

PRIME
Journals

Prime Journal of
BUSINESS
ADMINISTRATION
AND MANAGEMENT

ISSN: 2251-1261

www.primejournal.org/BAM



Personal features of **ENTREPRENEUR** and an implementation

Murat Bay

Full Length Research Paper

Personal features of entrepreneur and an implementation

Murat Bay

Karamanoglu Mehmetbey University, Management Department, Karaman. Tel. +90.534.666 11 11; Fax. : +90.0.338.2262024; E-Mail: veyselltemel@gmail.com

Accepted 2nd February, 2016

Entrepreneur notion is defined divergently in reference to disciplines. However; Schumpeter developed an approach in his studies that bases human resources by emphasizing innovator and dynamicity features of entrepreneur. When entrepreneurship is viewed in two aspects, one is the approach that entrepreneurship is related to personal features and the other is that it is related to environment and educational factors. This study discourses on personal features of entrepreneurship. This implementation of entrepreneurship was done on Karaman food sector. 80 personnel were applied to a questionnaire, as the method, who are at the decision maker position. At the end of the study, (0,743) correlation was found between *entrepreneurship potential* and *sense of control*. Sense of control factor ($\beta=,560$) on entrepreneurship potential was found as fundamental.

Key words: Entrepreneur, Personal Features of Entrepreneur

INTRODUCTION

In most of the studies done on entrepreneurship, some answers were sought to the questions such as; why some people have seeing or creating new opportunities while others don't have these features?, why some people turn their job ideas into a business but others can't do this?, why some entrepreneurs are successful but others are unsuccessful? Entrepreneur notion is originally based on "entreprendre" term which means entrepreneur and was used by French Richard Cantillon. Cantillon used this term in 1755 to describe gaining a profit in economic parameters and uncertainty (Onay and Çavuşoğlu, 2010).

Whether personality or social environment is more efficient in coming out of entrepreneurship was discussed for a long time. Those who dwell on personality lie heavy on psychological features of entrepreneurs. Enterprising elements intensify mostly on having "taking risk", "need to success" and "focus on audit" seeking efforts in personality structure. Those who dwell on social environment in entrepreneurship emphasis on effects of group structure, social tradition and cultural features. Besides, whether outer social environment conditions

such as government and market are convenient or not is another accentuated aspect. While market mechanism is effective in revealing entrepreneurship in developed countries, economic motivation that government politics determination is more dominant in developing countries (Aytaç, 2006).

When entrepreneurs are looked in terms of economy, they can be said that they are risk takers, provider of production factors for producing good and service, and creator of production factors by directing to the aim of meeting the requirements of goods and services with a certain necessity.

In studies done on international entrepreneurship skills and being able to use internet in order to show success on international field, relation cannot be found between skill on using internet and international work experience, international risk taking potential and international networking (Glavas and Mathews, 2014).

It is found that low barriers rises adaptation on searching for technologic adaptation Doğrudanyatırımlarınvebariyerleringirişimcileraçışında

knolojik adaptasyonu araştırmada düşük bariyerler adaptasyonu artırdığı bulunmuştur (Pathak et al., 2013,6). So, being able to use internet skill is not added into entrepreneurship features as a new value. While some studies, searching the effects of periodic effects on entrepreneurship, reveal that unemployment number arose in economic narrowing period has positive effect on entrepreneurship, in some other studies this is found as irrelevant (Yu et al., 2014).

Four main factors remark on definitions related to entrepreneurs. These factors are arrayed below (Odabaşı, 2004);

- Investment process: Subject on investment need to represent a value for people for whom it is developed in order to utilize.
- Making an effort: Some time and effort need to be made with the aim of revealing new good/service.
- Risk: Entrepreneurs must undertake certain risks in their working field.
- Proceed: These are prizes that being an entrepreneur provide. The most important prize here is the value creation. Profit comes later. Obtained profit shows the success level. Independence and the sense of satisfaction come after value creation and profit.

Personal features of entrepreneur

Personal features (sincerity, responsibility, extroversion, compatibility, emotional stability) that coincide with entrepreneurship are correlated with entrepreneurship features by analyzing in itself. (Ören and Biçkes, 2011) Personal features of entrepreneur and their entrepreneurship potential are linked up below. These features can be regarded as a successful entrepreneur should have.

Independed Variables

Sense of control

Sense of control means the sensation of punishment and reward in one's life. While individuals who have sense of internal control believe that they have the skill of controlling their own life ways, individuals who have sense of external control believe that events in life are the results of exogenous factors (chance etc). People, who have internal control sense, are compared to others who have external control sense, assert that they probably struggle more for success. They go a step further and say that sense of control selects successful and unsuccessful entrepreneurs. Entrepreneurs, generally, prefer taking the lead instead of leaving the decisions to external factors.

Risk tendency

Risk tendency of a person can be defined as tendency through luck on unclear decision making conditions.

Desire for Independence

Desire of independence is the most important feature that explains why an entrepreneur takes risk while there are

another ways of income generation.

Dependent Variable

Entrepreneurship potential

The entrepreneurship potential is the possibility of being a successful entrepreneur. Here, success expectation is related to determination, energy, financial power, and knowledge and experience accretion of entrepreneur. Even if success is mostly under the influence of overall and close environment, entrepreneurship potential, success expectancy, is predicated on possessed personal features above (Alpkan et al., 2002)

Aim of the Research

This research was done with the aim of testing entrepreneurship features of businesses in Karaman food sector.

METHOD

Model of the Research

The research has the characteristics of case study, for it was implemented on food factor.

Data Collection

Inquiry method was used in order to test the questions. In constituting the inquiry literature was made use in measuring entrepreneurship features and scale, which was used by *Hisrich and Peter*, was made use in preparing inquiry questions. Sample extend is in enough level with 80 people.

FINDINGS AND DISCUSSION

Illustrator statistics and reliability analysis is given at table 1.

When normal dispersion analysis was done with "one sample kolmogorovsmirnov test", it is understood that it has normal dispersion (Asymp.sig.(2-tailed)=0,000).

Cronbach Alpha value is found as 0,847 after analyzing reliability of the inquiry questions (table 2).

According to illustrator statistics, sense of control point is 21,89 over 30, desire for independence point is 11,30 over 15, risk taking tendency point is 8,12 over 10 and entrepreneurship potential point is 18,06 over 25 (table 3).

Meaningful correlation was found between sense of control and independence (,441), between risk taking tendency and sense of control (,520), entrepreneurship potential and sense of control (0,743), between entrepreneurship potential and desire for independence (0,513) and between entrepreneurship potential and risk taking tendency (0,470) (,00<,05) (table 4).

Regression rate of risk taking tendency, desire for independence and sense of control variables over entrepreneurship potential is 0,776 and this three independent variables explain %60,2 of change over entrepreneurship potential (Sig=0,000<0,05) (table 5).

Table 1: Illustrator 5statistics

	Frequency		Frequency
Gender		State of Education	
Female	43	High School	16
Male	37	Bachelor Degree	56
Marital Status		Master Degree	8
Married	46	Working period in current city	
Single	34	1-5	16
Seniority Year		6-10	12
1-5	7	11-15	14
6-10	13	16-20	9
11-15	9	20+	29
16-20	12		
21+	39		

Table 2: Reliability analysis

Cronbach Alpha	N
0,847	16

Table 3: Illustrator statistics of Questions in the Scale

	N	Minimum	Maximum	Mean	Std. Deviation
Sense of Control	77	10,00	30,00	21,8961	4,41166
Desire for Independence	73	4,00	15,00	11,3014	2,09950
Risk Taking	79	3,00	10,00	8,1266	1,56375
Entrepreneurship pot.	78	10,00	25,00	18,6026	3,52483

Table 4: Correlation between Variables

		A	B	C
Sense of Control	A			
Desire for Independence	B	0,441		
Risk Taking	C	0,520		
Entrepreneurship pot.	D	0,743	0,513	0,470

Table 5: Regression Analysis

Model	R	R Square	Adjusted R Square	Std. Error of the Estimate
1	,776 ^a	,602	,583	2,38016

a. Predictors: (Constant), risk, independent, control

CONCLUSION

In this study, entrepreneurship tendency or entrepreneurship potential are tired to be judged based on personal features of entrepreneur. Entrepreneurship features are found as over average on illustrator statistics. When correlation between factors is examined, correlation between *entrepreneurship potential* and *sense of control* was found high with (0,743) point. When regression analysis was done, it is clarified that regression rate, which shows the effects of risk taking tendency, desire for independence and sense of control variables on entrepreneurship potential is 0,776 and

these three independent variables explain the %60,2 of change on entrepreneurship potential. According to standardized beta coefficient, the importance order of other factors on entrepreneurship potential were found as sense of control ($\beta=,560$), desire for independence ($\beta=,248$) and risk taking tendency ($\beta=,130$).

REFERENCE

Alpkan, L., Keskin, H., Zehir, C., "Girişimcilik Hisleriyle Girişimcilik Potansiyeli Arasındaki İlişki: Gebze Ve Civarındaki Girişimciler Üzerine Bir Saha Araştırması"

- ması" 21.
- Aytaç Ö. (2006). Girişimcilik: Sosya-Kültürel Bir Perspektif. Dumlupınar Üniversitesi, Sosyal Bilimler Dergisi, Say15.
- YüzyıldaKOBİ'lerSempozyumu,
DoğuAkdenizÜniversitesi, Gazimagosa, Kıbrıs 2002.
- Glavas C., Mathews S., (2014). How International Entrepreneurship Characteristics Influence Internet Capabilities For The International Business Processes Of The Firm, International Business Review 23, 228–245.
- Hisrich, R. D.; Peters, M. P.,(2002). Entrepreneurship, Mcgraw-Hill Higher, Education.
- OdabaşıY. (2004). Girişimcilik, AnadoluÜniversitesiYayınları.
- Onay M., Çavuşoğlu S., (2010). İşletmelerdeGirişimcilikÖzelliğiniEtkileyenFaktörler: İçGirişimcilik, Celal Bayar Üniversitesi, YönetimVeEkonomi, Cilt:17 Sayı:1.
- Ören K., Biçkes M., (2011). KişilikÖzelliklerininGirişimcilikPotansiyeliÜzerindekiEtkileri, SüleymanDemirelÜniversitesiİktisadiVeİdariBilimlerFakültesiDergisi, C.16, S.3, S.67 86.
- Pathak S. , Xavier-Oliveira E., Laplume A. O.,(2013). Influence Ofintellectualproperty, Foreign Investment, And Technological Adoption On Technology Entrepreneurship, Journal Of Business Research 66, 2090–2101.
- Yua L., Orazemb P. F., Jolly R. W., (2014). Entrepreneurship Over The Business Cycle, Economics Letters 122, 105–110.