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Study of the Effect of an Integrated Model of Entrepreneurship (Nyawali & Fogel) on Entrepreneurship and Industries Zanjan Province

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Abstract:

The research methodology, survey and in terms of the target application. The purpose of this study was to determine the effectiveness of the integrated model of entrepreneurship (Naively and Fonkel) in the CE industry and research instrument consists of 4 variables. Statistical society this research included managers and official's organizations and industries of Zanjan province in the role that the decision to include. Statistical sample with the use of standard table kuris and Morgan with 286 people of the managers companies and Industries to be elected to the sampling systematic elimination is used to collect data and statistic information of the questionnaire has been used. Data analysis using SPSS and the Pearson correlation analysis and multivariate statistical methods were used. Based on these results, the variable approaches and social policies of the government, economic conditions (recession or boom), social, vocational and entrepreneurial skills of managers, executives and non-financial support, there is a positive correlation with corporate entrepreneurship, and the regression analysis, observed that the integrated model variables entrepreneurship (Naively and Fonkel) the CE industry is positive and significant.

Keywords: entrepreneurship, entrepreneurial integrated model (Naively and Fonkel), approaches and policies, economic conditions (recession and recovery), and social and entrepreneurial skills, financial and non-financial support

1. Introduction

Today, unlike in the past, with daily changes of global markets, and even moments of human communities' face and the Organization of production and services the main high making this needs to be the number of the process, not to the changes quickly and survival and growth in these markets should be the speed and with the aim of the move right (Praag, 2007, 89-90).

The economic structure is radically different from the world today. The index of the hardware and properties of visible yesterday in a position determining economic institution was replaced by the type of, innovation, created new products and properties of software. If yesterday was the richest people in the world, those who have more financial resources at their disposal, the richest people in the world today people have the knowledge and entrepreneur. The development of modern economy based on innovation and knowledge. The survival and continuity of the organizations needs and methods of solution and the new entrepreneurship as a strategic approach and an advantage in the economic system can be an efficient model for reaching the goals considered as economic and social development.

As the entrepreneurial engine move economic development. Why entrepreneurship is in the organizations is necessary than it seems because the competitive atmosphere in the world today is not to use with the entrepreneurs from this path be outdone (Wickham, 2009, 87).

In today's world, as well as factors affecting the development of entrepreneurship in society and the special characteristics of entrepreneurs in the organization, as an element of the development of various economic, cultural, social and political considered, so that one side of the motor element of entrepreneurial productivity and organizational development and on the other hand, nurturing and strengthening the morale and productivity of investment in human capital is considered.

Iran is a country with huge economic problems such as high inflation and unemployment. To get rid of this stuff in public and private sector organizations need to entrepreneurs with courage, creativity, innovation and risk taking are, to the growth and development of the organization and the community to work and create a new project (Reynolds et al, 2012, 58).

So far, many studies on the establishment of an entrepreneurial company Factors influencing the success or failure of the entrepreneurial process (King, 2010, 23), Demographic characteristics of the entrepreneurial process (Kiggundo, 2012, 177), the inheritance of entrepreneurship (Levie, 2008, 88), personal characteristics of entrepreneurs (Wagner, Sternberg, 2011, 89), etc. is done. According to the literature review on the effects of explanatory variables of entrepreneurship (the integrated model and entrepreneur Naively and Fonkel), including variables (attitudes and social policies, social and economic

conditions, job skills and entrepreneurship, financial and non-financial support) will be studied. Attempts to provide entrepreneurial models according to individual characteristics and organizational aspects and definitions of entrepreneurship is done. The model can be presented in two categories: process models and content. All the efforts of the researchers on the study's approach to the identification of individual characteristics and personal attributes that are part of this category is considered. What should be noted is that the researchers targeted approach to features and content models of a psychological framework and provide a definition of entrepreneurship on the basis of individual characteristics that due to limitations in addressing research and affirmation of the individual properties, encompassing the content model is unproductive been left unresolved. Accordingly, researchers instead of attributes approach, the behavioral approach and process models have gone (Saidi Kia, 2005, 288).

2. Process Models

Process models are two main categories:

1. The process of events: in this perspective, entrepreneurship is a process in which the entrepreneurial activities of planning, implementation and control. In addition, in the event that the concepts that influence the entrepreneurial process. Proponents of this view believe that the occurrence of certain environmental factors and their influence on a person's role is crucial in his decision to become an entrepreneur.

2. The multi-dimensional process: in this perspective, entrepreneurship is a multidimensional framework that all factors, including individual entrepreneurs and their characteristics, skills and his management style, culture, strategy, structure, systems, and organizations involved.

Integrated model of entrepreneurship Nyawali & Fogel (1994): The two researchers also have introduced environmental studies four main elements that influence the process of strengthening or weakening many companies are emerging. These four factors are:

- 1-The procedures and policies
- 2-The economic situation
- 3- Job skills and entrepreneurship
- 4-Financial and non-financial support

All these factors have a direct connection with the creation of new companies. The two researchers proposed model and the relationships between these factors is shown in the following figure (Pourseyedi, 2008, 119).

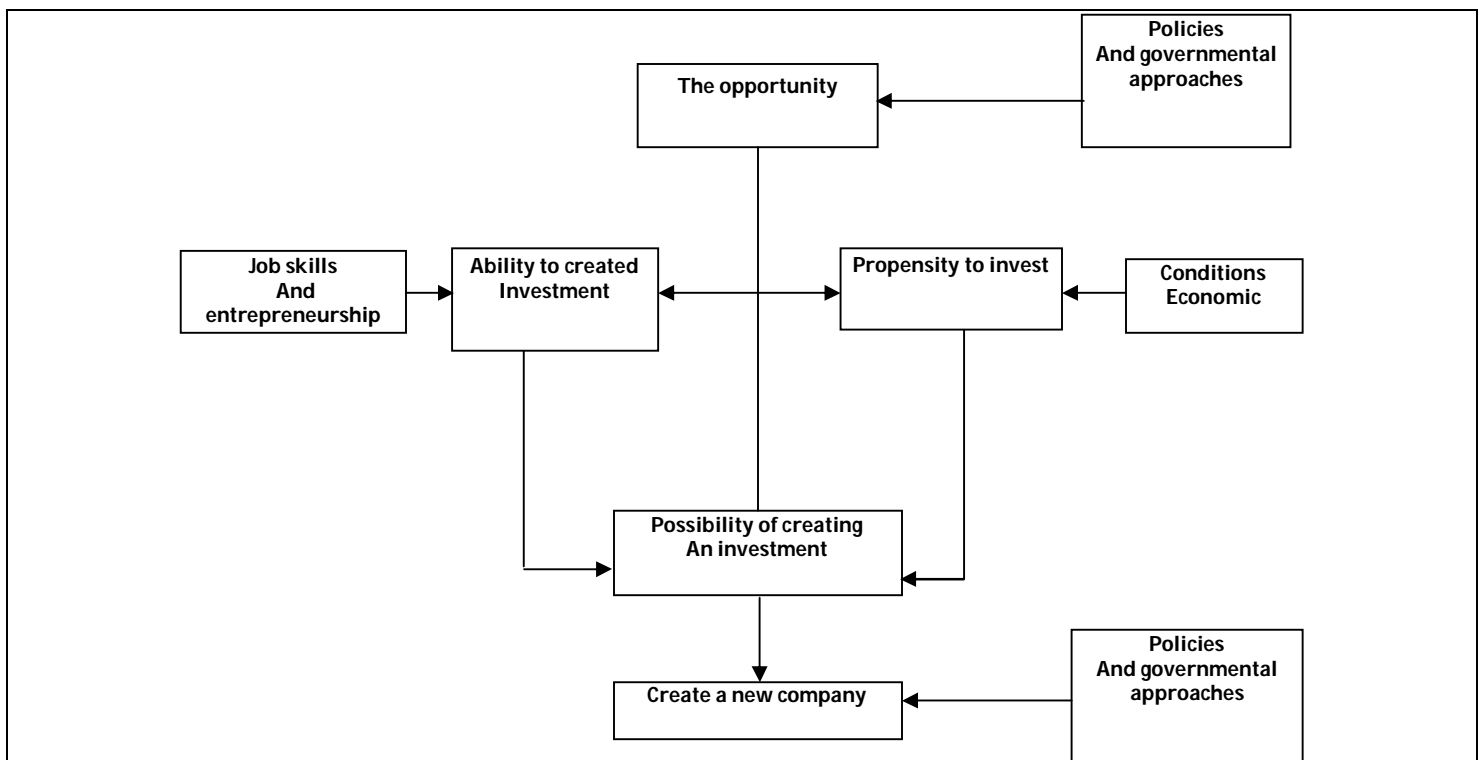


Figure 1: an integrated model of entrepreneurship Nyawali & Fogel (1994)

Economic development in developed countries show that the economic impact of entrepreneurship, such that entrepreneurs in the economic development of developing countries, have a central role in the economic development of underdeveloped countries have ignored. Due to the economic capacities of Zanjan province are required to exploit and create added value, still has not been adequately realized. Today, the main economic problem of unemployment and the mismatch

between income and expenditure household. The subject matter of a pervasive problem in the economy and economic burden of Zanjan also caught. To get out of this scourge what should I do? determined to improve the economic indicators of production should be supported and defective economic structure governing the activities of broker services and benefits than any generation will change. Entrepreneurship, the main factors creating economic value and an efficient and effective tool to reduce the number of unemployed is and the process of making a profit from new combinations, unique and valuable resources in the environment, coupled with uncertainty (Shaemy Barzoki and Teimory, 2010, 312). In the event that the challenge is to identify the factors that are influencing entrepreneurship.

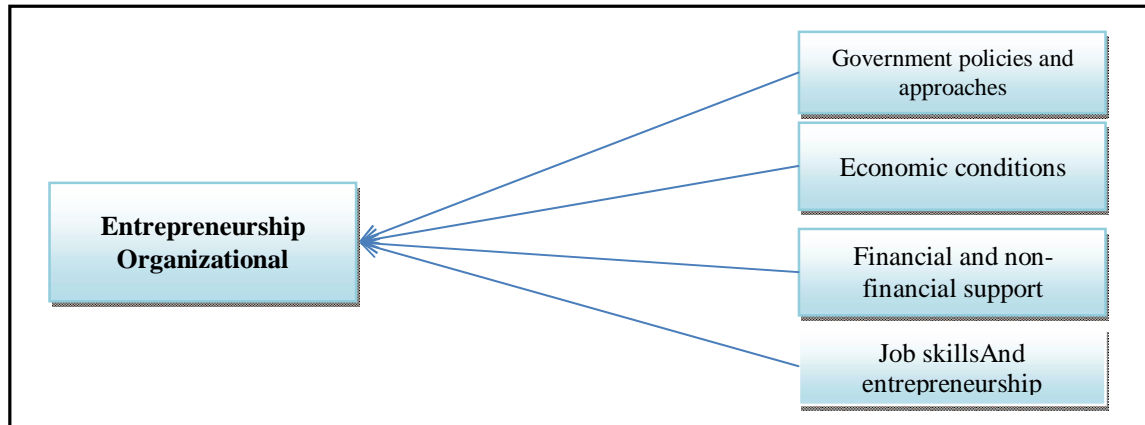


Figure 2: Conceptual model derived from the theoretical model of entrepreneurship research Nyawali & Fogel (1994)

According to the conceptual model of which is derived from the theoretical model of entrepreneurship Nyawali & Fogel, in other words independent variables affecting corporate entrepreneurship in the integrated model is proposed Nyawali & Fogel. This conceptual model directly, without the mediation and the mediator variable is plotted. Therefore, first check the status of entrepreneurship in organizations and companies active in the province of Zanjan. The CE relationship with each of the variables mentioned in the conceptual model to study the relationship and impact of each of them with a CE marked. The impact of each of the independent variables (financial and non-financial support, and managerial skills, economic conditions and policies related to entrepreneurship) of the dependent variable (CE) will be examined in accordance with the conceptual model.

S. Karimi, HARM Bums, M. Chizari and Martin Mulder (2010) to study the effects of environmental and cultural factors on entrepreneurial intention has agricultural students, the results indicated that support from family and acquaintances and support meaningful positive impact on students' intention, However, the results indicated that individualism, collectivism, environmental protection and perceived barriers, direct and significant impact on students' intention. Asif Karimi, R. Rezaei, Mahmoud Ahmadpoor Dariani and M. ansar (2012) in a study to evaluate the impact of organizational culture focused on entrepreneurial orientation, the findings showed that the adaptability, cooperation, adaptability and mission, the main indicators of organizational culture in the College of Agriculture and Natural Resources, Tehran University And the indices of three EO, the most significant innovation. Also, the results indicate that organizational culture on entrepreneurial orientation in the College of Agriculture and Natural Resources and has a significant positive effect on Tehran University.

Ali Jahangir and R.Kalantari (2009) to study and measure the characteristics of entrepreneurship (Case Study: TCI) have, the results show that the entrepreneur with experience, gender and organizational posts to display, And the mean score obtained from the questionnaire show that, in all dimensions, characteristics of managers than the average score (5.2) and is between 3 to 3.3. Of course, to obtain the above scores indicate statistical characteristics of entrepreneurship among managers and these properties can potentially be. These properties may lead to practical activities and behaviors are not aligned. To see the difference between the actual behaviors and functions of entrepreneurship should be evaluated. Torker and selkuk (2009) in a paper examines the impact of environmental factors on entrepreneurial students have studied the structural, the results imply that the academic environment and the support structure (e.g. economic conditions that provide many opportunities for entrepreneurs) will affect the student's intention. Rachel (2010) in a study to identify factors influencing entrepreneurship is about, the results showed that the entrepreneurial environment of macroeconomic factors such as economic, cultural, social and political forms that the Entrepreneurial activities affect the willingness and ability of individuals to choose. Singer et al. (2010) in a study of the formation and development of entrepreneurial behavior in large organizations

	Model	Unstandardized Coefficients		Standardized Coefficients	t	Sig.	95.0% Confidence Interval for B	
		B	Std. Error	Beta			Lower Bound	Upper Bound
1	(Constant)	1.800	.110		16.403	.000	1.584	2.016
	Government approaches and policies	.521	.033	.679	15.582	.000	.455	.587
2	(Constant)	1.908	.097		19.677	.000	1.718	2.099
	Economic conditions (recession and expansion) of the society	.444	.027	.701	16.581	.000	.391	.497
3	(Constant)	1.613	.133		12.111	.000	1.351	1.876
	Job skills and entrepreneurship	.510	.036	.644	14.180	.000	.439	.581
4	(Constant)	.968	.124		7.794	.000	.724	1.213
	Financial and non-financial support from managers	.726	.036	.771	20.416	.000	.656	.796

Table 1: Table Results of t-test correlations of research on entrepreneurship

have, the findings revealed that the most important factor in the development of entrepreneurial behavior in an organization, effective organizational culture. In this context, the various indicators of organizational culture variables involved in the work and adaptability had the most effect on entrepreneurship. Lerner and Haber (2011) in a study to define and identify the factors influencing the success of entrepreneurial companies have discussed, according to the results of the study of factors affecting the success of entrepreneurial companies to four individual characteristics of entrepreneurs, financial support and public consultation, Environmental attractiveness and diversification of the company's activities are divided.

3. Tools and Methods

This study, in terms of purpose of practical and in the aspects of descriptive - survey. To collect, theoretical and literature from books, articles and Internet use and to collect statistical data from standardized questionnaire was used. As mentioned Statistical Society (1120 industrial units) to conduct research, Krejcie and Morgan, sample standard table is equal to 286 managers (Krejcie and Morgan, 1970, 607-610). Data analysis was performed using the software SPSS18. The Kolmogorov-Smirnov test was used to assess the normality of the data, and to generalize the results of this calculation and the sample of statistical hypothesis testing was used to mean a society, well as to study the effects of multiple independent variables on the dependent variable used in the multiple regression. In this research simultaneous effect of independent variables on the variable entrepreneurial efforts will be measured. Multiple linear regression was used for this purpose.

4. Results

The variables entered into the regression equation, the core of the regression is presented in Table 1 below. This means that the promotion of a single variable, a certain amount will promote entrepreneurship, of the standard deviation. T-test for regression coefficients are shown in the table. This amount equal to 0/000 for all variables and outcome research variables affect the entrepreneurial organization.

Considering the results, the following table if the error is significantly greater than the amount, if the null hypothesis of a significant amount of error is smaller than a hypothesis to be concluded.

Entrepreneurial organizations	Independent variable	Dependent variable
.679	Pearson Correlation	Government approaches and policies
0/000	Sig. (1-tailed)	
286	N	
.701	Pearson Correlation	Economic conditions (recession and expansion) of the society
0/000	Sig. (1-tailed)	
286	N	
.644	Pearson Correlation	Job skills and entrepreneurship
0/000	Sig. (1-tailed)	
286	N	
.771	Pearson Correlation	Financial and non-financial support from managers
0/000	Sig. (1-tailed)	
286	N	

Table 2: Correlation coefficients between research variables with organizational entrepreneurs

To evaluate the significance of the regression test, F-test was used. According to Table 3, the level of significance was calculated for all variables are equal to 0/000 and indicates the significance of the regression in the 0/99.

	Model	Sum of Squares	df	Mean Square	F	Sig.
1	Regression	41.962	1	41.962	242.787	.000a
	Residual	49.085	284	.173		
	Total	91.046	285			
2	Regression	44.784	1	44.784	274.921	.000a
	Residual	46.263	284	.163		
	Total	91.046	285			
3	Regression	37.740	1	37.740	201.071	.000a
	Residual	53.306	284	.188		
	Total	91.046	285			
4	Regression	54.151	1	54.151	416.820	.000a
	Residual	36.895	284	.130		
	Total	91.046	285			

Table 3: Table Test of significance of the regression research variables and organizational entrepreneurs

5. Conclusions and Suggestions

➤ Hypothesis 1: approaches and policies in relation to organizational entrepreneur's entrepreneurship, impact. Results show a significant correlation between attitudes and policies of entrepreneurship there. The results show a significant level observed for these two variables was less than 0/05, and the correlation coefficient was equal to 679/0, the result is said to be direct and positive correlation between attitudes and policies relevant to entrepreneurship, and there is also strong. To assess the impact of government policies on entrepreneurial approaches and single variable regression analysis was used. The results show a significant regression of regression due to the significant level for the F statistics (sig = 0/000 α = 0/05) there. The level of significance was observed for the test statistic T for the range of 05/0 = α is smaller. Concluded that government policy approaches and positive impact on corporate entrepreneurship. Amount impact of government policies and on approaches entrepreneurship organizational with respect to the Beta regression coefficient equal to 0/521 percent. The analysis results show that, in any amount that is appropriate procedures and policies, as well as increased entrepreneurship and lack of appropriate conditions will reduce corporate entrepreneurship.

➤ Hypothesis 2: economic conditions (recession and booms) on entrepreneurial society organizations affected. The findings show the hypothesis of a significant correlation between economic conditions (recession or booms) are the dominant social entrepreneurship. The results show a significant level observed for these two variables was less than 0/05 and 0/701 of the correlation coefficient, therefore said to be a direct correlation between the positive economic conditions (recession or booms) are the dominant social entrepreneurship and the relationship is strong. To investigate the effect of economic conditions (recession or booms) with entrepreneurial society organizations, Univariable regression analysis were used and Regression results show the significance of the regression due to the significant level for the F statistics (sig = 0/000 α = 0/05) there. Also, level of significance for this variable, the test statistic T 05/0 = α is smaller. Concluded that the economic conditions (recession and booms) of the population has a positive impact on entrepreneurship. The results of this thesis show that, whatever the degree to which economic conditions (recession and booms) of the population is appropriate, as well as increase the level of entrepreneurship and the appropriate CE absence of these conditions will trouble.

➤ Hypothesis 3: job skills and entrepreneurship of managers and officials of organizational entrepreneurship impact. Hypothesis findings shows there are a significant correlation between job skills and entrepreneurship, entrepreneurial managers. The results show a significant level observed for these two variables was less than 0/05 and 0/644 of the correlation coefficient, resulting in a direct and positive correlation between job skills and entrepreneurship, entrepreneurship, and the relationship is strong. The results of this thesis show that, at any rate that is appropriate job skills and entrepreneurship, as well as the increase of CE is not suitable for these conditions, the organizational entrepreneurship will be reduced.

➤ Hypothesis 4: financial and non-financial support of the directors and officers of organizational entrepreneurship impact.

Hypothesis findings indicated a significant correlation between financial and non-financial support from managers and officials there with organizational entrepreneurs. According to the results of the two variables were significantly smaller than 0/05 and the correlation coefficient was equal to 0/771. Resulting in a direct and positive correlation between financial and non-financial support of the directors and officers and the relevance of entrepreneurship, there is also strong. The results of this thesis show that, whatever the extent to which financial and non-financial support from administrators, appropriate and desirable, equally increase in entrepreneurial organizations and the lack of appropriate conditions, the organizational entrepreneurship will make trouble. The results of the present study are one of the findings of S. Karimi, HARM Bymnz, M. Chizari and Martin Mulder (2010), Rachel (2010) and Lerner and Haber (2011).

Based on the results of the research hypotheses are presented suggestions for promotion of organizational entrepreneurs and industry Zanjan:

- Given that of government policies and attitudes are influenced by organizational entrepreneurs, we can speed up the process of providing CE, eliminating redundant administrative law, political stability, economic and security reform laws relating to bankruptcy of the company, etc.
- According to the index of economic conditions that affect the organizational entrepreneurs, Essential organizational entrepreneurs impressed with the diversity of economic activities and jobs, economic growth, knowledge and understanding of the functions and configuration of their entrepreneurial.
- According to financial and non-financial support from managers index that affect the organizational entrepreneurs, it is necessary strengthened, organizational entrepreneurs by offering incentives and tax breaks, providing land and other factors of production, providing low-interest loans and technical term supply of skilled labor and
- Regarding the influence organizational entrepreneur's skills and entrepreneurial managers index, it is necessary are strengthen organizational entrepreneur's ideas and embracing new ideas directors.
- Amended and revised banking laws and regulations, such as reducing the requirements and procedures for the provision of credit with interest rates appropriate to the new and emerging companies.
- Reduce administrative bureaucracy, inadequate public organizations and institutions such as municipalities, provinces, departments, industries and mines, customs, environmental management, record companies and the custodian of the issuance of warrants for entrepreneurs and owners of small businesses and moderate.
- Development of automation in public and private organizations to facilitate the removal of unnecessary administrative procedures.
- Development of industrial clusters and towns with entrepreneurial approach.

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