



## EFFECTIVE FACT US ON IMPROVEMENT OF ENTREPRENEURSHIP MANAGEMENT OF FIRMS QUICK IMPACT AT AGRICULTURE DEPARTMENT IN ALBORZ COUNTY

Rasoul Safarpour<sup>1</sup>, Mohammad Sadegh Sabouri\*<sup>2</sup>

<sup>1</sup>Graduated M. Sc. Student, Department of Agricultural Extension and Education, College of Agriculture, Islamic Azad University, Garmsar Branch, Garmsar, Iran

<sup>2</sup>Mohammad sadegh sabouri. Young Researchers & elite Club, Garmsar Branch, Islamic Azad University, Garmsar, Iran

\*Corresponding author [sabouri5413@yahoo.com](mailto:sabouri5413@yahoo.com).

**ABSTRACT:** This paper purpose is to investigate on of fictive factors on improvement of entrepreneurship management of firm's quick impact at agriculture department in Alborz County –Iran-This study was an applied on and ISO consign relationship type research tools was an anther made questionnaire. Which we have used of supervisors, advisor and experts in agriculture development & education and also semnan county credit funds authorities. Statistical society included all members of economical quick impact compromise in Alborz county being 1200 persons (N=1200). We have distributed 30 questionnaire before test and dependent variable (standard variance) meaning entrepreneurs management was calculated -0.37 (S=-0.37). Approved error equals 0.5 (d=0.5) and sample volume was 179 whom were selected using class sampling by proportional assignment. Krunbach  $\alpha$  coefficient was totally 0.76-0.93 which shows that question air has validity. To analyze investigation dates, we used of regression analysis. Using results achieves from viewpoints of firms quick impact members of agriculture department we step by step inserted structural, economic, environmental, psychological and social factor variables to equation respectively at first we inserted structural factor variable to regression equation ant could to explained %55 of variance variation of dependent variable. In second steps economic factors variable along with last variable explained %68.8 of variations in 3<sup>rd</sup> steps environmental factor variable along with economic and structural variable factor predicted %71.7 of dependent variable variations. In 4<sup>th</sup> step, psychological factor variable along with structural, economic and environmental on predicted %75.6 of dependent variable variations. In 5<sup>th</sup> step, social factor variable along with structural environmental, economic and psychological predicted %78.1 of dependent variable variations, totally with insertion of this variables, we have achieved modified determination factors equal to 0.78.1 ( $R^2=0.781$ ). This coefficient shows that %78.1 of entrepreneurship management variance variations relate to this 5 variable and remaining (%22.9) relate to other factors. Regression significance was determined by calculated *F* which is significance in %99 level (sig=0.00).

**Keywords:** Entrepreneur, entrepreneurship, management, entrepreneur's properties, firms quick impact of agriculture department, Alborz County.

### INTRODUCTION

Recent dreads complicated and fast developments and globalization accelerate caused various societies to prepare their send to accept this change. Establishing the grate companies and keeping then active had been regarded as on economic advantage in recent decades, it was reasoned so that the grater companies, more dynamic and stronger economics. Although this though has been boomed in recent decades and grate companies were approved on its basis, recent developments specially population pressures, technologies management & decision making process which are being more complicated, need for moment necessary decision making and also experiences achieved by small and medium institutions activities has indicated the importance of these institutions. Looking at social and economic systems in most of developed and developing countries show that creating and supporting the small and medium institutions is of fundamental priorities in economic development program in these countries.

Despite, that these economical institutions need to less investment, but they have more efficiency and play an important role to make joshers to make appropriate basis for technology and inventions and export elevations on the other hand, anthers believe that such companies are most major providers of new jobs and although national impure income is affected by various factors, such companies have a serious role to grow the economics in their countries. Entrepreneurship is a topic attracting attention of scientific authors like ones study in fields of economics, psychology, sociology, etc. Who each one have different definitions of entrepreneurship resulted from different viewpoint of them. Entrepreneurship word root is translated of its equivalent word. This word is adapted of French word of "Entrepreneur" meaning "to assume" entrepreneur is one that assume organization, management and he/she accepts a commercial company hazards. Today, entrepreneur is an innovator / or developer person who realize the opportunities and achieve them, he/she converts the opportunities to practical or soluble ideas; he/she realize usage of opportunities by money, time, skill. Entrepreneur has an extensive definition including activities and some processes like technology and to create an organizations to make new view points and he/she covers risk and opportunities explosion [1]. Entrepreneurship is thinking and act method which is based a fundamental and inevitable role in entrepreneurial activities [2].

Today to adverse the various conditions and factors making efficiency in activity at governmental and non-governmental organizations have such an importance so that have attracted attention of management science expert so.

Many experts believe that economical small unit's specially small and medium industries are regarded as best and most qualified possible state to achieve an appropriate level [3]. Among them, small industries need to be lead red by managers have appropriate level of entrepreneurship and creation in management field. Most successful entrepreneur managers are follower of different factors which can on sure the growth and optimal development in different levels [4]. For tritely, little factories and workshops face to limitations, challenges and inappropriate basis which has reduced their success rate in entrepreneur field. Naturally to these problems. Known factors influencing them are required [5].

Also has introduced some factors including inability to provide human fore and lack of efficient and trained managers, weakness of equipment and removal technologies, packing and processing as major problems[6].

Small & medium institutions having unique individual properties are in development stage.

Marketing appropriate method separate them from traditional marketing method in great institutions make some limitations as:

- 1- Source limitations like financial time marketing knowledge strict.
- 2- Limited effect in market

Small & medium institutions marketing doesn't follow of common marketing characteristics mentioned in marketing theoretical references and is determined by pro-said limitations.

These institutions became completely informal marketing, accidentally, non-structurally, spontaneously, passively and constitutively to individual forms totally, topic of though employment, technology and savings opportunities is propounds.

Last experiences show that the organizations loud more to this tool have more success in long term. In summary, in each organization, there are some groups using human, financial and technological source. Organization management should try to identity, encourage and support such persons and make it possible for them to grow and operate – so, making on appropriate atmosphere and basis y managers to grow up. The entrepreneur is a matter which can be reviewed [9]. Reviewing of firms quick impact activity in our country imply that their problem cause sing their activity long life shortness and also Bankruptcy and loss of human And financial sources, is divided into 2 parts: Inner problems and outer ones. In section at inner problems and outer ones. In section of inner problems, small and medium institutions and economical institutions structurally face to limitation and financial sources. Small & medium institutions are in fact resulted from new thought to generate which are usually activated by entrepreneurs are specialized. These institutions have wide dimensions for production and promote the products, but need to a homogenous collection including marketing, management, fund elevation and technology promotion to continue the work that their structural limitation is considered of main barriers against obviation the these needs also, about problems, today deep space between small & great industries cause little and medicine institution to be elimination from production cycle. Despite that these industries are applicable and have potential capacities such as institution owners belong to economic activities, being cheap, elevation of social property these institution parts on country productive is pace.

These companies' limitations are of major Barriers to resist against market fluctuations.

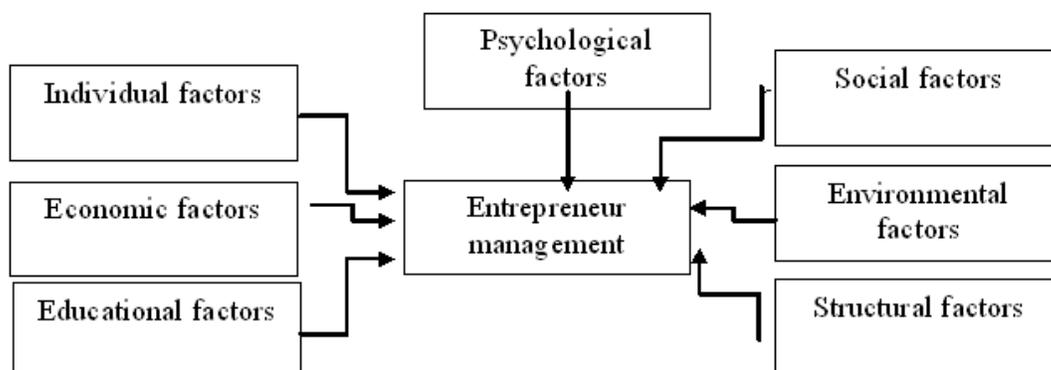
Also in Alborz County, we face to some limitations like supplies limitations' including financial time, marketing knowledge and limited effort in market, small & medium marketing doesn't follow of common marketing characteristics and is determined by limitations.

These institutions became marketing as completely informally, accidentally, non-structurally, spontaneously, passively and constitutively to industrial norms.

Since, firms quick impact have significant sitting in development process these institutions managers are recreated to coordinate their selves with conditions by creating appropriate solutions, arrangements. In this paper the main problems are that what factors fundamentally effect to improvement of entrepreneurship management in firms peck impact in agriculture department.

**Table 1: Research History Concerning Effective Factors on Management Improvement of Efficiency**

[6]	Some like weakness in human force supply lack of efficient and trained managers, weakness in equipment's and removal technologies, packing and, limitation in high quality products also studying weakness concerning existing problems in UAE date industries.
[9]	Lack of efficient management lack of fund input prices are expensive high prices of work force, lack of appropriate technology and skilled personals, are most important developmental Barriers against medium & small institutions.
[11]	He has studied various factors effacing entrepreneur management success intro general dimensions inner and outer in inner diminution, intrinsic motivation self-esteem , self-confidence, being able to learn outer premiership skills, extra versing or introversion entrepreneurs personality and risk rate is propounded one in outer dimension he believed funding level, individual and organizational technology, be refit of consulting services and experienced entrepreneurs and education level encouraging entrepreneurs.
[12]	Major existing problem of medium and small rural entrepreneurs institutions are divided into factors: local market exiguity, limitation of mark force selection, inappropriate availability to business preparations, weakness in computational infrastructures and transport, lack of appropriate availability to information & consulting services concerning trade affaires lack of appropriate availability to financial supplies and in appropriate organizational environment.
[13]	They believe that the effective factors on entrepreneurs at success in suitable to entrepreneur individual properties including: self-discovery , to know opportunities independence in job having human force and social skills.



**Figure 1- Theoretical Framework**

## MATERIALS AND METHODS

This paper is an applied study and intro is a descriptive type and since want to review variables relations, it is causing relations.

Statistical society includes all members of economical. Quick impact companies in Alborz county being 1200 persons (N=1200).

To calculate sample volume, we have distributed 30 question airs before test and calculated.

Dependent variable standard variance entrepreneur's management ( $s=0.37$ ), approved error was equal to 179 persons whom were selected by class sampling with preoperational assignment.

In this investigation, to measure justifiability research tools, we gave questionnaire to supervisor an advisor and after we reviewed them and collected their operation and to do necessary modifications we achieved aforementioned question air justifiability to measure stability of provided question airs, by preliminary research, we filed 30 copy of question air related to subjective in varmint township and totally krunbach was measured within 0.76-0.93 dependent variable in this research, was subjective viewpoint concerning entrepreneur management was measured by 6 questions In the frame of liker 5 choice scale and independent variable in this research includes: psychological, factors, social, environmental, structural, economical, educational factors and personal properties of respondents. In this research we used of 3 method: attributive study, search by electronic sources and field study gather information.

## RESULT AND DISCUSSION

Given the results, average age of practitioners in firm's quick impact in agriculture department was 42 years so that the youngest one was 28 years old and oldest are was 52 years old.

**Table 1: frequency distribution of practitioners in firms quick impact according to age (N=179)**

Frequency year (age)	Relative percentage	Valid percentage	Percentage	cumulative
28-34	5	2.8	2.9	2.9
35-41	73	40.8	41.7	44.6
42-48	60	33.5	34.3	78.9
49-55	37	20.7	21.1	100
No answer	4	2.2	-	-
Total	179	100	100	-

Average: 42 years, standard variance: 5.52, Minimum: 2 years , maximum: 52 years

**Table 2: frequency distribution of practitioners in firma quick impact in agriculture department according to education level (n=179)**

Education level	Frequency	Relative Percent	valid Percent	Cumulative percentage
Diploma	25	14	14.5	14.5
Associate degrees	34	19	19.7	34.1
Bachelor	92	51.4	3.2	87.3
M A	22	12.3	12.7	100
No Answer	6	3.4	-	-

Given to study results, activity history average of practitioners in firm's quick impact in agriculture department is 5 years so that minimum one is 1 years and maximum one is 12 years.

**Table3: Frequency distribution job experimental in firms quick impact in agriculture department according, to history (N=179)**

Job experimental (years)	Frequency	Relative Percent	Valid Percent	cumulative percentage
1-4	29	16.2	16.2	16.2
5-8	80	44.7	44.7	60.9
9-12	57	31.8	31.8	92.7
No Answer	13	7.3	-	-
Total	179	100	100	-

Average: 5 years Standard Variance: 2.87 Middle: 4 years Min: 1years Max: 12 years

Results show that 79.3 Percentage of subjective have received firms' quick impact plan facilities (governmental dud gets) while 20.7 Percentage have received.

**Table 4: frequency distribution of practitioner in firm's quick impact in agriculture department according to facilities reception:**

Facilities reception	Percentage	Frequency
Yes	79.3	142
No	20.7	37
Total	100	179

To receive the viewpoints of practitioners in firm's quick impact in agriculture department concerning entrepreneurship management we used 6 choices in liker scale frame. Findings imply that most of subjectivism. Are agreeing with propounded statements about entrepreneurship management T %33.7 had no idea and %20.5 were completely agreed.

**Table 5: viewpoints of practitioners in firms quick impact in agriculture department concerning entrepreneurship management (N=179)**

Evolution Domain	Frequency	Percentage	valid Percentage	cumulative percentage
Quite dissident (6-10)	0	0	0	0
Dissident (16-11)	0	0	0	0
No idea (17-22)	56	31.3	33.7	33.7
Agree(23-28)	76	42.5	45.8	79.5
Strong agree(29-34)	34	19	20.5	100
No answer	13	7.3	-	-
Total	179	100	100	-

A prioritizing the viewpoints of practitioner in firm quick impact in agriculture department concerning their entrepreneur management:

Most viewpoints of practitioner in firm's quick impact in agriculture department entrepreneur management with variation coefficient as 0.171-0.128, 0.133 is respectively as: to bean on the entrepreneur to give them. Satisfactory feeling.

They can manage their jobs and knows their job hazards and also how to collate them.

**Table 6: prioritizing the practitioner's viewpoint in firm's quick impact in agriculture department concerning entrepreneurship management:**

Choice	Standard variance	Average	Priority
To be entrepreneur give me a satisfactory feeling	0.64	3.84	1
I can manage may job	0.54	4.20	2
I know my job hazards and also know how to collate then	0.60	4.48	3
Aim ready to risk to make bottle my financial condition	0.84	4.01	4
Being an entrepreneur is attractive forms	0.92	4.16	5
I can introduce Other the entrepreneurship	0.98	4.13	6

Strongly agree=5 No idea: 3 Agree: 4 Dissident: 2 Quite dissident: 1

Greeting results between research variables showed that there is a positive and significant relation between psychological, social, environmental, structural, economical and educational factors unit entrepreneurship and confidence interval agues to 0.99

Research data's imply that there isn't significant relation between age, activity history and entrepreneur management but this relation was positive and significant with confidence interval equal to 0.99 for education.

**Table 6. Correlations between research variables with entrepreneur ship management.**

First variable	p	R
Psychological factor	0.000	0.325**
Social factors	0.000	0.502**
Environmental factor	0.000	0.498**
Structural factor	0.000	0.571**
Economical factor	0.000	0.494**
Educational factor	0.000	0.387**
Age	0.307	0.080
History	0.389	0.031
Educational level	0.001	0.251**

Significant in level 0.99=\*\* significant in level 0.95=\*

To determine the role at each independent variable to department variable we used of study step method and variable were inserted to equation as described below:

At first stage, structural factor variable was inserted to equation which means that aforementioned variable has highest effect on entrepreneurship management. Correlation coefficient for it equals to 0.744 ( $R=0.744$ ) and determination coefficient equals to 0.553 ( $R^2=0.553$ ) and also modified determination coefficient was calculated 0.550 ( $R^2=0.550$ )

At second stage: we inserted variable X5 as economical factor to equation and we calculated correlation coefficient equal to 0.832 ( $R=0.832$ ), determination coefficient  $R^2=0.691$  and also modified determination coefficient  $R^2=0.6880$  after structural and economical factors. Environmental factor variable X3 was inserted to equation.

(Correction coefficient  $R=0.846$ , determination coefficient  $R^2=0.716$  and modified determination coefficient  $R^2=0.711$ )

In fourth step, we inserted psychological factor on x1 to equation and result in:

Correlation coefficient  $R=0.873$ , determination coefficient  $R^2=0.762$  and modified determination coefficient  $R^2=0.756$ .

Also in last step, social factors x2 with correlation coefficient  $R=0.88$ , determination coefficient  $R^2=0.788$  and also modified determination coefficient  $R^2=0.781$  was inserted to equation. And as a result, according existing findings, structural, economical, environmental, psychological and social factors censed %78.1 at dependent variable variations.

**Table 7. Different stages of insertion of independent variable in regression analysis:**

Stages	Variable	R	R2	R2AD
1	Structural factors(x4)	0.744	0.553	0.550
2	Economical factors(x5)	0.832	0.691	0.688
3	Environmental factors (x3)	0.846	0.716	0.711
4	Psychological factors (x1)	0.873	0.762	0.756
5	Social factors (x2)	0.888	0.788	0.781

**Table 8. Inserted variables coefficients to regression equation**

Variable	B	Standards error B	Beta	T	Sig.
Structural factors (x4)	0.200	0.264	10.45	20.47	0.000
Economical factors (x5)	0.190	0.010	0.502	8.57	0.000
Environmental factors (x3)	0.095	0.022	0.488	7.61	0.000
Psychological factors (x1)	0.086	0.013	0.382	6.887	0.000
Social factors (x2)	0.061	0.012	0.197	4.394	0.000
Constant figure	0.323	0.014	-	-	-

So is calculated as:  $0.197x_1 + 0.382x_3 + 0.0488x_5 + 0.502x_4 + 1.045x_2$

## CONCLUSION AND RECOMMENDATION

From members viewpoint of firms quick impact in agriculture department, structural, economical, environmental, psychological and social factors variables were study by step inserted to equation respectively. At first step, structural factors variable was inserted to regression equation and it could explain %55 dependent variable standard variance at second step, economical factors variable along with last variable explained %68.8 and variations at third step, environmental factors variable along with structural and economical factors predicted %71.1 of dependent variable variations.

In fourth step: psychological factors variable along with structural, economical and environmental factors predicted %75.6 of variations. At fifth step: social factors variable along with structural, economical, environmental and psychological factors predicted %78.1 of dependent variable variations. Totally by inserting these variables variations, we calculated modified determination Coefficient to 0.781 ( $R^2=0.781$ ). This coefficient ( $R^2$ ) show that %78.1 of variance variation and enter entrepreneurship management relate to these five variable and remaining (%22.9) relate to other factors. Being significant the regression was calculated by F which equal to %99. This finding Approved by [3, 14, 15, 16, 11, 17, 12 And 9].

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