APPENDIX A. QUESTIONNARIE EXAMINED IN THE ARTICLE

Section 1 - General information.

1. Please, indicate your age

2. Please, indicate your gender
   - Male
   - Female

3. Please, indicate your Educational level:
   - Elementary School
   - Middle School diploma
   - Professional diploma
   - High school diploma
   - Bachelor degree
   - Master degree
   - MSc
   - PhD

4. Do you work in your farm full time or part time?
   - Part-time
   - Full-time

5. How many years have you been working in the agricultural sector?

6. Farm Utilized Agricutural Area (UAA) (hectars):

7. What certifications does your farm currently have?
   - ISCC+
   - Organic
   - GlobalGAP
   - No certification
   - Other, specify:

8. Are you part of a producer organisation, cooperative, consortium or farmers' association?
   - Yes
   - No

Section 2 – Contracts

9. Do you currently sell one or more of your products by signing a cultivation and/or pre-sowing contract?
    - Yes
    - No

10. Have you formally signed a contract to participate in the Carta del Mulino programme?
    - Yes
    - No

Section 3 - Agricultural practices and crop management

11. Have you ever adopted crop rotation (e.g. with oilseed/legumes)?
    - Yes
    - No

12. Have you ever adopted intercropping (multiple crops planting)?
    - Yes
    - No

13. Have you ever adopted green manure?
    - Yes
    - No

14. Have you ever adopted flower strip?
    - Yes
    - No

15. Have you ever adopted Minimum or zero tillage?
    - Yes
    - No

16. Have you ever adopted avoidance of using glyphosate?
    - Yes
    - No

Section 4 – Attitudes

17. Please consider the following statement carefully. You can respond with: "I totally disagree", "I somewhat disagree", "I neither agree nor disagree", "I somewhat agree", "I totally agree".

No.	Do you agree or disagree that:	I totally disagree	I somewhat disagree	I neither agree nor disagree	I somewhat agree	I totally agree
1.	If I do something for the environment just as a single person, it will have no effect					
2.	Since other farmers already contribute to sustainable crop productions, my contribution is not relevant					
3.	The best way to solve environmental problems is to act collectively.					
4.	Forming an association with other farmers to contribute to environmental improvement is just a waste of time					
5.	For me, participating in collective actions related to the realization of a sustainable supply chain is important to help the environment					
6.	My family and friends would be proud of me if I contributed to the realization of a sustainable supply chain					
7.	If I see an opportunity, I am always willing to try new practices and techniques					
8.	I always look for opportunities to try something new.					
9.	I am not willing to experiment with new crops.					
10.	If I see an opportunity to increase profits, I am always willing to take risks.					
11.	I would rather maintain current crops than replace them with ones I don't know.					
12.	If I can't be sure of the benefits, I am not willing to invest in my business.					
13.	I am willing to start activities that other farmers are not yet doing.					
14.	I am always looking for new connections to access inputs, funding, and new markets.					
15.	It is hard to analyse market trends and therefore set my business strategies.					

*STATA code - Farmers in the transition towards sustainability: what is the role of their entrepreneurial identity?
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use data2022.dta, clear

* section 1 of the survey *
ren v1 age
ren v2 gender
ren v3 educ8
ren v4 full_time
ren v5 experience
ren v6 land_size
gen certification = 0
replace certification = 1 if v7 != 3
ren v8 coop

* section 2 of the survey *
gen contract = 0
replace contract = 1 if v9 == 1
replace contract = 2 if v9 == 1 & v10 == 1

* section 3 of the survey *
ren v11 rotation
ren v12 intercropping
ren v13 manure
ren v14 flower
ren v15 minimumtillage
ren v16 noglipho

egen practices = rowtotal(rotation intercropping manure flower minimumtillage noglipho)

* section 4 of the survey *
alpha v17_1 v17_2 v17_3 v17_4 v17_5 v17_6,  item std gen(collective)
alpha v17_7 v17_8 v17_9,          item std gen(innovative)
alpha v17_10 v17_11 v17_12 ,   item std gen(risk_taking)
alpha v17_13 v17_14 v17_15 ,   item std gen(procative)

** generate new variables
gen ln_land = ln(land_size)
gen age2 = age^2


gen educ3 = 0
replace educ3 = 1 if educ8 > 3
replace educ3 = 2 if educ8 > 4


*poisson regression
poisson practices  gender age age2 educ3 full_time coop experience ln_land certification  innovative
risk_taking procative collective, robust

*mprobit
mprobit contract practices gender age age2 educ3 full_time coop experience ln_land certification  innovative
risk_taking procative collective, base(0) robust
```