

# "Showing Life Opportunities"

## 1. Name of the study:

"Showing Life Opportunities: Increasing Entrepreneurship by Opportunity and STEM Careers through Online Courses at Schools".

## 2. Purpose of the study:

The project seeks to identify the effectiveness of some online courses, as well as, certain learning strategies. Training will be offered that can improve their skills and knowledge.

We have developed all the content with the support of grants from the Innovation Growth Lab (NESTA Foundation), SIEF (World Bank), INCHER (University of Kassel). In addition, the program was designed by academics from the HEC Paris Business School, the University of Warwick, the University of Kassel and the World Bank. The content has been approved by the Ministry of Education of Ecuador and the Ethics Committee of the San Francisco de Quito University.

## 3. Location: Ecuador

## 4. Principal Investigator: Dr. Igor Asanov

**BASELINE 1**
**I. CONTACT INFORMATION**

Nº	Question	Additional	Question Coding	Aggregated Variable
2	Sex	•Male [1]	I_Gender	Female
3	Birth			
	When were you born?		I_Date_of_birth	
	How old are you?		I_Age	
5	Cell phone			
	Do you own your own cell phone?	YES/NO	I_Have_cel	
	Can you use someone else's cell phone to make and receive calls?	YES/NO	I_Others_cel	
7	What are your social media			
	Do not have/ Do not want to share		I_no_Whatsapp	
	Do not have/ Do not want to share		I_no_Instagram	
8	What language or languages do you speak?	<ul style="list-style-type: none"> <li>• Only native language</li> <li>• Native and Spanish language</li> <li>• Spanish only</li> <li>• Spanish and foreign language</li> <li>• Native language and foreign language</li> </ul>	I_Language	"I_Language_Esp_idioma_extr", ", "I_Language_Nativa_idioma_extr", ", "I_Language_Nativa_y_esp", "I_Language_Solo_esp",
9	How do you identify yourself according to your culture and customs?	<ul style="list-style-type: none"> <li>• Indigenous</li> <li>• Afro-Ecuadorian or Afro-descendant</li> <li>• Mulatto</li> <li>• Montubio</li> <li>• Half Blood</li> <li>• White</li> <li>• Other _____</li> </ul>	I_Ethnicity,I_Ethnicity_other	I_Ethnicity_Mestizo, I_Ethnicity_Blanco, I_Ethnicity_Indigena, I_Ethnicity_Afroecuatoriano, I_Ethnicity_Montubio, I_Ethnicity_Mulato, I_Ethnicity_Otro
10	Home characteristics (socioeconomic level)			I_Income
	Washing machine		I_Laundry	
	Air conditioning / Dryer		I_Air_conditioner	
	Flat screen TV		I_TV	
	Family Car		I_Car	
	Domestic Employees / Driver / Gardener		I_Employees	
	Number of bathrooms		I_N_toilets	
	Number of bedrooms		I_Numbers_rooms	

## II. INTENTIONS AND PREFERENCES

Nº	Question	Additional	Question Coding	Aggregated Variable
1	Translated: An entrepreneur is a person who starts a business with the aim of making a profit. So an entrepreneur can be from a person who sets up their first online store or a freelancer or independent professional who has just started. Moreover, the entrepreneur can be considered in more everyday tasks such as a writer, a youtuber, a shopkeeper (shop salesman) or selling products (for example, a merchant) (Ferrerira, 2018).			
A.	<b>Attitudes towards Entrepreneurship</b>			II_1A_Entr_Attitude,
	<b>On a scale from 1 to 7: In general, starting a business is...</b>			
	1. Worthless / Worthwhile		II_Worthy_emp,	
	2. Boring / Fun		II_Bored_emp,	
	3. Negative / Positive		II_Negative_emp,	
	4. Need/Opportunity		II_Need_emp,	
B.	<b>Entrepreneurial Intentions</b>			II_1B_Entr_Intentions,
	<b>On a scale from 1 to 7 (how much do you agree):</b>			
	1. I often think about starting a business		II_Start_emp,	
	2. I have business ideas I am going to implement		II_Ideas_emp,	
	3. My goal is to become my own boss		II_Own_boss,	
2	STEM Professional These are the professionals who work in the STEM knowledge areas (Science, Technology, Engineering, Mathematics). Within these four branches of knowledge there are an infinite number of university degrees, ranging from Nanoscience to Aeronautics, including Web Application Development and Medicine. Some professions catalogued as STEM are architecture, statistics, data processing (Big Data), virtual reality, the Internet of Things (IoT), Bioinformatics, etc. (Gomez, 2018)			
A.	<b>Attitudes towards STEM</b>			II_2A_Stem_Attitude,
	<b>On a scale from 1 to 7: In general, starting a career in STEM (Science. Technologies, Engineering, Math)</b>			
	1. Worthless / Worthwhile		II_Worthy_stem,	
	2. Boring / Fun		II_Bored_stem,	
	3. Negative / Positive		II_Negative_stem,	
B.	<b>Entrepreneurial Intentions</b>			II_2B_Stem_Intentions,
	<b>On a scale from 1 to 7 (how much do you</b>			

	1. I often think about starting career in STEM (Science. Technologies, Engineering, Math)		II_Study_stem,	
	2. I have ideas in STEM (Science. Technologies, Engineering, Math) I am going to implement		II_Ideas_stem,	
	3. My goal is to become a professional in STEM		II_Profesional_stem	
3	<b>Do you plan to go to the University?</b>	YES/NO/NOT SURE	II_Study_uni	

### III. Beliefs/Expectations

Nº	Question	Additional	Question Coding	Aggregated Variable
1	More about you. Please consider adults other than your teachers in your answers.			III_1_Stem_Adults, III_2_Entr_Adults
	Do you know any adults who work as scientists?	YES/NO/NOT SURE	III_Know_scientifics	
	Do you know any adults who work as engineers?	YES/NO/NOT SURE	III_Know_engine	
	Do you know any adults who work as entrepreneurs?	YES/NO/NOT SURE	III_Know_ent	
	Do you know any adults who work as mathematicians?	YES/NO/NOT SURE	III_Know_mathe	
	Do you know any adults who work as technologists?	YES/NO/NOT SURE	III_Know_tech	
3	<b>Expectations Professional</b>			
	How much do you agree with the next	III_Earn_10_Years		
	• I will succeed as an entrepreneur		III_Succes_emp	III_3_Entr_Success
	• I will succeed as a STEM professional (Science. Technologies, Engineering,		III_Succes_stem	III_3_Stem_Succes
	• I will succeed as a public servant		III_Succes_public	III_Succes_public
4	<b>Salary expectations</b>			
	How much do you expect to earn per		III_Earn_5_Years	III_Earn_5_Years
	How much do you expect to earn per month in 10 years from now?		III_Earn_5_Years	III_Earn_5_Years
5	<b>Specific salary expectations</b>			
	Based on your knowledge, how much do you think the minimum wage per month in Ecuador?	Can't say/Don't Know	III_Salary_ecuador	III_Salary_ecuador
	How much do you think entrepreneur earn on average per month in Ecuador?	Can't say/Don't Know	III_Salary_entE	III_Salary_entE
	How much do you think STEM professional (Science. Technologies, Engineering, Math) earn on average per	Can't say/Don't Know	III_Salary_stemE	III_Salary_stemE

#### IV. PARENTS BACKGROUND

Nº	Question	Additional	Question Coding	Aggregated Variable
<b>1</b>	<b>MOTHER</b>			
	Is your mother employed?	YES/NO/Not applicable (e.g. death of mother)	IV_Mother_work	IV_Mother_work
	What is the highest degree obtained by your mother ?	<ul style="list-style-type: none"> <li>• Middle School or lower [1]</li> <li>• Diploma [2]</li> <li>• University Bachelors [3]</li> <li>• Masters degree [4]</li> <li>• PhD [5]</li> </ul>	IV_Mother_edu	IV_Mother_edu_Bachiller, IV_Mother_edu_Licenciatura. Universidad, IV_Mother_edu_Maestria, IV_Mother_edu_PhD, IV_Mother_edu_Secundaria.o.menor
	Has your mother ever owned a business or been self employed?	YES/NO	IV_Mother_business	IV_Mother_business
	What is the largest number of employees your mother's business ever had?		IV_Mothers_employees	IV_Mothers_employees
<b>2</b>	<b>FATHER</b>			
	Is your father employed?	YES/NO/Not applicable (e.g. death of father)	IV_Father_work	IV_Father_work
	What is the highest degree obtained by your father ?	<ul style="list-style-type: none"> <li>•Middle School or lower [1]</li> <li>•Diploma [2]</li> <li>•University Bachelors [3]</li> <li>•Masters degree [4]</li> <li>•PhD [5]</li> </ul>	IV_Father_edu	IV_Father_edu_Bachiller, IV_Father_edu_Licenciatura. Universidad, IV_Father_edu_Maestria, IV_Father_edu_PhD, IV_Father_edu_Secundaria.o.menor
	Has your father ever owned a business or been self employed?	YES/NO	IV_Father_business	IV_Father_business
	What is the largest number of employees your father's business ever had?		IV_Fathers_employees	IV_Fathers_employees
<b>3</b>	<b>SIBLINGS</b>			
	Is any of your brother(s) or sister(s) employed?	YES/NO/Not applicable (no brother)	IV_Sibling_work	IV_Sibling_work
	What is the highest degree obtained by your brother or sister?	<ul style="list-style-type: none"> <li>•Middle School or lower [1]</li> <li>•Diploma [2]</li> <li>•University Bachelors [3]</li> <li>•Masters degree [4]</li> <li>•PhD [5]</li> </ul>	IV_Sibling_edu	IV_Sibling_edu_Bachiller, IV_Sibling_edu_Licenciatura. Universidad, IV_Sibling_edu_Maestria, IV_Sibling_edu_PhD, IV_Sibling_edu_Secundaria.o.menor
	Has any of your brother(s) or sister(s) ever owned a business	YES/NO	IV_Siblings_business	IV_Siblings_business
	What is the largest number of employees your brother or sister's business ever had?		IV_Siblings_employees	IV_Siblings_employees

**V. WORKING EXPERIENCE**

Nº	Question	Additional	Question Coding	Aggregated Variable
1	Have you ever worked in a paid job or in an unpaid job?	YES/NO	V_Work_Experience	V_Work_Experience

## VI. ATTITUDES TEST

Nº	Question	Additional	Question Coding	Aggregated Variable
<b>1</b>	<b>ATTITUDES 1</b>	(Likert scale from 1=Totally disagree to 5=Totally agree)		VI_1_Attitudes
	1. There are times when I let others take responsibility for solving the problem.		VI_attitudes1_1	
	2. Rather than negotiate the things on which we disagree, I try to stress those things upon which we both agree.		VI_attitudes1_2	
	3. I am usually firm in pursuing my goals.		VI_attitudes1_3	
	4. I might try to soothe the others feelings and preserve our relationship.		VI_attitudes1_4	
<b>2</b>	<b>ATTITUDES 2</b>			VI_2_Attitudes
	To what extent do you agree with the following statements?	(Likert scale from 1=Totally disagree to 5=Totally agree)		
	1. Whenever something goes wrong, I look for a solution immediately.		VI_attitudes2_1	
	2. Whenever there's an opportunity to get actively involved, I do.		VI_attitudes2_2	
	3. I take the initiative immediately, even if others do not.		VI_attitudes2_3	
	4. I take advantage of opportunities quickly to achieve my goals.		VI_attitudes2_4	
	5. I usually do more than I'm asked to.		VI_attitudes2_5	
	6. I'm particularly good at coming up with ideas.		VI_attitudes2_6	
<b>3</b>	<b>ATTITUDES 3</b>			VI_3_Attitudes
	Please rate the extent to which the following items describe your behavior in the last 3 months:	(Likert scale from 1=Totally disagree to 5=Totally agree)		
	1. I take initiative even when others don't.		VI_attitudes3_1	
	2. I work harder for my assignments than what is typically expected.		VI_attitudes3_2	
	3. I set myself goals that are beneficial for my learning or development.		VI_attitudes3_3	
	4. I independently search for new tasks.		VI_attitudes3_4	
	5. I actively attack problems.		VI_attitudes3_5	
	6. I anticipate opportunities.		VI_attitudes3_6	
	7. When I have set my own learning goal, I pursue it persistently.		VI_attitudes3_7	
	8. When I have set my own learning goal, I do not give up working on the task if something goes wrong.		VI_attitudes3_8	



## VII. RISK PREFERENCES AND PERSONALITY TRAITS

Nº	Question	Additional	Question Coding	Aggregated Variable
1	Are you generally a person who is fully prepared to take risks or do you try to avoid taking risks? Please tick a box on the scale, where the value 0 means: "unwilling to take risks" and the value 10 means: "fully prepared to take risks."		VII_Risk_preference	
2	<b>Willingness to act</b>			
	We now ask you for your willingness to act in a certain way. . Please again indicate your answer on a scale from 0 to 10. A 0 means "completely unwilling to do so," and a 10 means "very willing to do so." You can also use any number between 0 and 10 to indicate where you fall on the scale, using 0, 1, 2, 3, 4, 5, 6, 7, 8, 9, or 10.			
	How willing are you to give up something that is beneficial for you today in order to benefit more from that in the future?		VII_Time_preference	
	(Trust) I assume that people have only the best intentions.		VII_Confidence	
3	<b>RISK PREFERENCES AND PERSONALITY TRAITS 3</b>			
	I look like someone who...	(Likert scale from 1=Totally disagree to 5=Totally agree) and additional I can't choose		VII_3_BFI_Extraversion, VII_3_BFI_Agreeableness, VII_3_BFI_Conscientiousness, VII_3_BFI_Neuroticism, VII_3_BFI_Openness
	he's reserved.		VII_Traits_1	
	He's usually confident		VII_Traits_2	
	does a thorough job		VII_Traits_3	
	relaxes, handles people well		VII_Traits_4	
	has an active imagination		VII_Traits_5	
	is open, sociable		VII_Traits_6	
	tends to find fault with others		VII_Traits_7	
	tends to be weak		VII_Traits_8	
	gets nervous easily		VII_Traits_9	
	has few artistic concerns		VII_Traits_10	

**SECTION 0. KNOWLEDGE TEST**

Nº	Question	Additional	Question Coding	Aggregated Variable
1	Please mention the note you			
	Language and Literature	From 1 to 10	X0_1_1_Expected_Grade	
	English		X0_1_2_Expected_Grade	
	Statistics		X0_1_3_Expected_Grade	
	Mathematics		X0_1_4_Expected_Grade	
	Entrepreneurship		X0_1_5_Expected_Grade	
	Biology		X0_1_6_Expected_Grade	
	Physics		X0_1_7_Expected_Grade	
	Chemistry		X0_1_8_Expected_Grade	
2	<b>STATISTICS</b>			X0_2_Statistics_total
	Please read carefully and select the correct answer.			
	What measure of Central Tendency is derived from the most common value?		X0_2_1_Statistics	
	How many 3-digit numbers can you do using the numbers 1, 2 and 3 without repeating?		X0_2_2_Statistics	
	If the dogs eat more, then they'll eat more. This sentence is an example of:		X0_2_3_Statistics	
	What measure of Central Trend is derived from the value of the mean or center of a data set?		X0_2_4_Statistics	
	How many 2-digit numbers can you do using the numbers 1, 2, 3 and 4 without repeating?		X0_2_5_Statistics	
	A logical interpretation based on experience and prior knowledge is:		X0_2_6_Statistics	
	What measure of Central Tendency is interpreted as the "breakeven point" of a data set?		X0_2_7_Statistics	
	How many 3-digit numbers can you do using the numbers 2, 3 and 4 without repeating?		X0_2_8_Statistics	
	What is the definition of a hypothesis?		X0_2_9_Statistics	
3	<b>SPANISH</b>			X0_2_Spanish_total
	The means of communication currently used are:		X0_3_1_Spanish	
	Identify the antonym of the bold word: The trial that was to be resolved is <b>postponed</b> to Monday		X0_3_2_Spanish	

	Within the elements of communication, whoever sends a message is known as:	X0_3_3_Spanish	
	Within the paralinguistic elements can be identified a:	X0_3_4_Spanish	
	For selective reading we find several elements within them we have the introduction that deals with:	X0_3_5_Spanish	
	Identify who does not correspond to the participants of the debate:	X0_3_6_Spanish	
	A good journalist, should handle some important aspects, these are:	X0_3_7_Spanish	
	Answer with true or false as applicable:		
	1.- Within the graphic organizers we have the Flowchart.	X0_3_8a_Spanish	
	2.- In family relationships, comparisons are made between objects.	X0_3_8b_Spanish	
	3.- Est. Unid. It is a correct abbreviation.	X0_3_8c_Spanish	
	4. The paragraph is formed with a logical sequence of sentences.	X0_3_8d_Spanish	
	5.- The report must include a bibliography and annexes.	X0_3_8e_Spanish	
	6.- Critical reading is a simple reading	X0_3_8f_Spanish	
<b>4</b>	<b>English</b>		
	<b>Choose the best option to complete each sentence</b>		X0_2_English_total
	a. She decided ____ a teacher.		
	b. We avoid _____ cigarettes.	X0_4_1_English	
	<b>Choose one of the next options to complete the sentences. There is one extra option that you don't need.</b>		
	a. She ____ to play with marbles when she was in school.		
	b. ____ you go to Atacames on your last holiday?	X0_4_2_English	
	<b>Fill in the blanks with one word in each sentence.</b>		

a. Quito ____ been the capital of Ecuador for many years.			
b. People ____ visited Galapagos Islands since 1934.		X0_4_3_English	
<b>Scramble the words to make a negative sentence.</b>			
She Ambato will visit not		X0_4_4_English	
<b>Drag the next clauses and drop them in their corresponding places.</b>			
a. If I visit Galapagos, _____			
b. If I were the Governor of Galapagos,_____		X0_4_5_English	
<b>Scramble the words to make an affirmative sentence.</b>			
is prepared with milk Fanesca		X0_4_6_English	

## SECTION 1 - MAIN CONCEPTS

### Q1: Personal Initiative I

Question	Additional	Question Coding	Aggregated Variable
<b>Iniciativa Personal_part A</b>			
Please indicate in which extent the following elements describe your behaviour in the past three months: (Likert scale from 1= Strongly disagree to 5 = strongly agree)			X1_1_A_Personal_Initiative
1. I face problems actively.	From 1 to 5	X1_1_A1_Personal_Initiative	
2. When something goes wrong I find a solution immediately		X1_1_A2_Personal_Initiative	
3. When there is an opportunity to be actively involved, I take it.		X1_1_A3_Personal_Initiative	
4. I take the initiative immediately even when other have not.		X1_1_A4_Personal_Initiative	
5. I take advantage of opportunities quickly to achieve my goals		X1_1_A5_Personal_Initiative	
6. I usually do more than what i'm required to do.		X1_1_A6_Personal_Initiative	
7. I am particularly good at materializing new ideas.		X1_1_A7_Personal_Initiative	
<b>Back translation/Traducción Inversa</b>			
<b>Iniciativa Personal_part B</b>			X1_1_B_Personal_Initiative
Please indicate in which stent the following elements describe your behaviour in the past three months: (Likert scale from 1= Strongly disagree to 5 = strongly agree)			
1. I take the initiative even when other don't.	From 1 to 5	X1_1_B1_Personal_Initiative	
2. I work on my tasks with more effort than it is normally expected		X1_1_B2_Personal_Initiative	
3. I establish my own goals to benefit my development and learning.		X1_1_B3_Personal_Initiative	
4. I look for new tasks independently		X1_1_B4_Personal_Initiative	
6. I anticipate the opportunities		X1_1_B5_Personal_Initiative	
7. When I establish my on goal I pursue it persistently.		X1_1_B6_Personal_Initiative	
8. When I establish my own learning goal, I don't give up / Even when it does not turn as planned.		X1_1_B7_Personal_Initiative	

### Q2: Negociaciones

- Please do not use a ranking scale but a 4-point Likert scale for each item (1 – very unlikely; 2 – unlikely; 3 – likely; 4 – very likely)

Question	Additional		
<b>Vignette 1</b>			
<i>The teacher asks the class to enroll in a science project. You are very excited about one particular project, but only one student can join the group dprojects of 5 persons that already exists. Anna your classmate wants to join the project too. When you sought advise from your teacher about it, she said that you should solve it on your own.</i>			X1_2_A_Negotiations_Yielding, X1_2_B_Negotiations_Forcing, X1_2_C_Negotiations_Compromising, X1_2_D_Negotiations_Avoiding, X1_2_E_Negotiations_Problem_Solving
<i>What to do?</i>			

<i>Order the following statements from 1: Your most probable answer to this situation to 5: Your least likely answer in this situation. Remember, there are no right or wrong answers to this question.</i>			
A. I try not to hurt Anna. If the project is that important to her I don't want to stand in her way, there will be another opportunity for me in the future.	From 1 to 4	X1_2_1A_Negotiations	
B. I try to convince Anna that I should be the one to join the group. I need to be firm in my position to win.		X1_2_1B_Negotiations	
C. I make a compromise to Anna so each one of us join half the time of the project. This is not what I want, but it is better than nothing.		X1_2_1C_Negotiations	
D. I don't want to antagonize Anna. I ask the teacher again to solve things since it was she that put us in that difficult situation.		X1_2_1D_Negotiations	
E. I need to find out more about Anna and ask her why she wants to join the project group. I am not sure but perhaps we can find a solution that works for both of us.		X1_2_1E_Negotiations	
<b>Vignette 2:</b>			
<i>A friend's uncle gave him a scooter and you ask him about the bicycle that he is not using and you always wanted. But he wants to sell it for 40\$, which you can't afford.</i>			
<i>What to do?</i>			
<i>Organize the following 5 statements from 1 : Your most probable answer in this situation to 5 : Your least probable answer in this situation. Remember there are no right or wrong answers to this question.</i>			
A. If this is what he is asking for, it is what he needs, after he demonstrates his good faith by charging only \$35, I don't want to take advantage of my friend more than needed. I ask my parents for money and close the deal.	From 1 to 4	X1_2_2A_Negotiations	
B. I offer him \$10 and I show him my reluctance to make concessions. I know he might think I'm irrational. But I can only win if I stand firm in my position.		X1_2_2B_Negotiations	
C. I do a counter-offer of \$20 Which I think is a fair price for the bike. He offers me to split the difference in half, in \$30. This is still a little bit more than what I am willing to spend. But it is a fair solution. All the parties should compromise to negotiate and get to an agreement.		X1_2_2C_Negotiations	
D. It is uncomfortable for me to dribble with a friend like this. And I don't want to put the friendship at risk over an old bicycle. Even though I'm still interested in the bicycle, I tell him I will think about it and wait for him to make a better offer in the future.		X1_2_2D_Negotiations	

E. You ask him what he wants to spend the \$40 on. You are not sure but perhaps you have something that is of value to him and that you can trade off in return for the bike.		X1_2_2E_Negotiations	
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## SECTION 2 - GENERAL COGNITIONS

### Q1: General Self-Efficacy (GSE)

Question	Additional	Question Coding	Aggregated Variable
<i>In the last 3 months to what extent are these affirmations true to you?</i>			
<i>1= Not true at all 2= Hardly true 3= Moderately true 4= Absolutely true.</i>			X2_1_Self_Efficacy
1. I can find a way to get what I want even if someone opposes me	From 1 to 4	X2_1_1_Self_Efficacy	
2. I can solve difficult problems if I try hard enough.		X2_1_2_Self_Efficacy	
3. it is easy for me to persist in what I have committed to until I achieve my goals.		X2_1_3_Self_Efficacy	
4. I'm confident I could manage any unexpected events.		X2_1_4_Self_Efficacy	
5. Thanks to my qualities and ressources I can overcome unspected events.		X2_1_5_Self_Efficacy	
6. When I find myself in difficult moments I can remain calm because I have the necessary skills to manage difficult situations.		X2_1_6_Self_Efficacy	
7. Whatever it is, generally I'm able to handle it		X2_1_7_Self_Efficacy	
8. I can solve most of the problems if I try hard enough.		X2_1_8_Self_Efficacy	
9. If I find myself in a difficult situation, generally it occurs to me what to do about it.		X2_1_9_Self_Efficacy	
10. When facing a problem usually I come up with different alternatives of how to solve it.		X2_1_10_Self_Efficacy	

### Q2: Youth Self-Efficacy (SEC-Q)

Question	Additional		
<i>In the last three months , what is your</i>			
<i>Each item must be rated on a scale of 5 points with 1 = not at all and 5 = very good.</i>			
<b><i>Social self-efficacy</i></b>			
			X2_2_Youth_Self_Efficacy
1. Express your opinions when your classmates don't agree with you?	From 1 to 5	X2_2_1_Youth_Self_Efficacy	
3. Mantain a conversation with a stranger?		X2_2_2_Youth_Self_Efficacy	
4. Work in harmony with your classmates?		X2_2_3_Youth_Self_Efficacy	



5. Tell other kids they are doing something you believe is wrong?		X2_2_4_Youth_Self_Efficacy	
7. Succeed keeping a friendship with other kid?		X2_2_5_Youth_Self_Efficacy	
8. Successfully prevent fights with other kids?		X2_2_6_Youth_Self_Efficacy	
<b>Emotional self-efficacy</b>			
1. Manage to be cheerful when an unfortunate event has occurred		X2_2_7_Youth_Self_Efficacy	
2. Being able to feel calm after being frighten.		X2_2_8_Youth_Self_Efficacy	
3. Avoid feeling nervous?		X2_2_9_Youth_Self_Efficacy	
4. Control your feelings?		X2_2_10_Youth_Self_Efficacy	
7. Repress successfully unpleasant thoughts.		X2_2_11_Youth_Self_Efficacy	
8. Stop worrying about things that could happen?		X2_2_12_Youth_Self_Efficacy	

**Q3: Perceived Subsidiary Self-Efficacy Scale**

Question	Additional		
1 – 7: not good at all– Very good.			
Considering your relationship with your parents in the last three months what would be your capacity to:			X2_3_Self_Efficacy_Scale
1. Dialogue with your parents even when your relationship is tense.	From 1 to 5	X2_3_1_Self_Efficacy_Scale	
2. Talk to your parents about personal issues.		X2_3_2_Self_Efficacy_Scale	
4. Avoiding that differences of opinions lead to a confrontation with your parents.		X2_3_3_Self_Efficacy_Scale	
6. Make your parents understand your point of view on issues you have a different approach.		X2_3_4_Self_Efficacy_Scale	
8. Expressing your disagreement with your parents without losing your composure.		X2_3_5_Self_Efficacy_Scale	
9. Get that your parents pay attention to your needs even when they are busy with their own problems.		X2_3_6_Self_Efficacy_Scale	
13. Accept your parents' criticisms about you without feeling offended.		X2_3_7_Self_Efficacy_Scale	
14. Increase the trust and recognition to you from your parents.		X2_3_8_Self_Efficacy_Scale	

**Q4: Growth Mentality**

Question	Additional		
Read each following sentence and circle the number that shows your degree of acceptance.			

<i>There are not correct or incorrect answers.</i>			
<i>(Strongly agree- Strongly disagree)</i>			X2_4_Growth_Mentality
1. You can learn new things, but you can't really change the level of basic intelligence.	From 1 to 5	X2_4_1_Growth_Mentality	
2. You have certain amount of intelligence and there is not much to do to change it.		X2_4_2_Growth_Mentality	
3. Our intelligence is something very much ours that can't be change much		X2_4_3_Growth_Mentality	

#### Q5: Self-Concept Scale

Question	Additional		
<i>This questionnaire measures a variety of feelings and behaviors in several situations. A series of statements are listed below. Read each one as if it was referred to you.</i>			
<i>According to each statement write the number that best describe your acceptance or disagreement. Please respond to all statements. Rate in a 7-point scale from strongly disagree to strongly agree</i>			
<b>Escala de Autoconcepto I partA</b>			X2_5_A_Self_Concept_Independent
1. I enjoy being unique and different from others in several aspects.		X2_5_A1_Self_Concept	
2. I can openly talk to a person I met for the first time, even when that person is a lot older than me.		X2_5_A2_Self_Concept	
3. I do my own things, no matter what others thing.		X2_5_A3_Self_Concept	
4. I feel it is important for me to act like an independent person.		X2_5_A4_Self_Concept	
5 I rather say "NO" at first than risk being misunderstood.		X2_5_A5_Self_Concept	
7. I rather being forward and honest when I deal with people I just met.		X2_5_A6_Self_Concept	
8. I feel comfortable getting compliments and rewards.		X2_5_A7_Self_Concept	
9. Talking during class (or reunion) is not a problem for me.		X2_5_A8_Self_Concept	
10. I always act the same no matter who I am with.		X2_5_A9_Self_Concept	
14. I behave the same in my house and at school.		X2_5_A10_Self_Concept	
15. I try to do what's best for me , no matter how that affect others.		X2_5_A11_Self_Concept	
<b>Escala de Autoconcepto I partB</b>			X2_5_B_Self_Concept_Independent

1. Even when I disagree completely with the members of the group I avoid a discussion.		X2_5_B1_Self_Concept	
2. I respect the authority figures that I interact with.		X2_5_B2_Self_Concept	
3. I respect people that are modest about themselves		X2_5_B3_Self_Concept	
4. I would sacrifice my own interests in benefit of the group that I belong to.		X2_5_B4_Self_Concept	
5. I must consider my parents advice when making educations and career plans.		X2_5_B5_Self_Concept	
9. Sometimes I feel like my relationship with others are more important than my own development.		X2_5_B6_Self_Concept	
10. I would offer my seat to my teacher on a bus		X2_5_B7_Self_Concept	
11. I feel happy when people around me are happy.		X2_5_B8_Self_Concept	
12. I would stay in the group if they need me , even when I'm not happy with the group.		X2_5_B9_Self_Concept	
14. It is important for me that everybody gets along in the group.		X2_5_B10_Self_Concept	
15. In general, I agree with what others want to do even when I prefer to do something different.		X2_5_B11_Self_Concept	

#### Q6: Self-Regulatory Focus

Question	Additional		
<i>and circle the number that shows your degree of acceptance. There are not right or wrong answers. (strongly agree</i>			
<b>Self-Regulatory Focus I partA (Enfoque de Prevención)</b>			
<i>Prevention Focus</i>			X2_6_A_Self_Regulatory_Prevention
1. I generally focus in prevent negative events to happen in my life.		X2_6_A1_Self_Regulatory	
2. I feel anxious about not being able to achieve my responsibilities and obligations.		X2_6_A2_Self_Regulatory	
3. I often think in the person I'm afraid I would become in the future		X2_6_A3_Self_Regulatory	
4. I worry often about not achieving my academic goals.		X2_6_A4_Self_Regulatory	
6. I often think of how to prevent making mistakes in my life.		X2_6_A5_Self_Regulatory	
8. My main goal in school at the moment is to avoid being incompetent academically.		X2_6_A6_Self_Regulatory	
<b>Self-Regulatory Focus I partB (Enfoque de Promoción)</b>			
<i>Promotion focus</i>			X2_6_B_Self_Regulatory_Promotion

1. Frequently, I think in how to achieve my hopes and aspirations.		X2_6_B1_Self_Regulatory	
2. I often think in the person that I would like to be in the future.		X2_6_B2_Self_Regulatory	
3. Normally I focus on the success I hope to achieve in the future.		X2_6_B3_Self_Regulatory	
4. I often think on how to achieve academic success.		X2_6_B4_Self_Regulatory	
5. My main goal at school in this moment is to achieve my academic ambitions.		X2_6_B5_Self_Regulatory	
8. I often imagine myself experimenting good things that I hope happen to me.		X2_6_B6_Self_Regulatory	

**Q7: Short Grit Scale (Grit-S)**

Question	Additional		
<i>Likert scale of 5 points that goes from 1 (Strongly disagree) to 5 (Strongly agree)</i>			X2_7_Grit_S
1. I often set a goal but later chose to pursue a different one.	From 1 to 5	X2_7_1_Grit	
2. I have been obsessed with certain idea or project for a short period of time but later I lose interest		X2_7_2_Grit	
4. The new ideas or projects often distract me from the prior ones.		X2_7_3_Grit	
5. I rarely finish what I begin.		X2_7_4_Grit	
6. Setbacks discourage me.		X2_7_5_Grit	
8. I am not a very diligent student.		X2_7_6_Grit	

### SECTION 3 - ENTREPRENEURIAL COGNITIONS (ENTREPRENEURIAL MINDSET)

#### Q1: Business Self-Efficacy

Question	Additional	Question Coding	Aggregated Variable
<b>How interested are you in:</b>			X3_1_Bus_Self_Efficacy
Start a company.		X3_1_A1_Bus_Self_Efficacy	
Work on your own.		X3_1_A2_Bus_Self_Efficacy	
Detect business opportunities.		X3_1_A3_Bus_Self_Efficacy	
Overcome any problems you might have in the beginning of your business.		X3_1_A4_Bus_Self_Efficacy	
Negotiate appropriately with other entrepreneur .		X3_1_A5_Bus_Self_Efficacy	
Maintain an appropriate overview of financial affairs.		X3_1_A6_Bus_Self_Efficacy	
Prepare and adequate business plan.		X3_1_A7_Bus_Self_Efficacy	
Get the financial capital to start the business.		X3_1_A8_Bus_Self_Efficacy	
<b>How confident are you that you could...</b>			
Start a company.		X3_1_B1_Bus_Self_Efficacy	
Work on your own.		X3_1_B2_Bus_Self_Efficacy	
Detect business opportunities.		X3_1_B3_Bus_Self_Efficacy	
Overcome any problems you might have in the beginning of your business.		X3_1_B4_Bus_Self_Efficacy	
Negotiate appropriately with other entrepreneur .		X3_1_B5_Bus_Self_Efficacy	
Maintain an appropriate overview of financial affairs.		X3_1_B6_Bus_Self_Efficacy	
Prepare and adequate business plan.		X3_1_B7_Bus_Self_Efficacy	
Get the financial capital to start the business.		X3_1_B8_Bus_Self_Efficacy	

#### Q2: Identifying Opportunities

Question	Additional		
(Answer in whole numbers)			X3_2_Bus_Oport
1. How many opportunities to create a company have you detected in the last three months.		X3_2_1_Bus_Oport	
2. Of all those opportunities, in your opinion how many of them were promising to create profitable business.		X3_2_2_Bus_Oport	
3. How many opportunities to create a company you have started, that you compromise time and resources in the last three months.		X3_2_3_Bus_Oport	

**Q3: Business Attitudes**

Question	Additional		
<i>Start a new company</i>			X3_3_Bus_Attitudes
<i>(Likert scale from 1= Strongly disagree 5 = Strongly agree)</i>			
1. It is a good opportunity to make a living.		X3_3_1_Bus_Attitudes	
2. It is financially attractive.		X3_3_2_Bus_Attitudes	
4. It is a safe and stable source of income.		X3_3_3_Bus_Attitudes	
5. It means to have control		X3_3_4_Bus_Attitudes	
6. It means to have authority		X3_3_5_Bus_Attitudes	
7. It involves a lot of work.		X3_3_6_Bus_Attitudes	
8. It means less time available to do other things.		X3_3_7_Bus_Attitudes	
10. Very exciting.		X3_3_8_Bus_Attitudes	
12. It is an opportunity to make your dreams come true.		X3_3_9_Bus_Attitudes	
13. It means freedom.		X3_3_10_Bus_Attitudes	
14. You obtain respect from others.		X3_3_11_Bus_Attitudes	
15. You obtain admiration from others.		X3_3_12_Bus_Attitudes	

**Q4: Social Entrepreneurship Standards**

Question	Additional		
<i>and friends. In what extent they would agree if you decided to create</i>			X3_4_Social_Norms
1. My immediate family (parents and siblings)		X3_4_1_Social_Norms	
2. Closest friends		X3_4_2_Social_Norms	
3. My teachers.		X3_4_3_Social_Norms	