



Risk and Policies to Uncover Innovative Entrepreneurship Opportunities for Young Vendors and Hawkers

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Abstract— The society of knowledge has placed important role in entrepreneurship activities of country. The study aims to unearth entrepreneurship opportunities among vendors, hawkers and business investors in Saudi Arabia. As compared to other developing nations, entrepreneurship in Saudi Arabia is not satisfactory to meet the high demands of growing business community. Data were collected in live interviews with 22 Saudi Business men who started their own successful business. Absence of financial safety has led many Saudis into vendor and hawker profession while allocated specific quantity and areas as per rules by government.

Keywords: Entrepreneurship, Jeddah, Saudi, vendors, Regulations.

I. INTRODUCTION

Entrepreneurs in Saudi Arabia secure high-level support but face difficulties with complex regulatory system in country. Saudi Arabia is one of those countries which has low early stage entrepreneurial activity rate with only 4.7 percent Saudi Nationals have actively started or own a business. Lack of knowledge and strategy building among many potential Saudi investors is flaw due to regulations or education demand while some have limited resources to develop a business (FM, 2016)[9]. The Saudi Arabia government is currently experiencing social change in economy while unearthing better business activities for hawker's ad vendors to put their stall and play role in developing economy and brighter future. The government has taken steps to move away from oil-based economy and focusing on global infrastructure. With this increasing growth in Saudi Arabia IT projects, wholesale business, shifting of local vendors to large business funded by investors lead boost in economy and center role on entrepreneurship activities. Adopting entrepreneurship culture requires mutual efforts by public and private sector in order to achieve growth in business while positively encouraging individuals' hawkers and vendors to set growth and reflect positive transformation in society. While enterprise keeps on extending in prosperous Saudi Arabia, Saudi Nationals need to defeat obstacles to become perceived supporters of the nation's economy. This investigation included gathering information from Saudi business visionaries who had been doing business past 3.5 years after effectively moving through the broad proper guidelines. His investigation incorporated the systems utilized by effective Saudi specialists in the city of Jeddah. These efficient methodologies incorporate moving through strategies and planning. (Adlah A. Alessa, 2017)[2]

II. THE PROBLEM STATEMENT

The Saudi Government has allocated spaces for hawkers and vendors with stalls like caps, tasbih, carpets, shoes and dates etc. The municipal authority keeps regulatory check on those areas. These street vendors are considered illegal in non-allocated market selling their products, providing 34 locations from 161 locations for hawkers, this is generalized step by municipality officer to reduce number of hawkers and encourage them for better earning opportunities via knowledge society and external investors. The one who sale carpets

on street will be provided with investment for more production and establish shop or even export in efficient way. Knowledge society is based to provide the growing hawkers and vendors high level of education so that they contribute in Saudi growing economy in efficient way. (Adlah A. Alessa, 2017)[2]

The fundamental target of the study is to provide from hawkers and vendors opportunities of learning, difficulties and procedures received to conquer difficulties experienced. Based on the significant issue raised, the particular goals of this study are to:

- Discover the advantages hawkers get from informal trade exchanges
- Recognize apparent difficulties obstructing hawkers and vendors from
- misusing pioneering openings in the short-, medium-and long-haul premise.
- Recommend educational programs in response to difficulties in innovative exercises like knowledge society.

III. BENEFITS OF SMALL INFORMAL BUSINESS

The study revealed the small informal business has provided individual communities a better economy in developing countries in which government not able to support local vendor. Business people will in general be more joyful, more beneficial and more averse to be separated from their endeavors than partners who worked for huge firms. This implies business enterprise could be educated. Consequently, the arrangement of suitable innovative training would empower the hawkers and vendors to assess the enterprising open-door opportunities. Such business visionaries survey the assets required to transform the open door into benefits, gain the required assets to prevail in their endeavors and deal with the endeavors and afterward appreciate their reward for all the hard work (Biney, 2019) [7].

IV. CHALLENGES OF SMALL INFORMAL ENTERPRISES

Despite the fact that street vendors and hawkers of little casual endeavor have chances to build up a scope of aptitudes and information in initiative, certainty and confidence, huge number of them have no proper education and trainings to pursue better earning opportunity. To succeed, and similarly become a sharp business visionary requires proceeding with instruction and trainings. All things considered, without work openings, numerous youngsters discover their abilities being squandered, and resort to undesirable social exercises as being seen in Saudi rural areas, today. All the more, the brave youthful casual administrators in Saudi show up not to have built up for themselves co-usable society, to construct reserve funds culture to help their organizations. In reality, a large number of the young vendors appear to need money related proficiency to develop their undertakings effectively. Most of individuals in the casual undertaking don't have aptitudes that are required in the conventional business part, others are semi-proficient and a little rate has some degree of capability. These street vendors are part of hidden economy, Riyadh and Jeddah are biggest economy contributor with street business. The vendors first get lessons from municipality for desirable locations, the problem is in some sector like food in which the vendor doesn't care about health and cleanliness. (Biney, 2019)[7]

Every individual has the right to make a living in whatsoever way the individual likes as long as it does not affect the public life or the interest of the nation. Desperation due to the lack of financial safety nets has pushed countless individuals into informal and at times illegal business actions. These people often turn to street vendor business due to small barriers and the low investment they required. The street vendors in general are often considered illegal in the Saudi Arabia and they often are arrested by the forces or other law enforcement authorities. The problem is made worse by the existence of a great number of foreign residents who are without a job or underemployed entering this type of trading activities. The presence of street vendors in unsystematic locations is a big annoyance to city authorities who struggle to present an attractive appearance not just to potential investors but to the residents as well.

Although, many of the vendors working in fact do not want to work in the streets, but rough economic conditions have dragged them down to such levels, giving them no choices. In the lack of any justifiable

solution, forcibly getting rid of these people from the paths are thought of as insensitive to the already problematic circumstances they find themselves in.

Exploring further deep into the subject, Al-Riyadh daily met with few officials, professionals and observers for their opinions on the need to control the street vendor business after considering the interests of both the public and the vendors. [1]

Unfortunately for the residents and public, the vendors who sell their wares in undesirable locations in the streets are of course a nuisance, but this stresses the need for local authorities to take possible steps to regulate the sector. The municipalities can formalize the activity by issuing authorizations to the vendors or by setting up stalls in ideal sites.

“We continually raise public awareness about the risks of purchasing goods from street vendors as a healthcare security. Occasionally these vendors pick spots that are polluted by air contamination. Certain food sellers do not care about using clean utensils. Many vendors are non-Saudis or violators of residency principles,” Al-Zayed said. [1]

Despite repeated warnings and constant efforts by local officials to raise awareness on the dangers of buying from hawkers, many people prefer to buy their fruit and vegetables, among other goods, from street vendors because of the low price.

The formalization will affect many people enjoying healthier work conditions and a higher income, which will have an impact on the public at large, the experts say. License has been issued to a number of young Saudi nationals to operate food trucks as long as the safety and hygiene regulations have been maintained.

It is said that the municipality's inspectors understandingly treat Saudi women who function food trucks since their special humanitarian circumstances. The issue of street vendors and informal profession is more or less a global one. Muhammad Al-Osaimi, a columnist, stated that food trucks might be seen in the most famous cities like London, New York and Washington.

Many families who run food trucks in different cities of the United Kingdom are totally dependent of them as these trucks are their only source of income, said Al-Osaimi. Therefore, the authorities should not stop assigning licenses to food trucks. Instead, they must to standardize this activity, he added. In his view, authorities have not taken measures to set street vendors. Individuals such as women, children and elderly men have been seen selling random products in the streets, particularly near traffic signs. [1]

In many countries, the hawker problem usually is the consequence of other greater problems such as political unsteadiness and the incapability by the governments to create careers. People are pushed into informal work. Still, in Saudi Arabia such circumstances do not exist, at least for the people. It has been pointed out that some vendors sell certain products that might pose a severe risk to public health and could lead to disastrous consequences.

Women are found visiting the seafront to sell their products to make money. People say that this is the inspectors should not stop these vendors or take any measures against them because they possibly do not have any other source of income. The Offices should regulate the business and set up stalls for them and assist them to operate in a strong environment to make a decent living.

Khamees sells hot food and drink on the street-side. She hopes that the authorities would support her and regulate this business so that she could work with no worries by the inspectors.

A columnist stated that the view of women and children who sell random material on the streets are harming not only the country's landscape but also its image. [1]

V. Steps Taken By Government

The Saudi government took several steps to head this issue and support young street vendors in field of entrepreneurship as: [8]

- In 2006, Saudi Government reduced registration time from 64 days to 39
- In 2007, decreasing need of high capital required, registered businesses were increased by 81%.
- Until 2005, Saudi entrepreneur paid no money to register business and property
- Reducing trading times on port
- Electronic registration of records with IT advancement

VI. Methodologies to address facing small informal enterprise

Knowledge society is one of initiative taken by Saudi government to save young street vendors from draining out abilities by large sectors. The operators need to plan for short- and long-term employment strategies. Poverty, lack of skill, unemployment is main reason for vendors on streets. Mostly are working after their father and has no option or other skill to change earning source. The one who grazed animals from years, his sons are doing the same, this is threat to economy. Extracting all best possible outcomes from youth is strategy of Saudi government. Therefore, the youth must be educated properly with trainings, skill development, English language courses to meet time demands and computer skills. By doing so, they would understand modern market and can deliver better. The government has initiated free learning and credit transfer schemes for youth to learn. Thus, Enabling the youth through instruction, skill upgrade and suitable credit offices to drive little undertakings is another certain method of coordinating and developing the economy of Saudi. This will create more job opportunities for nationals.

VII. The Entrepreneurship Hurdles In Saudi Arabia

The constraints include are as follows:

1. Regulatory Structure: The dependent framework regulatory effect the formal as well as informal enterprise sector. The problems are addressed as:
 - Investment benefits which are difficult to grab in most business sector
 - The hurdle in financing program to invest in local vendors, often lack of funds.
 - A lack in technical support which is required to keep running business in healthy way
2. The qualified Employment: Due to lack of education and trainings Saudi nationals were unable to fit in enterprise sector, leading recruitment of international workforce to fill the gap.
3. The lack of knowledge among young workers to prepare and deliver projects.
4. Contribution of low-level performance and hence in efficient results.
5. The lack of proper standards by national government to help investing in young vendors in spite called for foreign support which lacked timely funds due to poor results. (Adlah A. Alessa, 2017)[2]

VIII. The Concept Of Knowledge Society And Broader Dimension

Knowledge society has much definition, in which it is mostly defined as a group of individuals with similar interests who try to get profit from the knowledge they obtain about the areas in which they center on This guides the human actions independently and institutionally which the human activities in public areas such as: the civil society, economy, and politics and in private life in order to progressively advance the humanitarian condition(Al-Omari, 2009)[8].

These two researchers incline to the final definition as it is closest to their own research. In fact, the knowledge society contains of a fixed of dimensions which can be mentioned as following:

- The economic dimension: Where material in the knowledge society is reflected as the service and the main source of the added value. Societies in the country that are characterized as knowledge societies

are those whose economy has faith on fact and information rather than goods and services.

- The technological dimension: Through the provision of communication and technological means to obtain the materials and information and to interchange it within the knowledge society.
- The social dimension: Represented in the availability of information in the public and the accessibility of communication and technology means that aids in its transfer.
- The cultural dimension: Characterized in the interest in data and knowledge and the fairness in their distribution, in addition to the interest in the creative abilities of individuals.
- The political dimension: Represented in the provision of a governmental sector based on republic, and in the establishment of the freedom of data handling, and making rational decisions.
- The educational dimension: It highlights on the need to pay consideration to the human component which is the root of creativity and innovation and the production of knowledge.
- The religious dimension: It focuses on the quality and content of knowledge as long as it does not contradict the Islamic teachings (Jubran, 2014)

IX. Aspects Of Knowledge Society

The knowledge society has a number of features, including:

A - The outburst of knowledge: This is over the presence of a great level of information, and through the labors that holds knowledge.

B- The quick response to changes: This is through the abandonment of governmental and private institutions of their traditional roles, and through rapid response to change.

C - The development in technology: This is by emphasizing the important part of the communication and technology means in the knowledge society (Al-Jarbouh, 2012).

This is an addition to the presence of a set of indicators over the knowledge society which is in Saudi Arabia can be identified, and these indicators are as follows:

1. The amount of awareness in research and development department.
2. The dependence on computer technology and internet.
3. The competitiveness in the production and dissemination of knowledge.
4. The change in the form of jobs, its prospects and purposes. (Al- Sadiq, 2015)[13].

X. Transforming Knowledge Society

The Knowledge society contains a lot of types that make it an important and urgent requirement that all traditional civilizations pursue to alter due to the assistances of such societies creating competitive values not present in other social countries. Therefore, knowledge is considered one of the important factors that distinguish countries from one another, and later, need the alteration of certain societies into a knowledge society. Such a society helps by contributing to the sustainability of the improvement method and to the formation of a competitive economy. This development thus accelerates the generation, distribution and investment of information and knowledge while increasing content in products and exports, promote development in the communication as well as the modern technological resources and interaction between the means of modern technology and globalization. (Al- Nabawi, 2015)

XI. Needs Of Knowledge Society

It has been proved that the information society has a set of desires that can be recognized; for instance, knowledge integration, which contributes to the merging of the structure of dispersed knowledge, as well as public interaction with knowledge, operative contribution with information outburst, and cultural, humanitarian and environmental data. Furthermore, reorganization of culture by harmonizing it with the knowledge society and knowledge society is not a leading society, but it is an inclusive society that cooperates through its language and culture with the data of the era. Furthermore, it is indicated that the rise of a knowledge society needs the presence of an administrative management that is concerned with placing the basics, values, tactics and programs that work on the provision of the opportunity for employees to participate in setting the objectives and rules of the institution in which they work in creating this evolution. (Nihma,

2011) [12]

Moreover, the presence of a combined planned structure is needed in order to assistance in settling the idea, mission institutional aims, and the presence of a flexible structure suitable to the performance requests. All the while focusing on the individuals' cultural aspects and developing their knowledge and creating an ethical centered vision. The accessibility of communication devices and technology means that we are contributing in the future generation and gaining of knowledge such as mainframes computer, electronic library, electronic mail and global databases for scientific research.

XII. Representations Of Skills In Constructing A Knowledge Society

It was considered that the Malaysian society was considered as an agricultural society with economic progress and human development in 1960s. During the time, the Malaysian administration implemented a nationwide plan to form an economy founded on the knowledge and on the growth of the Malaysian labor's practical capacities. The administration also focused on opening the local markets to foreign investor; hence the Malaysian economy transformed from an agricultural state and became the progressive industrialized economy based on knowledge. This policy continued the developmental mechanism of the human capacities and skills through the institution of education and scientific research institutes and vocational training organizations. The gross national product thus enlarged to 84.6 billion dollars in 2007; a rise of 6% over 2006 while industrial exports also raised by 10.5% from 2006 to 188.76 billion dollars. In 2007, the average per capita output reached 10882 dollars at a rise rate of almost 3.3% for individual output per year.

By the end of late 1960s, the successive Malaysian governments have gave high priority to higher education, training and human capacities growth for the Malaysian societies on the basis that education is an acquired right for the public. Moreover, vocational exercise is the means to construct a qualified and skilled workforce capable of industrial production in which education and science are served to constructing the society and the knowledge economy. Consequently the Ministry of Human Development and the Ministry of Science, the operation and role of the Malaysian Academy of Sciences in accomplishing the national vision of building a knowledge economy as follows: "Achieving technological excellence, marketing research results, and supporting in industrial processing, and providing consultation and technological answers through its knowledge effective supervision and proper investment". Therefore, over a national vision based on creating a knowledge society and following national policies that serve reaching this goal, the Malaysian governments have been capable to lead the industrial and technological construction process and to endorse innovation and creativity through investing in education and scientific research and creating a research environment appropriate for human and economic development and in conclusion to realize the visions of its people with additional progress and welfare, educating the country into the level of developed countries in a record time. In comparison, the Leader of Dubai launched a pioneering establishment for human development, and the growth of science and knowledge structures in the Arab world to support young minds and to fund scientific works, studies and researches. Such support intends to increase the level of the Arab world to the level of developed and creative states and to eradicate the knowledge gap between the developed world and the Arab world. In the first Knowledge Conference held in 2007 by this Foundation, an operational mechanism was launched to implement a large plan in order to support the education and the knowledge that will enhance the international knowledge and develop the quality of higher education.

Similarly, Saudi Arabia has intended to support entrepreneurs for being the succeeding economic power, to exploit their entrepreneurial abilities and to support their small and medium-sized tasks, which are considered to be one of the greatest essential instruments to economic growth. The Small and Medium Enterprises Authority are operating at an accelerated rate to review the rule and regulations to get rid of the difficulties and to assist the access to finance and to support entrepreneurs in advertising and promoting their ideas and their products, in other words the authority is considered the important factor that allows the entrepreneurs to run and manage their facilities.

XIII. Entrepreneurship Among Young Women And Vendors

Entrepreneurship is process of introducing new products with innovation in technology. The entrepreneur has impact on well-being of country as well as society. Today's women entrepreneurship stands on third across all formal business working task force. Till modernization women in Saudi were not allowed to work in formal businesses. The emerging field of social entrepreneurship is considered essential for both economic

and social development. Women were not allowed to take debts as banks are not keen in running behind women if they frauds or unable to return money. The entrepreneurial activity started among women is tradition in Arab countries to make dresses, other leather stitching stuff and sell in formal market. But now as the need is growing for both men and women to work for better economy, the restriction on women to work in formal sector has lowered down while they have to follow all Islamic rules. Social business is pulling in another age of pioneers, a great deal of them youthful. A ton of them are enthusiastic and loaded with vitality. A lot of them need to have any kind of effect in the general public. The lady's social business visionaries in the Kingdom of Saudi Arabia are capable people and gatherings who had information and abilities on the most proficient method to organize their requirements as per the endeavors they actualize. From the different discoveries on prioritizing issues, it very well may be derived that social business enterprise in Saudi Arabia is picking up force. From employment and help coordinating to maintainability, fighting destitution to ladies' strengthening, these new businesses are rolling out a social improvement and engaging individuals all through the locale. They exhibit a certifiable pledge to their mission just as away from of their individual difficulties and bolster needs. Social enterprise is assuming a solid job in creating social consideration benefits, network reinforcing and positive effect in Saudi Arabia. The nation's lady's social business visionaries were not saved from difficulties extraordinarily during firing up stage. A portion of these difficulties were conveyed during scale-up and execution of different enterprising endeavors. (Nieva, 2015)[6]

XIV. Failures In Entrepreneurship

Endless business visionaries proceed with adventures in spite of bombing on numerous occasions since disappointments to business people are an introduction to propelling one more undertaking [15]. The greater part organizations flop inside the initial six years of dispatch [15]. In creating countries, business visionaries bomb because of absence of or low innovation and imaginative endeavors, minimal capital, and hypothetical research. Ignorant business visionaries without any plans experience receptive business terminations in view of the powerlessness to determine issues. Business visionaries with no vision, satisfactory assets, and information available, battle to continue the endeavor for a more drawn out term [16]. Individual attributes of business visionaries can become boundaries to progress in the long run prompting bombed adventures in which carelessness is evaluated high on the scale [17]. Business people's choices of erroneous or over the top market sections lead to bombed adventures [17]. After the first bombed adventure, business visionaries show egotism to dispatch another endeavor which is an obstacle to the accomplishment of resulting adventures. Thusly, an assurance is a noteworthy accomplishment attribute [18]. Business visionaries forestall resulting disappointments with key hazard taking and adventure improvement targets [20]. Since the finish of Civil War, the US economy reshaped with a proficient R&D model which brought about information creation, enterprise, and financial development. Following the US model of R&D could enable Saudi business people to become visionary as opposed to reactionary without any plans since the Saudi society is very cruel about bombed business people with practically not many or no renewed opportunities. With such a model, Saudis could add to nation's improvement with hazard taking, innovativeness, and confidence [19]. Saudis need to evade the shame of disappointments to limit social weight as disappointment is in some cases not business person's deficiency, yet ominous economic situations. By and by, Saudi business people ought to acknowledge disappointments as exercises learned for resulting adventures. On the off chance that Saudi business visionaries keep up center around social acknowledgment, at that point they won't create imaginative methodologies and deteriorate organizations. Saudis need to get the hang of preparing to make visionary as opposed to reactionary results. The Saudi economy is thriving with hydrocarbons, strict the travel industry, and other characteristic assets, in any case, the specialists are making an assembling economy.

XV. Conclusion And Final Directions

The importance to overcome the entrepreneurship barriers as indicated by responses in the field study sample, represent that the public and private institutions work together for knowledge society. The present analysis depicts that particularly unemployment among street vendors and project financing difficulties with lack of interest are also constraints of poor infrastructure in country. On the other hand, the need is there to remove the barriers in implementing the knowledge society by Saudi Government, due to no cooperation

between the public and private sectors is a challenge facing the knowledge society and lack of trained labor the same with growing unemployment among thousands of graduates is a challenge to building a knowledge society. Moreover, the analysis has displayed the weakness in practicing regulations in the modern state creates a challenge to building a knowledge society. Although the study conducts the improper orientation of the higher education commission and scientific research center in the Kingdom of Saudi Arabia towards the production of innovation, thus creating a challenge face in establishment of the knowledge society. In result, the importance to boost the production of informational content in Arab via publishing of paper and electronic publishing house, media and technical content production, and IT development. Though, creating a logical and efficient approach to induct the effective cooperation between public and private institutions, scientific research centers and skill development centers. In addition to that, the importance to initiate and monitor appropriate and compatible projects to development computer skills for street vendors working in the public sector, and working on monitoring the physical and managerial capabilities on an annual basis to strengthen the infrastructure and physical equipment, both in the public communication system and in the in public institutions' infrastructure. Moreover, there is a need to review the economic institutional structures in Saudi Arabia as well as to provide more opportunities for Saudi people to contribute to planning the next stages of cultural entrepreneurship and social. This is set in agreement to the measures and controls which eventually makes the way for driven new pioneers who augmentation to the vision's goals for choosing and doling out initiative in all foundations present in the Kingdom. In rundown, Saudi specialists need to think about business visionaries before setting up guidelines. To advance enterprise; business rules must be simpler, understandable, shorter, and less bureaucratic. While Saudi Arabia is a government, the new vision 2030 is on the track to quickly move the nation towards progress. Under the present framework, industriousness, tirelessness, and building associations with government representatives is important to move through the essential administrative procedure. Liquidity and openings are bounteous in Saudi Arabia. The nation could turn into the chief decision for global organizations once the administrative procedure for new endeavors and organizations become increasingly straightforward and with fewer complexes regulatory. (Adlah A. Alessa, 2017)[1]

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