

**DEMOGRAPHIC INFORMATION**

NAME ..... ID NUMBER .....

DATE OF BIRTH ..... PLACE OF RESIDENCE .....

SEX [M/F] ..... INKHUNDLA .....

EDUCATION ..... BUSINESS STARTED [YES / NO] .....

JA PROGRAMS YOU PARTICIPATED IN ..... CONTACT.....

**THE ENTREPRENEUR**

1. Please tell us more about what you currently do.

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2. Please tell us more about your background, who influences you, work or business experience and what interests you.

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**THE BUSINESS IDEA**

3. Please tell us about your business idea

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4. What need have you identified that you are trying to address?

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**THE TARGET MARKET**

**5. Who are your target customers?**

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**6. How do you plan to win them over to you?**

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**SUCCESS FACTORS**

**7. What are the top 3 factors that will make your business idea more successful?**

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**8. What are the 3 main risks your business idea faces?**

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**MOTIVATION**

**9. Why do you think you are the best person to be selected for this program?**

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