**Table 2**: Sample Characterization

|  |  |  |
| --- | --- | --- |
| **Characteristics** | **n** | **%** |
| Age Group |  |  |
| Until 25 years | 5 | 5 |
| From 25 to 35 years | 33 | 33 |
| From 35 to 45 years | 26 | 26 |
| From 45 to 55 years | 21 | 21 |
| More than 55 years | 15 | 15 |
| Education |  |  |
| 1st grade incomplete | 1 | 1 |
| 1st grade completed | 5 | 5 |
| 2nd grade incomplete | 2 | 2 |
| 2nd grade completed | 39 | 39 |
| Undergraduate incomplete | 11 | 11 |
| Undergraduate completed | 32 | 32 |
| Specialization (MBA) | 8 | 8 |
| Master | 1 | 1 |
| Doctorate (Ph.D.) | 1 | 1 |
| Region of Actuation |  |  |
| Capital | 75 | 75 |
| Interior | 25 | 25 |
| Field of Activity  |  |  |
| Industry | 10 | 10 |
| Commerce | 57 | 57 |
| Services | 33 | 33 |
| Age of the Company  |  |  |
| Failure in less than 5 years | 50 | 50 |
| From 5 to 10 years | 30 | 30 |
| From 10 to 15 years | 8 | 8 |
| From 15 to 20 years | 5 | 5 |
| From 20 to 25 years | 3 | 3 |
| From 25 to 30 years | 2 | 2 |
| More than 30 years | 2 | 2 |

Source: Elaborated by the authors. **Note**. N = 100.