

# New Venture Creation – Emperical Study on Role of Universities Towards Successful Start-Ups

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#### ABSTRACT

**Background:** This study introduces the fact and figures on the role of Universities towards successful startup and creating potential Entrepreneurs in Saudi Arabia. The research emphasizes on entrepreneurship education in the kingdom.

**Methods:** This study examines various literature on university endeavors to encourage entrepreneurial programs in the kingdom. The critical examination study model as well as explanatory research design were used with the statistical justification and discussion of results about the effectiveness of the program in the present study. The primary goal of this research is to support the outcomes of entrepreneurship in relation to the construction of virtue in the context of starting a firm. As a result, the research findings indicate that Saudi institutions provide students with sufficient abilities to become entrepreneurs.

**Conclusion:** It may be concluded that Saudi University's entrepreneurship program is effective enough to prepare students to establish their own businesses. After completing their course, students are seen to be confident and skilled enough to take on the task of starting their own firm.

**Keywords:**Start –ups, New Venture, Entrepreneurship, Entrepreneurship Education, Entrepreneurial Development, Enterprise, Saudi Arabia, University.

**Contribution/Originality:** The study will aid in understanding the advantages of an entrepreneurship program for entrepreneurial startups. Academics and entrepreneurs could utilize the study to better understand the structure of Saudi Arabia's entrepreneurship initiative. Students that want to be entrepreneurs will benefit from this research.

# I. INTRODUCTION

Entrepreneurship has been recognized effect on society, the economy, and individual citizens in the situation. Saudi Arabia is considered to be among the top 49 countries in providing lucrative and favorable opportunities for the entrepreneurship youth generation population (Edward. B, 2016; Rami H. 2017; Ashri, 2019). Whereas Saudi Arabia's overall infrastructure is developed, ranking it to the position of 36th out of 144 countries (World Economic Forum, 2019). Entrepreneurship in Saudi Arabia positively influence economic growth on economic growth (Yusuf et al., 2020).Small and medium enterprises (SME's) in Saudi Arabia contributes about 22 percent of the total GDP of the kingdom (Abhishek T, 2019). Saudi Arabia is witnessing a social renaissance towards its bright future towards building a more diversified economy with higher knowledge content (Adlah et al. 2017). Higher Education Institutions play a vital role in the development of networks for entrepreneurs (Morgan, 2007; Tipple et al., 2012) and creates a knowledge economy (Mohammed, 2019). To build capacity a series of improved action is required to achieve goal and performance (Indi et.al 2020). Among the top-notch, the Saudi government has taken several initiatives to guarantee the right to education to all its citizens (Mohamed, 2014; Almahdi, 2019) investing exponentially to the infrastructure of the university and education over the last decades (Clark, 2014; El-Katiri, 2016).

The last 4 decades have witnessed, government success in building educational infrastructure (Rasha, 2019). The educational program at universities of Saudi Arabia produces highly skilled and qualified human resources, but they also help to develop new ideas and businesses (Almahdi, 2019). It plays role in encouraging entrepreneurship by developing entrepreneurial



competencies, entrepreneurship abilities and, the comprehensive aptitude building among youth towards business initiatives. In the previous study, it has been mentioned higher education institution need refinement to bridge the gap between the demand changes (Ismie et al., 2020). Educational institutional also increase the nature and activities of sustainable business performance improvement (Kaur, 2015; Festus et.al 2020). Higher education institutions in Saudi Arabia have adopted entrepreneurship programs and by the virtue of these academic programs, they are delivering future entrepreneurial leadership (Arab News, 2019). Ampol et al., 2020, mentioned knowledge and skills in entrepreneurship motivates entrepreneurial intention in students. Through the adoption of these entrepreneurship programs, the universities now introduce new strategies to link academics with the industry and enhance knowledge of entrepreneurship in the country's economy (Farah M, 2016). Despite so many potential benefits of entrepreneurship to the modern economic system, the role of the university and university program in the promotion and developing entrepreneurship is still in argument (Fayolle et al., 2006) and critique sustained whether entrepreneurship program is aligned with the mission of the institution (Mwasalwiba, 2010), in both the context positive (Kuttim et al., 2014; Martin et al., 2013) and negative/neutral (Graevenitz et. al., 2010; Lorz, 2011) effects of the entrepreneurship program. The entrepreneurship education in Saudi Arabia is still in an infant stage Alharbi (2018), no studies have been made upon the Entrepreneurship Program and its effectiveness. Previous studies explored impact of Saudi Universities and its impact on entrepreneurial development but none of the previous studies explored effectiveness of entrepreneurship program to the entrepreneurial development. Saudi Arabia is reducing its dependence on oil by diversifying the economic sectors by developing entrepreneurship, education, infrastructure, and tourism to add value to the national income of the country.

# II. LITERATURE REVIEW

The kingdom will close the gap between the outputs of higher education and the requirements of the market. Mehta et al., 2014 argued that the country is still lagging behind the recent global innovation and entrepreneurship leaders despite the kingdom opened many tertiary education institutions. Whereas Efi (2014) explored different ways by which universities and other academic institutions participate in promotion of entrepreneurship in the kingdom. There are many higher education institutions which are promoting critical thinking ability and strategic ability among the students in Saudi Arabia (Bura.brunel.ac.uk, 2019). There several universities in Saudi Arabia, which are promoting entrepreneurship through training programs at different levels to support entrepreneurs (Team, 2019).University environment plays a significant role in encouraging students in developing traits of innovative business thinking and start up their own business (Durst et al., 2016; Jabeen et al., 2017; Hasan et al., 2017; Aliohara et al., 2019). There are several traits which helps an individual to become an entrepreneur which include passion, listening skills and communication skills (Nambisan, 2017). The National U.S.-Arab Chamber of Commerce (2010), mentioned the kingdom's consistent development in entrepreneurship and entrepreneurial culture towards the growth of the economy. Rapid deployment of entrepreneurship activities in the higher institutions of Saudi Arabia is observed (UNESCO, 2012). Rahatullah (2013) appreciated the government initiatives for developing learning institutions and stimulating the private sector for stimulating the entrepreneurship ecosystem in the country. Moreover, he added that there is still scope for improvement.

# Entrepreneurship Institutions

General Organization for Technical, Vocational Education and Training was established by the Saudi Arabian government with the objective of providing entrepreneurship education bv conducting training programs. The curriculum was developed with an intention to develop technical skills, vocational knowledge to meet the requirement of the domestic as well as international (UNESCO, 2013). market The National Entrepreneurial Institute (Rivadh) was established as a strategic partnership with the Ministry of Oil & Mineral Resources and aligned with other Saudi companies to provide the youth with jobs and empowering them for entrepreneurship (Adlah et al., 2017).INJAZ Saudi Arabia is an extension of the Arab Injaz aiming to prepare students for a successful future for entrepreneurship and self-employment through community partnership. INJAZ is associated with Ministry of Education the to promote entrepreneurship and enhance the practical implication of the venture<sup>i</sup> (National Commercial Bank, 2012).



Role of Academic Institutions Towards Entrepreneurship Education

Higher education plays vital role towards development of nation's socio-economic needs and safeguarding democratic values (Punch, 2013; Almahdi, 2019). It influences entrepreneurial selffirm innovation efficacy and improving performance of digital startup firms (Worasak, mentorship 2020). Whereas improves the performance of the people (Agbionu et al., 2015; Hyginus et al., 2020). The country has established several universities aiming to promote innovation and entrepreneurship in the economy, King Abdullah University of Science and Technology deserves special mention. This university is designed to facilitate research, development, and bears Innovative Industrial Collaboration Program (KICP) (Nadia et.al 2016). The government of Saudi Arabia has taken several measures to enhance tourism in the Kingdom (Syed.et.al, 2019). The Kingdom plans to help students making them choose their career carefully and facilitating their transition in different educational pathways which is incorporated in Saudi Vision 2030(Nadia, 2017). Inspired by Saudi Vision 2030, Prince Mohammad Bin Salman College increased its entrepreneurial activities and ecosystems in the Kingdom. The institution is providing a world-class education system that is based on the latest pedagogical adapted for entrepreneurship development. MBSC is believed to contribute towards the establishment and growth of SME(s) by levering local entrepreneurs through its exceptional educational programs (Almahdi, 2019). Moreover, Education in Saudi Arabia has shown significant progress towards women entrepreneurship (Mona, 2009). Saudi Arabia has made some huge investments in the system of public education. King Saud University initiated entrepreneurship education by establishing entrepreneurship institute, King Saud Fellowship was formulated for entrepreneurship projects under

partnership with American University in entrepreneurship (Almahdi, 2019). The university signed MoU with the Leeds University, UK for staff exchanges and joint research program (Mohamed, 2014). Almehdi, 2019 mentioned that King Fahad University of Petroleum and been Minerals has incepted for its Entrepreneurship Institute (EI) institute with the vision to support entrepreneurship by providing mentorship programs to the young entrepreneurs. Theory of Acceptance and application of Technology Mode facilitates conditions on learning behavior (Chamaru et.al. 2018). The emerging technology-oriented companies also known as Techno Valleys which aims to bridge the gap between higher educational institutions and the business communities on a commercial basis (Abdullah et al., 2013). Jazan University educates the entrepreneurs with presentation skills, research, designing, and the handling of laboratory facilities. King Abdulaziz City for Science and Technology (KACST) known for establishing in collaboration with the World Bank. KACST setup several institutions for promoting research and entrepreneurship by facilitating the Badir Program for Technology Incubators (BPTI) and the Saudi Business Incubators Network (Mohamed, 2014; Hasan, 2014; Almahdi, 2019). The King Abdullah University of Science and Technology employ many of the best practices from foreign research universities enabling global problem solving skills (Mohamed, 2014). A study conducted by (Hendry, 2000: Plechero, 2009: Mitanoski et al., 2013) mentioned that institutions also provide technical support to young entrepreneurs by helping them assessing their business requirements and adopting technological advancement & innovation, levering them to find financers and investors for their SME's. King Abdulaziz University provides Business Accelerator (KAUACC) assistance to the young entrepreneurs to develop Entrepreneurial leadership for executing their enterprises (Almahdi, 2019)

List of Universities / Colleges having Entrepreneurship Courses	Established	Objective
Dar Al-Hekma College	1999	"To support the creation of new businesses from ideation to expansion, through education, incubation & consultation"
Fahd Bin Sultan University	2003	"The MBA program at FBSU aims to provide students with the knowledge and skills that enable them to function as successful managers, leaders and entrepreneurs in the dynamic and globalized Saudi economy during the third millennium."



King Abdulaziz University	1967	"An event under the title of "Spreading a
		Culture of Creativity and Entrepreneurship
		among KAU Students" was organized Monday
		by the Creativity and Entrepreneurship Centre
		(CEC)."
King Abudullah University for Science	2009	"Our mission is to plant the seeds of an
and Technology (KAUST)		'innovation ecosystem' in the Kingdom-a
		network of startups, entrepreneurs, investors
		and others, all committed to helping great
		entrepreneurial ideas succeed.
King Fahd Universality of Petroleum	1963	"To plant and nurture entrepreneurial mindset
and Minerals (KFUPM)		among KFUPM students."
King Saud University	1957	https://cba.ksu.edu.sa/en/1438Entrepreneurship
Taibah University	2003	"Internationally, recognized, comprehensive,
		Saudi university dedicated to excellence in
		teaching, research and community service."

\*Source: Osama, 2013

Objective of the Study: This study aims to study and analyze the different effects of Entrepreneurship Education in degree courses in KSA and the influence of this teaching on students' attitudes towards starting a SME's or their business enterprises.

# **Research Methodology:**

#### Research Design

The research structure is cross-sectional, descriptive and non-experimental quantitative studies conducted at a single time in a population of 231 participants, which is intended to be represented (panoramic snapshots).

#### Sampling Plan

The judgmental (purposive) sampling method is being used for selecting the representative sample by including only those universities students where the entrepreneurship programs are in operation at their premises (Saunders et al., 2003). Method of data collection is governed by the conceptual model. So, for this study, the data is collected using a structured questionnaire survey from students enrolled in entrepreneurship to the universities. The purposing sampling aims to get a heterogeneous response from some different regions of Saudi Arabia. The analysis is done on R 4.02 using the library (plspm).

#### **Data Collection and Data Cleaning**

The first step of the data analysis process is to screen the data to ensure it was usable, reliable, and valid to proceed further with statistical analyses. The data is captured on MS-EXCEL, and the information has been collected through a structured questionnaire (Google Doc) by conducting an online Survey. Only completed forms have been selected amounting to 231 useable samples (respondents).

#### Statistical Perspective of PLS-SEM

Structural Equation Modelling is a second-generation statistical technique used to test causal relationships between latent variables. Two approaches of SEM exist (Hair et al., 2014); the more stringent Covariance-Based SEM and the soft modelling approach PLS-SEM (Wold, 1982) or the Variance - Based approach. The authors chose PLS-SEM for several reasons, including it does not require multivariate normality, measurements are reflective, and also because it lends itself to modelling even with the small sample size

#### **Block Description of the Conceptual Model**

The Model Construct (Block) has two kinds of latent variables namely endogenous (dependent) variables and other variables are called exogenous (independent) variables.

CONSTRUCTS	ТҮРЕ
COURSE LEARNING OUTCOMES	ENDOGENOUS
INSPIRATION	ENDOGENOUS
UNIVERSITY INCUBATION & RESOURCES	ENDOGENOUS
SUBJECTIVE NORMS	ENDOGENOUS
INTENTION TO START A NEW VENTURE	EXOGENEOUS



#### **Descriptive Statistics of Constructs**

Descriptive Statistics is a pre-requisite for a clear conceptualization of the constructs that one wants to study. The table below shows the descriptive statistics mean and standard deviation of each parameter within each construct (variables). The mean less than 4 can be classified as parameters (questions), which respondents have not agreed much, while others can be said as the respondent on the average (majority) have agreed.

CONSTRUCTS- DESCRIPTIVE		CRONBACH ALPHA	LOADINGS	RELIABILI' CONVERGI	ENT VALII	AND DITY OF
STATISTICS				THE MODE	L	
COURSE LEAR		OMES	[		5.00	
Parameters	Mean± Std. Deviation	Cronbach Alpha	Factor Loadings	Cronbach's alpha	Dillon- Goldstein's rho	Average Variance Extracted (AVE)
Your understanding of the attitudes, values and motivation of entrepreneurs (i.e. why do entrepreneurs act?)	4.73±1.41	0.91	0.75	0.67	0.80	0.43
Your understanding of the actions someone has to take to start a business (i.e. what needs to be done?)	4.78±1.38	0.91	0.46			
Your practical management skills to start a business (i.e. how do I start the venture?)	4.94±1.14	0.91	0.73			
Your ability to develop networks of relations (i.e. who do I need to know?)	4.78±1.24	0.91	0.73			
Your ability to identify an opportunity (i.e. when do I need to act to capture opportunities?)	3.37±1.28	0.91	0.54			
INSPIRATION Do you remember any particular event or input during your course that	5.28±1.28	0.91	0.17	0.03	0.67	0.50



	1	1	1	r		
caused a						
dramatic change						
in your heart						
and thinking to						
consider						
becoming an						
entrepreneur?						
Do you	4.97±1.11	0.91	0.99			
remember any	,	0.91	0.77			
particular event						
or input during						
your study						
course that						
made you						
consider						
embarking on						
an						
entrepreneurial						
career?						
UNIVERSITY IN						
A pool of	5.22±1.28	0.90	0.82	0.85	0.88	0.43
entrepreneurial-						
minded						
classmates for						
building a team						
minimal						
utilization.						
A pool of	5.31±1.25	0.91	0.71			
university	5.51±1.25	0.91	0.71			
technology.						
Advice from	4.45±1.45	0.91	0.55			
	4.4J±1.4J	0.91	0.55			
2						
experts in the area of						
incubators.	4.07.1.55	0.01	0.00			
Advice from	$4.07 \pm 1.55$	0.91	0.69			
classmates.						
Advice from	3.88±1.43	0.91	0.15			
classmates.						
Research	5.43±1.32	0.91	0.71			
resources						
(library / web).						
Networking	4.90±1.57	0.91	0.69			
events and						
building						
relationships.						
Physical space	4.64±1.79	0.91	0.58			
for meetings.						
Business plan	4.65±1.73	0.91	0.73			
competitions	1.05±1.75	0.71	0.75			
(testing ground						
for the idea).						
	5 16 1 26	0.91	0.82			
	5.46±1.26	0.91	0.02			
from the						
university.						



Referrals to	3.97±1.40	0.91	0.44	[		[]
investors.	$3.97\pm1.40$	0.91	0.44			
SUBJECTIVE N	ORMS	1	I	1	<u> </u>	<u> </u>
	-	0.01	0.45	0.50	0.76	0.46
My closed	4.75±1.37	0.91	0.45	0.59	0.76	0.46
family thinks that I should						
pursue a career						
as self-						
employment.						
I care about the	4.92±1.26	0.91	0.71			
opinion of my	1.92±1.20	0.91	0.71			
family when I						
decide whether						
or not to pursue						
a career as a						
self-employed.						
People who are	5.42±1.24	0.91	0.79	1		
important to me						
think that I						
should pursue a						
career as self-						
employment.						
I care what	5.39±1.31	0.90	0.71			
people who are						
important to me						
think when I						
decide whether						
or not to pursue a career as self-						
employed.						
INTENTION TO	START A NE	W VENTURE				
Are you	3.69±1.43	0.91	0.49	0.73	0.82	0.43
involved in	5.07=1.15	0.91	0.12	0.75	0.02	0.15
evaluating a						
new business						
idea?						
Are you trying	4.81±1.30	0.91	0.68	1		
to start a						
business for						
real, as opposed						
to just						
evaluating an						
idea out of						
interest or as						
part of an						
academic						
exercise?	4.07.1.77	0.01	0.50			
You prepared a	4.87±1.37	0.91	0.70			
proper business						
plan.	4.00 - 1.41	0.01	0.77			
Organized a	4.90±1.41	0.91	0.77			
start-up team	4.05+1.22	0.01	0.60			
Looked for	4.05±1.32	0.91	0.60			
facilities and	<u> </u>					



equipmen	ıt.				
Acquired		$4.08 \pm 1.44$	0.91		
facilities	and				
equipmen	t.				

#### **Reliability of Constructs Internal Consistency**

Cronbach's Alpha is observed to check internal consistency (item-wise) is >0.90, this means that the data is highly consistent and reliable. Further, the loadings are all positive, therefore have been considered in the respective constructs.

#### **Correlation Matrix**

The table below is the correlation matrix in the lower-triangular format, which shows a

positive correlation among the latent variables and the correlation coefficient values between all variables are less than 0.72. Hence, there is no serious issue of multicollinearity between variables (Cooper & Schindler, 2007) in the observed model, and hence, discriminant validity is established. Hence, all variables were retained for further analysis.

Constructs	Intention To	Course	Inspiration	University		Subjective
	Start A New	Learning	_	Incubation	&	Norms
	Venture	Outcomes		Resources		
Intention To	1.00					
Start A New						
Venture						
Course	0.64	1.00				
Learning						
Outcomes						
Inspiration	0.48	0.47	1.00			
University	0.66	0.72	0.46	1.00		
Incubation &						
Resources						
Subjective	0.66	0.58	0.53	0.71		1.00
Norms						

# Model Reliability and Discriminant Validity Evaluation

The conceptual model is the reflective model. Following the recommendation in Kock (2015b), measurement (constructs) reliability is assessed with Cronbach's alpha coefficient, and Dillon-Goldstein rho coefficient (DG's rho), also known as the composite reliability coefficient (Tenenhaus, Vinzi, Chatelin, & Lauro, 2005). As Chin (1998) considers Dillon-Goldstein's rho to be a better indicator than Cronbach's alpha, Dillon-Goldstein's rho values higher than 0.67 suggests unidimensionality, which we have in the latent constructs. Again, the Average Variance Extracted (AVE) of all the latent variables are is higher than its correlations. Thus the requirement of discriminant validity is also met.

#### **PLS-SEM Model Fit Evaluation**

Guidelines suggest that GoF of 0.1, 0.25 and 0.46 represent small, medium and large fit respectively (Kock, 2013; Wetzels et al., 2009). The GoF of the Model is **0.4063**; therefore, based on the result we conclude that the proposed model overall fitted the data.

# Structural Model Assessment and Testing of Hypotheses

Structural relations are assessed to determine the explanatory power of the model and the significance of individual paths in the model. Path-coefficients are assessed to evaluate the significance of hypothesized relationships between constructs. Based on the table below, Intention to Start a New Venture has a positive significant relationship towards Course Learning Outcome ( $\beta$ =0.64, p<0.05), Intention to Start a New Venture has a positive significant relationship towards course Learning Outcome ( $\beta$ =0.64, p<0.05), Intention to Start a New Venture has a positive significant relationship towards



Inspiration ( $\beta$ =0.48, p<0.05), Intention to Start a New Venture has a positive significant relationship towards University Incubation & Resources ( $\beta$ =0.66, p<0.05) and the Intention to Start a New Venture has a positive significant relationship towards Subjective Norms ( $\beta$ =0.66, p<0.05). The R<sup>2</sup> values of the endogenous (independent) variable in ranged between 23.1% and 44% indicating moderate explain the variance in students' Intention to Start a New Venture.

PATH CO-	EFFICIEN	TS AND	MODEL	QUALI	TY ASS	ESSME	ENT			
Path	Hypothe ses	(p- valu e < 0.05)	Path Weigh t Beta	Hypot hesize s Accep tance Result s	Deci sion	Dire ct Effe ct	Indirec t Effect	Total Effec t	Relatio nship	R <sup>2</sup>
Intention To Start A New Venture -> Course Learning Outcomes	Higher Intentio n To Start A New Venture , higher Course Learnin g Outcom es.	< 0.00 1	0.64	Yes	Supp orted	0.64	0.00	0.64	Modera te	0.41
Intention To Start A New Venture -> Inspiratio n	Higher Intentio n To Start A New Venture , higher Inspirati on.	< 0.00 1	0.48	Yes	Supp orted	0.48	0.00	0.48	Modera te	0.23
Intention To Start A New Venture -> Universit y Incubatio n & Resources	Higher Intentio n To Start A New Venture , higher Universi ty Incubati on & Resourc es.	< 0.00 1	0.66	Yes	Supp orted	0.66	0.00	0.66	Modera te	0.44
Intention To Start A New Venture -> Subjectiv e Norms	Higher Intentio n To Start A New Venture , higher	< 0.00 1	0.66	Yes	Supp orted	0.65	0.00	0.65	Modera te	0.43



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Subjecti					
ve					
Norms.					

### **III.** CONCLUSION:

The purpose of this study is to develop a scientific and comprehensive measurement model for the effectiveness of entrepreneurship education. The results of the empirical investigation of this research and its findings support the research model (SEM) and all of its hypotheses. The beta coefficients illustrated that Course Learning Outcome, Inspiration, University Incubation & Resources, and Subjective Norms significantly influence the intention to start the business. Henceforth the entrepreneurship program in the country is found to be having a positive significant impact on new venture creation.

One of the crucial ways in which universities can contribute to a culture of innovation and entrepreneurship is through undertaking entrepreneurship education, with the knowledge spillovers into society than helping stimulate entrepreneurial spirit and innovation beyond the educational setting. Saudi universities consistently engaged in creating a network of research centres, besides producing knowledge and collaborating with domestic and international industries (Salem 2014B). The scholar concludes that Saudi Arabia needs to start new study programs aimed at supporting entrepreneurship throughout the kingdom, develop and strengthen more enable entrepreneurship institutions, and develop a heightened awareness of entrepreneurial activities and entrepreneurship in the Kingdom. Such recommendations point to a need for more involvement in innovation and entrepreneurship promotion by universities. UNESCO considered it an excellent model for entrepreneurship, as well as Saudi Arabia, which supports its educational institutions at all levels in the field of entrepreneurship by organizing specialized conferences and creates a business service foundation in universities. Hassan (2014) states that entrepreneurial education is not particularly or positively related to a start-up business, rather it helps universities and government to introduce activities that will aid in tackling the unemployment issue among youth. The kingdom is frequently revising its policies to bridge the industrial gap and between academic institutions. The government established several universities and started the entrepreneurship program to educate and motivate students towards entrepreneurship.

### IV. LIMITATION

Findings of this research could not be generalized; as the study is short samples size that leads to less generalizability factor. Also, more general studies to understand the intention to become future entrepreneurs require consideration of various other demographics.

#### **Future Research**

The conceptual model developed in this study provides a fruitful basis for entrepreneurial educators with powerful curriculum development and improvement tools and also provides a standard framework for entrepreneurial education researchers. In terms of potential moderators, future research should include measures of age, education level, academic institution, academic program, course type, gender, previous entrepreneurship experience, previous employment experience, course goal, level, and content.

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