

*Characterization test of the entrepreneur's typical profile in  
Algeria. Case of the region of Bejaia.*

*إختبار توصيف الشخصية النموذجية للمقاول في الجزائر. حالة منطقة بجاية.*

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**Abstract:**

This article focuses on the characterization of the typical profile of entrepreneurs in the context of economic openness in Algeria. Following the restitution of empirical work, we conducted a survey of a sample of 54 entrepreneurs from the Bejaia region. A multiple correspondence factor analysis (MCFA) was applied to the data. The results showed the existence of several profiles of entrepreneurs with very specific characteristics that stand out from each other.

**Keywords:** Entrepreneurship; Entrepreneurs; Typical profile; MCFA; Algeria.

**JEL classification code :** C4, L26, M22

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## **1. Introduction :**

The introduction contains the following elements: introduction, main question, sub-questions, hypotheses, research objectives, research model, and previous studies.

Entrepreneurship has become a privileged research object in several disciplines since the 1980s (economics, management, sociology, psychology, etc.). The phenomenon of business creation has taken on considerable importance, hence the interest of researchers and politicians in the role of entrepreneurship in economic and social development (BOUTILLIER & UZUNIDIS, 1995). The individual entrepreneurial initiative was encouraged to fight unemployment through the creation of jobs in small emerging businesses.

The entrepreneur, actor of this economic dynamic, has aroused the interest of entrepreneurship specialists (BAUMOL, 1968; DRUCKER, 1985; GARTNER, 1990; BARONNET, 1996; CASSON, 2003; FAYOLLE, 2004). Their research focused on the function and behavior of the entrepreneur, as well as his attributes and characteristics. The study of the characteristics of entrepreneurs includes personality traits, psychological or socio-demographic characteristics, motivations, skills, origins or social trajectories. However, it seems that demographic traits such as gender, age, intellectual level and type of training are more determinative to undertake than psychological traits (BOURGUIBA, 2007).

In Algeria, the place of the private sector was marginalized until the end of the 1980s, although in fact some exceptions would have been slyly tolerated. The transition to a market economy has paved the way for the emergence of a class of independent entrepreneurs who have benefited from an institutional framework favorable to private initiative: Law on Currency and Credit of 1990; 1993 and 2001 Investment Code and marked economic conditions liberalized certain economic sectors (transport, construction, foreign trade).

Based on this observation, we are interested in the characteristic features of private entrepreneurs in Algeria. **The objective of this study is to characterize the typical profile of the entrepreneur.** We hypothesized that **entrepreneurs in Algeria are characterized by specific traits which naturally distinguish them from the rest of the population but do not form a homogeneous**

**group.** So there is not just one typical entrepreneur profile, but rather several.

Several studies have addressed this issue (BOUYACOU, 1997; OUSSALEM, 2002; FERFERA & BELARBI, 2006; ASSASSI & HAMMOUDA, 2006; MADOU, 2008, KERZABI & Tabet-AOUEL, 2009, SIAGH, 2014; METAICHE & BENDIABDELLAH, 2016). For this study, we have chosen the region of Bejaia which is known for its entrepreneurial dynamism and regularly ranks in the top 5 wilayas in terms of creation and concentration of SMEs. The use of the questionnaire survey enabled the creation of a database based on the responses of the 54 entrepreneurs interviewed. We applied a one-dimensional analysis to the data obtained, in addition to a factor analysis of multiple correspondences, discussed the results and presented the research perspectives.

## **2. Literature review:**

In this section, we will present the concepts of entrepreneurship and the entrepreneur as well as the characteristics of Algerian entrepreneurs drawn from the conclusions of certain empirical works on the subject.

### **1.2. Entrepreneurship and entrepreneurs:**

Entrepreneurship is a complex phenomenon, the definition of which has divided specialists rather than brought them together. This difficulty in defining finds its origin in the interdisciplinarity of the field (Filion, 1997) as well as in the diversity of its methodological approaches. This passage illustrates this situation: "*Entrepreneurship is studied from several angles (entrepreneur, process, business creation, creator, strategic perspective) and understood by different disciplines: psychology, sociology, economics, management, human management (Baronet, 1996; Bruyat, 1993; Verstraete, 1999). This diversity of issues and fields of research makes an attempt at synthesis illusory*" (DESCHAMPS, 2000, p 67).

Add to this, the relative youth of the field of research, which dates only from the 1980s. It is therefore recommended to study entrepreneurship from a global and multidisciplinary point of view.

Entrepreneurship is a phenomenon that combines an individual and an organization, but we must distinguish between the entrepreneur (an individual) and entrepreneurship (dialectic individual-organization) although the border between the two concepts is extremely blurred (GARTNER, 1990). This combination is central to one of the

definitions of entrepreneurship: *"Entrepreneurship is defined as the field that studies the practice of entrepreneurs. He is concerned with their activities, their characteristics, with the economic and social effects of their behavior"* (FILION, 1997, p. 23).

Entrepreneurship is a dynamic process that facilitates wealth creation, adds value to resources, creates new markets and meets demand. As a set of processes, it is linked to entrepreneurial activities aimed at generating economic value by introducing new products, processes and services or by taking advantage of a market imbalance (KABIR, 2019).

Entrepreneurship research often focuses on three approaches: the entrepreneurial context, the entrepreneur and entrepreneurial action. The functional approach that favors action and of which Schumpeter is considered to be the leader in associating entrepreneurship with innovation. The descriptive or causal approach which recommends that the entrepreneur has the qualities and skills required to exercise the functions of creation, development and application. And the economic approach which highlights the role of entrepreneurs in economic development.

The concept of the entrepreneur covers a multitude of realities and its meaning differs depending on the approach or the discipline. According to CASSON (2003), there is no theory of the entrepreneur which is unanimous within the scientific community. However, some researchers consider that the personal traits of the entrepreneur play an essential role in the formation of the organizational culture and its strategic approach (MULLIN, 1996). The experience, technical knowledge, academic training of entrepreneurs, as well as their entrepreneurial characteristics, have an impact on the definition of objectives, the ability to mobilize the necessary resources and capacities, the choice of an appropriate strategic approach, and designing functional plans to combat uncertainty (BALBONI et al. 2014).

Referring to FILION (1997, p. 19), we propose the following definition of the entrepreneur which seems exhaustive to us: *"An entrepreneur is an imaginative person, characterized by an ability to set and achieve goals. This person maintains a high level of sensitivity to detect business opportunities. As long as he / she continue to learn*

*about possible business opportunities and continue to make moderately risky decisions that aim to innovate, he / she continue to play an entrepreneurial role". This allows us to try to approach it according to the angle that we want to study because for TOUNES &, FAYOLLE (2006, p. 27): "the different faces of the entrepreneur come from spatial and not just temporal contingencies".*

Historically, the entrepreneur has been defined according to two approaches: a functional or behavioral approach (what he does) and a characteristic or deterministic approach (what he is).

### **a. Functional or behavioral approach**

This approach emphasizes the actions of the entrepreneur, what he does and his behavior (GARTNER, 1990). It is defined by the set of activities it performs to create an organization (business), its entrepreneurial project and its strategy for success. He perceives a business opportunity and creates a company to seize it while seeking profit. The entrepreneur plays an essential role in triggering it through his will to change things or to propose something new.

### **b. Characteristic or deterministic approach**

This approach looks at who is the entrepreneur and who is at the center of the analysis. She is interested in research that tends to identify the personal characteristics of entrepreneurs (SHAVER & SCOTT, 1991): personality traits, psychological characteristics, socio-demographic characteristics, motivations, skills, origins or social trajectories. (BOUGHATTAS-ZRIG, 2011), skills and networks and finally the role of innovation. The objective of this approach is to establish a typical entrepreneur profile with specific and empirically demonstrated characteristics.

Many authors have emphasized the essential characteristics specific to the entrepreneur: risk-taking and initiative (CANTILLON, 1755), combination of means of production (SAY, 1803), innovation (SCHUMPETER, 1910; DRUCKER, 1985), coordination (CASSON, 1982), creativity, need for autonomy, desire for success, determination, propensity to solve problems, desire and motivation to find and exploit opportunities (CAIRD 1993; OGBOR, 2000). The criticism addressed to this approach consists in the difficulty of generalizing the characteristics of entrepreneurs to the whole population because of the singularity and the complexity of the individuals who form this population and who cannot be confined to a single standard profile.

However,, according to (Bourguiba, 2007), it seems that demographic traits such as gender, age, intellectual level and type of training are more determining to undertake than psychological traits.

## **2.2.Characteristics of Algerian entrepreneurs :**

The entrepreneur in Algeria is a new character. This is due to the choice of a planned economy to break away from the colonial period. It was a natural extension of the principles of the revolution but already posed the problem of the place of the private sector in economy. Before the transition to a market economy, the private sector was tolerated, supervised by the state monopoly on foreign trade and then freed from 1988. But its development took place in the shadow of the public sector and mainly in the final consumption industry (textiles, food) and construction (BENACHENHOU, 2007). However, the Algerian entrepreneurs of this period, called "private operators", were characterized by a marked heterogeneity in their economic and sociological contours (BOUYACOUB, 1997) as an extension of the works of LIABES (1984), HENNI (1993), BOUKHEBZA (1989) and PENNEF (1981).

With economic reforms, entrepreneurs in Algeria do not relatively form a homogeneous category, hence the difficulty of establishing a single standard profile of the entrepreneur. Despite this, they share certain characteristics which naturally differentiate them from other categories of the population. According to BOUYACOUB (1997), these characteristics can be relative youth, a high level of education, a long work experience, a diversified professional origin, mainly public, an often favorable family origin.

From the 2000s, the creation of businesses in Algeria accelerated strongly and currently, the country has a little more than half a million private businesses. According to the statistical information bulletin N ° 33 of June 2018 of the Ministry of Industry and Mines, the number of private enterprises is 628,219 enterprises (MIM, 2018). And although the annual "Doing Business" ranking (WORLD BANK, 2018) on the business climate places Algeria in an unfavorable position (166th place out of 190 countries, 156th in 2017), we believe that the country has done significant progress in the field of entrepreneurship and business creation.

Entrepreneurs in Algeria have acquired an important place in the economic structure of the country and are presented as actors of development; they enjoy a good status and a good level of consideration within society (ABDOU and al., 2012). This status was acquired through employment created in a context marked by rising unemployment, which characterized the transition to a market economy (11.1% in 2018 according to the National Statistics Office).

Two studies on the characteristics of entrepreneurs carried out by Algerian researchers in the mid-2000s (FERFERA & BELARBI, 2006), (ASSASSI & HAMMOUDA, 2006) provided an overview of the traits and profiles of business creators. This shows that creators from the public sector are doing better, which is explained by the fact that the transition to a market economy was an opportunity for some of the executives in the public sector who immediately launched their businesses by creating new enterprises in sectors where the State has withdrawn (industries, transport, ...).

Algerian entrepreneurs are relatively old men who started working quite young and who live in large urban centers. They are married and heads of their households. The education level of entrepreneurs is high; the majority have not followed professional training. Regarding the business sector, the distribution of entrepreneurs is balanced, with an advantage for the trade sector, one third (1/3) of the entrepreneurs are traders. The use of imports has favored the emergence of wholesale and retail traders, to the detriment of productive activity. Finally, entrepreneurs work in the formal system, more than two thirds (2/3) of which have a trade register and are affiliated to a social security fund. However, the informal sector is much more present in trade activities and social security affiliation is not as developed.

Another more recent survey, from the Global Entrepreneurship Monitor (GEM) for Algeria, conducted between 2009 and 2012 (ABDOU and al., 2012), gave information on entrepreneurship in general and on the characteristics of entrepreneurs in particular.

With regard to the profile of the entrepreneur, the survey has shown that he is becoming more and more of a youth entrepreneurship. Indeed, the 25-34 and 35-44 age categories dominate entrepreneurial activity and the trend is towards its strengthening. This situation can be explained by the high unemployment rate that characterizes this segment of the population, of which nearly one in four young people is

unemployed, hence the use of entrepreneurship as an alternative to paid employment (undertake by need). But also by the demographic structure of the population dominated by young people. The level of education of entrepreneurs high (university or professional training) therefore the structure of entrepreneurship begins to change in favor of graduates, finally, more men than women are involved in an entrepreneurial activity.

### 3. Study Methodology :

To answer the research problem, we opted for a questionnaire survey. The study population is made up of private entrepreneurs already established in Algeria and who carry out their activities at the time of the survey. We have referred to the data contained in the periodic information bulletin issued by the Ministry of Industry and Mines in Algeria. However, we have targeted the wilaya of Bejaia (department) in the central region of the country. The Bejaia region is known for its growing entrepreneurial dynamic, regularly ranking in the top five wilayas in terms of creation and concentration of private SMEs (28,372 SMEs in 2017 according to the Ministry of Industry).

The questionnaire we used relates to the characteristics of the entrepreneurs interviewed in order to establish their profiles. It was carried out partly inspired by the conceptual framework of the GEM. It is divided into three parts. The first part concerns the identification of the company created by the entrepreneur (year of creation, legal form, sector of activity, number of employees), the second part is devoted to the profile of the entrepreneur (age, gender, level training, status before becoming an entrepreneur); the third part deals with the environment of entrepreneurship (Training, motivations, factors favoring entrepreneurship).

The variables used and their respective modalities are presented in the table below.

**Table 1: Variable titles and their modalities**

Variable	Title of the variable	Modalities of the variable
ANC	Year of creation	1 : 1990-2000, 2 : 2000-2010, 3 : From 2010



<b>FMJ</b>	Legal form	1 : SARL, 2: SPA, 3: Other
<b>SEC</b>	Activity area	1: BTPH, 2: Industry, 3: Services
<b>EMPL</b>	Employees	1 : VSE, 2 : SME, 3 : Big Business
<b>AGE</b>	Age of the entrepreneur	1: 20 to 30 years, 2: 30 to 40 years, 3 : 40 to 60 years
<b>SMAT</b>	Marital status	1: Single, 2: Married
<b>GENR</b>	Gender of entrepreneur	1: Male, 2: Female
<b>ENTG</b>	Entrepreneurial environment	1: Family, 2: Colleagues, 3: None
<b>STAV</b>	Status before undertaking	1: Public employee, 2: Private employee, 3 : Student/Unemployment
<b>TEMP</b>	Time spent as an employee	1: - 5 years, 2: more than 5 years, 3: None
<b>NIVF</b>	Education level	1: Secondary, 2: Higher, 3: Professional training
<b>FORM</b>	Entrepreneurial training	1: Creation of Ets, 2: Support, 3: None
<b>MOTV</b>	Entrepreneurial motivations	1: Responsibility and risk-taking, 2: Employment, 3: Business opportunity
<b>FACR</b>	Entrepreneurial factors	1: Economic conditions, 2: Business climate 3: Characteristics of the territory

**Source:** Based on the survey questionnaire

The initial sample consists of 100 enterprises and the municipalities concerned by the survey are Bejaia (capital, 25 enterprises), Akbou (25 enterprises), Elkseur (20 enterprises), Tazmalt (15 enterprises), and Kherrata (15 enterprises). The survey carried out between November 2017 and April 2018 allowed the constitution of a sample of 54 enterprises and therefore of private entrepreneurs spread over the five targeted municipalities as follows: Bejaia (20 enterprises), Akbou (14 enterprises), Elkseur (07 enterprises), Tazmalt (07 enterprises) and Kherrata (06 enterprises). The sample consists of 26 very small businesses (48%), 14 small businesses (26%), 6 small businesses (medium businesses: 11%) and 8 small businesses (large businesses: 15%), which indicates that all size categories are present. For the sector of activity, the sample includes 23 enterprises in industry (42%), 20 enterprises in services (38%) and 11 enterprises in construction (20%), which gives overall a relative representativeness of three dominant sectors of Algerian private enterprise.

#### 4. Study Results :

The presentation of the results comes in two stages: a one-dimensional analysis (descriptive statistics) and a multidimensional analysis (factorial analysis of multiple correspondences) of the database resulting from the survey.

#### **1.4. One-dimensional analysis**

The results obtained show that the majority of entrepreneurs surveyed (68%) is relatively young whose age group is between 20 and 40 years old with a certain category which does not exceed 50 years. This provides information on the fact that young people in Algeria tend to do business and do not wait for the state to guarantee them paid employment.

Regarding the level of training of entrepreneurs, the survey has shown that the majority of them have either a higher level of training (53%) or vocational training (25%), but that does not mean that those who do not have a high level of education do not undertake, on the contrary, the surveyed sample includes all categories of entrepreneurs regardless of their level of training.

Concerning the entrepreneur's entourage, the results indicate that the majority of entrepreneurs (75%) have a favorable entrepreneurial entourage, made up of parents and other family members, friends or elders. coworkers. Regarding the status of the entrepreneur before the creation of his business, we noticed that a good part of the entrepreneurs surveyed (42%) come from the private sector, before going into business. There are also former public sector employees (20%) who already have experience sometimes exceeding five years and who have taken advantage of the country's transition to a market economy to become entrepreneurs. Finally, a category of students or unemployed has become an entrepreneur by necessity to have a salaried job.

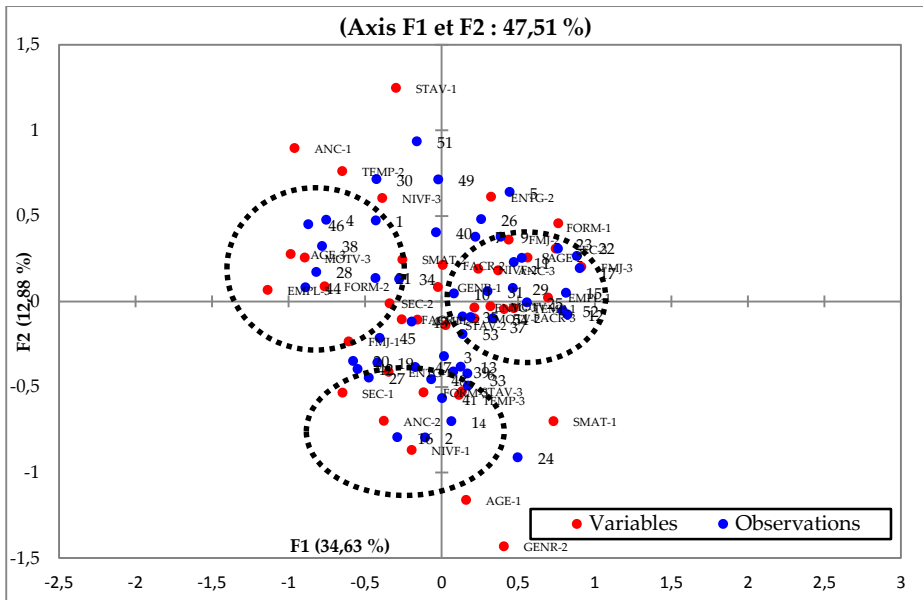
Another aspect of this survey highlights the motivations of entrepreneurs, the responses that come back often relate to seizing a business opportunity (22.2%) or being financially independent (29.6). Thinking about guaranteeing financial autonomy is a sign of the population's desire to free itself from dependence on wage employment and supervision of the public sector in the past. It is also an aspiration to play a preponderant role in society by having social recognition. However, it should be emphasized that the concept of risk-taking to undertake is weak among Algerian entrepreneurs, at least those who responded to the survey (29%) and this is already manifested in the sectors of activity that they prefer to exercise namely services (trade in particular) and construction (BTPH). This is due to the weak presence

of an entrepreneurial culture rooted in Algerian society on the one hand and the instability of the regulatory framework on the other hand.

**2.4. Multidimensional analysis**

The factor analysis of multiple correspondences (AFCM) or ACM is a method of multidimensional statistical description of a table of qualitative data which allows to graphically representing the similarities between individuals and between the modalities of qualitative variables. In the case of this survey on the characteristics of entrepreneurs and their profiles, the use of the AFCM technique using SPSS software will make it possible to assess the relationships between entrepreneurs on one side, and their essential characteristics on the other hand.

**Fig.1: Symmetric graph of variables and observations. .**



**Source:** AFCM survey results, 2018.

The graphic representation of the variables (represented by the different methods) and of the observations (represented by the 54 entrepreneurs) shows the existence of three (03) distinct groups: two opposite groups on the F1 axis and one group on the F2 axis. Each of the three groups is made up of a number of entrepreneurs with specific

characteristics, the most essential elements of which we will present using the table below.

**Table 2: Groups of variables and observations on the factor axes**

Groups And axes	Variables/ Modalities	Contribution (%)	Cosinus Carrés /1	Valeurs test / 2	Observations (entrepreneurs)
Group I Axis F1	AGE 2	4,72	0,32	<b>4,08</b>	7, 8, 9, 10, 11, 12, 15,17, 22, 23, 26, 29, 31, 35, 37, 52, 54 Or <b>17 entrepreneurs</b> <b>31,48%</b> of the sample
	SEC 3	6,18	0,33	<b>4,16</b>	
	EMPL 1	6,99	0,45	<b>4,88</b>	
	FORM 1	6,11	0,31	<b>4,08</b>	
Group II Axis F1	TEMP 1	2,09	0,10	<b>2,32</b>	1, 4,21, 28, 30, 34, 44, 46 Or <b>8 entrepreneurs</b> <b>14,81%</b> of the sample
	EMPL 3	10,01	0,45	<b>-4,89</b>	
	FORM 2	5,17	0,25	<b>-3,60</b>	
	AGE 3	9,16	0,45	<b>-4,86</b>	
Axis F1	SEC 2	1,47	0,09	<b>-2,13</b>	
	TEMP 2	3,74	0,18	<b>-3,06</b>	
Groupe III Axis F2	NIVF 1	8,04	0,26	<b>-3,73</b>	2, 3, 6, 13, 14, 16, 19, 20, 27, 33, 39, 41, 42, 47, 48 Or <b>15 entrepreneurs</b> <b>27,77%</b> of the sample
	FORM 3	4,09	0,15	<b>-2,84</b>	
	STAV 3	4,22	0,16	<b>-2,93</b>	
	TEMP 3	4,79	0,19	<b>-3,17</b>	
	ENTG 1	3,12	0,14	<b>-2,68</b>	
	ANC 2	5,95	0,20	<b>-3,29</b>	
SEC 1	2,39	0,07	<b>-1,96</b>		

Source: AFCM survey results, 2018.

Group I on the F1 axis is made up of 17 entrepreneurs who share common characteristics which we deduce from the significant test values of the modalities of the variables in the previous table. Thus, the entrepreneurs of this first group are characterized by an age of between 30 and 40 years, a very small size of the company with less than 10 employees. Their business sector is services and entrepreneurs worked less than 5 years before starting their own business; in addition, they were able to benefit from training in business creation before starting a business.

Group II on the F1 axis is made up of 8 entrepreneurs who are rather old, between 40 and 60 years old, working in the industry sector and having a large workforce which is between 50 employees and 250 employees. They followed training in entrepreneurial support once their businesses were created. The level of training of these entrepreneurs is professional and they have worked for more than 5 years as employees

before becoming independent or private entrepreneurs. This category of entrepreneurs comes from the public sector and which took advantage of the economic opening in the early 1990s and the encouragement of the private sector to go into business.

Group III on axis F2 is made up of 15 entrepreneurs with a secondary education level who work in the construction sector (BTPH). Before they became entrepreneurs, they were either studying or unemployed, so they have not worked as an employee in either the public or private sector. Their entrepreneurial entourage is made up of their parents and relatives who are entrepreneurs and who have naturally influenced their entrepreneurial choices. Finally, these entrepreneurs have not followed any training in entrepreneurship or business creation.

### **3.4. Discussion of results**

The results obtained from the survey carried out have shown that entrepreneurs in the Bejaia region have certain characteristics which distinguish them from the rest of the population, but that this does not allow the establishment of a single typical entrepreneur profile. . The dominant standard profile shared by the majority of entrepreneurs is an age between 30 and 40, a high level of training, either higher or in vocational training. A very small company size with less than 10 employees and working in services. A more or less long-standing professional origin and with a favorable entrepreneurial environment. Results which partially join BOUYACOUB (1997), ASSASSI & HAMMOUDA (2006), or even the GEM survey of 2011 for Algeria.

However, an in-depth analysis of the survey data showed that the entrepreneurs in the sample do not necessarily form a homogeneous category and differ in many aspects from where the existence of other standard profiles. Indeed, we have been able to establish the existence of three groups of entrepreneurs whose characteristics are distinct despite the fact that they are rather differences on certain terms. And that naturally implies a different profile between each group of entrepreneurs. In our opinion, this difference

has its origin in the heterogeneity of the entrepreneurial phenomenon whatever the region of study or the target population of entrepreneurs.

Thus, entrepreneurs diverge in their level of training between higher or secondary for example, the size of their companies where there is a category that employ more than 250 employees. They are also differentiated by their professional origin between those who have long experience in the public sector and those who have never worked before becoming entrepreneurs, this last element naturally implies a difference in the age group of entrepreneurs and in their perception of entrepreneurial activity and the business world in Algeria

Our results confirm the non-homogeneous nature of the entrepreneur category by taking those from the Bejaia region as an example, which confirms our hypothesis on the existence of several entrepreneur profiles with very distinct characteristics, which constitutes the main contribution of this study.

## **5. Conclusion :**

The purpose of this work is to understand the foundations of entrepreneurship in Algeria and to establish the typical profile of the entrepreneur and his characteristics. We did this through a survey of a sample of 54 entrepreneurs from the Bejaia region. We have highlighted the fact that there is not a single typical entrepreneur profile, but rather several with specific characteristics for each group of entrepreneurs.

However, the dominant standard profile is based on characteristics such as: a high level of education, relative youth, appreciable professional experience, a favorable entrepreneurial environment and a very small size of company.

Finally, we were able to establish that entrepreneurs does not all share the same characteristics and differentiate from each other in many aspects, which raises questions about the origin of this difference. The answer to this question may lie in the diversity of the professional trajectories of each entrepreneur and the environment in which he has evolved, so research in this direction should continue. This can lead us to propose new lines of research by

looking at other regions in Algeria to establish comparisons and other aspects related to entrepreneurs such as skill, intention or entrepreneurial culture.

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## 7. Appendices :

### Survey

This survey is part of the development of a Doctoral Thesis in Management Sciences, option Economic Management of Territories and Entrepreneurship, at the Faculty of Economic, Commercial and Management Sciences of the University of Bejaia. The thesis is entitled: "Entrepreneurship in Algeria: characteristics, challenges and prospects" and the survey is intended for entrepreneurs who create businesses in the Bejaia region, the information collected will remain confidential and may in no case be the subject of " for purely educational and scientific research purposes

Indication:

There is neither right nor wrong answers. We are interested in what you really think. Please answer all questions freely

November 2017

**Name and first name of the investigator: OUKACI Moustafa,  
Teacher / PhD student**

Date (day / month / year): // Questionnaire number:

#### **I. Identification of the enterprise**

1. Company name or business name: .....
2. Address and location: .....
3. Year of creation of the company: .....
4. Legal form of the company:   SARL           SNC           EURL
5. Business sector of the company: BTPH   Industry   Services
6. Current workforce of the company:  
-10 employees, 10-49 employees, 50-249 employees

#### **II. Characteristics of the entrepreneur**

7. How old were you when you started your business?  
20-30 years, 30-40 years, 40-60 years
8. Your marital status during the creation of the company:  
Single, Married
9. Gender: Male Female
10. Have there been any examples of entrepreneurs in your personal or professional circle? Parents or family members, Friends or coworkers.
11. Just before launching your business, you had the status of:  
Public sector employee, Private sector, Student or unemployed
12. If employed, how long have you been on the job?

Less than one year, From one year to five years, More than five years

13. Level of training acquired from the entrepreneur:

High school, University, Professional training

**III. General environment for entrepreneurship**

14. Did you benefit from specific training (s) for the creation of your business? In business creation, In entrepreneurial support, Lack of training

15. What were your motivations for starting your business?

Take responsibility and take a risk, Having a job and security earning more money, Seizing a business opportunity

16. What were the factors that influenced your decision to start your business?

Economic conditions (growth, recession, unemployment), Business climate favorable to entrepreneurship, Characteristics of the territory

17. Open question: if you want to give your vision on entrepreneurship in Algeria and on the creation of companies in particular in Bejaia, or express yourself more generally on the subject, do not hesitate to do it in this space which you is reserved :

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**Thank you very much for answering all the questions and for the time spent filling out this survey.**