

The Relationship Between The Values Of Entrepreneurship And Foreign Trade Activities In SME's: The Case Of Industrial Enterprises

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Extensive Summary

Nowadays, SME's and entrepreneurs have important roles in the national and international economy in terms of countries. SME's and entrepreneurs have several advantages in competitive market economy. These advantages are adapting increasing competition, gaining knowledge of market and production, undertaking the risks that may occur, adapting quickly to innovations in the organization. SMEs which are adapt quickly to changing economic conditions thanks to flexible production structures and properties became the locomotive in the economy of the country.

SMEs have low cost and high quality in manufacture. Therefore, they are of great importance in economy of countries. In addition, SMEs which have great importance in economy constitute per cent 98,8 of enterprises in Turkey.

In the scope of the research, it is researched that the effect on foreign trade performance of entrepreneurship value of enterprises. In this regard, the generated model is as follows;

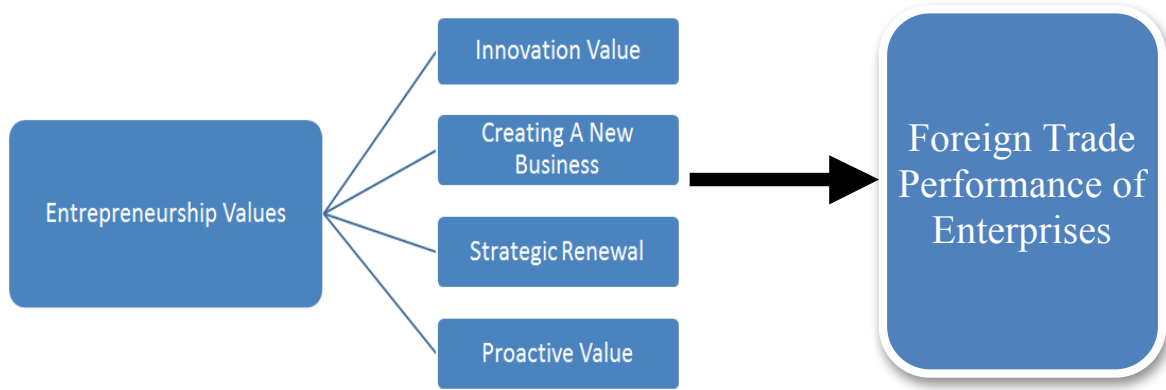


Figure 1. Research Model

Research hypotheses is defined as follows;

H₁: According to the entrepreneurship dimension of SMEs, there is not statistically significant difference of perspectives on foreign trade between SMEs.

H_{1a}: According to the innovation dimension of entrepreneurial values of the enterprises, there is not statistically significant difference of perspectives on foreign trade between SMEs.

H_{1b}: According to the creating a new business dimension of entrepreneurial values of the enterprises, there is not statistically significant difference of perspectives on foreign trade between SMEs.

H_{1c}: According to the strategic renewal dimension of entrepreneurial values of the enterprises, there is not statistically significant difference of perspectives on foreign trade between SMEs.

H_{1d}: According to the proactive dimension of entrepreneurial values of the enterprises, there is not statistically significant difference of perspectives on foreign trade between SMEs.

H₂: According to the entrepreneurship dimension of SMEs, there is not statistically significant difference between having foreign trade opportunity and invest more among SMEs.

H_{2a}: According to the innovation dimension of entrepreneurship values of SMEs, there is not statistically significant difference between having foreign trade opportunity and invest more among SMEs.

H_{2b}: According to the creating a new business dimension of entrepreneurship values of SMEs, there is not statistically significant difference between having foreign trade opportunity and invest more among SMEs.

H_{2c}: According to the strategic renewal dimension of entrepreneurship values of SMEs, there is not statistically significant difference between having foreign trade opportunity and invest more among SMEs.

H_{2d}: According to the proactive dimension of entrepreneurship values of SMEs, there is not statistically significant difference between having foreign trade opportunity and invest more among SMEs.

H₃: There is not statistically significant difference among SMEs that effect of activity duration of SMEs and having foreign trade opportunity on investment decision.

H₄: There is not statistically significant difference among SMEs that types of SMEs and having foreign trade opportunity on investment decision.

In this study, it is analyzed relationship between SME's entrepreneurship values and foreign trade activities. It has been included to study that foreign trade firms in Ankara, Istanbul, Adana, Mersin, Bursa and Kocaeli in order to evaluate their views of foreign trade activities and determine relationship between entrepreneurship and foreign trade. In the scope of the research, it is used primary data that belong to 180 SMEs.

The empirical result of research shows that there are positive relationship between entrepreneurship values and foreign trade. According to the empirical result, hypotheses of H_{1a}, H_{1b}, H_{1c}, H_{1d}, H_{2a}, H_{2b} and H_{2c} have not been rejected. However, hypotheses of H_{2d}, H₃ and H₄ have been rejected.

Results of the research show that there is a positive relationship between entrepreneurship values of the companies and foreign trade activities. It has been determined that SMEs within the scope of the research have possibility of further investment through foreign trade activities.