrepreneurship and entrepreneurial qualities receive attention in all phases of the educational and training system from primary school through to post-graduate level. The rating for the Entrepreneurial level of education at primary and secondary levels in Qatar (5.3) is above the global average (3.2). Qatar is ranked in 4th position out of the 44 participating economies and is ranked 2nd highest when compared to the benchmarked MENA countries behind the UAE (5.8).

Consistent with 2019 results, Qatar experts evaluate post-secondary education and training (college, university, and professional education) more positively at 6.0. Overall, Qatar is ranked in 6th position on the education and training at the post-school stage pillar. Qatar consistently holds the top position on this framework condition when compared to the MENA benchmarked countries. Qatar outperforms the UAE (5.6), Oman (5.3) and Saudi Arabia (4.6) on this entrepreneurial framework. Kuwait, Iran and Morocco are the lowest-performing economies in the MENA countries on this framework condition.

Consistent with 2019, the highest expert rating for entrepreneurship education and training conditions is for colleagues and universities in Qatar, providing practical business and management education and adequate preparation for starting up and growing new firms (6.2). Experts also rate teaching provided in primary and secondary education highly in terms of it encouraging creativity, self-sufficiency, and personal initiative (5.9). Experts give the lowest rating for teaching in primary and secondary education, providing adequate attention to entrepreneurship and new firm creation (4.9).

10.2.5 R&D
TRANSFER CONDITIONS

The R&D transfer condition refers to the extent to which national research and development will lead to new commercial opportunities and whether these are available for new, small, and growing firms. The rating for R&D transfer conditions in Qatar is 5.4. Qatar is ranked in 7th position out of the 44 participating economies in the NES and is ranked above the global average (4.1). Qatar is ranked in first position compared to the benchmarked MENA countries and sits ahead of the UAE (5.1) and Saudi Arabia (4.7). Morocco and Kuwait are the lowest-performing economies in the MENA countries on this entrepreneurial framework (2.6 and 3.2 respectively). The overall rating for the pillar by experts has increased from 5.2 in 2019 to 5.4 in 2020. The largest increase in rating from the previous year has occurred for the level of support available for engineers and scientists to have their ideas commercialized through new and growing firms (5.1 up to 5.5).

Consistent with 2019, the most significant issue is the affordability of the latest technology by new and growing firms, with experts suggesting that many early-stage entrepreneurs do not have the same level of access to new research and technology as large, established firms.

10.2.6 COMMERCIAL INFRASTRUCTURE AND PROFESSIONAL SERVICES CONDITIONS

The commercial infrastructure and professional services condition receive a moderate rating on the NECI pillars for Qatar and has slightly increased from the previous year (5.8 in 2020 up from 5.7 in 2019). Qatar is ranked in 13th position globally and sits behind the UAE (6.0).

Experts give the highest rating (6.4) for the ease of new and growing firms accessing good, professional legal, accounting and banking services such as checking accounts, foreign exchange transactions, letters of credit etc. The main challenge identified by experts is the access and affordability of good subcontractors, suppliers, and consultants for new and growing firms.

10.2.7 INTERNAL MARKET DYNAMICS AND BURDENS CONDITIONS

The entry regulation framework condition has two components: internal market dynamics and internal market burdens.

Internal market dynamics: This factor analyses whether there is a free and open market where no entity exerts power to influence or set prices and where changes in demand are met with changes in supply, and vice versa. Qatar is ranked in 11th position out of the 44 participating economies in the NES on the internal market dynamics pillar (5.8). In 2020, Qatar is ranked below Saudi Arabia (6.9) and the UAE (6.2).

The local experts' rating for this framework condition has slightly decreased from the previous year from 5.9 in 2019 to 5.8 in 2020. As this pillar has an inverse scaling, the smaller the value, the more positive the result. Therefore, according to local experts, Qatar's business environment has become more stable with fewer changes in markets when compared to the previous year.

Internal market burdens or entry regulation: This summarizes the overall state of a market regarding the absence of burdens entrepreneurs encounter upon entering markets and regulations that can facilitate, rather than undermine, these efforts. Qatar is ranked in 15th position on the internal market burdens or entry regulation pillar (4.8). In 2020, Qatar is ranked below Saudi Arabia (5.8), UAE (5.2) and Oman (5.1) when comparing the MENA benchmarked countries.

Experts identify an improvement since the previous year regarding markets for business-to-business and consumer goods and services not changing dramatically from year to year. This is a very positive result given the impact of COVID-19 on global economies. There has, however, been a decline in several ratings for this condition when compared to the previous year, which includes new and growing firms easily entering new markets, new and growing firms affording the cost of market entry, new and growing firms entering markets without being unfairly blocked by established firms and the anti-trust legislation being effective and well enforced.

10.2.8 PHYSICAL INFRASTRUCTURE AND SERVICES CONDITIONS

The Physical Infrastructure framework condition refers to presence and access to available physical resources, including communication, transportation, and business operations nationally and internationally through aspects such as high-speed Internet and cell phone service, real estate (land, buildings), reliable utilities, and advanced highways, railways, ports, and airports.

Physical infrastructure and service condition is the highest rated NECI pillar for Qatar and has been consistently rated highly by experts over the previous four years. The pillar has slightly decreased since the previous year from 7.5 in 2019 down to 7.1 in 2020. Qatar is ranked in 14th position on the physical infrastructure pillar and is ranked in 3rd position compared to the MENA benchmarked countries behind Saudi Arabia (8.1) and the UAE (7.3).

In 2020, experts rated two new elements of the physical infrastructure and service condition, which focused on the availability and affordability of office and production spaces to rent for new and growing firms in Qatar. Qatar experts rate the availability of affordable office rental spaces higher than production rental spaces (6.3 and 5.7, respectively). This indicates that office space is more readily available to entrepreneurs than production spaces. QDB offers low-cost co-working spaces to entrepreneurs who are about to register their new business or to existing budding businesses seeking a co-working space as their starting office. The co-working spaces offer many benefits such as discounted serviced office space, shared facilities, monthly coaching sessions, shared software tools and access to QDB's other services[6]. Experts indicate that Qatar offers a strong physical infrastructure in which to conduct new business activities, including good access to affordable communication and utility services in reasonable timeframes.

[6]https://www.qdb.qa/en/Pages/Working-Space.aspx

10.2.9 CULTURAL AND SOCIAL NORMS CONDITIONS

The Cultural and Social Norms framework condition shows how society exhibits an entrepreneurship focus within the culture through behaviour, beliefs, language, and customs. This can encourage entrepreneurs by demonstrating acceptance, support, and high regard for their activity. In this EFC, Qatar (5.9) is above the average (5.2) and is in 12th position overall. Qatar is ranked in 4th position when compared to the MENA benchmarked countries and falls slightly behind the UAE (7.3), Saudi Arabia (6.4) and Oman (6.0). The framework condition has decreased since the previous year from 6.4 in 2019 down to 5.9 in 2020. The largest decrease in rating from the previous year is observed with the national culture emphasizing the responsibility individuals have in managing their own lives (6.2 down to 5.4).

Experts reveal that the national culture of Qatar is highly supportive of individual success and encourages creativity and innovativeness. Experts rate the national culture encouraging entrepreneurial risk-taking at 5.7 (a slight decline from 5.8 in 2019).

10.2.10 REACTIVITY AND REINVENTION OF ENTREPRENEURSHIP

In 2020, the reactivity and reinvention of entrepreneurship framework condition was added to the NES survey. This condition assesses the impact of the COVID-19 pandemic on entrepreneurship in Qatar. Experts were asked to rate how new and growing firms adapt to the changing environment due to COVID-19. This includes whether entrepreneurs in the country are adopting new ways of doing business by adjusting to their current products and services, whether they are seeking new opportunities, as well as collaborating with one another. Qatar is ranked in 17th position out of the 44 participating economies and is equally ranked with Switzerland on the reactivity and reinvention of entrepreneurship condition. Qatar performs above the global average (Qatar rated at 6.8 compared to the global average of 6.6). Qatar is ranked in 3rd position compared to the MENA benchmarked countries behind Saudi Arabia (7.7) and the UAE (7.5).

Experts indicate that in Qatar, many new and growing firms are adjusting to their current products and services and are adopting new ways to do business to adapt to the COVID-19 pandemic. To a lesser extent, expert's indicate that entrepreneurs in Qatar are collaborating on global social activities, challenges, and proposals because of the COVID-19 pandemic. Experts are also less inclined to perceive an increase in cooperation between early-stage entrepreneurs and established firms because of the pandemic.

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10.2.11 ICOVID-19 IMPACT ON GOVERNMENTAL POLICIES

The COVID-19 impact on governmental policies was also added to the NES survey in 2020. Experts were asked to rate the government regarding how it has supported new and growing firms through the COVID-19 pandemic. Qatar is ranked in 9th position out of the 44 participating economies on the COVID-19 impact on governmental policies condition and performs well above the global average (Qatar rated at 6.4 compared to the global average of 5.1). Qatar is ranked in 3rd position compared to the MENA benchmarked countries behind Saudi Arabia (8.4) and the UAE (7.2).

Experts indicate the government in Qatar has taken actions to protect workers and customers of new and growing firms and has substantially increased its digital and online delivery of regulations for entrepreneurs in response to the coronavirus pandemic. The pandemic has highlighted the importance of digital innovation as part of building resilience and meeting the needs of the future. Entrepreneurs have introduced digitalized services to increase touchpoints with consumers. The QDB launched Hack COVID-19, a virtual hackathon designed to give innovators a platform through which entrepreneurial ideas can be developed to tackle challenges caused by COVID-19 [7]. In addition, QDB has initiated a virtual training program to help SME's address the challenges of operating their businesses during the COVID-19 pandemic.

To a lesser extent, experts indicate the Qatar government has adopted effective measures to avoid massive loss of new and growing firms, as well as helping entrepreneurs adjust to the economic reality caused by the COVID-19 pandemic.

[7] http://hackcovid19.qa/en/

SECTION 11. CONCLUSION

The GEM 2020 results highlight that adults in Qatar have a very positive attitude towards entrepreneurs and entrepreneurship. The potential for entrepreneurship is evident in the large proportion of the population who consider entrepreneurship a desirable career choice and believe entrepreneurs are well regarded and enjoy a high level of social status and respect.

The positive societal attitude towards entrepreneurship plays an important role in building a healthy pipeline of prospective entrepreneurs in the country. A large proportion of adults in Qatar see good opportunities for starting a business and feel they have the knowledge, skills, and experience to do so within the next six months. In 2020, more adults compared to the previous year feel it is easy to start a business in Qatar and fewer adults state fear of failure as a barrier preventing them from becoming an entrepreneur. One in every two adults in Qatar who are not involved in entrepreneurial activity expect to start a new business within the next three years.

In 2020, Qatar has experienced an increase in entrepreneurial activity despite the unprecedented impact COVID-19 has had on the global economy. The proportion of adults involved in early-stage entrepreneurship in Qatar has steadily increased since 2017, and the rate of established business ownership has reached an all-time high since the benchmark study was conducted in 2016. In addition, the rate of Entrepreneurial Employee Activity has nearly doubled since 2019. As entrepreneurial activity in Qatar is rising, the rate of business discontinuance is declining.

The coronavirus pandemic has led to a drastic shift in consumer behaviour and has created a lasting ripple effect on businesses from all industries. The short-term behaviours of consumers coping with this crisis are likely to have a long-term impact on business models, partnerships, and the competitive landscape. The GEM 2020 results highlight that Qatar's entrepreneurs are evolving and innovating to meet growing customer demands in the post-pandemic world. One in two early-stage entrepreneurs and two-thirds of established business owners agree that COVID-19 has provided new opportunities that they would like to pursue with their business. One in every four adults surveyed in the APS knows of someone in Qatar who has started a business because of the coronavirus pandemic. Over half of the adults with entrepreneurial intentions report that COVID-19 has influenced their expectations around starting a business.

Qatar's government has taken an active role in providing support to new and established businesses during the pandemic– eight in ten entrepreneurs agree the Qatar government has responded effectively to the economic consequences of the coronavirus pandemic. One in every four established business owners in Qatar have received or expect to receive financial support from the government because of COVID-19. Furthermore, over a quarter of early-stage entrepreneurs in Qatar feel it is easier to start a business now when compared to before the pandemic.

> "Qatar continues to perform well on the NECI despite declines in most of the Entrepreneurial Framework Conditions and is ranked in 8th position overall on this indicator (a drop from 3rd position in 2019). The Qatar government has taken significant steps to integrate entrepreneurial education in the curriculum at the primary and secondary school level. Universities and colleges are also implementing initiatives to develop entrepreneurial skills and creative thinking in Qatar's youth. These initiatives are instrumental in building Qatar's pipeline of prospective entrepreneurs. Both entrepreneurial intentions and the TEA rate is highest among younger adults aged 25 to 34 years. Furthermore, adults with post-graduate qualifications are most involved in entrepreneurial activity and are most likely to believe that other people see them as highly innovative."

To further strengthen the overall environment for entrepreneurship, the focus should remain on creating an enabling business environment: one that is conducive to starting and sustaining a new business. Lack of public policy on entrepreneurship, bureaucratic processes, government regulations, and complicated licensing and business registration processes continue to be key constraints on entrepreneurial ventures. Qatar's experts also cite limited access to financial support as a key constraint of entrepreneurship. In 2020, there has been a substantial increase in the proportion of early-stage entrepreneurs who have used their own personal savings to fund their business. There has also been a reduced reliance on personal and commercial loans. The Qatar government has taken significant steps to help equip private companies to face the economic impacts of the pandemic. Further advancements are needed in this area to help early-stage entrepreneurs succeed and transition into established business owners. The availability of private lender's funding and initial public offerings is required for start-ups and new firms to help launch and grow their businesses and survive in the post-pandemic world.

SECTION 12. COMPARATIVE INTERNATIONAL DATA

TABLE 12.1: TYPE OF ENTREPRENEURIAL ACTIVITY, GEM 2020

Region	Economy	Nascent entrepreneurship rate		New business ownership rate		Early-stage entrepreneurial activity (TEA)	
		Score	Rank/43	Score	Rank/43	Score	Rank/43
MIDDLE EAST AND AFRICA	Angola	27.3	1	24.3	1	49.6	1
	Burkina Faso	11.5	9	12.0	5	23.0	8
	Egypt	4.9	28	6.7	=14	11.3	23
	Iran	4.2	31	3.8	=27	8.0	=31
	Israel	5.1	=26	3.6	=30	8.5	=28
	Kuwait	11.3	10	8.6	9	19.2	11
	Morocco	3.0	39	4.1	26	7.1	36
	Oman	10.4	=14	5.9	18	16.0	14
	Qatar	11.2	11	6.6	16	17.2	13
	Saudi Arabia	10.8	12	6.7	=14	17.3	12
	Togo	21.7	3	11.7	6	32.9	2
	United Arab Emirates	7.3	21	8.8	8	15.4	=17
	Average	10.7		8.6		18.8	
EAST ASIA AND PACIFIC	India	3.2	36	2.3	39	5.3	39
	Indonesia	2.5	40	7.2	=12	9.6	24
	Kazakhstan	12.1	8	8.5	10	20.1	10
	South Korea	8.2	20	5.0	=21	13.0	20
	Taiwan	3.6	34	5.0	=21	8.4	30
	Average	5.9		5.6		11.3	
LATIN AMERICA AND THE CARIBBEAN	Brazil	10.2	16	13.4	4	23.4	7
	Chile	19.8	4	7.2	=12	25.9	6
	Colombia	18.0	5	14.0	3	31.1	4
	Guatemala	12.4	7	16.4	2	28.3	5
	Panama	23.0	2	9.8	7	32.4	3
	Uruguay	15.9	6	6.1	17	21.9	9
	Average	16.6		11.2		27.2	
EUROPE AND NORTH AMERICA	Austria	4.1	32	2.2	40	6.2	37
	Canada	8.7	19	7.5	11	15.6	=15
	Croatia	9.1	18	3.7	29	12.7	21
	Cyprus	5.1	=26	3.6	=30	8.6	=26
	Germany	3.1	=37	1.8	41	4.8	41
	Greece	3.3	35	5.5	20	8.6	=26
	Italy	0.9	43	1.0	43	1.9	43
	Latvia	10.1	17	5.8	19	15.6	=15
	Luxembourg	5.7	24	2.4	38	8.0	=31
	Netherlands	6.9	22	4.9	=23	11.5	22
	Norway	4.7	29	2.9	=35	7.6	34
	Poland	1.6	42	1.5	42	3.1	42
	Russia	4.0	33	4.6	25	8.5	=28
	Slovakia	10.4	=14	3.8	=27	13.9	19
	Slovenia	3.1	=37	3.0	=33	6.0	38
	Spain	2.4	41	2.9	=35	5.2	40
	Sweden	4.5	30	3.0	=33	7.3	35
	Switzerland	6.4	23	3.2	32	9.2	25
	United Kingdom	5.2	25	2.7	37	7.8	33
	United States	10.7	13	4.9	=23	15.4	17
	Average	5.5		3.5		8.9	

An equal sign (=) indicates that the ranking position is tied with another economy or economies

TABLE 12.2: TYPE OF ENTREPRENEURIAL ACTIVITY (CONT'D), GEM 2020

Region	Economy	Established business ownership rate (EBO)		Entrepreneurial Employee Activity (EEA)		Discontinuation of businesses (business did not continue)	
		Score	Rank/43	Score	Rank/43	Score	Rank/43
MIDDLE EAST AND AFRICA	Angola	9.2	12	1.3	26	29.8	1
	Burkina Faso	12.4	5	0.3	40	3.1	=23
	Egypt	5.2	31	0.2	=41	8.8	6
	Iran	14.5	4	0.8	=31	3.2	22
	Israel	4.2	=36	6.1	5	3.0	25
	Kuwait	5.9	=28	6.0	=6	9.2	5
	Morocco	6.8	19	0.5	38	5.6	=14
	Oman	2.5	=41	0.8	=31	8.1	7
	Qatar	6.1	=25	6.6	1	6.3	=11
	Saudi Arabia	5.1	=32	1.1	=28	5.6	=14
	Togo	17.8	1	0.6	37	7.8	9
	United Arab Emirates	2.5	=41	1.7	=23	4.6	17
	Average	7.7		2.2		7.9	
EAST ASIA AND PACIFIC	India	5.9	=28	0.1	43	3.7	=19
	Indonesia	11.4	8	1.1	=28	3.7	=19
	Kazakhstan	4.3	35	0.9	=31	15.4	2
	South Korea	16.1	2	1.5	25	2.4	28
	Taiwan	11.1	=9	2.3	21	1.4	=37
	Average	9.8		1.2		5.3	
LATIN AMERICA AND THE CARIBBEAN	Brazil	8.7	13	4.5	15	9.4	4
	Chile	6.1	=25	3.2	18	7.9	8
	Colombia	5.5	30	2.1	22	5.8	13
	Guatemala	12.3	6	1.1	=28	6.8	10
	Panama	4.1	=38	2.7	19	10.6	3
	Uruguay	5.1	=32	0.2	=41	6.3	=11
	Average	7.0		2.3		7.8	
EUROPE AND NORTH AMERICA	Austria	7.8	14	5.4	=9	2.1	34
	Canada	7.3	=15	5.3	11	5.6	=14
	Croatia	4.2	=36	6.4	=2	2.9	26
	Cyprus	7.3	=15	6.0	=6	2.2	=31
	Germany	6.2	24	6.4	=2	1.4	=37
	Greece	14.6	3	1.2	27	2.2	=31
	Italy	2.2	43	0.7	36	0.3	43
	Latvia	11.1	=9	3.4	17	1.9	=35
	Luxembourg	3.6	40	4.3	16	1.9	=35
	Netherlands	7.0	=17	1.7	=23	3.5	21
	Norway	4.1	=38	5.8	8	1.3	39
	Poland	12.2	7	0.9	=31	2.8	27
	Russia	4.7	34	0.4	39	2.2	=31
	Slovakia	6.5	=22	2.5	20	3.1	=23
	Slovenia	7.0	=17	5.2	=12	1.1	41
	Spain	6.7	=20	0.8	=31	1.0	42
	Sweden	6.0	27	6.2	4	2.3	=29
	Switzerland	6.7	=20	5.2	=12	1.2	40
	United Kingdom	6.5	=22	5.4	=9	2.3	=29
	United States	9.9	11	4.8	14	15.4	17
	Average	7.1		3.9		2.3	

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TABLE 12.3: ATTITUDES AND PERCEPTIONS IN AN AGE OF COVID-19, GEM 2020

Region	Economy	Personally, know an entrepreneur		Perceived opportunities		Perceived ease of starting a business		Perceived capabilities		Fear of failure (opportunities)	
		score	Rank/43	score	Rank/43	score	Rank/43	score	Rank/43	score	Rank/43
MIDDLE EAST AND AFRICA	Angola	70.7	7	75.6	6	69.8	=8	82.3	4	34.8	35
	Burkina Faso	60.7	20	75.5	7	44.0	30	84.1	3	49.1	=7
	Egypt	34.9	39	65.7	9	61.6	18	56.1	26	41.6	=24
	Iran	33.8	40	13.3	43	21.3	42	64.9	14	17.7	41
	Israel	68.1	=9	25.0	40	12.3	43	37.7	42	45.0	16
	Kuwait	58.2	21	62.6	11	64.5	15	63.4	19	47.8	12
	Morocco	42.3	35	57.3	=15	53.9	24	63.4	20	38.7	32
	Oman	84.2	2	83.8	2	67.8	13	64.5	16	42.8	20
	Qatar	52.6	26	72.3	8	67.9	12	68.2	11	41.3	26
	Saudi Arabia	57.3	23	90.5	1	91.5	1	86.4	2	51.6	6
	Togo	68.5	8	78.5	5	58.5	20	91.9	1	44.2	17
	United Arab Emirates	65.5	14	62.1	14	69.5	10	54.7	29	47.1	13
	Average	58.1		63.5		56.9		68.1		41.8	
EAST ASIA AND PACIFIC	India	61.9	17	82.5	3	78.5	5	81.7	5	56.8	1
	Indonesia	79.2	3	80.6	4	73.4	7	79.0	6	23.5	40
	Kazakhstan	84.3	1	44.8	27	51.1	25	63.8	18	17.5	42
	South Korea	39.9	36	44.6	28	33.9	35	53.0	33	13.9	43
	Taiwan	32.3	42	39.3	32	42.5	31	44.8	38	42.6	22
	Average	59.5		58.4		55.9		64.5		30.9	
LATIN AMERICA AND THE CARIBBEAN	Brazil	74.2	4	57.3	=15	41.4	32	67.8	12	43.4	19
	Chile	65.8	13	46.7	26	46.1	29	71.7	10	46.3	15
	Colombia	66.9	12	47.9	22	33.2	=36	64.8	15	39.5	31
	Guatemala	71.4	6	62.7	10	48.8	27	74.4	8	40.0	29
	Panama	52.6	27	47.2	=24	55.9	21	72.7	9	39.8	30
	Uruguay	63.6	15	47.3	23	39.4	33	65.6	13	48.8	9
	Average	65.8		51.5		44.1		69.5		43.0	
EUROPE AND NORTH AMERICA	Austria	53.9	25	31.2	36	47.5	28	53.3	=31	36.8	34
	Canada	51.0	28	49.1	19	67.7	14	55.6	27	52.0	5
	Croatia	67.8	11	47.2	=24	30.7	38	75.0	7	52.1	4
	Cyprus	68.1	=9	21.1	41	49.7	26	58.1	24	49.1	=7
	Germany	44.4	34	36.0	34	54.4	23	47.6	36	31.0	37
	Greece	32.5	41	27.9	37	25.9	41	53.3	=31	53.1	3
	Italy	30.6	43	62.2	13	78.1	6	60.8	21	28.4	38
	Latvia	36.8	38	37.1	33	33.2	=36	55.3	28	41.6	=24
	Luxembourg	45.9	31	41.9	30	63.8	16	45.7	37	42.3	23
	Netherlands	60.8	19	48.8	20	82.9	3	43.6	40	38.3	33
	Norway	44.7	32	57.0	17	84.1	2	41.6	41	27.4	39
	Poland	62.7	16	51.6	18	58.9	19	60.0	22	41.2	=27
	Russia	54.5	24	33.5	35	30.6	39	34.5	43	46.5	14
	Slovakia	71.9	5	40.9	31	26.0	40	56.4	25	48.7	10
	Slovenia	57.9	22	42.0	29	62.0	17	59.4	23	43.8	18
	Spain	37.4	37	16.5	42	34.6	34	51.9	35	53.6	2
	Sweden	48.5	30	62.5	12	80.1	4	52.1	34	42.8	21
	Switzerland	44.6	33	26.7	39	55.5	22	44.5	39	33.5	36
	United Kingdom	49.8	29	27.3	38	69.8	=8	54.5	30	48.3	11
	United States	60.9	18	48.6	21	68.6	11	64.0	17	41.2	=27
	Average	51.2		40.5		55.2		53.4		42.6	

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TABLE 12.4: ATTITUDES AND PERCEPTIONS IN AN AGE OF COVID-19 (CONT'D), GEM 2020

Region	Economy	Knowing someone who has stopped a business due to the pandemic (% adults 18-64) score	Rank/43	Knowing someone who has started a business due to the pandemic (% adults 18-64) score	Rank/43	Pursue new opportunities due to the pandemic (% of TEA) score	Rank/43	Starting a business is more difficult compared to a year ago (% of TEA) score	Rank/43	Pandemic has led to a delay in getting the business operational (% of TEA) score	Rank/43
MIDDLE EAST AND AFRICA	Angola	71.4	2	62.1	4	46.0	13	77.9	5	82.6	9
	Burkina Faso	28.7	33	13.9	28	8.2	42	51.2	32	76.5	11
	Egypt	45.0	19	30.6	=13	35.3	=25	65.6	12	74.8	13
	Iran	39.6	26	16.8	25	18.1	41	88.4	1	76.1	12
	Israel	58.2	8	30.1	15	70.4	1	63.3	18	62.3	33
	Kuwait	50.9	14	30.6	=13	60.6	5	26.4	40	86.7	4
	Morocco	43.5	20	16.9	24	18.2	40	72.9	9	82.4	10
	Oman	66.5	3	62.4	3	60.1	6	52.7	30	89.0	3
	Qatar	42.7	21	23.6	18	41.9	19	58.2	27	72.3	20
	Saudi Arabia	57.1	10	41.6	11	52.1	9	49.7	33	91.3	2
	Togo	50.7	15	27.0	17	24.2	=36	76.3	7	84.7	6
	United Arab Emirates	59.5	6	40.4	12	45.6	14	64.4	15	72.7	19
	Average	51.2		33.0		40.1		62.3		79.3	
EAST ASIA AND PACIFIC	India	60.1	5	53.4	8	65.2	2	79.7	3	84.9	5
	Indonesia	72.0	1	69.8	1	42.8	18	84.8	2	55.5	35
	Kazakhstan	59.1	7	9.6	36	30.8	31	65.5	13	83.0	7
	South Korea	34.2	30	20.8	22	7.7	43	61.6	20	48.0	40
	Taiwan	15.5	43	8.1	37	43.2	17	48.4	35	74.3	16
	Average	48.2		32.3		37.9		68.0		69.1	
LATIN AMERICA AND THE CARIBBEAN	Brazil	63.7	4	52.1	9	58.3	7	59.9	23	71.4	22
	Chile	56.5	11	55.2	5	52.9	8	77.0	6	82.8	8
	Colombia	52.9	13	54.6	6	62.2	4	64.5	14	74.7	=14
	Guatemala	57.8	9	53.9	7	44.8	15	66.0	11	70.8	23
	Panama	54.1	12	63.2	2	64.1	3	62.9	19	73.7	17
	Uruguay	48.9	16	43.4	10	44.4	16	64.3	16	71.8	21
	Average	55.7		53.7		54.5		65.8		74.2	
EUROPE AND NORTH AMERICA	Austria	24.1	36	11.9	33	36.5	24	54.6	28	65.5	27
	Canada	36.8	29	21.4	21	49.4	=10	63.6	17	74.7	=14
	Croatia	40.7	24	15.9	27	29.0	33	48.6	34	73.4	18
	Cyprus	38.5	27	29.2	16	38.8	22	42.1	37	64.5	28
	Germany	20.8	39	7.3	41	24.9	35	46.7	36	63.4	31
	Greece	45.6	18	13.0	30	20.6	38	75.5	8	69.3	25
	Italy	37.1	28	7.6	39.0	40.1	21	78.1	4	91.9	1
	Latvia	22.7	37	7.9	38	32.9	28	11.9	43	63.7	30
	Luxembourg	17.2	42	6.3	43	30.7	32	58.6	25	67.6	26
	Netherlands	25.9	34	16.0	26	41.0	20	52.5	31	53.4	37
	Norway	17.8	41	7.5	40	37.8	23	29.3	39	47.6	41
	Poland	47.4	17	12.8	31	35.3	=25	38.3	38	64.3	29
	Russia	40.0	25	13.4	29	20.5	39	58.4	26	55.1	36
	Slovakia	31.9	32	20.6	23	32.0	30	53.6	29	49.4	38
	Slovenia	25.4	35	6.4	42	32.3	29	25.9	41	44.9	43
	Spain	41.8	22	12.7	32	25.5	34	71.4	10	69.5	24
	Sweden	17.9	40	10.5	34	34.5	27	24.4	42	46.0	42
	Switzerland	21.6	38	9.8	35	24.2	=36	60.6	21	48.1	39
	United Kingdom	32.9	31	22.1	19	49.4	=10	60.0	22	60.1	34
	United States	41.5	23	21.8	20	46.7	12	59.6	24	62.5	32
	Average	31.4		13.7		34.1		50.7		61.7	

An equal sign (=) indicates that the ranking position is tied with another economy or economies

TABLE 12.5: MOTIVATIONS TO START A BUSINESS (% OF TEA), GEM 2020

Region	Economy	To make a difference in the world		To build great wealth or very high income	
		score	Rank/43	score	Rank/43
MIDDLE EAST AND AFRICA	Angola	6.3	7	63.8	18
	Burkina Faso	21.4	40	76.1	10
	Egypt	49.2	15	62.9	19
	Iran	30.1	35	88.9	3
	Israel	35.6	31	71.2	13
	Kuwait	40.1	22	76.0	11
	Morocco	11.8	41	45.2	32
	Oman	47.9	16	82.2	7
	Qatar	37.6	27	77.5	9
	Saudi Arabia	60.8	9	86.9	4
	Togo	36.9	29	85.5	5
	United Arab Emirates	52.4	13	77.7	8
	Average	35.8		74.5	
EAST ASIA AND PACIFIC	India	80.7	1	74.7	12
	Indonesia	44.7	18	49.8	29
	Kazakhstan	0.4	43	94.9	2
	South Korea	10.0	42	68.6	15
	Taiwan	52.5	12	57.2	23
	Average	37.7		69.0	
LATIN AMERICA AND THE CARIBBEAN	Brazil	65.6	6	57.7	22
	Chile	58.4	10	53.7	26
	Colombia	62.9	8	61.7	20
	Guatemala	76.7	2	54.8	25
	Panama	66.6	4	56.3	24
	Uruguay	31.7	34	41.4	35
	Average	60.3		54.3	
EUROPE AND NORTH AMERICA	Austria	39.0	=25	33.4	41
	Canada	66.5	5	64.2	17
	Croatia	39.0	=25	47.0	30
	Cyprus	37.5	28	85.2	6
	Germany	39.8	=23	52.2	28
	Greece	26.9	36	45.8	31
	Italy	26.6	37	95.3	1
	Latvia	39.8	=23	41.8	34
	Luxembourg	51.1	14	40.3	37
	Netherlands	46.6	17	40.9	36
	Norway	36.7	30	30.1	43
	Poland	22.0	39	52.8	27
	Russia	24.2	38	68.7	14
	Slovakia	33.6	32	38.3	39
	Slovenia	44.6	19	39.7	38
	Spain	32.3	33	34.9	40
	Sweden	41.5	21	42.8	33
	Switzerland	42.5	20	32.5	42
	United Kingdom	57.6	11	59.4	21
	United States	68.2	3	66.0	16
	Average	40.8		50.6	

An equal sign (=) indicates that the ranking position is tied with another economy or economies

TABLE 12.6: MOTIVATIONS TO START A BUSINESS (% OF TEA) (CONT'D), GEM 2020

Region	Economy	To continue a family tradition: score	To continue a family tradition: Rank/43	To earn a living because jobs are scarce: score	To earn a living because jobs are scarce: Rank/43
MIDDLE EAST AND AFRICA	Angola	37.3	11	89.5	=3
	Burkina Faso	34.0	15	79.4	12
	Egypt	38.1	10	54.0	31
	Iran	19.0	36	64.8	26
	Israel	17.5	37	53.6	32
	Kuwait	30.6	18	59.6	=28
	Morocco	21.4	30	72.8	18
	Oman	48.9	4	89.8	2
	Qatar	27.7	21	56.6	=28
	Saudi Arabia	53.2	3	89.5	=3
	Togo	32.6	16	84.6	7
	United Arab Emirates	47.6	5	74.7	15
	Average	34.0		72.4	
EAST ASIA AND PACIFIC	India	76.8	1	87.3	5
	Indonesia	41.8	8	71.4	=21
	Kazakhstan	8.6	42	40.0	39
	South Korea	5.0	43	32.9	40
	Taiwan	25.6	26	32.8	41
	Average	31.6		52.9	
LATIN AMERICA AND THE CARIBBEAN	Brazil	27.4	23	81.9	9
	Chile	37.1	=12	81.2	10
	Colombia	37.1	=12	77.0	14
	Guatemala	46.9	6	91.1	1
	Panama	45.3	7	84.7	6
	Uruguay	25.9	25	80.1	11
	Average	36.6		82.7	
EUROPE AND NORTH AMERICA	Austria	21.1	32	49.3	35
	Canada	39.5	9	66.1	25
	Croatia	28.7	19	69.4	23
	Cyprus	21.3	31	77.4	13
	Germany	62.0	2	45.1	37
	Greece	35.7	14	69.0	24
	Italy	26.5	24	82.2	8
	Latvia	27.5	22	73.6	17
	Luxembourg	16.6	39	44.3	38
	Netherlands	24.6	27	47.8	36
	Norway	11.8	41	23.1	43
	Poland	20.4	34	62.0	27
	Russia	16.5	40	71.4	=21
	Slovakia	32.4	17	73.8	16
	Slovenia	21.6	29	72.2	20
	Spain	17.4	38	72.3	19
	Sweden	24.2	28	28.9	42
	Switzerland	20.1	35	52.0	33
	United Kingdom	20.7	33	54.4	30
	United States	28.6	20	50.2	34
	Average	25.9		59.2	

An equal sign (=) indicates that the ranking position is tied with another economy or economies

TABLE 12.7: NATIONAL AND GLOBAL SCOPE FOR NEW BUSINESSES, GEM 2020

Region	Economy	At least national scope for its customers and new products or processes: score	At least national scope: Rank/43	Global scope for its customers and new: score	Global scope: Rank/43
MIDDLE EAST AND AFRICA	Angola	1.7	18	0.2	=26
	Burkina Faso	0.7	=31	0.2	=26
	Egypt	0.7	=31	0.0	=36
	Iran	0.4	=36	0.1	=30
	Israel	1.2	=22	0.3	=21
	Kuwait	6.0	3	0.9	=6
	Morocco	0.4	=36	0.1	=30
	Oman	0.7	=31	0.0	=36
	Qatar	7.8	1	0.3	=21
	Saudi Arabia	0.8	=27	0.0	=36
	Togo	0.4	=36	0.1	=30
	United Arab Emirates	4.1	5	1.2	=3
	Average	2.1		0.3	
EAST ASIA AND PACIFIC	India	0.1	=42	0.0	=36
	Indonesia	0.3	41	0.0	=36
	Kazakhstan	0.1	=42	0.0	=36
	South Korea	2.0	15	0.4	=18
	Taiwan	2.3	=11	0.8	=8
	Average	1.0		0.2	
LATIN AMERICA AND THE CARIBBEAN	Brazil	1.1	=24	0.1	=30
	Chile	2.6	9	0.3	=21
	Colombia	5.1	4	1.3	=1
	Guatemala	0.9	=27	0.1	=30
	Panama	7.0	2	1.1	5.0
	Uruguay	1.8	=16	0.2	=26
	Average	3.1		0.5	
EUROPE AND NORTH AMERICA	Austria	1.1	=24	0.5	=15
	Canada	3.6	6	1.3	=1
	Croatia	2.3	=11	0.7	=12
	Cyprus	2.4	10	0.7	=12
	Germany	0.8	=27	0.3	=21
	Greece	1.6	19	0.5	=15
	Italy	0.5	=34	0.0	=36
	Latvia	2.1	14	0.8	=8
	Luxembourg	2.3	=11	0.4	=18
	Netherlands	2.7	8	0.8	=8
	Norway	1.5	20	0.6	14
	Poland	0.4	=36	0.0	=36
	Russia	0.5	=34	0.2	=26
	Slovakia	2.9	7	1.2	=3
	Slovenia	1.1	=24	0.5	=15
	Spain	0.4	=36	0.1	=30
	Sweden	1.2	=22	0.4	=18
	Switzerland	1.4	21	0.9	=6
	United Kingdom	0.9	=27	0.3	=21
	United States	1.8	=16	0.8	=8
	Average	1.6		0.6	

An equal sign (=) indicates that the ranking position is tied with another economy or economies

TABLE 12.8: GENDER DISTRIBUTION OF TEA, GEM 2020

Region	Economy	Male TEA (% of adult male population) score	Male TEA Rank/43	Female TEA (% of female adult population) score	Female TEA Rank/43
MIDDLE EAST AND AFRICA	Angola	48.1	1	51.1	1
	Burkina Faso	24.8	8	21.5	7
	Egypt	16.7	19	5.4	31
	Iran	10.9	=25	5.1	33
	Israel	10.4	28	6.7	=27
	Kuwait	20.4	10	16.9	13
	Morocco	9.8	=30	4.5	39
	Oman	14.7	22	17.3	12
	Qatar	18.4	14	12.3	16
	Saudi Arabia	17.0	17	17.7	11
	Togo	29.8	6	35.6	2
	United Arab Emirates	16.8	18	12.2	17
	Average	19.8		17.2	
EAST ASIA AND PACIFIC	India	7.9	37	2.6	41
	Indonesia	9.1	36	10.0	20
	Kazakhstan	19.3	12	20.9	9
	South Korea	15.3	21	10.6	19
	Taiwan	9.6	34	7.3	=25
	Average	12.2		10.3	
LATIN AMERICA AND THE CARIBBEAN	Brazil	25.6	7	21.3	8
	Chile	29.9	5	22.1	6
	Colombia	32.2	3	30.2	3
	Guatemala	31.3	4	25.5	5
	Panama	35.6	2	29.1	4
	Uruguay	23.8	9	20.1	10
	Average	29.7		24.7	
EUROPE AND NORTH AMERICA	Austria	7.0	39	5.3	32
	Canada	17.3	=15	13.9	14
	Croatia	16.1	20	9.3	22
	Cyprus	11.0	24	6.1	30
	Germany	5.1	41	4.4	40
	Greece	10.6	27	6.7	=27
	Italy	2.9	43	0.9	43
	Latvia	20.0	11	11.2	18
	Luxembourg	10.9	=25	4.9	=34
	Netherlands	13.4	23	9.6	21
	Norway	10.2	29	4.9	=34
	Poland	3.8	42	2.4	42
	Russia	9.7	=32	7.3	=25
	Slovakia	18.8	13	8.9	23
	Slovenia	7.1	38	4.8	=36
	Spain	5.6	40	4.8	=36
	Sweden	9.7	=32	4.8	=36
	Switzerland	9.8	=30	8.7	24
	United Kingdom	9.5	35	6.2	29
	United States	17.3	=15	13.6	15
	Average	10.8		6.9	

An equal sign (=) indicates that the ranking position is tied with another economy or economies

TABLE 12.9: AGE GROUP DISTRIBUTION OF TEA, GEM 2020

Region	Economy	18-24 score	18-24 Rank/43	25-34 score	25-34 Rank/43	35-44 score	35-44 Rank/43	45-54 score	45-54 Rank/43	55-64 score	55-64 Rank/43
MIDDLE EAST AND AFRICA	Angola	54.2	1	55.4	1	45.2	1	41.3	1	37.3	
	Burkina Faso	20.0	12	28.8	6	23.7	9	20.5	8	15.3	10
	Egypt	13.0	23	11.7	=27	12.3	22	9.4	24	5.6	25
	Iran	9.4	27	11.7	=27	8.3	=30	2.6	42	3.0	34
	Israel	6.4	=34	9.6	36	10.3	26	9.6	=22	5.0	=28
	Kuwait	29.1	6	22.5	11	16.5	14	14.9	12	10.6	14
	Morocco	5.3	38	11.6	30	7.3	35	6.3	33	1.6	41
	Oman	18.1	17	18.2	20	14.1	20	13.7	14	9.0	=15
	Qatar	15.3	18	19.5	16	14.9	17	16.3	10	18.3	6
	Saudi Arabia	13.7	22	19.6	15	19.5	11	14.6	13	14.1	11
	Togo	34.9	2	38.6	2	27.3	6	25.8	4	31.1	2
	United Arab Emirates	18.4	15	18.3	19	12.9	21	10.0	21	7.4	=21
	Average	19.8		22.1		17.7		15.4		13.2	
EAST ASIA AND PACIFIC	India	4.2	40	6.6	39	5.8	39	4.6	38	4.6	30
	Indonesia	6.8	=32	13.3	22	11.2	24	8.1	=27	5.7	24
	Kazakhstan	18.7	14	20.1	14	23.3	10	11.7	17	27.1	3
	South Korea	7.1	30	12.4	24	33.9	15	13.0	15	13.5	12
	Taiwan	6.4	=34	10.7	31	42.5	28	6.8	31	7.6	20
	Average	8.6		12.6		55.9		8.8		11.7	
LATIN AMERICA AND THE CARIBBEAN	Brazil	22.9	9	28.2	8	41.4	7	21.2	7	16.1	8
	Chile	28.3	7	27.5	10	46.1	4	25.1	5	17.6	7
	Colombia	33.1	4	37.4	3	33.2	3	28.9	3	22.0	4
	Guatemala	32.9	5	31.4	5	48.8	5	22.4	6	15.5	9
	Panama	34.5	3	34.6	4	55.9	2	30.0	2	20.8	5
	Uruguay	21.2	11	28.0	9	39.4	8	20.1	9	12.6	13
	Average	28.8		31.2		44.1		24.6		17.4	
EUROPE AND NORTH AMERICA	Austria	6.9	31	10.0	32	47.5	37	5.0	37	2.8	35
	Canada	22.4	10	21.8	13	67.7	13	10.7	19	8.1	19
	Croatia	14.2	20	22.0	12	30.7	18	9.1	25	4.1	32
	Cyprus	5.4	37	12.0	25	49.7	25	8.1	=27	5.0	=28
	Germany	6.8	=32	6.5	40	54.4	41	4.2	39	2.4	38
	Greece	18.2	16	9.7	35	25.9	34	6.1	34	2.6	37
	Italy	3.6	41	1.5	43	78.1	43	1.1	43	1.0	42
	Latvia	25.6	8	28.4	7	33.2	16	9.6	=22	3.8	33
	Luxembourg	8.3	28	9.8	=33	63.8	=30	7.7	=29	5.4	26
	Netherlands	11.4	24	16.5	21	82.9	23	10.2	20	8.4	17
	Norway	8.1	29	8.0	37	84.1	36	7.7	=29	7.4	=21
	Poland	1.1	43	5.1	41	58.9	42	3.0	41	0.6	43
	Russia	14.1	21	11.8	26	30.6	32	8.9	26	2.2	=39
	Slovakia	19.4	13	19.1	17	26.0	19	12.0	16	5.3	27
	Slovenia	3.2	42	11.7	=27	62.0	29	3.6	40	2.2	=39
	Spain	4.5	39	5.0	42	34.6	38	5.3	36	4.3	31
	Sweden	10.0	25	9.8	=33	80.1	40	5.7	35	5.8	23
	Switzerland	6.0	36	7.9	38	55.5	27	11.5	18	9.0	=15
	United Kingdom	9.7	26	12.6	23	69.8	33	6.4	32	2.7	36
	United States	15.1	19	18.5	18	68.6	12	15.2	11	8.2	18
	Average	10.7		12.4		55.2		7.6		4.6	

An equal sign (=) indicates that the ranking position is tied with another economy or economies

TABLE 12.10: SECTOR DISTRIBUTION OF NEW ENTREPRENEURIAL ACTIVITY (% OF TEA), GEM 2020

Region	Economy	Business services score	Business services Rank/43	Consumer services score	Consumer services Rank/43	Extractive sector score	Extractive sector Rank/43	Transforming sector score	Transforming sector Rank/43
MIDDLE EAST AND AFRICA	Angola	4.9	38	76.8	3	1.4	=33	16.9	33
	Burkina Faso	2.5	42	52.4	20	17.7	3	27.4	11
	Egypt	5.4	37	54.1	15	7.4	9	33.1	3
	Iran	24.1	17	41.8	35	7.9	8	26.2	=13
	Israel	34.3	=7	47.2	27	1.2	38	17.3	32
	Kuwait	17.2	24	52.1	21	0.3	=42	30.4	6
	Morocco	8.6	35	53.3	17	6.1	12	32.0	4
	Oman	9.5	34	63.9	6	1.8	29	24.8	18
	Qatar	15.0	29	47.6	26	2.4	27	35.0	2
	Saudi Arabia	3.9	39	82.2	1	0.8	40	13.1	=37
	Togo	1.5	43	50.0	22	23.2	1	25.3	17
	United Arab Emirates	15.8	=27	60.8	9	0.3	=42	23.1	22
	Average	11.9		56.9		5.9		25.4	
EAST ASIA AND PACIFIC	India	24.1	17	41.8	35	7.9	8	26.2	=13
	Indonesia	3.1	41	61.4	7	7.0	10	28.6	8
	Kazakhstan	14.3	31	56.2	13	3.4	24	26.2	=13
	South Korea	19.7	=21	60.6	10	1.9	28	17.8	30
	Taiwan	9.6	33	69.1	4	0.5	41	20.8	25
	Average	14.2		57.8		4.1		23.9	
LATIN AMERICA AND THE CARIBBEAN	Brazil	16.1	26	58.2	12	1.4	=33	24.4	19
	Chile	19.7	=21	49.7	23	4.4	=17	26.1	15
	Colombia	15.8	=27	59.2	11	1.0	39	24.0	20
	Guatemala	6.3	36	67.0	5	4.4	=17	22.4	23
	Panama	14.6	30	61.0	8	3.7	=22	20.7	26
	Uruguay	12.4	32	53.8	16	6.9	11	26.9	12
	Average	14.2		58.2		3.6		24.1	
EUROPE AND NORTH AMERICA	Austria	36.6	5	48.6	25	4.7	16	10.1	42
	Canada	26.4	=14	52.5	=18	2.8	26	18.3	29
	Croatia	33.7	10	35.1	42	10.9	5	20.2	27
	Cyprus	41.0	4	46.8	28	1.3	=35	10.9	41
	Germany	29.8	13	55.4	14	1.7	30	13.1	=37
	Greece	17.5	23	52.5	=18	4.2	19	25.8	16
	Italy	23.4	18	39.4	40	21.7	2	15.5	35
	Latvia	21.2	20	40.1	37	9.0	7	29.7	7
	Luxembourg	43.6	1	43.4	31	1.3	=35	11.7	39
	Netherlands	41.2	3	45.8	30	1.5	32	11.5	40
	Norway	41.8	2	36.6	41	5.3	14	16.3	34
	Poland	25.4	16	43.2	32	3.7	=22	27.6	10
	Russia	17.1	25	39.5	39	4.1	=20	39.3	1
	Slovakia	33.8	9	34.3	43	4.1	=20	27.8	9
	Slovenia	22.7	19	40.5	36	5.9	13	31.0	5
	Spain	30.8	12	46.5	29	5.1	15	17.6	31
	Sweden	34.4	6	39.8	38	12.2	4	13.6	36
	Switzerland	33.6	11	42.6	34	1.6	31	22.2	24
	United Kingdom	26.4	=14	49.2	24	1.3	=35	23.2	21
	United States	34.3	=7	42.9	33	3.1	25	19.7	28
	Average	30.7		43.7		5.3		20.3	

An equal sign (=) indicates that the ranking position is tied with another economy or economies

TABLE 12.11: IMPACT OF PANDEMIC ON HOUSEHOLD INCOME (% OF POPULATION AGED 18-64), GEM 2020

Region	Economy	Strongly decrease score	Somewhat decrease score	No substantial change score	Somewhat increase score	Strongly increase score
MIDDLE EAST AND AFRICA	Angola	54.4	29.7	11.5	3.4	1.1
	Burkina Faso	39.1	34.0	26.3	0.5	0.1
	Egypt	47.2	34.0	16.2	1.6	1.0
	Iran	14.6	36.8	46.9	1.7	0.1
	Israel	0.0	42.2	24.6	30.1	3.1
	Kuwait	23.3	31.1	37.3	5.2	3.1
	Morocco	40.7	30.2	28.8	0.3	0.0
	Oman	16.1	31.5	50.2	1.5	0.7
	Qatar	18.3	33.1	47.4	0.7	0.4
	Saudi Arabia	20.5	50.5	27.0	1.8	0.2
	Togo	74.6	15.2	9.6	0.4	0.2
	United Arab Emirates	20.3	47.8	28.2	2.1	1.7
	Average	30.8	34.7	29.5	4.1	1.0
EAST ASIA AND PACIFIC	India	43.5	42.3	10.7	3.4	0.2
	Indonesia	22.7	57.4	18.5	1.1	0.2
	Kazakhstan	37.0	55.6	7.4	0.0	0.0
	South Korea	1.9	32.1	46.5	19.4	0.0
	Taiwan	16.7	23.1	58.6	1.0	0.5
	Average	24.4	42.1	28.3	5.0	0.2
LATIN AMERICA AND THE CARIBBEAN	Brazil	31.1	32.1	30.0	5.5	1.3
	Chile	43.5	30.0	23.5	1.8	1.2
	Colombia	42.2	36.4	15.0	2.8	3.6
	Guatemala	34.8	37.0	23.2	3.2	1.8
	Panama	48.9	29.7	18.7	1.3	1.4
	Uruguay	29.8	32.3	34.3	2.4	1.3
	Average	38.4	32.9	24.1	2.8	1.8
EUROPE AND NORTH AMERICA	Austria	7.4	24.9	60.8	6.4	0.5
	Canada	11.9	29.9	48.2	7.5	2.5
	Croatia	12.8	26.9	43.3	14.7	2.3
	Cyprus	17.1	26.6	54.8	1.2	0.3
	Germany	8.2	21.5	63.1	5.9	1.3
	Greece	26.0	29.1	43.9	0.7	0.3
	Italy	12.3	39.4	47.3	1.0	0.0
	Latvia	12.4	23.7	61.7	1.7	0.4
	Luxembourg	6.5	19.8	68.8	4.4	0.5
	Netherlands	6.5	15.0	74.0	3.6	0.9
	Norway	3.6	15.2	72.7	7.4	1.1
	Poland	21.7	33.9	42.2	2.0	0.2
	Russia	19.2	42.0	36.3	2.0	0.5
	Slovakia	12.5	38.0	45.9	2.9	0.8
	Slovenia	10.5	34.2	48.6	6.2	0.5
	Spain	15.6	27.1	55.1	1.9	0.2
	Sweden	4.6	19.1	66.7	8.0	1.6
	Switzerland	10.2	29.8	56.9	2.8	0.3
	United Kingdom	13.2	25.3	56.3	4.2	1.1
	United States	16.2	23.4	49.8	7.6	3.0
	Average	12.4	27.2	54.8	4.6	0.9

TABLE 12.12: NATIONAL ENTREPRENEURSHIP CONTEXT INDEX (NECI) AND ITS 14 COMPONENTS, GEM 2020

		NECI		ENTREPRENEURSHIP FRAMEWORK CONDITIONS													
		score	rank	01	02	03	04	05	06	07	08	09	10	11	12	13	14
MIDDLE EAST AND AFRICA	Angola	3.31	44	3.13	3.79	2.53	2.75	2.69	3.30	2.09	3.13	5.22	3.02	3.38	4.63	6.07	3.28
	Burkina Faso	3.43	43	2.69	3.21	3.61	3.58	1.58	3.36	2.76	4.64	3.85	3.30	4.56	4.06	4.82	4.47
	Egypt	4.30	29	4.42	4.34	3.21	4.12	2.34	4.24	3.38	4.64	5.09	4.33	6.65	4.78	6.66	5.12
	Iran	3.98	36	3.93	3.74	2.85	3.19	2.40	3.89	4.04	3.94	4.81	3.07	6.76	5.10	5.50	3.53
	Israel	5.33	11	5.51	3.90	3.44	4.63	3.94	5.43	5.08	6.59	5.68	5.26	7.51	7.03	6.82	3.59
	Kuwait	4.30	=26	4.45	3.49	4.46	2.93	2.52	3.85	3.15	5.09	5.20	3.81	6.89	5.80	6.51	4.07
	Morocco	3.78	39	3.51	4.54	3.57	3.87	1.92	4.12	2.64	4.71	4.18	2.96	5.96	3.41	5.53	4.65
	Oman	5.10	13	4.92	5.17	4.34	5.10	4.38	5.29	4.41	4.77	5.66	5.09	6.05	6.04	6.43	5.76
	Qatar	5.67	8	5.14	5.52	5.76	5.68	5.29	5.99	5.36	5.75	5.77	4.78	7.08	5.94	6.76	6.42
	Saudi Arabia	5.69	7	5.95	6.23	5.25	5.91	2.93	4.57	4.74	5.59	6.87	5.82	8.05	6.42	7.70	8.44
	Togo	3.78	40	3.22	4.38	4.32	4.49	1.71	3.77	2.90	4.87	3.98	3.67	4.21	3.78	5.33	5.66
	United Arab Emirates	6.03	4	5.26	6.81	5.72	6.01	5.83	5.58	5.11	5.95	6.19	5.22	7.33	7.33	7.53	7.16
	Average	4.56		4.34	4.59	4.09	4.36	3.13	4.45	3.81	4.97	5.21	4.19	6.20	5.36	6.31	5.18
EAST ASIA AND PACIFIC	India	6.02	5	6.35	5.94	5.65	5.78	5.03	5.21	5.70	6.41	6.82	6.19	6.96	6.24	6.99	6.64
	Indonesia	6.39	1	5.83	6.39	6.14	6.09	6.60	7.15	6.49	5.90	6.30	6.14	6.81	6.88	6.58	6.13
	Kazakhstan	4.30	=26	3.49	4.95	4.37	4.67	2.89	4.00	2.51	4.72	6.04	3.25	5.77	4.98	5.48	3.69
	South Korea	5.49	9	5.58	6.21	5.09	5.75	3.94	4.63	4.48	4.76	7.94	4.49	7.76	5.24	6.37	5.22
	Taiwan	6.06	3	5.61	6.89	5.81	6.20	4.42	5.43	5.67	6.19	6.24	5.57	8.37	6.36	7.30	6.72
	Average	5.65		5.37	6.08	5.41	5.70	4.58	5.28	4.97	5.60	6.67	5.13	7.13	5.94	6.54	5.68
LATIN AMERICA AND THE CARIBBEAN	Chile	4.35	25	3.25	3.93	4.62	5.01	2.33	4.63	3.72	4.74	4.22	3.39	7.19	5.20	7.13	5.07
	Colombia	4.64	20	3.68	4.42	3.25	4.58	3.60	6.57	4.07	4.73	4.88	4.51	5.87	5.55	6.73	4.61
	Guatemala	3.92	37	3.19	2.55	3.28	3.09	2.46	5.31	3.40	4.96	3.60	3.66	6.35	5.21	7.54	3.60
	Mexico	4.14	33	3.77	2.64	3.24	3.44	2.43	5.99	3.66	4.33	4.94	3.79	6.14	5.31	6.86	2.86
	Panama	4.21	32	3.48	3.68	4.27	4.53	2.02	4.21	3.33	4.74	3.68	3.90	7.11	5.55	7.62	4.69
	Puerto Rico	3.58	42	3.58	2.41	1.46	3.22	1.71	4.15	3.41	4.57	5.01	3.55	4.82	5.12	7.26	2.94
	Uruguay	4.88	17	3.52	4.93	4.37	6.41	2.58	6.60	5.04	5.85	3.01	4.46	7.46	4.36	6.84	6.38
	Average	4.25		3.50	3.51	3.50	4.33	2.45	5.35	3.80	4.85	4.19	3.89	6.42	5.19	7.14	4.31
EUROPE AND NORTH AMERICA	Austria	4.79	18	4.77	4.51	4.03	6.31	1.92	4.30	4.29	5.59	4.22	5.59	7.77	4.16	6.56	6.05
	Brazil	4.21	31	4.40	3.73	2.37	3.99	2.57	4.40	3.12	4.54	6.56	4.06	5.99	4.84	7.44	3.88
	Croatia	3.73	41	4.21	3.21	2.48	3.32	2.43	3.54	2.86	4.60	5.35	3.15	6.39	3.25	6.11	5.82
	Cyprus	4.47	24	3.53	4.91	5.57	4.18	2.73	4.35	4.01	5.09	4.73	4.38	6.02	4.11	6.77	6.19
	Germany	4.93	16	5.33	4.58	4.06	6.24	3.00	4.80	4.70	5.74	5.08	4.54	6.26	4.78	6.32	5.80
	Greece	4.30	28	4.03	5.02	3.37	3.81	2.62	4.27	4.41	4.65	5.21	4.13	5.70	4.36	6.44	6.51
	Italy	4.12	35	4.53	4.27	2.66	3.88	2.80	4.35	4.47	5.06	3.85	4.41	5.45	3.69	6.47	4.53
	Latvia	4.64	21	4.80	4.21	2.60	5.42	4.45	4.82	4.50	5.21	5.20	3.37	6.35	4.75	6.28	4.53
	Luxembourg	5.05	14	4.18	4.90	5.34	5.93	4.11	5.05	5.60	5.98	3.81	4.89	6.02	4.74	6.48	6.49
	Netherlands	6.34	2	6.19	6.14	5.91	6.57	6.01	6.50	6.06	6.50	5.14	6.28	8.04	6.79	6.57	7.05
	Norway	5.74	6	5.56	5.51	5.18	6.26	5.24	5.61	5.06	6.63	4.06	5.65	7.90	6.23	6.73	6.47
	Poland	4.24	30	4.21	4.27	2.75	4.06	2.24	3.52	3.27	4.85	6.80	3.94	6.48	4.43	6.31	5.19
	Russia	3.79	38	3.47	3.07	2.99	3.26	2.71	4.11	2.41	4.41	5.65	3.23	6.40	3.79	5.42	3.07
	Slovak Republic	4.12	34	4.59	3.74	3.11	4.08	2.94	4.44	3.03	4.91	4.11	4.67	6.42	3.41	5.78	3.71
	Slovenia	4.59	22	4.41	4.08	3.56	4.47	3.31	4.73	4.09	5.10	5.59	4.50	6.81	4.48	6.73	4.92
	Spain	4.69	19	4.43	4.61	3.88	5.66	2.18	5.12	4.78	6.47	4.51	4.46	5.92	4.30	6.17	3.50
	Sweden	4.52	23	5.09	3.49	3.02	3.74	3.88	4.36	3.37	5.31	5.58	4.41	6.91	5.09	6.88	4.26
	Switzerland	5.39	10	5.73	4.80	5.55	5.78	3.10	5.17	5.49	6.55	3.67	5.15	7.64	6.08	6.76	5.92
	United Kingdom	5.02	15	5.59	4.50	5.01	4.70	3.35	4.51	4.49	5.59	5.33	5.20	6.31	5.67	7.49	5.20
	USA	5.15	12	5.57	3.89	3.96	4.26	3.53	5.64	4.37	6.02	5.50	4.53	7.04	7.49	6.83	2.65
	Average	4.69		4.73	4.37	3.87	4.80	3.26	4.68	4.22	5.44	5.00	4.53	6.59	4.82	6.53	5.09

An equal sign (=) indicates that the ranking position is tied with another economy or economies

01	Entrepreneurial finance
02	Government policy: support and relevance
03	Government policy: taxes and bureaucracy
04	Government entrepreneurship programs
05	Entrepreneurship education at school stage
06	Entrepreneurial education at post-school stage
07	R and D Transfer
08	Commercial and legal infrastructure
09	Internal market dynamics
10	Internal market burdens or entry regulations
11	Physical infrastructure
12	Cultural and social norms
13	Reactivity and reinvention of entrepreneurship (Entrepreneurial response to the pandemic)
14	COVID-19 impact on governmental policies (Governmental response to the pandemic)
NECI	Calculated on a 10-point scale (1=very bad e-ship context, 10=very good e-ship context)
EFCs	Average scores – assessed in National Expert Survey in 9 Likert scale (1=highly insufficient; 9=highly sufficient) were re-scaled to 10 points for the purpose of NECI

SECTION 13.
METHODOLOGY AND DEFINITIONS

ABOUT GEM

There is widespread agreement amongst academics and policymakers that entrepreneurs, and the new businesses they establish, play a critical role in economic prosperity. They support and promote entrepreneurship, business growth, and innovation in geographic regions. The Global Entrepreneurship Monitor (GEM) contributes to this recognition with longitudinal studies and comprehensive analyses of entrepreneurial attitudes and activities across the globe.

The GEM survey was conceptualized regarding the interdependency between entrepreneurship and economic development to:

- uncover factors that encourage or hinder entrepreneurial activity, especially those related to societal values, personal attributes, and the entrepreneurship ecosystem;
- provide a platform for assessing the extent to which entrepreneurial activity influences economic growth within individual economies; and
- uncover policy implications for enhancing entrepreneurial capacity in an economy.

Since its inception in 1997 by scholars at Babson College and London Business School, GEM has developed into one of the world's leading research consortia concerned with improving one's understanding of the relationship between entrepreneurship and national development. In the twenty-one years since its inception, GEM has measured entrepreneurship in over **100** countries, covering all geographic regions and economic levels.

1997
inception

100+
countries

"GEM produces data on rates of entrepreneurship across multiple phases of the process, profiles of entrepreneurs, including demographics, motivations, and ambitions, as well as characteristics of their businesses, such as level of innovativeness and industry participation. Additionally, GEM uncovers a range of insights across the adult populations of the economies it has studied with multiple measures of societal attitudes, self-perceptions, and affiliations relative to entrepreneurship. GEM provides a comprehensive set of indicators on entrepreneurship, allowing for the construction of detailed profiles of entrepreneurship in each economy studied. GEM's Adult Population Survey (APS) captures both informal and formal activity, moving beyond a reliance on business registrations, which explain only a small proportion of entrepreneurship in many societies. And while firm-level studies can offer useful information, GEM's focus is on the people who start and run businesses. GEM represents a primary data source, generated through an APS of at least 2,000 randomly selected adults (aged 18 to 64 years) in each economy. In addition, national teams collect expert opinions about components of the external entrepreneurship context through a National Expert Survey (NES). With a rigorous methodology, consistently followed by all GEM national teams and meticulously supervised and processed by a central data team, GEM enables cross-national comparisons."

HOW GEM MEASURES ENTREPRENEURSHIP:

THE DASHBOARD OF GEM INDICATORS

GEM looks at several indicators which may be viewed as a dashboard representing a comprehensive set of measures that collectively contribute toward the impact entrepreneurship has on a society, and the extent society supports this activity. Key entrepreneurship indicators are defined below:

ENTREPRENEURIAL ACTIVITY INDICATORS

Nascent entrepreneurship rate:
Percentage of the 18–64 population who are currently nascent entrepreneurs, i.e., actively involved in setting up a business they will own or co-own; this business has not yet paid salaries, wages, or any other payments to the owners for more than three months

New business ownership rate:
Percentage of the 18–64 population who are currently owner-manager of a new business, i.e., who own and manage a running business that has paid salaries, wages, or any other payments to the owners for more than three months, but not more than 42 months.

Total early-stage entrepreneurial activity (TEA):
Percentage of the 18–64 population who are either a nascent entrepreneur or are owner-manager of a new business, i.e., the proportion of the adult population who are either starting or running a new business.

Established business ownership rate (EBO):
Percentage of the adult population aged 18 to 64 years who are currently an owner-manager of an established business, i.e., owning and managing an operating business that has paid salaries, wages, or any other payments to the owners for more than 42 months

Business discontinuation rate:
Percentage of the adult population aged 18 to 64 years (who are either a nascent entrepreneur or an owner-manager of a new business) who have, in the past 12 months, discontinued a business, either by selling, shutting down or otherwise discontinuing an owner/management relationship with the business

Entrepreneurial employee activity (EEA):
Percentage of the adult population aged 18 to 64 years who as employees have been involved in entrepreneurial activities such as developing or launching new goods or services, or setting up a new business unit, establishment, or subsidiary

SOCIETAL VALUES AND PERCEPTIONS

Good career choice:
Percentage of the adult population between the ages of 18 and 64 years who believe that entrepreneurship is a good career choice

High status to successful entrepreneurs:
Percentage of the adult population between the ages of 18 and 64 years who believe that high status is afforded to successful entrepreneurs

Media attention for entrepreneurship:
Percentage of the adult population between the ages of 18 and 64 years who believe there is a lot of positive media attention for entrepreneurship in their country

SELF-PERCEPTIONS ABOUT ENTREPRENEURSHIP

Entrepreneurial Affiliations:
Percentage of the population aged 18 to 64 years who knows someone personally who started a business in the past two years

Perceived opportunities:
Percentage of the population aged 18 to 64 years who see good opportunities to start a firm in the area where they live

Ease of starting a business:
Percentage of the adult population between the ages of 18 and 64 years who believe it is easy to start a business

Perceived capabilities:
Percentage of the population aged 18 to 64 years who believe they have the required skills and knowledge to start a business

Fear of failure:
Percentage of the population aged 18 to 64 years perceiving good opportunities who indicate that fear of failure would prevent them from setting up a business

Entrepreneurial intentions:
Percentage of the population aged 18 to 64 years (individuals involved in any stage of entrepreneurial activity excluded) who are latent entrepreneurs and who intend to start a business within three years

ENTREPRENEURIAL TALENT

Rarely see business opportunities:
Percentage of the 18-64 population who agree that they rarely see business opportunities.

Even when you see a profitable opportunity, you rarely act on it:
Percentage of the 18-64 population who agree that even when they spot a profitable opportunity, they rarely act on it.

Other people think you are highly innovative:
Percentage of the 18-64 population who agree that other people think they are highly innovative.

Every decision you make is part of your long-term career plan:
Percentage of the 18-64 population who agree that every decision they make is part of their long-term career plan.

MOTIVATIONS AND ASPIRATIONS

To make a difference in the world:
Percentage of TEA who agree that a reason for starting their business is "to make a difference in the world."

To build great wealth or very high income:
Percentage of TEA who agree that a reason for starting their business is "to build great wealth or a very high income."

To continue Family tradition:
Percentage of TEA who agree that a reason for starting their business is "to continue a family tradition."

To earn a living because jobs are scarce:
Percentage of TEA who agree that a reason for starting their business is "to earn a living because jobs are scarce."

ENTREPRENEURSHIP IMPACT

Business Services:
Percentage of entrepreneurs involved in business services.

Consumer Services:
Percentage of entrepreneurs involved in consumer services.

Job Growth Expectations:
The percentage of entrepreneurs projecting to create six or more jobs in the next five years.

Scope (local/national/ international):
Percentage of the 18-64 population involved in TEA having customers only within their local area, only within their country, or those having international customers.

Internationalization:
The percentage of entrepreneurs who state that 25% or more of their sales are to international customers.

Product/Services Impact (local/national/global):
Percentage the 18–64 population involved in TEA having products or services that are either new to the area, new to their country, or new to the world.

Technology/Procedures Impact (local/national/global):
Percentage of the 18–64 population involved in TEA having technology or procedures that are either new to the area, new to their country, or new to the world.

PANDEMIC-RELATED INDICATORS

Household Income Impact:
Percentage of adults aged 18–64 who consider that the pandemic has led their household income to somewhat or strongly decrease.

Knowing an entrepreneur who stopped a business
Percentage of adults aged 18–64 who know someone who has stopped a business because of the pandemic.

Knowing an entrepreneur who started a business
Percentage of adults aged 18–64 who know someone who has started a business because of the pandemic.

Pandemic Opportunities
Percentage of TEA respondents who agree or strongly agree that the pandemic has provided new opportunities they wish to pursue.

ENTREPRENEURIAL
FRAMEWORK CONDITIONS (EFC)

The quality of the EFC is based on the average value of experts' perceptions, using a Likert scale of 1 (highly insufficient) to 10 (highly sufficient), for the following Entrepreneurial Framework conditions:

National Entrepreneurship Context Index (NECI):
Assesses the environment for entrepreneurship in an economy and is derived from the **14 framework conditions** and weights the ratings on these conditions by the importance experts place on them.

The 14 Entrepreneurial Framework conditions are outlined below:

Entrepreneurial finance:
Describes the extent to which experts perceive there are enough funds for current and potential entrepreneurs. Experts evaluate the accessibility and efficient functioning of equity markets and the availability of typical financing channels for entrepreneurs. This includes informal investment, professional business angels, venture capitalists, banks, government loans, grants, and subsidies, as well as crowdfunding.

Government policies support and relevance:
Determines whether experts believe their national governments demonstrate support for entrepreneurs.

Government policies, taxes, and bureaucracy:
Reflects the degree to which experts think current taxes are affordable and balanced for entrepreneurs, or whether they constitute a burden to starting and growing businesses. This factor evaluates bureaucracy in business processes and in facilities for funding entrepreneurial activities.

Government entrepreneurship programs:
This factor evaluates whether and how public agencies are providing specific programs for entrepreneurs. This includes subsidies, incubators, and agencies that assess and advise entrepreneurs.

Entrepreneurship education at school stage:
This factor includes expert evaluation of the degree to which entrepreneurship subjects are included in school programs, and whether schools are instilling students with entrepreneurial values.

Entrepreneurial education at post-school stage:
This factor measures the inclusion of entrepreneurship subjects in post-school programs, such as colleges, business schools, and vocational centres.

Research and development (R&D) transfer:
This synthesizes expert evaluation of R&D transfer from universities and research centres to the business sector and to what degree engineers and scientists can commercialize research findings and bring them to the market.

Commercial and professional infrastructure:
This factor represents the supply and affordability of professionals and firms providing services to entrepreneurs, including accountants, lawyers, and consultants, to help them start and manage new businesses.

Entry regulation:
This has two components:

- **Internal market dynamics:**
  This factor analyses whether there is a free and open market where no entity exerts power to influence or set prices, and where changes in demand are met with changes in supply, and vice versa.

- **Internal market burdens or entry regulations:**
  This factor analyses whether there is a free and open market where no entity exerts power to influence or set prices, and where changes in demand are met with changes in supply, and vice versa.

Physical Infrastructure:
This facilitates communication, transportation, and business operations nationally and internationally through aspects such as high-speed Internet and cell phone service, real estate (land, buildings), reliable utilities, and advanced highways, railways, ports, and airports.

Cultural and social norms:
This factor shows whether and how society exhibits an entrepreneurship focus within the culture through behaviour, beliefs, language, and customs. This can encourage entrepreneurs by demonstrating acceptance, support, and high regard for their activity.

Reactivity and reinvention of entrepreneurship:
This factor represents the impact of the COVID-19 pandemic on entrepreneurship in Qatar in terms of how new and growing firms are adapting to the changing environment due to COVID-19. This includes whether entrepreneurs in the country are adopting new ways of doing business by adjusting to their current products and services, whether they are seeking new opportunities, as well as collaborating with one another.

COVID-19 impact on government policies:
This factor represents how the government has supported new and growing firms through the COVID-19 pandemic.

GEM CONCEPTUAL
FRAMEWORK

Since its inception, the GEM survey has been conceptualized to explore the interdependency between entrepreneurship and economic development to:

Determine the extent that entrepreneurial activity influences economic growth within individual economies

Identify factors which encourage and/or hinder entrepreneurial activity (especially relationships between national entrepreneurship conditions, social values, personal attributes, and entrepreneurial activity)

Guide the formulation of effective and targeted policies aimed at enhancing entrepreneurial capacity within individual countries.

To explore the interdependency between entrepreneurship and economic development, the GEM developed a Conceptual Framework focused on enterprise creation, development, and growth. This framework has evolved since its inception in 1999. As shown in Figure 13.1, the GEM Conceptual Framework is centered on the assumption that a nation's economic growth is directly impacted by the personal capability of its individuals to identify and seek opportunities to start a business. This process is affected by environmental factors that influence individual decisions to pursue entrepreneurial activities.

The social, economic, cultural, and political context is represented through the National Framework Conditions (NFCs) and the EFCs. The NFCs reflect the stages of economic development and the progress between them. The EFCs relate to the quality of the entrepreneurial ecosystem, including entrepreneurial finance, government programs, entrepreneurship education, RandD transfer, market dynamics and regulation, physical infrastructure, and cultural and social norms.

The GEM Conceptual Framework recognizes that entrepreneurship is part of a complex feedback system, and makes explicit the relationships between social values, personal attributes, and various forms of entrepreneurial activity. It also recognizes that entrepreneurship can mediate the effect of the NFCs on new job creation and new economic or social value creation. Entrepreneurial activity is, therefore, an output of the interaction of an individual's perception of an opportunity and capabilities (motivation and skills) to act on this, and the distinct conditions of the respective environment where they are located. While entrepreneurial activity is influenced by the EFCs where it takes place, it ultimately benefits this environment through social value and economic development.

Social values toward entrepreneurship:

This includes aspects such as the extent that society values entrepreneurship as a good career choice; whether entrepreneurs have a high societal status; and the extent that media attention on entrepreneurship is contributing to the development of a positive entrepreneurial culture.

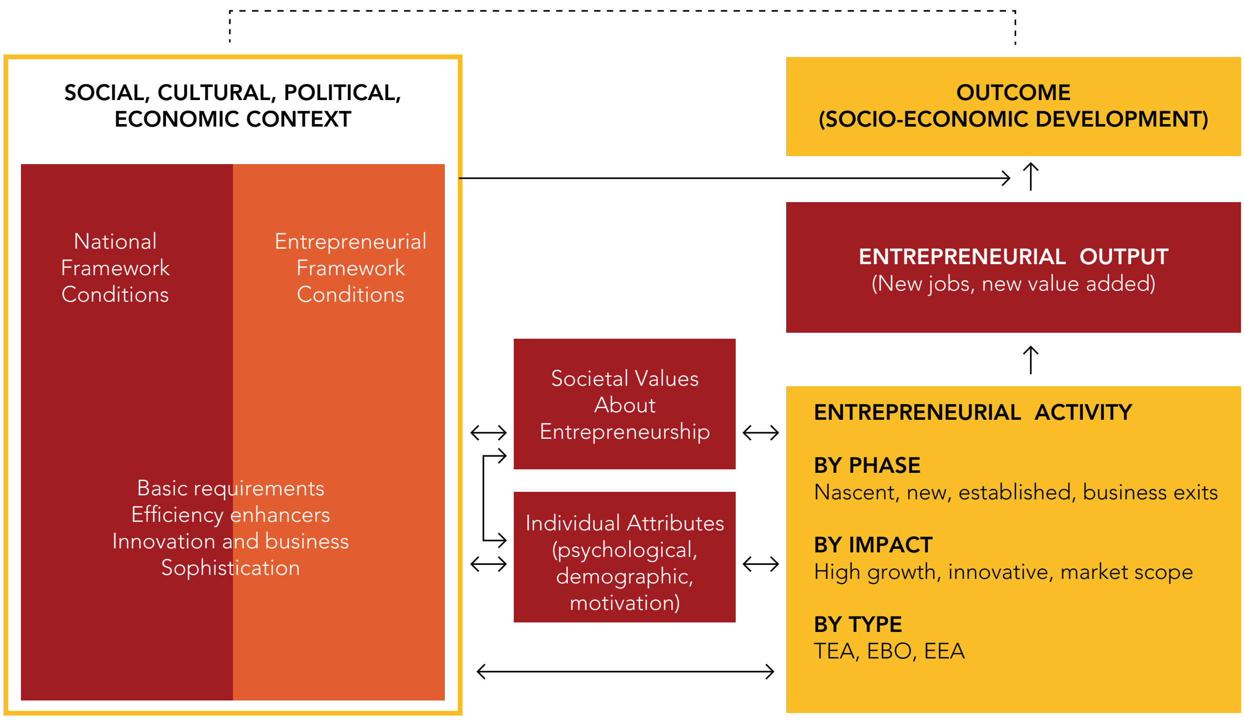
Individual attributes:

This includes different demographic factors such as gender, age, geographic location, psychological factors including perceived capabilities, perceived opportunities, fear of failure, and motivational aspects.

Entrepreneurship activity:

This is defined according to the phases of the lifecycle of entrepreneurial ventures (nascent, new business, established business, discontinuation), according to impact (high growth, innovation, internationalization), and by type (TEA, EBO, EEA).

FIGURE 13.1: THE GEM CONCEPTUAL FRAMEWORK



Source: GEM Global Report 2020/2021

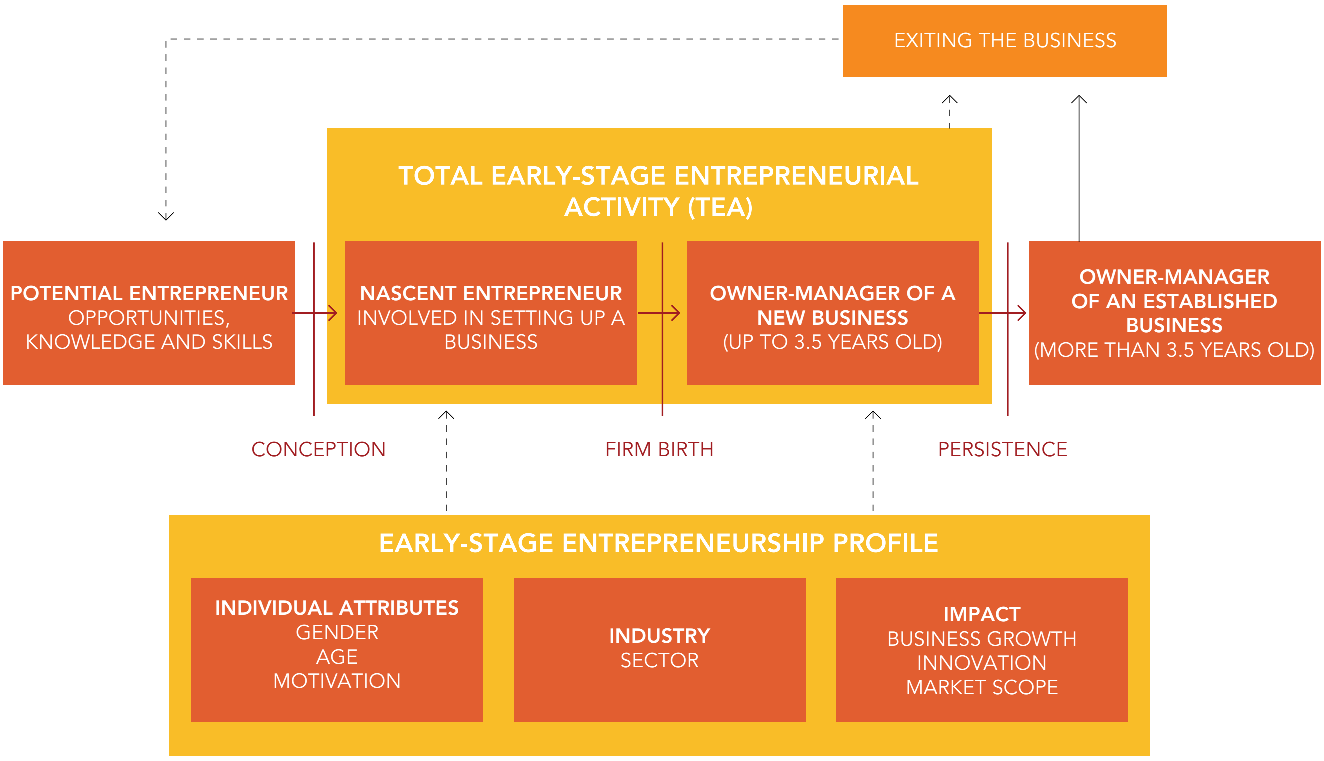
HOW GEM MEASURES
ENTREPRENEURSHIP

The GEM measures individual participation across multiple phases of the entrepreneurial process, providing insights into the level of engagement at each stage. This is important because societies may have varying levels of participation at different points in this process. A **healthy entrepreneurial society** requires people to be active in all phases of the entrepreneurial process. For example, to have start-ups in a society, there must be potential entrepreneurs. Later in the process, people that have started a business must have the capability to sustain their business into maturity. Figure 13.2 presents an overview of the entrepreneurial process and the GEM operational definitions.

The GEM provides a comprehensive account of both informal and formal business activity. This is important because, in many societies, entrepreneurs operate in the informal sphere. The GEM's emphasis on individuals provides insight into whom these entrepreneurs are, including their demographic profiles; their motivations for starting a new venture; and the vision they have for their businesses. It also assesses broader societal attitudes about entrepreneurship, which can indicate the extent that people are engaged in or willing to participate in entrepreneurial activity and the level of societal support for entrepreneurs.

Every individual engaged in behaviour related to new business creation, whether it is at the initial concept stage or the established business stage, contributes to the national level of entrepreneurship. The GEM not only considers the number of entrepreneurs in an economy but takes into consideration other aspects such as the level of employment they create, their growth ambitions, and the extent that segments such as women are participating in entrepreneurial activity.

FIGURE 13.2: ENTREPRENEURIAL PHASES AND GEM ENTREPRENEURSHIP INDICATORS



Source: GEM Global Report 2020/2021

GEM METHODOLOGY

To provide reliable comparisons across countries, GEM data are obtained using a harmonised research design across participating countries. The GEM data are gathered on an annual basis from two main sources:

ADULT POPULATION SURVEY (APS)

At the heart of the GEM methodology is the APS. This GEM survey of entrepreneurship provides primary data on a random representative sample of at least 2,000 adults between 18 and 64 years. The surveys are conducted at the same time every year (between May and June) using a standardized questionnaire provided by the GEM Global Data Team. The questionnaire is translated into local languages and back-translated for a validity check. In Qatar, the APS questionnaire was translated from English into Arabic.

In 2020, the APS conducted in Qatar included a total of 3,043 interviews, with a random selection of the adult population between the ages of 18 and 64 years, covering all nationalities and gender. Due to the COVID-19 pandemic, the 2020 APS was conducted between June and September. Interviews were conducted using a structured questionnaire in the respondent's preferred language (Arabic or English).

Data was collected via telephone surveys on respondents' mobile phones using random digit dialling (RDD). The sample for the telephone surveys was developed by randomly generating thousands of mobile phone numbers, based on two root phone numbers from telecommunication providers Ooredoo and Vodafone. The APS sample was stratified by age, gender, and municipality of residence.

“The individual countries only gain access to the data once it has been analysed by experts at London Business School for quality assurance, checking, and uniform statistical calculations. As the GEM research design harmonizes the data, it is possible to conduct reliable cross-national and intra-country comparisons over time.”

NATIONAL EXPERTS SURVEY (NES)

The NES comprises at least 45 interviews with selected and pre-approved government and industry experts across nine frameworks in each participating economy. These frameworks include entrepreneurial financing, government policy, government entrepreneurship programs, entrepreneurial education, R&D transfer, commercial and legal infrastructure, internal market dynamics and market burdens or entry, physical infrastructure, cultural and social norms, reactivity and reinvention of entrepreneurship, and COVID-19 impact on government policies.

National experts are selected for participation in the NES in accordance with the international GEM selection criteria to ensure each country's selection is balanced, relevant, and representative – allowing for global data harmonization and consistent comparisons between the participating countries. Therefore, it is required that each participating country includes at least four experts from each of the nine NES entrepreneurial framework categories.

In general, experts are carefully chosen based on their level of knowledge and experience of each of the EFCs. In Qatar, a total of 58 interviews with national experts were conducted via an online link to the survey, distributed via email. All countries participating in the NES must use a standardized NES questionnaire, which is translated locally into additional languages (such as Arabic for Qatar).

HOW THE NECI IS CALCULATED

The National Entrepreneurship Context Index (NECI) assesses the environment for entrepreneurship across the **14 framework conditions.** The NECI weighs ratings for these conditions by the extent experts agree on a nine-point Likert scale. They also provide importance scores for each statement, representing how this aspect plays a key role in stimulating and supporting entrepreneurship in their economy. Each expert's ratings for the statements (re-scaled to 10 points) are multiplied by their importance values. The results for all statements on each framework condition are then summed and divided by the sum of the importance values to generate an individual weighted NECI score. These scores are then averaged over all experts in the economy to arrive at the NECI value for each framework condition. The overall NECI value represents the average of the 14 factors, which is used to rank the economies.