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台灣青年西進發展機會與挑戰：
以海峽兩岸青年創業基地為例
The Opportunities and Challenges of Taiwan Youth Westward
Development: A case study of Cross-Strait Youth
Entrepreneurship Base

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Abstract

China encourages innovation and entrepreneurship to advance structural reform and raises the idea of " Mass Entrepreneurship and Innovation ". Measures have been taken by Chinese government to attract global talents, including Taiwanese youth. To encourage young talents from Taiwan to startup in China, Chinese government had established many cross-strait youth entrepreneurship bases in various places. It not only builds up entrepreneurial environment, but also provides generous venture capital, hoping to attract Taiwanese young entrepreneurs into China.

The main purpose of this study is to explore the impacts of the cross-strait youth entrepreneurship base on the startups of Taiwan youth and propose suggestions for Taiwanese youth who want to start business in China. Through interviewing with two Taiwanese young entrepreneurs separately in Taiwan and China youth entrepreneurship bases and two managers of Taiwan business incubation center and China entrepreneurship base, we examine the current state of entrepreneurial environments of both sides and the entrepreneurial dilemma facing by Taiwanese young people.

Based on the analysis of primary data from in-depth interviews, the main purpose of China's active support of youth entrepreneurship is to reduce the unemployment rate. China's promotion of youth entrepreneurship policies has been implemented fairly rapidly from the central government to local governments. The cross-strait youth entrepreneurship base provides office space, resources docking, talent subsidy and housing allowance etc. But too much false media reports on cross-strait youth entrepreneurship bases. In fact, entrepreneurs cannot easily obtain venture capital fund and resources. Taiwanese young entrepreneurs should first

prepare a start-up fund before starting their business in China. Taiwanese entrepreneurs should carefully choose their entrepreneurship base according to the needs of their start-up projects so that they will be able to obtain suitable support, because different bases with different scales can provide different resources.

Keyword: Cross-Strait Youth Entrepreneurship Base, Business Incubation Center, Youth Entrepreneurship, Entrepreneurship Policy, Qualitative Research.



中文摘要

中國政府鼓勵創新及創業，推動雙創政策，喊出「大眾創業，萬眾創新」的口號。中國提出雙創政策後，積極對全球攬才，台灣青年也被有計劃地納入中國政府發展新創「人才工程」的版圖中。為了鼓勵台灣青年進軍中國創業，中國政府陸續於各地區設置海峽兩岸青年創業基地，除了提供完善的創業環境，還有優厚的創業基金，希望能吸引台灣青年西進中國創業。

本研究旨在探討海峽兩岸青年創業基地對台灣青年創業之影響，並對台灣青年赴陸創業提供建言。本研究透過訪談 4 位創業相關的人士，包含在台灣和中國創業的青年以及台灣和中國的創業育成中心經理，觀察目前台灣青年在台灣及中國的創業狀態以及其面對的創業困境。

根據實際訪談的初級資料分析之結果，中國積極扶持青年創業目的主要是想要降低失業率，而且對青年創業的支持，從中央政策到實際地方的落實推廣相當迅速。海峽兩岸創業基地以提供辦公空間、資源對接、人才獎補、住房津貼等為主。但中國青創基地常因媒體的渲染誇大，事實上資源並不能輕易取得。台灣青年到中國創業前應該要先準備一筆創業資金，並根據自身創業項目需求而審慎選擇創業基地，較能實際取得支援，因為不同規模的基地所能提供的資源也不同。

關鍵字：海峽兩岸青年創業基地、創業育成、青年創業、創業政策、質性研究

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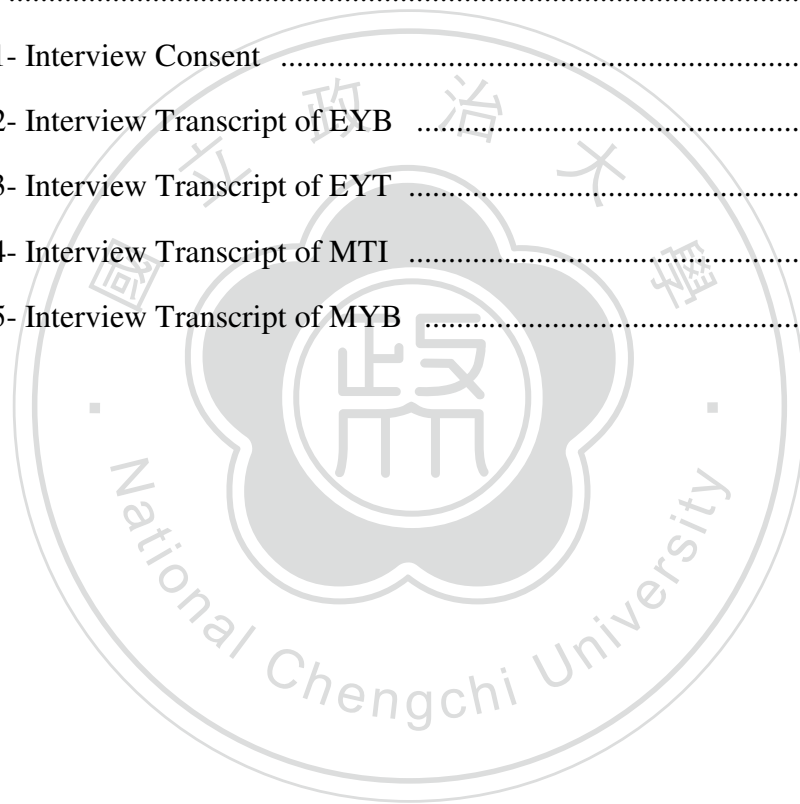


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Chapter 1 Introduction

1.1 Research Background and Motivations

China encourages innovation and entrepreneurship to advance structural reform and raises the idea of "Mass Entrepreneurship and Innovation"¹. Measures have been taken by Chinese government to attract global talents, including Taiwanese youth. To encourage young talents from Taiwan to startup in China, Chinese government had established many cross-strait youth entrepreneurship bases in various places. It not only builds up entrepreneurial environment, but also provides generous venture capital, hoping to attract Taiwanese young entrepreneurs into China.

The vision of "Mass Entrepreneurship and Innovation" shows that China has begun to shift away from manufacturing economy toward innovative and knowledge-based economy. Traditional economic development through natural resources cannot conform to the times, and only the application of knowledge can stimulate individual potential and create new economic vitality. With the arrival of the knowledge economy age, human capital is the inexhaustible source of power that drives development. "The future of economic development will toward greater reliance on human resources, creation and innovation", said by Chinese Premier Lee Keqiang. To promote entrepreneurship and innovation, related policy had been written into the 2015 Report on the Work of the Chinese Government².

To attract global talents and cultivate innovative talents, "The Thousand Talents Program"³ was launched by the Chinese Government since 2008, under which it would bring in foreign experts, young professionals and entrepreneurs to China, and

¹Chinese Premier Li Keqiang, who first presented the concept of "Mass Entrepreneurship and Innovation" in the opening ceremony of the Annual Meeting of the New Champions 2014, also known as the Summer Davos Forum.

²Website of The State Council of PRC:

http://big5.gov.cn/gate/big5/www.gov.cn/zhengce/2015-03/05/content_2827169.htm

³Website of Recruitment Program of Global Experts: <http://www.1000plan.org/en/plan.html>

this policy is an important force of becoming an innovative country. For Taiwanese talents, the Chinese government sets up many cross-strait youth entrepreneurship bases in various places, and aims at encouraging and assisting Taiwanese youth to come to China for internships, employment and entrepreneurship.

On the other side, the business incubator center plays a very important role for new startups. It helps startup companies to develop by providing services such as resources for entrepreneurship, consulting service, and office space to help young entrepreneurs through the early weak stage of entrepreneurship (育成產業概論,2000). The business incubator center is also the concept of setting up cross-strait youth entrepreneurship bases. The cross-strait youth entrepreneurship bases take the regional advantages to assist Taiwanese youth to start their own business in China.

The establishment of cross-strait youth entrepreneurship bases has also been related to China's policy towards Taiwan. In recent years, China's strategy towards Taiwan has gradually focused on Taiwanese young people, hoping to deepen the Taiwanese youth's identification with China (徐幸瑜,2017). Under the circumstances, the Taiwan Affairs Office of the State Council began to set up cross-strait youth entrepreneurship bases. The purpose is to attract Taiwanese young people to start their own businesses and work in China, enhance the interaction between Taiwanese young people and China, and at the same time, hope to use the excellent qualities and ideas of Taiwanese youth as engines for promoting China's economic upgrading(廖劍峯,2016).

The Chinese government had held various forums, exchange seminars and other activities on the theme of cross-strait youth cooperation and development since 2010. The various forms of cross-strait youth entrepreneurship bases also have sprung up in recently. Each base bases on the characteristics of local industries and takes their respective advantages to build cross-strait youth entrepreneurship cooperation

platform to attract Taiwanese youth into China. The young entrepreneurs will be gathered in the business incubator centers to utilize entrepreneurial resources, consulting services or office space provided by the Chinese government to start and benefit their new business(謝明瑞、周信佑,2016).

Let us take a look at Taiwan youth entrepreneurship phenomenon, the structure of labor market changes under the economic globalization. Taiwan's youth labor market has become a serious issue in Taiwan's society, because of the industrial shift, the transformation of the labor market and the reduction of demand, which make "high unemployment" and "low salary employment". According to the survey of Directorate General of Budget, Accounting and Statistics, Executive Yuan, R.O.C., in 2013, among the employees employed in the country, about 50% of the average monthly salary of employees was less than NT\$30,000, and this reflected the real average salary had been back to 1997 level. The growth of salary cannot follow prices rising. The biggest employment problem of Taiwanese young people is "underemployed" and "low pay". In 2016, Taiwan youth unemployment rate reached 13%, and this was 3 times of the average unemployment rate. Unemployment, low salaries, working poor and youth poor, become the common characteristics of modern Taiwanese youth.

In the face of the status of "high unemployment" and "low payroll employment", more and more young people in Taiwan are investing in the entrepreneurial market. According to the Global Entrepreneurship Monitor (GEM⁴) 2015-2016 study, the Motivational Index of the Taiwanese population in 2015 was 3.8 and ranked 13th in

⁴Entrepreneurship Monitor is the world's foremost study of entrepreneurship. GEM began in 1999 as a joint project between Babson College (USA) and London Business School (UK). The aim was to consider why some countries are more 'entrepreneurial' than others. 17 years on, GEM is the richest resource of information on the subject, publishing a range of global, national and 'special topic' reports on an annual basis.

the world. The people considered that the entrepreneurship is a good career choice was 74.0% and ranked 7th in the world. The above information shows that Taiwanese have a high degree of enthusiasm for entrepreneurship (GEM, 2016). In the age of self-expression, young people in the consideration of their own funds, interests, expertise and resources, will still resolutely put into the entrepreneurial market, to get rid of the salaried class. Because of government encouragement, students began to start their own business. Young entrepreneurs in Taiwan begin to get their foot in the door, and thus makes the entrepreneurial atmosphere more and more prosperous.

China actively attracts Taiwanese youth in recent years and provides favorable conditions to invite Taiwan entrepreneurs into China. The induction effect of talents is so huge that we cannot ignore. How will Taiwanese youth begin their way of startup? Will the cross-strait youth entrepreneurship bases can be a successful entrepreneurial platform for our young people? These are both the main motivation of this study.

1.2 Research Purposes and Questions

The main purpose of this study is to explore the impacts of the cross-strait youth entrepreneurship base on the startups of Taiwan youth and propose suggestions for Taiwanese youths who want to start business in China. Aiming at the above objectives, the research questions of this study are as follows:

1. What is the current dilemma faced by Taiwanese youth on the start-up stage?
2. Explore China's policy on Taiwanese youth entrepreneurship and the entrepreneurial resources provided by cross-strait youth entrepreneurship base.
3. In-depth interview with Taiwanese youth entrepreneur in the cross-strait youth entrepreneurship base, to understand their experiences in China's entrepreneurship and put forward conclusion and suggestion for young people who planning to venture new firm in China.

1.3 Research Scope and Limitations

According to the research purposes, Taiwanese youth entrepreneurs and professional advisors will be interviewed in this study. The research scope and limitations of this study are as follows:

1. The definition of “young entrepreneurs” in this study is based on the "Youth Entrepreneurship Project" of Ministry of Economic Affairs, R.O.C., which defines entrepreneurial youth between the age of 20 - 45 (Ministry of Economic Affairs, R.O.C., 2014).
2. The geographical scope of " entrepreneurial activities " in this study includes "Taiwan " and "the cross-strait youth entrepreneurship base ". Entrepreneurial activities in other region is not included in this study. Additional research work will be left to future study.
3. Due to the limited research funding, time and other considerations, we have chosen the interviewees with relevant entrepreneurial experiences and who are willing to cooperate with our interview. Based on the purpose and scope of the study, the objects include Taiwanese youth entrepreneurs in Taiwan and China, and the manager of business incubation center in Taiwan and China.

1.4 Research Strategy and Process

We adopt qualitative research and use literature review with in-depth interviews as research approaches. The purpose of the literature review is to collect and summarize related studied or articles to help reader understand our research and to increase the credibility. First, we start with the "entrepreneurship ecosystem " from an academic perspective to understand the global entrepreneurial environment and to view the elements related to the entrepreneurial environment. In addition, through the Global Entrepreneurship Monitor (GEM) report, we can understand the status of

China and Taiwan's entrepreneurial environment, and to create a specific and useable design for an interview survey.

Secondly, aiming at the purpose and scope of the study, we use in-depth interview with "Taiwanese young entrepreneur", to understand the real thoughts and expectations of Taiwanese youth as facing of entrepreneurial difficulties. Besides, we also plan to interview the "Taiwanese youth who are currently venturing in cross-strait youth entrepreneurship base" to understand their actual entrepreneurial experience. In addition, in order to understand the current entrepreneurial environment, we also interview with the manager of business incubation center in Taiwan and China. Research findings will be treated as a strategic reference to Taiwan youth for entrepreneurship. The process of this research is shown in Figure 1.1 on the following page:



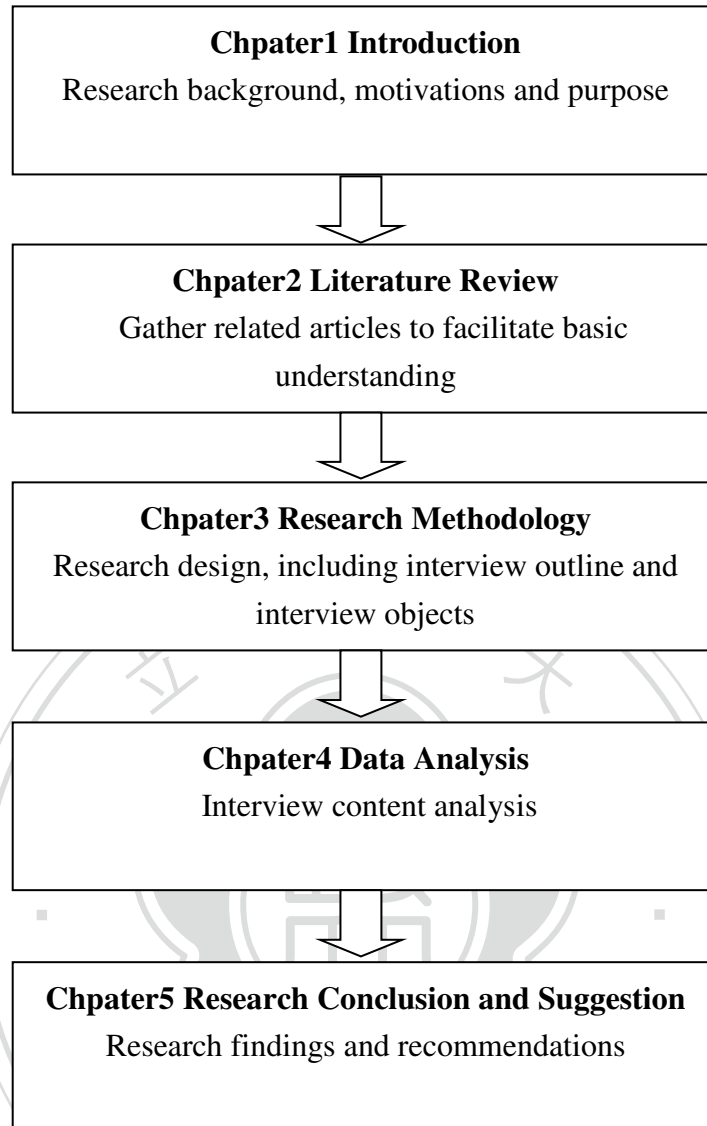


Figure 1.1 Research Procedure

Chapter2 Literature Review

This chapter is divided into three sections. The first section reviews the studies of entrepreneurial ecosystem. The purpose of this section is to understand the concept and meaning of an entrepreneurial ecosystem from an academic research perspective. The second section is to understand the development of China's entrepreneurial environment and related policies, especially the role of youth entrepreneurship base in China's innovation and entrepreneurship system. The last section collects and summarizes the policies and current status of start-ups in Taiwan in order to understand the issues of youth entrepreneurship in Taiwan.

2.1 Entrepreneurial Ecosystem

The factors that influence the entrepreneurial environment are many and interlocked, so the concept of ecosystem may be more appropriate to explain the overall entrepreneurial environment. Vogel (2013) defined the entrepreneurial ecosystem as “an interactive community within a geographic region, composed of varied and inter-dependent actors (e.g. entrepreneurs, institutions and organizations) and factors (e.g. markets, regulatory framework, support setting, entrepreneurial culture), which evolves over time and whose actors and factors coexist and interact to promote new venture creation.”

Daniel Isenberg (2011) proposed the key elements that make up the entrepreneurial ecosystem, and there are hundreds of components of an actual entrepreneurial ecosystem that can be categorized into six basic ones: policies to promote entrepreneurship, markets that favor venture capital, high-quality human capital, system and infrastructure support, appropriate financing conditions and useful culture. Although the entrepreneurial ecosystems of any society can be analyzed from these six aspects, each ecosystem is the result of hundreds of concrete elements

interacting in a highly complex and distinctive way, so each entrepreneurial ecosystem should be unique and should be adapted to local conditions. The constructs of an entrepreneurial ecosystem are shown in Figure 2.1.

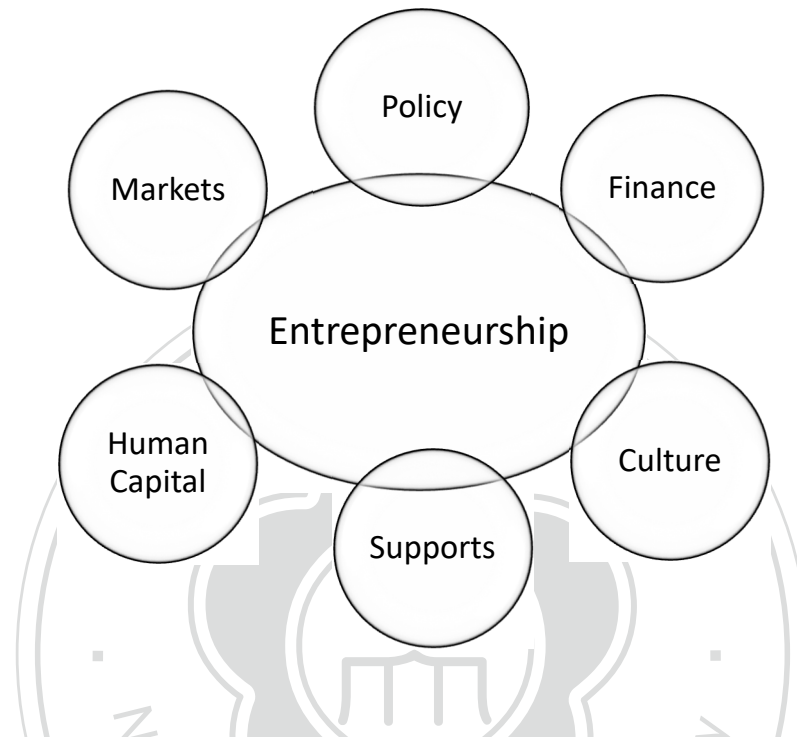


Figure 2.1 Six Dimensions of Entrepreneurial Ecosystem
Source: Daniel Isenberg (2011)

Prahalad (2005) provided a definition for entrepreneurial ecosystem, according to which the ecosystem enables the individuals, enterprise and the society to combine effectively for the cause of generating economic wealth and prosperity.

From Cohen's (2006) opinion, the nine essential elements of the entrepreneurial ecosystem are: informal network, universities, government, professional and support services, capital resources, talent pools, large enterprises, infrastructure and culture and so on.

The World Economic Forum (2014) published the report "Entrepreneurial Ecosystems Around the Globe and Early-Stage Company Growth Dynamics", a

collaboration of the World Economic Forum with Stanford University and Ernst & Young to investigate the entrepreneurial behavior of more than 1,000 entrepreneurs. According to the report, although there are differences between entrepreneurial ecosystems from the viewpoint of entrepreneur, there are eight key "Pillar" that can be summarized. Among them, there are three pillars which entrepreneurs most concern (shown in Table 2.1).

Table 2.1 Entrepreneurial Ecosystems around the Globe

<u>Item</u>	<u>Entrepreneurs concerned</u>
Accessible Market	v
Human Capital/ Workforce	v
Funding & Financing	v
Support System/ Mentors	
Government & Regulatory framework	
Education & Training	
Major University Catalysts	
Culture Support	

Source: World Economic Forum (2014)

Wikipedia (2014) defines the Startup Ecosystem as "a system consists of entrepreneurs and start-up teams with different types of organizations at various stages. All these parties interact systematically at the same location (physical or virtual) to set up new start-up. These organizations can be divided into universities, investment institutions, support institutions (such as incubators, accelerators, joint workspaces, etc.), research institutes, professional service providers (such as law, financial services, etc.) and large enterprises. It is shown in Figure 2.2 below.

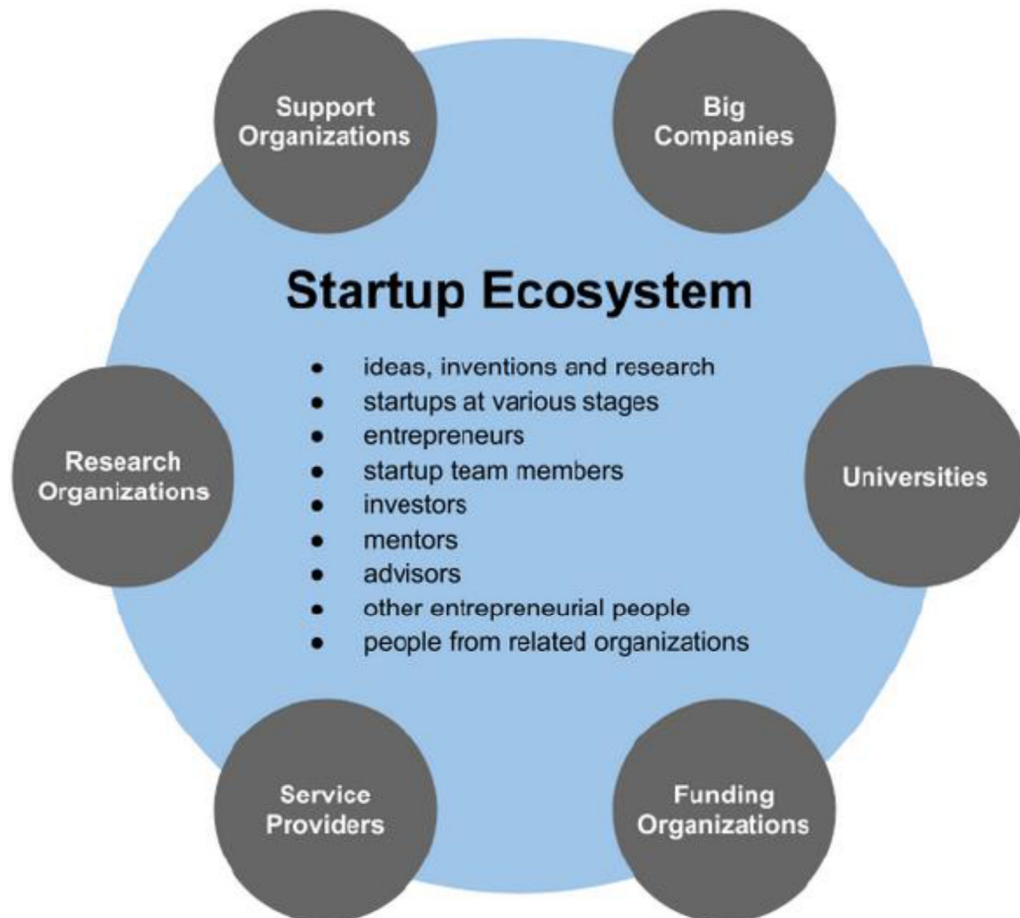


Figure 2.2 Startup Ecosystem
Source: Wikipedia (2017)

2.2 China's Entrepreneurial Environment Development and Related Policies

2.2.1 China Entrepreneurial Ecosystem

According to the 2016/17 Global Report of Global Entrepreneurship Monitor(GEM, 2017): China's population reached 1,374.6 billion with a total GDP of 10,982.8 billion U.S. dollars and per capita GDP reached 7,990 U.S. dollars in 2015. Among them, the contribution of small and medium-sized enterprises (SMEs) to GDP reached 58.5% (in 2012), and China ranked no. 28/138 in the global competitiveness of the 2015 World Economic Forum. The summary of various indicators of China's entrepreneurship activities and entrepreneurial ecology under the GEM framework of

are as follows:

【Societal Value About Entrepreneurship】

Because a country's policy, history, culture and business environment affect not only the society's attitude toward entrepreneurship, its support for entrepreneurial activities, but also the entrepreneurial aspirations of entrepreneurs. Therefore, a friendly entrepreneurial environment and social atmosphere will be helpful to guide people to hold a positive attitude toward start-up.

According to the GEM survey, 70.3% of Chinese people think entrepreneurship is a good career choice, ranking no. 19/61. In Chinese society, 77.8% of the population think the entrepreneurs hold higher social status, ranking no.18 / 61.

Table 2.2 The Societal Value About Entrepreneurship of Chinese Society

Societal Value About Entrepreneurship		
	Value %	Rank/61
High status to entrepreneurs	77.8	18
Entrepreneurship a good career choice	70.3	19

Source: GEM (2017)

【Self-Perceptions About Entrepreneurship】

This dimension is divided into four indicators:

1. Perceived Opportunities: Because individual's evaluation of entrepreneurial opportunities relates to his/her own living environment, education, life style and professional skills. Personal differences in self-perception will affect the entrepreneurial decision
2. Perceived Capabilities: When individuals have rich professional skills and knowledge, they can bring high career competitiveness to themselves and generate start-up planning relatively easily. Therefore, the cultivation of entrepreneurial knowledge and ability is regarded as one of the important guidelines for promoting entrepreneurship education by all countries.

3. Undeterred by Fear of Failure: As facing with the uncertainty of the entrepreneurial environment, such as political and economic situation, the number of competitors, financial financing, coordination of entrepreneurial team and other factors, entrepreneurs have to bear some degree of risk from the incubation, growing to stable profit-making phases. Therefore, the fear and pressure of failure will affect people's entrepreneurial decisions.

4. Entrepreneurial Intentions: Since the willingness to start a business is highly related to the entrepreneurial behavior, it is the entrepreneur's inherent cognition, preference and behavior tendency of creating a new business. Individual intentions are often influenced by many aspects such as the entrepreneurial environment, psychological characteristics, skills, attitudes, etc. So the higher the entrepreneurial intentions, the easier it is to increase the likelihood of entrepreneurial actions.

According to the GEM survey, China is ranked at no. 6/64 with the proportion of people who are not afraid of failure in starting a business, accounting for 49.1% of the total. However, it is only ranked at no. 61/64 with the cognitive level of having the entrepreneurial ability.

Table 2.3 The Self-Perceptions About Entrepreneurship of Chinese Society

Self-Perceptions About Entrepreneurship		
	Value %	Rank/64
Perceived opportunities	37.3	41
Perceived capabilities	29.8	61
Undeterred by fear of failure	49.1	6
Entrepreneurial intentions	21.3	27

Source: GEM (2017)

【Activity】

This dimension is divided into three indicators:

1. Total Early-stage Entrepreneurship Activity(TEA): It mainly measures the proportion of the number of entrepreneurs to the adult population (18-64 years)

in an economy.

2. Entrepreneurial Employee Activity (EEA): It refers to the participation rate of employees involved in the start-up activities (employees develop or launch new products or services, or setting up new business unit, new institution or subsidiary).
3. Established business ownership rate: The proportion of existing corporate owners who own the startups more than 3.5 years.

According to the GEM survey, the TEA ratio of China in 2016 is 10.3%, ranked at no. 32/64 and less than 2015 and 2014; the established business ownership rate is 7.5%, ranked at no. 27/65, but the EEA ratio is only 1.2%, ranking 46.

Table 2.4 Assessment Indicators of Entrepreneurial Activity of Chinese Society

Activity	Value %	Rank/64
Total Early-stage Entrepreneurial Activity (TEA)		
TEA 2016	10.3	32T
TEA 2015	12.8	20T
TEA 2014	15.5	N/A
Established business ownership rate	7.5	27T
Entrepreneurial Employee Activity - EEA	1.2	46T

Source: GEM (2017)

【Motivational Index】

When a country has a higher degree of economic development, most people start their business for ideals or aspirations. In countries with lower incomes, people start their own business just for earning a living and seeking more income. Therefore, GEM establishes a new index, Motivational Index, which is divided into opportunity-driven and necessity-driven. The former is the proportion of entrepreneurs who are attracted to the opportunity to start their own business. The latter is the ratio of starting their business for seeking independence or increasing their income.

In Chinese society, opportunity-driven entrepreneurship is 1.5 times as much as

demand-driven entrepreneurship at the early stage, ranking 42/64. In other words, many entrepreneurs hoped that entrepreneurship can improve new market opportunities, innovation opportunities and business growth opportunities.

Table 2.5 The Motivational Index of Chinese Society

Motivational Index		
	Value	Rank/64
Improvement-Driven Opportunity/Necessity Motive	1.5	42T

Source: GEM (2017)

【Entrepreneurship Impact】

Entrepreneurial ambition not only reflects the entrepreneur's expectation of entrepreneurial activity but also can be an indicator of the growth of a startup. So it can be assessed mainly by the created job opportunities from the growth of enterprises, degree of innovation, industrial distribution.

1. Job expectations: Whether the early entrepreneurs can create jobs in the future can reflect that entrepreneurs have a high degree of expansionary expectation for the future development of new business so that they are willing to expand the scale and hire more people.
2. Innovation: Assess the level of innovation of some or all of the consumers from the products or services provided by entrepreneurs and the number of competitors offering similar products or services.
3. Industry Distribution: Industrial distribution of start-ups.

In China, there are 26.7% of entrepreneurs with high growth expectation of starting their businesses and ranked at no. 19/64 in the world. There are 28.8% of Chinese entrepreneurs believed their products have a certain of innovation, ranked 24/64. Regarding the entrepreneurial industries, 12.4% of new start-ups engaged in the business service fields with high technology and value-added, ranked 40/64.

Table 2.6 The Indicators for Evaluating the Employment Opportunities Creation and Innovation of Entrepreneurship in China

Entrepreneurship Impact		
	Value %	Rank/64
Job expectations (6+)	26.7	19
Innovation	28.8	24
Industry (% in Business Services Sector)	12.4	40

Source: GEM (2017)

【Entrepreneurial Ecosystem】

The scores of the elements of China's entrepreneurial ecosystem are higher than those of the Asia-Pacific region except for the E-ship education at school stage and commercial & legal infrastructure.

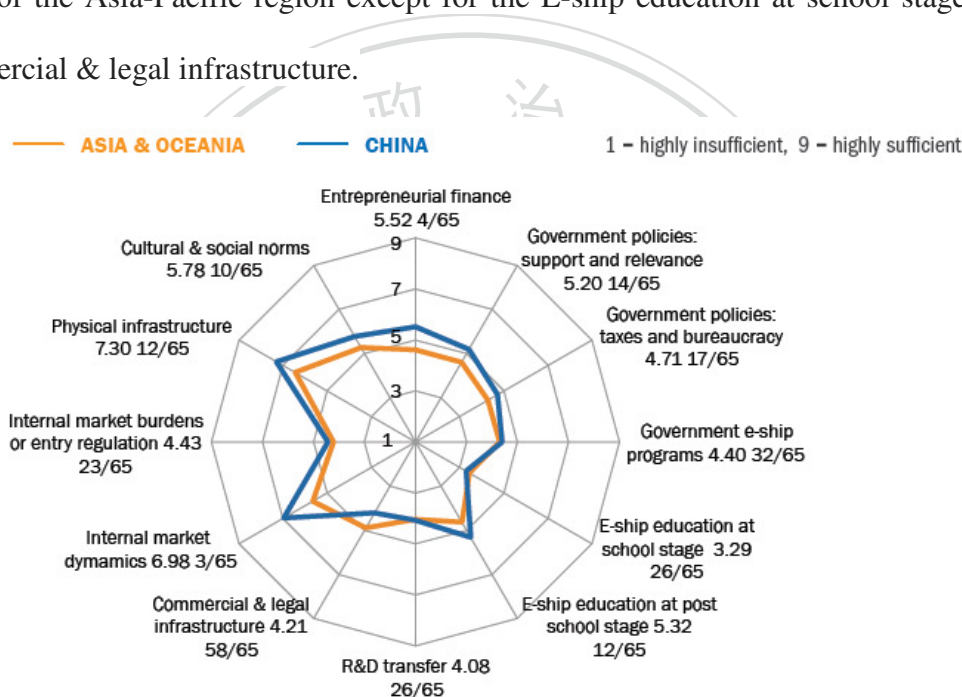


Figure 2.3 The Rating of China Entrepreneurship Ecosystem

Source: GEM(2017)

According to above GEM findings, current China's entrepreneurial activities and entrepreneurial ecology have the following characteristics:

First, the overall evaluation of entrepreneurs has remained at a high level in Chinese society;

Second, the dynamics of early start-ups in China dropped over the previous year in 2016, and has declined for two consecutive years.

Third, the percentage of Chinese entrepreneurs who are not afraid of failure is at

a high level in the world.

Fourth, the entrepreneurial environment in China is continuously improving. Except for the E-ship education at school stage and commercial & legal infrastructure, the other indicators have higher scores than the average of Asia-Pacific region.

2.2.2 The Policy of China's Start-up

1. Mass Entrepreneurship and Innovation(大眾創業、萬眾創新)

Lee Keqiang, the premier of the Chinese State Council, referred to the concept of "Mass Innovation" for the first time in the Summer Davos Forum in Tianjin in 2014. In the government work report in January 2015, Lee Keqiang further pointed out that "Mass Entrepreneurship and Innovation" are the twin engines of facilitating Chinese economy to upgrade and quality improvement. Later, in order to speed up the implementation of innovation-driven development strategy and follow the new trend of mass entrepreneurship and innovation in the Internet era, the State Council formally issued the Guiding Opinions of the General Office of the State Council on Developing Mass Creation Space to Promote Mass Innovation and Entrepreneurship in March 2015, promoted and implemented by the central and local governments (翁栢萱,2015).

Other measures to encourage innovation and entrepreneurship include: providing investment in innovative undertakings and tax concessions; supporting innovative venture capital businesses with innovative financing methods and state venture capital funds; removing administrative restrictions that hinder innovation and entrepreneurship in order to integrate local resources for Entrepreneurs to provide low-cost office space; strengthening intellectual property protection to stimulate market vitality.

In the future, mainland China will carry out reforms from eight major areas to improve the entrepreneurial environment and promote the vigorous development of

innovation. The eight areas are as follows: innovating institutional mechanisms, optimizing fiscal and tax policies, activating financial markets, expanding venture capital, developing entrepreneurship services, building a platform for entrepreneurship and innovation, stimulating the vitality of creation, and expanding urban and rural entrepreneurship channels. Its purpose is to leverage market mechanisms to make all regions observe and compete with each other with open minds and then encourage and support them through central government policies so that it can create suitable spaces for the development of Maker in different areas(陳華昇,2016).

2. National Venture Capital Fund of Emerging Industry

In June 2015, the executive meeting of the State Council of China decided to set up a "National Venture Capital Fund of Emerging Industry" with a capital of 40 billion RMB yuan to solve the problem of financing difficulties of the new ventures in promoting innovation and entrepreneurship. Besides, it wants to improve the financing model of financial institutions in Mainland China, solve the capital problems of innovative start-ups and promote the development of emerging industries.

In May 2017, the National Venture Capital Fund of Emerging Industry of the State Development & Investment Corporation (SDIC) was officially launched with a scale of 17.85 billion RMB yuan. 80% of this fund will be invested in the early stage of emerging industries, and the venture capital which is invested in the early and mid-term stages. 20% of the fund can be directly invested in non-listed mature enterprises. Its purpose is to integrate policy guidance and business rationality through fiscal funds so as to facilitate the promotion of social capital, the efficiency of the use of fiscal funds, and to expand effective investment, increase the capital supply in the field of venture capital.

SDIC Fund Management Co., Ltd. was established by the State Development & Investment Corporation in November 2015. In July 2016, SDIC Fund Management Co., Ltd. became one of the management agencies of the National Emerging Industry Venture Capital Guidance Fund approved by the State Council.

3. Entrepreneurship Settlement

Maker can fully demonstrate the vitality of “Mass Entrepreneurship and Innovation” , and this vitality and creativity will become the engine of China's economic growth in the future. Therefore, starting from early 2015, mainland China has been established entrepreneurship settlements in various sites one after another, and the local governments have also actively started the planning and construction of entrepreneurship settlements. This is also based on Lee Keqiang's "2015 Government Work Report" released in March 2015: "Vigorously develop the space of mass innovation, set up national demonstration area of independent innovation, operate the national high-tech zones well to realize the effect of gathering innovation elements" .

The CPC Central Committee supports the development of the mass innovation space, and the policies or measures for building a platform for entrepreneurship and innovation. Therefore, the Chinese governments at all levels have successively proposed the relevant policies to encourage the establishment of mass innovation space and invested heavily in the construction of hi-tech industrial parks, independent innovation demonstration areas and maker spaces. As of March 2015, there were over 1,700 technology business incubators in mainland China and 115 science and technology parks in the universities. As a result, over 80,000 enterprises were incubated (陳華昇,2016).

In recent years, nearly 100 new-type incubators, such as innovative factories, garage coffee and maker's space, have emerged in Beijing, Shanghai, and Shenzhen where the atmosphere of innovation and entrepreneurship is denser, so these areas

have also become the settlements of innovation and entrepreneurship. The development of entrepreneurship settlement in mainland China is in full blossom stage.

4. Youth Entrepreneurship Competition

Cross Startup (海峽兩岸青年創業大賽) is held by the Economic Affairs Bureau of National Taiwan Affairs Office under the guidance of "Cross-Strait Youth Entrepreneurship Base" with the Taiwan Global Talent Entrepreneur Innovation & Collaboration Association, Taiwan Venture Capital Association, Taiwan Angel Capital Association and many Cross-Strait youth entrepreneurship bases of mainland cities, and Mass Creation Space etc. It has also been supported by Taiwan Affairs Offices, Science and Technology Bureau and other government departments, and also received the full support of more than 50 investment institutions and over 100 investors.

The Cross Startup competition covers many industries such as biotechnology, internet+, Internet of Things (IoT), cultural creativity. Take the 2017 Cross Startup Competition in Shanghai as an example, there were 475 cross-strait youth entrepreneurship teams from Taiwan, Beijing, Shanghai and Fujian attended the competition. After more than three months and three rounds of elimination, the team from Xiamen which independently developed IoT applying in smart cities and smart lighting won the championship.

The Shanghai Cross-Strait Youth Entrepreneurship Competition was held in Shanghai Jinshan Cross-Strait Youth Entrepreneurship Base. This is the first cross-strait youth entrepreneurship base in Shanghai. It integrates multi-resources of government departments, industrial associations, leading enterprises and universities and provides rent and tax relief, training subsidies, talent training and other preferential measures for Taiwanese young entrepreneurs. The top three winning youth entrepreneurship teams will also be stationed in Shanghai Jinshan Cross-Strait

Youth Entrepreneurship Base, docking with venture capital institutions to achieve their entrepreneurial dreams.

5. Cross-Strait Youth Entrepreneurship Base

In response to the new situation in both sides of the Taiwan Strait, China's policy toward Taiwan has gradually shifted to "one generation and one front-line" (young generation and grass-roots level). China is committed to promote the integration of cross-Strait socio-economic development. Under this thinking, the Mainland Taiwan Affairs Office has started to actively establish the Cross-Strait Youth Entrepreneurship Bases. In addition, China actively promotes the entrepreneurial activities and the resources and fundraising opportunities are quite abundant. All these have become great incentives to attract young Taiwanese entrepreneurs to go to China for startup.

Till August 2016, the Mainland Taiwan Affairs Office has set up 53 Cross-Strait Youth Entrepreneurship Bases. The main feature of the bases is that they need to have a certain connection with Taiwan so as to reduce the exclusion of Taiwanese youths toward Chinese enterprises and strengthen the magnetic attraction effect on Taiwan young entrepreneurial talents.

Table 2.7 List of Cross-Strait Youth Entrepreneurship Base

Province and City	Entrepreneurship Base
Beijing	<ul style="list-style-type: none"> • Zhongguancun Inno Way(中關村創業大街) • Global View Technology Incubator(遠見育成孵化器有限公司) • VIA Technologies(China), Inc.[威盛電子(中國)有限公司] • MediaTek Inc.(聯發科技股份有限公司) • Tus-Incubator (啟迪創業孵化器有限公司) • Creative Communication Management Research Centre of Peking University(北京大學新媒體行銷傳播研究中心) • Beijing VSTARTUP(北京創業公社投資發展有限公司)

Province and City	Entrepreneurship Base
Shanghai	<ul style="list-style-type: none"> • JINSHAN Development Park(金山工業區) • EVERDISPLAY OPTRONICS Ltd.(和輝光電有限公司) • PHICO Guangchuang Park(慧高光創園) • Shanghai Association of Taiwan(Demonstration point)(上海市臺灣同胞投資企業協會-示範點) • Hongqiao 889 Maker Space(虹橋 889 創客空間) • T-Makers(臺青創客家)
Tianjin	<ul style="list-style-type: none"> • 101 Cross-strait Maker MOHO(101 兩岸創客 MOHO)
Jiangsu	<ul style="list-style-type: none"> • Jiangsu Nanjing Kirin Innovation Park for Cross-strait Small and Medium Sized Enterprises(江蘇南京市麒麟兩岸中小企業創新園) • Jiangsu Kunshan Taiwan Association for micro-entrepreneurship base(江蘇省昆山市臺協微創業基地) • Jiangsu Kunshan Advantech collaborative innovation and research center(江蘇省昆山研華科技協同創新研發中心) • Jiangsu InfoVision Optoelectronics Kunshan Co., Ltd. (江蘇省昆山龍騰光電有限公司) • Cross-Strait Science and Technology Industrial Park Pier NJ(南京海峽兩岸科技工業園眾創碼頭) • Delta Electronics(Jiang Su) Ltd.[中達電子(江蘇)有限公司] • Huai An Taiwan Businessmen School(淮安臺商學院) • Suzhou Cross-strait Youth Entrepreneurship Park(蘇州兩岸青年創業園) • Kunshan Cross-strait Youth Entrepreneurship Park(昆山兩岸青年創業園) • Kunshan Baifu Mass Innovation Garden(昆山百富眾創花園)
Guangdong	<ul style="list-style-type: none"> • Guangdong Shenzhen Sino-Finnish Design Park(廣東深圳中芬設計園) • Guangdong Dongguan Songshan Lake Taiwan Hi-Tech Park (廣東東莞松山湖臺灣高科技園) • Seg Maker Space(賽格創客空間) • Guangzhou Huilong Information Industry Science Park(廣州匯龍資訊產業科技園) • Guangzhou Research Institute of O-M-E Technology(廣州光機電技術研究院) • 901 Taiwan and Mainland Youth Innovation Alliance Virtual Incubator(901 兩岸青創聯盟虛擬

Province and City	Entrepreneurship Base
	孵化器) • Hzzk Hi-tech Industrial Development Zone(惠州仲愷高新區)
Fujian	• Quanzhou Fujian and Taiwan Agricultural Products Market (泉州福建閩台農產品市場) • Fujian Fuzhou Cross-Strait Creative Industrial Park(福建福州海峽創意產業園) • Fuzhou Cross-strait Youth Entrepreneurship Incubator(福州海峽兩岸青年創業孵化中心) • Fujian Xiamen Cross-strait Youth Entrepreneurship Innovation Maker Base (福建廈門兩岸青年創業創新創客基地) • Fujian Xiamen EPWK Maker Space (福建廈門一品威客創客空間) • TPK(Xiamen) Ltd.[宸鴻科技(廈門)有限公司] • Xiamen Cloud Park(廈門雲創智谷) • Pingtan Taiwan Entrepreneurship Park (平潭臺灣創業園)
Hubei	• Hubei University of Economics(湖北經濟學院) • Taiwan youth entrepreneurship base in Dongxihu District in Hubei Wuhan (湖北武漢東西湖區臺灣青年創業基地)
Liaoning	• Shenyang City Sanhao Street Cross-strait Youth Entrepreneurship Park (瀋陽市三好街兩岸青年創業園)
Zhejiang	• Technology Entrepreneurship Zone in Yiwu(義烏科創新區) • Hangzhou Zhixinzedi- Zhejiang Internet Industrial Park(杭州智新澤地-浙江互聯網產業園) • Lishui Jiang Thai International Star City(麗水江泰國際星城) • Zhejiang Hangzhou Cloud Town(浙江杭州雲棲小鎮) • Zhejiang Wenzhou Taiwan Youth Employment and Entrepreneurship Service Center(浙江溫州臺灣青年就業創業服務中心) • Ningbo Innovation Entrepreneurship Park(寧波創新創業園)
Sichuan	• Taiwan Youth Pioneering Park in Deyang City (德陽市臺灣青年創業園)
Anhui	• High-tech Industrial Development Zone in Hefei New Station (合肥新站高新技術產業開發區) • Xuancheng Ying Peng Group (宣城鷹鵬集團)
Shandong	• New Material Industrial Park in Jinan (濟南新材料)

Province and City	Entrepreneurship Base
	產業園) · College Entrepreneurship Incubator in Qingdao City (青島市大學生創業孵化中心)

Source: Organized from the official website of
 Cross-Strait Youth Entrepreneurship Bases

The Cross-strait Youth Entrepreneurship Base is CCP's "Three Primary and One Youth" tactics for the united front strategy. Its aim is to lure Taiwanese young people to influence their opinions. In August 2016, when Zhang Zhijun, the director of the National Taiwan Affairs Office, went to Zhejiang Yiwu City to award the brand for youth entrepreneurship base, he pointed out that although the DPP Government did not recognize the "92 Consensus" and the core issue of "One China", Taiwanese youths should uphold the political foundation that reflects the principle of "one-China", keep the peaceful development of cross-Strait relations. His sayings clearly demonstrate the intention of impact on Taiwan's youths (閻亢宗,2017)。

Although the establishment of youth entrepreneurship base is unlikely to have an immediate united front effect on Taiwan's youth, the follow-up effect is worthy of observation in the long run. Since nearly half of Taiwan's 7.4 million youth population have entrepreneurial ideas, but the entrepreneurship funds are not easy to obtain in Taiwan. At the same time, more than 60% of young people have the idea of going abroad for work because of the low domestic wages and the high rate of youth unemployment(閻亢宗 ,2017). Moreover, in response to the widespread dissatisfaction of Taiwanese youths with reality, such as high housing prices, high unemployment rates, low salaries, difficult start-ups and a huge disparity between the rich and poor in Taiwan, China integrates the work of fostering Taiwanese youths into the overall policy of " Mass Entrepreneurship and Innovation", and take the advantage of the cross-strait youth entrepreneurship base to actively recruit Taiwanese young

people to start businesses and work in China. This strategy can not only get Taiwan talents but also win Taiwan youths' hearts by providing career opportunities to change Taiwanese youth's stereotype. At the same time, it hopes to make good use of the quality and creativity of Taiwanese youths to promote mainland's economic upgrading (廖劍峯,2016). The following impact on the cross-strait relations and Taiwan's society really deserves our attention.

2.3 Taiwan's Entrepreneurial Environment Development and Related Policies

2.3.1 Taiwan Entrepreneurial Ecosystem

According to the 2016/17 Global Report of Global Entrepreneurship Monitor (GEM, 2017): In 2015, Taiwan's population reached 23.5 million with a total GDP of 523.6 billion U.S. dollars and a per capita GDP of 22,288 U.S. dollars. In addition, the contribution of small and medium-sized enterprises(SMEs) to GDP was 29%(2014) and Taiwan ranked 14th/138 in the global competitiveness of 2015 World Economic Forum. The following is a summary of the various indicators under the framework of GEM for Taiwan entrepreneurial activities and ecology:

【Social Value About Entrepreneurship】

According to the 2017 GEM survey, Taiwanese people are more inclined to agree on that start-up is an ideal job choice. The mass media also shows a positive and supportive attitude in reporting on entrepreneurship related issues. On the other hand, 62.2% of the people think that the entrepreneur's social status is higher, highlighting that the whole values of the entrepreneurial environment and atmosphere in Taiwan are gradually moving toward a positive entrepreneurial society.

Table 2.8 The Societal Value About Entrepreneurship of Taiwanese Society

Societal Value About Entrepreneurship		
	Value %	Rank/61
High status to entrepreneurs	62.2	44
Entrepreneurship a good career choice	73.2	13

Source: GEM (2017)

【Self-Perceptions About Entrepreneurship】

In terms of entrepreneurial opportunities and perceived entrepreneurial knowledge capacity, Taiwan is relatively low, ranking 54th/64 and 64th/64, respectively. This showed that the public is less sensitive to entrepreneurial opportunities. However, Taiwan people are not afraid of failing to start a business with a ratio of 41.0%, indicating that Taiwan is willing to invest in start-up with higher risk and is not afraid of the challenge of losing.

Table 2.9 The Self-Perceptions About Entrepreneurship of Taiwanese Society

Self-Perceptions About Entrepreneurship		
	Value %	Rank/64
Perceived opportunities	26.5	54
Perceived capabilities	25.2	64
Undeterred by fear of failure	41.0	177
Entrepreneurial intentions	25.8	21

Source: GEM (2017)

【Activity】

In the GEM report, Taiwan's TEA is 8.2%, showing that 8.2 of the 100 adult respondents aged 18 to 64 are in the preparation or early stages of start-up, which is higher than South Korea (6.7%) and Malaysia (4.7%). Taiwan's EEA is 5.7%, ranking 15th/64, indicating that the desire of pursuing entrepreneurship of Taiwanese employees in the formal organization are in a gradual upward trend.

Overall, compared with the 2016 appraisal, the performance of entrepreneurial activities in Taiwan are relatively good and the related start-up activities are also very active. However, the survival of entrepreneurship is still one of the important

challenges for entrepreneurs.

Table 2.10 Assessment Indicators of Entrepreneurial Activity of Chinese Society

Activity	Value %	Rank/64
Total Early-stage Entrepreneurial Activity (TEA)		
TEA 2016	8.2	43T
TEA 2015	7.3	43T
TEA 2014	8.5	N/A
Established business ownership rate	7.7	26
Entrepreneurial Employee Activity - EEA	5.7	15

Source: GEM (2017)

【Entrepreneurship Impact】

Taiwan's entrepreneurs have a high degree of expansionary expectation for the future development of new businesses, ranking 3rd/64 and are therefore willing to expand the scale of new employment. However, Taiwanese entrepreneurs think that the innovation proportion of products or services is only 17.6%, indicating that the innovation of products or services in Taiwan's start-ups still needs to be strengthened.

In terms of the industrial type of start-up, "wholesale and retail" and "manufacturing" are the main types in Taiwan, similar to other Asian countries such as Indonesia, India and Malaysia. However, Taiwan's business service industry (tertiary industry with higher value-added and knowledge-intensive professional services) accounts for only 13.8% of the new start-up. This shows that most of the entrepreneurial activities in Taiwan create lower added value.

Table 2.11 The Indicators for Evaluating the Employment Opportunities Creation and Innovation of Entrepreneurship in Taiwan

Entrepreneurship Impact	Value %	Rank/64
Job expectations (6+)	42.8	3
Innovation	17.6	50
Industry (% in Business Services Sector)	13.8	36

Source: GEM (2017)

【Entrepreneurial Ecosystem】

In the case of Taiwan, the best dimension is "Physical Infrastructure" (6.5 points), presenting the same situation as most countries in the world and showing that complete infrastructure is an essential element of entrepreneurial environment. However, these two aspects, "Entrepreneurship education at post school stage (4.4)" and "Commercial and legal infrastructure (4.6)" below the GEM total average which means that the cultivation of innovative and entrepreneurial talents must take root as soon as possible and guide the school to focus on entrepreneurship education so as to cultivate students' entrepreneurial skills as soon as possible.

On the other hand, due to the limitations of size and resource conditions, start-ups are more difficult to afford the cost of employing professional legal or accounting consultancy services so this is less conducive to the promotion of entrepreneurial activities. In the future, the government should continue to strengthen and promote the integration of energy and resources of innovation and entrepreneurship, to relax business and regulatory conditions such as assisting start-ups in obtaining intellectual property patents, implementing entrepreneurial ideas and investing in venture capital funds to create a sound environment that supports youth entrepreneurship.

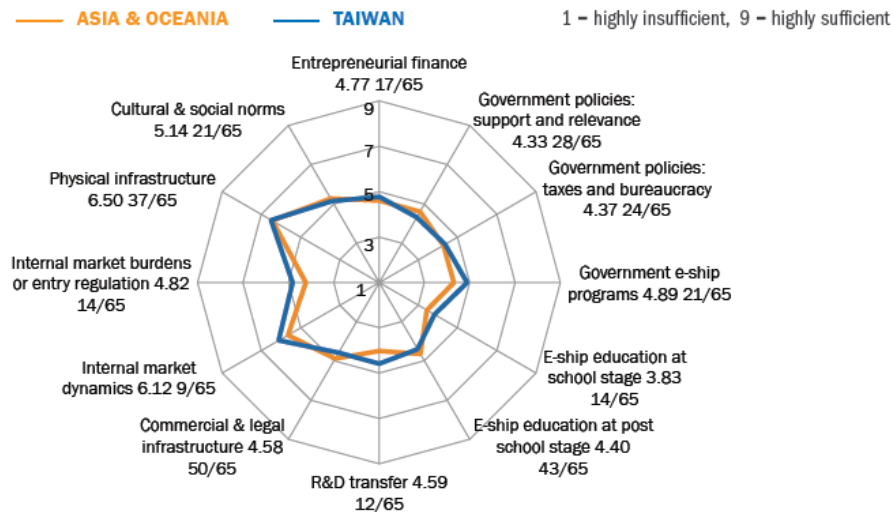


Figure 2.4 The Rating of Taiwan Entrepreneurship Ecosystem

Source: GEM (2017)

2.3.2 The Policy of Taiwan's Start-up

In recent years, we vigorously promote entrepreneurship, every counties and cities have their own corresponding entrepreneurial measures. Current entrepreneurial policies and measures in Taiwan are aimed at enhancing the friendliness of the overall entrepreneurial environment and creating an environment suitable for entrepreneurship, and mainly focus on enhancing the accessibility of entrepreneurial resources. However, in addition to the friendliness of the entrepreneurial environment, how to establish a strategic direction that can rationally increase the number of domestic start-ups and improve the quality of entrepreneurship and actively promote the innovation and entrepreneurship ecosystem that takes place autonomously should be the direction of following policies. At present, the main policies and measures to support entrepreneurship are shown in Figure 2.6 (林欣吾, 2015).

創業階段	創意創新	創業團隊	新創公司
功能輔導	創夢啟發	圓夢輔導	投資融資
經濟部	<ul style="list-style-type: none"> 創業知能養成計畫 中小企業數位學習計畫 	<ul style="list-style-type: none"> 創業諮詢服務計畫 創業圓夢計畫 微型及個人事業支援輔導計畫 新創事業獎及創業楷模選拔 網路社群創新服務計畫 育成中心 新興產業育成加速器 	<ul style="list-style-type: none"> 青年創業及啟動金貸款 企業小頭家貸款 中小企業創新發展貸款 加強投資中小企業實施方案 加強投資策略性服務業實施方案
教育部	<ul style="list-style-type: none"> 高中教師創意教學評選 全國高職學生專題暨創意製作競賽 大學校院創新創業扎根計畫 技職再造推動創新創業策略 智慧生活創新創業育成平台計畫 	<ul style="list-style-type: none"> 大專院校畢業生創業服務計畫 	
科技部	創新創業激勵計畫		
文化部	<ul style="list-style-type: none"> 文化創意產業創業圓夢計畫 輔導藝文產業創新育成補助計畫 	文化創意產業優惠貸款	
農委會	農民學院——入門、初階及進、高階訓練	農業創新育成服務	青年從農創業貸款
金管會	加強培育農業工作者、農村再生整體發展計畫		
國發會	創櫃板&創意集資資訊揭露專區		
勞動部	創業諮詢輔導計畫		
客委會	客家產業創新育成計畫	客家青年返鄉創業啟航補助	微型創業鳳凰貸款
原民會		原住民創業育成補助作業計畫	<ul style="list-style-type: none"> 原住民青年創業貸款 原住民微型經濟活動貸款
退輔會	創業輔導活動計畫		
交通部	提供青年創業空間		
財政部	提供青年創業空間		

Figure 2.5 Taiwan's Main Policies and Programs for Start-up

Source: 林欣吾(2015)

In addition, innovation and entrepreneurship need to build a complete and good entrepreneurial ecosystem, and a friendly entrepreneurial settlement is the best cradle to create a new start-up. Entrepreneurial settlements can gather people from different fields, research institutes or laboratories, industries in different fields, high-risk venture capital, supporting resources from central and local government policies, so that creative people or entrepreneurs can exchange and learn from each other in a specific or non-specific field, even connect or group together into a new start-up team.

Entrepreneurial settlements can link different stakeholders through

entrepreneurial activities such as entrepreneurial courses, clubs, lectures and competitions, combined with entrepreneurial resources such as mentors consultancy, government assistance, angel or venture capital funds, and market channels. 王俐凡 (2016) conducted a related study on entrepreneurial settlements in Central Taiwan. The author believes that from the field of entrepreneurial advantages, biotech medicine, precision machinery and food processing areas are suitable for the development of innovative and entrepreneurial industry settlements in central Taiwan.

In order to enhance competitiveness and assist youth development, promote the policies of improving industrial work environment and start-ups, enable enterprises to have a sound growing environment, and inject new vitality into youth entrepreneurship, the Ministry of Economy launched the "Youth Entrepreneurship Project" in 2014. On the basis of employment promotion, it provides an alternative direction for youth career planning. The age range of youth is from 20 to 45. Government hopes that young people can use rich entrepreneurial counseling resources and help them start their own businesses and promote economic living.

The Youth Entrepreneurship Project assists youth entrepreneurship with various entrepreneurial programs and resources of ministries and commissions, by various counseling methods, and implements from four major policy directions: "enlightenment for dreams", "dreams guidance", "investment finance" and "innovation and development" . Ministries are also based on this policy to provide relevant entrepreneurial resources .

In order to coordinate and integrate innovation and entrepreneurial measures among different ministries and departments, to monitor the origins and whereabouts of handling cases, and to establish a seamless integration of policy measures, government constructs the inter-ministerial youth entrepreneurship platform, and youth entrepreneurship information platform to strengthen resource sharing and

bridging mechanisms for facilitating young people eliminate barriers to entrepreneurship and exerting synergy in resource integration. The main objectives of the Youth Entrepreneurship Project are as follows(青年創業圓夢網, 2017):

First, by using the existing ministerial resources for entrepreneurship, it stimulates the kinetic energy of youth entrepreneurship and enables young people's creativity and innovation to effectively enter the field of entrepreneurship so that the overall economic development will develop in a positive direction and thereby provide a new force for social stability.

Second, it will drive the domestic entrepreneurial trend and at the same time, encourage the creation of new types of entrepreneurship so that new emerging agricultural enterprises, cultural and creative industries and social enterprises can all start their own business one after another, and towards a high level of knowledge and technology and international connection. It lets start-ups have more growth and development of energy.

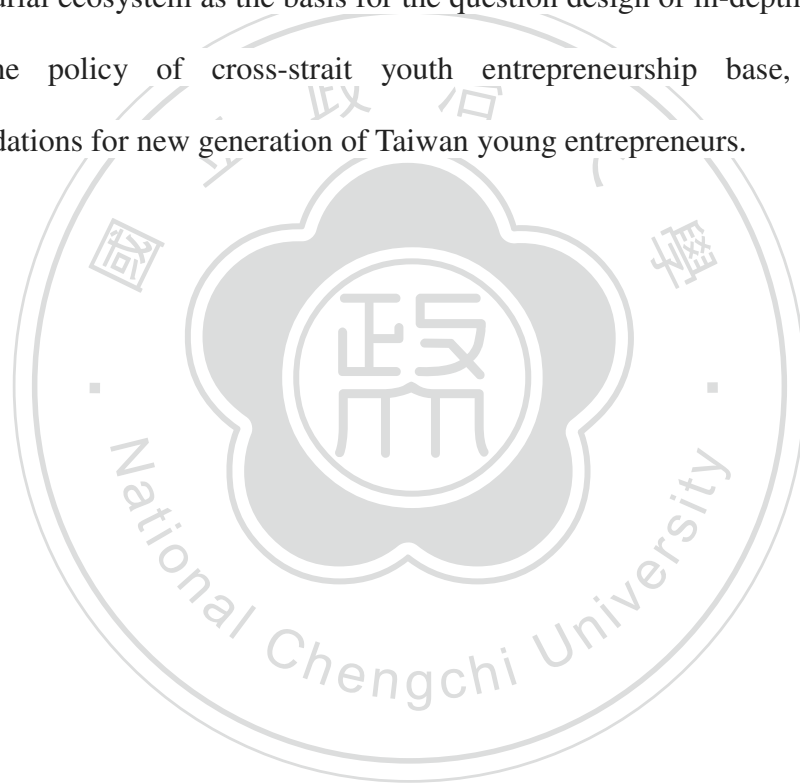
2.4 Summary

The concept of "Entrepreneurship Ecosystem" provides a more holistic perspective to understand and check the elements of an entrepreneurial environment when we research or assess the strengths and weaknesses of a country's entrepreneurial environment.

However, GEM's study of China's entrepreneurial ecosystem has found that the entrepreneurial environment in China is continuously improving. Compared with other countries in the Asia Pacific region, China has become more and more attractive and provides great incentives for Taiwan's youth to go there for entrepreneurship. Besides, one of the key focuses of China's Taiwan policy thinking is "promoting the integration and development of economy and society across the strait." Therefore, it

proposes that " one generation and one front-line " and focuses on the younger generation and grassroots level. National Taiwan Affairs Office has been actively to establish cross-strait youth entrepreneurship bases. On the one hand, it attracts Taiwan young entrepreneurs and stimulates the development of innovation and entrepreneurship in the Mainland. On the other hand, the bases become the means by which politics are covered.

Based on above two findings, this study will take the dimensions of entrepreneurial ecosystem as the basis for the question design of in-depth interview to explore the policy of cross-strait youth entrepreneurship base, and make recommendations for new generation of Taiwan young entrepreneurs.



Chapter3 Research Methodology

The purpose of this study is to explore the challenges and aspirations of Taiwanese youth in starting a business and focuses on the impact of cross-strait youth entrepreneurship bases on Taiwan's youth entrepreneurship and examining whether the venture capital and entrepreneurial resources provided by China can meet the needs of Taiwanese young entrepreneurs, and the influence on Taiwan's young people's westward entrepreneurial career ,finally makes recommendations to Taiwan's young entrepreneurs. Therefore, this study plans to use in-depth interview method of qualitative research to actually interview the interviewees in order to clarify the above research problems. The following will be briefed on the in-depth interview and its operation, data analysis process.

3.1 In-depth Interview

For obtaining a direct understanding of the knowledge, experience and suggestions of Taiwan's young entrepreneurs on cross-strait youth entrepreneurship base, this study will adopt a strategy of in-depth interview in the acquisition of primary data. In-depth interview has a wide range of application in a variety of qualitative researches. It refers to a method of conducting face-to-face communication and discussion between respondent and interviewer in the field of information needed to study the topic, including past and future status of the case itself, respondents' tacit knowledge and experience, etc. for the purpose of extensively collecting relevant data.

When using this method, researchers should avoid excessive cues and problems guiding. Instead, they should encourage interviewees to freely discuss their opinions and ideas on the questions or topics in an unlimited environment. Therefore, in-depth interview method can not only increase the diversity of data collection, but also help

to understand the interviewees' ideas and attitudes toward the issues. As Gillham (2000) argues, in-depth interview method emphasizes on confirming the interviewees' inner feelings and behavior awareness through the interaction between the interviewer and interviewee and re-clarifying the research questions. Therefore, the question designing and process of in-depth interview are quite important and will affect the quality of the research.

As for the sample size, in Taylor and Bogdan's opinions (1984), exploratory qualitative study is not easy to predict whether the information obtained is sufficient, broad and comprehensive. As long as the researchers keep gather data, new discoveries are always possible. However, we must design and select appropriate research samples which are helpful to the research purpose based on the research topics and logics.

3.1.1 Judgmental Sampling

In general, qualitative research focuses on well-chosen, small-scale samples, even sometimes maybe only one specific case. The key to the logic and effectiveness of judgmental sampling is to conduct in-depth interview on the chosen information-rich cases. The information-rich case means that these samples contain a great deal of information that is crucial to the research purpose and questions, so it is named as judgmental sampling. This research objects are mainly composed of two Taiwanese young entrepreneurs separately in Taiwan and China youth entrepreneurship base, and experts who have professional research or knowledge background on the entrepreneurial environment of the two sides. Therefore, the managers of Taiwan incubator and China entrepreneurship base will be involved in this study as interviewees.

Table 3.1 The Objects of In-depth Interviews

Role	Entrepreneurial Youth in Cross-Strait Youth Entrepreneurship Base	Entrepreneurial Youth in Taiwan	Manager of Taiwan Incubator	Manager of Cross-Strait Youth Entrepreneurship Base
Code	EYB	EYT	MTI	MYB
Date of Interview	2017/11/14	2017/11/17	2017/10/30	2017/11/14
Location	Pingtai Entrepreneurship Park	Incubator in National Taiwan University	Incubator in National Chengchi University	Pingtai Entrepreneurship Park

3.1.2 Arrangement of Interview

As the in-depth of interviews involving ethical issues, we first informed the interviewees our purpose and asked about their willingness by telephone or E-mail before the interview. When we get their agreements for interview, we would make appointments. Before the interview, we must first obtain the consent of the interviewees, and then we would take shorthand and recording. This is helpful to faithfully record the answers of interviewees as much as possible. The design of interview question is based on the opening principle so that respondents are free to express their ideas and opinions. Finally, according to the recording content of the interview, we would organize the data and provide the interviewees for checking and confirmation.

3.1.3 Question Outline of In-depth Interview

The in-depth interview outline of this research is revised from GEM's entrepreneurial research framework, including Entrepreneurial Finance(EF), Government Policies(GP), Taxes and Bureaucracy(TB), Entrepreneurial Education and Training(EE), R&D Transfer(RT), Commercial and Legal Infrastructure(CL),

Market Vitality(MV), Market Burdens or Entry Regulation(MR), Physical Infrastructure(PI), and Culture and Social Norms(CN). We design the interview questions based on these aspects.

3.2 Data analysis process

The data analysis process of this study is as follows:

1. Organize the interview transcript

Verbatim record all oral data in the interview recordings as the basis for subsequent data analysis. When organizing, the interviewee's verbal quirk, superfluous words, meaningless words or idiomatic words should be skipped to ensure the meaning smoothly. We would firstly take into account the interviewees' original logic and content, and stand on the point of the first person to faithfully record the interviewees' ideas of interview questions.

2. Coding

The purpose of data coding for transcript is to reduce the subjective influence of researcher in the analysis and to improve the research reliability and validity. The code will be compiled in the transcript according to "Question Dimension-Question Serial No.-Interviewee Code-Serial No. of Transcript Content". The serial number of transcript content is the minimum meaning unit of the interviewee's answer to the question, which may be a noun, a sentence, or a series of sentences.

3. Analyze the transcript according to the interview question structure.

The structure of the interview questions is the main category of the data analysis, which can organize the interviewees' opinions. Kassajian (1977) pointed out that in order to classify the units of analysis, it is more appropriate to use the classification structure from previous researchers.

When doing the data analysis, we should stand on the perspective of a third

party to organize and analyze the encoded transcript by the interview question structure. The structure is modified from GEM's entrepreneurial ecosystem.

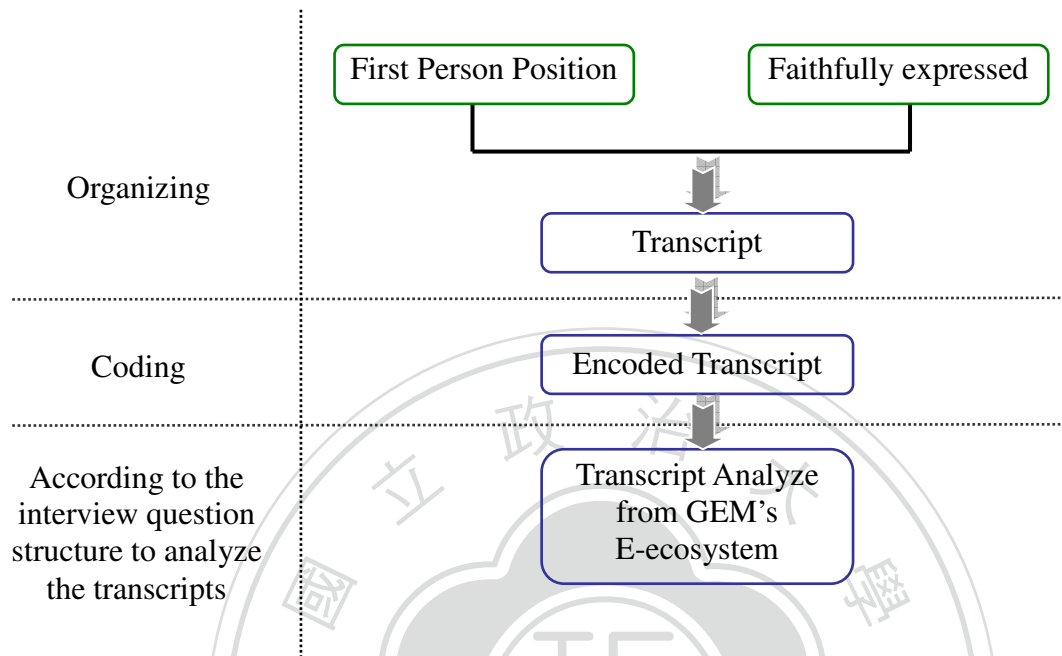


Figure 3.1 Data analysis process

3.3 Summary

This study adopts a qualitative research approach and conducts in-depth interviews respectively for four kinds of target groups: Taiwanese entrepreneurial youth in the cross-strait entrepreneurial base, entrepreneurial youth in Taiwan, the manager of Taiwan incubator, and the manager of cross-strait youth entrepreneurial base.

In addition, in order to increase the validity of the study and avoid any omission during the interview, the design of the interview question will be based on the current research framework of GEM including Entrepreneurial Finance(EF), Government Policies(GP), Taxes and Bureaucracy(TB), Entrepreneurial Education and training(EE), R&D Transfer(RT), Commercial and Legal infrastructure(CL), Market Vitality(MV), Market burdens or entry Regulation(MR), Physical Infrastructure(PI),

and Culture and social Norms(CN), and design related questions for different targets.

After collecting verbatim data of interviewees, we will encode the verbatim transcripts and conduct data analysis after encoding so as to enhance the credibility when interpreting qualitative data.



Chapter4 Data Analysis

This research will analyze the primary data from the transcripts of in-depth interview and organize the opinions of four interviewees based on GEM's entrepreneurial research framework, including Entrepreneurial Finance(EF), Government Policies(GP), Taxes and Bureaucracy(TB), Entrepreneurial Education and Training(EE), R&D Transfer(RT), Commercial and Legal Infrastructure(CL), Market Vitality(MV), Market Burdens or Entry Regulation(MR), Physical Infrastructure(PI), and Culture and Social Norms(CN).

4.1 Entrepreneurial Finance

4.1.1 China Entrepreneurial Finance System

The Taiwanese interviewee in China entrepreneurial base expressed that entrepreneur could apply for start-up subsidy or participate in entrepreneurship competition if they need funds (EF-1-EYB-2, EF-2-EYB-1, EF-2-EYB-2, EF-1-MYB-2), but only if they have good business idea and plan (EF-1-EYB-3, EF-2-EYB-7, EF-1-MYB-2). China's entrepreneurial competition bonus is quite abundant, some are even two to three times than Taiwan (EF-2-EYB-1).

As for the official funds, the amount of government subsidies in China did indeed more than in Taiwan in the early days (EF-2-EYB-2, EF-1-MYB-5, GP-2-MYB-2), but there seems to be a downward trend in recent years (EF-1-MYB-6, GP-2-MYB-3). However, in terms of the controlling mechanism for the use of funds, China appears to be less rigorous and fails to track (EF-2-EYB-3).

Different interviewees have different opinions about whether funding is easy to obtain. From the perspective of Taiwanese youth entrepreneur, because China has larger market (EF-2-EYB-5, MV-1-EYB-1, MV-1-EYB-4, MV-1-EYB-5, MV-1-EYB-6,

MV-2-EYB-1, MV-2-EYB-2, CN-1-MTI-10, CN-1-MTI-15), the investors and venture capital resources are abundant (EF-2-EYB-6, EF-1-MYB-3). However, the manager of the entrepreneurship base has said that it is not easy for Taiwanese youth to get start-up funds in China (EF-1-MYB-1, EF-1-MYB-7). Taiwanese youth entrepreneur also agrees it is not easy to finance from China banks (EF-1-EYB-6), because Taiwanese youth entrepreneurs often have no collateral (EF-1-MYB-4). Therefore, in order to solve the financing problem for start-ups in China, if venture capital firms invest in eligible start-ups, they will be able to deduct taxable income tax (TB-2-MYB-2) by 70% of their investment amount.

The first concern of China's venture capitalists is they are not sure how long Taiwan's young entrepreneurship teams will operate in China? Will they stay long in China (EF-1-EYB-4)? They fear that the projects cannot continue after the entrepreneurs back to Taiwan (EF-1-EYB-5).

Before starting a business in China, both interviewees suggest young Taiwanese entrepreneurs should prepare entrepreneurship funds (EF-1-EYB-1, EF-1-EYB-7, EF-1-MYB-8) in order to successfully cover the company's business needs in the early days of entrepreneurship, and smoothly operate their business afterward (EF-1-MYB-9).

4.1.2 Overview of the Entrepreneurial Finance in Taiwan

The most common sources of entrepreneurial funds in Taiwan are also the prize of entrepreneurial contests (EF-1-EYT-1) and subsidies from public sectors (EF-1-EYT-2), such as Taipei City Government, Ministry of Economic Affairs, and Ministry of Education (EF-1-EYT-3). These grants are based on government's supporting policies for start-up (EF-1-MTI-2). In addition to the local government's industrial development policy (EF-1-MTI-3), the Ministry of Economic Affairs has

also launched some projects related to entrepreneurship (EF-1-MTI-4). Although the amount is not probably large, it is still helpful for entrepreneurs to start their own business (EF-1-MTI-6).

Most of the public subsidies for start-up projects are free (EF-1-MTI-5), and reimbursed for actual expenses (EF-1-EYT-4). This is the government's controlling mechanism for the use of venture capital to prevent entrepreneurs from abusing government resources (EF-1-EYT-5).

Moreover, the government grants for start-ups usually require entrepreneurs to fund themselves and the government subsidizes only a portion of the funds (EF-1-EYT-6). If the government grants in full, the profit-making determination of entrepreneur may be adversely affected by over-reliance (EF-1-EYT-8). Therefore, if the government provides financial aid to start-ups, it should be regarded as a kind of welfare (EF-1-MTI-13), and cannot guarantee the success of entrepreneurship (EF-1-MTI-14). The key of successful entrepreneurship relies on the entrepreneur's conditions, efforts, and investments (EF-1-MTI-15). The government only plays the facilitated role for the new business (EF-1-MTI-16). For the entrepreneurship, the government should not take the absolute responsibility (EF-1-MTI-12).

However, the interviewed entrepreneur also reminded Taiwanese government that too little subsidy may cause the resources of start-ups exhausted (EF-1-EYT-9).

In general, all levels of Taiwanese government have sufficient resources for start-up in the early stage (EF-1-EYT-7). However, the interviewed Taiwanese entrepreneur mentioned one blind spot of current venture capital subsidy lies in its assessment mechanism (EF-1-EYT-10). Because the people who evaluate the business plan may not fully understand the core meaning of the start-up (EF-1-EYT-11), they

often ask the entrepreneurs to prepare a lot of paperwork for review (EF-1-EYT-12). This is very unfriendly (EF-1-EYT-13).

Regarding the venture capital, the business incubator will assist to match venture partner to listen to the project of the entrepreneurship team (RT-1-MTI-2). Since venture capital is a form of business investment (EF-1-MTI-7), investors are particularly cautious in assessing the future prospects of the entrepreneurial project (EF-1-MTI-10), the opportunity for success (EF-1-MTI- 8), the market value of an entrepreneurial program (EF-1-MTI-9), etc. If the venture capitalist sees this venture as a potential project, it will invest (RT-1-MTI-3). However, the incubation center cannot guarantee the success of the matchmaking (RT-1-MTI-4). Whether it can be OTC-listed or registered in Emerging Stock Market depends on the development scale of the entrepreneurial project (RT-1-MTI-5).

4.2 Government Policies

4.2.1 Analysis of Chinese Entrepreneurship Policy

China is currently actively supporting youth entrepreneurship (TB-2-EYB-4, TB-2-EYB-5, TB-2-MTI-5) with the aim of reducing the unemployment rate (GP-2-EYB-9). In addition, it also hopes to promote the development of regional economic and industry through entrepreneurial policies. The interviewed entrepreneurs said that their main purpose of start-up in China is the market potential (GP-2-EYB-10, TB-2-EYB-6). Taking Pingtan as an example, although it is still a small three-tier city, it is a key development area of China (GP-2-EYB-11, GP-1-MYB-5). The future development of this region is bound to affect their market potential (GP-2-EYB-12). As the market potential is greater, the investors are more (PI-1-MYB-5) and the successful opportunities of entrepreneurship are higher (GP-2-EYB-13).

China's support for youth entrepreneurship has been fairly rapid since the central policy to its local implementation (GP-2-EYB-1, GP-2-MTI-7, GP-2-MTI-9, TB-2-EYB-4, TB-2-EYB-5, TB-2-MTI-3, TB-2-MTI-5). They take use of industry-university cooperation (TB-2-MTI-4) and support of state-owned enterprises (GP-2-MTI-8), so China's promotion of entrepreneurship is very mobile and immediate (GP-2-MTI-9, TB-2-MTI-3). However, these guiding policies and measures for youth entrepreneurship cannot be regarded as guaranteeing that entrepreneurial projects will definitely succeed (GP-2-MYB-5). Entrepreneurs still need to make lots of efforts (GP-2-MYB-6).

Current approach that Chinese government assists Taiwanese youths to start their own business in China is to provide office space, docking resources, talent subsidies and housing allowances (GP-1-MYB-3, GP-2-MYB-1) for reducing the operating costs of new business in China (GP-1-MYB-1, GP-2-MYB-4). The interviewees feel talent subsidies, housing allowances are most helpful to entrepreneurship (GP-1-EYB-3), because they can reduce the life pressure of foreign entrepreneurs, and they can continue to maintain their entrepreneurial motivation in China (GP-1-EYB-3, GP-1-EYB-4, GP-1-EYB-5). However, the interviewed Taiwanese young entrepreneur said that the subsidy actually received must deduct China's medical insurance (GP-1-EYB-6), so the final obtained amount is not much (GP-1-EYB-7).

Different bases have different entrepreneurial policies (GP-1-MYB-2, GP-1-EYB-8, PI-2-EYB-1). Because of the different strategic industries in various regions, the policies are also different (GP-1-MYB-4). For example, Pingtan is currently a free trade zone under the main guidance of China (GP-2-EYB-11, GP-1-MYB-5), so the tourism and hotel industries are the targets of industrial support

(GP-1-MYB-6). The interviewed manager of entrepreneurial base suggested the Taiwanese youths who want to start their business in China that they should chose an area with the priority supporting measures in line with their start-up projects(GP-1-MYB-7).

At present, the entrepreneurship policy of China is not yet complete. Therefore, the interviewed Taiwanese young entrepreneur thinks there are still many details can be adjusted (GP-1-EYB-1). While China promotes its youth entrepreneurship base, the actual situation felt by the entrepreneurs was different from their advertisements (GP-1-EYB-2, TB-1-MYB-7, TB-1-MYB-8, TB-1-MYB-9, PI-2-EYB-5). In the past, in order to attract more Taiwanese to start their own businesses in China, they could provide rich subsidies (EF-2-EYB-2, EF-1-MYB-5, GP-2-MYB-2). However, in recent years, it has gradually become more and more normalized, and financial grants have also been reduced (EF-1-MYB-6, GP-2-MYB-3).

4.2.2 Differences in the Entrepreneurial Policy between Two Sides

First, the government of Taiwan will establish the orientation of youth entrepreneurship counseling (GP-1-MTI-1) according to the future trend of industrial development, and then provide key-industries with preferential policies (GP-1-MTI-2) so that these industries can develop rapidly (GP-1-MTI-3) and drive future national industrial progression (GP-1-EYT-3, GP-1-MTI-4). For example, Taiwan has been focusing on green energy or the internet industries in recent years (GP-1-MTI-5).

The method used by the Taiwanese government to provide guidance for youth entrepreneurship is still mainly funded by grants (GP-1-MTI-6), but the amount of funds provided by different key industries is still different (GP-1-MTI-7). Therefore, when starting a business in Taiwan, young people in Taiwan can first do business planning (GP-1-MTI-8) in the direction of the state's current focus on counseling

industries. In addition to obtaining more resources (GP-1-MTI-9) It is also easier to apply for a grant (GP-1-MTI-10).

The interviewed Taiwanese entrepreneurs of base believe that the pace of China's start-up is faster than Taiwan because the Chinese government seeks progress first (GP-2-EYB-1,GP-2-MTI-7,GP-2-MTI-9, TB-2-MTI-3). There is not much regulation of innovation and entrepreneurship (GP-2-EYB-3, GP-2-EYB-8) when the government has no relevant norms (GP-2-EYB-2). However, when entrepreneurship projects have reached a certain scale, Chinese government will harvest the fruits of entrepreneurship (GP-2-EYB-4) and begin to have some regulatory restrictions (GP-2-EYB-5).

The Taiwanese government, on the other hand, tends to firstly require complete regulatory and forward-looking planning before implementation (GP-2-EYB-6). In other words, the interviewee said that if you want to start a business in Taiwan, you cannot do it without government's planning(GP-2-EYB-7), but you can in China even it is not planned (GP-2-EYB-2, GP-2-EYB-3, GP-2-EYB-8).

In recent years, the strength of China's support for youth entrepreneurship has far exceeded the resources that the Taiwan government can provide (GP-2-MTI-4, TB-2-EYB-4, TB-2-EYB-5). For example, the Chinese government established a Tsinghua University Science and Technology Development Corporation to help students entrepreneurship (GP-2-MTI-5) and gradually formed Tsinghua Unigroup (紫光集團) (GP-2-MTI-6). Relatively speaking, the manager of Taiwan business incubation center thought that current supporting resources and efficiency of the Taiwan government for youth entrepreneurship are not as good as that of China, Japan, and South Korea (GP-2-MTI-1, GP- 2-MTI-2, GP-2-MTI-3, GP-2-MTI-10). In particular, some industrial laws and regulations may be necessary to loosen if we want

to promote youth entrepreneurship and innovation, so that we can give young people a better performing stage (GP-1-EYT-5, GP-1-EYT-6, GP-1-EYT-7).

4.3 Taxes and Bureaucracy

4.3.1 Tax System

There are many tax systems in China, which are also more complex than Taiwan (TB-1-MYB-1, TB-2-MTI-2). Taxes and preferences vary by company and region (TB-1-EYB-5, TB-2-EYB-1, TB-1-MYB-2). Taking the Pingtan Entrepreneurship Base of this study as an example, because it is a strategic development area (GP-2-EYB-11, GP-1-MYB-5), there are relevant tax incentives in order to attract investment and entrepreneurship (TB-1-EYB-2). High-tech industries or service industries can enjoy the preferential tax rate of 15% on corporate income tax (TB-1-EYB-3), which is lower than 25% of China's general corporate income tax (TB-1-EYB-4). There are also tax incentives for Taiwanese start-ups and allowance for personal income tax (TB-1-MYB-6).

Compared with Taiwan, the interviewed manager of Taiwan Incubation Center said that you have to bear the profits and losses if you set up the company in Taiwan, and levies including sales tax, business tax, etc. (TB-1-MTI-4). The Taiwan government does not have any relief mechanism for start-ups (TB-1-MTI-5).

In order to encourage innovation and entrepreneurship, China is accelerating the reform of the tax system (TB-1-MYB-3, TB-2-MYB-1). For example, to solve the financing problem for start-ups, venture capital companies can deduct taxable income tax by 70% of their investment if they invest in eligible start-ups (TB-2-MYB-2). In general, there are three types of tax related to entrepreneurs: value added tax, corporate income tax and personal income tax (TB-1-MYB-4). For example, the

company with monthly turnover of 20,000 RMB or less can exempt from value-added tax (TB-1-MYB-5).

The Taiwanese entrepreneurial team in Pingtan Base said that they had engaged professionals to handle the tax matters (TB-1-EYB-1). The benefits of tax preference are less obvious if the scale of startup is not large or the profits are not high (TB-1-EYB-6, TB-2-EYB-3, TB-2-MYB-4). And for entrepreneurs, they do not necessarily have the ability to assess which of the cross-strait tax regimes are more favorable (TB-2-EYB-2).

4.3.2 Administrative Supports of Entrepreneurship Base

The entrepreneurship base in China and business incubation center in Taiwan should both play the role of matchmaker (TB-2-MYB-5, TB-1-MTI-6, PI-1-MYB-1), provide the space for start-ups (TB-1-MTI-10, PI-1-MTI-2), entrepreneurial counseling and resources docking (TB-2-MYB-6, TB-1-EYT-5, TB-1-EYT-6, TB-1-MTI-9, RT-1-MTI-2, PI-1-MYB-2). Taking the business incubation center in Taiwan as an example, they will invite venture capital firms to come for listening to the briefing of start-up teams (RT-1-MTI-2). If venture capital firms think the venture projects have potential, they will invest (RT-1-MTI-3). However, the incubation center cannot guarantee the success of matchmaking (RT-1-MTI-4). Whether they will help start-ups to OTC or emerging stock companies in the future depends on the size of the entrepreneurial team's development (RT-1-MTI-5).

Because the entrepreneurship base policy is often infused by the media (TB-1-MYB-7), Taiwanese young people think that they can get many free resources (TB-1-MYB-8) for starting their own business in China. In fact, it is not easy to get start-up resources there (GP-1-EYB-2, TB-1-MYB-7, TB-1-MYB-8, TB-1-MYB-9).

The start-up projects have to correspond with related policies, so that the start-up teams will obtain grants and allowances easier (TB-1-MYB-10).

The advertisements and information of the China youth entrepreneurship base are difficult to fully convey to Taiwanese entrepreneurial youth because of the restrictions on the Chinese Internet (TB-1-MYB-11). The interviewee suggests that Taiwanese who want to start business in China may visit the base first to understand the actual operation of the China youth entrepreneurship base and the available administrative support (TB-1-MYB-12).

When Taiwanese young people first start their own business in China, they don't know much about life and culture (TB-1-EYB-8). If the entrepreneurship base couldn't help to accommodate to local life, the entrepreneurs may take some costs to adapt (TB-1-EYB-9, TB-1-EYB-10). Therefore, the base should set a specific department or person to help Taiwanese youths connect to local life (TB-1-EYB-11).

4.4 Entrepreneurial Education and Training

4.4.1 The Education and Training of Entrepreneurship Base

The interviewed Taiwanese entrepreneur of entrepreneurship base expressed that their team's education and training relies on their own experience to train other employees (EE-1-EYB-1, EE-1-EYB-2 and EE-1-EYB-3). In other words, the source of the core technology should be kept within the organization instead of relying on the entrepreneurship base or from the outside. And the start-up shouldn't just look for technology locally without any preparation. In particular, innovative business models and products, the team's domain know-how is the most fundamental and important, but also the basis and source of knowledge diffusion.

Due to the scale limitation of entrepreneurship base (EE-1-EYB-4), there have differences quality of entrepreneurial courses for start-up teams. Some large-scale bases have more varieties of course (EE-2-EYB-8), more teachers (EE-2-EYB-4) and free courses (EE-2-EYB-3). In addition, the effect of business exchange in large base (EE-2-EYB-5, EE-2-EYB-9) is also better. Therefore, when Taiwanese youths choose the entrepreneurship bases, the large-scale base with abundant resources is still a better choice (CL-2-EYB-4, CL-1-MYB-2).

In general, the entrepreneurship base will invite successful entrepreneurs to share their entrepreneurial experiences (EE-1-EYB-5, EE-2-EYB-9). The entrepreneurship related courses such as tax, patent, trademark, registration, business, law, etc., are helpful to entrepreneurs (EE-1-EYB-6, EE-2-EYB-1, EE-2-EYB-2, EE-2-EYB-10, EE-1-MYB-1). Among them, the most important for entrepreneurs are business and law courses because China is completely different from Taiwan (EE-2-EYB-6).

Besides, the courses about local life and culture (EE-1-EYB-7) are also helpful to assist Taiwanese youths who just start their business in China to adapt daily life (EE-1-EYB-8) and understand the market and consumption habits (EE-1-EYB-9). After all, although languages in China and Taiwan are the same, there are still cultural differences in usage of words. For example, the usage of terminology varies from place to place (EE-2-MYB-1). Taiwanese youths may not be able to fully understand the contents of the training during class and need to spend more time absorbing the tutor's class information (EE-2-MYB-2), and sometimes may not get what they need (EE-2-MYB-3). The interviewees suggest Taiwanese youths should first understand the local culture and language (EE-2-MYB-4, CL-1-EYB-5) before coming to China. This is not only good to their life (EE-2-MYB-5) but also more helpful to start-up learning (EE-2-MYB-6).

Respondent also cautioned that establishing links with instructors (that is, entrepreneurial mentors) can also be a lucrative resource for start-ups, as start-up instructors are professionals who can provide entrepreneurial-related information to start-up youths (EE-2-EYB-7, EE-1-MYB-2, EE-1-MYB-3).

4.4.2 The Entrepreneurship training of Taiwan Incubation Center

The general education curriculum launched by Taiwan incubation center is basically helpful (EE-1-EYT-7). However, it may not be able to meet the needs of entrepreneurs in the latter time. They will start to look for the outside training courses (EE-1-EYT-8). For example, the four major domestic accounting firms also have classes for start-up CEOs to learn how to manage the operation of enterprises, which is also very helpful for start-ups (EE-1-EYT-9). Therefore, the Taiwanese entrepreneurs of China entrepreneurship base may also seek appropriate courses from outside if the base's courses cannot meet their needs.

The entrepreneurship team in Taiwan incubation center may ask for the assistance of the needed professional courses (EE-1-MTI-1), such as marketing or law (EE-1-MTI-2). The incubation center will match suitable mentors through its industrial professionals, teachers' network to help start-up youth (EE-1-MTI-3). Counseling may be one-to-one or one-to-many (EE-1-MTI-4). If the incubation center is a unit within a college, the sources of mentor may be school professors (EE-1-MTI-6) or outside professionals (EE-1-MTI-7).

The school incubation center also takes the initiative to hold regular lectures, such as entrepreneurship talks, entrepreneurship workshops, exchange or sharing of experience of entrepreneurial teams (EE-1-MTI-8, EE-2-MTI-4) and open to the outsiders (EE-1-MTI-9). However, there is a limit on the number, and the students in this school can prioritize, then open to outside people (EE-1-MTI-10, EE-2-MTI-3).

Because school is a cradle to cultivate talents, but industry also needs talents (EE-2-MTI-9). The talents from entrepreneurship training (EE-2-MTI-2, EE-2-MTI-10) moving to the industry is also a kind of talent transformation and utilization (EE-2-MTI-11). When the talents from the entrepreneurial baptism go into the industry, they can take use of their own experiences to serve in industry (EE-2-MTI-12).

At present, the activities to promote entrepreneurship education in schools in Taiwan are comprehensive (EE-2-MTI-5). Entrepreneurship activities are open information on the website of the incubation center (EE-2-MTI-6), and are also promoted in community websites (EE-2-MTI-7, EE-2-MTI-8). These activities are not limited to the start-up teams in the center. Regarding the openness of training and activities, the respondents did not mention the practice of China's entrepreneurship base.

4.5 R&D Transfer

The transfer of R&D achievements includes commercialization and marketization (RT-1-MYB-1). Because the commercialization of the product involves the issue of patents, it is mainly solved by the entrepreneurs through their approaches and resources (RT-1-MYB-2). About the marketization, many entrepreneurs will ask the entrepreneurship base to help them for entering Chinese consuming market (RT-1-MYB-3). Since the cross-strait youth entrepreneurship bases are greatly supported by the Chinese government, there have more docking resources (RT-1-MYB-4).

The interviewed Taiwanese entrepreneur said that because his business is restaurant industry, R&D technology is mainly dominated by his chef (RT-1-EYB-1)

rather than local external sources. Entrepreneurs should consider industry attributes, competitive environment and cost-effectiveness (RT-1-EYB-7) when evaluating technology transfer strategy. In addition, when Taiwanese entrepreneurs go to China to start business, their products must also be localized and integrated into the market (RT-1-EYB-2, RT-1-EYB-4).

When starting a business in China, the transformation of technology must rely on social network resources to increase the chances of success, reduce costs and increase efficiency (RT-2-EYB-1, RT-2-EYB-2, RT-2-EYB-3). The social networks in China are very important (RT-2-EYB-4).

Let us take the model of Taiwan business incubation center as an example, if the R&D technology is obtained from incubation center or school, it may hinder the entrepreneurs (RT-1-EYT-2). Because the school will ask the shareholding, then the structure of shareholder of new venture will involve external party (RT-1-EYT-3). This may not necessarily be accepted by the start-up team (RT-1-EYT-4) due to complicated shareholder structure (RT-1-EYT-5) causing operational problems (RT-1-EYT-6). If the entrepreneur wants to go to China for start-up, he should simultaneously evaluate the impact of technology sources and stock exchange on the operational aspects.

4.6 Commercial and Legal Infrastructure

The board of youth entrepreneurship base is awarded by the Taiwan Affairs Office (CL-1-MY-3) and it is also the focusing support policy of Chinese government, so the commercial and legal supporting services are necessary (CL-2-EYB-2, CL-2-EYB-3, CL-1-MYB-4, PI-1-MYB-4). Commercial and legal Counseling services are provided in every start-up base, and entrepreneurs can ask for advice if

they need (CL-1-MYB-1, CL-1-EYB-2). However, the quality of resources of these services depend on the scale of the base and region (CL-2-EYB-4, CL-1-MYB-2, PI-2-EYB-3).

According to the actual perception of interviewed Taiwanese entrepreneur, if you can find outside commercial and legal professionals through the network of contacts, the effect may be greater than the matchmaking consultancy experts from youth entrepreneurship base (CL-1-EYB-3, CL-1-EYB-1, CL-1-EYB-4, CL-1-EYB-6). The reason is probably that the commercial and legal consultants from base matchmaking are not necessarily the most professional. On the contrary, the outsiders may provide more accurate and effective advice and solution for entrepreneurs.

This is in line with the view of the entrepreneur in Taiwan incubation center. Free professional services of commercial and legal issues are available from the counseling team of the incubation center (CL-1-MTI-1, CL-1-MTI-2, CL-1-MTI-3, CL-1-MTI-4). But as long as the entrepreneur can really solve the problems, even if the external service is chargeable, the entrepreneur is willing to pay (CL-1-EYT-1, CL-1-EYT-2, CL-1-EYT-3, CL-1-EYT-4, CL-1-EYT-5, CL-1-EYT-6, CL-1-EYT-7).

In addition, the usage of commercial and law terms is different between two sides, so entrepreneurs also need to spend time for understanding in advance (EE-2-MYB-4, CL-1-EYB-5).

4.7 Market Vitality

Some Taiwanese entrepreneurs choose to start their own business in China mainly focusing on several factors: the size and potential of mainland market (EF-2-EYB-5, MV-1-EYB-1, MV-1-EYB-4, MV-1-EYB-5, MV-1-EYB-6, MV-2-EYB-1, MV-2-EYB-2, CN-1-MTI-10, CN-1-MTI-15), close distance to Taiwan (MV-1-EYB-3),

attractive entrepreneurial policy, a springboard for globalization (MV-1-EYB-2), advanced internet (MV-1-EYB-7) and mobile payment (MV-1-EYB-8) technologies, etc.

The consumption intensity of big cities and small towns in China is still different (MV-2-EYB-3). In addition to the number of consumers, the weather can affect consumers' spending habits (MV-2-EYB-4). Taking Pingtan as the example, there are not enough consumers (MV-2-EYB-5) due to serious population excursions. But improved transportation (MV-2-EYB-6) will still probably drive the development of rural economy (MV-2-EYB-7). Therefore, the market assessment factors for China entrepreneurship include not only the market size, future potential, but also the relevant industrial technologies, climate, transportation and entrepreneurship policies.

The entrepreneur of Taiwan business incubation center will refer to the national strategic industry development policies when accessing the market (MV-1-EYT-4, MV-1-EYT-5, MV-2-EYT-2). In addition, the social contacts is also a major factor affecting the market (MV-2-EYT-1, MV-2-EYT-3).

4.8 Market Burdens or Entry Regulation

Market control is probably due to the regulation (MR-1-MTI-1, MR-1-EYT-1). The start-up team's innovational or entrepreneurial project may conflict with current regulations (MR-1-MTI-2). Especially when entrepreneurs want to subvert existing industry (MR-1-EYT-2) with innovative business model, they often conflict with some old laws and regulations (MR-1-EYT-3), because it will impact the benefits of original industrial players (MR-1-EYT-4). For example, Taiwanese laws and regulations have some restrictions on "online medical services." The interviewee in Taiwan's incubation center is trying to innovate biomedical technologies in this

direction. However, due to the restriction of laws and regulations, there are many directions that cannot be developed (MR-1-EYT-5).

But according to the two interviewees' opinions of China entrepreneurial base, the Chinese government does not exercise excessive control over the startup teams in the base (MR-1-EYB-2, MR-2-EYB-1, MR-1-MYB-1), as long as Taiwan's entrepreneurial teams want to be stationed, they can apply. However, after the business starts to operate, it must be in accordance with the Chinese government's ordinances (MR-2-EYB-2, MR-1-EYB-1) such as company law or food law (MR-2-EYB-3).

Some industries will be protected and regulated by the government, such as the internet or movie industries (MR-1-MYB-2). Entrepreneurs should consider their products/services and the industrial policies so that there will not face too many barriers as entering the market (MR-1-MYB-3).

When the government revises the law too slowly, it often hinders the development of the entrepreneurial team (MR-1-MTI-3). For instance, because the revision of Taiwan's financial laws and regulations is too slow, current tri-party payment in Taiwan is far behind China (MR-1-MTI-4). Therefore, the interviewed Taiwan's entrepreneur suggested that Taiwan government should speed up the reform of laws and regulations (MR-2-EYT-1) in order to create a friendly entrepreneurial environment. For example, Singapore has a sandbox mechanism, an innovation test ground where entrepreneurs can fully elaborate creative ideas (MR-2-EYT-2). Once the results can be launched, the Singapore government will adjust its existing laws and regulations to facilitate the start-up to be successful (MR-2-EYT-3).

4.9 Physical Infrastructure

4.9.1 The Physical Infrastructure of Entrepreneurship Base

The youth entrepreneurship base is a kind of matchmaker (TB-2-MYB-5, TB-1-MTI-6, PI-1-MYB-1) which provides the entrepreneurial space (TB-1-MTI-10), counseling service for entrepreneurship, and resource docking (TB-2-MYB-6, TB-1-EYT-5, TB-1-EYT-6, TB-1-MTI-9, RT-1-MTI-2, RT-1-MYB-4, CL-1-EYB-3, CL-1-EYB-1, CL-1-EYB-4, CL-1-EYB-6, PI-1-MYB-2). At present, there are too many entrepreneurship bases in China, some of them are seriously idle (PI-1-MYB-3). But if the base is awarded by National Taiwan Affairs Office, due to the official policy support, the overall resources of the base will be more (CL-2-EYB-2, CL-2-EYB-3, CL-1-MYB-4, PI-1-MYB-4). And if it is in the government's key support areas, such as Pingtan free trade zone (GP-2-EYB-11, GP-1-MYB-5), the investors will be more (PI-1-MYB-5). When the funds and resources are very abundant, the entrepreneurship base's infrastructure is also more complete (PI-1-MYB-6). However, the base's infrastructure cannot be customized for particular entrepreneur, and the stationed team can only passively accept it (PI-1-EYB-3).

The supporting policies are different in each area (GP-1-MYB-2, GP-1-EYB-8, PI-2-EYB-1), and various in each entrepreneurship base (PI-2-EYB-2). Of course, the resources that can be administered are different (CL-2-EYB-4, CL-1-MYB-2, PI-2-EYB-3). The metropolitan entrepreneurship bases create a comfortable atmosphere and the overall infrastructures are doing well especially the comfort (PI-2-EYB-4). However, most of the youth entrepreneurship bases are over publicized but there is actually not so much infrastructure (GP-1-EYB-2, TB-1-MYB-7, TB-1-MYB-8, TB-1-MYB-9, PI-2-EYB-5). For example, the infrastructure of Pingtan Entrepreneurship Park is still not enough for start-ups, mainly because the funds are not yet in place (PI-2-EYB-6), and currently there are very few entrepreneurial teams stationed in the base (PI-2-EYB-7).

4.9.2 The Infrastructure of Taiwan Business Incubation Center

The interviewee is positive about the co-working space of incubation center (PI-1-EYT-1, PI-1-MTI-3) because it is easy to find like-minded partners there (PI-1-EYT-2). However, not all entrepreneurs think the infrastructure of the incubation center is necessary (PI-1-EYT-3). What they care about is whether the start-up can succeed (PI-1-EYT-4).

Taiwan's business incubation centers do not have their own unique features (PI-2-EYT-1). Instead, the Chinese entrepreneurship bases have their characteristics according to the industrial natures (PI-2-EYT-2). For example, the software industry chain is very complete (PI-2-EYT-3), and Shenzhen is the hardware industry chain (PI-2-EYT-4). Fujian always focuses on the service industry (PI-2-EYT-5). There are also a lot of resources and equipment in China's entrepreneurship base (PI-2-EYT-6), while Taiwanese incubation center has only a little but not complete (PI-2-EYT-7).

In addition to meeting rooms and exchange spaces, Taiwan's incubation center also includes some office equipment (PI-1-MTI-4) that allow startup teams to start their own businesses without any worries. The entrepreneurship team of the Chengchi University can also give feedback to the center, and the center will adopt the opinions and improve (PI-1-MTI-5). This was not mentioned by the interviewees of China entrepreneurship base.

4.10 Culture and Social Norms

The entrepreneurial atmosphere in China is good but it is also quite competitive (CN-1-EYB-1, CN-1-EYB-3), and there is a young phenomenon of entrepreneurship (CN-1-EYB-2, CN-1-EYB-4). In contrast, most Taiwanese, despite having a dream of starting a business, are not the ones who immediately put into action (CN-1-EYB-5).

According to the observation from interviewed manager of entrepreneurship base, there are many people who want to start-up in China, but there are also many losers (CN-1-MYB-1, CN-1-MYB-2). What's more, the purpose of entrepreneurship in China is different from Taiwan (CN-1-MYB-4). Entrepreneurship in Taiwan is primarily for living (CN-1-MYB-5), but in China, it is for changing life (CN-1-MYB-6). He believes that the most important thing for starting a business in China is to put aside his own stereotypes and change his mind set (CN-1-MYB-7), and find chances to work with other partners (CN-1-MYB-8) so that it will smoothly foot the first step in China. Taiwan is an island country with a small market (CN-1-MYB-9), so it is easy to feel comfortable (CN-1-MYB-10). However, the global market is so huge. Taiwanese young people can try their own business outside of Taiwan (CN-1-MYB-11) and will have different feelings and gains.

In addition, according to the opinions of entrepreneur of Taiwan's incubation center, Taiwan's entrepreneurs are dreamers (CN-1-EYT-1). Taiwan people like to do many original things (CN-1-EYT-2), but the market acumen is less. When they confront competition, they tend to give up easily (CN-1-EYT-7) because they do not know how to compete in the market (CN-1-EYT-3).

Entrepreneurship in China starts from the beginning of competition (CN-1-EYT-4), and many entrepreneurs in China are imitating each other (CN-1-EYT-5). The competition way that Chinese do business is to see what you do and do like you (CN-1-EYT-6).

From the observation of the manager of Taiwan incubation center, the students with science-based background are easier to start business (CN-1-MTI-4) due to their high professional techniques also combined with strong entrepreneurial ambitions

(CN-1-MTI-3). The start-up teams stationed in Taiwan's incubation center do have a tendency of increasing year by year (CN-1-MTI-5).

Taiwan's economy has not been very good in recent years (CN-1-MTI-6). Relatively, China's overall economic activity is relatively strong (CN-1-MTI-7). China has a huge demand of consumer market (CN-1-MTI-8), but Taiwan is relatively small (CN-1-MTI-9). Taiwan's youth think the most important thing as developing in China is the opportunity of Chinese market (EF-2-EYB-5, MV-1-EYB-1, MV-1-EYB-4, MV-1-EYB-5, MV-1-EYB-6, MV-2-EYB-1, MV-2-EYB-2, CN-1-MTI-10, CN-1-MTI-15), but success cannot be guaranteed (CN-1-MTI-11). Young people always like to challenge and take risk (CN-1-MTI-12).

In contrast, competition conditions as starting a business in China are harsher than Taiwan (CN-1-MTI-13), but there have also many entrepreneurial opportunities (CN-1-MTI-14). This is why do many Taiwanese youths go to China for development (EF-2-EYB-5, MV-1-EYB-1, MV-1-EYB-4, MV-1-EYB-5, MV-1-EYB-6, MV-2-EYB-1, MV-2-EYB-2, CN-1-MTI-10, CN-1-MTI-15). However, each entrepreneurial team's planning is not the same. They do not necessarily develop in mainland China (CN-1-MTI-16, CN-1-MTI-17). For example, cultural and creative industry still has more market opportunities in Taiwan, the interviewed manager of Taiwan incubation center said (CN-1-MTI-18).

Chapter 5 Research Conclusion and Suggestion

5.1 Research Conclusion

The main purpose of this study is to explore the impacts of the cross-strait youth entrepreneurship base on the startups of Taiwan youth and propose suggestions for Taiwanese youths who want to start business in China. Aiming at the above objectives, the research questions of this study are as follows:

1. What is the current dilemma faced by Taiwanese youth on the start-up stage?
2. Explore China's policy on Taiwanese youth entrepreneurship and the entrepreneurial resources provided by cross-strait youth entrepreneurship base.
3. In-depth interview with Taiwanese youth entrepreneur in the cross-strait youth entrepreneurship base, to understand their experiences in China's entrepreneurship and put forward conclusion and suggestion for young people who planning to venture new firm in China.

Through interviews with two Taiwanese young entrepreneurs separately in Taiwan and China youth entrepreneurship base and two managers of Taiwan business incubation center and China entrepreneurship base, we can examine the current state of entrepreneurial environment and the entrepreneurial dilemma facing by Taiwanese young people in Taiwan and China. Based on the results of the in-depth interviews, the research findings obtained in this study are summarized as follows:

Table 5.1 Research Proposition of Primary Data Analysis

Dimension	Research Findings
EF	<ol style="list-style-type: none">1. Entrepreneur could apply for start-up subsidy or participate in entrepreneurship competition if they need funds.2. China's entrepreneurial competition bonus is quite abundant, some are even two to three times than Taiwan.

Dimension	Research Findings
	<ol style="list-style-type: none"> 3. The amount of the entrepreneurial subsidy in China seems to have been declining in recent years. 4. Financing from banks in China is not easy, because Taiwanese youth usually have no collateral. 5. Young Taiwanese entrepreneurs should prepare entrepreneurship funds before starting a business in China. 6. One blind spot of Taiwan's entrepreneurial policy subsidy lies in its assessment mechanism.
GP	<ol style="list-style-type: none"> 1. China is currently actively supporting youth entrepreneurship with the aim of reducing the unemployment rate. 2. China's support for youth entrepreneurship has been fairly rapid since the central policy to its local implementation. 3. Different bases have different entrepreneurial policies. Because of the different strategic industries in various regions, the policies are also different. 4. The cross-strait youth entrepreneurship bases provide office space, docking resources, talent subsidies and housing allowances to entrepreneur. 5. In recent years, the strength of China's support for youth entrepreneurship has far exceeded the resources that the Taiwan government can provide. 6. Taiwanese government firstly require complete regulatory and forward-looking planning before implement entrepreneurship policy, but it will kill innovative ideas of entrepreneur .

Dimension	Research Findings
TB	<ol style="list-style-type: none"> 1. In order to attract investment and start-ups, China has relevant preferential tax policies, but Taiwan government does not have any relief mechanism for start-ups. 2. The entrepreneurship base in China and business incubation center in Taiwan should both play the role of matchmaker 3. Too much false media reports on cross-strait youth entrepreneurship bases. In fact, entrepreneurs cannot easily obtain venture capital fund and resources.
EE	<ol style="list-style-type: none"> 1. Due to the scale limitation of China entrepreneurship base, there have differences quality of entrepreneurial courses for start-up teams. 2. The most important for entrepreneurs are business and law courses because China is completely different from Taiwan 3. There are cultural differences between the usage of Chinese and Taiwanese words. 4. The general education curriculum launched by Taiwan incubation center is basically helpful, but it may not be able to meet the needs of entrepreneurs in the latter time.
RT	<ol style="list-style-type: none"> 1. In China, R&D transfer rely on network resources. 2. In China, the entrepreneur's product must also be localized and integrated into the market.
CL	<ol style="list-style-type: none"> 1. Commercial and legal counseling services are provided in China or Taiwan start-up bases, and entrepreneurs can ask for advice if they need.

Dimension	Research Findings
	<ol style="list-style-type: none"> 2. External business and legal professionals assist better than the free service provided by the entrepreneurial base.
MV	<ol style="list-style-type: none"> 1. The consumption intensity of big cities and small towns in China is still different. 2. The market assessment factors for China entrepreneurship include not only the market size, future potential, but also the relevant industrial technologies, climate, transportation and entrepreneurship policies. 3. The social contacts is also a major factor affecting the market
MR	<ol style="list-style-type: none"> 1. Market control is probably due to the regulation. 2. China protects and controls certain industries, such as the internet or movies. 3. Taiwan government should speed up the reform of laws and regulations in order to create a friendly entrepreneurial environment.
PI	<ol style="list-style-type: none"> 1. At present, there are too many entrepreneurship bases in China, some of them are seriously idle. 2. The base is awarded by National Taiwan Affairs Office, the overall resources of the base will be more. 3. The supporting policies are different in each area and various in each China entrepreneurship base. 4. Taiwan's business incubation centers do not have their own unique features. Instead, the Chinese entrepreneurship bases have

Dimension	Research Findings
	their characteristics according to the industrial natures.
CN	<ol style="list-style-type: none"> <li data-bbox="411 360 1316 539">1. The entrepreneurial atmosphere in China is good but it is also quite competitive, and there is a young phenomenon of entrepreneurship. <li data-bbox="411 573 1302 680">2. Entrepreneurship in Taiwan is primarily for living, but in China, it is for changing life. <li data-bbox="411 714 1316 896">3. Taiwanese entrepreneurs like creating original things, but they do not know how to survive in the market. It is easy to fail in the face of competition and they will give up.

Based on the analysis of primary data from in-depth interviews, the main purpose of China's active support of youth entrepreneurship is to reduce the unemployment rate. China's promotion of youth entrepreneurship policies has been implemented fairly rapidly from the central government to local governments. The cross-strait youth entrepreneurship base provides office space, resources docking, talent subsidy and housing allowance etc. But too much false media reports on cross-strait youth entrepreneurship bases. In fact, entrepreneurs cannot easily obtain venture capital fund and resources.

5.2 Research Suggestion

5.2.1 Suggestions for Youth

Based on above research conclusions, the strategic reference to Taiwan youth for entrepreneurship is put forward. We propose the following three suggestions:

1. Choose suitable cross-strait youth entrepreneurship base.

The cross-strait youth entrepreneurship bases provide Taiwan youth with an environment to find business partners and realize self-value. Now there are too

many types of youth entrepreneurship bases in China. Before Taiwanese young people decided to venture in China, must be carefully evaluate the entrepreneurship bases by their entrepreneurial needs and market positioning, with the development of industrial policies, the entrepreneurial project will become major support by cross-strait youth entrepreneurship base. We suggest that Taiwanese young people should understand the social environment and culture in China through internships and employment first. It not only can understand the Chinese consumer market but also accumulate business contacts, as a first step in entrepreneurship in China.

2. Before going abroad to start a business, prepare an initial fund in response to the initial turnover of business.

In order to attract Taiwanese young people to venture in China, the cross-strait youth entrepreneurship bases provide talents subsidies and housing allowance to Taiwanese youth. Subsidies can only reduce the cost of living for entrepreneurs but cannot actually help start-up projects. In addition, so far, Taiwanese young entrepreneur have difficulty in financing from the bank in China. If you need to get more funds and resources, you need to rely on investors or entrepreneurship competitions bonus. Therefore, even in the early stage of start-ups, the entrepreneurial team must first prepare a "self-financing" cost.

3. Be carefully assess China's market environment.

China's consumer market is vast, attracting entrepreneurial talent gathered, and there are a lot of market competitors. Faced with the Chinese consumer market, it is suggested that Taiwanese young entrepreneurs should prepare their business plan well before they start their business in China. Not only to

understand the local consumer market and culture, but also prepare funding and product planes, positioning itself to enhance the level of consumption in the international market, to enter the Chinese consumer market. In the long run, the ultimate face of entrepreneurship is the market and consumers. Entrepreneurial subsidy is limited, only the product can be accepted by the market is the most important. In addition, entrepreneurship is full of risk, young entrepreneurs should not expect too much and work steadily to achieve entrepreneurial results.

5.2.2 Future Research Suggestions

The results of this study is to provide conclusions and suggestions for Taiwanese youth who planning to venture new firm in China. Due to the limited research funding, time and other considerations, we have chosen the interviewees with relevant entrepreneurial experiences and who are willing to cooperate with our interview. Although we are still committed to meeting the principles of research, there are still left much to be desired. The following are suggestions for future research.

1. Both Taiwanese entrepreneurial youth in China and the manager of cross-strait youth entrepreneurship base belong to Pingtan Taiwan Entrepreneurship Park. Therefore, we can only overview a part of picture of China's entrepreneurship and fail to gain an in-depth understanding of other entrepreneurship base in China. We suggest that follow-up researchers should do related research for other cross-strait youth entrepreneurship base in China.
2. Because of the small number of interviewees, this study cannot cover all kinds of industries. It is not possible to find the impact of youth entrepreneurship base on different industries. We suggest that follow-up researchers can distinguish the type of industry and further discussion.

3. This study uses GEM's entrepreneurial ecosystem architecture to analyze the impact of the cross-strait youth entrepreneurship bases. However, besides its entrepreneurial environment, the youth entrepreneurship bases also include many aspects such as national policies and social innovations, etc. There are still many deficiencies in this study are not explored and studied, we suggest that follow-up research can extend other research topics.



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Appendix 1- Interview Consent

您好：

我是政治大學亞太研究英語碩士班(IMAS)的學生曾詩婷，目前在王定士教授的指導下進行個人碩士論文研究，我的研究題目是台灣青年西進發展機會與挑戰：以海峽兩岸青年創業基地為例，主要是想透過對您的訪談，了解中國/台灣提供的創業基金及創業資源，是否滿足台灣青年創業所需以及對台灣青年西進創業生涯的影響。因您擁有豐富的經歷，誠摯邀請您參與本次研究，提供您寶貴的意見與經驗。

如果您同意參與，我會依照您希望的時間，並根據您方便的地點與您進行訪談。訪談時間預計 2 小時，同時為便於資料的整理與分析，將於訪談過程中全程錄音。訪談錄音內容純屬學術研究之用，全部保密，若未經您的許可，絕不開放給他人。同時在訪談過程中，如有某些不願意讓他人知道的地方，或有所顧忌，可以拒絕回答，亦可隨時要求終止錄音，絕不勉強。

若您願意協助參與，我將全力配合您方便的時間，並盡快與您聯絡，在此先感謝您的回覆與加入。倘若您對於研究有任何疑問，歡迎您以下列方式與我聯絡：

電話：0963-182-009

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祝 平安

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Appendix 2- Interview Transcript of EYB

Dimension	Description of Question
創業融資 EF	<p>1. 請問您創業時資金取得的管道為何？若採融資方式，請您描述融資過程的經驗、感想及建議。What are the channels for obtaining funds when you start your business? If you take financing way, please describe the experience, feelings and suggestions of financing process.</p> <p>到中國創業前，我有先準備一筆創業資金(EF-1-EYB-1)，主要是先前工作的存款。在中國創業融資管道很多，可以去申請創業資金或是參加創業競賽(EF-1-EYB-2)，前提是你有好的創業項目(EF-1-EYB-3)。投資人的部分，其實中國的投資人聽到你是台灣團隊，第一個是猶豫你會待多久，有長期待在中國的打算嗎？(EF-1-EYB-4)因為他們怕你突然回台灣後，創業項目就沒有再繼續進行了(EF-1-EYB-5)。另外其實外籍人士在中國辦理銀行貸款不容易，信用卡都核發困難(EF-1-EYB-6)。所以建議台灣青年到中國創業前要先準備好一筆資金，才能應付創業初期的需要(EF-1-EYB-7)。</p> <p>2. 請問您覺得在中國創業融資與台灣有何不同？What are the differences between China and Taiwan when you finance for your start-up?</p> <p>中國的創業競賽獎金都蠻多的，高出台灣的兩到三倍(EF-2-EYB-1)。以政府補貼而言的話，中國目前比台灣更多的，中國的政府補貼是用灑的(EF-2-EYB-2)，而且灑完了之後也不太管你如何使用(EF-2-EYB-3)。台灣好像還要交一些創業計畫書審核(EF-2-EYB-4)。</p> <p>相比而言中國市場大(EF-2-EYB-5)，投資人也比較多(EF-2-EYB-6)，創業項目若有發展性，我相信資金補助也能順利取得(EF-2-EYB-7)。</p>
政府政策 GP	<p>1. 請問您創業時對中國政府相關政策的認知、感想及建議為何。What are your thoughts, feelings and suggestions on government-related policies when you start your own business?</p> <p>我認為目前中國創業的政策還有很多細節可以去做調整(GP-1-EYB-1)，中國宣傳青年創業基地的廣告很美好，可是實際考察後並不是這樣(GP-1-EYB-2)。我認為中國目前的青年創業政策來說，人才補貼、住房補助對我現在的創業最有幫助</p>

Dimension	Description of Question
	<p>(GP-1-EYB-3)。因為能夠減輕外籍創業者的生活壓力，才有繼續留在外地創業的動力(GP-1-EYB-4)。假設我今天是到東南亞或是歐美國家，新的環境並沒有生活費的話，光生活就會過得很辛苦，更別說還要再做創業的工作(GP-1-EYB-5)。不過實際拿到的補貼款必須還要扣掉中國的醫療保險(GP-1-EYB-6)，實際拿到的金額並不多(GP-1-EYB-7)，不過每個創業基地的補貼都不太一樣(GP-1-EYB-8)。</p> <p>2. 請您比較兩岸政府對創業的相關政策之差異。Please compare the differences between the entrepreneurial policies of the two sides.</p> <p>兩岸推展創業的部分我覺得有很大的差別在，為什麼中國推行創業會這麼快？因為中國政府習慣先求有再求好(GP-2-EYB-1)，例如像共享單車，當時中國政府還沒有規範這個部分(GP-2-EYB-2)，所以政府不會管你怎麼創新創業(GP-2-EYB-3)，不過等到你創業的項目有一定規模後，政府就會來收割你的創業成果(GP-2-EYB-4)，開始有一些法規限制(GP-2-EYB-5)。台灣政府則是認為法規政策要完整以及遠見跟規劃才能推展(GP-2-EYB-6)，在台灣創業是政府沒有規劃的都是不能做的，都是有規劃才能做(GP-2-EYB-7)，可是在中國是沒有規劃你都可以做(GP-2-EYB-8)。</p> <p>中國目前很積極地在扶持青年創業這一塊，主要也是想要降低失業率(GP-2-EYB-9)。創業政策是好是壞可能還需要看創業者自己本身情況，我來中國創業主要是看中中國的市場有發展潛力(GP-2-EYB-10)。例如平潭現在還是個三線小城市，但是目前是中國重點的發展區域(GP-2-EYB-11)，地方的發展會牽動市場大小(GP-2-EYB-12)，長遠來看市場是很廣大了。在中國這邊市場大投資人也多，所以創業項目能夠發展的機會比較高(GP-2-EYB-13)。</p>
<p>稅收和行政體系 TB</p>	<p>1. 請問您創業時對稅收相關政策及行政體系的認知、感想及建議為何？What are your understanding, feelings, and suggestions about tax-related policies and administrative system when you started your business?</p> <p>稅收的部分我的創業團隊有請專業人士協助處理(TB-1-EYB-1)，不過就我所知道，平潭因為是重點發展區域，為了鼓勵來平潭投資及創業，有一些稅收優惠政策(TB-1-EYB-2)。就平潭這邊來說，有一些高科技產業或是服務</p>

Dimension	Description of Question
	<p>業可以享有減免 15% 的稅率徵收企業所得稅(TB-1-EYB-3)，中國的企業所得稅是 25%(TB-1-EYB-4)。其他城市稅收減免政策我想也是有的，不過按各地區可能政策會不相同(TB-1-EYB-5)。其實目前來說我的新創公司利潤很少，所以稅收減免對公司來說可能影響沒那麼大(TB-1-EYB-6)。</p> <p>目前我所在的平潭創業園(海峽兩岸青年創業基地)的規模還沒有很大(TB-1-EYB-7)，剛開始到中國創業時，很多生活及文化上都不瞭解(TB-1-EYB-8)，例如怎麼註冊公司、交通、手機，剛開始來的時候吃了很多虧(TB-1-EYB-9)。創業基地並沒有人可以安排你適應當地的生活，剛開始跌跌撞撞很多(TB-1-EYB-10)。</p> <p>因此希望基地內有一個專門的單位，可以安排架接台灣年輕人到當地生活的食衣住行(TB-1-EYB-11)，因為當你不知道怎麼在當地生活的時候，就會產生許多問題。</p> <p>2. 請您比較兩岸創業相關稅收制度及行政體系之差異。Please compare the differences of entrepreneurial taxation and administrative systems between two sides.</p> <p>■ 台灣跟中國都有規定的稅收制度，我覺得這是看各國的規範(TB-2-EYB-1)。若要說哪裡的稅收對我們新創團隊最有助益，目前我實在難以分辨(TB-2-EYB-2)。可能是我公司規模小(TB-2-EYB-3)，所以稅務優惠的部分對我們整體來說差異不大。</p> <p>另外政府推展創業來說，中國政府很積極的扶持青年創業，有大力的往下推廣，這是我能感受到的(TB-2-EYB-4)。當初選擇離開台灣有部分也是因為中國這邊積極的推展創業(TB-2-EYB-5)。台灣應該也是有的，不過當初因為市場的規模取向(TB-2-EYB-6)，我們團隊還是選擇往中國發展。</p>
<p>教育培訓 EE</p>	<p>1. 請問您的創業團隊如何進行教育訓練？對人才的教育培訓方面有何建言？How do you conduct education and training for your entrepreneurial team? What are your advices about the education and training of entrepreneurial team?</p> <p>我的創業團隊教育訓練都是靠原本自身的經驗再去培訓底下的員工(EE-1-EYB-1)，公司是餐飲服務業，以前我們團隊都在台灣有過餐飲的工作經驗，帶到平潭來創業(EE-1-EYB-2)，所以內部教育訓練主要都是靠團隊以前的經驗來交給員工</p>

Dimension	Description of Question
	<p>(EE-1-EYB-3)。</p> <p>我的創業團隊主要是在平潭創業園，目前創業園的規模比較小(EE-1-EYB-4)，課程方面希望能夠邀請更多的創業人士、創業成功者分享創業的經驗(EE-1-EYB-5)，或是創業相關的專門學識教育的課程對我們的創業也會有幫助，例如商業法律等等，我相信對青年創業是很大的幫助(EE-1-EYB-6)。</p> <p>另外我覺得也可以開一些課程是關於當地生活與文化(EE-1-EYB-7)，可以協助剛來中國創業的台灣青年接軌當地生活(EE-1-EYB-8)，也能了解消費市場及消費習性(EE-1-EYB-9)。</p> <p>2. 請您描述創業基地對創業人員的教育培訓作法及其優缺點。 Please describe the education and training practices for entrepreneurial team in the base and their advantages and disadvantages.</p> <p>平潭創業園目前沒有針對餐飲相關的師資，我去上的課主要都是一些跟新創管理相關的(EE-2-EYB-1)，例如商業或法律等等(EE-2-EYB-2)。之前我去過福建的創業基地上過課，也是免費的課程(EE-2-EYB-3)。中國大城市的創業基地師資比較齊全(EE-2-EYB-4)，比起平潭我覺得課程好很多，有很多創業分享交流(EE-2-EYB-5)。</p> <p>在中國，創業課程我覺得最重要的就是商業及法律，因為中國跟台灣的完全不一樣(EE-2-EYB-6)。另外課程後可以留下老師的聯絡方式，若有其他問題可以私下諮詢老師(EE-2-EYB-7)。目前創業園的規模比較小，課程方面還不過多元(EE-2-EYB-8)，希望能夠邀請更多的創業人士、創業成功者分享創業的經驗(EE-2-EYB-9)，或是創業相關的專門學識教育的課程對我們的創業也會有幫助(EE-2-EYB-10)。</p>
<p>研發成果 轉化 RT</p>	<p>1. 請問您的研發技術來源為何？請您說明貴公司/團隊有關研發技術取得之成本、阻礙及建議為何。 What is the source of your R&D technology? Please describe your company or team on the cost and obstacle of R&D technology and your suggestions.</p> <p>我本身是從事餐飲業，研發技術主要是靠團隊的廚師主導(RT-1-EYB-1)，另外也花了很多時間產品將口味去做調整，融入當地市場(RT-1-EYB-2)。餐飲業在中國大陸的市場是沒有太</p>

Dimension	Description of Question
	<p>大的阻礙(RT-1-EYB-3)，我們主要是符合當地的需求去做口味的調整，去因應當地市場(RT-1-EYB-4)。我們餐飲是提供台灣的料理為主(RT-1-EYB-5)，所以有有一些調味料會從台灣帶過來(RT-1-EYB-6)，可能會產生一些運費成本(RT-1-EYB-7)。</p> <p>2. 請您說明創業基地中有關研發成果轉化的機制。Please talk about the mechanism of transformation of R&D achievements in the entrepreneurial base.</p> <p>這可能跟創業者本身人脈有關係(RT-2-EYB-1)，目前基地輔導研發成果轉化我是不清楚，不過很多創業者會利用自身人脈去找創投公司(RT-2-EYB-2)，去找更多可以發展的機會(RT-2-EYB-3)。在中國其實人脈關係很重要，他們很吃這一套(RT-2-EYB-4)。</p>
<p>商業及法律體系 CL</p>	<p>1. 創業時遇到之商業面或法律面問題時，您如何處理？請問您覺得國內在商業或法律面對創業者的支援系統或資源是否充足？為什麼？What will you do when you have business or legal problems while starting business? Is domestic support system or resource for entrepreneurs in business or law sufficient? Why?</p> <p>商業跟法律問題目前主要是透過在創業基地認識的專業人士去尋求幫助(CL-1-EYB-1)。基地也有提供專業人士的輔導，若有需求是可以去諮詢(CL-1-EYB-2)，不過我認為在中國若是能透過人脈的關係去找商業跟法律的專業人士，實際上能得到的幫助比比較大(CL-1-EYB-3)。我覺得法律的老師分享「合約」的部分就對我幫助很大(CL-1-EYB-4)，兩岸中文用法的不同，這都是要花時間去瞭解的(CL-1-EYB-5)。</p> <p>專業人士的輔導支援是有的，不過還是需要靠創業者本身自己去深入認識，實際得到的幫助才會大(CL-1-EYB-6)。</p> <p>2. 請您說明創業基地或中國當地有關對新創團隊之商業及法律面的協助。What are the business and legal assistances which are provided to the entrepreneurial team by entrepreneurship base or other China system?</p> <p>我認為平潭創業園的輔導創業措施可以再更多(CL-2-EYB-1)，我去過福州的創業基地，大城市的關係目前基地發展很健全(CL-2-EYB-2)，師資系統也很多(CL-2-EYB-3)，不過因為目前平潭創業園還正在擴展中，資金師資都還不夠多</p>

Dimension	Description of Question
	(CL-2-EYB-4)，這是可以再努力的。
市場活力 MV	<p>1. 您的事業範疇以國內或國外為主？選擇之標準或判斷為何？請您概估或描述市場潛力。What is your business scope mainly in the local or abroad? What is the standard of choice or judgment? Please estimate or describe the market potential.</p> <p>我的團隊是打算從中國平潭這裡開始打下基礎後延展店面到中國各地(MV-1-EYB-1)。我們除了對中國市場有興趣之外，目前也打算將產業拓展到馬來西亞市場(MV-1-EYB-2)。以中國作為事業出發點的原因是地理關係鄰近台灣(MV-1-EYB-3)，加上中國創業政策以及自我評估市場有未來性(MV-1-EYB-4)。平潭是中國政府目前大力扶持的重點區域，提升發展，帶動人潮，帶動市場(MV-1-EYB-5)。近幾年中國的市場是非常有前瞻性也有潛力(MV-1-EYB-6)，科技也好互聯網也好(MV-1-EYB-7)，有許多技術是超越台灣，例如說手機支付系統，讓我感到非常便利(MV-1-EYB-8)。</p> <p>2. 您覺得影響市場銷售之主要有利及不利因素有哪些？What do you think the major advantages and disadvantages that affect the market?</p> <p>市場銷售會先分析該地區的人口基數，消費人口會影響消費市場(MV-2-EYB-1)。中國市場廣大(MV-2-EYB-2)，但是大城市跟小城鎮的消費力度會有差別(MV-2-EYB-3)。除了消費人口數量，天氣也會影響消費者的消費習慣(MV-2-EYB-4)，有些風大的地方會影響消費者不願意出門購物。平潭其實是人口外移嚴重的地區，消費者就不夠多(MV-2-EYB-5)，不過藉由交通的改善(MV-2-EYB-6)，預估會帶動鄉村經濟的發展(MV-2-EYB-7)。</p>
市場進入 管制和障 礙 MR	<p>1. 請問您的產業最主要的進入障礙為何？有無任何相關的產業管制因素或政策？What is the major entry barrier as footing on your industry? Are there any relevant industry regulatory factors or policies?</p> <p>基本上只要符合當地法令(MR-1-EYB-1)，管制障礙其實並沒有那麼多(MR-1-EYB-2)，因為我從事的是餐飲業，目前僅是開店前需要申請營業執照，說明從事的營業項目(MR-1-EYB-3)。</p>

Dimension	Description of Question
	<p>2. 請您描述中國政府對新創團隊有無任何不便或過多的管制作法。Does the government have any inconvenience or excessive regulatory actions on entrepreneurship?</p> <p>目前觀察到中國政府對新創團隊進駐並沒有太多的管制(MR-2-EYB-1)，只要台灣的創業團隊想要進駐都可以提出申請，不過實際創業後要依照中國政府的法令規範(MR-2-EYB-2)，例如公司法或是食品法等等，這是不管在哪個地方創業都必須的(MR-2-EYB-3)。</p>
<p>實體基礎 建設 PI</p>	<p>1. 請您描述創業過程中所需要外界提供的實體基礎建設有哪些。During your entrepreneurial process, what external physical infrastructure do you need?</p> <p>我們入駐的平潭創業園，當時缺少餐飲團隊進駐，所以我們可以很快的申請入駐基地，並成立我們的餐廳(PI-1-EYB-1)。基地有提供餐廳的場地(PI-1-EYB-2)，當時算是被動的安排到這樣的環境來進行創業，餐廳實際裝潢風格實際跟我們想的不一樣，不過因為環境是基地提供的，所以我們也只能被動的接受(PI-1-EYB-3)。</p> <p>2. 請您描述國內或創業基地在創業基礎建設完整性、充裕性、品質性、便利性等看法。Please express your opinions about the integrity, adequacy, quality, and convenience of the infrastructure in Taiwan or entrepreneurial base.</p> <p>中國創業基地的扶持政策，每個城市不一樣(PI-2-EYB-1)，每個創業基地不一樣(PI-2-EYB-2)，能夠給予的扶持也不一樣(PI-2-EYB-3)。大城市的創業基地營造的氛圍很舒適，整體基礎建設做得很好，主要是舒適性(PI-2-EYB-4)。不過大多的海峽兩岸青年創業基地宣傳很美好，可是實際卻並沒有這麼多基礎建設(PI-2-EYB-5)。例如平潭創業園，創業基礎建設都還不夠多，主要是資金還沒有到位(PI-2-EYB-6)，另外目前基地入駐的創業團隊也很少(PI-2-EYB-7)。</p>
<p>文化和社會 規範 CN</p>	<p>1.請您描述創業氛圍之感受？以您的觀察，週遭的人或環境對創業的態度或行動表現為何。Please describe your feeling about entrepreneurial atmosphere? Based on your observation, what about the attitude or actions of people around you on entrepreneurship?</p> <p>中國的創業是蠻競爭的(CN-1-EYB-1)，有接觸過其他的青年創業</p>

Dimension	Description of Question
	<p>者，很多都是在 20 出頭就有一番事業(CN-1-EYB-2)，創業氛圍很好可是競爭也非常大(CN-1-EYB-3)，尤其是中國年輕人，創業觀念很強烈，有了創業想法就會毫不猶豫立刻開店(CN-1-EYB-4)。我的台灣朋友在台灣想創業也很多，不過大多都是懷著一份創業的夢想，實際並沒有執行，氛圍意識相對低，不會立刻馬上行動(CN-1-EYB-5)。</p>



Appendix 3- Interview Transcript of EYT

Dimension	Description of Question
<p>創業融資 EF</p>	<p>1.請問您創業時資金取得的管道為何？若採融資方式，請您描述融資過程的經驗、感想及建議。What are the channels for obtaining funds when you start your business? If you take financing way, please describe the experience, feelings and suggestions of financing process.</p> <p>一開始創業取得資金的管道是創業競賽獎金(EF-1-EYT-1)，後來才有申請政府的創業補助計畫(EF-1-EYT-2)。台灣政府也有很多關於創業補助的計畫，不管是台北市、經濟部、教育部，很多單位都有創業補貼計畫(EF-1-EYT-3)。政府補貼計畫是實報實銷制，你要有實際支出政府才能實際補貼(EF-1-EYT-4)。這是政府補貼計畫的考核機制，因為政府也不希望創業者拿到補助資金之後亂花(EF-1-EYT-5)。政府創業補助計畫通常需要自籌款，政府只會補貼一半資金(EF-1-EYT-6)，評估你的創業方案後例如你需要一百二十萬的資金，政府只補貼 60 萬，並且分頭尾兩次給你。台灣政府目前補助計畫，在新創階段我認為是夠用的(EF-1-EYT-7)。政府補助資金多寡我認為如果政府多給，我可能就喪失想要獲利的創業決心(EF-1-EYT-8)，那如果少給的話可能一下子錢就燒完了(EF-1-EYT-9)。只是我覺得現在台灣創業資金補助計畫一個最大的盲點是考核機制(EF-1-EYT-10)。因為考核創業計畫書的承辦人員是公務員，承辦人員不懂你的創業項目(EF-1-EYT-11)，所以只好要交很多創業報告給單位去審核(EF-1-EYT-12)。我覺得這才是政府補助計畫中最大的盲點，政府有心想要補貼新創團隊但是考核機制最新創團隊很不友善(EF-1-EYT-13)。</p>
<p>政府政策 GP</p>	<p>1.請問您創業時對政府相關政策的認知、感想及建議為何。What are your thoughts, feelings and suggestions on government-related policies when you start your own business?</p> <p>這幾年台灣政府大力推廣創新創業，我想是因為受中國影響(GP-1-EYT-1)，因為中國在過去這十年有很多新創的公司成立(GP-1-EYT-2)，台灣政府也覺得應該要帶動青年創業，所以政府有慢慢的把資源分給青創團隊，讓青年創業去帶動國家產業整體發展(GP-1-EYT-3)。像我所知道的有 SBIR 計畫(Small Business Innovation Research)，就是鼓勵中小企業創新研發(GP-1-EYT-4)。我覺得目前台灣政府對青年創業最應該要去做的是既有法規的</p>

Dimension	Description of Question
	<p>鬆綁(GP-1-EYT-5)，像我做醫療產業創新也牽涉到很多法規(GP-1-EYT-6)，所以我認為在法規的限制上看台灣政府應該要怎麼再加快速度，才能讓我們年輕人有更好發揮創新創意的舞台(GP-1-EYT-7)。</p>
<p>稅收和行政體系 TB</p>	<p>1. 請問您創業時對稅收相關政策及行政體系的認知、感想及建議為何。What are your understanding, feelings, and suggestions about tax-related policies and administrative system when you started your business?</p> <p>稅務方面我請會計師來協助公司(TB-1-EYT-1)。不過其實新創公司通常都是剛開始營收不高，目前我要繳的營業稅或是營所稅是不多的(TB-1-EYT-2)。</p> <p>我目前待在台大的創業基地，台灣的創業基地都是屬於綜合型的基地(TB-1-EYT-3)，並沒有一個專門的屬性，例如是某個領域上的專業(TB-1-EYT-4)。創業基地目前能夠提供的就是創業的諮詢(TB-1-EYT-5)，例如說商業、法律、行銷或是簡報技巧等等(TB-1-EYT-6)。</p>
<p>教育培訓 EE</p>	<p>1. 請問您的創業團隊如何進行教育訓練？對人才的教育培訓方面有何建言？How do you conduct education and training for your entrepreneurial team? What are your advices about the education and training of entrepreneurial team?</p> <p>其實新創團隊需要的是即時戰鬥力(EE-1-EYT-1)，比較少是從新人開始培養，我的員工本身就有技能所以能夠直接上手工作，比較少是從新人開始培養(EE-1-EYT-2)。早期衝刺的階段，沒有辦法慢慢培訓員工(EE-1-EYT-3)。我規劃給員工的教育訓練只有產品的核心價值，可以讓他們了解未來產品的走向(EE-1-EYT-4)。育成中心提供的通識課程主要都是由我去上(EE-1-EYT-5)，因為我是公司的負責人，我必須要先了解主要公司一些作業事項，處理很多公司的雜事，我是選擇讓員工去做核心競爭力的事情(EE-1-EYT-6)。</p> <p>中心推出的通識課程我是覺得很受用(EE-1-EYT-7)，後期因為我基本概念已經有了，我都是去找外面的課程學習(EE-1-EYT-8)。例如國內四大會計師事務所也有開課，讓新創企業 CEO 學習企業如何管理運作，這讓我覺得非常受用(EE-1-EYT-9)。</p>
<p>研發成果轉化</p>	<p>1. 請問您的研發技術來源為何？請您說明貴公司/團隊有關研發技術取得之成本、阻礙及建議為何。What is the source of your R&D</p>

Dimension	Description of Question
RT	<p>technology? Please describe your company or team on the cost and obstacle of R&D technology and your suggestions.</p> <p>我的研發技術來源主要是當時在念博士班累積的經驗技術(RT-1-EYT-1)。研發技術取得阻礙對我來說是學校的合作技術轉移(RT-1-EYT-2)，如果跟學校談合作技術轉移，學校就會要求佔股，這樣我的股東結構就有學校參與(RT-1-EYT-3)。我認為這是新創團隊對不願意樂見的事情(RT-1-EYT-4)。其實新創團隊最怕的是股東結構複雜(RT-1-EYT-5)，因為公司還沒站穩學校就要來插一腳，這是把學校的核心技術帶出來就會遇到的麻煩(RT-1-EYT-6)。</p>
商業及法律體系 CL	<p>1.創業時遇到之商業面或法律面問題時，您如何處理？請問您覺得國內在商業或法律面對創業者的支援系統或資源是否充足？為什麼？What will you do when you have business or legal problems while starting business? Is domestic support system or resource for entrepreneurs in business or law sufficient? Why?</p> <p>剛開始育成中心的課程幫助很大(CL-1-EYT-1)，但是因為課程還是都比較偏向通識，所以對我的後期幫助就沒那麼大(CL-1-EYT-2)，之後我就有付費請法律顧問或是商業顧問(CL-1-EYT-3)，目前我覺得國內商業跟法律的資源都還算足夠，因為專業人士夠多，打電話去諮詢他們都會想幫助新創企業(CL-1-EYT-4)，主要我想也是為了他們開發潛在客戶(CL-1-EYT-5)。當然剛開始是免費的諮詢(CL-1-EYT-6)，如果需要請他們協助你的公司處理問題，就需要付費(CL-1-EYT-7)。</p>
市場活力 MV	<p>1. 您的事業範疇以國內或國外為主？選擇之標準或判斷為何？請您概估或描述市場潛力。What is your business scope mainly in the local or abroad? What is the standard of choice or judgment? Please estimate or describe the market potential.</p> <p>我的事業範疇是以國外為主(MV-1-EYT-1)，希望我的創業項目以後能夠跟國際大廠合作之後(MV-1-EYT-2)。目前我覺得我的創業項目是蠻有市場潛力的(MV-1-EYT-3)，我主要是做生技醫療。生技醫療是現在蠻有前景的產業(MV-1-EYT-4)，也是目前台灣推動發展重心(MV-1-EYT-5)。</p> <p>2. 您覺得影響市場銷售之主要有利及不利因素有哪些？What do you think the major advantages and disadvantages that</p>

Dimension	Description of Question
	<p>affect the market?</p> <p>影響市場銷售有很多原因，對我而言，政策法規以及人脈關係就是影響我的市場一個很大因素(MV-2-EYT-1)。因為我是生醫產業，我覺得目前台灣的法規關於生技醫療不夠鬆綁，所以限制了我的研發項目(MV-2-EYT-2)。另外因為我的產業需要找醫院合作，不過因為我的人脈資源不夠，所以剛開始打入市場時對我來說也是不利的因素(MV-2-EYT-3)。</p>
<p>市場進入 管制和障 礙 MR</p>	<p>1. 請問您的產業最主要的進入障礙為何？有無任何相關的產業管制因素或政策？What is the major entry barrier as footing on your industry? Are there any relevant industry regulatory factors or policies?</p> <p>我認為法規的限制是對我來說是創業最大的阻礙(MR-1-EYT-1)。其實創業者會想用創新來顛覆既有的產業(MR-1-EYT-2)，但往往創新的模式會跟既有的法規有衝突(MR-1-EYT-3)，這會影響到原本既得利益者的利益(MR-1-EYT-4)。例如法規針對「線上醫療」有所限制，而我就是想朝這個方向去創新生醫科技。但因為法規的限制，所以有很多方向都不能發展(MR-1-EYT-5)。</p> <p>2. 請問您描述政府對新創團隊有無任何不便或過多的管制作法。Does the government have any inconvenience or excessive regulatory actions on entrepreneurship?</p> <p>希望台灣政府能快加速法規改革(MR-2-EYT-1)。像新加坡有沙盒機制，一個創新試驗場，在沙盒裡面創業家可以盡情的發想創新創意做(MR-2-EYT-2)，等到創業成果確定能夠上市，新加坡政府再去調整既有的法規，協助新創事業成功(MR-2-EYT-3)。</p>
<p>實體基礎 建設 PI</p>	<p>1. 請您描述創業過程中所需要外界提供的實體基礎建設有哪些。During your entrepreneurial process, what external physical infrastructure do you need?</p> <p>我認為中心提供的 co-working space 蠻好的(PI-1-EYT-1)，因為在創業時期可以找到志同道合的夥伴一起打拼(PI-1-EYT-2)，我就覺得很不錯。對我而言，基地的其他基礎建設不是重點(PI-1-EYT-3)，重點是我的創業項目是否能成功(PI-1-EYT-4)。</p> <p>2. 請您描述國內或創業基地在創業基礎建設完整性、充裕性、品質性、便利性等看法。Please express your opinions about</p>

Dimension	Description of Question
	<p>the integrity, adequacy, quality, and convenience of the infrastructure in Taiwan or entrepreneurial base.</p> <p>我覺得目前台灣國內的育成中心是沒有專一屬性(PI-2-EYT-1)，中國的基地都有根據該地產業特性而發展基地特色(PI-2-EYT-2)，例如在北京軟體產業鏈非常完整(PI-2-EYT-3)，深圳則是硬體產業鏈非常完整(PI-2-EYT-4)，福建一直以來都走服務業(PI-2-EYT-5)。中國的基地提供的資源跟設備也很多(PI-2-EYT-6)，例如有實驗室可以讓我自由使用器材，去研發我的創業項目。台灣的創業基地就是大雜燴(PI-2-EYT-7)，什麼都一點點但是什麼都沒有，這是我覺得台灣跟大陸的差別(PI-2-EYT-8)。</p>
<p>文化和社會規範 CN</p>	<p>1.請您描述創業氛圍之感受？以您的觀察，週遭的人或環境，對創業的態度或行動表現為何。Please describe your feeling about entrepreneurial atmosphere? Based on your observation, what about the attitude or actions of people around you on entrepreneurship?</p> <p>我目前接觸過台灣跟中國的創業者，台灣的創業者都是夢想家(CN-1-EYT-1)，台灣喜歡做很多原創的東西(CN-1-EYT-2)，在市場的實戰力相對沒有那麼敏銳，一遇到競爭就會敗仗下來，並不知道怎麼在市場上做競爭(CN-1-EYT-3)。但是在中國創業是從競爭開始(CN-1-EYT-4)，因為中國的創業都是互相模仿(CN-1-EYT-5)，中國人做生意的方式就是看到你做什麼就想辦法跟你競爭(CN-1-EYT-6)。目前台灣創業的人很多可是很容易遇到競爭失敗後就創業就結束(CN-1-EYT-7)，這是比較可惜的。</p>

Appendix 4- Interview Transcript of MTI

Dimension	Description of Question
創業融資 EF	<p>1. 請問您就國內創業融資管道及相關措施說明您的觀察及建議。 What are your observations and suggestions about the domestic venture financing channels and related measures?</p> <p>台灣青創融資分為公部門以及私人創投兩個部分(EF-1-MTI-1)，公部門就是看政府的政策(EF-1-MTI-2)，目前地方政府都有產業發展的政策(EF-1-MTI-3)，經濟部也有創育計畫的推展(EF-1-MTI-4)。公部門的創業計畫補助都是提供無償的資金補助(EF-1-MTI-5)，金額不大但可以協助中小企業度過創業初期(EF-1-MTI-6)。</p> <p>創投則是私人的商業行為(EF-1-MTI-7)，投資人會審慎的評估創業項目的發展，有沒有成功的機會(EF-1-MTI-8)，考量創業項目的市場的價值(EF-1-MTI-9)，未來的產業是否有前景(EF-1-MTI-10)。</p> <p>目前公部門融資提供的資金補助是不夠的(EF-1-MTI-11)，但並不是政府絕對的責任，這是相對的(EF-1-MTI-12)。政府提供金援，這算是一種福利性質(EF-1-MTI-13)，並不能保證創業者成功(EF-1-MTI-14)，這都是要靠創業者自己本身條件努力還有付出，這才是創業成功的關鍵(EF-1-MTI-15)，政府只是作為輔助創業的幫手(EF-1-MTI-16)。</p>
政府政策 GP	<p>1. 請問您輔導創業時對政府相關政策的認知、感想及建議為何？ What are your thoughts, feelings and suggestions on government-related policies when you help with others entrepreneurship?</p> <p>政府會先根據未來的產業發展趨勢，確立青年創業輔導的大方向(GP-1-MTI-1)，再來根據重點產業給予政策優惠(GP-1-MTI-2)，讓這些產業可以快速成型(GP-1-MTI-3)，並帶動未來國家產業發展(GP-1-MTI-4)。</p> <p>而近期重點輔導的產業為綠色能源或是互聯網(GP-1-MTI-5)。政府能夠提供輔導青年創業主要就是創業資金補助(GP-1-MTI-6)，根據重點產業所提供的資金多寡有所差別(GP-1-MTI-7)。因此青年在創業時可以先以國家目前重點輔導產業的方向去做創業規劃(GP-1-MTI-8)，除了創業時能得到比較多資源外(GP-1-MTI-9)，也比較容易申請到創業資金補助</p>

Dimension	Description of Question
	<p>(GP-1-MTI-10)。</p> <p>2. 請您比較兩岸政府對創業的相關政策之差異。Please compare the differences between the entrepreneurial policies of the two sides.</p> <p>目前我的觀察是台灣政府對於輔導青年創業的預算編列還不夠(GP-2-MTI-1)，判定的標準是跟鄰近國家相比(GP-2-MTI-2)，例如說日本、南韓、中國大陸，他們提供的創業資金補助是比較高的(GP-2-MTI-3)。</p> <p>中國近年對青年創業這一塊，更遠超過我們政府能夠提供的資源(GP-2-MTI-4)。例如中國政府輔導學生創業，就成立一個清華大學科技開發總公司(GP-2-MTI-5)，逐步形成紫光集團(Tsinghua Unigroup)(GP-2-MTI-6)。從中央政策到實際成立的推廣很快(GP-2-MTI-7)，利用產學合作以及國家企業的輔助(GP-2-MTI-8)，中國在推動創業育成是比較有機動性和時效性(GP-2-MTI-9)。相對來說，台灣政府目前對於青年創業的輔助，沒有這幾個國家來的好(GP-2-MTI-10)。</p>
<p>稅收和行政體系</p> <p>TB</p>	<p>1. 請問您輔導創業時對稅收相關政策及行政體系的認知、感想及建議為何？What are your understanding, feelings, and suggestions about tax-related policies and administrative system when you help with others entrepreneurship?</p> <p>目前進駐政大創業基地的青創團隊多數是還沒有設立公司行號(TB-1-MTI-1)，所以沒有稅負方面的問題，頂多是繳一些規費(TB-1-MTI-2)，所以稅務方面目前對青創團隊來說並不是很大的問題(TB-1-MTI-3)。</p> <p>創業如果成立公司後就要承擔盈利和盈虧，就有稅金的負擔，如營業稅、營所稅等等(TB-1-MTI-4)，不過目前我的觀察是政府並沒有因為是新創公司而有任何減免機制(TB-1-MTI-5)。</p> <p>學校單位的青創基地是媒合的角色(TB-1-MTI-6)，無法直接提供資金補助予創業者(TB-1-MTI-7)，學校是以培育人才為主(TB-1-MTI-8)。目前基地的作法是請校內老師或是校外專業人士對青創者進行課程培訓(TB-1-MTI-9)，以及提供辦公場所給創業者使用(TB-1-MTI-10)。</p> <p>2. 請您比較兩岸創業相關稅收制度及行政體系之差異。Please compare the differences of entrepreneurial taxation and administrative systems between two sides.</p>

Dimension	Description of Question
	<p>目前兩岸都在鼓勵創業(TB-2-MTI-1)，稅務改革也是各自有的(TB-2-MTI-1)。相比來說中國稅收制度可能比台灣複雜(TB-2-MTI-2)。</p> <p>兩岸創業基地就如同之前所說，中國目前在推動創業育成是比較有機動性和時效性(TB-2-MTI-3)，中國的學校就可以跟產業結合(TB-2-MTI-4)，這是中國國家政策的鼓勵(TB-2-MTI-5)，相比來說台灣立法程序很繁瑣(TB-2-MTI-6)，推動創業育成無法快速(TB-2-MTI-7)。</p>
<p>教育培訓 EE</p>	<p>1. 請問您輔導的創業團隊如何進行教育訓練？ How do you conduct education and training for your entrepreneurial team?</p> <p>育成中心的創業團隊可以提出需要專業的協助(EE-1-MTI-1)，例如說行銷或法律(EE-1-MTI-2)，那我們就透過基地的業師群、教師網去找適合的老師，來輔導創業青年(EE-1-MTI-3)。</p> <p>輔導的狀況可能是一對一或一對多(EE-1-MTI-4)，教育訓練都是基地提供的免費服務(EE-1-MTI-5)。目前基地的師資都是政大的老師為主(EE-1-MTI-6)，業師則是校外的專業人士(EE-1-MTI-7)。</p> <p>有定期舉辦的講座，例如創業講座、創業工作坊、創業團隊的交流經驗分享(EE-1-MTI-8)。開放校內校外的人士都可以參加(EE-1-MTI-9)，不過有名額限制，以政大的學生優先再開放其他的名額(EE-1-MTI-10)。</p> <p>2. 請問您對人才的教育培訓方面有何建言？ What are your advices about the education and training of entrepreneurial team?</p> <p>政大育成中心是學校單位(EE-2-MTI-1)，以培育人才為主(EE-2-MTI-2)，培育的範圍是以大台北地區有志創業的青年都歡迎參加(EE-2-MTI-3)。</p> <p>優點是創業資訊可以分享，可以相互鼓勵帶動創業氣氛，這是正面的效果(EE-2-MTI-4)。目前學校推廣創業教育的活動是全面性的(EE-2-MTI-5)，創業活動在網站都有公開資訊(EE-2-MTI-6)，有社群網站做公開的宣傳(EE-2-MTI-7)。網路無邊界，大家現在都在網路分享資源，有興趣的朋友就會上網找相關的資訊(EE-2-MTI-8)。</p> <p>學校是一個培養人才的搖籃，在產業界也需要人才(EE-2-MTI-9)。經過創業的過程培養人才(EE-2-MTI-10)，流動</p>

Dimension	Description of Question
	<p>到產業去，也是一種人才的運用跟轉換(EE-2-MTI-11)。經過創業洗禮的人才到產業之後，也能用本身的經驗到產業服務(EE-2-MTI-12)。</p>
<p>研發成果轉化 RT</p>	<p>1. 請您說明國內研發成果轉化之問題及建議。What are the problems and suggestions for the transformation of domestic R&D results from your perspective?</p> <p>創業團隊進駐青創基地時就會先評估創業項目的發展潛力，經過審核才會同意創業團隊進駐(RT-1-MTI-1)。創投公司是育成中心協助媒合，我們會尋找創投公司過來查訪，讓創投公司到基地聽創業團隊的項目的發表(RT-1-MTI-2)。如果創投公司認為這個創業項目有潛力，就會投資(RT-1-MTI-3)。</p> <p>不過育成中心不能保證創投公司一定對創業團隊的項目有所興趣(RT-1-MTI-4)，目前學校育成中心能夠做的就是以這個條件為主，未來是否輔導企業到上櫃或是興櫃，也要看創業團隊的發展規模(RT-1-MTI-5)。</p>
<p>商業及法律體系 CL</p>	<p>1. 請問您覺得國內在商業或法律面對創業者的支援系統或資源是否充足？為什麼？Is domestic support system or resource for entrepreneurs in business or law sufficient? Why?</p> <p>育成中心的輔導團隊裡，商業跟法律的專業性問題都有專業的相關人士可以進行輔導(CL-1-MTI-1)。例如公司設立相關問題或是專利是否侵權(CL-1-MTI-2)，另外也有些商品適用性的問題(CL-1-MTI-3)，例如飲食或是酒品，都會先來提醒創業的同學。</p> <p>目前基地都是提供免費的諮詢(CL-1-MTI-4)，不過若是有牽涉到法律行為，可能他們就要自己去找律師協尋(CL-1-MTI-5)。而目前就我的觀察，國內對創業團隊的輔導是足夠的(CL-1-MTI-6)。</p>
<p>市場進入管制和障礙 MR</p>	<p>1. 請問您描述政府對新創團隊有無任何不便或過多的管制作法。Does the government have any inconvenience or excessive regulatory actions on entrepreneurship?</p> <p>市場管制主要可能還是在法規的部分(MR-1-MTI-1)，例如創新團隊的創業項目跟現行法規有衝突(MR-1-MTI-2)，政府的修法太慢，會阻礙創新團隊的發展(MR-1-MTI-3)。例如金融法規的修法太慢，讓目前台灣的三方支付發展落後(MR-1-MTI-4)。</p>
<p>實體基礎建設</p>	<p>1. 請您描述國內或創業基地在創業基礎建設完整性、充裕性、品質性、便利性等看法。Please express your opinions about the</p>

Dimension	Description of Question
PI	<p>integrity, adequacy, quality, and convenience of the infrastructure in Taiwan or entrepreneurial base.</p> <p>政大育成中心是仿效美國柏克萊大學及多家著名育成中心的做法(PI-1-MTI-1)，提供新創團隊中小型的獨立進駐空間(PI-1-MTI-2)、也提供共同工作空間(PI-1-MTI-3)。</p> <p>在創業基礎設施上，我們提供會議室、交流空間以及一些辦公的事務設備(PI-1-MTI-4)，讓新創團隊可以沒有顧慮的在創業上衝刺。</p> <p>政大育成中心的創業團隊可以做意見回饋，育成中心會採納做修改(PI-1-MTI-5)。目前為止的進駐團隊都沒有抱怨，也沒有特別的苛求(PI-1-MTI-6)。整體觀察來看，基地整體提供的條件對新創團隊來說是夠的(PI-1-MTI-7)。</p>
文化和社會規範 CN	<p>1.請您描述創業氛圍之感受？以您的觀察，週遭的人或環境，對創業的態度或行動表現為何。Please describe your feeling about entrepreneurial atmosphere? Based on your observation, what about the attitude or actions of people around you on entrepreneurship?</p> <p>以我的觀察，目前政大的學生組隊來參加創業活動的人數是不夠的(CN-1-MTI-1)。政大的屬性是文科為主，跟工科的學校不同(CN-1-MTI-2)。工科的學校因為有專業技術的關係，所以比較有創業的企圖(CN-1-MTI-3)，如果有研發技術在手上是比較會走向創業(CN-1-MTI-4)。不過育成中心的團隊還是有逐年增加的趨勢，一年多前才五個創業團隊，現在已經有 20 個以上的團隊了(CN-1-MTI-5)。</p> <p>台灣景氣十幾年來狀況都不優(CN-1-MTI-6)，相對來說，中國的總體經濟活動是比較強烈(CN-1-MTI-7)。中國有消費市場需求(CN-1-MTI-8)，台灣相對而言市場小(CN-1-MTI-9)，台灣青年想到大陸發展最主要就是看到中國的市場有這個機會(CN-1-MTI-10)，但成功與否並不能保證(CN-1-MTI-11)，年輕人總是比較敢挑戰這樣的風險(CN-1-MTI-12)。</p> <p>兩岸相比起來創業的競爭條件，中國是比較嚴酷(CN-1-MTI-13)，但是存在的創業機會相比是大很多(CN-1-MTI-14)，現在很多年輕人到中國發展我認為這就是很重要的原因(CN-1-MTI-15)。不過每個創業團隊的創業規劃都不盡相同，不一定會想往中國大陸發展(CN-1-MTI-16)，東南亞也好</p>

Dimension	Description of Question
	中國也好或是歐美都想去(CN-1-MTI-17)，而文創方面的團隊還是以台灣的市場為主(CN-1-MTI-18)。



Appendix 5- Interview Transcript of MYB

Dimension	Description of Question
創業融資 EF	<p>1. 請問您就中國創業融資管道及相關措施說明您的觀察及建議。 What are your observations and suggestions about the domestic venture financing channels and related measures?</p> <p>其實在中國創業，台灣青年資金取得不容易(EF-1-MYB-1)，除了你有好的創業項目可以參加比賽獲得獎金(EF-1-MYB-2)，或是找創投公司投資(EF-1-MYB-3)，否則在中國向銀行融資並不容易，因為沒有抵押物(EF-1-MYB-4)。</p> <p>中國招攬台灣青創人才初期的確有較多的補助津貼(EF-1-MYB-5)，但現在比較少(EF-1-MYB-6)。其實台灣青年能在中國創業融資管道真的太少(EF-1-MYB-7)，建議來中國創業的青年要先自行準備一筆創業基金(EF-1-MYB-8)，可以先順利度過創業初期公司營運所需，之後的創業工作才能比較順利進行(EF-1-MYB-9)。</p>
政府政策 GP	<p>1. 請問您輔導創業時對政府相關政策的認知、感想及建議為何？ What are your thoughts, feelings and suggestions on government-related policies when you start your own business?</p> <p>中國政府目前輔助台灣青年到中國創業的政策主要是提供住房津貼、人才津貼，以減少到大陸創業的營運成本(GP-1-MYB-1)。不過每個基地的創業政策都不太一樣(GP-1-MYB-2)，基本上的創業輔助就是辦公空間、資源對接、人才獎補、住房津貼等等(GP-1-MYB-3)。</p> <p>另外每個地區的重點輔導產業不同，政策也有差異(GP-1-MYB-4)，例如平潭就是目前中國重點輔導的自由經貿區(GP-1-MYB-5)，旅遊業、民宿業都是重點輔導對象(GP-1-MYB-6)。</p> <p>中國有句俗諺是：「站在風口上，豬都會飛」，建議台灣青年赴陸創業可以選擇一個有重點輔導跟自身創業項目相關的地區，才能找到方向順勢而為(GP-1-MYB-7)。</p> <p>2. 請您比較兩岸政府對創業的相關政策之差異。 Please compare the differences between the entrepreneurial policies of the two sides.</p> <p>中國政府目前輔助青年創業主要是協助赴陸創業青年的生活壓力，給予住房津貼、人才津貼等等(GP-2-MYB-1)。過去為了要</p>

Dimension	Description of Question
	<p>吸引人才赴陸可能會有比較多的補助(GP-2-MYB-2)，可是目前慢慢規範化，資金補助也都減少了(GP-2-MYB-3)。</p> <p>創業輔導政策主要是減少創業者的營運成本(GP-2-MYB-4)，不能保障創業項目就能取得創業成果(GP-2-MYB-5)，創業我認為還是要靠創業者自己，中國市場是很殘忍的，到處都是狼性的人才(GP-2-MYB-6)。</p>
<p>稅收和行政體系</p> <p>TB</p>	<p>1. 請問您輔導創業時對稅收相關政策及行政體系的認知、感想及建議為何？What are your understanding, feelings, and suggestions about tax-related policies and administrative system when you started your business?</p> <p>中國稅務項目繁多(TB-1-MYB-1)，各種類型公司以及各地區的稅賦都不太相同(TB-1-MYB-2)。中國為了鼓勵創新創業有在加快稅制改革(TB-1-MYB-3)，一般來說跟創業者比較相關有 3 種：增值稅、企業所得稅以及個人所得稅(TB-1-MYB-4)。</p> <p>中國有一些針對新創企業的稅務優惠，例如月營業額 2 萬人民幣以下免徵增值稅(TB-1-MYB-5)。另外就我目前所在的平潭創業園，針對台灣籍新創企業也有納稅貢獻獎勵，以及個人所得稅的納稅補貼(TB-1-MYB-6)。</p> <p>關於行政體系，中國青創基地因媒體渲染誇大(TB-1-MYB-7)，讓台灣青年以為到中國創業就可免費取得許多資源，免費辦公室、免費入住、還有薪水等等(TB-1-MYB-8)。事實上並不是來到中國創業就可以輕易取得資源(TB-1-MYB-9)，還是要看創業項目以及配合政策才能取得補助津貼(TB-1-MYB-10)。</p> <p>中國青創基地的宣傳，因為中國網路限制的關係，所以詳細基地資訊很難完整傳達給台灣青年(TB-1-MYB-11)。建議台灣青年可以先到基地實地參訪，以便了解中國青創基地的運作(TB-1-MYB-12)。</p> <p>2. 請您比較兩岸創業相關稅收制度及行政體系之差異。Please compare the differences of entrepreneurial taxation and administrative systems between two sides.</p> <p>我知道中國為了鼓勵創新創業有在加快稅制改革(TB-2-MYB-1)，目前我所知道中國為了解決新創企業的融資問題，創投公司若對符合資格的新創企業進行投資，將可按投資額 70% 抵扣應納稅所得稅(TB-2-MYB-2)。台灣好像也有天使投資租稅減免的改革(TB-2-MYB-3)。改革我覺得都會有的，但</p>

Dimension	Description of Question
	<p>實際對新創企業幫助大不大也不一定(TB-2-MYB-4)。</p> <p>關於行政體系，兩岸育成中心應該都是一個媒合的角色(TB-2-MYB-5)，提供創業空間，創業輔導以及資源對接(TB-2-MYB-6)，除了各地創業政策有所差異外(TB-2-MYB-7)，其他性質應該差異不大(TB-2-MYB-8)。</p>
<p>教育培訓 EE</p>	<p>1. 請問您輔導的創業團隊如何進行教育訓練？How do you conduct education and training for your entrepreneurial team?</p> <p>青創基地有提供教育訓練的課程，例如稅務、專利、商標、註冊等等(EE-1-MYB-1)。創業者也可以單獨向創業導師尋求協助，都是免費的輔導(EE-1-MYB-2)。創業導師都是專業項目的人士，可以提供創業相關資訊給創業青年(EE-1-MYB-3)。</p> <p>2. 請問您對人才的教育培訓方面有何建言？What are your advices about the education and training of entrepreneurial team?</p> <p>中國跟台灣雖然語言相同，但文字用法不同，還是存在文化上的差異，例如專業術語的用法兩地就不盡相同(EE-2-MYB-1)。台灣青年在上課時可能就無法全面理解培訓的內容，需要多花時間解讀導師的上課資訊(EE-2-MYB-2)，有時候可能無法符合創業者真正的需要(EE-2-MYB-3)。建議台灣青年來中國創業應該先了解當地文化以及語言用法(EE-2-MYB-4)，不僅對生活有幫助(EE-2-MYB-5)，對創業學習也會有比較大的助益(EE-2-MYB-6)。</p>
<p>研發成果 轉化 RT</p>	<p>1.請您說明中國青創基地研發成果轉化之問題及建議。What are the problems and suggestions for the transformation of domestic R&D results from your perspective?</p> <p>研發成果轉化包含商品化以及市場化(RT-1-MYB-1)，成果商品化的部分因為涉及專利問題，主要是創業者自己去找方法處理(RT-1-MYB-2)。市場化的部分，較多創業者會拿出來討論，看有什麼方法可以打入中國消費市場(RT-1-MYB-3)。而海峽兩岸青創基地因為有中國政府的重點扶植，因此能找到對接的資源也比較多(RT-1-MYB-4)。</p>
<p>商業及法律體系</p>	<p>1.請問您覺得中國青創基地在商業或法律面對創業者的支援系統或資源是否充足？為什麼？Is domestic support system or resource for entrepreneurs in business or law sufficient? Why?</p>

Dimension	Description of Question
CL	<p>商業跟法律的問題在每個基地都有專業的人士輔導 (CL-1-MYB-1)，不過現在中國青創基地很多，根據基地規模以及所在區域，資源還是有所不同 (CL-1-MYB-2)。海峽兩岸青創基地因為是國台辦授牌 (CL-1-MYB-3)，中國政府重點扶持政策導向，所以商業及法律支援配套比較豐富 (CL-1-MYB-4)。</p>
市場進入 管制和障 礙 MR	<p>1. 請問您描述中國政府對新創團隊有無任何不便或過多的管制作法。 Does the government have any inconvenience or excessive regulatory actions on entrepreneurship?</p> <p>中國政府並無對新創團隊有過多的管制 (MR-1-MYB-1)，不過對產業中的某些部分進行保護與管制，例如網路或是電影 (MR-1-MYB-2)。創業者應該考量其創業產品與該區產業政策的配合，這樣產品進入市場才不會有太多障礙 (MR-1-MYB-3)。</p>
實體基礎 建設 PI	<p>1. 請您描述中國國內或創業基地在創業基礎建設完整性、充裕性、品質性、便利性等看法。 Please express your opinions about the integrity, adequacy, quality, and convenience of the infrastructure in Taiwan or entrepreneurial base.</p> <p>青創基地是一個媒合的角色 (PI-1-MYB-1)，提供創業空間，創業輔導以及資源對接 (PI-1-MYB-2)。目前中國的創業基地數量太多，有些都淪為蚊子館 (PI-1-MYB-3)。但若是國台辦授牌的海峽兩岸青創基地，因為有中國政府的政策輔導，基地整體資源就會比較多 (PI-1-MYB-4)，而加上如果是政府重點扶持的區域，例如平潭自由經貿區，來這邊參觀的投資人也比較多 (PI-1-MYB-5)，資金、資源豐富的狀況下，創業基礎建設也較完整 (PI-1-MYB-6)。</p>
文化和社 會規範 CN	<p>1. 請您描述創業氛圍之感受？以您的觀察，週遭的人或環境，對創業的態度或行動表現為何。 Please describe your feeling about entrepreneurial atmosphere? Based on your observation, what about the attitude or actions of people around you on entrepreneurship?</p> <p>就我的觀察，來中國創業的人很多，打道回府的也不少 (CN-1-MYB-1)。在外地創業需要很大的勇氣，創業這條路並不好走，成功機率很低，100 個大概有 95 個失敗 (CN-1-MYB-2)。但我認為至少闖過，做自己想做的事情，有目標就不會覺得累 (CN-1-MYB-3)。</p> <p>到中國創業跟台灣不同的是創業模式 (CN-1-MYB-4)，在台灣創業很多是滿足生活 (CN-1-MYB-5)，在中國很多人創業是要改變</p>

Dimension	Description of Question
	<p>生活(CN-1-MYB-6)。到中國創業最重要的是必須要放下自己的成見並且改變心態(CN-1-MYB-7)，尋找跟當地合作的機會(CN-1-MYB-8)，才能順利踏出在中國創業的第一步。台灣是海島國家，市場小(CN-1-MYB-9)，所以容易感受到安逸(CN-1-MYB-10)。但是全球市場很大，建議台灣年輕人可以試著到台灣以外的地方闖闖看(CN-1-MYB-11)，會有不一樣的感受。</p>

