

# A Study of Concept Collection and Devotions for Immigrant Enterprises, Entrepreneurs and Entrepreneurship

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**Abstract**— This paper seeks to address a gap in the academic research on immigrant enterprises, entrepreneurs, and entrepreneurship (IEEE) by consolidating existing knowledge and offering a comprehensive understanding of the field. The authors emphasize the importance of selecting appropriate theories to guide research design and interpretation of results in this interdisciplinary area. By incorporating both traditional and contemporary theories, taking into account their respective application conditions, the paper provides valuable insights for researchers in the fields of immigrant business, management, and social sciences. The research methodology involves conducting a literature review and employing a three-phase framework (motivation, strategies, and outcomes) to comprehend the IEEE process. Given the significant role of personal and environmental characteristics in IEEE, theory application should consider multiple perspectives. The article examines the significance of employing appropriate theories in scholarly research. It asserts that the selection of a theory can significantly influence the achievement of a project, as it impacts multiple facets including research inquiries, participants, data collection, and analysis. The paper offers insight into various theories and their appropriate application, rendering it a valuable resource for researchers.

**Keywords**— Immigrant enterprise, Entrepreneurship, Entrepreneur, IEEE.

## I. INTRODUCTION

Immigrant entrepreneurs and their contributions to entrepreneurship are of great importance in the economic development of countries such as the United States, the United Kingdom, Australia, and New Zealand. Extensive research has demonstrated that immigrants constitute a substantial portion of entrepreneurs in these nations. Moreover, companies established by immigrants significantly contribute to global trade and are more likely to expand their operations internationally (Vandor & Franke, 2016). The Department of Small Business Administration in the United States attributes the achievements of immigrant entrepreneurs to their distinctive perspectives and access to resources from their countries of origin (Hart, Bonner, Levie, & Heery, 2018). The growing interest in entrepreneurship among immigrants, as compared to native-born individuals, can be attributed to higher levels of motivation among immigrants and government programs designed to attract immigrant entrepreneurs (Lin et al., 2018). However, despite improvements in the entrepreneurial environment for immigrants, their capability still falls short of

the objective of creating economic opportunities for all (Hart et al., 2011).

Immigrant entrepreneurship is a global phenomenon that warrants further research, yet there are gaps in strategic, theoretical, and empirical perspectives on this topic. The existing literature on entrepreneurship often neglects the examination of immigrant entrepreneurship, thus necessitating increased attention towards comprehending the larger context and conducting thorough investigations (Kerr & Kerr, 2019). Future studies should also consider meso- and macro-level factors, given the significant role played by institutional context in promoting immigrant entrepreneurship.

The text examines research conducted on the topic of immigrant entrepreneurship and the various factors that play a role in shaping it. Previous studies have primarily focused on individual factors and have not provided a comprehensive understanding of how factors from both the home country and host country, as well as individuals themselves and their firms, collectively influence immigrant entrepreneurship (UNCTAD, 2018).

The phenomenon of immigrant entrepreneurship is predominantly shaped by shifts in the personal circumstances of immigrants when they relocate to a new country. In addition to human and social capital, immigrant entrepreneurs also require financial capital. The activities of these entrepreneurs can be influenced by changes in the technological, demographic, regulatory, economic, and socio-cultural environment that occur as a result of migration (Dabić et al., 2020). Immigrants often encounter additional obstacles when starting businesses in a new environment due to their non-native status.

The text examines the research approach used to study immigrant entrepreneurship (IEEE) and suggests that scholars should prioritize systematic evaluations and the examination of multiple factors. It highlights the significance of considering structural factors in various regional and cultural contexts, as well as the influence of home-country settings on IEEE.

Researchers aim to obtain instrumental, rigorous, and practical results by adopting a systematic and multi-factor approach. Studies on IEEE have proven to be relevant in understanding the socioeconomic chain and differ from general entrepreneurship research (Gurău et al., 2020). Current studies

focus on the characteristics of immigrants, the impacts of their ventures, motivations for immigrant business creation, disparities in entrepreneurial activities among immigrant communities, and the role of ethnic resources in facilitating business creation (Shane, 2000).

The text examines different theories and methodologies employed in studying the phenomenon of IEEE (immigrant ethnic entrepreneurship) within an academic context (Dabić et al., 2020; Duan et al., 2022). These theories encompass the middleman minority theory, discrimination hypothesis, and social capital argument, among others. Additionally, the text addresses ongoing discussions regarding the most effective research methods for investigating IEEE, with some scholars advocating for qualitative approaches while others favor quantitative inquiries (Waldinger, 1989). Recently, a mixed methods approach has gained greater acceptance. The text highlights the significance of comprehending researchers'

philosophical foundations and assumptions in order to correctly interpret their research findings.

## II. RESEARCH METHODOLOGY

This text discusses the purpose and significance of review research articles in the academic context. Such articles aim to investigate both established and novel knowledge within a specific discipline. The authors of these articles offer explicit guidance to other scholars by amalgamating existing research.

Additionally, they examine relevant theories and employ suitable methodologies to identify research gaps and propose new avenues for the field. This particular research article has incorporated a framework from Huff (2009) that encompasses design decisions centered on the intended audience and the process of selecting theories.

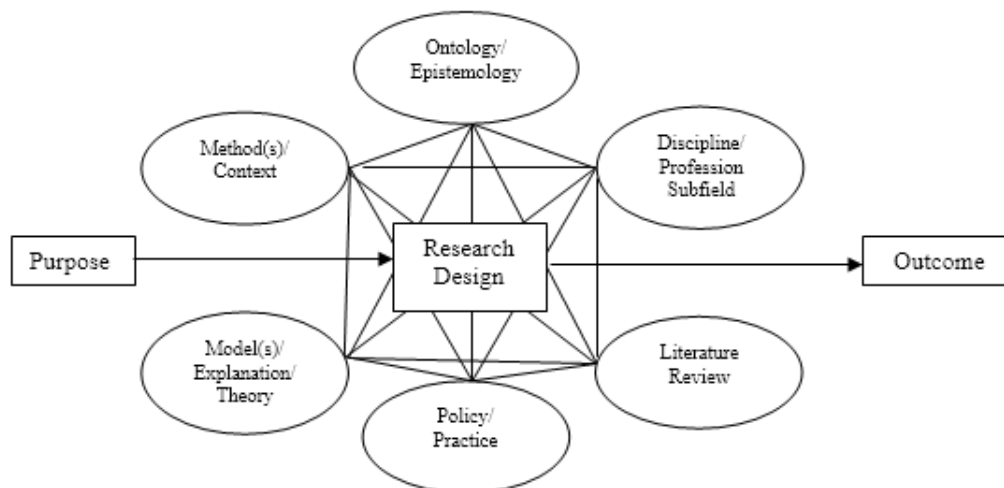


Figure 1. Illustrates the connection between the selection of theory and the research process.

The text provides an analysis of entrepreneurship, focusing on its definition and the process involved (Shane & Venkataraman 2000). It highlights that entrepreneurship involves the identification, assessment, and exploitation of opportunities for the creation of goods and services (Bygrave & Zacharakis' 2011). The process encompasses various functions such as opportunity identification, evaluation, and resource mobilization for new business ventures. The text further discusses the theoretical frameworks associated with entrepreneurship, which commonly include elements like opportunity recognition, resource acquisition, and achievement.

In addition, it introduces social cognitive theory as a relevant framework in understanding entrepreneurship (Naffziger et al. 1994). This theory underscores the significance of learning through social interactions and the influence of the environment on individual behavior (Bandura, 2001). It explains that individuals develop behavioral patterns based on past experiences and engage in self-regulation to achieve long-term goals. Social cognitive theory is frequently employed in entrepreneurship research to examine the interplay between individual entrepreneurs and their surrounding environment.

Lastly, the text references a study conducted by IEEE that employed social cognitive theory to investigate how both individual and environmental factors impact immigrant entrepreneurs' behavior.

The theory of planned behavior (TPB) is a framework that aims to predict an individual's intention and motivation to engage in a particular behavior within a specific context (Fishbein & Ajzen, 1975). It places emphasis on the belief that the behavior will result in desired outcomes and involves the evaluation of associated risks and benefits (Khosa & Kalitanyi, 2015). TPB has been employed in research to elucidate entrepreneurial behaviors and motivations, highlighting the significant role of an individual's control over their actions. In a study conducted by IEEE, TPB was utilized to explicate the motivations driving immigrant entrepreneurs' engagement in entrepreneurial activities.

The text explores the field of immigrant entrepreneurship research and the factors influencing individuals' decision to start a business in a foreign country (Kourtit et al., 2015). It highlights the need for researchers to establish clear definitions of entrepreneurial motivation, as it is often vaguely defined

(Shane et al., 2003). Additionally, the text identifies three specific motivations for entrepreneurs - starting a new business, expanding an existing one, and exiting a venture - and concentrates on the motivations related to initiating a new venture. In order to assess these motivations, the study integrates two established models into a comprehensive six-dimensional framework.

In the academic context, it has been acknowledged by scholars that a systems-based framework is essential for studying the entrepreneurial environment (Nicotra et al., 2018). This particular framework takes into account not only the capabilities of individuals, but also the business environment in which they operate (Stam, 2015).

Previous research focused on personal attributes, the environment of the host country, characteristics of co-ethnic communities, and factors from immigrants' home countries that influenced entrepreneurial activity (Collins, 2002; Li et al., 2018). Various influential factors were identified, including financial support, labor market conditions, consumer behavior, supplier relationships, and government policies (You & Zhou, 2019). The objective of this study is to examine how both host and home country environments, as well as immigrant ethnic communities, collectively influence entrepreneurship.

This text examines a range of theories and concepts that have been formulated to explain the reasons behind the entrepreneurial activities of new immigrants in their host nations (Zhou, 2004). These theories encompass the middleman minority theory, discrimination hypothesis, blocked mobility positions, culture model, enclave economy hypothesis, interactive model, and mixed embeddedness (Bonacich, 1973).

The middleman minority theory concentrates on ethnic minorities who occupy a middle ground between the dominant society and their ethnic community (Slamecka, 1960). It has been applied to investigate entrepreneurship among both temporary and permanent immigrants (Collins, 2002). The research further develops this concept by considering the immigrant entrepreneur's position in relation to their host and home countries (Portes & Jensen, 1992) (Vinogradov et al., 2017).

This text examines various models and hypotheses that provide explanations for the higher likelihood of immigrants engaging in entrepreneurship compared to other ethnic groups (Kourtit et al., 2016). The culture model posits that immigrants from diverse cultural backgrounds possess an inherent inclination towards entrepreneurship (Portes & Jensen, 1989). The enclave economy hypothesis suggests that immigrants establish businesses based on their ethnic resources or due to a lack of skills required in the dominant society.

On the other hand, the interactive model proposes that ethnic entrepreneurs adapt their resources to align with mainstream opportunities. Furthermore, the opportunity structure model emphasizes factors such as market conditions, access to business ownership, and ethnic social networks as motivating forces behind immigrant entrepreneurship. Additionally, the text acknowledges that immigrant entrepreneurs may employ both enclave and mainstream strategies.

The theory of dual embeddedness examines the relationship between transnational migration and the connections individuals have with their home and host countries (Schiller et al., 1995). It considers the structure and quality of these connections (Ren & Liu, 2015). According to dual embeddedness theories, economic activities occur when individuals are integrated into the social networks and institutions of both societies Colic-Peisker & Deng, 2019).

In the context of immigrant entrepreneurship, dual embeddedness enables immigrants to access valuable resources through their networks in both countries (Nkongolo-Bakenda & Chrysostome, 2020). This gives them a competitive advantage over entrepreneurs who solely focus on their host country (Duan et al., 2022). The concept of dual embeddedness, in conjunction with entrepreneurship ecosystem theory, has influenced the development of the dual entrepreneurship ecosystem framework.

Transnationalism encompasses economic, political, and cultural activities that surpass national boundaries. Immigrants engage in transnational entrepreneurship as a means of economic adjustment, maintaining ties with their countries of origin (Portes et al., 2002). This entails the import/export of goods, investment in businesses in their home countries, and frequent travel between nations (Portes et al., 2002).

Due to technological advancements, transnational entrepreneurs now have the ability to conduct business without the requirement for physical investments or extensive travel. Throughout this study, transnational entrepreneurship served as a key concept and was frequently utilized interchangeably with immigrant entrepreneurship.

The text introduces the IEEE model, which classifies motivations for entrepreneurship into two categories: necessity-driven and opportunity-driven (Chrysostome & Arcand, 2009). Necessity-driven entrepreneurship occurs when immigrants encounter challenges in the local job market and are compelled to establish their own businesses (van der Zwan et al., 2016). This often results in less profitable enterprises that demand significant time commitment and support from family members. Conversely, opportunity-driven entrepreneurship is driven by the desire for accomplishment, personal growth, autonomy, wealth creation, and emulation of role models. These entrepreneurs typically possess innovative ideas, resources, and market prospects prior to launching their ventures.

There are various types of opportunity-driven immigrant entrepreneurs, including traditional opportunity immigrant entrepreneurs, diaspora entrepreneurs, transnational immigrant entrepreneurs, and born global entrepreneurs. While some argue that immigrants become transnational entrepreneurs out of necessity, it is generally agreed that high-tech clusters attract opportunity-driven immigrant entrepreneurs (Hart & Acs, 2011; Lan & Zhu, 2014).

The text explores the various factors that impact an individual's involvement in either necessity or opportunity entrepreneurship within an academic framework (Rubach et al., 2015). These factors encompass socioeconomic status, personality traits, perception of the entrepreneurial environment, educational attainment, language proficiency, job

prospects, support from institutions and government agencies, and experiences of social marginalization (Min & Bozorgmehr, 2000).

Immigrants from developing nations often pursue self-employment as a means of creating opportunities when they feel socially marginalized (Block et al., 2015). Necessity and opportunity entrepreneurs also differ in their aspirations for growth and strategies for business development. A lack of financial capital presents a significant obstacle for necessity entrepreneurs (Kushnirovich & Heilbrunn, 2015). The text suggests that evaluating the performance of necessity and opportunity firms using identical indicators may not be appropriate.

The text examines the concept of push and pull factors in distinguishing immigrant entrepreneurs from native-born entrepreneurs within the academic context. It asserts that immigrants tend to be motivated by push factors, whereas native-born entrepreneurs are influenced by pull factors (Bosiakoh & Tetteh, 2019). Nevertheless, the existing literature presents conflicting evidence, as certain studies propose that immigrant entrepreneurs are compelled by necessity while others argue for opportunity-driven motivations (Rametse et al., 2018).

Nonetheless, scholars generally acknowledge the significance of the push-pull theory and the categorization of necessity and opportunity entrepreneurship Reynolds et al., 2002). This theory holds importance in exploring the motivations behind immigrant entrepreneurship.

### III. FINDINGS

This study classified theories concerning IEEE into two categories: personal demographic-related ideas and IEEE business environment-related positions. These theories have an impact on the motivation, strategy, and outcomes of the IEEE process. The study recommends that theory selection should be guided by an analytical framework presented in Figure 2. A new

framework was developed in this research, incorporating concepts like process, motivation, transnationalism, and entrepreneurial ecosystem. This framework takes into account both the ecosystems of the host and home countries for immigrant entrepreneurs within the context of IEEE (Drori et al., 2009).

In conclusion, this study asserts that the process of immigrant entrepreneurship encompasses motivations, strategies, and outcomes.

The text explores the concept of immigrant entrepreneurship and its relationship with various factors. It introduces the dual entrepreneurial ecosystem (DEE) framework, which takes into account both the host and home countries of immigrants (Duan et al., 2022). The motivations of immigrant entrepreneurs are influenced by the DEE factors and their personal characteristics. These motivations then determine the strategies they employ to achieve their goals.

The strategies are affected by resources and opportunities in the DEE, as well as the personal characteristics of the entrepreneurs. The outcomes of their efforts reinforce their personal characteristics and access to resources, leading to further outcomes. The DEE framework considers the embeddedness of immigrant entrepreneurs in the economic, political, and socio-cultural settings of both the host and home countries (Colic-Peisker & Deng, 2019; Schott, 2018). It also emphasizes the role of ethnic communities as a subsystem that connects these ecosystems and supports entrepreneurial activities.

The framework draws upon theories such as social cognitive theory (SCT) and theory of planned behavior (TPB) to explain how personality characteristics influence motivations, strategies, and outcomes. Overall, motivation plays a central role in shaping the strategies pursued by immigrant entrepreneurs in conjunction with DEE factors to achieve desired outcomes.

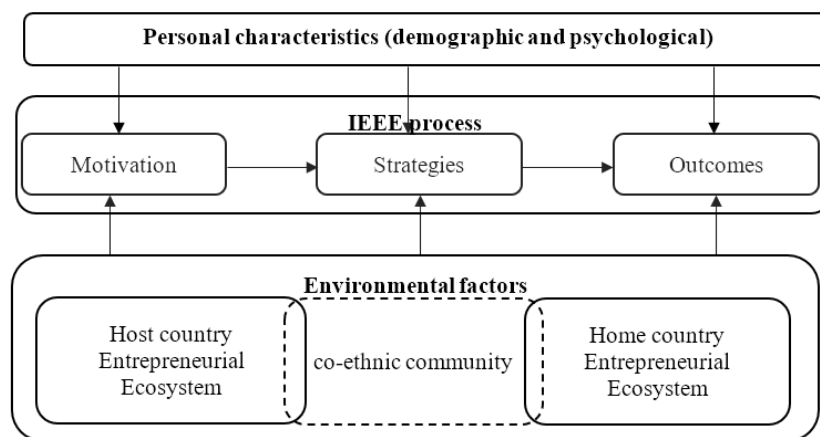


Figure 2. A framework for selecting theories and the analytical components associated with it.

### IV. CONCLUSION

This study examines the theories and practical implementation of the IEEE framework (immigrants, behavior,

and entrepreneurship) within the context of immigrant entrepreneurs. The findings highlight the substantial impact of immigrants on entrepreneurship and international trade, benefiting both their host countries and their countries of origin.



Additionally, it underscores the significance of comprehending immigrants' experiences in their new nation in order to develop policies that foster their entrepreneurial pursuits. The research recommends that policy makers take into account various stages of the IEEE framework and enhance ecosystem integration for newly arrived immigrants to facilitate economic and social progress.

The research revealed that consideration of individual circumstances is necessary when selecting theories for entrepreneurs. The study investigated the impact of immigrants' experiences in their host and home countries and communities on their entrepreneurial endeavors. Certain barriers, such as discrimination, force some immigrants into necessity entrepreneurship as they struggle to make ends meet.

Conversely, there are immigrants who engage in opportunity-driven behaviors and transfer innovations to improve economic outcomes. These entrepreneurs have the potential to expand into foreign markets and contribute to overall prosperity. A more socially inclusive system would benefit immigrant entrepreneurs. The research also proposes that host-country governments should develop programs to support enterprising individuals and immigrant firms. This study makes a significant contribution to the field of IEEE and entrepreneurship literature by introducing a new conceptual framework for theory selection.

It examines the interrelationships between the environments of host and home countries, personal characteristics of immigrants, motivations for entrepreneurship, strategies employed, and firm performance outcomes achieved. The findings also demonstrate direct and mediated impacts on theory selection.

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