

How the Role of Female Entrepreneurs' Social Network Changes from Start-up to Establishment Phase: Case Study of Export Sector

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Abstract

The ability to develop and maintain an effective network is one of the entrepreneurial competencies. Despite recognition of the value of networking, there has been little research into the networks of female entrepreneurs. Current evidences indicate the differences between men and women's networking and in part, women's weakness to creat and maintain entrepreneurial networking compared to that on men. Considering that a majority of previous researches have seen social network as a static not dynamic object, this article aims at studing the dynamics of the role of female entrepreneurs' social network at different stages of the business life cycle including new and stablished businesses. This article presents findings drawing upon qualitative research conducted in Tehran, Iran, through 10 semi-structured interviews among female entrepreneurs who export goods and services and their businesses are at least 5 years old to make sure they have experienced both new and established business. The findings showed providing access to opportunities, information and resources is the most important role of social network for Iranian female entrepreneurs in both new and stablished businesses.

Keywords: established business, female entrepreneurs, new business, role of network, social network.

The Effects of Entrepreneurship Education on Technical and Vocational Students' Entrepreneurial intention (Case Study: Technical and Vocational University, the college of girls in Karaj)

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Abstract

The aim of this study is to examine the effects of entrepreneurship education on entrepreneurial intention of technical and vocational university students. Technical and vocational higher education centers are among the centers providing students with both theoretical knowledge and practical skills. Entrepreneurship and business skills are the courses that students are required to pass during the same program. The study is applied in terms of aim and is Quasi experimental in terms of data collection. The population of this study includes 240 students of the mentioned canter. 120 students received entrepreneurship education (experiment group) while 120 students did not receive any education (control group). A questionnaire was used to gather data. The validity of the questionnaire was approved based on experts' consensus and the Cronbach's alpha as a measure of reliability was 0.93. The results of one-sample T-test for comparing two means revealed that entrepreneurship education affects entrepreneurial intention and the students' understanding of their self-efficacy.

Keywords: entrepreneurship education, entrepreneurial intention, students, technical and vocational university.

Diagnosis of Commercialization Process of Inventions: An Analysis in Three Areas of Inventor, Environment and Invention

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Abstract

Undoubtedly, the condition governing the economic development in our country has increased the necessity to focus on the level of internal capacity building in the technology area and especially commercialization of inventions. Therefore, diagnosis of the commercialization process of the inventions and providing solutions for expansion of this important issue can be considered as a strategic step towards planning the technology development in the country. The aim of the present study is to recognize and investigate the barriers to the commercialization process of inventions and consequently to provide some solutions in this regard. The data is collected through a questionnaire completed by the top inventors of Yazd Province. The sample is selected using Cochran method. TOPSIS and QFD techniques were used for data analysis. The study results show that "lack of collateral and financial support for taking out credit facilities and investments" are the main barriers among the 65 recognized and approved barriers by the inventors. Accordingly, "banking rules reform for providing collaterals out of the knowledge-based plans" and "formation of inventors' chain" is recommended as the main solutions for the expansion of the inventions commercialization.

Keywords: patent, commercialization, quality improvement performance, TOPSIS technique.

Designing the Structural Equation Model of Organizational Entrepreneurship Development in Rural Development Cooperatives of Zanzan Province

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Abstract

Organizational entrepreneurship as one of the main forms of entrepreneurship plays a key role in the success of organizations. On the other hand, several factors are influencing the process of organizational entrepreneurship development which are necessary to be studied and identified. Considering the importance of the subject, the main purpose of this descriptive- correlative study was to design the structural equation model of organizational entrepreneurship development in rural development cooperatives. The population of the study consisted of all main members of administrative board in the cooperatives of Zanzan Province (N= 335). According to the Krejcie and Morgan table, a sample of 185 was selected using stratified random sampling technique. A questionnaire was used to collect data. The results showed that four factors of organizational culture, organizational structure, the environment, and improving the members' entrepreneurship skills had a positive and significant effect on the dependent variable. The factors totally explained about 57 percent of variances of organizational entrepreneurship in the cooperatives of Zanzan Province.

Keywords: entrepreneurship, organizational culture and structure, rural cooperatives.

Identifying the Learning Sources and Methods of Novice Entrepreneurs

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Abstract

The issue of entrepreneurial learning and entrepreneurs' different learning methods are addressed to attract and empower young interested people to create and manage business activities. Although learning has a crucial role in the process of entrepreneurship, entrepreneurs and researchers lack a comprehensive pattern for explaining learning in terms of sources, methods, as well as entrepreneurs' performance. Therefore, the present study seeks to present a pattern for early stage entrepreneurs' learning sources and methods in Iran. This is a qualitative research including an in-depth and semi-structured interview. Participants of the study include 12 novices while highly-educated entrepreneurs were chosen using purposeful sampling. They were interviewed and the data were encoded in three steps as follows: determining oral evidence, identifying learning methods, and relating the learning methods to the sources. As a result of this study, amateur entrepreneurs' learning methods and sources have been identified and presented in light of different stages of the entrepreneurial process. The study yielded the result that entrepreneurs adopt a universal perspective on using learning sources such as human interactions, performance of duties, training programs and publications whereby all of them use the three above-mentioned learning sources. On the other hand, contingency approach was used in terms of learning methods. In other words, it was revealed that entrepreneurs adopt effective methods that suit different personalities and particular working environment to run business activities.

Keywords: entrepreneurial learning, learning function, learning methods, learning sources.

The Effect of Philosophical Mindset on Entrepreneurial Tendencies: The Case of Managers of Small and Medium Businesses

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Abstract

This article examines the effect of philosophical mindset on the entrepreneurial tendencies of small and medium businesses' managers. A correlational study was conducted by drawing on a descriptive design. The population included 361 managers of small and medium businesses in 9 provinces. The required information was gleaned through two questionnaires. Finally, the obtained data was analyzed using the statistical path analysis and structural equation modeling. The findings showed that philosophical mindset had a significant impact on managers' need for achievement, need for independence, creativity, risk-taking tendencies, and locus of control. Management experience, as a moderating variable influencing the philosophical mindset, had a remarkable effect on their entrepreneurial tendencies. Moreover, the proposed model explaining the relationship and the impact of philosophical mindset on entrepreneurial tendencies of small and medium businesses' managers is found to be an appropriate model which fits in the data obtained. By developing the philosophical mindset of small and medium businesses' managers, their entrepreneurial tendencies can be enhanced and improved.

Keywords: entrepreneurial tendencies, managers, philosophical mindset, small and medium businesses.

The Analysis of Marketing Innovation Influence Pattern on Sustainable Competitive Advantage through Entrepreneurial Orientation (Case Study: Isfahan Carpet Industry)

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Abstract

In early 21st century, rapid and all- inclusive global change has transformed so much the working environment of organizations that the organizations and their managers are obliged to find new ways for their actions to adapt to global change and evolution, so that they can survive in the domestic and global competition arena. In fact, an organization will be successful that can achieve a sustainable competitive advantage. Towards that end, the present study tries to design a model for the influence of marketing innovation on the sustainable competitive advantage with an entrepreneurship approach. The qualitative data of this applied research was collected by means of a questionnaire. For that purpose, a standard questionnaire based on Likert classification was used and 110 artisans of carpet industry in Isfahan Province were assessed. Data analysis was performed by descriptive and inferential statistics using AMOS 20 and SPSS19 software. The findings show that entrepreneurial orientation affects the relationship between marketing innovation and sustainable competitive advantage and one can improve that relation through entrepreneurial orientation. Also, marketing innovation is directly related to sustainable competitive advantage.

Keywords: carpet industry, entrepreneurial orientation, marketing innovation, sustainable competitive advantage.

Developing a Framework of Entrepreneurial Learning from Failures for Iranian Habitual Entrepreneurs: A Process Approach

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Abstract

Facing failures at different stages of the entrepreneurial activities is a common and predictable matter in the process of experiential learning which is chiefly based on the trial and error method (opportunity creation view). The important matter is the need to learn from these failures and not to repeat them in future. This would pave the way for entrepreneurs' advancement. Errors and failures which are common practices in the field of entrepreneurship are painful and costly, but at the same time, they are valuable sources of intangible assets, and many scholars believe that they are valuable sources for entrepreneurial learning. However, there is no systematic, holistic and transparent view about the entrepreneurial learning from the backgrounds and /or failures. In this study, we have used narrative and discourse analytical methods to survey the career paths of 10 successful entrepreneurs in order to develop a framework for "entrepreneurial learning from failures". This conceptual framework includes their causes of failures, the consequences of failures, their selected action to confront their failures, and finally the lessons they have learned from experiencing such failures.

Keywords: entrepreneurial failure, entrepreneurial learning, habitual entrepreneurs.

Identifying the Barriers to Entrepreneurship Development as Perceived by Graduate Students (Case: Faculties of Agriculture in Tehran Province)

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Abstract

Entrepreneurship development plays an important role in the socio - economic development of various countries and can overcome many of the problems of these countries. The main objective of this research was to analyze the barriers to entrepreneurship development as perceived by graduate students. The population of this study was graduate students of agriculture faculties in Tehran province (N= 2786). 232 respondents were selected using Cochran formula and proportional stratified-random sampling in agriculture faculties in Tehran province. Validity of the questionnaire was approved by a panel of experts. In order to measure the reliability of questionnaire, Cronbach Alpha coefficient was calculated (0.91). The collected data was analyzed by the SPSS (19) and LISREL software (8.5). To identify the barriers to entrepreneurship development, exploratory factor analysis was used, and in order to investigate the fitting indexes of research model, confirmatory factor analysis and structural equations modeling was used. The results showed that barriers are formed by six factors including education, support, communication, attitude, policy and culture.

Keywords: agriculture, barriers, entrepreneurship development, graduate students.

Identifying the Factors Influencing Technological Innovation System in the Field of Renewable Energy

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Abstract

Nowadays clean energy and technological innovation in this field have become very important. Dynamic innovation and technology development are done by the formation of technological innovation systems and factors influencing the functions of system play a key role in the emergence of such systems. Considering the lack of previous researches in this area, this research seeks to answer the question that: "which factors are affecting technological innovation systems in renewable energy industry?" The aim of this research is applied and its method is qualitative. The population includes experts in the field of technological innovation and innovation systems concepts and renewable energy technologies that have the experience and expertise. The sample consisted of 10 people who were selected by purposeful sampling. The data gathering tool was interview and its validity was confirmed by the opinions of experts and the necessary modifications. Data analysis methods consisted of encoding in three steps including the initial coding, open coding and axial coding. Research findings represent the existence of 8 groups of elements involving institutional, governmental and law, business, economic, cultural, market structure, technology and knowledge in the 36 subsidiary dimensions which are effective in the formation of technological innovation systems in renewable energies industry in Iran.

Keywords: innovation, renewable energy, technological innovation system.