

Entrepreneurship and Facing Challenges in Iraqi Society Market (An Analytical Prospective Study on Entrepreneurship in the Governorates of Iraq)

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Abstract - The present study focused on identifying the challenges faced by entrepreneurs in Iraq, where the researcher applied the analytical descriptive approach and used direct interviews and a questionnaire, where she interviewed 16 managers and officials of entrepreneurial institutions and distributed the questionnaire to (120) entrepreneurs, as the study sample was cross-sectional because it was used once and for a period Short and the sample type is random because it gives a generalization level of reliability (95%) for the results and characteristics reached by the study on a study population. The researcher used a set of statistical measures appropriate to the nature of the study, such as the alpha KRONBACH coefficient, arithmetic mean, standard deviation, and linear regression test to test hypotheses and reach conclusions to formulate a group. Among the recommendations that help to face the challenges in the Iraqi society market, the study concluded that entrepreneurs in Iraq are challenges related to political instability and they face challenges in accessing international markets due to the continuation of conflict and sanctions and they face challenges related to the lack of legislative laws that protect them and that the nature of the relationship between the two variables is Inverse relationship.

Keywords: entrepreneurship, the challenges of the Iraqi market, Al-Mahatta Foundation.

1. Introduction

Today, international business organizations around the world are witnessing many changes and developments to confront unemployment, as many countries, including Iraq, have resorted in recent years to entrepreneurship, as it is considered a solution to confront unemployment, low salaries, to achieve their ambitions and independence, and to prove their vision in various marketing fields.

The entrepreneurship environment in Iraq is considered unorganized and witnesses a lack of coordination between the various supporting agencies, because it needs transparency and seriousness, as it is the duty of some government agencies to provide entrepreneurship bodies to support the private sector, by developing programs to encourage small projects, and it is worth noting that some banks It works to finance small projects, but for a very low amount that does not meet the demand.

The need for Iraq at the present time to develop planning directions in the field of entrepreneurship, as an organized and comprehensive activity to understand the changes that occur in the internal and external environment, because strategic planning is one of the most important elements of strategic management.

For this, we must take some priorities, which monitor our future and predict the challenges that may face entrepreneurship in Iraq, which may negatively affect productive efficiency in terms of development. Change requires strenuous efforts and multiple possibilities to face potential problems without any surprise. Proper planning stimulates entrepreneurship to know the various capabilities and energies that are available to the state through plans, programs and projects, to maintain the performance of high and important levels in line with development programs as well as

Iraq needs diversified strategic planning that will go through multiple stages, including the development of programs that enable it to meet societal requirements and future conditions at all times according to circumstances, and to preserve and develop existing projects.

Activating the culture of entrepreneurship in Iraq must be accompanied by a parallel development of strategic planning, to form clear and long-term goals, and to define the programs necessary to achieve the goals, especially in the field of total

resources such as human, financial and technological resources. (Al-Otaishan, 2015, p82).

And in continuation with the foregoing, the research problem lies in the challenges facing the Iraqi society in building its future through entrepreneurs' fear for their future and their abandonment of the idea of engaging in government jobs, and removing the fears that prevent them from competing in the labor market and business incubators and marketing their new ideas and disseminating them in all Arab and Western societies.

It is necessary to formulate hypotheses to achieve the objectives of the study, and in order to properly formulate these hypotheses, we looked at a group of previous studies and research, which dealt with the two independent variables represented by entrepreneurship and the dependent variable, the challenges facing pioneers in the Iraqi market, and the main hypothesis focused | H1) that there is an effect of entrepreneurship on facing challenges in the Iraqi society market, and the following hypotheses branch out from it, the second sub-hypothesis (H1-2) that there is an effect of entrepreneurship on facing challenges associated with the continuation of conflict and sanctions and the ability to access international markets at a level of significance less or less It is equal to 0.05 g and the third sub-hypothesis (H1-3) states that there is an impact of entrepreneurship on facing the challenges associated with the lack of legislative laws that protect them at a level of significance less or equal.

The problem of the study is represented in the questions, what are the most prominent challenges facing entrepreneurs due to political instability? And how can entrepreneurs face problems related to legal and legislative issues, such as taxes and others, their entry into the Iraqi market?

While this research aims to know the extent to which entrepreneurship contributes to the development of creative, innovative and cultural skills, among all groups of Iraqi society of different ages and educational attainments, which makes them able to create job opportunities for themselves and their colleagues in line with the requirements of the labor market in Iraq. This research aims to study how to transform new ideas in entrepreneurship, whether real, imaginary, or from home work of creators and innovators, in generating a new project in the market and unprecedented in its work. The research also aims at how to overcome the negative obstacles facing entrepreneurs at the beginning of their work. The objective of the study also lies in how entrepreneurs overcome the various risks they face and reach their goals in the entrepreneurial project.

The importance of this study for society lies in highlighting the employment of most groups of Iraqi society, males and females of different ages and educational levels, providing them with suitable job opportunities, and creating wealth for them by relying on creating their own work, including maximizing opportunities for the advancement of women. In entering the field of entrepreneurship that yields benefits for her and her family, understanding her rights and reality, spreading the culture of investing in self-employment and knowing the opportunities available in it. The necessity of the study for Iraq The importance of the subject for the Iraqi economy lies in contributing to spreading the necessary awareness about the importance of the involvement of Iraqi society members in the field of entrepreneurs, which leads to reducing the unemployment rate, supporting the national economy, eliminating poverty, and breaking the stereotype about the necessity of appointment in state departments In order to achieve economic growth, it is necessary to ensure a better focus on work and productivity, and to encourage research. And development at all levels to achieve the best innovations and their success.

The study adheres to human limitations, which is a sample of young men and women and other age groups of new entrepreneurs, graduates from pioneering institutions, or non-graduates from these pioneering and training institutions, who relied on themselves or were assisted by organizations and objective constraints, where the researcher is committed to conducting research within the limits of its variables (Entrepreneurship challenges in Iraqi society). And spatial restrictions, which are the pioneering institutions and training centers of business incubators and business accelerators for new entrepreneurs in the governorates of Iraq. (such as Zain, Al-Mahatta, Asiaccell and those who support Asiaccell, and Entrepreneurship Training Centre in Mosul governorate as well). Time restrictions: The time limitation for the study is from 1/11/2022 to 2/7/2023.

2. Literature Review

This chapter sheds light on the theoretical aspect of the variables of the study, the concept of entrepreneurship, its definitions, the theories supporting entrepreneurship, identifying a set of challenges faced by new entrepreneurs, and previous studies and giving some ideas to overcome these challenges.

Many attempts have been made to define the concept of entrepreneurship. There are several definitions that have imposed themselves despite the difference between them, because of their precise expression and objectivity. Some define entrepreneurship as a creative activity that depends on talent, feeling, opportunity, and the ability to create and build

something that others see as contradictory and confused. The innovative entrepreneur is the one who establishes a business through organizations or enters the market through new forms and methods, in order to achieve his wealth, and some projects are embraced by various business incubators, at the beginning that help in providing bank capital directly (Iiussa, Fernando, 2009:4)

Some define it as organizing the necessary resources and benefits associated with starting a business with the potential for risks (Daft, Richard, 2010: 602). Mohutsiwa (2012:41) also indicates that the concept of leadership is a new concept, within the management literature, and its importance is evident in the pursuit of opportunities and distinctive behaviors. (Hoglund, 2013:19) indicated that entrepreneurship represents an important path for decision-makers, and

adapting to changes during conditions of uncertainty and stability. (Daryani & Tabrizinia, 2015:10) asserts that entrepreneurship is important for creating wealth, competitive advantage and value, which in turn leads to creativity by the entrepreneur or organizations in new investments or the establishment of new organizations to obtain change in the same direction. This has been emphasized before.

Kraus & Rigtering, 2015: 2)) Entrepreneurship is one of the most promising ways to achieve success, growth and long-term survival in light of the challenges represented by technological challenges, global changes in markets and organizations that often lack flexibility and bureaucracy, which in turn leads to inability to adapt and slow decision-making.

Entrepreneurship definitions

No.	Author/Year	The definition
1.	(Taj Vidi Karami, 2015: 134)	(It is the ability to generate ideas that cannot be imitated, which is based on innovation, especially since it is an important element for organizations of all sizes to achieve success in their field of work and the competition surrounding them and the conditions related to the external and internal work environment).
2.	Ado (2016)	It is the process of creating something new of value by devoting the necessary time and effort, taking the attendant financial, psychological and social risks, and receiving the resulting rewards of satisfaction and monetary independence.
3.	(Rustic & et al., 2017: 304)	A set of creative, organizational, directive, administrative and control skills, and all activities aimed at investment and expansion into new markets, which are specifically linked to times of stress, crises and changes in the environment.
4.	(Musa, 2018: 9)	It is the sense of opportunity that others see as confused and contradictory, while groping it, seizing it, and making something pioneering out of it.
5.	(Abd et al., 2019: 2)	It is the ability, quality, or possibility of envisioning and realizing a business opportunity. It is a way of thinking, reasoning, and acting related to the search for and motivating business opportunities. In light of this, successful entrepreneurs take advantage of opportunities that have not been identified by competitors.
6.	(Editorial team, 2020)	Understanding the development and management of commercial projects to earn profit by taking risks and taking many risks. Entrepreneurship can simply be defined as the desire to start a new business. It is mentioned that entrepreneurship plays a vital role in the economic development of global markets.

Entrepreneurship tools

Sukoco et.al, 2018:82) indicates that any entrepreneurial institution or organization that has an entrepreneurial orientation depends on its activities and operations on the practice of activities that use products with dimensions of risk-taking and proactive innovations in order to reach creativity, and in order to achieve competition Leadership tools can be explained as follows:

Creativity and innovation)): The driving force for achieving entrepreneurship is creativity, as (Botha & Nyanyom, 2011:34) indicate that creativity precedes innovation, as there is no innovation without creativity, as

there is a dynamism of the two concepts of creativity and innovation.

Where the researcher William Miller argues about creativity, that the path to creativity is not known by many individuals, and they do not know when they are creative, and for this he proposes to identify all the ways that lead to creativity in order for individuals to be creative, (Frederick et.al, 2016:208).

Every well-made, beautiful, and new performance is considered creativity, so we say to the performers: be creative, while others see creativity manifested as innovative solutions to problems or new ideas, and innovation is the appropriate

application, so creativity appears in any product that anyone perceives and understands as a new creativity or rather Creativity is the intangible part of new ideas and innovation is manifested in relation to implementation or from idea to product the tangible part of conversion. Creativity has a distinctive feature because it contains a life cycle that begins with innovation and ends with the emergence of subsequent innovations in the same direction (Al-Tamimi, 2016: 51).

Based on the above, creativity can be defined as the ability to immerse yourself in and try out new goods and services as well as new processes. Entrepreneurship literature shows that entrepreneurs are more creative than others, tend to think in unconventional ways, challenge existing assumptions, are flexible, and have the ability to solve problems.

With regard to creativity in the field of community entrepreneurship, some researchers stated that due to the multidimensionality of social problems, entrepreneurs have multiple potential ways to use creativity tools or strategies to achieve their missions in society, and scarce resources can also motivate entrepreneurial institutions to make people creative. Finding better ways to solve community problems, which leads to more creativity. We can think of creativity as an important dimension in the study of entrepreneurship. (Ortiz & et al., 2017:22)

Administrative creativity is an idea that may come from outside the organization, so it is borrowed and the idea is developed and applied, whether it is within the provision of a service, product, means, system work (game programs or computer programming programs) or a policy, and this idea is new when applied by the organization, i.e. A change in product value and contributes to consumer satisfaction. (Saleh et al., 2013) In order to further differentiate administrative creativity, the meaning of creative behavior must be understood, that is, the behavior of a distinguished individual or group in the workplace that does not necessarily result in new services or goods, rather it is behavior that precedes creativity in its final form.

Innovation can be defined as the process of deviating from known practices (Rogers, 1983: 1).

Innovation depends on an innovative product, service provision, software system, or device. It is not necessary that the process of innovation be new in the world, but it is important that it be new in the entrepreneurial institution in order to adapt to it, so it is considered innovation, according to the writer Dougherty, 1996: 429).

As they say Thurik & Wennekers, 1999:34)) that innovation in the organization is the ability to support ideas and participate in innovation of processes that lead to

innovation of new products or services. Innovation can happen throughout the organization (Dess et.al, 2014: 378).

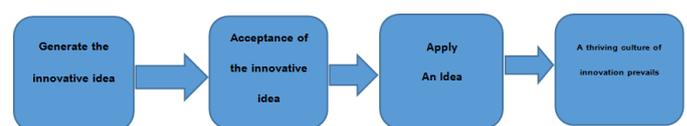
Ban targets the program contexts of the organization in order to develop the capabilities and entrepreneurial skills of the organization. Iodipamide (et.al, 2005: 790).

As (Fatin, 2001:129) points out, innovation is new ideas that stem from ideas that attract input to the minds of vibrant and non-traditional thinkers, that is, they do not stem from the context of daily work life or within rational economic thinking. Innovation (Hirsch, 2017:46) is defined as the key to the economic development of any enterprise.

Innovation, according to Dening et.al, 2015:9)) is creating value for ideas, not just owning them, by transforming processes, new ideas, and inventions into something of value for the organization. When innovation relies on a comprehensive new technology, it often has far-reaching consequences. Sometimes even simple innovations can add value and create competitive advantage (Dess et.al, 2014: 378). There are three main types of innovation, including ordinary innovation, technological innovation, and breakthrough innovation, and these innovations are often the basis for subsequent innovations in the future. (Hirsch & Ramadani, 2017: 46).

The innovation can be illustrated by the following diagram:

Figure 1



The willingness of any entrepreneurial institution to develop work methods and renew products (Hussein and Shubar, 2016: 103).

It indicates a positive relationship between a successful enterprise and innovation (Kyvik, 2018: 12).

Innovation programs help build entrepreneurial organizations and exploit them as opportunities for goal-based innovation (Botha and Nyanyom, 2011: 35), while catalytic innovations provide sufficient solutions for existing enterprises to use traditional methods, programs, and solutions that face challenges (Lumpkin & Katz, 2011: 4). Many of the recently developed entrepreneurship programs and courses have had successes in teaching the skills and confidence needed for successful entrepreneurship in Iraq, assuming they have some economically viable ideas for building an innovative new venture (Lundstrom & Halverson, 2006:85).

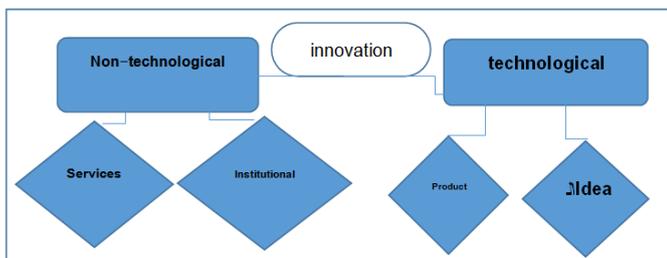
As innovation is defined as relying on an idea for a new process that is created and modified and produces a service of economic and social value (Elias, 2019:165).

There are four basic types of entrepreneurial innovation... First, new global innovations refer to innovations based on market interest, using modern technological methods. The second is the result of the use of technical means currently used in the market, and the third is about specialized innovation, i.e. innovation using new technical methods and means that do not care much about the market, and finally partial innovation that refers to the local organization of innovation based on the nature of the technology used and the interest of the market (Wickham, 2001:22).

There are two distinct views that view innovation as a process and an outcome. The other views innovation as the process of generating new ideas to solve problems, transforming knowledge from tacit to explicit, and interacting with stakeholders. There are several models of the innovation process, for example, from the perspective of invention, development, design, implementation, distribution and use, the innovation process is a series of three stages: emergence, growth and maturity. But from an entrepreneurial perspective, the process of creating, accepting and implementing innovations must be structured. Elias, 2019:166).

The researcher concludes, through research and study on innovation, that innovation can be divided into technological innovation, that is, what is related to the science of modern advanced technology, and it can branch out into the idea of technological manufacturing and it can be converted into a product, and non-technological innovation can branch into institutional innovation and services, and it can be clarified through The drawing below is a schematic diagram of innovation inspired by the researcher, schematic figure No. (3).

Figure 2: Diagram of innovation



Definition and Concept of Challenges

Challenges: In the comprehensive Arabic lexicon mean challenged, challenging, challengment and that mean, he must be a challenging person and challenging can be defined in Arabic language as risks, as well, a person who faced risks to

reach his goals and over come of it. That means anyone who challenging is challenged person. It explains the path of the individual or society to achieve the effects they aspire to (Al-Mutairi: 2014).

What is meant by challenge and confrontation with the intention of prevailing, while the difficulties and obstacles are what call for surrender and despair, which include economic and social challenges and administrative weaknesses facing our society, so they are called challenges (Al-Funk: 2016).

The dependent variable/challenges and obstacles facing business or entrepreneurial institutions in Iraq

(Kamanga et al, 2014: 5-7) indicated that there are many challenges and difficulties facing entrepreneurial performance due to its importance in the organization, including the following:

The first challenge: the difficulty of obtaining real financing, whether it is a small or medium enterprise, and this impedes the implementation of work and affects the infrastructure of the enterprise.

The second challenge: lack of human capital and lack of expertise, and sometimes the lack of both, does not enable the entrepreneurial institution to succeed in its work, that is, the lack of experience and knowledge among the individuals participating in the entrepreneurial process (Kiloamp et.al, 2013:54).

The third challenge: the lack of information and communication technology in all its forms affects the smoothness and flow of the performance of the work of any new entrepreneurial institution, as the means of communication in all its forms is considered a necessity and an effective element in information access and decision-making.

The fourth challenge: One of the most important difficulties facing entrepreneurial institutions is the changes that occur in some laws, regulations and government regulations, due to political changes and the succession of governments.

The Fifth Challenge: The world poses a different set of challenges so that innovation and change come from outside the traditional channels (Sakowitz, 2010: 4).

Sixth Challenge: Some different cultural factors may limit entrepreneurial opportunities and suppress the desire to improve the economic situation (Minnite, 2007: 125).

The seventh challenge: the lack of interest in developing formal academic educational programs for personal

entrepreneurship, which is reflected in the improvement of quality and services and the lack of solid theoretical foundations and model construction methods (Kuratko, 2005:583).

Eighth Challenge: There is a lack of good entrepreneurial leadership that motivates and encourages individuals and groups, arouses their interest in achieving common goals, and urges them to use available resources in a better way to improve performance.

The ninth challenge: the lack of qualitative leadership capable of motivating and encouraging individuals and groups and arousing their interest towards achieving a common goal and urging them to use available resources better to improve their level, lack of knowledge of the market, lack of working capital, as well as restrictions and patent monopoly (Havinal, 2009: 112).

The tenth challenge: the extreme slowness and complexity of administrative procedures, the immersion in routine, the dominance of personal factors in employee relations, the lack of administrative experience, and negative indifference all cause administrative and legal obstacles (Abdel-Fattah, 2016: 14).

The relationship between entrepreneurship variables and challenges or obstacles in Iraq

According to the literature and theories about entrepreneurship from the first dimension, entrepreneurship is based on innovation and creativity, and the need for administrative creativity in organizing projects, in leading innovative projects, and what entrepreneurship deals with in terms of new creative ideas, or it may be the development of a specific product or service, and then the Transforming and developing it into a new product that suits the requirements of society and keeps pace with the modernity of the era in the era of technological globalization, and the characteristics that the entrepreneur must have in order to successfully manage his own project and what can stand in front of him as an obstacle or barrier that prevents him from achieving his goal of doing his own project, and this is from Where the first dimension is drawn to the second dimension, i.e. the second variable of the challenges and difficulties that entrepreneurship may face in Iraq, these challenges resulting from the security and political instability, as well as the difficulty of accessing the competitive market due to the conflict and the ongoing sanctions for a long period of time, and the succession of governments, according to Although Iraq is witnessing changes today in the era of globalization towards economic openness, some international agreements, and also technological development, the environment of Iraq lacks the most important technological elements of continuous

electricity and Internet services and applications that contribute to the success of the pilot project, which in turn can attract and attract foreign investors. In order for the project to reach global achievement in marketing and competition, and what are the risks that may face the world of entrepreneurship.

There is a close link between the two variables, entrepreneurship and challenges. From the researcher's point of view, administrative challenges are increasing day by day in our current century, and sometimes there is no suitable option from the available capabilities for the entrepreneurial project manager to maintain his organization, but rather he must face the challenges and sometimes he may reach the failure of the project. But all he has to face contemporary challenges with sufficient flexibility, and absorb all environmental challenges in light of strong competition, whether external or internal challenges, and try to create an organizational culture in line with entrepreneurial projects and develop them, while developing aspects that concern the creativity and innovation skills of those in charge of managing entrepreneurial projects Perhaps the most important challenge for the pioneering individual, whether he is a man or his princes in Iraq, is to challenge himself by being flexible and mature in thinking so as to be a constantly creative thinker.

3. Methodology of the Study

The study methodology deals with random samples, tools used to collect data, and the validity and reliability of these tools, and we will talk about the statistical tools that will be used to analyze the results. And the end result is the goal of the study, so they use field research in the humanities and sociology such as culture, society, politics, environment, climate, economics, financial management...etc.

The study was also enriched with the theoretical side, and linking the variables of the study, through the analysis of the questionnaire form and to obtain the most reliable results related to the subject of the research, to come out with the most important results and recommendations.

3.1 Syllabus

The study relied on several previous studies in this approach, that is, a double-methodological, descriptive-analytical message, to reach the main objective of the study, which is to know what are the challenges facing entrepreneurship in the Iraqi market, taking into account Zain Telecom, as it is considered the first pioneer in Iraq, which In turn, it supports many entrepreneurial programs, and the Asia Cell Company that supports entrepreneurial projects, and the pioneering station institution in Baghdad / Iraq as a business incubator, and the pioneering institution Capita as business accelerators in Baghdad / Iraq, and the Mosul Space

Foundation in Mosul / Iraq. The researcher adopted the descriptive analytical approach. That is, on the mixed method in the research, qualitative and quantitative, by setting a specific path to move the research forward, as it allows the formation of a vision that enables the researcher to reach the results and recommendations.

The qualitative methods consisted of personal interviews with experiences in the field of entrepreneurship, by knowing their pioneering projects for the past and current years from (2015 to the present time), and their number is (16) with a manager and an official, by asking deep and specific questions to reach adequate answers. (See Appendix 1)

As for the quantitative method, it is the use of a questionnaire that was distributed and designed specifically for the study community of entrepreneurship and the challenges they face in Iraq in order to answer the study questions (see Appendix 2).

3.2 Study population and sample

The study is exploratory, descriptive and analytical, with a double methodology with quantitative and qualitative analysis. The size of the study population was (174) and the size of the study sample (120). The quantitative analysis focuses on statistics through data analysis, and the qualitative analysis on understanding social and cultural phenomena and human interactions. A deep understanding of the reality of entrepreneurs in Iraq through entrepreneurial institutions in Iraq and the extent to which organizations support these institutions. Relying on any business incubator in the field of their career path, being pioneers now in Iraq, and their number through personal interviews (16). Where the researcher thought that targeting all members of the study community using a comprehensive survey method is the most appropriate method to obtain detailed and comprehensive information, and to collect all the data that the researcher could not obtain through personal interviews. A questionnaire was specially designed for this study. See Appendix No. (2)

A) Zain Entrepreneurship Unit: Zain Iraq is part of the Zain Group, the leading company in the field of communications innovations in the Middle East and Africa. Zain is the first pioneer in Iraq, as it introduced mobile phones to Iraq and everything related to mobile phones absorbing the fourth generation and its electronically developed applications, as well as some pioneering electronic applications such as the (Taxi Kareem) application, the (Asarea) application for delivery, and many others.

Zain believes that you are (it's wonderful world), that is, it focuses on youth and is always keen to ensure that all its economic, social and cultural projects that fall within the

framework of sustainability projects are left to ensure an optimal life for our society. One of the first programs offered by Zain is (support and empowerment of youth), which it considers the key to building the future, which can lead to a new renaissance. Highly qualified youth, and I launched this program to empower Iraqi youth with the aim of overcoming the difficulties facing Iraqi youth, providing opportunities for promising talents and enabling them to obtain resources to keep pace with development. Among these examples of entrepreneurial activities sponsored and implemented by Zain, we will include them in the fourth chapter.

B) The pioneering institution (the station) business incubator: The geographical location of the station is in the center of the capital, Baghdad, almost from the eastern side, which gives importance to easy access to it. It was established 5 years ago, in the year 2018, by prominent Iraqi founders. The station is the first center for entrepreneurs in Iraq. It is more than just a place to inspire those interested in entrepreneurship, establish a network of relationships that support projects and develop expertise from MSMEs to learn from successful entrepreneurs and marketing experts.

The station represents an integrated and appropriate environment, for the upbringing of ambitious youth to provide a suitable place for study and an environment suitable for discussion, meetings and work, and for the development of emerging projects, as the station works to help every young man and woman to establish his own project, and the station was named by this name, because every owner or owner of a project idea in the field of entrepreneurship Businesses go through a stage in which they need support, so it is called a station because it represents a stage in the life of the entrepreneur to carry out his project, and from this stage the entrepreneur can move to other stations.

The station contains a hall for open seminars, courses and conferences, for free workshops, and the station includes a library, high-speed internet, a restaurant and a café, which is free as it represents the open space in it, and anyone can enter it to get a place without noise and the owners of new projects can meet with their customers and employees Inside other halls designated for work inside the station, and it also includes various other spaces, in which training and meetings can be held, or a place to study or an office for a new start-up company, and it can be booked at nominal prices.

The idea of establishing the station came from entrepreneurs interested in creating and developing society after years of hard and tireless work, knowing the suffering of the youth group in developing their own projects in Iraq, as a result of the obstacles that stand in the way of their dreams,

aspirations, skills, and the capabilities that they need to provide them with.

The station focuses on teaching new entrepreneurs how to market the product, by conducting free courses, seminars and workshops. For the success of any marketing, one must understand how to meet the consumer's need, and reach it in the fastest and best way, by knowing the marketing distribution of the product accurately and carefully, and identifying the categories and ages of consumers, And the extent of their interest in the product through the criteria of population distribution, so to reach the spirit of the product, which is the brand, it is a priority for the factory and the product itself. There is another leading institution (the station) in Nineveh / Mosul Governorate.

The supporters of Al-Mahatta Foundation are the Association of Iraqi Private Banks, the Earthlink company that provided free high-speed internet, the Dutch embassy that provided some services in it, the French embassy as well, and the Zain company through some joint programs in working with them, as it is considered the first joint workspace in Iraq.

C) Asia Cell Communications Company: It is one of the communication companies that were first known in the northern governorates of Iraq, and it has several participations through the preparation of training programs, workshops and exercises, for the development of youth, and it supports pilot programs in partnership with Al-Mahatta Foundation and Capita. They also contribute in the field of entrepreneurship in developing youth skills, to develop the labor market in Nineveh / Mosul Governorate. Asia Cell also provides financial support to (K.A.P.I.T.A. Business Accelerator) from 2019 until now, in several ways, including supporting young people by supporting their projects in more than one way, for example advertisements.

D) K.A.P.I.T. A: It is a pioneering institution that operates as business accelerators. It was founded in the year 2019, and its name came from the abbreviation of several words, including (capital), which is human capital. Hence, the source of the name is capital financing from statistics, which is a private sector development company that aims to enable projects. Small and medium sized enterprises through investment, research and development, incubation, acceleration and market development programmes. It is an institution registered with the Registrar of Companies, strategically located in the Al-Mansour / Baghdad area, and works with partners. The strategic partners supporting the entrepreneurial programs are Asia Cell, the German International Cooperation Corporation (GIZ) in Iraq as partners in the programs, and also the Dutch Embassy are considered as partners, meaning there is no founder of this company and there is no government support

in it. The pioneering institution K.A.P.I.T.A. follows up with the projects after graduation until after the project for a period of 6 months. It is worth noting that from 2019 until now, 160 projects have graduated. And just keep going,

E) Mosul Space: It is the first institution that seeks to develop the skills of young people in the Iraqi city of Mosul, and is interested in technology projects and entrepreneurship. The institution was established after overcoming many difficulties in light of the war after the rubble it left in the city of Mosul, and seeks to provide a collective workplace for owners of small projects and entrepreneurs, especially with the increasing problems of unemployment and the scarcity of suitable job opportunities, it has received widespread interest among promising young people.

The statistical methods used

To answer the study questions and test its hypotheses, the researcher used the SPSS statistical package for social sciences, where the methods were used (Descriptive Statistics): It is the statistical method used to describe the demographic and personal characteristics of the sample members and describe their answers, through the use of percentages and frequencies. Frequencies to measure distributions. Mean: Determining the average of the sample's responses to the questionnaire items. Standard Deviation: To measure the degree of difference in the sample answers and their divergence from the arithmetic mean. Relative Importance: Determining the relative importance of the questionnaire items and the dimensions of the study variables within three levels and according to the Likert scale.

The levels will be as follows:

- a. If the arithmetic mean is (1-2.33), then the level is low
- B. If the arithmetic mean is (2.34 - 3.67), then the level is average
- T. If the arithmetic mean is (3.68 - 5), then the level is high

The inferential (analytical) statistics method: in which the level of statistical significance and the relationship between variables is calculated, and the standard error was used: it is the expected variance between the means, and it is sometimes called sampling error.

Significance test: It is used to decide whether the researcher accepts or rejects the null hypothesis. And the levels of significance: they refer to the state of the differences between the averages in terms of whether they are real or due to chance, and thus the position of the scientific researcher, which is represented in accepting or rejecting the zero hypothesis. And degrees of freedom: the number of degrees

that can change around a fixed value or a specific measure of the original population. And the (T) test: It is the test that is used to determine whether or not there is a significant difference between two averages, two ratios, or two correlation coefficients; In order to obtain the level of statistical significance for the difference.

Testing the validity and reliability of the study tool (questionnaire) through the validity of the study tool, which focuses on verifying the validity of the tool by presenting it to a group of academic arbitrators represented by members of academic bodies in Iraqi universities with competence. 30) people out of (120) to know the clarity of the paragraphs and measure the variables. The validity and reliability of the study tool and it focuses on discussing the internal consistency of the elements of accuracy and the degree of correlation between the components of measurement and stability in measuring the dimensions that aim to measure them all in terms of the stability coefficient. The stability of the tool was confirmed by calculating the internal consistency coefficient using the Cronbach Alpha coefficient. To ensure that the value of Crowe Nabach alpha, if the value is less than (0.60), it is considered weak, but if it is within the range of (0.70), it is considered acceptable, and if it exceeds (0.80), it is considered good. This has higher stability scores for the study tool, as the results were as shown in the following table:

Table No. (1): Coefficient of validity and reliability

Cronbach's alpha value	Number of vertebrae,	Axes	Sequence
0.729	15	leading businesses	1
0.753	15	challenges or obstacles	2
0.767	30	Total value	

We note from the above table that the value of the Cronbach Alpha coefficient for internal consistency for the entrepreneurship axis is (0.729), and the Cronbach Alpha coefficient as a whole for the challenges or obstacles axis is (0.753), and the value of the Cronbach Alpha coefficient for the study tool as a whole is (0.767). This indicates the consistency between the paragraphs of the study tool and the reliability of the study tool and the possibility of relying on it to achieve the objectives of the study. And the validity of the performance of the qualitative methods (personal interviews) and the validity of the quantitative methods tool (questionnaire) in order to indicate the extent of the validity of the qualitative study tools in entrepreneurship in Iraq, which includes (personal interviews with managers of the pioneering institutions on which the research was studied, and entrepreneurs who graduated from incubators Business or business accelerators, or they became entrepreneurs without

the help of business incubators, and graduates from training programs from pioneering institutions who became employees in the government sector, because the opportunity did not allow them to open their entrepreneurial projects.

In order to ensure the validity of the stability of the quantitative data, the researcher presented it to those with experience in the field of entrepreneurship, and to confirm their agreement with the findings of the interpretation and analysis of the data with the respondents, the retrospective participation method was used to reach the reality of entrepreneurship in Iraq.

4. Result and Discussion

This chapter includes a detailed and analytical presentation, by conducting a method of interviews for some managers in entrepreneurial institutions, and for entrepreneurs in incubation houses, and pioneers graduated from business incubators or business accelerators, and entrepreneurs assisted by international organizations, in various parts of Iraq, where the research sample was characterized randomly, and by reviewing their projects by responding to interview questions, as mentioned in the chapter the most important inferred statistics, and an analysis of the results reached by the researcher, and from here the most important and biggest challenges and obstacles that faced their entrepreneurial projects in the Iraqi society market emerge.

Interviews of some managers in the leading institutions.

The researcher conducted interviews, including an interview with an official in the Human Resources Department at (Zain) Telecom Company, where the requirements of conducting the research were summarized and were praised and encouraged, to highlight their contribution as private sector companies in supporting the first entrepreneurial business in Iraq over the past years and until now. She referred to their training programs, and the researcher, through this meeting, made a summary of Zain Company over the past years.

Zain Telecom Company: As Zain is considered the first pioneer in Iraq, one of the first programs offered by Zain is (support and empowerment of youth), which it considers the key to building the future, which can lead to a new renaissance. Over the past six years, this program has surpassed 200,000 thousand male or female beneficiaries, which contributed to the formation of a highly qualified youth generation, and launched this program to empower Iraqi youth with the aim of overcoming the difficulties facing Iraqi youth, providing opportunities for promising talents and enabling them to obtain resources to keep pace with development.

- Asiacecell Telecom to support the pioneering field

An interview was also conducted with a manager in (Asia Cell) Communications Company, and the summary of the conversation with him was the extent to which the pioneers encouraged the establishment of electronic applications in Iraq to keep pace with the progress made in neighboring countries, and he in turn introduced the researcher to the projects supported by the company, which is the pioneering institution Capita.

- Pioneering Institution K.A.P.I.T.A.

Here, an interview was held with the director of the Entrepreneurial Foundation (Capita), and the conversation with him was lengthy to define the extent of the contribution of the private sector, international organizations and the joint work space in the success of some of the pioneering projects in Capita.

As this institution is considered one of the business accelerators, 160 people have joined it, and the graduates are currently between 120 and in the business accelerators 40 people.

The challenges faced by the entrepreneur in general were summarized by the manager of Capita, regardless of the idea of the project

a. The educational background of the person (educational attainment, and where he worked before) in order to make sure that he is managing his project correctly and not only managing it technically, because the technical side depends more on the owners of the idea than on accelerators. If the pioneer encounters any problem, he must overcome it.. Accelerators do not cover everything. He must be familiar with mathematical and financial matters, do digital marketing, and arrange sales himself.

B. And because the majority of the pioneers did not learn in the academic curriculum useful information about business or how to establish and manage your own business. Capita provides dialogue sessions with successful people in the private sector who meet with new entrepreneurs in order to motivate and encourage them, even if they established 3 previous projects and failed. Through their experience with some of their previous projects, new entrepreneurs may benefit from their experience, as the discussion session or advisory sessions are very important for startups.

T. Difficulty in finding very few investment and financing opportunities, although they exist, but in terms of giving them from international or governmental institutions or pioneering institutions such as Capita and the station.

w. There are a group of factors or criteria for giving this grant that affect the entrepreneurial work, which is the difficulty of registering new projects, and if there is a future vision for the success of the project, including the person needs about (3500\$) to complete the company registration transaction, which is considered a very high amount of money for beginners in the market, where There are no legal facilities for the owners of emerging projects (as there is no clear definition that distinguishes between emerging projects and free business, Iraqi society confuses the two concepts).

c. Currently, there is a study of legal legislation to facilitate the registration of the simple company, which is different from the small projects, where the capital of the first is less than (10 million) because this amount is considered for large companies. This will be a very useful legal government support that contributes to startups in taking financial grants as loans or others, except for personal loans granted by banks.

h. In the past three or four years, the security and economic situation in Iraq changed, so there were only awareness campaigns to convey the simple concept of entrepreneurship, as very simple programs lasted for two days, a week, or two weeks. Currently, the situation has developed, as the training programs in Capita have now lasted for 6 months, whether in Business incubators or business accelerators (if the project cannot crystallize properly, then this period is very important so that the project does not remain just an idea for the pioneer to be serious about his work).

x. There is a priority of choice in supporting the female component, as Capita works on advertising and awareness campaigns and reaching out to project owners mainly without discrimination, but there is difficulty in not achieving distinction between the two parties, the male and female component, (as we reached 9 projects for females out of 20 projects) That is, close to 50%, as the number and percentage are reasonable in comparison, because the challenges and obstacles that female entrepreneurs face differ from those of male entrepreneurs, the most important of which is family support, how women enter the market, and also when women deal with other institutions and companies.

An Interview with pioneers who graduated from business accelerators and with pioneers who were not incubated in business accelerators KH

The following interviews were conducted with entrepreneurs in incubation houses, entrepreneurs who graduated from incubators or business accelerators, entrepreneurs who were supported by international organizations, and entrepreneurs who relied on themselves to

establish their own entrepreneurial project, including the following:

A. Ali Mohammed Rady: Project Logic Study

He is a student studying now at the American University, Department of Business Administration in Baghdad, and that he previously studied mechanical engineering - the Department of Aircraft at the University of Technology in Baghdad. He started his emerging project (Logic Study), which is an application for university students that provides them with explanations and online courses on study materials for faculties of engineering, and his project is called Logic Study and seeks to develop it. Orange Corners), which is a program provided by the Dutch Embassy. The support was represented by a training period of 6 months. A group enters for this training, through which they learn what they need from raw materials, how to price products and study the market, as well as introducing them to how to choose cadres that can work as a team with him. And how to expand his work, and a lot of training insights that make him think about what is the result of the next step, so he knows how to manage his project. As for the second support, it represents financial support from 300 to 400 euros in the form of monthly payments, and at the end of the training, he must prepare himself with his full application in order to obtain a reward of 2400 euros in the form of products or services, for example, the service may be related to marketing, they provide a service related to marketing, or he needs Products may be as much as 2400 euros. Now he has a website and he also has pages on the communication sites Telegram and Instagram, and the most important thing he reached is to create an electronic application, i.e. an icon (Logic Study) that can be downloaded from the Play Market store) or (Apple store), Ali faced cultural discrimination in terms of the family being He wants to become an entrepreneur. In the beginning, his family did not believe in his idea, and he had to cancel the idea of innovating his emerging project, but he had to hide the matter from his family and entered into other policies to develop his own project until his project saw the light, while the challenges he faced from the community were represented by fear of electronic payment in particular. This is due to the lack of awareness of bank credit cards such as the MasterCard, because the purchase of courses and explanations requires electronic payment, so sometimes the student needs this course, as these coupons work with a specific code linked to the application of the icon. At the time of the demonstrations, when the Internet was completely cut off, and this constituted the major obstacle for students looking for someone to help them explain their lessons, then followed by a period of curfew at the time of the global Corona pandemic, as teaching became electronic and it was difficult for the student to reach a study gathering with friends or even access To them, where

the biggest challenge is that the movement of the world unanimously is paralyzed and the ways of communication on the ground are limited, only electronic communication is the best for them. It was also affected by commercial instability due to the change in the exchange rates of the dollar, which in turn focused on the field of political instability as a result of the succession of governments. There are tools that he imports from abroad, which became difficult for him and cost him a lot during that period. Until the dollar exchange rate stabilized (1720 to 1320).

The researcher concludes: The Iraqi society in general lacks awareness of electronic payment methods, except for a few of them, that the development of electronic dealing will facilitate the work of many entrepreneurial projects, and to lead Iraq towards the development of entrepreneurial projects faster, and provide an electronic platform, i.e. the adoption of electronic governance in this regard, as it is Most of the new pioneers hope that the state will legislate laws pertaining to preserving the idea of the owner of the entrepreneurial project.

B. Mays Designer Owner of a project to design sustainable and environmentally friendly spaces

She is 33 years old, she did not like her precise university major, as she decided to follow her passion in the art of design, so she decided to go back to school and enter vocational education schools and obtained a sixth preparatory certificate specialized in applied arts, to design the art of interior decoration, in vocational education they did a job Courses for the year 2021 in the Baghdad Chamber of Commerce on entrepreneurship, as it confirms that it belonged to these courses through an announcement, and these were the beginnings through the government sector, in entering the world of entrepreneurship, and that the duration of one course is three days for 5 hours, and at the end of the course it was She was encouraged by the course supervisors, including (A.F.) Director of the Entrepreneurship Department at the Baghdad Chamber of Commerce, to continue in this field and open her own business project, and enter the market as an entrepreneur specialized in the art of interior design, and after that she obtained several additional courses and workshops It enabled her to reach more progress in the field of design, and she obtained 6 additional certificates related to the field of marketing, market feasibility study, financial accounting, and others. She describes these courses as intangible courses and not 100% comprehensive like university studies, and she was among the first batch to train the Entrepreneurship Department In the Baghdad Chamber of Commerce. Its project produces furniture and tools that are sustainable and recyclable without carbon emissions, and its work specializes in designing sustainable and friendly spaces for people with special needs, and aims to provide innovative design solutions of high

quality that are compatible with the changing needs of all people, and its project aims to provide design and implementation services for sustainable and friendly designs For the environment, which improves the quality of life, meets the needs of people with disabilities, and contributes to protecting the environment and preserving natural resources, although she is a graduate of Islamic sciences from Imam Al-Kadhim University, majoring in Sharia and Law.

It is worth noting that the participants did not receive any financial support, even the fees for the courses are symbolic, because the Baghdad Chamber of Commerce is self-financing, so they do not have government financial support, but they have links with government agencies, and they can make facilities or discounts in order to register emerging and small projects, and they can also By getting to know the owners of banks through their knowledge relations so that the participants can obtain loans, if any, most of the facilities are also simple and moral, and they can also connect them to organizations, such as the Norwegian Organization (NRC)) based in Baghdad - Mansour Al-Dawoodi. Through this organization, it was clarified that the International Trade Center has a project called the SAVY project, which is a program interested in agricultural and climate projects, and the Norwegian organization (NRC) was assigned to work on it.

In turn, she is very grateful to the Baghdad Chamber of Commerce for its intellectual contribution towards change for the better.

After that, I participated in the Pioneers program for the year (2021) by advertising on the social media page (the station), and the existence of a pioneering institution such as the station that has training programs such as the (Raidat) program is a turning point in the life of the entrepreneur, for the better, in addition to introducing them to new people throughout their entrepreneurial journey.

Major Mays at that time was suffering from a lack of family support for her, so there was no encouragement to enter the field of entrepreneurship and establish her own business, even though she came from an old, educated and cultured family, and they encouraged her to join to be an employee in the government sector, and she is married to a well-known man In the media, but his vision of the idea of society is that he still cannot distinguish between businesswomen and entrepreneurs, and that the support of many organizations to support women has exceeded the limit and dominates the ideas of society, and that the man has begun to diminish his role in supporting and supporting women, so the attendance of media women to a symposium Concerning entrepreneurship and businesswomen, this causes confusion of many concepts with each other, as she confirms that the biggest challenge that the

pioneer faces is the community and the society's view is dominant. Its wooden designs consisting of wood, palm fronds, papyrus reeds and other natural resources available in the Iraqi environment without causing any carbon emissions, especially since the project is new and needs a longer time, and if you try to apply for a grant through the GIZ organization, each organization imposes its own conditions with certain criteria The grant is based on scrutiny and scrutiny in the success of the project and its work. For example, the GIZ differs in setting standards from the IOM organization, and so on. Most of them, before registration, ask for a corporate registrar for the project, and the identity of the Baghdad Chamber of Commerce. Frequent follow-up and procedures, and he must take into account his time and the costs of his expenses by attending all these workshops, she continues, she had the opportunity to apply for a grant provided by the IOM organization, and this grant may be estimated at 30 thousand dollars, and applying for it is difficult Very much, but she worked hard through transactions for a period of two weeks to obtain this grant. The goal was to set up a carpentry workshop, and to obtain carpentry machines to start her own project on the ground, and due to the abundance of scrutiny and scrutiny from the organization's committees, she had to write all the fine details of the work What is the type of machinery, what is its name, what is its size, from which market will you buy it and what is its price, and how many Iraqi labor hands will you work with in this pioneering project, and the organization will buy you all these requirements for the equivalent of the amount of 30 thousand dollars only,

But here is what stopped her because she is a woman who cannot go alone to ask questions in an industrial market, courses and seminars. And that she really does not have a place or an office with enough space to be a carpentry workshop, and if it exists, then the amount does not meet the need for rent and payment for the labor force. And after the approval was granted and the work on the project began, there is a follow-up committee by the organization. Is the work valid? This is considered as assistance in opening a large carpentry workshop, and the assistance does not change the reality and does not raise from one case to another, because the issue cannot be lied about, so it withdrew from Presentation despite the tiring of trying.

In addition to that, you give an example sometimes when the pioneer needs a specific need, for example, of \$1,000, so the pioneer must pay 20% of its total amount, then he must give an amount of \$300 to buy that need, and the amount of assistance is only \$700, which means it must be a participation from both parties.

The process of obtaining licenses is a very complex subject in Iraq, and the supplies available in the Iraqi market. There is difficulty in obtaining the necessary materials, as most of them are imported from outside Iraq. The design stage is easier than implementation, as there are no materials related to sustainability in Iraq, and the pioneer herself may be ridiculed. If you ask for something that does not contain carbon emissions, is not harmful to humans, or something that is not from outside Iraq, then the issue of sustainability is considered a government-oriented issue more than it is being worked on individually, and that there are changes that depend mainly on the government and its direction of sustainability projects, that this The issue contains details and most of its arrangements are governmental, and if the entire society moved towards change through collective awareness, they might get a result in the near future.

The researcher concludes: Indeed, there is a confusion between the concept of entrepreneurship and businesswomen in society, despite the large number of seminars that are held in order to attend new entrepreneurs and learn about their projects, but it highlights the presence of a number of media women or those who are visible on the social media arena. They are highlighted, and here intellectual confusion occurs among the audience, but if we want to clarify the difference between the two concepts, then the pioneering person, as defined previously, is the one who invents a specific thing, it may be an idea and tries to innovate and develop it to be implemented on the ground and in which it is beneficial. And a return that accrues to him and the community, and he bears high levels of risk, and he considers his main means to be innovation and risk, as he is the one who encounters a problem in the market and searches for a solution in an easy, innovative and new way, and he may turn it into a project. For example, Bill Gates, the inventor of the global company Microsoft and many others.

While a businessman or businesswoman is a person who seizes the opportunity and enters into deals, and tries to profit and increase his profits, and he may be the owner of a private or large establishment or a large shareholder who has many ownership shares, manages commercial and industrial activities for a specific company, his goal is to obtain revenues from sales By using a mixture of physical, intellectual and human capital, and thus drives the wheel of economic growth for the purpose of cash flow, just as the Iraqi society is very much bound by customs and traditions, so it was very difficult to form the idea of a pioneering woman who can work in any field and place, and the method of risk It is a characteristic of a successful entrepreneur. Following their passion and implementing their plans on the ground prompts them to accept sacrifice in the entrepreneurial field. There are no laws that protect entrepreneurs and facilitate the registration of their business operations. Also, the bureaucracy in Iraq needs a lot of modifications to facilitate the operations of new entrepreneurs. Pioneers with an innovative idea. The entrepreneur should always have alternative plans because he may face external risks that he must face. That is why when they try to obtain an electronic application, this may be a substitute for at least three workers, when work stops, just as the Corona pandemic swept the world and they announced a complete closure.

Inferential statistics

Test the study hypotheses

Main Hypothesis H1: There is an effect of entrepreneurship on facing challenges in the Iraqi market.

To test the main hypothesis, the items as a whole were selected for the dependent variable, and multiple regression analysis was used.

Table No. (2): Results of the standard multiple regression analysis test for the impact of entrepreneurship on entrepreneurship

Coefficients				ANOVA			Model Summary		Independent variable
Sig.*t.	T.	β	Sig.*F	DF	F.	(R ²)	(R)		
0.000	8.255	0.605	0.000	1	Regression	68.146	0.366	0.605	leading businesses
				118	residuals				
				119	the total				

The above table shows the impact of entrepreneurship on the Iraqi market. The results of the statistical analysis showed that there was a statistically significant effect at the level of significance ($0.05 \geq \alpha$), as the correlation coefficient R was (0.605) at the level of ($0.05 \geq \alpha$), which is a medium value. As for the coefficient of determination R², it amounted to (0.366), meaning that what is worth (36%) of the changes in the market of Iraqi society is obtained as a result of entrepreneurship, and the significance of this effect is confirmed by the value of F calculated for the impact model, which amounted to (68.146), which is a function at the level ($=0.000$). sig) compared to the tabular value of F, which has a value of (2.98), and the results of the analysis of the regression coefficients (Coefficients) showed that the value of the influence coefficient β reached (0.0.605) for the coefficient of entrepreneurship at the calculated value of T, which amounted to (8.255), which is a function at the level ($0.000 = .sig$). This

confirms the significance of the regression coefficient, and it has been shown through the calculated value of F compared to the tabular value of F, that there is a statistically significant path between the sub-variables and the dependent variable, and accordingly we accept the main hypothesis.

6.4.1.1 The first sub-hypothesis H1-1: There is a statistically significant effect of entrepreneurship on facing the challenges associated with political instability at a significance level less than or equal to 0.05

To test this hypothesis, the appropriate paragraphs were chosen in the dependent variable, which are related to political stability, namely (1, 3, 9, 10, 14), and multiple regression analysis was used.

Table No. (3): Results of the standard multiple regression analysis of the impact of political stability on entrepreneurship

Coefficients				ANOVA			Model Summary		dependent variable	
Sig.*t.	T.	β		Sig.*F	DF	F.	(R ²)	(R)		
0.000	6.938	0.182	leading businesses	0.000	1	Regression	48.140	0.290	0.538	political stability
					118	residuals				
					119	the total				

The above table shows the impact of political stability on entrepreneurship. The results of the statistical analysis showed that there was a statistically significant effect at the level of significance ($0.05 \geq \alpha$), as the correlation coefficient R was (0.538) at the level of ($0.05 \geq \alpha$), which is a medium value. As for the coefficient of determination R², it amounted to (0.290), meaning that (29%) of the changes in entrepreneurship occur due to political stability. sig) compared to the tabular value of F, which has a value of (2.98), and the results of the regression coefficients analysis showed that the value of the influence coefficient β reached (0.182) for the entrepreneurship coefficient at the calculated T value, which amounted to (6.938), which is a function at the level (0.000 = sig). This confirms the significance of the regression coefficient, and it has been shown through the calculated F value compared to the tabular value of F, that there is a statistically significant path between the sub-variables and the dependent variable, and accordingly we accept the hypothesis that states

H1: Entrepreneurs in Iraq face challenges associated with political instability.

6.4.1.2 The second sub-hypothesis H1-2: There is an effect of entrepreneurship on facing the challenges associated with the continuation of conflict and sanctions, and the ability to access international markets at a significance level less than or equal to 0.05.

To test this hypothesis, the appropriate paragraphs were chosen in the dependent variable, which are related to conflicts and penalties, namely (4, 6, 7, 8, 12).

Table No. (4): Results of the standard multiple regression analysis of the impact of conflicts and penalties on entrepreneurship

Coefficients				ANOVA			Model Summary		dependent variable	
Sig.*t.	T.	β		Sig.*F	DF	F.	(R ²)	(R)		
0.000	6.341	0.192	leading businesses	0.000	1	Regression	40.205	0.254	0.504	Conflicts and penalties
					118	residuals				
					119	the total				

The above table shows the impact of conflicts and penalties on entrepreneurship. The results of the statistical analysis showed that there was a statistically significant effect at the level of significance ($0.05 \geq \alpha$) for conflicts and penalties on entrepreneurship, as the correlation coefficient R (0.504) at the level ($0.05 \geq \alpha$), which is a medium value. As for the coefficient of determination R², it amounted to (0.254), meaning that its value is (25%) of the changes that occurred in entrepreneurship due to conflicts and penalties, and confirms the significance of this effect. sig) compared to the tabular value of F (2.98). The results of the analysis of the regression coefficients showed that the value of the effect coefficient β was (0.192) for the risk response coefficient at the calculated T value, which amounted to (6.341), which is a function at the level (0.000 = .sig). This confirms the significance of the regression coefficient, and it has been shown through the calculated value of F compared to the tabular value of F, that there is a statistically significant path between the sub-variables and the dependent variable, and accordingly

We accept the hypothesis that:

6.4.1.3 Hypothesis H1-2: Entrepreneurs in Iraq face challenges in accessing international markets due to ongoing conflict and sanctions.

6.4.1.4 The third sub-hypothesis H1-3 There is an effect of entrepreneurship on facing the challenges associated with the lack of legislative laws that protect them at a significance level less than or equal to 0.05.

To test this hypothesis, the appropriate paragraphs were chosen in the dependent variable, which are related to conflicts and penalties, namely (2, 5, 11, 13, 15).

Table No. (5): Results of the standard multiple regression analysis test for the impact of laws on entrepreneurship

Coefficients				ANOVA			Model Summary		Dependent variable	
Sig.*t.	T.	β		Sig.*F	DF	F.	(R ²)	(R)		
0.000	11.981	0.295	leading businesses	0.000	1	Regression	143.540	0.549	0.741	swaL
					118	residuals				
					119	the total				

The above table shows the impact of laws on entrepreneurship. The results of the statistical analysis showed that there was a statistically significant effect at the level of significance ($0.05 \geq \alpha$) for the lack of laws protecting entrepreneurs, as the correlation coefficient R (0.741) at the level ($0.05 \geq \alpha$). As for the coefficient of determination R², it amounted to (0.549), which is a high impact value, meaning that its value is (54%) of the changes that occurred in entrepreneurship resulting from the absence of laws, and confirms the significance of this effect. At the level of ($0.000 = .sig$) compared to the tabular value of F, which has a value of (2.98). The results of the analysis of the regression coefficients showed that the value of the impact coefficient β was (0.295) for the risk response coefficient at the calculated T value, which amounted to (11.981), which is a function at the level of ($0.000 = .sig$). This confirms the significance of the regression coefficient, and it has been shown through the value of F calculated compared to the value of tabular F, that there is a path with statistical significance between the sub-variables and the dependent variable, and accordingly, we accept the hypothesis that states that entrepreneurs in Iraq face challenges associated with the lack of legislative laws that protect them.

5. Conclusion and Recommendations

In this chapter, the researcher will address the results of the study that she analyzed through the method of retrospective interviews and graphic analysis, in the fourth chapter, and will compare them with previous studies, and the researcher will make special and general recommendations based on the results of this thesis. The conclusions are general, since the subject of entrepreneurship is not specialized in one field or specialization, so some think that it is specialized in the field of economics, economic development and sustainability, but it revolves in a round circle in social sciences, entrepreneurship is linked to modern economic sciences, the science of organization management, accounting science, and statistics And everyone who enters the field of entrepreneurship focuses on creativity and innovation in the following fields, including economics, accounting, marketing, consulting, design, translation, photography, trade, etc. from the new fields that are inexhaustible... And the possibility of achieving the success of any entrepreneurial project is from one of These elements, the country must be politically stable, and not suffer from political and economic pressures, and the results of the research were as follows:

Iraq has been suffering for a long period of time from political instability and fluctuation in the stability of its

infrastructure, that is the reason for the closure of society in several periods of time, despite the confirmation of the commitment of the researcher’s study based on sources close to ten years until the present time, but it is worth noting Iraqi society closed before 2003 as a result of imposing sanctions on it, then society opened up to neighboring peoples and countries after 2003, but there remained some conflicts and internal divisions and lack of security and political stability. Then society closed intellectually after the 2014 ISIS war, and after its victory over the ISIS war, it returned to open The world to keep pace with the technological development that the world is going through, so there is a close link between political stability and society and the lack of legislative laws that protect entrepreneurship and its pioneers, which is considered a modern and emerging science in Iraq.

Lack of infrastructure integration as a result of the many wars that Iraq waged, and many factories were negatively affected by it. Despite the large number of primary resources in Iraq, it suffers from the scarcity of some raw materials for the simplest Entrepreneurship project.

Enacting laws that preserve the idea of the owner of the entrepreneurial project, allocating a sum of money from the state budget to the Baghdad Chamber of Commerce to supplement the trainees in their training programs, and

establishing a private bank to help develop entrepreneurial projects to facilitate borrowing operations will contribute greatly to accelerating entrepreneurial projects.

Spreading a culture of awareness towards electronic payment contributes to the development of automation operations in Iraq by relying on electronic governance, which will help Iraq towards the development of many entrepreneurial projects.

Attracting those who have pioneering ideas and projects that they carried out abroad and attracting them to Iraq to implement their projects in it, and providing them with all they need in terms of material or moral support and facilities to be role models or trainers for new pioneers. Some age groups have experience in the entrepreneurial field that enables them to provide training courses for new entrepreneurs, or they have the idea of establishing entrepreneurial businesses, because entrepreneurial work is not limited to a certain age group of young people, and this step is commensurate with the government program that Iraq will provide through (Riyada initiative) for the year 2023.

The presence of business incubators such as entrepreneurial institutions, the business incubator (Al Mahatah), business accelerators (Capita) and other training centers available in the governorates of Iraq, support entrepreneurs by providing consultations and training that pushes any entrepreneurial project to emerge and be based on reality.

The complex bureaucracy in the structures of state administration institutions in terms of their distribution to administrative authorities, tax laws and registration costs that apply to small companies as they apply to large companies contribute to obstruction in most entrepreneurial projects. There is confusion between the concept of entrepreneurship and ordinary business, but a distinction must be made between them. An entrepreneur is someone who creates a solution to a problem, in an easy and new way, and may turn it into a project, while a businessman is a person who seizes the opportunity and enters into deals and tries to make a lot of profits for the purpose of obtaining revenue from sales.

Entrepreneurship is a cornerstone for the advancement of the local community, and the attempt of some pioneers to join the governmental public sector is only a means to provide them with a fixed source of funding so that it helps them finance their own project, and some have the ability to create and innovate, but when they get a fixed income they turn a blind eye to their project. They only go to work.

The pioneers prefer that there be governmental financial support provided to the pioneers more than the support

provided by international organizations in order to be far from the ideology of thought, but it is like the Arab countries that relied on themselves to provide entrepreneurs with everything they need to rise in the level of progress of their countries in various levels, as in the Kingdom Saudi Arabia, the United Arab Emirates, Qatar, Egypt and Jordan in a very short record time.

If all the capabilities that allow the entrepreneur to innovate and advance in his innovative project are available, he still bears the highest levels of risk and sacrifice, and he must have alternative strategic plans in a timely manner in order to complete his project.

The development of the entrepreneurship sector, in cooperation with the joint work space in the private sector with the government sector, acts as a dynamic engine to stimulate the forces affecting this important pioneering sector, which creates a productive environment that stimulates the creation of ideas, creativity and entrepreneurial innovation. Business in Iraq to allocate part of the state budget to support the entrepreneurial sector that contributes to the growth of the country, such as establishing a ministry specialized in the field of pioneering work. And enacting laws and legislation that protect entrepreneurs, to protect creative ideas from theft, including laws that protect patents and intellectual property rights. And the enactment of legislative laws that protect entrepreneurs if work is done in partnership with investors in limited proportions that protect the owner of the entrepreneurial idea, to facilitate the process of entrepreneurial networking with investors. And getting rid of the bureaucracy hanging over state institutions, which delays the progress of registration processes. Exempting entrepreneurs from tax fees that burden them with reluctance to register their emerging projects. In order to ensure that one project is not repeated more than once, a unified database has been created containing all the details of the entrepreneurship sector and pilot projects, for easy access to these projects in the event of investment or international competitions and prizes. And financing pioneering projects by the government for free, to ensure their survival and continuity, such as their access to services (water, electricity, and internet service at low prices) and spreading awareness through educational institutions, setting up committees that frequent schools, institutes and universities, in order to raise public awareness of the concept of entrepreneurship to encourage them. To start with the principle of establishing a private business that will benefit him and the community for the general benefit, rather than the idea of going to the servitude of the job in the government sector. Providing an appropriate infrastructure that keeps pace with the global development to transfer global experiences and gain experience from outside Iraq, so that new skills and new partnerships are acquired, thus strengthening the foreign

relations of entrepreneurs. And the opening of a specialized department for entrepreneurship in Iraqi universities, as this field has administrative, economic, accounting, marketing, statistical, developmental, and social diversity, as it is based on the development of handicrafts and creativity in them, and the development of innovative ideas and creativity in them. And the establishment of business incubators specialized in all sectors to ensure specialization in the productivity of the project.

Spreading awareness by increasing the entrepreneur's family and introducing them to the importance of entrepreneurship, its proper concept in society, and trying to involve the family in these projects to reduce work pressure on the entrepreneur. And raising the level of service provision by incubators to be parallel with business incubators in developed countries in terms of funding and not just limited to support (technical, administrative, supervisory, and logistical). And providing appropriate financial support after carefully studying the size of the incubated projects, so that the amount provided is not small and the project fails, or it is more than required, as some do not receive the appropriate amount, and the entrepreneur gets frustrated. And helping the entrepreneurs' products to reach the markets, under the supervision of business incubators and business accelerators for a period of six months after the end of the incubation period, to achieve profit easier through marketing in modern ways. And facilitating obtaining loans through banks or civil society institutions, with very soft or zero interest, and on very simple conditions, in order to facilitate entrepreneurship and ensure its continuity. And financial support for training centers that stimulate entrepreneurship, creativity and innovation programs, especially in distressed and marginalized areas such as Medina Mosul, which suffered from the devastation of the ISIS war after 2014. Building trust between entrepreneurs, the private sector, and the government sector from the Baghdad Chamber of Commerce, the Ministry of Commerce, the Ministry of Industry, and federations and syndicates, if any, so that the system becomes integrated. And benefit from the cumulative experiences of some people in various disciplines by involving them in conducting seminars, workshops and training in order to convey the concept of entrepreneurship that is suitable for working in various entrepreneurial fields.

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