



**BINGOL UNIVERSITY**

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**FORMS OF FINANCING FOR SYRIAN-OWNED  
BUSINESSES IN TURKEY AND FINANCING  
DIFFICULTIES**

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**MASTER THESIS**

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**Bingöl 2024**



**BİNGÖL ÜNİVERSİTESİ**  
**SOSYAL BİLİMLER ENSTİTÜSÜ**  
**İŞLETME ANABİLİM DALI**

**TÜRKİYE'DEKİ SURİYE'LİLERE AİT İŞLETMELERİN**  
**FİNANSMAN ŞEKİLLERİ VE KARŞILAŞTIKLARI**  
**FİNANSMAN ZORLUKLARI**

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**Bingöl 2024**

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## ETİK İZİN BELGESİ

Yüksek Lisans tezi olarak hazırladığım “Forms of Financing for Syrian-Owned Businesses in Turkey and Financing Difficulties” adlı çalışma Bingöl Üniversitesi Etik İzin Kurul Başkanlığı tarafından verilen 23.01.2024 tarih ve E-40711683-302.01.08-141664 sayılı izni ile yapılmıştır.

## BİLİMSEL ETİK BİLDİRİMİ

Yüksek Lisans tezi olarak hazırladığım [*FORMS OF FINANCING FOR SYRIAN-OWNED BUSINESSES IN TURKEY AND FINANCING DIFFICULTIES*] adlı çalışmanın öneri aşamasından sonuçlanmasına kadar geçen süreçte bilimsel etiğe ve akademik kurallara özenle uyduğumu, tez içindeki tüm bilgileri bilimsel ahlak ve gelenek çerçevesinde elde ettiğimi, tez yazım kurallarına uygun olarak hazırladığım bu çalışmamda doğrudan veya dolaylı olarak yaptığım her alıntıya kaynak gösterdiğimi ve yararlandığım eserlerin kaynakçada gösterilenlerden oluştuğunu beyan ederim.

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İmza

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## TEZ KABUL VE ONAY

### BİNGÖL ÜNİVERSİTESİ

#### SOSYAL BİLİMLER ENSTİTÜSÜ MÜDÜRLÜĞÜNE

*Omar ALFTIEH* tarafından hazırlanan *FORMS OF FINANCING FOR SYRIAN-OWNED BUSINESSES IN TURKEY AND FINANCING DIFFICULTIES* başlıklı bu çalışma, 03.05.2024 tarihinde yapılan tez savunma sınavı sonucunda [*oybirliği/oy çokluğuyla*] başarılı bulunarak jürimiz tarafından *işletme yönetimi* Anabilim Dalı'nda Yüksek Lisans tezi olarak kabul edilmiştir.

#### **TEZ JÜRİSİ ÜYELERİ (Unvanı, Adı ve Soyadı)**

**Başkan** : .....

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## ONAY

Bu Tez, Bingöl Üniversitesi Sosyal Bilimler Enstitüsü Yönetim Kurulunun ...../...../202.. tarih ve ..... sayılı oturumunda belirlenen jüri tarafından kabul edilmiştir.

Unvanı Adı Soyadı

Enstitü Müdürü



## **ACKNOWLEDGEMENTS**

First and foremost, I should offer my grateful thanks to ALLAH for his assistance and protection. The second greatest thanks go to my beloved parents as well my darling siblings, my beloved wife for their tremendous encouragement, support, and unbounded patience all through my hard times.

I would also like to express my sincere gratitude to my advisor Assoc. Prof. Dr. Müslüm POLAT for his guidance, motivation, enthusiasm, immense knowledge, His suggestions and comments were central to the success of this project, and for being a great model in my whole study career. There are not enough words to convey my appreciation and admiration.

I would also like to extend my appreciation to the rest of my thesis committee for their encouragement and insightful comments.

## ABSTRACT

<b>Title of the Thesis:</b> FORMS OF FINANCING FOR SYRIAN-OWNED BUSINESSES IN TURKEY AND FINANCING DIFFICULTIES	
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<p>The main purpose of this thesis is to explore the main sources of funding of the Syrian owned projects established in Turkey, and the barriers and challenging factors that face the Syrian entrepreneurs to secure their funds and keep their projects continuity.</p> <p>According to the literature, five main resources have been identified to be the sources of funding for the refugees in their new countries of resettlements. Namely; personal savings, support from the related diaspora, local partnership, non-governmental organizations and the international aid and donors. Those five sources have been categorized under two main branches as self-assisted and official development assisted categories for ease of discussion and results presentations. A total of 250 Syrian owned projects in Gaziantep city have been analyzed using ordinal regression analysis, distributed between all the aforementioned categories. Findings suggested that, the projects under the first category have less resilience and withstanding against the external factors and challenges than the second one. In terms of challenges, the results show a high relationship between the external factors on the project continuity and fund securing and withstanding. Such as the Legal and Regulatory Hurdles, the Political and Economic Instability as well the restrictions on the asset ownership and the discrimination and prejudice due to the civil status which can impact the ability to attract investors and gain credibility in the business community.</p> <p>Whereas, language and cultural barriers, integration challenges, lack of access to the market information in addition to the degree of the collateral or a reliable credit history in Turkey have been determined as the most significant individual factors that affect the project fund gain and resilience. The findings and conclusions from this research could be used by the policy makers in the refugee host communities as well the designers of the programs that aims to engage the refugees economically in their new homes, and to the researchers in refugees' affairs in general.</p>	
<b>Keywords:</b> Fund securing, refugees, obstacles, challenges, host community	

## ÖZET

<b>Tezin Başlığı:</b> TÜRKİYE'DEKİ SURİYELİLERE AİT İŞLETMELERİN FİNANSMAN ŞEKİLLERİ VE KARŞILAŞTIKLARI FİNANSMAN ZORLUKLARI
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Anabilim Dalı: İşletme
Bilim Dalı : İşletme
<b>Kabul Tarihi :</b>
<b>Sayfa Sayısı :</b>
<p>Bu çalışmanın amacı, Türkiye'deki Suriyelilerin sahip olduğu projelerin ana finansman kaynaklarını ve Suriyeli girişimcilerin fonlarını güvence altına alma ve projelerinin devamlılığını sağlama konusunda karşılaştıkları engelleri ve zorlayıcı faktörleri araştırmaktır. Literatür taramasına göre, Mültecilerin yeni yerleştirildikleri ülkelerdeki finansman kaynakları olarak beş ana kaynak belirlendi. Bunlar; Kişisel tasarruflar, İlgili diasporanın desteği, Yerel ortaklıklar, Sivil toplum kuruluşları ve Uluslararası yardım ve bağışçılar. Bu beş kaynak, tartışma ve sonuç sunumlarının kolaylığı açısından kendi kendine destekli ve resmi geliştirme destekli kategoriler olmak üzere iki ana dal altında kategorize edilmiştir. Gaziantep ilinide, Suriyelilerin sahip olduğu toplam 250 proje, yukarıda belirtilen tüm kategorilere dağıtılan sıralı regresyon analizi kullanılarak analiz edilmiştir. Bulgular, birinci kategorideki projelerin dış etkenlere ve zorluklara karşı ikinci kategoriye göre daha az dayanıklılığa ve dirence sahip olduğunu ortaya koydu. Engeller ve zorluklar açısından sonuçlar, projenin devamlılığı üzerindeki dış faktörler ile fon sağlama ve dayanma arasında anlamlı bir ilişki olduğunu göstermektedir.</p> <p>Yasal ve düzenleyici engeller, siyasi ve ekonomik istikrarsızlığın yanı sıra varlık sahipliğine ilişkin kısıtlamalar ve medeni durumdan kaynaklanan ayrımcılık ve önyargılar, yatırımcı çekme ve iş dünyasında güvenilirlik kazanma yeteneğini etkileyebilir. Oysa dil ve kültür engelleri, entegrasyon zorlukları, bilgi ve bilgi eksikliği ile Türkiye'de teminat veya güvenilir kredi geçmişi eksikliği, proje fon kazanımını ve dayanıklılığını etkileyen en önemli bireysel faktörler olarak tespit edilmiştir. Bu çalışmanın bulguları, ev sahibi topluluklardaki politika yapıcılar ve özelde mültecileri ev sahibi ülkelerde ekonomik olarak meşgul etmeyi amaçlayan program tasarımcıları ve genel olarak mülteci meseleleri araştırmacıları için önem arz etmektedir.</p>
<b>Anahtar Kelimeler:</b> Fon sağlanması, mülteciler, engeller, zorluklar, ev sahibi topluluk

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## **CHAPTER 1 : INTRODUCTION**

### **1.1 Overview**

Since the onset of the crisis in Syria, millions of Syrians have been displaced to the neighboring countries, including Turkey. These refugees brought with them their skills, knowledge, and entrepreneurial spirit, leading to the establishment of numerous businesses and projects within the host country. Then we can significantly indicate that a significant number of Syrian-owned projects and businesses have emerged in many cities in Turkey. These ventures have played a crucial role in providing economic opportunities for Syrian refugees, promoting entrepreneurship, and contributing to the overall economic development of both Syria and Turkey.

Understanding the origin and sources of funding for these projects as well the challenges faced by the entrepreneurs to secure this start-up funds provides insights into the resilience and determination of Syrian entrepreneurs in the face of adversity. Consequently, conducting research on the obstacles and challenges faced by Syrians in securing funds to run their owned projects in Turkey holds significant benefits for both academia and practical applications.

Firstly, understanding these challenges can contribute to the development of targeted policies and programs aimed at supporting Syrian entrepreneurs and facilitating their access to financing options. By identifying the specific hurdles, they face, such as limited access to formal financial institutions or insufficient knowledge of available funding sources, policymakers and organizations can design interventions to address these barriers and create a more conducive environment for entrepreneurial growth.

Secondly, this research can provide insights into the socio-economic dynamics of Syrian-owned projects and their impact on the local Turkish economy. By examining the financial aspects, such as the sources of funding and the profitability of these ventures, researchers can assess the overall contribution of Syrian entrepreneurship to job creation, economic growth, and social integration. These findings can inform economic development strategies and help foster a more inclusive and sustainable business environment for Syrians and the host community.

Gaziantep city, in particular, serves as an ideal research location for several reasons. Firstly, Gaziantep has been a major destination for Syrian refugees and has witnessed a significant influx of Syrians since the onset of the crisis. This makes it a representative and relevant setting to study the challenges faced by Syrian entrepreneurs in securing funds. Additionally, Gaziantep has a vibrant business ecosystem, with a mix of local and international businesses, organizations, and NGOs that interact with Syrian-owned projects. This diversity provides researchers with ample opportunities to explore the networks, collaborations, and funding mechanisms involved in supporting Syrian entrepreneurship.

Furthermore, Gaziantep's strategic location near the Syrian border enhances the potential for economic cooperation and cross-border business activities. Understanding the challenges faced by Syrian entrepreneurs in Gaziantep can shed light on the broader context of Syrian-owned projects in Turkey and their implications for regional economic dynamics. This knowledge can contribute to fostering closer ties between Syrian and Turkish businesses, creating opportunities for trade, investment, and mutually beneficial partnerships.

In conclusion, researching the obstacles and challenges faced by Syrians in securing funds for their owned projects in Turkey, particularly in Gaziantep, holds great potential for informing policy decisions, promoting economic development, and facilitating social integration. By comprehensively understanding these challenges, researchers can provide valuable insights that can lead to the implementation of targeted strategies, support mechanisms, and collaborations to enhance the entrepreneurial ecosystem and create sustainable opportunities for Syrian entrepreneurs in Turkey.

## **1.2 Problem Statement**

Engaging the refugee entrepreneurs in their new host communities has been highly digging research area in the past few decades for many reasons. One of the most important aspects for this research field is the fund securing of those new commers to their host communities, to enable them to share in the economic development in their new societies. Nevertheless, the entrepreneurs from the refugees' community who had left their original

states and moved to host groups are a special case from the studies, where the latest will need to live brief or lengthy intervals inside the new host countries earlier than they integrate inside the new systems that they will continue in, where the aids supplied to them are designed for temporary bases. For these motives, refugee entrepreneurs want sustainable solutions that may enable them to regain their lives. Economic engagement through entrepreneurship is perceived as a strategy to maintain their lives and to avoid having refugees depend on state assistance, mainly for those that have factors allowing them to be triumphant. However, their failure to person-tup an enterprise can be a more complex problem than their indigenous opposite numbers due to the various limitations they face in starting agencies.

This concept has been investigated by many researchers, where the refugee entrepreneurship has been showed as an effective technique to enhance refugee engagement, Hughes (2019); Güven et al., (2018); Süngü (2019); Uder (2019); Shepherd et al. (2020); Gold (1992); Welsh et al. (2022).

The same situation is conducted on the Syrians in Turkey, as many of them have sought to establish their own businesses and projects as a means of economic self-sufficiency and integration. However, the obstacles and challenges faced by Syrians in securing funds for their owned projects in Turkey present a significant barrier to their entrepreneurial endeavors. The lack of access to financial resources, limited knowledge of local financial systems, and unfamiliarity with Turkish business practices hinder the ability of Syrian entrepreneurs to secure the necessary funds to initiate and sustain their projects. Furthermore, the specific dynamics and challenges vary across different regions in Turkey. Gaziantep, with its high concentration of Syrian entrepreneurs and unique socio-economic environment, presents a compelling case study to explore the obstacles faced by Syrians in securing funds for their own projects. Understanding these challenges and identifying potential solutions in Gaziantep can contribute to developing targeted support mechanisms and policies that foster economic integration and sustainable entrepreneurship among Syrian refugees in Turkey. Therefore, there is a pressing need for research that examines the obstacles and challenges faced by Syrians in securing funds for their owned projects in Turkey, with a particular focus on the case of Gaziantep.



Despite the validity of the refugee entrepreneurs and their old and new communities' characteristics and their adaptability importance studies, there is a lack of cross-sector comparative studies about refugee entrepreneurs' funding sources and the challenges that they face to secure these funds, and how this may be related to their sustainability in their new homes. This research fills in this gap by using questionnaires with a diverse group of Syrian entrepreneurs in Gaziantep/ Turkey who have already started their businesses in other words succeeded in having their funds. This survey aims to focus on the challenges that the respondent Syrian entrepreneurs were exposed to when they tried their first start-ups and secured their continuity and sustainability

### **1.3 Research Objectives and questions**

In this work, we attempt to highlight one of the main points in the business start-up and continuity. Namely, Fund Securing, where the fund sources have been explored and the external and internal factors that have been identified as barriers and challenges in the fund securing have been examined, accordingly we mainly aim to answer the following questions:

- What are the financial controls for the situation of the refugee entrepreneurs in Turkey (an overview of the latest labor laws and regulations)?
- What are the main fund sources of refugee entrepreneurs among Syrian refugees in Turkey?
- what are the main barriers and challenges (External and internal) that face Syrian entrepreneurs living in Turkey? And how it may affect their start-up performance?
- what are the recommendations and best practices to support refugee entrepreneurs in Turkey?

### **1.4 Thesis Outlines**

The flow of this research will be as follows:

- In Chapter 2, we explain the theoretical background for this research.

Where the literature review about the refugee economic engagement in the host

communities (In general), refugee entrepreneurship, refugee funding sources and the challenges they face has been explored.

- The third Chapter presents the methodology of the research. Herein, we explain our conceptual framework, define our variables, and how they are related to each other, research design also has been presented, and the research population design, data collection analysis methods that have been used.

- Chapter four presents the research results in terms of the stated hypothesis and the analysis of the results.

- The conclusive chapter explains our findings, discussions and recommendations.

## CHAPTER 2 : THEORETICAL FRAMEWORK AND LITERATURE REVIEW

This chapter provides an outline of relevant literature regarding the state of the art of refugees' economic engagement, refugee entrepreneurship, refugee start up source of fundings, as well as the challenges that Syrian entrepreneurs face in securing their start-up funds.

### 2.1 Refugees Situation Globally

The term "refugee" has a specific legal definition outlined in international instruments, particularly the 1951 United Nations Convention relating to the Status of Refugees and its 1967 Protocol. According to these documents, a refugee is defined as: *"A person who owing to a well-founded fear of being persecuted for reasons of race, religion, nationality, membership of a particular social group, or political opinion, is outside the country of his nationality and is unable or, owing to such fear, is unwilling to avail himself of the protection of that country; or who, not having a nationality and being outside the country of his former habitual residence as a result of such events, is unable or, owing to such fear, is unwilling to return to it."*

According to the UNHCR Global Trends Report (2023), the number of forcibly displaced people reached an alarming 110 million including over 36.4 million refugees by med 2023, underscoring the urgency of addressing the global refugee crisis. This unprecedented scale of displacement poses complex challenges, necessitating a multidimensional understanding of the issues faced by refugees.

The challenges confronting refugees are diverse and multifaceted Abubakar et al., (2018); Fiddian-Qasmiyeh et al. (2014) argue in "The Oxford Handbook of Refugee and Forced Migration Studies" that refugees grapple with not only the immediate threats to their safety but also long-term hurdles related to livelihoods, education, and psychosocial well-being. These challenges are further compounded by legal and policy barriers, requiring a comprehensive approach to address the multidimensional nature of refugee experiences.

Efforts to enhance refugee economic integration have gained prominence in recent years Newman et al. (2023); Zehra, et al. (2023); Phillimore et al. (2021) explore the determinants of refugee self-employment in the United States, suggesting that entrepreneurship can serve as a means of empowerment and economic self-sufficiency. Understanding the factors influencing entrepreneurial activities among refugees is crucial for designing effective integration policies.

## **2.2 Global Refugee Economic Engagement in Host Communities**

Refugee integration into host communities represents a complex process with economic engagement playing a pivotal role. As the global refugee crisis persists, understanding the dynamics of economic integration becomes crucial for formulating effective policies and interventions.

Entrepreneurship emerges as a key pathway for refugees to achieve economic self-sufficiency and contribute to their host economies. Dagnelie et al. (2019) explores the determinants of refugee market engagement in the United States and whether entrepreneurs in the network of refugees—from the same country of origin—help refugees enter the labor market by hiring them. highlighting entrepreneurship as a means of empowerment. and in turn, they open the door for them. He analyzes the universe of refugee cases without US previous connections who were resettled in the United States between 2005 and 2010. Successful refugee entrepreneurs not only create economic value but also foster social integration and community resilience.

The acquisition of skills and access to employment opportunities are fundamental to refugee economic engagement. Suleman (2013) emphasizes the importance of education and skill development programs in facilitating refugees' integration into the labor market. Government and NGO initiatives that focus on skill-building and vocational training contribute significantly to enhancing refugees' employability.

Despite the potential for economic engagement, refugees often face numerous challenges in securing meaningful employment. Legal and policy barriers, discrimination, and inadequate recognition of foreign qualifications hinder refugees' access to the formal

job market. Understanding these challenges is crucial for developing targeted interventions that address the unique needs of refugee job seekers.

Social enterprises and non-governmental organizations (NGOs) play a vital role in facilitating refugee economic engagement. Initiatives such as microfinance programs, business mentorship, and community-based cooperatives have been successful in promoting entrepreneurship among refugee populations. Betts and Collier (2017) discuss the transformative potential of such initiatives in their work, "Refuge: Transforming a Broken Refugee System."

Refugee economic engagement not only benefits the refugees but also has positive implications for host communities. Studies suggest that refugee entrepreneurs contribute to job creation, cultural diversity, and economic revitalization. Local economies can thrive through the infusion of diverse skills and entrepreneurship, challenging preconceived notions about refugees as a burden on host economies.

### **2.3 Syrians' Economical Inclusion in Turkey**

Since the onset of the Syrian civil war in 2011, Turkey has hosted a significant number of Syrian refugees. The influx of Syrians into Turkey increased dramatically, making Turkey one of the countries with the largest Syrian refugee populations. As per the last UNHCR updated figures (2021), there were over 3.7 million registered Syrian refugees in Turkey. The Syrian community is distributed across various provinces in Turkey. Provinces along the border, such as Gaziantep, Hatay, Kilis, and Şanlıurfa, have higher concentrations of Syrian refugees.

According to the data of the General Directorate of Migration Management Announced in August 2023 (Multeciler Association, 2024), the number of Syrians in the cities with the highest number of Syrians could be figured as shown in Figure 2.1:

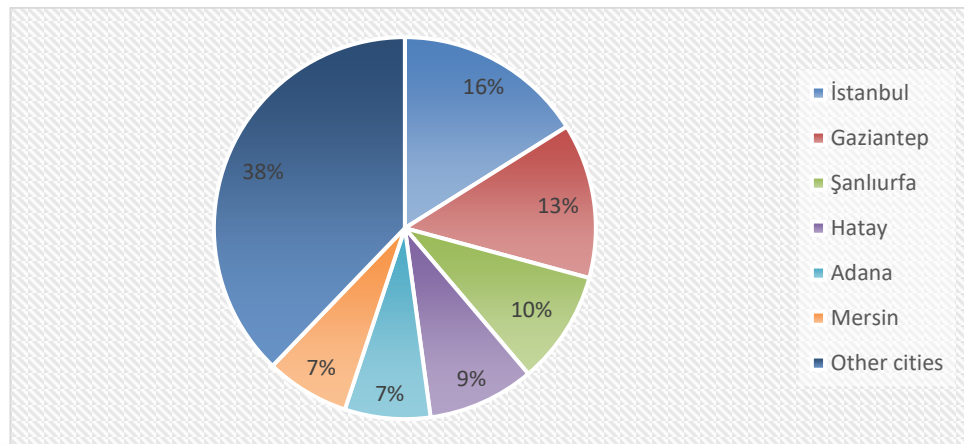


Figure 2.1 Percent of Syrian Nationals distributed by Turkish Cities

According to International Organization for Migration. Quarterly report (2023), there are 1,334,150 foreign nationals present in Türkiye, holding residence permits. Compared to fourth quarter of 2022, this is a decrease of 19,944 individuals in Türkiye.

Starting a business in Turkey as a foreigner involves several legal steps and obtaining specific permits. The requirements may vary depending on the type of business, the legal structure chosen, and the industry. In general, its required for any entrepreneur to have Business Registration, Work and Residence Permits, Tax Registration, Business License, and Environmental Permits, (If the business operations involve environmental impact), Trademark Registration, Social Security Registration, Bank Account, and Chamber of Commerce Registration.

#### 2.4 Fund Sources for Syrian Entrepreneurs in Turkey

One of the most significant points to be considered when talking about the entrepreneurship is the access to the capital. In Turkey, Syrian-owned projects mainly get money from different important places.:

1. Personal Savings: Many Syrian entrepreneurs utilize their personal savings accumulated before the crisis to initiate and sustain their projects. These funds often serve as the initial capital investment required to start a business.
2. Support from the Syrian Diaspora: The Syrian diaspora, spread across the globe, has played a crucial role in supporting their compatriots in Turkey. Financial

assistance, investments, and collaborations from Syrian expatriates have helped to sustain and expand Syrian-owned projects.

3. **Local Partnerships:** Collaborations and partnerships with Turkish individuals or businesses have also been instrumental in the establishment and growth of Syrian-owned ventures. These partnerships not only provide access to additional funding but also leverage the local market knowledge and networks of Turkish partners.
4. **Non-Governmental Organizations (NGOs):** Various NGOs, both Syrian and international, have provided financial support and resources to Syrian entrepreneurs in Turkey. These organizations aim to empower Syrian refugees and facilitate their integration into the local economy by offering grants, loans, and business development programs.
5. **International Aid and Donors:** International organizations and donor countries have contributed to the financial support of Syrian-owned projects in Turkey. Financial aid, grants, and development programs specifically targeting entrepreneurship and economic empowerment have played a crucial role in sustaining and expanding these initiatives.

It is worth noting that the sources of funding for Syrian-owned projects in Turkey can vary greatly depending on the nature, scale, and location of the ventures. While some projects rely on personal savings and local partnerships, others may receive substantial financial support from international organizations or diaspora networks. Overall, the emergence of Syrian-owned projects in Turkey since the beginning of the Syrian crisis highlights the resilience and entrepreneurial spirit of Syrian refugees. These initiatives have not only provided economic opportunities but also contributed to the overall economic growth and integration of Syrian refugees into the Turkish society. Understanding the sources of funding for these projects' sheds light on the diverse and dynamic networks that support and sustain the entrepreneurial endeavors of Syrians in Turkey.

However, securing these fund resources, and securing the continuity and the scaling up are facing many challenges, and this is where we are investigating those factors.

## **2.5 Fund Securing Challenges**

- **Language and Cultural Barriers:**

Language and cultural barriers can present significant challenges for Syrian entrepreneurs seeking to secure funds for their projects in Turkey. For example, many Syrian entrepreneurs may not be fluent in Turkish, which can hinder their ability to access information about available funding opportunities, eligibility criteria, and application procedures and pitch their ideas, plans, and strategies effectively to potential investors or lenders. Moreover, this will make it more difficult for them to build relationships and networks with Turkish investors, business leaders, and potential partners may be impeded due to language differences. As well as completing funding applications and preparing business plans in Turkish can be daunting for those with limited language skills.

On the Legal and Regulatory Challenges, the language barrier makes it difficult to navigate the legal and regulatory aspects of business operations in Turkey, including understanding contracts and agreements. In the small-scale businesses, whereas on higher scales the interpreters play a pivotal role in solving such issues. Worth mentioning here that building trust and credibility with Turkish stakeholders, including investors and financial institutions, can be more challenging if communication is hindered by language difficulties.

- **Integration Challenges:**

Integration challenges can have a significant impact on Syrian entrepreneurs' ability to secure funds for their projects in their host country. These challenges can create barriers at various stages of the funding process:

- **Access to Information and Opportunities:** Integration challenges, such as language barriers and unfamiliarity with local networks, can limit Syrian entrepreneurs' access to information about available funding opportunities, investment firms, and government programs.



- **Networking and Relationship Building:** Building trust and relationships with potential investors, partners, and lenders is crucial for securing funds. Integration challenges, including cultural differences and social norms, may hinder effective networking efforts.
- **Navigating Legal and Regulatory Frameworks:** Understanding and complying with local laws, regulations, and business requirements is essential for securing funds. Integration challenges related to legal comprehension can lead to mistakes or oversights that hinder the funding process.
- **Business Plan Development:** Preparing a strong business plan that aligns with local market conditions and expectations is vital for attracting investors. Integration challenges may impede Syrian entrepreneurs' ability to create business plans that resonate with the host country's business environment.
- **Perceived Trust and Credibility:** Integration challenges may affect how Syrian entrepreneurs are perceived by potential investors or lenders. Issues such as cultural misunderstandings or biases can impact trust and credibility, making it harder to secure funds.
- **Market Knowledge and Competition:** Understanding the local market, competition, and consumer behavior is essential for successful entrepreneurship. Integration challenges may lead to limited market knowledge, affecting business strategies and investment proposals.

In addition, Integration challenges can create stress, anxiety, and a sense of isolation among Syrian entrepreneurs. These psychological factors can affect their confidence and ability to seek and secure

- **Lack of Information and Knowledge:**

The lack of information and knowledge among migrant entrepreneurs in their new communities can have a significant impact on their ability to secure funds for their projects. Here are several ways in which this challenge can affect them:

- **Limited Awareness of Funding Opportunities:** Migrant entrepreneurs may be unaware of the various funding sources available in their new community,

including government grants, loans, or local investment programs. This lack of awareness can result in missed opportunities for financial support.

- **Limited Networking Opportunities:** Building a network of local connections is essential for securing funds. Migrant entrepreneurs often face difficulties in networking due to language and cultural differences
- **Unfamiliarity with Local Market and Competition:** Lack of knowledge about the local market, consumer behavior, and competition can result in inadequately prepared business plans and investment proposals. Migrant entrepreneurs may struggle to demonstrate a clear understanding of the market's dynamics, which can deter potential funders.
- **Difficulty in Tailoring Pitches:** Crafting persuasive pitches to attract investors or lenders requires a deep understanding of the audience's preferences and expectations. Migrant entrepreneurs may lack the knowledge to tailor their pitches effectively, reducing their chances of securing funds.
- **Inadequate Financial Literacy:** Understanding financial concepts, managing budgets, and demonstrating financial viability are crucial for securing funds. Migrant entrepreneurs with limited financial literacy may struggle to present their financial statements convincingly.

- **Lack of collateral or reliable credit history in Turkey (the host country).**

The lack of a reliable credit history can significantly impact migrant entrepreneurs' ability to secure funds for their projects in their new communities as per the below points:

**Limited Access to Traditional Financing:** Migrant entrepreneurs often struggle to access traditional sources of financing, such as bank loans or lines of credit, due to their lack of a local credit history. Financial institutions typically rely on credit history to assess creditworthiness and determine the terms of loans.

**Higher Borrowing Costs:** Even if migrant entrepreneurs can secure financing, they may face higher interest rates or stricter terms because lenders perceive them as higher-risk borrowers without a proven credit track record.

**Reduced Borrowing Capacity:** Without a reliable credit history, migrant entrepreneurs may find it challenging to secure the amount of funding they need to start or expand their businesses. Lenders may be hesitant to provide substantial loans to individuals without a demonstrated ability to repay.

**Difficulty Attracting Investors:** Lack of a credit history can raise concerns among potential investors. They may view a thin or non-existent credit history as a lack of financial responsibility, potentially making it harder for migrant entrepreneurs to attract equity investment.

**Limited Financial Flexibility:** Migrant entrepreneurs with no credit history may need to rely on personal savings or contributions from family and friends to fund their projects, limiting their financial flexibility and potentially slowing down business growth.

## **2.6 Literature Reviews**

The global refugee crisis has prompted increased attention to the economic inclusion and engagement of refugees in their new host communities. This literature review aims to provide an overview of key themes and findings in the existing research on this topic.

Local integration in host communities has been defined by Talukder et al., (2021) as a process with three aspects/dimensions: legal, economic, and social. The study focuses on identifying the best options that enable refugees to achieve local economic integration in their new communities. It also highlights the methods by which host community policies can encourage refugees to contribute to the economic situation in five selected countries.

Whereas Speakman et al, (2018) represents the scenarios of the Syrian diaspora in the economy, including Syrian entrepreneurs who had to abandon viable businesses and were unable to recover their assets and economic opportunities in host countries. In addition to the strategy of economic opportunities for the refugees in line with the economic development strategy at the local and national levels and utilizing the international goodwill to encourage investment by the newcomers.

While the entrepreneurial efforts of local entrepreneurs' face challenges in raising start-up capital, entrepreneurship may be even more challenging for refugees and migrants from other countries Wauters & Lambrecht, (2008). In addition, local entrepreneurial networks may provide more support than kinship or regional origin. Indeed, these factors may result in refugees being slower to 'close the gap' with the rest of society Scholten et al. (2018). Nonetheless, some studies also report that prior engagement in entrepreneurship and intercultural experiences lead to a high likelihood of coping with these constraints in general Chliova et al., (2018); Vandor and Franke, (2016).

In Desiderio (2016), the difficulties and obstacles faced by refugees and asylum seekers worldwide in finding suitable jobs and working at a level commensurate with their skills and experience were highlighted. This shows how important it is to align the labor market so that newcomers can invest their best in host communities.

In Sahledengil (2022), the paper argues that the interaction between hosts and refugees is not inherently conflictual, as has been the case in many previous studies. Conflict between refugees and their hosts does not exist because refugees are "outsiders" and host communities are "insiders'." So, focus on the way the newcomers tend to find the place and activities that are most similar to their original background, rather than changing according to the new situation and adapting the new rules of place.

In terms of securing financial resources and the challenges faced in different economic communities with different economic situations, many studies have examined the obstacles in general.

In the Jordanian-Syrian case, Zighan, (2021), the study shows that the Syrian entrepreneurs in Jordan are entrepreneurs of necessity as well as opportunity. Moreover, financing difficulties were considered as one of the most important factors weighing on the shoulders of entrepreneurs

Using Turkey as an example, Baktir; and Watson, (2021) examines the effects of institutional trust through entrepreneurship in the context of a society that accepts refugees. Looking at refugees in Turkey, both as consumers and as potential entrepreneurs and x-entrepreneurs in their original country, provides a perspective on the interplay

between social trust and institutional trust. The article also discusses implications for theory and practice for this institutional trust, particularly for the principles of institutional trust applied to loans and in-kind contributions.

A more specific study of Alrawadieh et al. (2021) show how Syrian entrepreneurial activities in hospitality and tourism in Turkey and the UK contribute to the sector, the results show that financial factors have the greatest impact on the contribution of entrepreneurial activities to the integration of entrepreneurs into the host society.

Whereas Luseno and Kolade (2023) gives the example of the Kenyan case where the resources of refugee entrepreneurs in a resource-constrained environment in Kenya need to be gathered and recombined for entrepreneurial action and livelihood restoration. In this framework, we can see that there is a strong link between the social capital factor and the success of fund protection, with social capital playing a key role in enabling refugee entrepreneurs to access other resources such as financial and human capital.

The German case has been investigated by Embiricos (2020), where entrepreneurship has been praised as a promising path to self-employment for refugees, which also represents added value for developed economies such as Germany. This study concludes that the limitations and obstacles that refugees may face, such as language barriers and bureaucratic processes, need to be reduced in order to shorten the timeframe for migrant/refugee start-ups.

De Lange (2021) in his study, indicates how highly skilled Syrian refugees in the Netherlands face barriers to entrepreneurship. It argues that the substantive and procedural norms and governance of support for refugee entrepreneurship in the Netherlands need to be rethought and reorganized. Through the socio-legal research he conducted on the experiences of highly skilled Syrian refugees, specific support structures and communities with migration, integration and welfare policies and practices, he demonstrates that financial independence through entrepreneurship requires not only entrepreneurial skills, but also meeting the right people and not first encountering communities that propagate work.

## **CHAPTER 3 : METHODOLOGY**

In this chapter, we explain the variables relations through extracting the research conceptual framework, and extract the factors that we will consider in our hypothesis testing. In the second part of this chapter, we define our methods, and state the resulting hypothesis, population and, data collection methods as well as the data analysis methods used hereinto accomplish this research study.

The aim of this work to explore the funding sources of Syrian national entrepreneurs in Gaziantep-Turkey, in addition to point out the barriers that influence the fund securing for Syrian entrepreneurs in Gaziantep-Turkey and as a result make more restrictions on their economic engagement in the Turkish economical society.

### **3.1 Conceptual Framework**

Many studies provide valuable insights into the economic integration of refugees and migrants in host communities, covering a range of countries and contexts (Betts & Collier, 2017; Hatton 2017; Ortlieb and Knappert 2023; Embiricos 2020; Zighan, 2021; Maystadt & Verwimp, 2014). Such studies contribute to a better understanding of the challenges, opportunities, and policy implications related to the integration process. In this study we concentrate on the factors (External/ Environmental as well individual) that influenced the fund securing for the Syrian owned projects in Gaziantep/Turkey.

We start by developing the conceptual framework for our research study, where the conceptual framework represents the relationship, we expect to have between our studied variables. The developed conceptual framework model is shown in Figure 3.1

The variables to be tested in the suggested framework can be categorized as Dependent variable, independent variables (External and Individual). Moreover, mediation and moderating influencing factors has also been studied, worth mentioning here that Mediating Factors are the factors explain why or how the interrelations between independent and dependent variables occurs by introducing an intermediary process or mechanism. Whereas, moderating Factors explain when and for whom the relationship

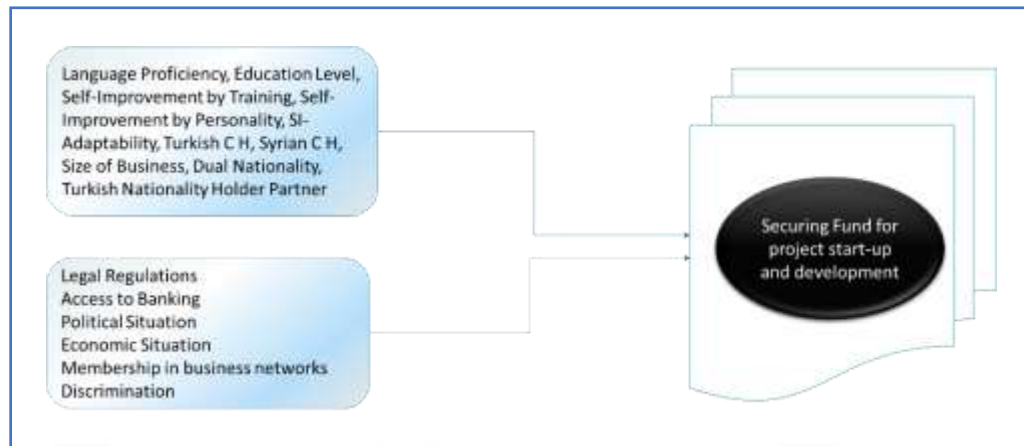


Figure 3.1: Conceptual Framework: Factors Influencing Fund Securing for Syrian Entrepreneurs in Gaziantep, Turkey

between independent and dependent variables is stronger, weaker, or different under specific conditions. The factors and variables are as listed below:

**Dependent Variable:** “Secure the fund Syrian owned Project Start-up in Gaziantep, Turkey (in terms of time frame)”

**Independent Variables:**

A. External / Environmental

- Legal Regulations
- Access to Banking
- Political Situation
- Economic Situation
- Membership in business networks
- Discrimination

B. Individual

- Language Proficiency.
- Education Level

- Self-Improvement by Training
- Self-Improvement by Personality
- SI-Adaptability
- Turkish Credit History
- Syrian Credit History
- Size of Business
- Dual Nationality
- Turkish Nationality Holder Partner

### **3.2 Research Hypotheses:**

- Hypothesis 1: Syrian entrepreneurs' success (in terms of time) in securing their projects fund is influenced by 10 individual factors.
- Hypothesis 2: Syrian entrepreneurs' success (in terms of time) in securing their projects fund is influenced by 6 external factors

### **3.3 Research Design**

After the objectives definition has been stated clearly to check the effect of the external and individual barriers that affects the Syrian entrepreneurs face in securing their project funds. Then the targeted audiences have been identified to be 250 Syrian entrepreneurs from Gaziantep, the third step was to develop the survey questions and choose the suitable platform to run it through it.

35 Pilot tests have been conducted with a small group of respondents before distributing the survey widely, to identify any issues with the survey design, wording, or flow. This helps ensure the survey is understandable and provides meaningful insights.

The targeted group have been reached using the snow ball method. 250 targeted Syrian entrepreneurs have filled the survey, on a mixed collection way online through the Google Forms as well with face-to-face support by the researcher assistance.



Once we get the targeted forms completed, we start to analyze the responses and look for patterns, trends, and common themes related to the results. We also Interpret the survey findings to gain insights into the most significant barriers. Identify which barriers are most frequently mentioned and consider any qualitative comments provided by respondents and make sure from our hypothesis analysis have been met.

### **3.4 Population and Sample Design**

The term "population" refers to the full group or collection of entities, items, or individuals who share particular characteristics that attributes and are the topic of a study, analysis, and observation. In statistical terms, a population is a complete set from which a sample is drawn to make inferences about the characteristics of that set.

where, "target population" is a sub-set of the larger total population that is the specific focus of a research study, survey, or intervention. It is the group of individuals or items to which the researcher intends to generalize the findings or outcomes of his study. The target population is defined by specific characteristics or attributes that make it relevant to the research question as it has been explained in Wellington et al. (2007).

In this research the Syrian national entrepreneurs who own their projects in Gaziantep/ Turkey have been targeted, where a large number of Syrian communities resettled in Turkey. To determine an appropriate sample size that represents Syrian entrepreneurs in Gaziantep, Turkey, several factors have been considered including the desired level of confidence, margin of error, and the characteristics of the target population. Here's a step-by-step process:

**Define Population:** In this study case would be Syrian entrepreneurs in Gaziantep, Turkey. Where we have a 2530 registered Syrian entrepreneur in Gaziantep Chamber of Commerce in 2023, and having a population proportion of 80% and error margin of 5%, we calculated the sample size using the online tools to be 224.

**Determine Confidence Level:** The confidence level defined as the likelihood that the sample results firmly represent the population.

Select a Margin of Error: The margin of error is the maximum difference between the sample estimate and the true population number. A smaller error margin requires a larger sample size. In our case we choose the margin to be 5%.

Use a Sample Size Calculator: We determine this by using the online available size calculators to determine the appropriate sample size based on the confidence level (5%), margin of error, and population size. These calculators use statistical formulas to provide an estimate.

Worth mentioning here, that not all selected individuals might respond to the survey or study, and not all responses might be usable. Therefore, we increased the sample size to compensate for potential non-response or data quality issues.

Pilot Testing: Before conducting the full study, consider conducting a pilot test with a small sample to check for any issues or errors in the survey/questionnaire.

Data Collection: distribute the survey to the selected sample.

### **3.5 Data collection**

Data collection refers to the process of collecting, recording, and acquiring information or data from different sources for the purpose of research, and/or decision-making. Data collection is a pivotal step in the research initial process that involves selecting appropriate methods, instruments, and techniques to gather accurate and reliable information. Data collection can encompass quantitative and qualitative data, and it is essential for generating insights, drawing conclusions, and making informed decisions. Morgan et al. (2001)

### **3.6 Data Analysis Method**

Analyzing the barriers affecting fund securing for Syrian entrepreneurs in Gaziantep, Turkey, involves exploring relationships between variables and identifying key factors that impact their ability to secure funding. Here are a few analysis methods we considered in this research:

**Descriptive Analysis:** We start with descriptive statistics to summarize the statical characteristics of our research sample. Namely, mean, median, and standard deviation of fund securing, demographics of entrepreneurs, and types of businesses.

**Regression Analysis:** We performed regression analysis to understand the relationship between fund securing (dependent variable) and various barriers (independent variables). Multiple regression helps to identify which barriers are significant predictors of fund securing.

**Factor Analysis:** Factor analysis has been used to identify underlying factors among the barriers. This can help in reducing the number of variables and finding common themes that impact fund securing.

**Correlation Analysis:** By calculating the correlation coefficients, we examine the strength and direction of relationships between individual barriers and fund securing. This helps to identify which barriers are strongly correlated with the outcome.

**Chi-Square Test:** As we have categorical data (e.g., types of barriers), we use chi-square tests to determine if there's a significant association between different barriers and fund securing outcomes.

**Content Analysis:** we used open-ended responses about barriers, consider using content analysis to categorize and analyze qualitative data. This provides insights into the specific challenges mentioned by entrepreneurs.

**Cluster Analysis:** Group entrepreneurs based on similar patterns of barriers they face. Cluster analysis helped us to identify distinct segments of entrepreneurs and their specific challenges.

The used combination of analysis methods that we used give us a comprehensive understanding of the barriers and challenges as well the moderator variables and their effects on fund securing for Syrian entrepreneurs in Gaziantep.

## **CHAPTER 4 : RESULTS AND ANALYSIS**

In this part of the research, we aim to explore the relationships between variables and identifying key factors that impact their ability to secure funding. In this regard multiple analysis methods have been considered.

### **4.1 Demographic Profile Analysis:**

Demographic analysis in survey analysis involves examining and interpreting data related to the demographic properties of survey repliers. Demographic characteristics are those attributes which describe the composition of a population, and they can provide valuable insights into the survey results. Common demographic variables include, for example, Age, Gender, Education, Occupation, Location, Nationality/Citizenship, and Language Spoken.

Herein we used the demographic analysis typically for Data Cleaning to ensure that demographic data is correctly cleaned to remove any inconsistencies or errors. We also used the Cross-Tabulation where Cross-tabulate demographic variables are linked with survey questions of interest to identify relationships and differences. For example, we cross-tabulate duration of stay in Turkey with responses to a particular survey question to see if there are inter-related patterns.

#### **4.1.1 Age Group Analysis**

First considered demographic analysis is the age group classification, where this factor used to be an indirect factor which always correlated to the experience and the last education experience when considering the success for certain groups, where it reflects indirectly on the adaption of the new commers to the host community and new circumstances. The results of the survey shows that 40% of the repliers are between 18-29 years old, 55% between 30-50 years old, and 5% of the considered respondents are aged above 50 years old. It's worth mentioning here that this result only represents the sample that we are working on but not the actual total Syrian entrepreneurs' age in Gaziantep.

Table 4.1: Summary of the respondent Age Group

Age Group	Number of respondents	Percentage
18-29	99	44%
30-50	138	55%
Above 50	13	5%

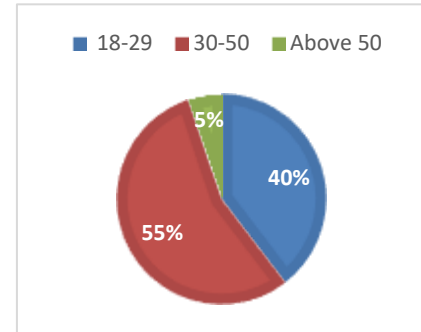


Figure 4.1: Age Group distribution of the survey respondents

#### 4.1.2 Duration of Stay in Turkey

The duration of stay in the host country (in our case Turkey) is an indirect factor that affects the language proficiency and the integration in the host community. According to the survey results, 42% of the respondents have stayed in Turkey more than 10 years, whereas 49 of the respondents lived in Turkey between (5 and 10) years, followed by 9% of the responding entrepreneurs who lived in Turkey less than 5 years.

Stay Duration in Turkey	Number of respondents	Percentage
Less than 5 years	22	9%
between 5-10 years	123	49%
more than 10 years	104	42%

Table 4.2: Stay Duration in Turkey distribution of the survey respondents

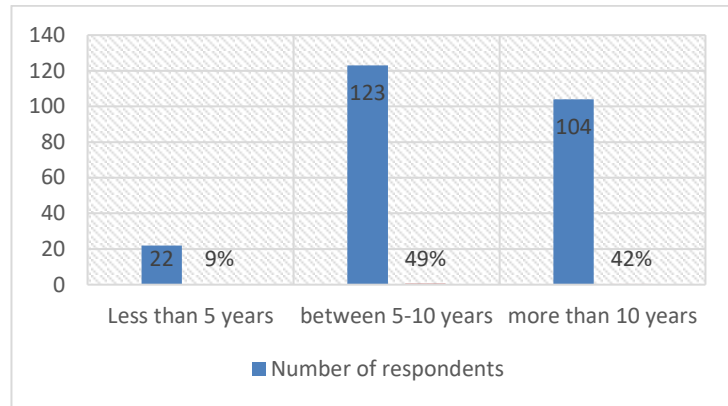


Figure 4.2: Stay Duration in Turkey distribution of the survey respondents

#### 4.1.3 Gender Analysis

From our tested sample there are 94.6% male entrepreneurs. This finding proves Almohammad et al. (2021) study that indicates that Syrian national refugee entrepreneurs are highly expected to be young males with high education levels as well as noticeable market experience. The reason for such a huge difference in the distribution can be as stated by Ozturk et al. (2019) where they indicate that Syrian refugee females have more family roles and lower academic training levels, and lower Turkish language proficiency levels compared to the males.

#### 4.1.4 Educational Level and Language Proficiency

A higher level of education has been always considered crucial factors for Refugees' success in their life in their new communities according to different studies. However, among the considered survey respondents, 5% indicated that they have master degree and higher qualifications, 28% have a bachelor's degree (4 years after secondary school), followed by 36 % with a secondary school level. While 21% were Primary school level, and 10% of entrepreneurs received formal vocational training. Worth mentioning that 88 respondent indicates that they have a vocational training course.

#### 4.1.5 Sector Analysis of Respondents

This study aims to define the factors (external and internal) that influence Syrian entrepreneurs funds based on various sectors having different needs, the survey considered

different sectors. The survey repliers have been categorized as per their activity sector as per Figure 4.3. Keeping in mind that the fund requirements for different sectors differ in a wide scale. Where service companies and software ones, needs lower startup funds rather than the fabrication-based ones. When we consider the same business size (Big/medium/small).

These results go in line with Alkhazam et al. (2023), where the sectors that Syrian entrepreneurs generally concentrate their businesses on are restaurants, construction, trade, textile, real estate, travel, transportation, and foodstuffs industries. Still worth mentioning here that our sample has been obtained using the snow ball method, for that reason many inter related industries lead to each other in the data collection respondent determination.

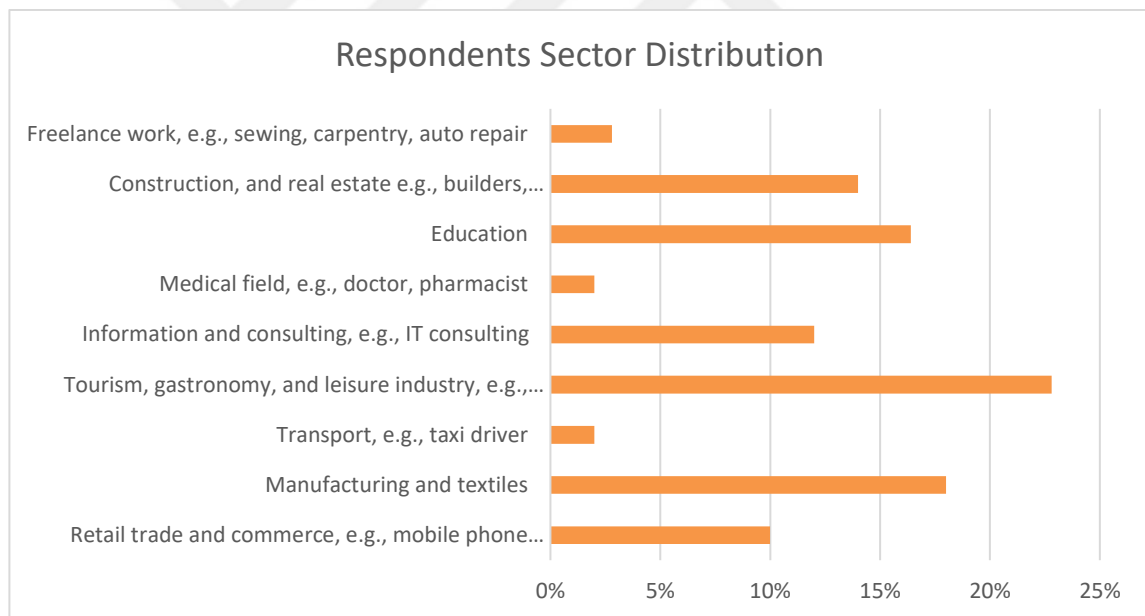


Figure 4.3: Industries distribution of the survey respondents.

## 4.2 Factor Analysis

Factor analysis is a statistical technique that reduces a set of variables by extracting all their commonalities into smaller factors. It can also be called data reduction. This process is helpful when considering multiple numbers of variables, some common patterns emerge, which are known as factors.

#### 4.2.1 Individual factor analysis

Ten variables of individual/personal affecting variables have been examined and factors have been extracted by factor analysis method, Firstly the principal extraction method has been applied. The number of reduced factors has been automatically selected to be four, according to the correlation matrix.

Table 4.4 Shows the Factor pattern for the four selected factors, where values in bold correspond for each variable to the factor for which the squared cosine is the largest, no variables has been deleted, and the latent factors have been selected to be four. Correlation Matrix also showed in Table 4.5, where Figure 4.3 Factor Loadings plotted per, F1 and F2

Table 4.3 Factor pattern for the individual factor analysis

	F1	F2	F3	F4	Initial communality	Final communality	Specific variance
Language							
Professioncy	<b>0.840</b>	0.005	0.139	0.075	0.688	0.731	0.269
Education							
Level	<b>0.729</b>	-0.053	-0.231	-0.019	0.551	0.588	0.412
T. Credit Histoy	-0.058	<b>0.814</b>	-0.223	-0.058	0.655	0.719	0.281
S. Credit							
History	0.056	<b>0.809</b>	0.193	-0.375	0.588	0.836	0.164
SI-Trainings	<b>0.807</b>	-0.396	0.222	-0.080	0.749	0.864	0.136
SI- Personality	<b>0.811</b>	0.390	0.164	-0.026	0.737	0.837	0.163
SI- Adaptability	<b>0.581</b>	0.305	-0.490	0.349	0.531	0.792	0.208
Size of Busines	-0.340	<b>0.442</b>	0.265	0.365	0.356	0.515	0.485
Turkish Partner	-0.157	0.100	0.164	<b>0.416</b>	0.182	0.235	0.765
Dual Natunality	0.256	0.113	<b>0.458</b>	0.158	0.257	0.313	0.687



Table 4.4 Correlation Matrix for individual variables

<b>Var.</b>	<b>V1</b>	<b>V2</b>	<b>V3</b>	<b>V4</b>	<b>V5</b>	<b>V6</b>	<b>V7</b>	<b>V8</b>	<b>V9</b>	<b>V10</b>
<b>V1</b>	<b>1</b>	0.570	-0.053	0.051	0.721	0.694	0.442	-0.253	-0.033	0.289
<b>V2</b>	0.570	<b>1</b>	-0.072	-0.013	0.570	0.544	0.526	-0.314	-0.159	0.031
<b>V3</b>	-0.053	-0.072	<b>1</b>	0.647	-0.408	0.242	0.304	0.271	0.075	-0.071
<b>V4</b>	0.051	-0.013	0.647	<b>1</b>	-0.195	0.379	0.045	0.267	-0.057	0.142
<b>V5</b>	0.721	0.570	-0.408	-0.195	<b>1</b>	0.531	0.196	-0.429	-0.129	0.228
<b>V6</b>	0.694	0.544	0.242	0.379	0.531	<b>1</b>	0.503	-0.041	-0.128	0.353
<b>V7</b>	0.442	0.526	0.304	0.045	0.196	0.503	<b>1</b>	-0.067	-0.015	0.041
<b>V8</b>	-0.253	-0.314	0.271	0.267	-0.429	-0.041	-0.067	<b>1</b>	0.315	0.130
<b>V9</b>	-0.033	-0.159	0.075	-0.057	-0.129	-0.128	-0.015	0.315	<b>1</b>	0.097
<b>V10</b>	0.289	0.031	-0.071	0.142	0.228	0.353	0.041	0.130	0.097	<b>1</b>

As a result of the aforementioned factor analysis, four groups of the internal factors will be considered:

- IG1: Language Proficiency, Education Level, SI-Training, SI-Personality, SI-Adaptability
- IG2: T. Credit History, S. Credit History, Size of Business
- IG3: Dual Nationality
- IG4: Turkish Partner.

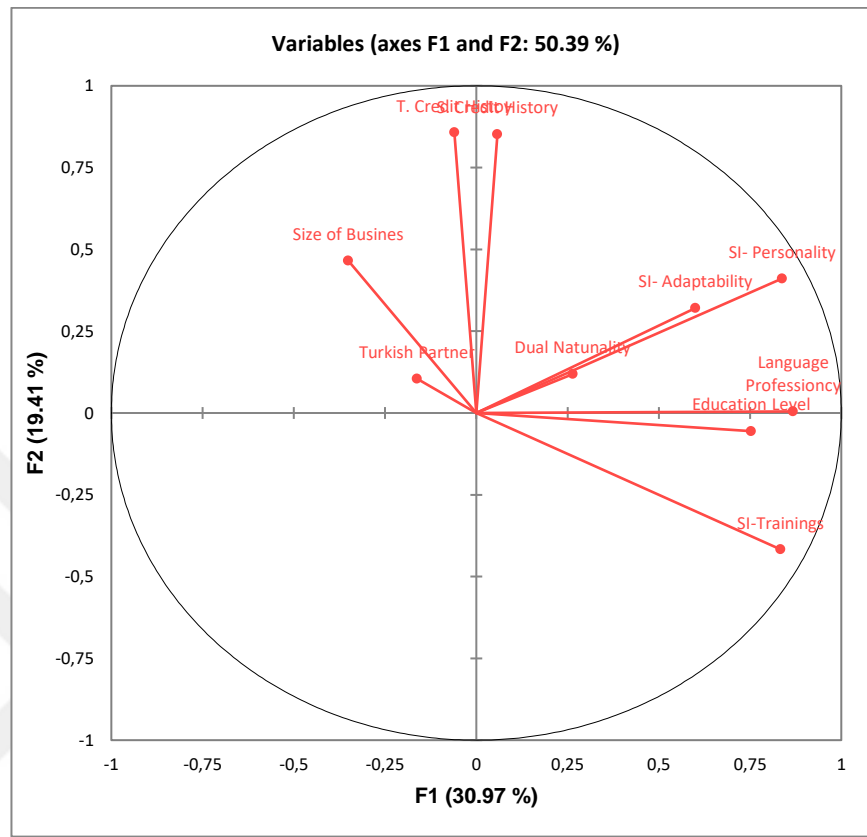


Figure 4.4 Factor Loadings plotted per, F1 and F2

#### 4.2.2 External Factor Analysis

Six external variables of environmental affecting causes challenges on the fund securing for the Syrian owned projects in Gaziantep. Namely, Legal Regulations, Access to Financial sources like banking, Discrimination among the trade market, Memberships in Business Networks. General Economic Situation (Currency Changes), General political Factors (i.e. Elections).

Table 4.4 shows the descriptive statics of the external factors. Where table 4.5 describes the correlation Matrix between the variables. It can be noticed that Legal Regulations and access to financial services and banking are most correlated variables. According to the Factor Loadings plot that shown in Figure 4.4, and the correlation matrix (Table 4.6), we can conclude that the external factors could be cumulated into two factors.

- EG1: Legal Regulations, Access to Banking, Political Situation, Economic Situation
- EG2: Discrimination, Membership in business networks.

Table 4.5 Correlation Matrix for external factors

Variables	Legal Regulations	Access to Finance Services and Banking	DISC. F	Member business Network	Economical situations	Political Situation
Legal Regulations	<b>1</b>	<b>0.563</b>	<b>0.338</b>	0.195	<b>0.308</b>	<b>0.325</b>
Access to Finance Services and Banking	<b>0.563</b>	<b>1</b>	0.198	0.190	0.290	<b>0.355</b>
Discrimination	<b>0.338</b>	0.198	<b>1</b>	0.211	0.052	<b>0.422</b>
Membership in business Networks	0.195	0.190	0.211	<b>1</b>	<b>0.397</b>	<b>0.346</b>
Economical situations	<b>0.308</b>	0.290	0.052	<b>0.397</b>	<b>1</b>	<b>0.327</b>
Political Situations	<b>0.325</b>	<b>0.355</b>	<b>0.422</b>	<b>0.346</b>	<b>0.327</b>	<b>1</b>

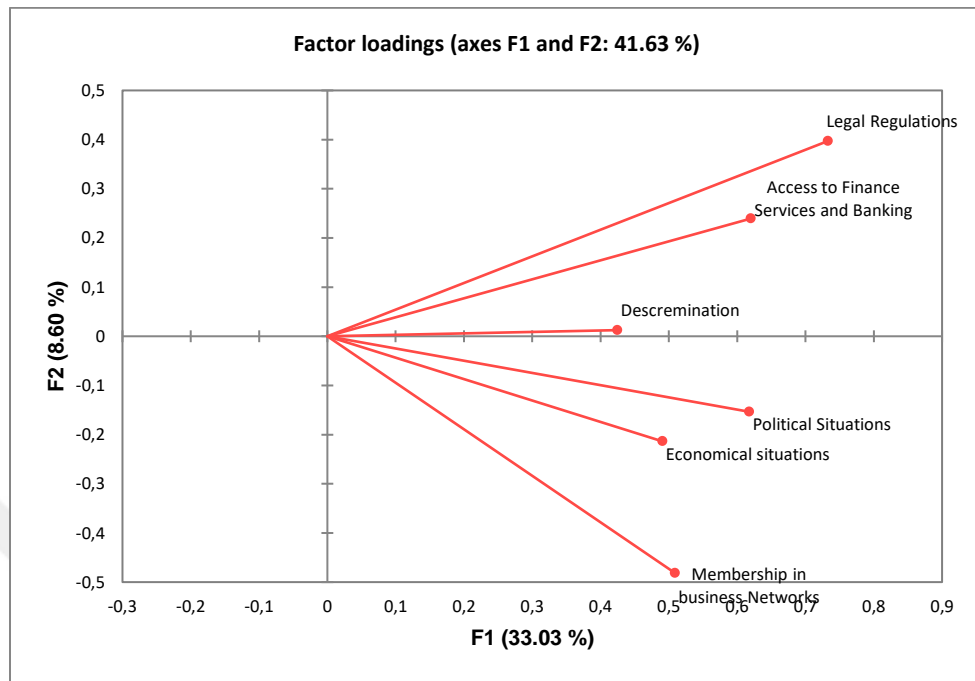


Figure 4.5 Factor Loadings of the External Variables

### 4.3 Reliability Analysis

In statistics, the term **reliability** is the term that refers to the consistency of a measure. For a test to have a high degree of reliability this in other words means that this test provides consistent measurements over time which in turns conclude that the results of the reliable test could be trusted. Cronbach's alpha is a common way to assess reliability by comparing variance, or covariance, through the items making up an instrument to the amount of overall variance. So, if the instrument is reliable, there must be a great deal of covariance among the items relative to the variance.

In our research, after extracting the factors from each variable group, we conduct Reliability Analysis for our selected independent variables. As per the role stated by Hinton et al. (2014), we can consider Cronbach's  $\alpha$  of 0.90 and above as an excellent reliability,

- Where  $\alpha$  in between (0.70 to .90) refer to high reliability
- And if  $\alpha$  falls between (0.50 to .70) this is considered moderate reliability
- However, if  $\alpha$  value falls under 0.50 this indicates low reliability.

Heading to the regression analysis first we demonstrate that we studied the output variables in a multi-dimensional process, where we select to have the time consumed in the planning and preparation as the main factor that we will test the independent variable on it, where we consider the continuity plan is the indicator that we will analyze the qualitative factors on it together with the scales given in the survey.

#### **4.4 Regression Analysis**

In our study, we aim to delve into the intricate web of external and internal factors influencing Syrian entrepreneurs' success in securing funds for their projects. To accomplish this, we'll employ multivariate ordinal regression analysis (Hair et al. ,2019), specifically ordinal regression analysis, which can be considered as a robust statistical technique tailored for assessing the relationship between ordinally described outcomes and multiple predictor variables.

Our model will incorporate a range of external factors, such as legal regulations, access to banking services, political and economic conditions, discrimination experiences, and membership in business networks. Additionally, we examined internal factors such as language proficiency, education level, self-improvement through training, personality traits, adaptability, and credit history in both Turkey and Syria. These variables were crucial in understanding the multifaceted nature of funding challenges and opportunities faced by Syrian entrepreneurs. We operationalized our dependent variables into two components: the time taken from project planning to initiation and the improvement in the size of the business since inception and potential future growth. Moreover, we considered mediating factors like entrepreneurial resilience and language proficiency, as well as moderating factors such as business size, as well as cultural adaptation.

By analyzing these factors collectively, we aimed to unravel the underlying mechanisms driving funding success and to identify key areas for intervention and support to bolster Syrian entrepreneurs' endeavors.

#### 4.4.1 Regression Method Selection

To examine how Syrian entrepreneurs secure funds, we'll employ a multivariate ordinal regression analysis using **logit** regression Williams (2020). This method is ideal for our study for a few key reasons.

- Firstly, our data involves categorical outcomes that described as an (in orders) output, making ordinal regression is a suitable choice as it models the probability of these outcomes, where we consider those who managed to establish their business in less than one year are very successful, and those who could establish their work in a time frame of (1-2 years are successful), and those who take more than two years are with the less success, Best Noting here that there is no unsuccessful in our scale as our targeted population already working now in Turkey.
- Secondly, we need to consider multicollinearity among our independent variables. With multivariate regression, we can analyze multiple factors simultaneously. This is crucial because various aspects like demographics, business details, and funding sources might interact to influence funding outcomes.
- Thirdly, we must address confounding variables. By including a range of demographic and business-related factors, logistic regression enables us to control for potential confounding variables that could skew our results.

Given these factors, ordinal regression analysis emerges as the most suitable regression analysis method for studying the factors impacting Syrian entrepreneurs' ability to secure funds or encounter challenges in Turkey. Through this analysis, we aim to uncover significant determinants affecting their success in obtaining financial support for their ventures.

Once the factor analysis has been conducted, we'll use the SPSS ((IBM Corp., 2016)) as our selected statistical software to perform our regression analysis. SPSS, or Statistical Package for the Social Sciences, is a powerful and widely used data analysis tool in academic research. Its user-friendly interface and robust statistical capabilities make it invaluable for researchers across various disciplines. SPSS allows researchers to perform a wide range of statistical analyses, from basic descriptive statistics to advanced

multivariate techniques, making it suitable for analyzing complex datasets. Its graphical user interface simplifies the process of data manipulation, visualization, and interpretation, enabling researchers to derive meaningful insights from their data efficiently. Moreover, SPSS provides tools for data management and preparation, facilitating the cleaning and organization of datasets for analysis. Overall, SPSS serves as an indispensable tool for researchers, empowering them to conduct rigorous and comprehensive analyses to support their academic inquiries and test their theories. This method will allow us to analyze how each factor, both external and internal, influences the likelihood of Syrian entrepreneurs successfully securing project funds in the group way that we already conducted with it in the conducted factor analysis.

The results of the analysis will be interpreted by examining the coefficients associated with each factor group, as well as their significance levels. This will provide insights into which factors play a significant role in funding success and which may present challenges. Additionally, we'll explore interactions between different factors to understand their combined effects. The findings will be presented in a detailed manner in the next chapter, highlighting key determinants of funding success and offering recommendations for policymakers and stakeholders to support Syrian entrepreneurs in securing the funds they need for their projects.

#### **4.4.2 Regression Analysis Run:**

After we prepared our independent variable sets, using the factor analysis done in the previous section, we start our regression analysis by defining our variables in a clear manner to know how to test the theories one by one, this involves specifying which variables are independent (predictor) variables and which are dependent (outcome) variables in each test (round).

Once our variables are defined, we navigate to the "Analyze" menu and select "Regression" -> "Ordinal." then we choose the dependent variable (representing Syrian entrepreneurs' success in securing project funds) and select all relevant independent variables to include in the analysis and specify the appropriate link function (e.g., logit, probit)

After running the ordinal regression analysis, SPSS will generate output tables with results, indicated in Appendix C. We will consider specific values in the generated tables from appendix C, that is summarized in Table 4.7 to explain our results.

Coming to the investigation of the mediating or moderating factors such as entrepreneurial resilience and language proficiency, we include additional variables in the regression model and conduct additional analyses to explore their effects on the relationship between independent and dependent variables.

Finally, we assess the overall fit of our ordinal regression model by examining measures such as the likelihood ratio chi-square test, pseudo-R-squared. These values indicate how well the model predicts the ordinal outcome variable based on the independent variables included in the analysis.



Table 4.6: Hypothesis testing result summary

Item Code	Name of included Factors	Conclusion
H1	Syrian entrepreneurs' success in securing their projects fund is influenced by 10 individual factors	
IG1	Language Proficiency.	Supported
	Education Level	Supported
	Self-Improvement by Training	Not-Supported
	Self-Improvement by Personality	Supported
	SI-Adaptability	Supported
IG2	Turkish Credit History	Supported
	Syrian Credit History	Supported
	Size of Business	Not Supported
IG3	Dual Nationality	Supported-not significant
IG4	Turkish Nationality Holder Partner	Not supported -not significant
H2	Syrian entrepreneurs' success in securing their projects fund is influenced by 6 external factors	
EG1	Legal Regulations	Not-Supported
	Access to Banking	Supported
	Political Situation	Not supported
	Economic Situation	supported
EG2	Discrimination	Supported
	Membership in business networks.	Supported

Table 4.7: Regression Analysis results' summary

	Factor	Model Fitting	Goodness of fit		Pseudo R-Square			P. Estimates		
		Chi-Square/df	Person Chi-Square/df	Deviance Chi-Square/df	Cox and Snell	Nagelkerke	McFadden	Estimate	Std. Error	Sig.
1	Language Professioncy	126.590/3	54.323/55	52.316/55	0.397	.688	.588	1.463	.416	.000
	Education Level							1.263	.386	.001
	SI-Trainings							.776	.499	.120
2	SI- Personality	139.213/2	68.374/24	36.975/24	0.427	0.739	0.646	2.108	.390	.000
	SI- Adaptability							1.232	.530	.020
3	S. Credit Histoy	22.200/3	277.093/79	133.296/79	0.085	0.147	0.103	.610	.236	.010
	T. Credit History							.375	.163	.022
	Size of Busines							-.513	.201	.011
4	S. Credit Histoy	15.944/2	70.346/30	54.628/30	0.062	0.107	.074	0.512	0.227	0.024
	T. Credit History							0.301	0.157	0.055
5	Turkish Partner	10.139/2	29.615810/4	22.657/4	0.04	0.069	0.047	-0.105	0.096	0.275
	Dual Natunality							0.389	0.146	0.008
6	Access to Finance Services and Banking	172.803/2	78.084/40	23.865/40	0.499	0.864	0.802	4.853	0.834	.000
	Legal Regulations							-0.568	0.377	0.132
7	Political Situations	199.497/2	.002/14	.003/14	0.55	0.952	0.926	-15.803	45.125	0.726
	Economical situations							-5.132	1.269	.000
8	Descriminati on	136.536/2	164.014/24	23.180/24	0.421	0.729	0.634	-2.61	0.411	.000

	Membership in business Networks							3.237	0.646	.000
9	Language Proficiency	181.910/ 3	142.46/61	29.668/61	0.517	0.895	0.845	4.11	1.218	.001
	Descriminati on							-3.234	0.734	.000
	Membership in business Networks							-1.012	1.086	.351

#### 4.4.3 Examining the results given in the H1-IG1

Keeping in mind that the language Proficiency, and the education-level as well as the involvement in the trainings will be considered as intermediating factors as well, we will analyze them separately, then examine their effect on the other variables and modelling. So that we will start the analysis by those factors and then the characteristics factors (Adaptability and personality) separately,

#### For the Language Proficiency, Education Level and Self Improvement by Training

As we indicated before, the dependent variable “Dep\_01 Time” represents the establishment time (in years) of the considered business, the majority of cases fall into the “1–2 years” category (87.2% of valid cases). Only a small proportion of cases (1.6%) have an establishment time of less than one year. The “more than two years” category accounts for 11.2% of valid cases.

Looking at the model fitting information. The Model Fitting Information that provides insights into the improvement of the model over a baseline model. Intercept Only Model: The -2 Log Likelihood for the Intercept Only model is 186.748. This represents the log likelihood value of the model when only the intercept (constant) is included. Essentially, it works as a main measure of model fit. while in the Final Model, the -2 Log Likelihood for the final model is 60.158. This refers to the log-likelihood value of the final model, that represents predictor variables. A lower -2 Log Likelihood means a better fit to the data. For Chi-Square Test: The Chi-Square value for the final model value is 126.590 with 3 df. This Chi-Square value examines the improvement in model fit between the two compared models, namely, the Intercept Only model and the Final model. The

associated p-value (Sig.) is .000, this value indicating that the improvement in model fit is statistically significant. This means that, based on the Model Fitting Information, we can conclude that the final model, which includes predictor variables, significantly improves the fit to the data compared to the Intercept Only one.

Coming to the Goodness of fit Pearson's chi-square tests the difference between the observed frequencies and the expected frequencies under the regression model. In our case here, the chi-square is 54.323 with 55 df. The associated p-value (Sig.) is .500, which is greater than .05, meaning that there is no significant difference between the observed and expected frequencies. Hence, the model fits the data well according to Pearson's chi-square test. In our case, the deviance value is 52.316 with 55 degrees of freedom. Similar to Pearson's chi-square, the associated p-value (Sig.) is .578, As this value is greater than .05. This means that there is no significant difference between the observed and expected frequencies according to the Deviance test, supporting the adequacy of the model fit.

Moving to the Pseudo R-Square values which generally indicate the proportion of variance explained by the model. (Keeping in mind that The Cox and Snell Pseudo R-Square ranges from 0 to 1 and stands for the proportion of variance explained by the model relative to the maximum possible variance that could be explained). This means that in our case, the model explains approximately 39.7% of the variance in the dependent variable.

On the other hand, Nagelkerke Pseudo-R-Square indicates that our model explains approximately 68.8% of the variance in the dependent variable. and with McFadden Pseudo R-Square (.588) that compares the log-likelihood of the model to the log-likelihood of a null model (with no predictors), which means that the model provides a reasonably good fit to the data, explaining approximately 58.8% of the information captured by the null model.

Looking at the Parameter estimate part, LanguageProfessioncy has an estimated effect of 1.463 with a standard error of 0.416. This suggests that for each one-unit increase in LanguageProfessioncy, the log odds of the dependent variable increase by 1.463. Education Level has an estimated effect of 1.263 with a standard error of 0.386. This

indicates that for each one-unit increase in Education Level, the log odds of the dependent variable increase by 1.263. Self Improvement by Trainings, however, has an estimated effect of 0.776 with a standard error of 0.499. This suggests that the relationship between SI-Trainings and the dependent variable is not be statistically significant.

For the Significance and Confidence Intervals: The 95% confidence intervals provide a range of plausible values for each parameter estimate. In our model, for LanguageProfessioncy, the confidence interval ranges from 0.647 to 2.279. and the significance of 0.000, while the sig. for the EducationLevel and the SITrainings predictors is 0.001 and 0.120 respectively

To sum-up, according to the result of the ordinal regression, a change in Language Proficiency and education level has a significant effect on the time consumed to secure the fund of a Syrian entrepreneur in Gaziantep/Turkey, while it is not the case of the Self improvement by training.

#### **For the Adaptability and personality:**

For those two independent factors, firstly looking at the Model Fitting information, The Chi-Square value for comparing the two models of an “Intercept Only” model and the “Final” model. is 139.213 with 2 df, and the significance level (Sig.) is 0.000 indicating highly significancy. This indicates that the final model is a significant improvement over the intercept-only model. In other words, the predictors in the final model contribute significantly to explaining the outcome.

For the Goodness-of-Fit: The goodness-of-fit tests this brings the information about how well the model fits the data. The Pearson Chi-Square test has a value of 68.374 with 24 degree of freedom and a sig. of 0.000 that indicates a high significancy. The Deviance Chi-Square test value is 36.975 with 24 df and a significance level of 0.044. The Pearson Chi-Square determines the overall model fit, while the Deviance Chi-Square make the comparison between the final model to a saturated model this means for us a model with perfect fit. In summary, the significant Pearson Chi-Square suggests that the model fits the data very good, but the Deviance Chi-Square indicates some lack of fit however it is still acceptable statically.

Coming to the Pseudo R-Square: Pseudo R-squared values generally give an estimate of how much variance the model explains. Cox and Snell's R-square is approximately 0.427. This indicates that about 42.7% of the variance in the outcome is explained by the predictors in the model. Nagelkerke's R-square is approximately 0.739. This is an adjusted version of the Cox and Snell R-square. McFadden's R-square is approximately 0.646. It evaluates the improvement of the model over the null model. These values suggest that the model explains a substantial proportion of the outcome's variability.

In summary, the final model significantly improves upon the intercept-only model, and the goodness-of-fit tests indicate reasonable fit. The predictors in the final model contribute meaningfully to explaining the outcome.

Looking at the Parameter estimate table, For SIPersonality, the estimated effect is 2.108 with an SE of 0.390. This suggests that for each one-unit increase in SIPersonality, the log odds of the dependent variable will increase by 2.108. However, for SIAdaptability, the estimated effect is 1.232 with a standard error of 0.530. This suggests that for each one-unit increase in SIAdaptability, the log odds of the dependent variable increase by 1.232. The significance level (Sig.) indicates whether each parameter estimate is statistically significant. As we indicated in our initiates significance level below 0.05 means that the parameter estimate is reliable. For SIPersonality, the confidence interval ranges from 1.344 to 2.873.

To sum-up, according to the result of the ordinal regression, a change in personality factor and the adaptability degrees have a significant effect on the time consumed to secure the fund of a Syrian entrepreneur in Gaziantep/Turkey.

#### **4.4.4 Examining H1-IG2 Results:**

For the second group of the individual factors, we conduct the same ordinal test analysis method to discover the relation between the predictors and the output variables, The predictors here in are Turkish Credit History, Syrian Credit History and the Size of Business. Checking the results provided in the Appendix Part of this work, we can have the below comments:

- Model fit: Looking at Pearson Chi-Square value which is 277.093 with 79 degrees of freedom. and the p-value associated with this statistic is indicated to be less than 0.001, which in turn means that the model significantly differs from the observed data. whereas the Deviance Chi-Square assesses how well the model predicts the response variable by comparing the model's log-likelihood to the log-likelihood of a saturated model (a model with a perfect fit). In our case, the Deviance chi-square statistic is 133.296 with 79 degrees of freedom. Like the Pearson chi-square, the p-value associated with the Deviance chi-square is  $< 0.001$ , indicating a significant deviation between the model and the observed data. In summary, both the Pearson and Deviance chi-square statistics indicate that the model does not fit the observed data well, as evidenced by the low p-values. This may imply the need for model refinement, additional predictor variables, or consideration of alternative modeling techniques to improve the fit.
- Pseudo R-Square values: having a value of Cox and Snell Pseudo R-Square (.085) the model explains approximately 8.5% of the variance in the dependent variable according to the Cox and Snell measure. while the value of Nagelkerke Pseudo R-Square (.147) tends to be higher than the Cox and Snell Pseudo R-Square indicates that the model explains approximately 14.7% of the variance in the dependent variable according to the Nagelkerke measure. On the other hand, McFadden Pseudo R-Square value of (.103) suggests that the model explains approximately 10.3% of the information captured by the null model. which means that these Pseudo R-squared values indicate that the model explains a small to moderate proportion of the variability in the dependent variable. While the Nagelkerke Pseudo R-Square suggests a slightly higher level of explanation compared to the Cox and Snell and McFadden measures, the overall explanatory power of the model appears to be modest.
- Considering the parameter estimates are obtained from our regression model, where they provide insights into the relationships between the predictor variables and the log odds of the binary outcome variable. Both "S. CreditHistory" and "T.CreditHistory" have significantly different effects compared to the reference category ( $p < 0.05$ ). The

special point with the SizeofBusiness is the negative sign in the estimated effect is -0.513 with a standard error of 0.201.

- which suggests that as the size of the business increases, the log odds of the outcome decrease. Moreover, the effect of "SizeofBusiness" is statistically significant ( $p < 0.05$ ), indicating that it has a significant impact on the log odds of the outcome.

To come over the fitness problem, we re-conduct the regression only using the credit history variables, namely: Turkish Credit History, Syrian Credit History where we get better model fit, but still weak representing and explanatory ratio. The results are showed in the appendix.

#### **4.4.5 Examining H1-IG3 and IG4 Results:**

The -2 Log Likelihood is a measure of the model fit. It evaluates the value of the log-likelihood function multiplied by -2. In general, a Lower value mean better fit. As we can read from the result, for the Intercept Only model, the -2 Log Likelihood value is 44.550, while for the Final model, which includes predictors, the -2 Log Likelihood value is 34.411.

Cox and Snell's Pseudo R-Square of (0.040) shows that the predictors included in the model explain about 4.0% of the total variation in the outcome variable. Nagelkerke Pseudo R-Square value of (0.069) indicates that the predictors explain approximately 6.9% of the total variation in the outcome variable, where McFadden Pseudo R-Square value of (0.047) suggests that the predictors explain about 4.7% of the total variation in the outcome variable. We can see that Pseudo R-Square values are relatively low, indicating that the model may not explain a large proportion of the variability in the outcome variable in terms of the independent variables (indicators).

looking at the Chi-Square test results and the significance we can conclude that the Final model significantly improves the fit compared to the Intercept Only model, as evidenced by the Chi-Square test result (Chi-Square = 10.139,  $df = 2$ ,  $p = .006$ ). Considering the Std. Error, where this column shows the standard errors of the estimated coefficients. It represents the precision of the estimates. Smaller standard errors indicate more precise estimates.



The Wald statistic tests the null hypothesis (i.e., the predictor has no effect on the outcome) where larger Wald values indicate stronger evidence against the null hypothesis. The 95% Confidence Interval provides a range of values within which the true population parameter is estimated to lie with 95% confidence. The predictor "Reflection\_DualNatunality" has a positive coefficient, indicating that higher values of this variable are associated with an increase in the log odds of the outcome. while "Reflection\_TurkishPartner" is not statistically significant (Sig. = 0.275).

To sum-up, according to the result of the ordinal regression, having a Turkish nationality partner is not a significant factor on the time consumed to secure the fund of a Syrian entrepreneur in Gaziantep/Turkey, while it is not the case of the being a dual national, where this has a significant effect.

#### **4.4.6 Examining H2-EG1 Results:**

The -2 Log Likelihood value for the Intercept Only model is 203.625, whereas the -2 Log Likelihood value for the final model is 30.822. The Chi-Square value for the final model is 172.803, with 2 df. The significant p-value of 0.000 indicates that the final model significantly improves the fit of the data over the Intercept Only model. The decrease in the -2 Log Likelihood from the Intercept Only model to the final model ( $203.625 - 30.822 = 172.803$ ) indicates that the final model provides a substantially better fit to the data. The Chi-Square test compares the fit of the final model to the Intercept Only model, indicating a statistically significant improvement in fit ( $p < 0.05$ ). To sum up, the final logistic regression model provides a significantly better fit to the data compared to a model with no predictors, as indicated by the -2 Log Likelihood and Chi-Square tests.

From the "Goodness-of-Fit" information we can find that the Pearson chi-square statistic is 78.084 with 40 degrees of freedom. The associated p-value (Sig.) is 0.000, indicating a statistically significant difference between the observed and expected frequencies. This in turn suggests that the model does not fit the data perfectly, as the observed frequencies significantly differ from the expected frequencies based on the model. However, the Deviance Chi-Square Test. The deviance chi-square statistic is 23.865 with 40 degrees of freedom. The associated p-value (Sig.) is 0.980, which is not

statistically significant. A non-significant p-value in the deviance test indicates that the model provides a good fit to the data, as there is no evidence to reject the null hypothesis that the model fits well.

To conclude, according to the given values, the Pearson chi-square test indicates a lack of fit, suggesting that the model does not adequately explain the observed data variability. However, the deviance chi-square test, which is often considered more robust for assessing goodness-of-fit, suggests that the model fits the data well.

Investigating in the values of Cox and Snell R-Square (0.499), Nagelkerke R-Square value of (0.864), and McFadden R-Square value of (0.802), we can find that all three R-Square measures suggest that the logistic regression model fits the data well and explains a substantial portion of the variance in the dependent variable. The Nagelkerke R-Square tends to provide the most conservative estimate of model fit, but in this case, all three measures indicate a strong fit.

Coming to the Parameter estimate table: the Access to Finance Services and Banking: for every unit increase in access to finance services and banking, the log odds of the event represented by the dependent variable increase by approximately 4.853 units. The p-value (Sig.) is less than 0.05, indicating that the effect of this predictor on the dependent variable is statistically significant. whereas for the Legal Regulations: for every unit increase in legal regulations, the log odds of the event represented by the dependent variable decrease by approximately 0.568 units. The p-value (Sig.) is greater than 0.05, indicating that the effect of this predictor on the dependent variable is not statistically significant at the conventional significance level ( $\alpha = 0.05$ ). In other words, according to the result of the ordinal regression, a change in ability to access to the banking and financial service has a significant effect on the time consumed to secure the fund of a Syrian entrepreneur in Gaziantep/Turkey, while it is not the case of the change in the regulations.

### **Political and Economic Situation:**

Herein, the model fitting information helps assess how well the model fits the data, where for Intercept Only Model The -2 Log Likelihood for the Intercept Only model is 199.497 whereas for the Final Model, the -2 Log Likelihood for the final model is .000. The Chi-Square value associated with the final model is 199.497. The model has 2 degrees of freedom, and the p-value associated with the Chi-Square statistic is .000, indicating that the final model significantly improves the fit over the intercept-only model.

for the goodness-of-fit statistics for the model, which assess how well the model fits the observed data. Pearson Chi-Square statistic is .002, and it has 14 degrees of freedom associated p-value is 1.000. As this test evaluates the discrepancy between the observed and expected frequencies. In our case, the p-value of 1.000 indicates that there is no significant difference between the observed and expected frequencies, suggesting that the model fits the data well according to the Pearson Chi-Square test.

For the Deviance Chi-Square Test. The Deviance Chi-Square statistic is .003. It also has 14 degrees of freedom (df). The associated p-value is 1.000. The Deviance Chi-Square test assesses the difference between the fitted model and a saturated model. A p-value of 1.000 suggests that the model does not significantly differ from the saturated model, indicating a good fit according to this test as well. In other words, both the Pearson Chi-Square and Deviance Chi-Square tests indicate that the model fits the observed data well. Additionally, the use of the Logit link function suggests that the model is appropriate for logistic regression analysis.

Controlling the Pseudo R-Square statistics to assess the goodness of fit of a logistic regression model. We have Cox and Snell Pseudo R-Square value as .550, Nagelkerke Pseudo R-Square value equal to .952. and the McFadden Pseudo R-Square value is .926. we found that all three Pseudo R-Square statistics suggest that the logistic regression model provides a very good fit to the data, with Nagelkerke's Pseudo R-Square being the highest at .952, indicating the highest explanatory power.

Controlling the parameter estimates for a logistic regression model. The variable "PoliticalSituations" has an estimated coefficient of -15.803, but it is not statistically

significant ( $p = 0.726$ ). This variable "Economicalsituations" has a statistically significant coefficient of  $-5.132$  ( $p < 0.001$ ), indicating a negative association with the outcome variable. Overall, the ordinal regression results suggest that the changing on the "Economic situations" is significantly associated with the time consumed to start up the business in Gaziantep for a Syrian entrepreneur, but its not the case of the political changes.

#### **4.4.7 EG2 Interpreting Regression Results:**

Controlling the model fitting for Intercept Only Model the "-2 Log Likelihood" value for the Intercept Only model is 170.785. where for Final Model The "-2 Log Likelihood" value for the Final Model is 34.249. This value represents the log likelihood of the data under the final logistic regression model, which includes predictor variables.

The "Chi-Square" value associated with the Final Model is 136.536. This value represents the difference in -2 Log Likelihood between the Intercept Only model and the Final Model, the "df" column indicates the degrees of freedom associated with the Chi-Square statistic, which is 2 in this case. The "Sig." column provides the p-value associated with the Chi-Square statistic. Here, the p-value is very small (0.000), indicating strong evidence against the null hypothesis that the Intercept Only model is sufficient. Therefore, the Final Model is considered statistically significant.

looking at the results of the goodness-of-fit tests we found that The Pearson Chi-Square statistic is 164.014 with 24 degrees of freedom.

with associated p-value (Sig.) is very small (0.000), indicating strong evidence against the null hypothesis that the model fits the data well. This suggests that there is a significant difference between the observed frequencies and the expected frequencies under the model.

in terms of Deviance, Chi-Square statistic is 23.180 with 24 degrees of freedom, the associated p-value (Sig.) is 0.509, which is not statistically significant at conventional significance levels (e.g.,  $\alpha = 0.05$ ). This suggests that there is no significant difference between the observed deviance and the expected deviance under the model.

To sum up, the Pearson Chi-Square test indicates that the model does not fit the data well, as evidenced by the significant p-value. This suggests that there may be some discrepancies between the observed and expected frequencies. However, the Deviance Chi-Square test, which is a more stringent test of model fit, does not reject the null hypothesis of good fit. This implies that the model adequately explains the variation in the outcome variable, as there is no significant difference between the observed and expected deviance.

Moreover, we can see that three pseudo R-squared measures (Cox and Snell (0.421), Nagelkerke(0.729), and McFadden(0.634.)) suggest that the logistic regression model explains a substantial proportion of the variance in the outcome variable. The Nagelkerke R-squared, being the highest among the three, indicates the best fit of the model among them.

The coefficient for "Descremination" is -2.610, with a standard error of 0.411, and it is significant ( $p < 0.001$ ). This suggests that for a one-unit increase in "Descremination," the log odds of the outcome variable decrease by 2.610 units, holding other variables constant.

The coefficient for "MembershipinbusinessNetworks" is 3.237, with a standard error of 0.646, and it is significant ( $p < 0.001$ ). This indicates that for a one-unit increase in "MembershipinbusinessNetworks," the log odds of the outcome variable increase by 3.237 units, holding other variables constant. These estimates are significant ( $p < .001$ ), indicating that they are unlikely to have occurred by chance. Which in turn means that as per the result of the ordinal regression, a change in Discrimination level expodure and being a member in the related business network have a significant effect on the time consumed to secure the fund of a Syrian entrepreneur in Gaziantep/Turkey.

#### **4.4.8 Language Proffeciency-Selected Factors Correlation Matrix**

In terms of the language proficiency, we found this factor has the maximum correlation among the other variables, where we can see in the Table 4.8 where the language proficiency reflects directly on being a member on the formal business networks and the networking relations as well as the adaptability, and negatively of being affected

by the legal regulations in the host country. Worth mentioning here that, the survey question about the networks didn't explain the network in terms of the formal ones, or the local refugee one, which may affect the obtained results.

For the size of the business, this has been a factor for the securing fund has been a matter of discussion when the business relates to assets and deal with physical terms, where we observed out of the responses, that it hasn't been issue for those who had the high credit history in Syria, neither for those who choose the service sectors businesses.

Finally, regarding the type of the business, it has a high effect not only on the start-up time securing fund, but only for the expansion plans as well. As indicated in Figure 4.6.

Table 4.8: The language proficiency CM with selected predictors.

		Language Proficiency	Membership in business Networks	Access to Finance Services and Banking	SI- Adaptability	Legal Regulations
Language Proficiency	Pearson Correlation	1	.821**	.449**	.391**	-.450**
	Sig. (2-tailed)		.000	.000	.000	.000
Membership in business Networks	Pearson Correlation	.821**	1	.352**	.300**	-.392**
	Sig. (2-tailed)	.000		.000	.000	.000
Access to Finance Services and Banking	Pearson Correlation	.449**	.352**	1	.355**	-.699**
	Sig. (2-tailed)	.000	.000		.000	.000
SI- Adaptability	Pearson Correlation	.391**	.300**	.355**	1	-.368**
	Sig. (2-tailed)	.000	.000	.000		.000
Legal Regulations	Pearson Correlation	-.450**	-.392**	-.699**	-.368**	1
	Sig. (2-tailed)	.000	.000	.000	.000	

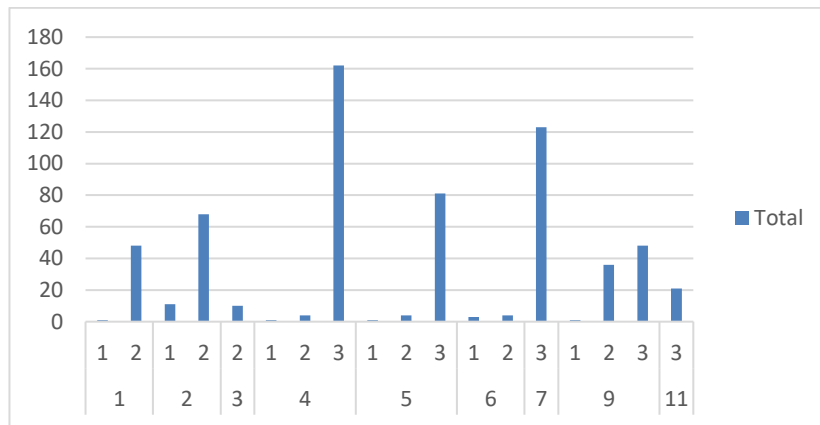


Figure 4.6 Distribution of the expansion plan over the different sectors among the respondents.

## **CHAPTER 5: FINDINGS AND CONCLUSIONS**

In this part of the research, we state our interpretation of the obtained results, conclude our work, extract recommendations, and draw some future research clues.

### **5.1. Interpretation of Research Results**

The extracted independent success factor groups that were deemed to be reliable as per the Cronbach's Alpha test have been determined to be six groups. Those Factors have been used to assist the challenges faced by the Syrian entrepreneurs to secure their funds in Gaziantep.

#### **5.1.1 Individual Factors Group 1 (IG1)**

IG1 consists of five personal variables that collectively affect the Syrian entrepreneurs' during the planning period to secure their funds and remain some fund sustainability success. Those factors in general could be improved by working on (see Table 5.1), That is with the improve of those factors it means that the probability of the business fund securing could be improved in return.

With H1 has been supported for language proficiency, Education level, SI-Personality, SI-Adaptability but not for the SI-Training. Worth comparing these results with Bristol-Faulhammer study in (2017) where he indicates that the refugee entrepreneurs regarded commitment to hard work as a very essential factor in their work success in general. which related to our study from the part of language proficiency where those who have higher language proficiency and have worked on self-improvement are more capable of proceeding to their goals.

The last two individual factors from this group are the adaptability as well as the self-confidence. Compared to Krasniqi & Tullumi study in (2013), and Bristol-Faulhammer, (2017) studies results, they also stated those factors to be of a high importance when considering the refugee entrepreneurs success factors. In addition to



that, the self-confidence and the entrepreneurial spirit has been indicated of high extent effect in general success rather than only in securing the funds.

Table 5.1: IG1 included variables

Factor Code	Name of included Variables
IG1	Language Proficiency.
	Education Level
	Self-Improvement by Training
	Self-Improvement (self-confidence)
	SI-Adaptability

### 5.1.2 Individual Factors Group 2 (IG2)

The second group of variables consists of three variables (see Table 5.2). Turkish and the Syrian history credits plays different roles in the Syrian entrepreneurs' fund securing in Turkey context. Where the Syrian history credits plays pivotal role in experience and may strengthen the ability of the entrepreneur the Turkish credit will be essential in external local funding resources like banks and financial entities. The third variable of the business size has it reflects from the connections to the other business entities in the market This factor also considered by Alrawadieh et al, (2019), where small business funds could be secured easier from the local and personal sources of savings and loans, the med size and large ones depends more to the partnerships and contributions from outer sources. Still for the size of the business factor it would may be more representative in future work to separate this analysis depending on the type of business, where those businesses related to the software and services, even if it is considered big, no need for relevant big start-up capital.

Table 5.2: IG2 included variables

Item Code	Name of included Factors
IG2	Turkish Credit History
	Syrian Credit History
	Size of Business

### **5.1.3 Individual Factors Group 3**

This factor includes one factor, which reflects whether the entrepreneur has dual nationality, in other words it measures if the Syrian/Turkish regulations differences will affect the timing of securing his/her business capital start-up money. Where it has been considered a significant factor, but however not representing. Where we can conclude that to get more clarity on the same factor, we may add the regulatory and the advantages of being a citizen to this factor.

### **5.1.4 Individual Factors Group 4**

This factor represents a complementary factor for the previous one where it is obvious here in it is a moderation variable of the regulations in addition to the external variable of having the social cohesion with the sector entrepreneurs and business networks, in addition to the language barrier mediation character. However, the results show a non-significant effect of this dependent factor over the dependent. Still, we can investigate more on this factor by adding the size of the work and the type and whether the entrepreneurs need to own their business lands.

### **5.1.5 External Factors Group 1**

Table 5.3 shows the first group of external affecting factors, where the first variable in this group represents the access to the business legal regulations. No one can deny that the familiarity with the legal framework and requirements in the host country is crucial for refugees venturing into entrepreneurship Abebe (2023). This encompasses understanding business registration procedures, licensing, tax obligations, and other regulatory requirements De Lang et al. (2021). Refugees who possess comprehensive knowledge of these legal aspects are better positioned to navigate the system and ensure compliance, thereby enhancing their credibility and trustworthiness with potential funders. Nayir et al. (2023). However, given that the majority of the tested group of refugee entrepreneurs are self-funded or receive funds from their surroundings rather than external investors, the availability of external investment or the legal and political environment may have limited influence on funding decisions. Self-funding dynamics are

often driven by personal resources, networks, and immediate financial needs rather than broader economic or regulatory conditions. In such a way, most activities often rely on trust-based relationships and informal financing mechanisms that operate independently of legal or political frameworks, Nayir et al. (2023).

To sum up, as most of the respondents to the survey are considered self-assisted fund based, the entrepreneurial characteristics and capabilities of refugee entrepreneurs, such as creativity, resilience, and resourcefulness, may play a more significant role in securing funds than external factors like legal or political conditions Abebe (2023). Entrepreneurs who demonstrate strong leadership, innovative ideas, and effective business strategies may attract funding regardless of the prevailing legal or political environment.

Another point to be highlighted here is that Syrian refugees in Turkey may face challenges in accessing formal banking services due to limited financial infrastructure or documentation requirements. which in turn reflect to their financial credibility in front of the bank, which can hinder their ability to secure loans or other forms of financial support. In addition, with the lack of collateral or assets required by banks to secure loans the banks may perceive refugees as high-risk borrowers and may be reluctant to provide them with financial assistance, regardless of their business ideas or potential for success. This reflects the significant relation between the access to the banking and hardness in securing the funds.

In terms the strong negative effect of the economic situation in Turkey and currency inflation on the securing of funds for Syrian refugees stems from multiple intra-factors such as the currency inflation and the decreased purchasing power, especially for those who depend on the self-saving from their own currency, and for the Turkish lira and the heightened risk of business failure for those who depend on the kind loans from their own networks. this agrees with De Lange et al., (2021) in the Netherland case.

Table 5.3: EG1 included variables

Item Code	Name of included Factors
EG1	Legal Regulations
	Access to Banking and non-governmental financial support
	Political Situation
	Economic Situation

#### 5.1.6 External Factors Group 2 (EG2)

The External factors second group contains two variables Table 5.4, Namely, Discrimination and the membership in business networks. Negative effect from the discrimination in the market has been considered in many studies, were negative ideas about refugees among local community and miss information about their sustainable fund sources increase their difficulties in the market sector, and lowering their trust levels among the others. An may affect their opportunities to share and cooperate. Especially in the business field that are integrated with other sectors rather than the service sectors. Çifçi and AtsıZ (2021)

The second variable embedded in this factor test whether the entrepreneurs have joined their business networks, keeping in mind that the refugee entrepreneurs often leverage strong social networks within their communities to access financial resources. These support networks may provide financial assistance based on social connections, trust, and shared cultural ties, rather than formal investment criteria influenced by legal or political factors. Especially with those who has a good Syrian related credit history.

Table 5.4: IG2 included variables

Item Code	Name of included Factors
EG2	Discrimination
	Membership in Business Networks

## 5.2 Conclusions

As indicated in the results shown in Chapter 4, and comparing the effects from the personal (individual) factors that affects fund securing to the external factors. We can

conclude that Syrian entrepreneurs are aware that the challenges they faced in securing their funds to start-up or grantee the sustainability went beyond their personal influence and could be resulting from external sources.

In the comment part of the survey, they reported that it would be of high benefit for them some systems changes (if happened) that may encourage the social cohesion and enhance the variety of Syrian entrepreneurs and given cultural and language diversity of companies, reformed policies, and regulation. Syrian entrepreneurs indicated some attempts to reach decision makers in the local and commercial chambers Which in turn may raise their concerns to some higher levels.

An additional point has been considered is that including the Syrian entrepreneurs in the social safety system for initial stage-industrialists would significantly improve entrepreneurs' confidence. Hence, encouragement for a more satisfactory association with appropriate government entities, implemented by start-up service providers was likely. Moreover, same expectation for support was raised by another respondent for a more potential coordination between entrepreneurs and financial entities (banking systems, NGOs, ... etc.) since this was also a systems issue, rather than one case problem.

Another point that has been raised, is the lack of reference, where given the need for financial capital to starting and running a business with no accurate package of information about funds, grants, and access to capital within the refugee entrepreneurs' community, another expectation was that start-up providers would furnish information and advice about where and how to access funds, but also facilitate access and establish more business supporting agencies enhance funding institutions. Information provision was beneficial to the extent it was comprehensible for non-native Turkish speakers, this appears clearly when focus on the results from the partnered companies.

### **5.3. Recommendations**

Some recommendations are drawn herein that may help refugee entrepreneurs secure their funds in light of the stated results of this research.

1. Enhance the provision of the foreign entrepreneurs by government entities by work to moderate the regulations that enable them to establish their businesses with their

small capitals, such as the requirement to obtain an investment permit, or movement permits with temporary protection status. One of the survey respondents indicate this issue by responding via email to provide his concern. He emphasized that, “The Syrian entrepreneur enabling requires many declarations and permissions that prevent him from constantly securing his business, as those with temporary protection do not enjoy freedom of movement even when applying officially, and this seriously affects small business owners.”

2. Facilitate the inclusion of Syrian entrepreneurs in bank loans and make sure of making the necessary financial documents in multiple languages.
3. Build an illustrative tool that could be used to find out the necessary documentations to establish a business project for refugees who have moderate levels of education and facilitating the degree equivalency process for refugees who need it for their administrative jobs, while making the necessary documents available in several languages.
4. support the entrepreneurs by involve them in non-governmental as well the government small enterprise financing plans by facilitating small kind grants/loans to implement their businesses.
5. Launching more awareness-raising campaigns in the local media sources that focus on the paybacks of economic participation and cooperation among one community who has Syrian refugees integrated with the local residents, and encouraging refugees to implement local partnerships.
6. Increasing the number of activities and sectoral summits that bring together Syrian and Turkish entrepreneurs to provide the chance to integrate their work and enhance the partnerships as well the experience exchanges, with success stories high lightening.
7. Syrian Refugee entrepreneurs have to facilitate and adapt themselves to the economic policies of their new host countries and in turn, this will reduce the problems that may face during the implementation of their businesses.

#### **5.4 Limitations and Future Research**

The survey respondents' number for this research was sufficient enough for the validity and reliability of the collected data. Nevertheless, increasing the number of responses would have better inclusive and precise results.

In addition, for the funding related topics, during investigating the results it may be with a high benefit to divide the respondent according to the business size, as each group face different kinds of obstacles and challenges.

Besides, we concentrate our analysis of this study to Syrian entrepreneur who have established their business in Gaziantep. This opens an opportunity for future research to examine the same aspects in other from cities in Turkey or different refugees' country of origins.

One point that we discovered through the participants selection, that there were already existing partnerships between the Syrians and the Turkish entrepreneurs before Syrian crisis, those partnerships may be another field of study for extensive researches.

Moreover, in this research we examine cross-sector industries and services, other research could concentrate only on a pre-defined services or industries or have different divisions of industries (Software, fabrications, export and import).

Lastly, Further studies may try to explore more mediating factors in between the independent and dependent variables this would provide more all-inclusive knowledge about the refugees' financial inclusions.

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## APPENDIX A: Ethics Committee Permission Certificate

Evrak Tarih ve Sayısı: 20.02.2024-E.142741



T.C.  
BİNGÖL ÜNİVERSİTESİ REKTÖRLÜĞÜ  
Sosyal ve Beşeri Bilimler Bilimsel Araştırma ve  
Yayın Etiği Kurulu

Sayı :33117789/302.01.08/142741  
Konu :Etik Kurul İzni

ENSTİTÜLERE  
(SOSYAL BİLİMLER ENSTİTÜSÜ MÜDÜRLÜĞÜ)

İlgi :  
23.01.2024 tarihli ve E-40711683-302.01.08-141664 sayılı yazınız.

Sosyal Bilimler Enstitüsü Müdürlüğü tarafından Kurulumuza sunulan "Forms of Financing for Syrian-Owned Businesses in Turkey and Financing Difficulties" isimli araştırma Kurulumuz tarafından etik yönden değerlendirilmiştir. Değerlendirme sonucunda; söz konusu anket çalışmasının Üniversitemiz Etik Kurul Yönergesi ilkeleri çerçevesinde değerlendirilmiş ve araştırma etiği açısından "UYGUN OLDUĞUNA" oy birliği ile karar verilmiştir.

e-imzalıdır	e-imzalıdır	e-imzalıdır
Prof. Dr. Hamza ALTIN Kurul Başkanı	Prof. Dr. Abdunnasır SÜT Üye	Prof. Dr. Sahip BEROJE Üye
e-imzalıdır	e-imzalıdır	e-imzalıdır
Prof. Dr. Sait PATİR Üye	Prof. Dr. Sıtkı ULUERLER Üye	Prof. Dr. Yaşar BAŞ Üye
		e-imzalıdır
		Dr. Öğr. Üyesi Fatma GÖRGÜLÜ Raportör

15.02.2024 Kur.Bşk

: Prof. Dr. H.ALTIN

Sosyal ve Beşeri Bilimler Bilimsel Araştırma ve Yayın Etiği Kurulu Bingöl Üniversitesi Rektörlüğü Selahaddin-i Eyyubi Mah. Üniversite Cad.  
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Bu belge, güvenli elektronik imza ile imzalanmıştır.

## **APPENDIX B: Survey Questions**

### **Declaration:**

**Bingol University- Researcher: Omar ALFTIEH**

**Herein, I am targetting the legal business owners from the Syrians residing in Gaziantep/Turkey to examin the most affecting factors and the risks that is related to their project financing in terms of:**

- 1. Knowing to what extent do the Syrians are able to obtain legal facilitations and financial support that helped them to secure their finance start-ups.**
- 2. Examining the main resources of fund and how to do they enhance it, to keep their projects continuity?**
- 3. What is the main financial support related problems and restrictions on the Syrian owned projects in Turkey**

**The information needed will be collected through a questionnaire consisting of separate sections. Note that all the collected information will be used only for scientific research aims at Bingol University.**

**Your contribution in the survey may take 15 minutes for all questions to be answered, kindly note that your given answers will be dealt with strictly confidential and the identity of the respondents will not be revealed.**

**Thanks in advance for your contripution.**

### **Demographic Information:**

**What is your nationality?**

- Syrian**
- Dual Turkish Syrian**

**Do you hold any other nationalities?**

- Yes**
- No**

What is your Age?

- Between 18-29
- Between 30-50
- 50 above

What is your current legal status in Turkey?

- Refugee
- Student
- Tourist
- Work
- Turkish Nationality
- Other (indicate)

How long have you been in Turkey (years)?

- Less than 5 years
- 5-10 years
- 11-15 years
- 15-20 years
- More than 20 years

Are you a **registered** business owner in Turkey?

### Education and Language

what is your highest Educational Level?

- No formal Education
- Elementary School
- Secondary School
- Bachelor's Degree



- Master's Degree, Doctorate Degree

- Vocational training certificate (Yes, No))

What is your Turkish language proficiency level?

- A1

- A2

- B1

- B2

- C1 and above

What other languages do you speak? (Please indicate basic, intermediate, advanced)

- English

- German

- Kurdish

- other

Have language barriers affected your ability to communicate effectively with potential funders or financial institutions?

Strongly Agree

Agree

Neutral

Disagree

Strongly Disagree

#### Business and Project Information:

What type of business or project are you currently operating or planning to establish?

- Retail trade and commerce, e.g., mobile phone shop, clothes store
- Manufacturing and textiles
- Transport, e.g., taxi driver
- Tourism, gastronomy, and leisure industry, e.g., restaurant owner, food delivery
- Information and consulting, e.g., IT consulting
- Medical field, e.g., doctor, pharmacist
- Education
- Financial services
- Construction, and real estate e.g., builders, painters, carpenter
- Agriculture
- Freelance work, e.g., sewing, carpentry, auto repair

#### Credit History:

How long has your business/project been in operation? (years)

- Less than one year (Recently started)
- 1-3 years
- 4-6 years
- 6-9 years
- 10 years and more

Do you have previous related experience in Syria? For how many years?

- No

Yes ....> Less than one year (Recently started)

- ✓ 1-3 years
- ✓ 4-6 years
- ✓ 6-9 years
- ✓ 10 years and more

Size of the business:

- OPE (no staff)

- Microenterprises: 1 to 9 employees
- Small enterprises: 10 to 49 employees
- Medium-sized enterprises: 50 to 249 employees
- Large enterprises: 250 employees or more

Do you have Turkish Partner in this business?

- Yes (explain briefly his role)
- No

#### Funding Sources:

Have you sought external funding to start or expand your business/project?

- Yes
- No

What types of funding sources have you explored? (e.g., bank loans, venture capital, grants, personal savings)

- Personal savings
- Support from the Syrian Diaspora Family members (Family/Friend)
- Local Partnerships
- International Aid and Donors
- Non-Governmental Organizations (NGOs)
- Loan (Banking, other formal funding supporters)
- other (Indicate)

Have you been successful in securing funding in less than year? If yes, from which source/s?

- Yes

- No

### Barriers to Fund Securing:

What are the major challenges have you faced in securing funds for your business/project?

Are there any specific legal or regulatory hurdles that hindered your funding process? (if yes declare)

- Yes

- No

To what extent legal regulations affect your source funding securing (1- 2- 3- 4 -5)

Have you faced discrimination or bias when seeking funding opportunities?

- Yes

- No

To what extent legal discrimination affect your source funding securing (1- 2- 3- 4 - 5)

How do you evaluate the legal and regulatory hardness that you face through the fund securing and ownership

- Very hard

- Hard

- Normal

- Easy to solve

- I didn't face any problem

Have you own your project assets/ Land?

- Yes

- No (why)

#### Financial Literacy and Support:

How do you evaluate your familiarity with financial instruments and funding options available in Turkey?

- Very Familiar
- Familiar
- Moderate
- Not Familiar
- I don't have any idea about

Have you received any financial literacy training or support programs to help with fund securing?

- Yes
- No

To what extent were you involved in financial literacy training (1- 2- 3- 4- 5)

Have you faced any challenges in preparing business plans, financial projections required for securing project funds?

- Yes
- No

How confident are you in your ability to present your business idea and financial needs to potential funders?

- Very confident
- Confident
- Somewhat confident
- Not confident
- Not at all

Have you participated in any business training, workshops, or skill development programs in Turkey?

- Yes
- No

Have you received any mentorship or guidance from local organizations, business networks, or individuals in Turkey?

- Yes
- No

#### Access to Financial Institutions:

Have you encountered difficulties in accessing financial services from banks or other financial institutions?

- Yes
- No

How do you perceive the level of support provided by financial institutions/ Banks to Syrian-owned projects?

- Very Satisfactory
- Satisfactory
- Moderate
- Unsatisfactory
- No support is provided

#### Investor Perception:

To what extent do you believe that being a Syrian entrepreneur has affected how potential investors view your business/project?

- Very influencing
- Influencing up to limit

- Normal
- Not influencing
- No relation

Do you believe that the fluctuations in currency value and economic instability in Turkey have influenced your ability to project the financial performance of your business/project and demonstrate its stability to potential funders in Gaziantep?

- Strongly Agree
- Agree
- Neutral
- Disagree
- Strongly Disagree

#### Networking and Support:

Do you have access to business networks or support groups in Turkey?

- Yes
- No
- I don't know

How has networking or support impacted your fund-securing efforts?

- Positively
- Negatively
- Not applicable to my case

#### Political and Economic Factors:

Do you feel that political situation in Turkey affects your fund-securing process?

- Yes
- No

How do you think economic conditions in Turkey impact funding availability for Syrian entrepreneurs?

- Positively
- Negatively
- Not applicable to my case

#### Future Plans and Strategies:

What was the time frame that you were able to secure your fund in?

- 6 months
- 1-2 years
- More than 2 years

What are your future plans to secure/ continue funds for your business/project?

- I am not thinking of any expansion
- I will stay same
- I am expanding regularly

Are there any specific strategies you plan to adopt to overcome funding challenges?

- Yes (please explain)
- No

#### General Evaluation of the Barriers and Challenges

On a scale 1-5, how much did each of the following factors affect your progress to start and run a business in Turkey? (1) did not influence at all, (2) had a low influence on my progress, (3) neutral, (4) had a relevant influence to my progress, (5) had a high influence on my progress

- [     ] Recognition and status
- [     ] Market opportunities
- [     ] Income security and financial success
- [     ] Community and social motivations



## APPENDIX C: Survey Questions in Araboc

### تصريح:

جامعة بينغول- الباحث: عمر الفتيح

وهنا أخطب أصحاب الأعمال القانونيين من السوريين المقيمين في تركيا لمعرفة العوامل المؤثرة والمخاطر وكذلك التسهيلات المتعلقة بتمويل مشاريعهم من حيث:

1. معرفة مدى قدرة السوريين على الحصول على تسهيلات قانونية ودعم يساعدهم على البدء بمشاريعهم التجارية.
  2. ما هي أهم موارد الصندوق وكيفية تعزيزها للمحافظة على استمرارية مشاريعهم؟
  3. ما هي أبرز المشاكل والمعوقات المتعلقة بالدعم المالي للمشاريع المملوكة للسوريين في تركيا؟
- وسيتم ذلك من خلال استبيان يتكون من أربعة أقسام. إدراجها والاستفادة منها في البحوث العلمية المقدمة لدرجة الماجستير في الاقتصاد. لاحظ أن جميع المعلومات المقدمة سيتم استخدامها فقط للبحث العلمي في جامعة بينجول. قد يستغرق الرد على جميع الأسئلة حوالي عشر دقائق، وسيتم التعامل مع جميع الإجابات بسرية تامة ولن يتم الكشف عن هوية المجيبين.
- شكرا لكم مقدما على وقتك.

المعلومات الديموغرافية:

ما هي جنسيتك؟

-سوري

-سوري مزدوج تركي

هل تحمل أي جنسيات أخرى؟

-نعم

-لا

ما هو عمرك؟

-بين 18-29

-بين 30-50

50 -درجة مئوية

ما هو وضعك القانوني الحالي في تركيا؟

-لاجئ -طالب -السياحية -عمل -الجنسية التركية -أخرى

(أشير)

منذ متى وأنت مقيم في تركيا (سنوات)؟

-أقل من 5 سنوات

5-10 -سنوات

11-15 -سنة

15-20 -سنة

-أكثر من 20 عاما

التعليم واللغة

ما هو أعلى مستوى تعليمي لديك؟

-لا يوجد تعليم رسمي

-مدرسة ابتدائية

-مدرسة ثانوية

-درجة البكالوريوس

-درجة الماجستير، درجة الدكتوراه

- حاصل على شهادة التدريب المهني (نعم، لا)

ما هو مستوى إتقانك للغة التركية؟

أ1-

أ2-

ب1-

ب2-

C1 -فما فوق

ما اللغات الأخرى التي تتحدثها؟ (يرجى الإشارة إلى الأساسي، المتوسط، المتقدم)

-إنجليزي

-ألمانية

-كردي

-أخرى

هل أثرت حواجز اللغة على قدرتك على التواصل بفعالية مع الممولين المحتملين أو المؤسسات المالية؟

- موافق بشدة
- يوافق
- حيادي
- تعارض
- لا أوافق بشدة

#### معلومات الأعمال والمشاريع:

ما نوع العمل أو المشروع الذي تقوم بتشغيله أو تخطط لتأسيسه حاليًا؟

- تجارة التجزئة والتجارة، على سبيل المثال، محل الهواتف المحمولة، محل الملابس
- التصنيع والمنسوجات
- وسائل النقل، على سبيل المثال، سائق سيارة أجرة
- السياحة وفن الطهو وصناعة الترفيه، على سبيل المثال، صاحب مطعم، توصيل الطعام
- المعلومات والاستشارات، على سبيل المثال استشارات تكنولوجيا المعلومات
- المجال الطبي، على سبيل المثال، طبيب، صيدلي
- تعليم
- الخدمات المالية
- البناء والعقارات مثل البنائين والرسامين والنجارين
- زراعة
- العمل الحر مثل الخياطة والنجارة وإصلاح السيارات

#### رصيد التشغيل

منذ متى كان عملك / مشروعك قيد التشغيل؟ (سنين)

- أقل من سنة واحدة (بدأت مؤخرًا)
- 1-3 سنوات
- 4-6 سنوات

- 6-9 سنوات
  - 10 سنوات وأكثر
- هل لديك خبرة سابقة ذات صلة في سوريا؟ لمدة كم سنة؟

- لا
- نعم ... < أقل من سنة (بدأت مؤخراً)
- 1-3 سنوات
- 4-6 سنوات
- 6-9 سنوات
- 10 سنوات فأكثر

#### حجم الأعمال:

- ( OPE بدون موظفين )
- المشروعات متناهية الصغر: من 1 إلى 9 موظفين
- المؤسسات الصغيرة: من 10 إلى 49 موظفاً
- المؤسسات المتوسطة الحجم: من 50 إلى 249 موظفاً
- المؤسسات الكبيرة: 250 موظفاً فأكثر

#### هل لديك شريك تركي في هذا العمل؟

- نعم (اشرح دوره بإيجاز)
- لا

#### مصادر التمويل:

هل سعت للحصول على تمويل خارجي لبدء أو توسيع عملك/مشروعك؟

- نعم
- لا

ما هي أنواع مصادر التمويل التي استكشفتها؟ (على سبيل المثال، القروض المصرفية، ورأس المال الاستثماري، والمنح، والمدخرات الشخصية)

- مدخرات شخصية
- الدعم من أفراد عائلة الشتات السوري (عائلة / صديق)
- الشراكات المحلية
- المساعدات الدولية والجهات المانحة
- المنظمات غير الحكومية

- القرض (الأعمال المصرفية، داعمي التمويل الرسمي الآخرين)
- أخرى (أشير)

هل نجحت في تأمين التمويل في أقل من عام؟ إذا كانت الإجابة بنعم، من أي مصدر/مصادر؟

- نعم
- لا

#### العوائق التي تحول دون تأمين التمويل:

ما هي التحديات الرئيسية التي واجهتها في تأمين الأموال لمشروعك/مشروعك؟

هل هناك أي عقبات قانونية أو تنظيمية محددة أعاققت عملية التمويل الخاصة بك؟ (إذا كانت الإجابة بنعم - علق)

- نعم
- لا

إلى أي مدى تؤثر اللوائح القانونية على تأمين مصدر التمويل الخاص بك (1- 2- 3- 4- 5)

هل واجهت التمييز أو التحيز عند البحث عن فرص التمويل؟

- نعم
- لا

إلى أي مدى يؤثر التمييز القانوني على تأمين مصدر التمويل الخاص بك (1- 2- 3- 4- 5)

كيف تقيم القسوة القانونية والتنظيمية التي تواجهها من خلال تأمين الصندوق وملكيته؟

- -صعب جدا
- -صعب
- -طبيعي
- -سهل الحل
- -لم أواجه أي مشكلة

هل تمتلك أصول مشروعك/ أرضك؟

- نعم

- لا - لماذا

### الثقافة المالية والدعم:

كيف تقيم معرفتك بالأدوات المالية وخيارات التمويل المتاحة في تركيا؟

- مألوف جدًا
- المألوفون
- معتدل
- غير مألوف
- ليس لدي أي فكرة عنه

هل تلقيت أي تدريب أو برامج دعم للتثقيف المالي للمساعدة في تأمين التمويل؟

- نعم
- لا

إلى أي مدى شاركت في التدريب على الثقافة المالية (1- 2- 3- 4- 5)

هل واجهت أي تحديات في إعداد خطط العمل والتوقعات المالية اللازمة لتأمين أموال المشاريع؟

- نعم
- لا

ما مدى ثقتك في قدرتك على تقديم فكرة عملك واحتياجاتك المالية للممولين المحتملين؟

- واثق جدًا
- واثق
- واثق إلى حد ما
- غير واثق
- مطلقاً

هل شاركت في أي تدريب تجاري أو ورش عمل أو برامج لتنمية المهارات في تركيا؟

- نعم
- لا

هل تلقيت أي توجيه أو توجيه من المنظمات المحلية أو شبكات الأعمال أو الأفراد في تركيا؟

- نعم
- لا

الوصول إلى المؤسسات المالية:

هل واجهت صعوبات في الوصول إلى الخدمات المالية من البنوك أو المؤسسات المالية الأخرى؟

- نعم
- لا

كيف تنظرون إلى مستوى الدعم الذي تقدمه المؤسسات المالية/البنوك للمشاريع المملوكة للسوريين؟

- مرضي جدا
- مرض
- معتدل
- غير مرض
- لا يتم تقديم الدعم

#### تصور المستثمر:

إلى أي مدى تعتقد أن كونك رائد أعمال سوري قد أثر على نظرة المستثمرين المحتملين إلى عملك/مشروعك؟

- مبهر جدا
- التأثير إلى أقصى الحدود
- طبيعي
- عدم التأثير
- لا علاقة

هل تعتقد أن التقلبات في قيمة العملة وعدم الاستقرار الاقتصادي في تركيا قد أثرت على قدرتك على توقع الأداء المالي

لشركتك/مشروعك وإظهار استقراره للممولين المحتملين في غازي عنتاب؟

- موافق بشدة
- يوافق
- حيادي
- تعارض
- لا أوافق بشدة

#### الشبكات والدعم:

هل يمكنك الوصول إلى شبكات الأعمال أو مجموعات الدعم في تركيا؟

- نعم
- لا
- لا أعرف

كيف أثر التواصل أو الدعم على جهودك في تأمين الأموال؟

- بشكل ايجابي
- سلبياً
- لا ينطبق على حالتي

#### العوامل السياسية والاقتصادية:

هل تشعر أن الوضع السياسي في تركيا يؤثر على عملية تأمين أموالك؟

- نعم
- لا

كيف تعتقد أن الظروف الاقتصادية في تركيا تؤثر على توفر التمويل لرواد الأعمال السوريين؟

- بشكل ايجابي
- سلبياً
- لا ينطبق على حالتي

#### الخطط والاستراتيجيات المستقبلية:

ما هو الإطار الزمني الذي تمكنت فيه من تأمين أموالك؟

- 6 اشهر
- 1-2 سنة
- أكثر من 2 سنوات

ما هي خططك المستقبلية لتأمين / مواصلة الأموال لعملك / مشروعك؟

- لا أفكر في أي توسع
- سابقى كما هو
- أنا أتوسع بانتظام

هل هناك أي استراتيجيات محددة تخططون لاعتمادها للتغلب على تحديات التمويل؟

- نعم (يرجى التوضيح)
- لا

#### التقييم العام للمعوقات والتحديات

على مقياس من 1 إلى 5، ما مدى تأثير كل عامل من العوامل التالية على تقدمك في بدء مشروع تجاري وإدارته في تركيا؟ (1) لم يؤثر على الإطلاق، (2) كان له تأثير منخفض على تقدمي، (3) محايد، (4) كان له تأثير ذو صلة بتقدمي، (5) كان له تأثير كبير على تقدمي



## APPENDIX D: RREGRESSION ANALYSIS RESULTS

### A.1 H1-IG1 Regression Results:

#### 1. Language Proficiency, Education Level and Self Improvement by Training

**Case Processing Summary**

		N	Marginal Percentage
Dep_01 Time	Establish time is more than 2 years	28	11.2%
	Establish time is 1-2 years	218	87.2%
	Establish time is less than one year	4	1.6%
Valid		250	100.0%
Missing		0	
Total		250	

**Model Fitting Information**

Model	-2 Log Likelihood	Chi-Square	df	Sig.
Intercept Only	186.748			
Final	60.158	126.590	3	.000

Link function: Logit.

**Goodness-of-Fit**

	Chi-Square	df	Sig.
Pearson	54.323	55	.500
Deviance	52.316	55	.578

Link function: Logit.

**Pseudo R-Square**

Cox and Snell	.397
Nagelkerke	.688
McFadden	.588

Link function: Logit.

**Parameter Estimates**

		Estimate	Std. Error	Wald	df	Sig.	95% Confidence Interval	
							Lower Bound	Upper Bound
Threshold	[Dep_01Time = 1]	5.563	1.121	24.637	1	.000	3.367	7.760
	[Dep_01Time = 2]	18.930	3.103	37.217	1	.000	12.848	25.011
Location	LanguageProficiency	1.463	.416	12.348	1	.000	.647	2.279
	EducationLevel	1.263	.386	10.739	1	.001	.508	2.019
	SITrainings	.776	.499	2.419	1	.120	-.202	1.753

Link function: Logit.

## 2. Self Improvement by Personality and SI-Adaptability

**Case Processing Summary**

		N	Marginal Percentage
Dep_01 Time	Establish time is more than 2 years	28	11.2%
	Establish time is 1-2 years	218	87.2%
	Establish time is less than one year	4	1.6%
Valid		250	100.0%
Missing		0	
Total		250	

**Model Fitting Information**

Model	-2 Log Likelihood	Chi-Square	df	Sig.
Intercept Only	184.144			
Final	44.932	139.213	2	.000

Link function: Logit.

**Parameter Estimates**

		Estimate	Std. Error	Wald	df	Sig.	95% Confidence Interval	
							Lower Bound	Upper Bound
Threshold	[Dep_01Time = 1]	6.958	1.624	18.361	1	.000	3.775	10.140
	[Dep_01Time = 2]	18.488	2.813	43.205	1	.000	12.975	24.001
Location	SIPersonality	2.108	.390	29.233	1	.000	1.344	2.873
	SIAdaptability	1.232	.530	5.407	1	.020	.194	2.270

Link function: Logit.

**Goodness-of-Fit**

	Chi-Square	df	Sig.
Pearson	68.374	24	.000
Deviance	36.975	24	.044

Link function: Logit.

**Pseudo R-Square**

Cox and Snell	.427
Nagelkerke	.739
McFadden	.646

Link function: Logit.

## A.1 H1-IG2 Regression Results:

### Model Fitting Information

Model	-2 Log Likelihood	Chi-Square	df	Sig.
Intercept Only	169.687			
Final	147.488	22.200	3	.000

Link function: Logit.

### Goodness-of-Fit

	Chi-Square	df	Sig.
Pearson	277.093	79	.000
Deviance	133.296	79	.000

Link function: Logit.

### Pseudo R-Square

Cox and Snell	.085
Nagelkerke	.147
McFadden	.103

Link function: Logit.

### Parameter Estimates

		Estimate	Std. Error	Wald	df	Sig.	95% Confidence Interval	
							Lower Bound	Upper Bound
Threshold	[Dep_01Time = 1]	.073	.708	.011	1	.918	-1.315	1.461
	[Dep_01Time = 2]	6.893	.979	49.620	1	.000	4.975	8.811
Location	S.CreditHistory	.610	.236	6.675	1	.010	.147	1.073
	T.CreditHistory	.375	.163	5.279	1	.022	.055	.695
	SizeofBusines	-.513	.201	6.495	1	.011	-.907	-.118

Link function: Logit.

### Turkish Credit History, Syrian Credit History only

#### Model Fitting Information

Model	-2 Log Likelihood	Chi-Square	df	Sig.
Intercept Only	95.350			
Final	79.406	15.944	2	.000

Link function: Logit.

**Goodness-of-Fit**

	Chi-Square	df	Sig.
Pearson	70.346	30	.000
Deviance	54.628	30	.004

Link function: Logit.

**Pseudo R-Square**

Cox and Snell	.062
Nagelkerke	.107
McFadden	.074

Link function: Logit.

**Parameter Estimates**

		Estimate	Std. Error	Wald	df	Sig.	95% Confidence Interval	
							Lower Bound	Upper Bound
Threshold	[Dep_01Time = 1]	.623	.672	.861	1	.354	-.694	1.940
	[Dep_01Time = 2]	7.209	.964	55.868	1	.000	5.319	9.099
Location	S.CreditHistory	.512	.227	5.074	1	.024	.066	.957
	T.CreditHistoy	.301	.157	3.684	1	.055	-.006	.608

Link function: Logit.

**A.1 H1-IG3 and IG4 Regression Results:****Model Fitting Information**

Model	-2 Log Likelihood	Chi-Square	df	Sig.
Intercept Only	44.550			
Final	34.411	10.139	2	.006

Link function: Logit.

**Goodness-of-Fit**

	Chi-Square	df	Sig.
Pearson	29.616	4	.000
Deviance	22.657	4	.000

Link function: Logit.

**Pseudo R-Square**

Cox and Snell	.040
Nagelkerke	.069
McFadden	.047

Link function: Logit.

**Parameter Estimates**

		Estimate	Std. Error	Wald	df	Sig.	95% Confidence Interval	
							Lower Bound	Upper Bound
Threshold	[Dep_01Time = 1]	-1.718	.412	17.382	1	.000	-2.526	-.910
	[Dep_01Time = 2]	4.916	.750	43.015	1	.000	3.447	6.385
Location	Reflection_TurkishPartner	-.105	.096	1.190	1	.275	-.293	.083
	Reflection_DualNaturality	.389	.146	7.135	1	.008	.104	.675

Link function: Logit.

**A.2 EG1 Regression Results:**

#### Model Fitting Information

Model	-2 Log Likelihood	Chi-Square	df	Sig.
Intercept Only	203.625			
Final	30.822	172.803	2	.000

Link function: Logit.

#### Goodness-of-Fit

	Chi-Square	df	Sig.
Pearson	78.084	40	.000
Deviance	23.865	40	.980

Link function: Logit.

#### Pseudo R-Square

Cox and Snell	.499
Nagelkerke	.864
McFadden	.802

Link function: Logit.

#### Parameter Estimates

	Estimate	Std. Error	Wald	df	Sig.	95% Confidence Interval	
						Lower Bound	Upper Bound
Threshold [Dep_01Time = 1]	7.832	2.054	14.542	1	.000	3.806	11.857
[Dep_01Time = 2]	22.589	3.764	36.008	1	.000	15.211	29.968
Location AccesstoFinanceServices andBanking	4.853	.834	33.865	1	.000	3.219	6.488
LegalRegulations	-.568	.377	2.271	1	.132	-1.307	.171

Link function: Logit.

### Political and Economic Situation:

#### Model Fitting Information

Model	-2 Log Likelihood	Chi-Square	df	Sig.
Intercept Only	199.497			
Final	.000	199.497	2	.000

Link function: Logit.

#### Goodness-of-Fit

	Chi-Square	df	Sig.
Pearson	.002	14	1.000
Deviance	.003	14	1.000

Link function: Logit.

#### Pseudo R-Square

Cox and Snell	.550
Nagelkerke	.952
McFadden	.926

Link function: Logit.

**Parameter Estimates**

		Estimate	Std. Error	Wald	df	Sig.	95% Confidence Interval	
							Lower Bound	Upper Bound
Threshold	[Dep_01Time = 1]	-69.808	135.639	.265	1	.607	-335.656	196.040
	[Dep_01Time = 2]	-33.591	67.326	.249	1	.618	-165.547	98.365
Location	PoliticalSituations	-15.803	45.125	.123	1	.726	-104.246	72.640
	Economicalsituations	-5.132	1.269	16.344	1	.000	-7.620	-2.644

Link function: Logit.

**A.2 EG2 Regression Results:****Model Fitting Information**

Model	-2 Log Likelihood	Chi-Square	df	Sig.
Intercept Only	170.785			
Final	34.249	136.536	2	.000

Link function: Logit.

**Goodness-of-Fit**

	Chi-Square	df	Sig.
Pearson	164.014	24	.000
Deviance	23.180	24	.509

Link function: Logit.

**Pseudo R-Square**

Cox and Snell	.421
Nagelkerke	.729
McFadden	.634

Link function: Logit.

**Parameter Estimates**

		Estimate	Std. Error	Wald	df	Sig.	95% Confidence Interval	
							Lower Bound	Upper Bound
Threshold	[Dep_01Time = 1]	-8.430	1.553	29.447	1	.000	-11.475	-5.385
	[Dep_01Time = 2]	3.650	1.245	8.601	1	.003	1.211	6.090
Location	Descremination	-2.610	.411	40.367	1	.000	-3.415	-1.805
	MembershipinbusinessN etworks	3.237	.646	25.150	1	.000	1.972	4.503

Link function: Logit.