

### **Online Appendix. Assessment of the impact of entrepreneurial skills on business performance of community pharmacists in Jos**

Dear Pharmacist,

I am a Post Graduate Student currently undertaking a research on the above topic as a partial fulfillment for the award of Master Degree in Business Administration in the University of Jos.

I will be grateful if you will kindly answer the attached questionnaire as honestly as possible by ticking the option that best represents your opinion.

Please note that information provided by you will be used solely for the purpose of this research and shall be treated as highly confidential.

Thank you

Iyeseun Asieba

#### **Section A**

1. Gender  
Male  Female
  
2. Are you a Pharmacist?  
Yes  No
  
3. Are you the owner of the business?  
Yes  No
  
4. How long have you been a Pharmacist?  
1 – 9 years   
10 – 19 years   
20 – 29 years   
Over 30 years
  
5. How long has this Pharmacy business been operating?  
1 – 5 years   
6 – 10 years   
11 – 15 years   
16 – 20 years   
Over 20 years
  
6. Have you had any Post Graduate Training on Management or Entrepreneurship?  
Yes   
No

If yes, please specify

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**Section B**

Can you assess and rate your skills in the following areas in the running of your pharmaceutical business?

S/N	DESCRIPTION OF SKILLS	Excellent	Above Average	Average	Below Average
6	My knowledge and proficiency in Pharmaceutical Products and Services ( <i>Product skills</i> )				
7	My technical ability in understanding and evaluating the pharmacy business( <i>organizational skills</i> )				
8	My understanding of the trends and impact of the wider pharmaceutical industry on my business( <i>Industry skills</i> )				
9	My proficiency in understanding and motivating my employees for better performance ( <i>leadership skills</i> )				
10	My interpersonal relationship and ability to use human networking for the improvement of my organization ( <i>networking/people skills</i> )				
11	My ability in planning and administering my business ( <i>executive skills</i> )				
12	My skill in discovering new opportunities to profitably change my business ( <i>entrepreneurial skills</i> )				
13	My ability in identifying potential customers and persuading them to buy our products or services (marketing Skills)				
14	My skill in managing and administering the finances of my organization(money skills)				

**Section C**

What is your impression of the business performance of your company in the following areas?

S/N	Business Performance Indices	Excellent	Good	Fair	Poor
15	Sales Growth over the last 5 years				
16	Net Profit over the last 5 years				
17	Inventory / Stock Growth over the last 5 years				

18. How long did it take to breakeven in your Pharmacy Business?

- Less than 1 year
- 1-3 years
- 3 -5 years
- Over 5 years
- Have not broken even

19. Have you had to resort to borrowing to keep your business afloat?

- Yes
- No

20. How do you assess your business performance?

- Good
- Fair
- Poor

21. Has your business been profitable?

- Yes
- No

Thank you.