

Annexe 2 : Guides d'entretien

Guide d'entretien pour les entrepreneurs

Good afternoon X. I am delighted to meet you and I would like to thank you first for your time and participation in this interview. In the context of my thesis, I am gathering information to better understand the entrepreneurial ecosystem in Palestine. This study and the dozen of interviews I am conducting will be useful in describing, analyzing and drawing conclusions about the Palestinian ecosystem, and the facilitators and obstacles faced by entrepreneurs in the particular context of Palestine. Do you agree that I reveal your identity in my thesis, and record and transcribe this interview?

1. Let's talk about your background. What were you doing before *Name of the project*?
2. What inspired you to work at *Name of the project*? Tell me about the early days and how it all began.
3. Can you explain what *Name of the project*'s mission and functioning are?
4. How many people work in this start-up?
5. What did it take to turn this idea into a business? What were the key challenges along the way? Was the team helped with this?
6. Did *Name of the project* use the services of an incubator, accelerator or any other organization? If so, what did you think about it? If not, with hindsight, do you think that would have been useful?
7. How was the business financed? Bank credits, personal funds, relatives support, crowdfunding, venture fund, ...? In which percentage?
8. What comes next for *Name of the project*?
9. What is it that makes you get out of bed every morning? How is your product making the world a better place?
10. To what extent did the Israeli occupation impose constraints on *Name of the project*'s creation and everyday business?
11. What do you think about the role of the Palestinian government in the support of entrepreneurship?
12. What recommendations would you give to the government to improve the entrepreneurial ecosystem?
13. According to you, are the young Palestinians ready to become entrepreneurs after graduation?
14. Do you think that the Palestinian entrepreneurial ecosystem could improve the population's and country's situation?
15. According to you, does the diaspora support the entrepreneurial environment in Palestine?
16. That was my last question. Would you like to add something add something?

Guide d'entretien pour les acteurs de l'écosystème entrepreneurial palestinien exerçant une fonction autre qu'entrepreneur

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1. Let's talk about your background. What inspired you to work in the field of Business and Economic Development?
2. Can you briefly explain what *Name of the project's* mission and functioning is?
3. What do you anticipate the impact of *Name of the project*, and, more globally, of the entrepreneurship, having on the region and its population?
4. What is the profile of the entrepreneurs that take part to B-Hub? What are the selection criteria?
5. What is your financing method?
6. On which ecosystem do you rely (partners, community...)?
7. Is generally the access to funding an obstacle for the start-up founders?
8. Do you consider that the political situation influences the Palestinian entrepreneurial ecosystem?
9. Which challenges are there for the entrepreneurship environment?
10. What are the strengths of the Palestinian entrepreneurial ecosystem?
11. Can you talk to me about the barriers that young Palestinian workers face in either starting a business or in finding a job in general? What is the landscape like here for work?
12. Would you say that the climate for entrepreneurship in Palestine has changed over the last years?
13. What recommendations would you give to the government to improve the entrepreneurial ecosystem?