

Typology and Comparison of Turkish Entrepreneurs in Germany and Turkey*

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Abstract

In the field of entrepreneurship, which is of great importance for the economies of almost all countries, the methods that can increase the likelihood of success of the entrepreneur from the beginning stage are scientifically researched. The main target point of the researches based on enterprise and entrepreneurial characteristics is the predictability of the stages that can be experienced. For this purpose, many disciplines approach the subject from different perspectives and classify them on enterprise and entrepreneurship. Entrepreneur typologies are based on the classification of entrepreneurs. There are two types of entrepreneurs typology in which the studies on this subject are combined. These are “Craftsmen Entrepreneur” and “Opportunistic Entrepreneur” typologies. In this study, the determination of entrepreneurial typology of Turkish entrepreneurs in Turkey and Germany, had been aimed to demonstrate the similarities and differences between them. For this purpose, with 100 entrepreneurs from Germany and 100 from Turkey made a total of 200 data were collected from a survey of entrepreneurs. “Impact of Business Establishment Reasons” and “Participation in Entrepreneurial Expressions” scales were used to collect data. As result of analysis conducted with different parameters, the entrepreneurs in Turkey have much more opportunistic entrepreneur features, while the Turkish entrepreneurs in Germany had been found to have the characteristics of craftsman entrepreneur.

Keywords: *Entrepreneur, Entrepreneurship, Entrepreneur Typologies, Craftsmen Entrepreneur, Opportunistic Entrepreneur*

JEL Classification: *L26, L29, L53*

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Almanya ve Türkiye’deki Türk Girişimci Tipolojisi ve Karşılaştırması

Öz

Neredeyse tüm ülke ekonomileri için büyük önem taşıyan girişimcilik konusunda, başlangıç aşamasından itibaren girişimcinin başarıya ulaşabilme olasılığını artırabilecek yöntemler bilimsel olarak araştırılmaktadır. Girişim ve girişimci özelliklerinden hareketle yapılan araştırmalarda temel hedef noktası, yaşanabilecek evrelerin öngörülebilir olmasıdır. Bunun için birçok bilim dalı konuya farklı bakış açıları ile yaklaşmakta, girişim ve girişimcilik konusunda sınıflandırmalar yapılmaktadır. Girişimci tipolojileri, girişimcilerin sınıflandırılabilmesi esasına dayanmaktadır. Bu konuda yapılan çalışmaların birleştiği iki girişimci tipolojisi bulunmaktadır. Bunlar “esnaf girişimci” ve “fırsatçı girişimci” tipolojileridir. Bu çalışmada Türkiye’deki girişimciler ile Almanya’daki Türk girişimcilerin girişimci tipolojilerinin belirlenmesi, aralarındaki benzerlik ve farkların ortaya konulması amaçlanmıştır. Bu amaç doğrultusunda Türkiye’den 100 ve Almanya’dan 100’er Türk girişimci olmak üzere toplam 200 girişimci ile anket çalışması yapılarak veriler toplanmıştır. Verileri toplamak için İşletme Kuruluş Nedenlerinin Etkisi ve Girişimcilikle İlgili İfadelere Katılma ölçekleri kullanılmıştır. Farklı parametrelerle yapılan analizler sonucunda, Türkiye’deki girişimciler çok daha fazla “fırsatçı girişimci” özelliklere sahipken, Almanya’daki Türk girişimcilerin “esnaf girişimci” özelliklerine sahip olduğu tespit edilmiştir.

Anahtar Kelimeler: *Girişimci, Girişimcilik, Girişimci Tipolojileri, Esnaf Girişimci, Fırsatçı Girişimci*
JEL Sınıflandırılması: *L26, L29, L53*

Introduction

Entrepreneurship, which is considered to be the main factor of economic development, has increased its popularity after 1980s, despite the fact that it is conceptually known for years. Entrepreneurship is an important actor in many economic issues, such as the ability to create a solution to the rising unemployment problem, changes in the economic conjuncture, directing economic resources to areas that can be used more efficiently and to increase productivity, and promote competition. For this reason, entrepreneurship is in the interest of many scientific disciplines and many academic studies are carried out in order to increase the probability of success in entrepreneurship.

Entrepreneurship is a dynamic force in the development of the country's economy. In this respect, entrepreneurship is a vital part of the economic system. It is important to know the entrepreneurial typology of entrepreneurship in addition to the factors such as knowledge, courage, ability and creativity of the entrepreneur in terms of success, especially in terms of the evaluations to be made during the start-up period. In this study, the determination of the typology of Turkish entrepreneurs in Germany together with the determination of the typology of entrepreneurs in Turkey, to reveal the similarities and differences between Turkish entrepreneurs in both countries in terms of typology is designated as a primary goal. In the study where qualitative and quantitative research methods are used in combination, questionnaire method was used to collect data. The study was limited to the businesses in Ankara and to a few provinces where Turks live in Germany intensively.

In the literature in the field of entrepreneurship in Turkey, it did not reveal too much work for typology of entrepreneurship. While there have been many studies on the characteristics of entrepreneurs or enterprises, it has been found that entrepreneur typologies are an unexamined subject. It is thought that researching the entrepreneurial typologies which are known to have an effect on the strategies of enterprises and further academic studies on the subject will increase the success of the new initiatives.

1. Literature Review

Entrepreneurship increases the demand for labor force from the economic point of view, accelerates the economic development, leads to the emergence of new branches of industry, supports the increase in the level of social income and distribution to a wider audience. At the same time, it is functional in strengthening the middle-income group and in reducing the gaps in development levels among the regions (İlhan, 2005, pp. 217-248; Carree and Thurik, 2003, pp. 437-471; Van Praag and Versloot, 2007, pp. 351-382; Özkul and Dulupçu, 2007, pp. 67-92).

From a social perspective, entrepreneurship has some functional aspects. Contributing to the improvement of quality of life by offering the produced innovative goods and services for the benefit of society and initiating an innovative and exchangeive process in the social structure are some of them (Acs and Varga, 2005, pp. 323-334; Bozkurt et al., 2012, pp. 1-27).

In this context, entrepreneurship, as in many countries the importance in Turkey it is increasing every day. The entrepreneurship policy, which has been considered as an addition to SME policies in the past years, has now begun to be regarded as a separate policy. Within the framework of the Tenth Development Plan preparations, the establishment of a specialization commission separate from the SMEs for entrepreneurship and the opening of a separate heading to entrepreneurship within the scope of the plan are important indicators. Within this scope, "Entrepreneurship Strategy and Action Plan 2015-2018" prepared by KOSGEB (Small and Medium Enterprises Development and Promotion Administration) has been put into effect by publishing the Official Gazette dated 01.01.2015 and numbered 29403.

It can be seen that there is no common framework in the literature about the basic characteristics of entrepreneurs. The very different personality traits of people can be shown as the main reason for this. When we look at researches related to the subject, some characteristics of entrepreneurs; innovative and creative (Schumpeter, 1954; Thompson, 1999, pp. 209-224; Hisrich et al., 2005), risk-taking (McClelland, 1961, Hull et al., 1980, p. 11, Thompson, 1999, pp. 209-224, Hisrich et al., 2005, Bozkurt and Alparslan, 2013, pp. 7-28), initiative-driven (Schumpeter, 1954), success-oriented (McClelland, 1961; Hansemark, 1998, pp. 28-50; Kutanis, 2006), leadership-oriented (Hull et al., 1980, p. 11; Raposo et al., 2008, pp. 405-418), change-driven (Hisrich, 2005). Apart from these, many features such as finding resources, creating value, creating network connections, having knowledge and skills, creating capital, having ambition, having a passion for autonomy and being self-employed are included in the research. Entrepreneurial features and qualifications of initiatives are important in order to be able to predict in advance the strategies that must be implemented in order for new initiatives

to achieve success. In addition to personal experience, knowing what others are experiencing and presenting will increase the likelihood of success.

The fact that the entrepreneurial characteristics are very different makes it difficult to classify them. At this point entrepreneur typologies are engaged. The meaning of the typology word, the classification of objects according to their types, provides a way of organizing diversity (Woo et al., 1991, p. 95). The fact that the entrepreneurs are a heterogeneous group led to the emergence of different entrepreneurial types in the literature and they were classified within different types and subgroups. Some researchers have developed different typologies by examining the demographic characteristics of entrepreneurs, some of them psychologically, some by examining their entrepreneurial characteristics in terms of work and management strategy (Rauch and Frese, 2000, p. 118). The development of a single typology definition covering all entrepreneurs or a classification of boundaries is not possible because entrepreneurs have different personality traits. Entrepreneurs can have more than one classification due to their various characteristics. Typologies provide a basis for understanding the values of entrepreneurs, their thinking systems, general activities, pre-action movements, and analyzing their applications (Filion, 1998, p. 3). The decisions taken by the entrepreneurs directly or indirectly affect the type of strategy they follow. Since the entrepreneur has an active role in the making-decision processes of the enterprise, the entrepreneur type has a significant impact on the business strategies (Dinçer et al., 2012, pp. 257). In this context, the identification of entrepreneur typologies gains more value. Although it is difficult to form a well-defined set of features to classify entrepreneurship (Siu, 1995, pp. 53-54), there are different typology definitions based on some features of entrepreneurs in the literature. The most well-known classification among these typologies is the classification of "craftsmen entrepreneur" and "opportunistic entrepreneur" by Smith (1967). The type of craftsmen entrepreneur describes the entrepreneur who has low level of education and training, social awareness and low participatory level, inadequate to combat social environment and financial resources limited. In the opportunistic type of entrepreneur there is defined a type of entrepreneur who has a higher education, higher social awareness and participation, more confidence in coping with the social environment, consciousness and orientation towards the future and innovations, able to use different financial resources and develop different strategies (Smith and Miner, 1983, p. 326).

2. Entrepreneurial Typologies

The entrepreneur typology is related to the evaluation of the individual's personality traits and their mental and physical aspects. Personality characteristics vary widely among individuals. Therefore, the reasons such as the fact that there are serious differences between the causes and consequences of individual behaviors make it difficult to make typological classification based on the characteristics of the individual. In the classification of entrepreneur typology, it is understood that the individual's internal and external behaviors and thoughts play a role together with the physical, psychological and characteristic features of the individual. For this reason, besides the variables such as knowledge and education of the individual in the classification made for entrepreneurship typologies, personality traits also emerge as a variable that should be emphasized. One of the common characteristics of individuals who have an entrepreneurial spirit is their high level of desire for success. It is seen that these individuals who exhibit open approaches to innovativeness generally do not like routine jobs and are more open to unusual thoughts and ideas. Innovation, which is the most important definition of entrepreneurship, provides enabling in the sustainability of competitive advantage in terms of entrepreneurship and business. Moreover, this situation brings the entrepreneur to an effective actor in global markets (Öğüt et al., 2006, p. 432).

The most well-known classification among these typologies is the classification of "craftsmen entrepreneur" and "opportunistic entrepreneur" by Smith (1967). The type of craftsmen entrepreneur describes a low level of education, a low level of social awareness and a low level of participatory skills, a sense of incompetence in combating the social environment, and the limited financial resources. In the opportunistic type of entrepreneur who has a higher education and training, higher social awareness and participation, more confidence in coping with the social environment, awareness and orientation towards the future and innovations, (Smith and Miner, 1983, p. 326).

Craftsmen entrepreneurs prefer a more rigid business structure, while opportunistic entrepreneurs prefer a more flexible business structure. Businesses managed by craftsmen entrepreneurs are entrepreneurs who produce smaller products, procure production vehicles from where they are generally, use local and regional product markets, and be more rigid against consumer group changes. Businesses Enterprises managed by opportunistic entrepreneurs target the global markets and their product range is wide (Rauch and Frese, 2000, p. 118; Özkul, 2008, p. 133).

Different entrepreneurial typology distinctions have been made after the entrepreneur typology created by Smith. But the basis of these distinctions is also based on the distinction of

craftsmen/ opportunistic entrepreneurs made by Smith. Smith identified key features for types of craftsmen entrepreneurs and opportunistic entrepreneurs. These properties are given in Figure 1.

Figure 1: Essential Features of Entrepreneurship Titles

Entrepreneur	Craftsmen	Entrepreneur	Opportunistic
Education level	Low		High
Work Experience	High		Low
Management Experience	Low		High
Diversity of Financial Sources	Low		High
Business Structure	Solid Structure		Flexible Structure
Take Risk	Low		High
Seeing Opportunities	Low		High
Uncertainty Conditions	Bad		Good
Innovation Perspective	Low		High
Personal Structure	Solid		Flexible
Decision Making Process	Just Think of This Day		Past, Future, This Day as a Whole

Source: Dulupçu et al., 2007, p. 76.

3. Turkish Entrepreneurship in Germany

In this section, first of all, it is necessary to give information about the socio-economic outlook of Germany. Germany not only hosts ethnic entrepreneurs of Turkish origin, but also hosts entrepreneurs from many different nationalities. However, in order to better understand this situation, it is useful to look at the general table. At this point, the number of workers and sectoral distribution of enterprises is important.

Table 1: Distribution of Enterprises in Germany by Number of Workers

Sector	Number of Workers				Total
	0-9	10-49	50-249	250	
Information and Communication	118.463	9.815	2.658	509	131.445
Economic Services	193.747	16.175	5.521	1.464	216.907
Other services	220.776	11.060	2.044	374	234.254
Education	62.905	11.416	1.987	420	76.728
Real estate and Housing	162.672	3.593	489	64	166.818
Enegy	68.531	687	506	193	69.917
Service Industry	229.191	16.997	2.060	205	248.453
Construction Sector	349.862	36.058	3.271	260	389.451
Mining and Quarrying	1.539	484	115	17	2.155
Financial and Insurance services	65.543	1.994	1.175	781	69.493
Scientific and Technical services	488.767	26.971	3.889	653	520.280
Health and Social work	199.334	32.203	8.609	2.786	242.932
Arts and Entertainment	106.697	3.748	585	123	111.153
Water, Sewage and Waste	8.330	2.485	808	146	11.769
Maintenance and repair of motor vehicles	566.614	53.512	9.280	1.725	631.131
Traffic and Storage	93.663	16.629	3.726	632	114.650
Production	175.101	43.666	15.612	4.278	238.657
Total	3.111.735	287.493	62.335	14.630	3.476.193

Source: DeStatis, 2016

When the data in the table is examined, it is seen that the total number of enterprises in Germany is 3,476,193 as of 2016, and 631,131 (18.2%) enterprises and motor vehicles maintenance and repair sector take the first place in this total. 520,280 (15,0%) enterprises are in the second rank with the enterprises in the vocational, scientific and technical services sector and the construction sector is the third with 389,451 (11.2%). The mining and quarrying sector is in the last place with 2,155 (0.1%) enterprises. According to the 2016 data published by DeStatis, the total number of workers in all of these enterprises is 29.489.906. The group with the largest number of workers is the production sector.

Among the Turks living in Germany, a dynamic has formed to establish their own businesses since the 1990s. In the process of this dynamism, the increase in the desire for independent work stems from expectations for a different working and living environment. The

Turks, the largest ethnic group in Germany, have become a dynamo in Germany's ethnic economy for entrepreneurship. While the number of Turkish entrepreneurs was 26,000 in 1986, it increased to 68,000 in 2006 (Şen et al., 2008, pp. 406-407). In 2015, the number of self-employed Turks exceeded 80,000 (Şen, 2015, p. 6).

The European Association of Turkish Businessmen and Industrialists (EATBI), founded in 1992 and headquartered in Düsseldorf, continues its activities as an association. According to the association, the number of Turks who established their business in Germany by 2018 is close to 100,000. The annual turnover of these workplaces, where about 500,000 people are employed, is around 50 billion Euros. Until 2025, it is estimated that the number of establishments established by the Turks will reach 140,000 and the turnover of these enterprises will reach 70 billion Euros annually (EATBI, 2018).

4. Entrepreneurship in Turkey

Applied before the financial liberalization movement in Turkey closed economic model and the more preferred economic policies namely import substitution policy, causing the disintegration of the global competitive environment, mainly the business world, trying to maintain their profits they have achieved with the advantages of being able to dominate the current domestic market and an environment that avoids taking over risk because of the political and economic uncertainties they have found. In today's conditions, thanks to the effects that globalization has created, now distances have almost no importance. For this reason, an economic system has emerged in which neither the system nor the industry has to comply with the developing conditions that it can not exclude.

These developments have been said for Turkey's economy, so that Turkey also grasped the importance of entrepreneurship and especially with the contribution of both private sector organizations including the public, have been begun to be new studies in the field of entrepreneurship (Sönmez and Toksoy, 2014, p. 45).

Turkey, according to the proportions of the early entrepreneurs with growth potential, ranks 2nd among the 62 countries surveyed. The early stage entrepreneurship rate in Turkey is 17,4 percent in 2015, this rate has declined to 16,1 percent in 2016 and this proportion (16,1%), it is still considered the major economies were 14% higher than the average. According to the Global Entrepreneurship Monitor (GEM) survey, the decrease in the rate of entrepreneurship in Turkey in 2016, which resulted from male entrepreneurs, there was a decrease in participation in the early stages of entrepreneurial activity of men in 2016, it occurred an increase of women entrepreneurs in Turkey and it is understood that they begin to show continuity in women's

entrepreneurial activity. Also, in terms of early stage entrepreneurial activity, Turkey, between the regional countries which has 16,1% rate. In this way, it is seen that Turkey have a higher than entrepreneurship rate from China (10,3%), India (10,6%) and Israel (11,3%) in Asia. Turkey is ranked 5th among the 65 GEM countries participating in the research. In addition, approximately 47% of the adult population in Mexico and India, thinking that entrepreneurs have high status in society, this ratio is 72% in Turkey (GEM, 2017).

5. Method

5.1. Purpose and Importance of Research

The main purpose of this study is to evaluate the Turkish entrepreneurs in Germany and Turkey in terms of entrepreneurial typologies. Turkish entrepreneurs who immigrated to Germany or were born in Germany, because of their ethnic identity and the influence of the country in which they live with, in terms of entrepreneurship typologies have similarities and differences with Turkish entrepreneurs in Turkey. The discovery of these similarities and differences will lead to results that can increase the success rate of entrepreneurship in the future.

In this regard, in order to improve the achievement levels of entrepreneurship that has a very important place in terms of Turkey's economy, it is considered to be a necessity of making academic research on entrepreneurship typologies. According to typologies of entrepreneurs, comparing Turkish entrepreneurs in Turkey with entrepreneurs in developing countries, it will allow the existing situation to reveal on the subject, will provide important information about what can be done and steps that can then be discarded. For these reasons, in this study, situation of entrepreneurs in Turkey with Turkish entrepreneurs in Germany were discussed.

5.2. Scope and Sample of the Research

Research, with Turkish entrepreneurs in Germany and in Turkey were made for the comparison of Turkish entrepreneurs. For this purpose, from different regions of Ankara and Germany from different cities, the data collection work was carried out with Turkish entrepreneurs. Research areas include Turkey and Germany. In Turkish entrepreneurs in Turkey, the reason why to been selection of Turkish entrepreneurs from Ankara sample, the capital city of Turkey the fact that many businesses are operating in Ankara; The fact that Ankara is hosting the common business groups such as OSTIM (Middle East Industry Trade Center), GIMAT (Food and Consumable Products Wholesalers Site) and SITELER (furnishers' site).

In this research, Turkish entrepreneurs in Turkey and Germany constitutes a universe difficult to reach. For this reason, "entrepreneurs in Ankara" and "Turkish entrepreneurs living in two cities in Germany" were identified as the "set of research samples". The countries number of sampling was 100 and the sampling was composed of total 200 entrepreneurs. As a method, "criterion sampling" and "easily accessible sampling" techniques of the purposive sampling method were used. In the purposive sampling, the researcher uses his / her own judgment about who to choose, and determines the most appropriate ones for the purpose of the research. In this study, a sample was determined according to the criteria of "craftsmen" and "opportunistic" entrepreneur typologies. The main reason for this is that Turkish entrepreneurs generally have characteristics that are appropriate to these typologies. Therefore, purposeful sampling method is used.

5.3. Measuring Tools

In the study, two scales were used, namely the "Business Establishment Reasons" and "Participation in Entrepreneurial Expressions". These scales were used in the Master Thesis by Tulunay (2010). Tulunay (2010) states that these scales were developed by Kapu (2001) and Demircan (2000) and used with minor modifications. Permissions have been obtained for the use of scales in this study.

Prepared data collection tool consists of three parts. These are "The Impact of Business Establishment Reasons", "Participation in Entrepreneurial Expressions" and "Demographic Scale". The first section contains 25 items to measure the "The Impact of Business Establishment Reasons". These factors include items that measure the entrepreneur's willingness to innovate, his desire to establish a certain respectability, his desire to gain status and profit, his desire to make sense of his life and his traditional approach. According to the 5-Point Likert Scale for each item, "1-Not at all effective", "2-Not very effective", "3-Some effective", "4-Effective" and "5-Very effective" they were asked to respond. The items consist of expressions aimed at measuring which factors are more effective in establishing entrepreneurs and how motivated they are.

The second part of the questionnaire contains the items of Participation in Entrepreneurship-Related Statements, and it enables to measure the personality traits of the participants. It is aimed at revealing the determination and leadership behaviors of entrepreneurs in general. In this section consisting of 20 items, the participants were asked to answer again on the 5-point Likert Scale as 1-Strongly Disagree, 2-Disagree, 3-Undecided, 4-

Agree and 5-Strongly Agree. In the study analysis, take risk, solution focused, leadership, high communication skills and determination sub-dimensions were obtained.

5.4. Reliability of Scales

The Cronbach's Alpha validity analysis investigates whether the N material is homogeneous in the scale, whether it shows a holistic structure or not. Cronbach's Alpha value in the range of 0-1 is a coefficient that reveals the similarities and closeness of the substances. If the correlation between the questions is negative, the calculated Cronbach's Alpha coefficient is also negative. If this coefficient is negative, it causes deterioration of the reliability model. In other words, it means that the reliability of the scale used is impaired. The Cronbach's Alpha coefficient, which is based on the data obtained from the scale items, is interpreted as 0-1 (Kılıç, 2016, p. 48):

- If the alpha value is $0.00 \leq \text{Alpha} < 0.40$, the result is that the scale is not reliable. Accordingly, it is necessary to rearrange the items that make up the scale.
- If the alpha value is $0.40 \leq \text{Alpha} < 0.60$, the reliability of the scale is low. Substances must be rearranged or modified.
- If the alpha value is $0.60 \leq \text{Alpha} < 0.80$, the result is that the scale is quite reliable.
- If the alpha value is $0.80 \leq \text{Alpha} < 1.00$, its understood that a scale with a high degree of reliability is used.

In this study, data were collected by using two scales, namely the “Business Establishment Reasons” and the “Participation in Entrepreneurial Expressions”. The reliability analyzes of the scales were performed and cronbach’s Alpha values and the reliability of the scale based on alpha coefficients were given in Table 2.

Table 2: Scales and Reliability Analyzes

	Cronbach's Alpha	
	Turkey	Germany
Business Establishment Reasons	0,931	0,954
Openness to Innovation	0,900	0,899
Creating Prestige	0,865	0,930
Obtaining Status and Earnings	0,823	0,840
Defining his/her life	0,815	0,867
Traditionalism	0,795	0,815
Participation in Entrepreneurial Expressions	0,971	0,969
Take Risk	0,907	0,870
Solution Focused	0,893	0,878
Leadership	0,848	0,808
High Communication Skill	0,773	0,757
Determination	0,929	0,941

5.5. Hypothesis of Research

H1: With Turkish entrepreneurs in Turkey between Turkish entrepreneurs in Germany, according to level of education, there is a meaningful differentiation between levels of education.

H2: With Turkish entrepreneurs in Turkey between Turkish entrepreneurs in Germany, according to work experience there is a meaningful differentiation between work experience.

H3: With Turkish entrepreneurs in Turkey between Turkish entrepreneurs in Germany, according to management experience there is a meaningful differentiation between management experience.

H4: With Turkish entrepreneurs in Turkey between Turkish entrepreneurs in Germany, according to the level of risk there is a meaningful differentiation between level of take risk.

H5: With Turkish entrepreneurs in Turkey between Turkish entrepreneurs in Germany, according to view of innovation there is a meaningful differentiation between view of innovation.

H6: With Turkish entrepreneurs in Turkey between Turkish entrepreneurs in Germany is meaningful different in terms of entrepreneurship trends.

H7: With Turkish entrepreneurs in Turkey between Turkish entrepreneurs in Germany, there are meaningful differences in terms of business establishment reasons.

H8: In Turkish entrepreneurs in Turkey is a meaningful relationship between entrepreneurial trend with the reasons for establishment a business.

H9: In Turkish entrepreneurs in Germany is a meaningful relationship between entrepreneurial trend with the reasons for establishment a business.

H10: Turkish entrepreneurs in Turkey, according to relationship between reasons for establishment a business with the entrepreneurial trend is different from Turkish entrepreneurs in Germany.

6. Findings and Comments

Table 3: Comparison of Educational Level of Turkish Entrepreneurs in Germany and Turkey

	Country	N	Rank Average
Educational Status	Turkey	100	116,25
	Germany	100	84,75
	Total	200	
Educatioanl Status			
Mann Whitney U	3425,000		
Wilcoxon W	8475,000		
Z	-4,197		
Asymp. Sig. (2-tailed)	0,000		

In Turkish entrepreneurs in Germany and Turkey has reached the conclusion according to education level that a statistically meaningful difference. These results, “H1: With Turkish entrepreneurs in Turkey between Turkish entrepreneurs in Germany, according to level of education, there is a meaningful differentiation between levels of education”, H1 hypothesis was accepted because the alpha value ($p < 0.05$) was less than 0,05.”

Table 4: Comparison of Work Experience of Turkish Entrepreneurs in Germany and Turkey

	Country	N	Mean	Standart Daviation	Entrepreneur Type			
Work Experience	Turkey	100	2,69	1,002	Opportunistic Entrepreneur			
	Germany	100	3,05	1,226	Craftsmen Entrepreneur			
t-test								
		t	df	Sig. (2-Tailed)	Mean Difference	Std.Error Difference	%95 Confidence Interval of the Difference	
							Lower	Upper
Work Experience	Equal Variances Assumed	-2,274	198	0,024	-0,360	0,158	-0,672	-0,048
	Equal Variances not Assumed	-2,274	190,464	0,024	-0,360	0,158	-0,672	-0,048

The results of the t-test analysis, the Turkish entrepreneurs in Germany and Turkey, between the work experience, which is statistically a meaningful difference ($p < 0.05$) has been concluded. Thus, "H2: With Turkish entrepreneurs in Turkey between Turkish entrepreneurs in Germany, according to work experience there is a meaningful differentiation between work experience" hypothesis was accepted.

Table 5: Comparison of Management Experience of Turkish Entrepreneurs in Germany and Turkey

	Country	N	Mean	Standart Daviation	Entrepreneur Type			
Management Experience	Turkey	100	3,02	1,356	Opportunistic Entrepreneur			
	Germany	100	2,46	1,298	Craftsmen Entrepreneur			
t-test								
		t	df	Sig. (2-Tailed)	Mean Difference	Std.Error Difference	%95 Confidence Interval of the Difference	
							Lower	Upper
Management Experience	Equal Variances Assumed	2,983	198	0,003	0,560	0,188	0,190	0,930
	Equal Variances not Assumed	2,983	197,629	0,003	0,560	0,188	0,190	0,930

The results obtained t-test analysis, according to management experiences between the Turkish entrepreneurs in Germany and Turkey, which is a statistically meaningful differentiation ($p < 0.05$) has been concluded. Thus, "H3: With Turkish entrepreneurs in Turkey between Turkish entrepreneurs in Germany, according to management experience there is a meaningful differentiation between management experience" hypothesis was accepted.

Table 6: Comparison of Level of the Risk of Turkish Entrepreneurs in Germany and Turkey

	Country	N	Mean	Standart Daviation	Entrepreneur Type			
Level of the Risk	Turkey	100	2,72	1,393	Opportunistic Entrepreneur			
	Germany	100	3,08	1,346	Craftsmen Entrepreneur			
t-test								
		t	df	Sig. (2-Tailed)	Mean Difference	Std.Error Difference	%95 Confidence Interval of the Difference	
							Lower	Upper
Level of the Risk	Equal Variances Assumed	-1,858	198	0,065	-0,360	0,194	-0,742	0,022
	Equal Variances not Assumed	-1,858	197,765	0,065	-0,360	0,194	-0,742	0,022

The results of the t-test analysis, the Turkish entrepreneurs in Germany and in Turkey, in terms of level of the risk is not a statistically meaningful differentiation ($p > 0.05$) was concluded. Thus, "H4: With Turkish entrepreneurs in Turkey between Turkish entrepreneurs in Germany, according to the level of risk there is a meaningful differentiation between the level of risk" hypothesis was rejected.

Table 7: Comparison of Turkish Entrepreneurs in Germany and Turkey According to View of Innovation

	Country	N	Mean	Standart Daviation	Entrepreneur Type			
View of Innovation	Turkey	100	2,57	1,358	Opportunistic Entrepreneur			
	Germany	100	3,10	1,275	Craftsmen Entrepreneur			
t-test								
							%95 Confidence Interval of the Difference	
		t	df	Sig. (2-Tailed)	Mean Difference	Std.Error Difference	Lower	Upper
View of Innovation	Equal Variances Assumed	-2,845	198	0,005	-0,530	0,186	-0,897	-0,163
	Equal Variances not Assumed	-2,845	197,227	0,005	-0,530	0,186	-0,897	-0,163

The results of the t-test analysis, the Turkish entrepreneurs in Germany and Turkey, between the view of innovation, which is statistically a meaningful difference ($p < 0.05$) has been concluded. Thus, "H5: With Turkish entrepreneurs in Turkey between Turkish entrepreneurs in Germany, according to view of innovation there is a meaningful differentiation between view of innovation" hypothesis was accepted.

Table 8: Comparison of Participation in Entrepreneurial Expressions of Turkish Entrepreneurs in Germany and Turkey

		T	df	Sig. (2-Tailed)	Mean Difference	Std.Error Difference
Participation in Entrepreneurial Expressions	Equal Variances Assumed	0,666	198	0,506	0,07200	0,10811
	Equal Variances not Assumed	0,666	196,121	0,506	0,07200	0,10811
Take Risk	Equal Variances Assumed	-0,107	198	0,915	-0,01500	0,14049
	Equal Variances not Assumed	-0,107	191,181	0,915	-0,01500	0,14049
Solution Focused	Equal Variances Assumed	1,755	198	0,081	0,17600	0,10027
	Equal Variances not Assumed	1,755	197,927	0,081	0,17600	0,10027
Leadership	Equal Variances Assumed	-0,062	198	0,950	-0,00667	0,10697
	Equal Variances not Assumed	-0,062	193,608	0,950	-0,00667	0,10697
High Communication Skill	Equal Variances Assumed	1,221	198	0,224	0,13000	0,10648
	Equal Variances not Assumed	1,221	192,101	0,224	0,13000	0,10648
Determination	Equal Variances Assumed	0,524	198	0,601	0,06333	0,12082
	Equal Variances not Assumed	0,524	197,411	0,601	0,06333	0,12082

As shown in Table 8, Turkish entrepreneurs in Germany with entrepreneurs in Turkey is not a statistically meaningful difference between entrepreneurship trends ($p > 0.05$) were detected. In the sub-dimensions of the scale, no meaningful difference was found between Turkish entrepreneurs in both countries. Thus, "H6: With Turkish entrepreneurs in Turkey between Turkish entrepreneurs in Germany is meaningful different in terms of entrepreneurship trends" hypothesis was rejected.

Table 9: Comparison of Turkish Entrepreneurs in Germany and Turkey, according to Impact of Business Establishment Reasons

		t	df	Sig. (2-Tailed)	Mean Difference	Std.Error Difference
The Impact of Business Establishment Reasons	Equal Variances Assumed	-2,347	198	0,020	-0,20800	0,08862
	Equal Variances not Assumed	-2,347	191,028	0,020	-0,20800	0,08862
Openness to Innovation	Equal Variances Assumed	-3,149	198	0,002	-0,38000	0,12066
	Equal Variances not Assumed	-3,149	197,924	0,002	-0,38000	0,12066
Creating Prestige	Equal Variances Assumed	-1,098	198	0,273	-0,09750	0,08879
	Equal Variances not Assumed	-1,098	182,119	0,274	-0,09750	0,08879
Obtaining Status and Earnings	Equal Variances Assumed	0,055	198	0,956	0,00500	0,09037
	Equal Variances not Assumed	0,055	190,593	0,956	0,00500	0,09037
Defining his/her life	Equal Variances Assumed	-2,353	198	0,020	-0,25000	0,10624
	Equal Variances not Assumed	-2,353	195,152	0,020	-0,25000	0,10624
Traditionalism	Equal Variances Assumed	-2,006	198	0,046	-0,40000	0,19937
	Equal Variances not Assumed	-2,006	197,993	0,046	-0,40000	0,19937

As shown in Table 9, between Turkish entrepreneurs in Turkey and Germany in terms of business establishment reasons is a statistically meaningful difference ($p < 0.05$) was determined. The sub-dimensions of the scale show that there is a statistically meaningful

difference between the Turkish entrepreneurs in both countries in terms of openness to innovation, defining his/her life and traditionalism sub-dimensions ($p < 0.05$). There was no meaningful difference ($p > 0,05$) in terms of creating prestige and obtaining status and earnings sub-dimensions of the scale. Thus, "H7: With Turkish entrepreneurs in Turkey between Turkish entrepreneurs in Germany, there are meaningful differences in terms of business establishment" hypothesis was accepted.

Table 10: The Correlation between Business Establishment Reasons with Participation in Entrepreneurial Expressions of Turkish Entrepreneur in Turkey

	The Impact of Business Establishment Reasons	Openness to Innovation	Creating Prestige	Obtaining Status and Earnings	Defining his/her life	Traditionalism	Participation in Entrepreneurial Expressions	Take Risk	Solution Focused	Leadership	High Communication Skill	Determination
The Impact of Business Establishment Reasons	1											
Openness to Innovation	,926**	1										
Creating Prestige	,896**	,733**	1									
Obtaining Status and Earnings	,682**	,504**	,614**	1								
Defining his/her life	,878**	,765**	,793**	,470**	1							
Traditionalism	0,016	-0,083	-0,132	-0,005	-0,020	1						
Participation in Entrepreneurial Expressions	,375**	,422**	,280**	,308**	,290**	-0,193	1					
Take Risk	,296**	,374**	,215*	,256*	0,171	-,236*	,935**	1				
Solution Focused	,343**	,371**	,272**	,267**	,299**	-0,194	,943**	,848**	1			
Leadership	,444**	,462**	,345**	,303**	,394**	-0,089	,908**	,770**	,862**	1		
High Communication Skill	,288**	,272**	,214*	,338**	,246*	-0,105	,834**	,666**	,809**	,779**	1	
Determination	,375**	,432**	,269**	,304**	,284**	-0,191	,967**	,893**	,857**	,851**	,779**	1

It was concluded that there is a high and positive relationship between participation in entrepreneurial expressions and impact of business establishment reasons. This result shows that participation in entrepreneurial expressions to be under the influence of more impact of business establishment reasons as their entrepreneurial tendencies increase. Similarly, participation in entrepreneurial expressions of entrepreneurs are increasing as the impact of business establishment reasons increase. Thus, “H8: In Turkish entrepreneurs in Turkey is a meaningful relationship between entrepreneurial trend with the reasons for establishment a business” hypothesis was accepted.

Table 11: The Correlation between Business Establishment Reasons with Participation in Entrepreneurial Expressions of Turkish Entrepreneur in Germany

	The Impact of Business Establishment Reasons	Openness to Innovation	Creating Prestige	Obtaining Status and Earnings	Defining his/her life	Traditionalism	Participation in Entrepreneurial Expressions	Take Risk	Solution Focused	Leadership	High Communication Skill	Determination
The Impact of Business Establishment Reasons	1											
Openness to Innovation	,941**	1										
Creating Prestige	,926**	,807**	1									
Obtaining Status and Earnings	,816**	,750**	,671**	1								
Defining his/her life	,918**	,797**	,847**	,702**	1							
Traditionalism	0,083	-0,031	-0,019	-0,054	0,151	1						
Participation in Entrepreneurial Expressions	0,183	,275**	0,129	0,118	0,092	-0,093	1					
Take Risk	0,132	,223*	0,090	0,073	0,057	-0,135	,941**	1				
Solution Focused	,254*	,313**	,224*	0,162	0,173	-0,075	,933**	,853**	1			
Leadership	0,128	,244*	0,059	0,053	0,033	-0,063	,928**	,850**	,842**	1		
High Communication Skill	0,178	,216*	0,165	0,088	0,115	0,002	,860**	,794**	,831**	,755**	1	
Determination	0,153	,255*	0,079	0,129	0,058	-0,095	,943**	,837**	,806**	,862**	,747**	1

It was concluded that there is not a relationship between participation in entrepreneurial expressions and impact of business establishment reasons. These results “H9: In Turkish entrepreneurs in Germany is a meaningful relationship between entrepreneurial trend with the reasons for establishment a business” the H9 hypothesis was rejected because the alpha value ($p > 0.05$) was more than 0,05.

Table 12: Comparison of Turkish Entrepreneur in Turkey and Germany in terms of the relationship between reasons for establishment a business with the entrepreneurial trend

		t	df	Sig. (2-Tailed)	Mean Difference	Std.Error Difference
The Impact of Business Establishment Reasons	Equal Variances Assumed	-2,347	198	0,020	-0,20800	0,08862
	Equal Variances not Assumed	-2,347	191,028	0,020	-0,20800	0,08862
Openness to Innovation	Equal Variances Assumed	-3,149	198	0,002	-0,38000	0,12066
	Equal Variances not Assumed	-3,149	197,924	0,002	-0,38000	0,12066
Creating Prestige	Equal Variances Assumed	-1,098	198	0,273	-0,09750	0,08879
	Equal Variances not Assumed	-1,098	182,119	0,274	-0,09750	0,08879
Obtaining Status and Earnings	Equal Variances Assumed	0,055	198	0,956	0,00500	0,09037
	Equal Variances not Assumed	0,055	190,593	0,956	0,00500	0,09037
Defining his/her life	Equal Variances Assumed	-2,353	198	0,020	-0,25000	0,10624
	Equal Variances not Assumed	-2,353	195,152	0,020	-0,25000	0,10624
Traditionalism	Equal Variances Assumed	-2,006	198	0,046	-0,40000	0,19937

	Equal Variances Assumed	-2,006	197,993	0,046	-0,40000	0,19937
Participation in Entrepreneurial Expressions	Equal Variances Assumed	0,666	198	0,506	0,07200	0,10811
	Equal Variances not Assumed	0,666	196,121	0,506	0,07200	0,10811
Take Risk	Equal Variances Assumed	-0,107	198	0,915	-0,01500	0,14049
	Equal Variances not Assumed	-0,107	191,181	0,915	-0,01500	0,14049
Solution Focused	Equal Variances Assumed	1,755	198	0,081	0,17600	0,10027
	Equal Variances not Assumed	1,755	197,927	0,081	0,17600	0,10027
Leadership	Equal Variances Assumed	-0,062	198	0,950	-0,00667	0,10697
	Equal Variances not Assumed	-0,062	193,608	0,950	-0,00667	0,10697
High Communication Skill	Equal Variances Assumed	1,221	198	0,224	0,13000	0,10648
	Equal Variances not Assumed	1,221	192,101	0,224	0,13000	0,10648
Determination	Equal Variances Assumed	0,524	198	0,601	0,06333	0,12082
	Equal Variances not Assumed	0,524	197,411	0,601	0,06333	0,12082

Table 12 shows that there is a statistically meaningful difference according to business establishment for Turkish entrepreneurs in the two countries ($p < 0.05$). On the other hand, there is no statistically significant difference in terms of entrepreneurial tendencies ($p > 0.05$). When the sub-dimensions were examined, it was found that there was a statistically significant difference between the sub-dimensions of business establishment reasons, “openness to

innovation”, “defining his/her life” and “traditionalism” sub-dimensions of Turkish entrepreneurs in both countries ($p < 0.05$), and there was no significant difference between other sub-dimensions. When the group statistics are examined, Turkish entrepreneurs in Germany, business establishment reasons as for "openness to innovation", "defining his/her life" and "traditionalism" shows that average score subscales were higher than entrepreneurs in Turkey. These results, according to entrepreneurs in Turkey Turkish entrepreneurs in Germany reveals that they were more under the influence in terms of business establishment reasons. In the sub-dimensions of entrepreneurship tendency, there was no statistically significant difference between the Turkish entrepreneurs in both countries ($p > 0.05$). Thus, “H10: Turkish entrepreneurs in Turkey, according to relationship between reasons for establishment a business with the entrepreneurial trend is different from Turkish entrepreneurs in Germany” hypothesis was accepted.

7. Conclusion and Recommendations

Entrepreneur and entrepreneurship are the dynamos of national economies. In the economic systems of the world countries, especially small and medium-sized enterprises are over 95%. The fact that 99% of the public enterprises in 28 European countries, excluding forestry, fishery and financial services, are small and medium-sized enterprises (Muller et al., 2016) clearly show the importance of entrepreneurship in economic systems.

Entrepreneurs in Turkey, as increases between difference of educational levels, it increases of meaningful differences between the business establishment reasons. The higher the education level, the higher the average score for the business establishment reasons. Similarly, the increase in education levels leads to an increase in the averages of participation in entrepreneurial expressions related to entrepreneurship. In terms of level of education of Turkish entrepreneurs in Germany did not have a significant effect on the averages of business establishment reasons. On the other hand, it has been concluded that educational levels have a significant effect on the averages of participation in entrepreneurial expressions, and that average scores increase as the level of education increases.

In terms of work experiences, between entrepreneurs in Turkey and Germany have reached the conclusion that a statistically meaningful differentiation. According to a study conducted in (by time spent in previously work), entrepreneurs in Turkey of "opportunistic entrepreneur", while the Turkish entrepreneurs in Germany "craftsmen entrepreneur" that has been found to be more trends.

Turkish entrepreneurs in Germany in terms of management experience were found to be statistically meaningful differentiation according to entrepreneurs in Turkey. As a result of the analyzes conducted according to management experience, entrepreneurs in Turkey are "opportunistic entrepreneur", while Turkish entrepreneurs in Germany are "craftsmen entrepreneur" that have been identified. According to management experience, entrepreneurs in Turkey have more management experience from Turkish entrepreneurs in Germany. Therefore, entrepreneurs in Turkey have more opportunistic entrepreneur features. In terms of management experience of Turkish entrepreneurs in Germany and Turkey, about business establishment reasons and participation in entrepreneurial expressions were statistically no meaningful difference.

Entrepreneurs show that if they can take high risks, have more characteristics of being an "opportunistic entrepreneur", while they take less risk, they have the characteristics of being a "craftsmen entrepreneur". In this study, the results for analysis approach to risk taking entrepreneurs, entrepreneurs in Turkey, was understood to be close to take more risk by Turkish entrepreneurs in Germany. Thus, it has been found that they show more characteristics of being an "opportunistic entrepreneur". Turkish entrepreneurs in Germany prefer to take less risk, which shows that they show more "craftsmen entrepreneur" characteristics. In terms of the economic and political structures of both countries, it is seen that Turkish entrepreneurs in Germany, which has a more stable economic and political structure, avoid more than taking risks. In contrast, entrepreneurs in Turkey tend to be closer to risk-taking is considered to be a meaningful result. Entrepreneurs in Turkey are taking risk much more from Turkish entrepreneurs in Germany because of the many factors are available them around that require risk-taking.

Turkish entrepreneurs in Germany and Turkey, according to perspectives of innovation has been reached the conclusion that a statistically meaningful differentiation. For entrepreneurs perspective of innovation is important in terms of revealing which of the entrepreneurial features they have, "craftsmen entrepreneur" or "opportunistic entrepreneur". Entrepreneurs in Turkey in terms of innovation perspectives "opportunistic entrepreneur", while the Turkish entrepreneurs in Germany has been determined that show more "craftsmen entrepreneur" characteristics. Turkish entrepreneurs in Germany have an approach to managing their available situation. In contrast, entrepreneurs in Turkey innovate and demonstrate a more open attitude to innovation. Also they follow changes in the market more stringent. In terms of openness to innovation, it was found that there was no statistically meaningful difference between the

entrepreneurs in both countries regarding the business establishment reasons and participation in entrepreneurial expressions.

According to analysis of tend to entrepreneurship among Turkish entrepreneurs in Germany and Turkey, there was no significant difference statistically significant. The main reason for this is that the entrepreneurial qualities become more universal every day. Due to the rapid development of communication environments, the pace of globalization has increased and societies have become more affected from each other. Another reason why no meaningful difference was found was that the traditional Turkish family structure was also valid among Turks living in Germany. In terms of business establishment reasons for Turkish entrepreneurs in Turkey and Germany it has reached the conclusion that there is a statistically meaningful difference between two countries. The average value of Turkish entrepreneurs in Germany are significantly higher than the average value of entrepreneurs in Turkey. Thanks to these results, according to business establishment reasons, Turkish entrepreneurs in Germany have been stayed under the influence of business establishment reasons more than entrepreneurs of Turkey. The sub-dimensions of the business establishment reasons, according to "openness to innovation", "defining his/her life" and "traditionalism", Turkish entrepreneurs in Germany have higher average scores than entrepreneurs in Turkey. Turkish entrepreneurs in Germany in these sub-dimensions have higher with an average according to entrepreneurs in Turkey, Turkish entrepreneurs in Germany, in particular it can be attributed to the influence of the culture they live in growing confusion. This is because, on the one hand the impact of the process of grow-up, which requires high commitment to Turkish family traditions, on the one hand, and the influence of German culture in the education and social life environments, may have caused them to be more connected to the traditional structure. In addition, the social environment in which they are located may also be effective in their openness to innovation.

The relationship between the business establishment reasons with entrepreneurial tendencies in Turkey as a result of the analyzes conducted that with positive trends in business establishment reasons it is been concluded that there is a high level of relations. Turkish entrepreneurs in Turkey, as entrepreneurial trends are increased also business establishment reasons are increased. A different result was obtained for Turkish entrepreneurs in Germany. It has been determined that there is no meaningful relationship between the entrepreneurial tendencies of the Turkish entrepreneurs in Germany and business establishment reasons. In terms of Turkish entrepreneurs, there is no meaningful relationship between business establishment reasons and entrepreneurship trends. With these results obtained, entrepreneurs

in Turkey according to Turkish entrepreneurs in Germany, entrepreneurs in Turkey evaluate with together business establishment reasons and entrepreneurship trends.

In the study's focal point, as a result of analysis for determining the relationship between business establishment reasons with entrepreneurial trends of Turkish entrepreneurs in Germany and Turkey, it was determined that there was a meaningful difference among business establishment reasons with entrepreneurial trends of entrepreneurs in two countries. Turkish entrepreneurs in Germany according to entrepreneurs in Turkey showed a higher level of participation business establishment reasons. In Turkish entrepreneurs in both countries, it was concluded that there are meaningful differences in terms of “openness to innovation”, “defining his/her life” and “traditionalism” dimensions from the sub-dimensions of business establishment reasons. These results coincide with the analyzes conducted separately for Turkish entrepreneurs in both countries.

As a result, when viewed according to entrepreneurial typologies between entrepreneurs in Turkey and Turkish entrepreneurs in Germany, according to entrepreneurship trends and business establishment reasons, it was concluded that there are statistically meaningful difference. The difference between education levels and educational systems in countries, differences in income levels, differences in the social environment, and the economic level of countries can be considered as the main reasons for this difference. In addition, reasons such as people's desire to have a good social status in society and to gain dignity and to want to earn more, may vary according to the environment they are grown up and this situation is reflected in the entrepreneurial typologies.

For entrepreneurship, making separate specialized commissions studies in Development Plan, putting KOSGEB Entrepreneurship Strategy and Action Plan preparation and practicing on behalf of entrepreneurs are positive and encouraging developments in Turkey. For Turkey's economy, it is steps that can lead to positive results in the short and long term. In order to improve the level of entrepreneurship and increase the level of success, the following recommendations have been deemed appropriate:

- ✓ The more important it is to produce policies for entrepreneurship, the more practical is the implementation of the policies and the monitoring and supervision of the implementation.
- ✓ When the researches about entrepreneurship typologies are examined, it is seen that the main goal is to increase the probability of success of the initiative from the idea and start-up process. In this way, it can be suggested that entrepreneurship typologies should be given to students as a separate course.

✓ It is thought that the fact that university youth, who are the potential entrepreneurs of the future, to be informed more about entrepreneurship, and especially the introductions to the young entrepreneurs will provide an important motivation to increase entrepreneurship.

✓ It is thought that the realistic and positive use of visual and social media tools will be of great benefit in order to encourage people to entrepreneurship. Success stories motivate both entrepreneurs to achieve better things and increase the motivation of those who think about being entrepreneurs. The actual processes, starting from how the idea was born, until it is achieved in a concrete way, will be an important guide for people who are thinking about experiencing similar processes.

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