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MEHMET EMIN DEMIR

SELCUK UNIVERSITY, TURKEY

MEHMET AKIF ÇINI

SELCUK UNIVERSITY, TURKEY

THE IMPORTANCE OF STATE SUPPORT IN ENTREPRENEURSHIP : A SAMPLE OF KONYA PROVINCE

Abstract:

The importance of entrepreneurship has been increasing in our country and in the world day by day. Because entrepreneurs take risks when bringing production factors together, turn a work idea into a purchasable product, and have a critical significance in the establishment of SMEs as locomotives of economy which involve 99% of enterprises operating in our country. So entrepreneurs and their SMEs in our country and in the world are of great importance to have economical development and social welfare. Therefore, it is necessary that entrepreneurs and SMEs be supported by the state. Many various institutions give support to entrepreneurs and SMEs in our country. One of the important institutions supporting is KOSGEB (Small and Medium Enterprises Development Organization). KOSGEB has "Entrepreneurship Support Program" aimed at entrepreneurs. In this study, the activities by KOSGEB in the framework of Entrepreneurship Support Program in Konya province will be analyzed via data from the institution; the main objective of the study will show the importance of state support in entrepreneurship.

Keywords:

Entrepreneurship, SMEs, KOSGEB Entrepreneurship Support Program

JEL Classification: L26, M13

1. ENTREPRENEUR and ENTREPRENEURSHIP

Entrepreneur is referred to different definitions as businessman, competent person, manager, boss, skillful person trying to set up his business or pioneer and leader always trying to perform new and risky opinions. The focus point of definitions about entrepreneur is a tendency for entrepreneur to see opportunities which others look at but cannot see, change these ones into business ideas and take risks (Çelik, Akgemci, 1998:18).

Entrepreneur never lives in the past but lives in the future, rarely reaches at today. The time for one's greatest happiness is the moments when he says "If it becomes", and which in the one dreams when it becomes. Entrepreneur is our creative personality. It is the one who is always interested in unknown things, goes into the future, creates opportunities from possibilities, makes chaos harmonised (Gerber, 1997:25)

An Irish economist, Richard CANTILLON described entrepreneurship so : The one who has taken the inputs and services of any production and produced dating from today in order to sell with price not determined yet. Generally, entrepreneurship is associated with usage of opportunities from environmental factors or possession of production factors to produce economical goods or service in order to reveal new opportunities, organizational capacity and risk-taking factors (Çetin, 1996:29).

According to Schumpeter, entrepreneurship has a dimension of dynamism and dynamic entrepreneurs are persons who create and apply innovations, take over the leadership of economical development by finding new markets, new suppliers and financial resources, developing new production techniques and organizational types (Müftüoğlu, 1993:5)

The point especially to be mentioned here is that the issue of risk-taking has always been included in the definition although entrepreneur is referred to different meanings and types in use, since its first definition by Richard Cantillon in 1734. That is to say, entrepreneur usually brings a certain risk as well. Entrepreneurship can be explained as the status for being entrepreneur (www.oran.org.tr).

2. ENTREPRENEURIAL FUNCTIONS

The main function of entrepreneur in modern society seems to make unlimited innovations. In this view, the strength of modern entrepreneur is based on the capacity for making innovations and turning these innovations into concrete commercial products in the business world. Hereby, the concept of entrepreneur is used as person or persons who always innovate (www.dorukaktoprak.com).

Entrepreneur promotes setting, spreading and performing new ideas owing to one's innovative characteristics. Also, the one leads to new sectors and industries. The one increases productivity in sectors using new technologies and encourages economical growth via rapidly-developing sectors. Thus, entrepreneur is a critical factor in organizing economical activities, giving employment and making production activities. In another dimension, combining production resources in a new style, utilising non-used

production factors make economical resources transfer from infertile and low-fertile production fields to more fertile, highly productive fields. Within all these points, entrepreneurship represents the basic field of development and social benefit (www.oran.org.tr).

Entrepreneurs have important missions for their own society. Firstly, unemployment is one of the significant problems in less-developed countries, the most efficient way for getting rid of this problem is to establish one's own business, that is, to develop entrepreneurship. The more the number of entrepreneurs increases, the more the rate of employment increases. Additionally, with the increasing number of entrepreneurs, social welfare level and people's life standards will rise. When entrepreneurs' main objective is considered to make profit, money is only a part of a whole. The essential objective is to increase social life quality (Özgener, 2000:64).

Entrepreneurs have become pioneers for developing science and technology by both using science and technology and transferring resources to those fields. Foreign entrepreneurs advertise about their countries. Entrepreneurs prevent them from being inactive by benefiting from non-used potentials (Özgener, 2000:65).

3. ENTREPRENEURSHIP IN THE INFORMATION AGE

Our age called information society has also brought innovations in the concept of entrepreneurship within cultural transformation. Habitual concepts in the past give way to entrepreneurs who give importance to information, think more and have an innovative understanding. As a reflection of this one, individual and individual capability based entrepreneurship has come first and people's intellectual productivity capability has gained importance. In today's conditions a rapidly changing process is experienced in not only technology but also economical and social fields, it is possible with to present new industries with using new technologies, to increase productivity in sectors and provide economical growth with necessary importance to the concept of entrepreneurship (Aşkın, Nehir, Vural, 2011:71).

In order to achieve in information based economical environment, creative and innovative entrepreneurship must be encouraged. When setting up initiative economics, it will be essential to form "initiative firms making changes" without considering any discriminations as small or great, new or old firms. Especially innovations must be among the fundamental objectives, because entrepreneurs who can only produce new values, increase added value and continuously improve competitive power, more importantly, make differentiating innovations, will be successful in the current competitive environment of the world. For this reason, an infrastructure which increases the number of entrepreneurs and supports entrepreneurs improving their economical, political and social environment, must be given. For improving industrial structure, developing competitive power and increasing employment and income level by accelerating economical growth, countries must principally give priority to the issues of entrepreneurship and innovation (www.akademikpersonel.duzce.edu.tr).

One of the considerable problems of undeveloped societies is that persons with initiative characteristics are less or current ones are not supported enough. Development and

improvement of any country are based on adapting to rapidly changing conditions and developing entrepreneurs making contributions to economical growth. The value of entrepreneurs is estimated with economical values not a large amount of money (www.arastirmax.com).

4. THE IMPORTANCE OF ENTREPRENEURS FOR OUR COUNTRY

When we want to mention about the importance of entrepreneurs for our country ;

1. Privatization can be performed in entrepreneurs' activities.

The main idea of privatization is not that the state produces goods and services expensively and/or unfavourably. Since the state is "the rule-maker", it is the power which cannot be competed. The state only sets the environment necessary for the competition system, is liable with protecting that. The state having such a role means that goods and services are still produced by others. Here, these "others" are not ones except for entrepreneurs.

2. Increasing public staff's payments depends on reducing public staff crowded, the entrepreneurship environment.

Without decreasing current public staff number, it is impossible to reduce payments. This reduction procedure is not to dismiss excessive staff but possible with providing them appropriate conditions to set up their own works. That is to say, the key of this work is again entrepreneurs.

3. Increasing quality of public services depends on the entrepreneurship environment.

The quality of public services is largely based on the qualifications of public staff, this one is also highly based on the payments to these staff. Increasing payments is only possible with reducing the number.

4. Technological development can be only provided with the hands of entrepreneurs.

How productive research institutions, universities and other RE-DE organizations are, the development of new technologies depends on entrepreneurs.

5. The development of Science and Technology is based on the success of entrepreneurs.

Scientific and technological studies can be similar to water flowing in a pipe, activating these ones to a tap at the end of the pipe. If the tap is closed, that is, if entrepreneurs cannot put scientific findings and technological developments into practice, the water in the pipe will not flow, then, the progress in science and technology will stop.

6. The most effective way of struggling with unemployment is to hang out one's shingle, in other words, entrepreneurship.

USA, the most successful country about this issue, called "employment machine" is the most attractive example. While the business number was approximately 0 in all of European countries for 17 years between 1970 - 86, the new business number was clearly 11 million in USA at the same period. These new businesses were presented by entrepreneurs setting up their own works.

7. The solution for lack of income is entrepreneurship as well.

The twin of unemployment is lack of income. Because the main issue is not unemployment, it is lack of income resulting from that one.

8. The key for country development is based on the assessment of local potentials, this is also provided by entrepreneurs to be supported via entrepreneur support programs (Titiz, 2002:9-13)

Given the developed countries, if a country is devoid of labour, that is supplied from foreign places. If capital is not available, credit from foreign places can be easily found. If there are not any raw materials, natural resources and soil, these ones are also taken from foreign places. But when there are not so many entrepreneurs, production and investment cannot be achieved. Therefore, the factor of entrepreneur is ultimately important in investments, productions and economical developments (www.gazetebilkent.com).

5. ENTREPRENEURSHIP AND SMEs

Small enterprises were considered to go away in 1950s which was the starting period of economical development and growth. But in contrast to expectations, small enterprises did not disappear and increasingly became more important. At the first half of 1960s, the importance to small enterprises reduced, big enterprises dominated on markets. At the same period, the developed countries showed economical growth rapidly and continuously, the international trade reached at the highest level and the companies with multiple nations occurred. Repeated importance to small enterprises started in 1970s. At the start of 1970s, the small enterprises were able to sustain harmonising with the conditions as the oil crisis made scale economies into bottleneck in terms of production and finance all around the world. In 1980s, these developments increased in favour of small enterprises, enterprise scales started to be smaller. In this period, big companies and scale economy yielded to the understanding "smallness is pretty". Today the understanding "smallness is pretty" has experienced the golden age. So in the world "greatness" has not been accepted, "great" is sometimes dealt as inefficient, high-cost, excessively bureaucratic, non-flexible and even bad (Wilson, 2010:10).

Economical changes in the world scale have led to radical changes in political and social structures at the same scale as well. The participant structure of democracy has changed enterprises into a modular management style based on decentralization, the view "Less states is the best" has been confirmed. "The dynamic entrepreneur" by J. Von Schumpeter which could not be understood for 60 years, has become the basic focus of society, ahead the capital. The enterprise structure described as "innovative organization" by Drucker has presented small and medium enterprises as the first ones. In short, communication society is a new entrepreneurship community which changes the enterprise structure (www.gkd.comu.edu.tr).

Nowadays technological and economical developments have reached at dizzying speed, changes led by global communication and interaction have increasing their effects on economical and social fields day by day. World markets have replaced national markets, so small and medium enterprises which can provide flexible production and have much more harmonisation capabilities in this environment, have become the significant factors in determining the economical success in any country. For this reason, Small and Medium Enterprises we call KOBİ- these are catalysors of rapid competition environment-must be supported by the state at first, various institutions and organizations.

The countries noticing its importance, firstly Turkey, supported all entrepreneurs, tried to promote entrepreneurship in all aspects. It particularly encouraged young entrepreneurs and female entrepreneurs; have kept on supporting them. KOSGEB (Small and Medium Enterprises Development Organization) has a program "Entrepreneurship Support Program" to promote, popularise entrepreneurship and support establishment of successful enterprises, which is a recognisable example associated with entrepreneurs in Turkey (www.gazetebilkent.com).

5.1. Supporting Entrepreneurship

Supporting entrepreneurship in any country is certainly an important factor for the development of that country; but when the same support and promotion is given to female entrepreneurs, it gives more benefits from the potentials of that country. Similarly, when the female population takes part in economical activities and production, this will be a great contribution for our country's development. Female candidates make democracy so rich in politics, encouraging females in entrepreneurship specifically will make economical and social development rich as well (www.gazetebilkent.com).

The Minister of Science, Industry and Technology, Fikri Işık addressed that the Small and Medium Enterprises Development Organization (KOSGEB) employed nearly 7 thousand females, the KOSGEB gave an uncovered grant of approximately 265 million to entrepreneurs until today, this support was given to the female entrepreneurs as 100 million. Stating that the KOSGEB which started to support entrepreneurs within the framework of Entrepreneurship Support Program in 2010, employed 19 thousand 353 persons, Işık paid attention to that approximately 7 thousand of this number consisted of female entrepreneurs.

Işık emphasised that participations in applied entrepreneurship trainings as the first-line of Entrepreneurship Support Program have continued, 321 thousand 575 persons have been ready for benefiting from the new entrepreneur support of KOSGEB due to taking education certificates of applied entrepreneurship until today, 146 thousand 876 of these participants were female entrepreneurs (www.kosgeb.gov.tr).

When determining the objectives and policies of the plan in the 10th Development Plan involving the period between 2014 – 2018, Entrepreneurship and SMEs were dealt as separate sub-titles under the title Innovative Production, Stable-High Development, the situation analysis was done first, the objectives and aims were given in this way and the necessary policies to be followed were determined.

In the part titled with Entrepreneurship and SMEs of the Tenth Development Plan, the fundamental aim was explained as “rising contributions of SMEs to economical growth by increasing competitive powers”. In this scope, the main point is that firstly entrepreneurs rapidly developing or having growth potentials and SMEs with innovative products, services and work models must be supported.

Developments and Objectives Regarding Entrepreneurship and SMEs in the Tenth Development Plan were given at Table 1.

Table 1: 10. Development Plan-Developments and Objectives Regarding Entrepreneurship and SMEs

	2006	2012	2013	2018
Newly Established Company Number (Thousand)	53	39	50	75
Rate of Small Enterprises and Medium Enterprises in All Enterprises (%) ¹	1,7	2,4 ²	3,0	4,0
Export Amount of SMEs (Billion Dollars)	50 ³	90	100	150
Number of SMEs Exporting (Thousand)	44	50	52	60
Share of SMEs in Re-De Expenses (%)	10,0 ³	14,9 ²	17,0	20,0
Number of Enterprises in Technology Development Areas	604	2.174	2.500	4.000

Resource: Tenth Development Plan

(1) Involves enterprisers employing 20-249 persons among Small and Medium Enterprises¹.

(2) Data of 2010.

(3) Estimation of Development Ministry.

In order to achieve in the objectives and aims mentioned above, the relevant policies of the plan are as follows:

1. The entrepreneurship culture will be developed via entrepreneurship focused formal and common education programs, practices aimed at increasing quality of entrepreneurship trainings, introducing and awarding entrepreneur role models in each degree of education.

2. Institutional capacities and cooperation levels of all institutions and organizations which give service and support in the entrepreneurship ecocsystem will be enhanced. Professional institutions with public legal entity will be restructured for increasing their contributions to economics and support entrepreneurship.

¹ KOSGEB classified SMEs as such below (www.kosgeb.gov.tr) :

a) Micro enterprise: Enterprises which employ people less than ten yearly and do not exceed one million Turkish lira in annual net sale amount or financial sheet.

b) Small enterprise : Enterprises which employ people less than fifty yearly and do not exceed eight million Turkish lira in annual net sale amount or financial sheet.

c) Medium Enterprises: Enterprises which employ people less than two hundred fifty yearly and do not exceed forty million Turkish lira in annual net sale amount or financial sheet.

3. By increasing quantities and qualities of business incubators and accelerators, they will be required to provide service efficiently. In this scope, support models will be developed in cooperation with public, NGOs and private sectors.

4. In addition to scales such as innovation, productivity and employment increases, growth, common works in having entrepreneurship and SMEs support, female, young entrepreneurship and social entrepreneurship will be given priority. In practice follow-up and assessment will be improved, the contributions of supports to economics will be measured benefiting from the effect analysis.

5. Financial access of new entrepreneurs and SMEs to finance will be facilitated developing entrepreneur capitals, individual participation capitals, credit guarantee funds, micro credit applications and capital market opportunities.

6. Internalization levels will be enhanced developing Re-De, innovation and export capacities of SMEs.

Strategies and actions aimed at developing entrepreneurship and SMEs in Turkey are included in the SME Strategy and Action Plan (KSEP). Looking at the world practices, the entrepreneurship issue has increasingly taken an importance place in development strategies. EU Progress Report, Global Entrepreneurship Index (GEM) and research findings of similar international organizations, European Small Enterprises Law and EU 2020 Entrepreneurship Action Plan by EU Commission have paid attention to new strategies related with entrepreneurship. Furthermore, the entrepreneurship issue was dealt in the Expertise Commission different from SMEs in preparations of the Tenth Development Plan and included in a different title. In light of these developments and as parallel with other requirements and developments in our country, the obligation for creating a strategy and an action plan focused on the entrepreneurship issue, differentiating from KSEP appeared. Within this framework, preparations started in 2012 and “The Turkey Entrepreneurship Strategy and Action Plan (GİSEP)” involving the years between 2015-2018 was designed.

The general aim of GİSEP is “to popularise the entrepreneurship culture, create a strong ecosystem and develop entrepreneurship in our country”. GİSEP involves strategical objectives in six intervention fields determined for achieving the general aim, actions and projects to be carried out by the relevant institutions and organizations within the framework of these aims in 2015 - 2018. At Table 2, the strategical objectives and actions are given.

Table 2: Entrepreneurship Strategy and Action Plan in Turkey

General Objective : “To popularise entrepreneurship culture, create a strong ecosystem and develop entrepreneurship in our country”	
Strategical Objectives	Strategical Objective 1. Developing entrepreneur friendly framework
Actions	1.1. Pre-Payment in entrepreneurship supports will be provided. 1.2. The legislation obstacles in front of new initiatives will be removed. 1.3. The liquidation process will be facilitated. 1.4. The second opportunity will be easy to be given to entrepreneurs in bankruptcy. 1.5. The operating cycle will be easy. 1.6. The researches will be done on entrepreneurship policies.

	<p>1.7. The regulative framework will be designed for business incubators.</p> <p>1.8. The network will be provided for business and accelerator centers.</p> <p>1.9. The entrepreneurship portal will be formed.</p> <p>1.10. The regulative framework will be evaluated in the perspectives of female entrepreneurship.</p> <p>1.11. The consultation guide will be prepared for having opinions from the relevant parties about entrepreneurship related arrangements.</p>
Strategical Objectives	Strategical Objective 2. Supporting Innovative Entrepreneurship
Actions	<p>2.1. The business incubators special for young entrepreneurs will be encouraged.</p> <p>2.2. The rapidly growing and globally appearing enterprises will be developed and supported.</p> <p>2.3. The innovative entrepreneurs will be supported.</p> <p>2.4. Opening thematic business incubators/accelerators in universities will be encouraged.</p> <p>2.5. The techno-entrepreneurs will be supported.</p> <p>2.6. The academicians will be encouraged for entrepreneurship.</p> <p>2.7. The internet initiatives will be developed.</p> <p>2.8. The business incubators/accelerators will be encouraged to support innovative entrepreneurship in primary sectors.</p> <p>2.9. The analysis will be done for cooperation with current accelerators to provide innovative entrepreneurship supports.</p> <p>2.10. The entrepreneurship will be developed with the place adjustments for accelerators in TGBs, for both accelerators and business incubators in OSBs.</p>
Strategical Objectives	Strategical Objective 3. Developing and applying a sustainable support system in essentially thematic fields such as Female Entrepreneurship, Young Entrepreneurship, Eco-Entrepreneurship, Social Entrepreneurship and Global Entrepreneurship and general fields
Actions	<p>3.1. The studies will be done to determine the definition and content of social entrepreneurship.</p> <p>3.2. The project competitions will be held to develop social entrepreneurship activities in universities.</p> <p>3.3. The cooperation between the private sector and public sector will be developed to support entrepreneurship.</p> <p>3.4. The consciousness activities about "Responsible Entrepreneurship" will be performed.</p> <p>3.5. The project "Female Entrepreneur Representatives" will be common.</p> <p>3.6. The analysis of educational requirements aimed at female entrepreneurs will be done.</p> <p>3.7. The researches will be done about the problems of female entrepreneurs.</p> <p>3.8. The mentorship study will be done about entrepreneurship.</p> <p>3.9. The participation to EU young entrepreneur programs will be provided.</p> <p>3.10. The eco-entrepreneurship will be given importance and supported.</p> <p>3.11. The green tag application will be put into practice.</p> <p>3.12. The entrepreneurs' contact with foreign investors will be increased.</p> <p>3.13. The entrepreneurship in the disabled will be given importance.</p> <p>3.14. The support follow-up system will be developed.</p>
Strategical Objectives	Strategical Objective 4. Developing entrepreneurship culture
Actions	<p>4.1. The entrepreneurship index will be determined at the level of provinces and regions.</p> <p>4.2. The public spots will be designed about entrepreneurship.</p> <p>4.3. The awareness will be developed about entrepreneurship.</p> <p>4.4. The publications increasing entrepreneurship culture will be presented.</p> <p>4.5. The participation will be provided in studies to increase entrepreneurship awareness at European level.</p> <p>4.6. The entrepreneurship trainings focused on young people will be common.</p> <p>4.7. The perception of entrepreneurship in children will be developed.</p> <p>4.8. The successful business plans will be awarded.</p> <p>4.9. The successful entrepreneur competitions will be organized.</p> <p>4.10. The university entrepreneurship clubs will be formed.</p>

Strategical Objectives	Strategical Objective 5. Generalizing entrepreneurship trainings at formal and common education levels and developing entrepreneurs focused consultancy system
Actions	<p>5.1. The entrepreneurship issue will be included in the primary/secondary school curriculum.</p> <p>5.2. The entrepreneurship issue will be included in the university curriculum.</p> <p>5.3. The primary/secondary school teachers' information and skills about entrepreneurship will be developed.</p> <p>5.4. The entrepreneurship trainings will be added in the curriculum at Education Faculties.</p> <p>5.5. The entrepreneurship projects will be performed in the primary/secondary schools.</p> <p>5.6. The concept of "entrepreneur school" will be included in the primary/secondary schools.</p> <p>5.7. The KOSGEB trainings will be common.</p> <p>5.8. The consultancy system will be set.</p> <p>5.9. The entrepreneurship clubs will be formed in the primary/secondary/high schools.</p> <p>5.10. The entrepreneurship trainings will be common in life-long learning.</p>
Strategical Objectives	Strategical Objective 6. Facilitating entrepreneurs' access to finance
Actions	<p>6.1. The awareness about individual participation capital system will be developed.</p> <p>6.2. The major funds related with venture fund system will be provided by public.</p> <p>6.3. In early stage of entrepreneurship lack of finance is mostly experienced, the formation of a major fund will be supported at least.</p> <p>6.4. The researches will be done on development of new alternative financial measurements.</p> <p>6.5. The credit gurantee mechanisms will be formed to support commercial projects of innovative enterpreneurs.</p> <p>6.6. In the legislation of Developed Enterprises Market, the access easiness will be provided to venture funds and individual participation capital.</p> <p>6.7. The entrepreneurs will be informed about reporting standards and international credit criteria.</p> <p>6.8. In the banking system, the concept of "Entrepreneur Banking" will be developed and applied.</p> <p>6.9. The secondary legislation about the investment partnerships with various capitals will be completed.</p>

5.2. KOSGEB Entrepreneurship Support Program

As seen above, the importance and requirements of entrepreneurship have come first in our country and in the world each passing day. Since its establishment year, 1990, KOSGEB has been one of the significant actors in the Entrepreneurship Support Field in Turkey. Entrepreneurship supports have been renewed in accordance with the current conditions and still going on at increasing speed, projects have been declared as one of the principal fields to be supported in strategical plans.

In this direction, "THE ENTREPRENEURSHIP SUPPORT PROGRAM" designed for entrepreneurs by KOSGEB aims to support and popularise entrepreneurship as a basic factor for solving economical development and employment problems, set up successful and sustainable enterprises, generalize entrepreneurship culture, develop entrepreneurship establishing Business Development Centers, increase employment and support local dynamics based entrepreneurship.

Program consists of such practices

- Applied Entrepreneurship Education,

- New Entrepreneur Support,
- Business Development Center (İŞGEM) Support,
- Business Plan Award.

Applied Entrepreneurship Education

Applied Entrepreneurship Trainings are given to generalise the entrepreneurship culture and establish successful enterprises by introducing the business plan concept to entrepreneurs and entrepreneur candidates are targeted to have information and experiences in order to prepare their business plans relating to their business opinions at the end of these trainings.

Within this scope, the relevant trainings are;

- Applied Entrepreneurship Trainings organized by the KOSGEB units,
- Applied Entrepreneurship Trainings performed by KOSGEB within the scope of national and international projects,
- Applied Entrepreneurship Trainings organized by institutions and organizations,
- Entrepreneurship courses given by higher education institutions within the scope of formal education.

Applied Entrepreneurship Trainings involve total 70 hour-trainings including 56 hour-in class theoretical and 24 hour-applied workshop studies. Applied Entrepreneurship Trainings are open to general participation and **free** trainings. Towards the requirements at sectoral and local levels, additional modules can be given as well.

New Entrepreneur Support

New Entrepreneur Support can be applied by;

- ones which take certificate completing Applied Entrepreneurship Trainings and open their own enterprises,
- enterprises in İŞGEM (without participation obligation for trainings or program) when designing the Business Plan.

New Entrepreneur Support consists of 30.000 TL non-refundable and 70.000 TL refundable support. The support rate in New Entrepreneur Support is 60% in the first and second regions, 70% in the third, fourth, fifth and sixth regions. These rates are considered to be (+) 10% for females and disabled ones.

Business Development Center Support

Business Development Centers are centers which are called Business Incubator or Business Plantation established and managed for enterprises to go beyond the first years when they are the most sensitive and develop well by providing services such as coaching for enterprise development, access to support networks, access opportunity to finance resources, work place opportunities at appropriate conditions, common office equipments, office services to enterprises within its body.

With the title of İŞGEM kept by KOSGEB, using this title by Business Development Centers is possible with the possession of İŞGEM criteria and the permission of KOSGEB.

İŞGEM Establishment Support;

This support for newly-established İŞGEMs is given to the Business Organization whose İŞGEM establishment demand is accepted, which signs the contract for Right of Use of İŞGEM Title.

Within the scope of this support, non-refundable top limit support is totally 750.000 TL,

- including total 600.000 TL for building repairment,
- total 125.000 TL for furniture and equipment (including computer infrastructure) supply necessary for offices and common usage fields,
- total 25.000 TL including 2.000 TL as monthly net payment to the İŞGEM Manager

This support is given for 18 months at most dating from the sign of İŞGEM Title Right of Use Contract. The support rate is 60% in the first and second regions, 70% in the third, fourth, fifth and sixth regions.

İŞGEM Business Support;

This is given to the Business Organization which signs the İŞGEM Title Right of Use Contract and finishes its activities of the establishment period.

Within the scope of this support, for İŞGEMs, non-refundable top limit support is totally 100.000 TL,

- including total 30.000 TL involving 1.000 TL as monthly net payment for each staff as repayments of staff expenses (including the manager), including three staffs,
- 50.000 TL for collective training/consultancy activities focused on the İŞGEM enterprises,
- 20.000 TL for small repairments of the İŞGEM Building.

The İŞGEM Business Support is given for 36 months at most. The support rate is 60% in the first and second regions, 70% in the third, fourth, fifth and sixth regions.

Business Plan Award

When entrepreneurship is given as a separate course in the formal education system by the higher education institutions, among the students taking this course, when the students' business plans come in the first three degrees at the end of the competitions with prizes organized by KOSGEB and in cooperation with the relevant universities, provided that they establish their business, the owner with the most successful business plan is given awards of 15.000 TL, 10.000 TL the second one, 5.000 TL to the third one.

6. FINDINGS

“Summary Information Across Turkey” and “Summary Information Across Konya Province” which are taken from the Konya KOSGEB Business Development Central Directorate, are given at Table 3 and Table 4 below, respectively, these ones are compared and interpreted as well.

**Table 3: SUMMARY INFORMATION
ACROSS TURKEY**

GENERAL INFORMATION			
POPULATION *	77.695.904	EXPORT AMOUNT *	\$157.715.040
UNEMPLOYMENT RATE *	% 9,70	IMPORT AMOUNT *	\$242.223.959

* TÜİK (2014)

ENTERPRISES-RELATED GENERAL INFORMATION						
	Year 2009 *	Year 2010 *	Year 2011 *	Year 2012 *	Year 2013 *	KOSGEB **
ENTERPRISE NUMBER	3.225.462	3.003.116	3.422.163	3.474.992	3.529.541	-
SMES NUMBER	3.222.133	2.999.813	3.418.406	3.470.720	3.524.331	801.382

* TÜİK Work Registration Statistics

** SME Number Registered at KOSGEB Database Dating from 01.09.2015

SUPPORTS GIVEN UNDER KOSGEB SUPPORT REGULATIONS		
YEARS	ENTERPRISE NUMBER	SUPPORT AMOUNT (TL)
2003 - 2014	152.047	1.104.941.365
2015	ENTERPRISE NUMBER	SUPPORT AMOUNT (TL)
GENERAL SUPPORT PROGRAM	18.646	90.211.892
SMES PROJECT SUPPORT PROGRAM	15	111.797
RE-DE, INNOVATION AND INDUSTRIAL APPLICATION SUPPORT PROGRAM	769	32.602.375
ENTREPRENEURSHIP SUPPORT PROGRAM	8.794	74.925.324
COOPERATION - COALITION SUPPORT PROGRAM	35	4.632.760
THEMATIC PROJECT SUPPORT PROGRAM	1	7.171
DEVELOPED ENTERPRISES MARKET SMES SUPPORT PROGRAM	2	29.588
2015 TOTAL	27.656	202.520.906

KOSGEB SMES FINANCING SUPPORT CREDITS		
YEARS	ENTERPRISE NUMBER	CREDIT VOLUME (TL)
2003 - 2014 TOTAL	215.184	11.862.292.733
PROGRAM NAME	ENTERPRISE NUMBER	POSSIBLE CREDIT VOLUME (TL)
KARAMAN PROVINCE ENTERPRISE CAPITAL CREDIT INTEREST SUPPORT (16.03.2015- ...)	577	27.722.250
2003 - 2015 TOTAL	215.761	11.890.014.983

ENTREPRENEURSHIP TRAININGS ORGANIZED IN PROVINCE		
YEARS	TRAINING NUMBER	PARTICIPANT NUMBER
2000 - 2014	8.359	281.469
2015	1.457	46.695
2000 - 2015 TOTAL	9.816	328.164

KOSGEB UNITS		
	SERVICE CENTER	KOSGEB REPRESENTATIVE
CENTER NUMBER	88	80

**Table 4: SUMMARY INFORMATION
ACROSS KONYA PROVINCE**

PROVINCIAL GENERAL INFORMATION			
POPULATION *	2.108.808 (7)	EXPORT AMOUNT *	1.490.712\$ (14)
UNEMPLOYMENT RATE *	%4,7 (80)	IMPORT AMOUNT *	1.341.522\$ (14)

* TÜİK (2014)

INVESTMENT PROMOTION SYSTEM

2009 → 3th Region
2012 → 2nd Region

ENTERPRISES-RELATED GENERAL INFORMATION IN PROVINCE						
	Year 2009 *	Year 2010 *	Year 2011 *	Year 2012 *	Year 2013 *	KOSGEB **
ENTERPRISE NUMBER	84.568 (6)	77.970 (6)	89.070 (6)	89.365 (6)	91.420 (6)	-
SMES NUMBER	84.528 (6)	77.922 (6)	89.018 (6)	89.317 (6)	91.361 (6)	21.935 (6)

* TÜİK Work Registration Statistics

** SME Number Registered at KOSGEB Database Dating from 01.09.2015

SUPPORTS GIVEN UNDER KOSGEB SUPPORT REGULATIONS		
YEARS	ENTERPRISE NUMBER	SUPPORT AMOUNT (TL)
2003 - 2014	8.066 (5)	48.934.869 (5)
2015	ENTERPRISE NUMBER	SUPPORT AMOUNT (TL)
GENERAL SUPPORT PROGRAM	737 (5)	3.502.657 (5)
SMES PROJECT SUPPORT PROGRAM	0	0
RE-DE, INNOVATION AND INDUSTRIAL APPLICATION SUPPORT PROGRAM	20 (8)	1.521.522 (6)
ENTREPRENEURSHIP SUPPORT PROGRAM	169 (14)	1.406.704 (15)
COOPERATION - COALITION SUPPORT PROGRAM	0	0
THEMATIC PROJECT SUPPORT PROGRAM	0	0
DEVELOPED ENTERPRISES MARKET SMES SUPPORT PROGRAM	0	0
2015 TOTAL	913 (5)	6.430.882 (5)

KOSGEB SMES FINANCING SUPPORT CREDITS		
YEARS	ENTERPRISE NUMBER	CREDIT VOLUME (TL)
2003 - 2015 TOTAL	6.308 (7)	342.383.459 (5)

ENTREPRENEURSHIP TRAININGS ORGANIZED IN PROVINCE		
YEARS	TRAINING NUMBER	PARTICIPANT NUMBER
2000 - 2014	138 (15)	4.439 (16)
2015	25 (15)	594 (25)
2000 - 2015 TOTAL	163 (15)	5.033 (16)

KOSGEB UNITS IN PROVINCE		
	SERVICE CENTER	KOSGEB REPRESENTATIVE
CENTER NUMBER	1	1

NOTE: The numbers included in paranthesis show its order about the relavant data of the province through Turkey.

As seen at Table 3 and Table 4;

The province Konya involves 2.108.808 of Turkey population with 77.695.904 and is the seventh great province of Turkey in terms of population density.

In our country with the unemployment rate of 9,70%, Konya is at the 80th order among 81 provinces with the low rate of 4,7% and the second province with the lowest unemployment. The big factor for this one can be said to be developed industry, excessive agricultural fields, granary of Turkey, hardworking local people and their tendency to entrepreneurship.

It corresponds to 0,00945 (thousandth 9,45) with 1.490.712 \$ of annual export with 157.715.040 \$ from Turkey, 0,00554 (thousandth 5,54) with 1.341.522 \$ of annual import with 242.223.959 \$ from Turkey and at the 14th order in both export and import

According to TÜİK data of the year 2013, there are 3.529.541 registered enterprises in our country and 3.524.331 (99,85%) of them are SMEs. 801.382 of SMEs are registered at KOSGEB and benefit from its supports. There are 91.420 registered enterprises in Konya and 91.361 (99,93%) of them are SMEs. 21.935 of these SMEs are registered at the Konya KOSGEB Business Development Central Directorate and use supports by KOSGEB. In terms of SMEs number and SMEs number registered at KOSGEB, the province Konya with its enterprise number is at the 6th order in Turkey. 2,6 of the enterprises, 2,6 of the SMEs and 2,7 of the SMEs registered at KOSGEB in Turkey are in Konya.

Between the years 2003-2014, KOSGEB gave support of 1.104.941.365 TL to 152.047 SMEs throughout Turkey within the scope of KOSGEB support regulations. In 2015 it provided support payment of 202.520.906 TL to 27.656 SMEs. Among these supports, the number of SMEs using "THE ENTREPRENEURSHIP SUPPORT PROGRAM" in 2015 was 8.794, the payment of 74.925.324 TL was given to these entrepreneurs.

Between the years 2003-2014, KOSGEB gave support of 48.934.869 TL to 8.066 SMEs in Konya within the scope of KOSGEB support regulations. Konya is at the fifth order with its support number and amount among the provinces in Turkey. In 2015, the support payment of 6.430.882 TL was given to 913 SMEs in Konya. Konya is at the fifth order with these numbers in 2015. Among these supports, the number of SMEs benefiting from "THE ENTREPRENEURSHIP SUPPORT PROGRAM" in Konya in 2015 was 169, the order for using entrepreneurship support in Konya is 14 in 81 provinces. 1.406.704 TL was paid to 169 SMEs; Konya has been at the 15th order in support payments to entrepreneurs in 2015.

As KOSGEB SMEs FINANCIAL SUPPORT CREDIT, it paid 11.890.014.983 TL to 215.761 SMEs between the years 2003-2015 in Turkey. It also paid 342.383.459 TL to 6.308 SMEs in Konya. With these numbers, the province Konya is at the 7th order in terms of the number of SMEs which were given SMEs financial support credit and at the 5th order in terms of payments to them in Turkey.

Entrepreneurship trainings which were awarded with certificates by KOSGEB to encourage entrepreneurship, extend entrepreneurship culture and have successful

enterprises by introducing business plans to entrepreneurs in our country, continued between the years 2000 – 2015 each day, and 9.816 trainings have been organized in Turkey until today. 328.164 persons participated in these relevant trainings. Total 163 trainings have been organized in Konya, Turkey is at the 15th order in terms of training number. 5.033 persons participated in these relevant trainings as well. Konya is at the 16th order in Turkey in terms of persons with entrepreneurship trainings.

As there are totally 88 service centers and 80 representatives in Turkey, there is a service center and a representative of KOSGEB trying to encourage SMEs in Konya.

7. CONCLUSION

Entrepreneurship and new entrepreneurs are regarded as solution ways to develop economies and prevent unemployment all around the world. Owing to new initiatives, production and employment increase have played highly important roles in Turkey's economy. In recent years, activities have been increasing in state and private sectors to generalise entrepreneurship and have conscious entrepreneurs in these sectors.

Since its establishment year, 1990, KOSGEB has been an important actors in the field of Entrepreneurship Supports in Turkey. The entrepreneurship supports have been rapidly changing and going on in accordance with the current conditions, projects have been declared as one of the principal fields to be supported in the strategical plans.

The success and continuity of initiatives are always disputable issues, the obstacles regarding success are estimated and for solving this one, policies are made. It is not possible that each new enterprise will be successful and will go on its activities for a long time. Among the most developed economies of the world, even in the countries which come at the first orders and produce alternative financial models for enterprises via many different financial means, initiatives do not mean a long time. The reasons for the relevant situation can be firstly considered as lack of sale, weak competitiveness, unexpected expenses and difficulties in receivable payments. Similar development styles and same problems are also valid for entrepreneurs in Turkey.

On the other hand, the company statistics show that the number of close companies have increased in recent years. The main reason of this is the need of enterprise capital increasing in environment without inflation according to experts. This issue must be told both current enterprises and new initiatives. Business management and correct capital need estimations in environment without inflation are vital issues which must be taken into consideration by enterprises.

Statistics indicate that Turkey's performances have been going well about entrepreneurship. The numbers have risen at the rate of female entrepreneurship, but the required levels cannot be achieved now, the share of females was 6,9 among the ones working as total employers in accordance with data by 2010 (TÜİK, 2013). In 2011, 28 females corresponding to every 100 males were included in entrepreneurship activity. One study suggested that 39 % of females positively thought about entrepreneurship, the bravest females were in Switzerland with the rate of 42% about the entrepreneurship issue, following this, Turkey was at the second order with the rate

of 42%. Positive discrimination was provided in the Entrepreneurship Support of KOSGEB with a view to paving the way for females into business life. Similarly, non-governmental organizations have performed various activities for the development of females throughout the country.

In summary, actions for developing entrepreneurship in the country started to be applied in 1980s, gained momentum in 1990s, achieved in significant increases related to supports and institutions/organizations providing support in 2000s.

As a result of the relevant studies, Turkey has come a long way for entrepreneurship in recent 5 years, become the bravest country of Europe with the rate of 50% as well as Switzerland in 2011 due to positively thinking about entrepreneurship and establishing their own business. Data from the National Franchising Association support the relevant situation, one of every two persons wants to start one's own business in Turkey as one of 12 in America, 60 in Finland, 45 in Germany wants to set up one's business.

In high schools and universities as important channels fed by entrepreneurship, when the relevant issues are included in curriculum as courses, this will make contributions to have conscious entrepreneurs and increase their numbers. Furthermore, the success of universities in the world is estimated by the numbers and endorsements of entrepreneurs in terms of economics.

Also, simple visibilities and principal sectors reporting will enhance the success of initiatives to give a light to especially new entrepreneurs by the relevant institutions/organizations.

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