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ECONOMIC DEVELOPMENT AND ENTREPRENEURSHIP IN UNDERDEVELOPED COUNTRIES

The main purpose of this paper is to carry out a sociological analysis of the entrepreneur considered as the leading force of industrialization in an underdeveloped/capitalist society. More specifically, the present study aims to express a critical view of the approaches dealing with the entrepreneur and entrepreneurship in terms of the development/modernization theories.

On the basis of the statistics obtained from the Aegean Chamber of Industry, the owners of 115 large and middle scale firms in the regional product industry were interviewed in an attempt to examine to what extent the enterprising performances have a determining effect on the regional economic structuring, as far as the industrialists of a developed region(Aegean Region) in an underdeveloped country are concerned. The results of these interviews were interpreted by referring to an Economic Attitude Scale developed for the area. In addition, a Locus of Control Scale and a Self-Esteem Scale were employed in this field study.

On the basis of the research findings, we were able to obtain a General Profile of the regional entrepreneurs, and also to examine various types of entrepreneurs appeared due to the multiple socio-economic structurings that happen to co-exist within the regional manufacture industry.

The results demonstrated that the industrialists in the Aegean District, in general terms, display a profile similar to that of the entrepreneurs in the other underdeveloped societies. Yet, a detailed investigation of these results indicated the existence of seven different types of entrepreneurs. Despite the fact that these different types exhibit different enterprising performances, they meet with success in similar ways while managing their firms under the same economical and market conditions. Findings obtained from all of the analyses also emphasized that the relations between the socio-economic backgrounds of entrepreneurs along with the characteristics of their firms and the enterprising performances.

The approaches that reduced development or capitalization to independent industrialization and the entrepreneur's-particularly industrial entrepreneur's-Thus, it role as a driving force in this process to a capitalist individual seem to be inadequate to explain the issue of how the entrepreneurs with the multi socio-plausible economic backgrounds manage to survive in an underdeveloped/capitalist economy under the same economical conditions, in spite of their different enterprising performances and also the issue of lack of significant data describing the types of the entrepreneurs that are engaged in fulfilling the task of "development".

entrepreneur considered as the initiating, driving and the leading force of development is only one of the many variables necessary for progress/development, and that the entrepreneur's socio-economic background and personal characteristics are greatly determined by the conditions of the society in which s/he lives.