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**Original article**

**Examine the impact of entrepreneurs, inventor's impulse**

**M. Daeichini\*, S. DanaeiMehr, R. Abedini**

*Department of Executive Management, Kermanshah Science and Research Branch, Islamic Azad University, Kermanshah, Iran.*

\*Corresponding author; Department of Executive Management, Kermanshah Science and Research Branch, Islamic Azad University, Kermanshah, Iran.

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**ABSTRACT**

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Entrepreneurship as a strategic approach and proved an advantage in the economic system, it can efficiently model; in order to achieve socio-economic development objectives are considered. Entrepreneurship as the engine of economic development will be remembered. This study, based on a functional approach - analyzing, and taking advantage of questionnaires and statistical analysis SPSS, to evaluate the effectiveness of some entrepreneurs, inventor's impulse has been the province. Results indicate that, among the elements of inventors, entrepreneurs and motivation in the province, except for the second hypothesis, which showed an inverse relationship, among other assumptions, the relationship was positive, but in all the tests of hypotheses, the relationship between motivation of entrepreneurs and inventors, there, and all hypotheses are verified, in fact you could say, between assertiveness skills, self-esteem and self-actualization, and urges the province of inventors, there is a significant relationship.

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## **1. Introduction**

In recent years, with the development of numerous communities and the creation of jobs and the need for training more than ever before, that at present, the survival of organizations depends on optimum utilization of it, because every day new changes, occurs in the business world. Because entrepreneurs, including behavior is evident, therefore, this part is taught and generalization (Zali and Razavi, 2005). Today, unlike the past, markets globally, with human needs change daily and even moment to moment, face, and the products and services that meet these needs are the main cause for everywhere not stay changes fast, and survival and growth in this market, you have to move quickly and with the correct target (Farhangi and Safarzadeh, 2007). The continued viability and vitality of organizations require new approaches and solutions, and entrepreneurship as a strategic approach, and benefits of making economic system, it can efficiently model, in order to achieve socio-economic development goals as be. Entrepreneurship as the engine of economic growth will be remembered. Why are jobs in organizations, it seems far more important, reason for being in today 's competitive environment, the organization makes, the entrepreneurs, the stay behind, and the not be excluded. On the other hand, today's experience has shown that important innovations and technological advances, governmental organizations and corporations, will not happen, because the ability to adapt to market needs, is something of a big structure complex and can not be nested, and therefore, for the rapid development and delivery of new products, the only effective way of developing the condition, the small economic activities, could be established to compete (Peikarjoo and Ali Asghari, 2008). Entrepreneurs and creative, try that, with their distinct approach to the phenomenon surrounding the affected entrepreneurial activity and new and serve product, to present to the community. Entrepreneurs, grasp the top and have the power advantage, and can grow in society through ideas and thoughts into a new product, attempted to create value, but these values can be economic, political, social, and even culture. The definition of entrepreneurship, there is no consensus among experts, in fact, the meaning of the word, can not realize its true meaning. The root word entrepreneurship, the French word *Entreprendre*, means committing originated. Webster's Dictionary: An entrepreneur is someone who is committed, the risks of an economic activity to organize, manage and assume (Hezarjiribi, 2004). Entrepreneurship is a process that led to satisfaction, or will new demand. Entrepreneurship is the process of value creation, the formation of a unique set of resources, in order to take advantage of opportunities (Saeedi Kia, 2009). Peter Drucker, the entrepreneur said that, what you hear about entrepreneurship, and the U.S. is seen as leading to management thinking, exaggeration is not more than, the work is no magic, no mystery is involved, and not related to gene. Entrepreneurship is a science, like other sciences, it can be learned (Kovartkr, and Hajets, 2004). Entrepreneurship, thematic, interdisciplinary, and innovative approaches including cognitive, managerial, psychological, sociological, and economic prosperity. The entrepreneur and entrepreneurship, various definitions have been proposed, among them three approaches to defining the sociological, psychological and managerial, to be substantial (Golestan Hashemi, 2003). Individual entrepreneur is someone who has the ability to identify and evaluate business opportunities, can have the resources to collect, exploit it, and the proper operation of the foundation for success. (Mardis, 1992). Ntrepreneurship within the organization, highly entrepreneurial activities, as well as senior management direction, is reflected. This entrepreneurial efforts, four key elements are included, which include emerging economies to act entrepreneurial activity, innovation, self- renewal, and ultimately influence the (Peikarjoo and Ali Asghari, 2008). Organization entrepreneurs, believe that employees face to face with customers, have the powers necessary to have in the decision making process. At the same time, the organization must carefully control values, and how they apply to sources of financing. In fact, managers, entrepreneurs, individual freedom, they deserve to know what to do (Cartwright, 2004).

## **2. Literature**

Saljooghi (2006) in their review entitled, "place the incubators of entrepreneurship ", the conclusion reached that, incubators can be one of the foundations of the knowledge-based economy. Ahmadi and Omidi Najafabadi (2009), in their study, to check the status of university education, to promote entrepreneurship (Case Study: Tehran University College of Agriculture and Natural Resources), and to the

conclusion that, according to the students' education current college education provided by the teachers, and the educational content of the current campus to promote entrepreneurship are inappropriate. Talebi Zaree Yekta (2010), in his article entitled, " Evaluation of the impact of personality, and teachers of entrepreneurship on students ' motivation in launching a new business," reached the conclusion that, of all the factors studied, level been significant, and has had an impact on student motivation. Elias (2011 ) examined the role of social networks in identifying opportunities, entrepreneur, and the results indicate that social networking, entrepreneurial opportunities is negatively correlated with the diagnosis, and the size of social networks, content relationships social greatest influence on detection has an entrepreneurial opportunity.

### 3. Research hypotheses

- Skill, the motivation of the province of inventors, there is a relationship.
- Between Assertiveness, motivation Inventors the province, there is a relationship.
- Confidence, motivation and inventors with the province, there is a relationship.
- Between self- motivation and inventors with the province, there is a relationship.

### 4. Materials and Methods

The purpose of this research, applied research, and data collection methods, descriptive, correlation, data collection, the questionnaire is a validated questionnaire was used, which consisted of 20 questions, and Cronbach's alpha for the 0.87, and the Cronbach's alpha for more than a 0.7, so the questionnaire were of sufficient reliability. In the present study, the population of inventors and entrepreneurs the province, which, at the time of the research, the number was 350. The population study of 100 patients, the sample size was selected based on Cochran's formula. Hypotheses test and Spearman correlation test and T, are used.

### 5. Results

The findings of this part of the questionnaire included demographic characteristics - Job respondents (age, gender, education and employment history of), they are. Of 100 respondents, %10.5 and Diploma in Education, %28.5 of BA, 28.7 percent graduate and 27.3 percent are PhD. %24.4 of respondents under the age from 30, %35.6 of respondents between thirty to forty years, 20.7, forty to fifty years, and 19/3, more than fifty years of age. More than respondents, ie %68.2 male, and less than 31.8 are women.

#### 5.1. Testing hypotheses

In this section, using appropriate statistical tests, to test the hypotheses of this research are discussed.

#### 5.2. The first hypothesis tests

In the first hypothesis, it is anticipated that the skill and motivation of the province of inventors, there is a significant relationship. As can be seen, this hypothesis using Spearman correlation index is reviewed. According to the results shown in Table 1, the correlation coefficient (r) obtained between the two equivalent 0.31, which indicates a positive relationship between the two. Also, due to the significant level, the relationship between the 0.05, is significant, and the hypothesis is confirmed.

**Table 1**

Correlation coefficient between the skills and motivation.

Level Significant (p)	( r ) Pearson's correlation coefficient	Statistical Indicators	Variables
0.01	0.31	Motivation	Skill

#### 5.3. The second hypothesis test

In the second hypothesis, it is anticipated that between the resolution, and urges the province of inventors, the correlation can be observed, this hypothesis using Spearman correlation index is reviewed. According to the results shown in Table 2, the correlation coefficient (r) obtained between the two equivalents, is -0.33 suggesting a positive relationship between the two. Also, due to the significant level, the relationship between the 0.05 is significant, and the hypothesis is confirmed.

**Table 2**

Correlation coefficient of determination, and motivation.

Level Significant (p)	Pearson's correlation coefficient (r)	Statistical Indicators	Variables
000.0	-0.33	Motivation	Strictly

**5.4. The third hypothesis tests**

The third hypothesis predicts that, between the self-confidence, and motivation of the province of inventors, there is a significant relationship, it can be seen, this hypothesis using Spearman correlation index is reviewed. According to the results shown in Table 3, the correlation coefficient (r) obtained between the two equivalents, 0.27, which indicates a negative relationship between these two. Also, due to the significant level, the relationship between the 0.05 is significant, and the hypothesis is confirmed.

**Table 3**

Correlation coefficient between self-esteem and motivation.

Level Significant (p)	Pearson's correlation coefficient (r)	Statistical Indicators	Variables
0.000	0.27	Motivation	Confidence

**5.5. The fourth hypothesis testing**

The fourth hypothesis predicts that, between the self-actualization, and urges the province of inventors, there is a significant relationship, it can be seen, this hypothesis using Spearman correlation index is reviewed. According to the results shown in Table 3, the correlation coefficient (r) obtained between the two equivalents, 0.21, which indicates a positive relationship between the two. Also, due to the significant level, the relationship between the 0.05 is significant, and the hypothesis is confirmed.

**Table 4**

Correlation coefficient between self-esteem and motivation.

Level Significant (p)	Pearson's correlation coefficient (r)	Statistical Indicators	Variables
0.000	0.21	Motivation	Self-actualization

**6. Discussion and conclusions**

Entrepreneurship, process, or concept that, in doing so, the individual entrepreneur, with new and creative ideas and identify new opportunities, mobilize resources, create new businesses, companies, organizations, growing new and innovative, engaging repudiates. This, combined with the risks, but it often leads to the introduction of a product or providing a service to the community. The "entrepreneur" is change agents, which are also sometimes, lead to amazing breakthroughs. Various reasons are effective in being an entrepreneur, which include: the need for achievement, need for income and wealth, the need to have a reputation, and most of all need to feel helpful, and independence can be named. Individuals of certain personality characteristics are varied, it is natural that some features of entrepreneurs, distinguished from other individuals, for example, creativity and innovation, having tolerance for ambiguity, self- confidence and self-esteem, and action -oriented perspective, and the

chance to be grateful. Breeding methods, these features are different. Study, measures were taken in the field, on the topic of entrepreneurship in different countries indicate that, in the context of teaching and research universities, have pioneered, but regardless of graduates and intends to apply knowledge, and power their own initiative, in order to begin, and deliver products and services in the labor market have not been very successful. The results of testing hypotheses, the study showed that, among the elements of inventors, entrepreneurs and motivation in the province, except for the second hypothesis, which showed an inverse relationship, among other assumptions, the relationship was positive, but the All tests of hypotheses, the relationship between entrepreneurship and motivation of inventors, there, and all hypotheses are verified, in fact, it can be said that the determination, skills, confidence, motivation and self-actualization and inventors the province, there was a significant relationship.

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