



EUROPEAN  
INTERNATIONAL  
UNIVERSITY



### COVER PAGE AND DECLARATION

	<b>Master of Business Administration (M.B.A.)</b>
<b>Specialisation:</b>	Marketing & Sales
<b>Affiliated Center:</b>	CEO Business School
<b>Module Code &amp; Module Title:</b>	MGT590: Challenges facing entrepreneurs and ways to solve them in United Arab Emirates
<b>Student's Full Name:</b>	Mohammed Abdelmonem Abdalla Wahba
<b>Student ID:</b>	EIU2020791
<b>Word Count:</b>	5373
<b>Date of Submission:</b>	4/5/2023

I confirm that this assignment is my own work, is not copied from any other person's work (published/unpublished), and has not been previously submitted for assessment elsewhere.

---

**E-SIGNATURE:** \_\_\_\_\_ **Mohammed Wahba** \_\_\_\_\_

**DATE:** \_\_\_\_\_ **4/5/2023** \_\_\_\_\_

---

#### **EIU Paris City Campus**

**Address:** 59 Rue Lamarck, 75018 Paris, France | **Tel:** +33 144 857 317 | **Mobile/WhatsApp:** +33607591197 | **Email:** [paris@eiu.ac](mailto:paris@eiu.ac)

#### **EIU Corporate Strategy & Operations Headquarter**

**Address:** 12th Fl. Amarin Tower, 496-502 Ploenchit Rd., Bangkok 10330, Thailand | **Tel:** +66(2)256923 & +66(2)2569908 |

**Mobile/WhatsApp:** +33607591197 | **Email:** [info@eiu.ac](mailto:info@eiu.ac)

## Contents

<b>Chapter 1: Abstract</b> .....	2
<b>Chapter 2: Rationale for the Research</b> .....	3
<b>Background of the study</b> .....	3
<b>Chapter 3: Research Questions &amp; Objectives</b> .....	5
Research Objectives .....	5
<b>Chapter 4: Literature Review</b> .....	6
<b>4.1 Literature Review</b> .....	6
<b>Chapter 5: Methodology</b> .....	10
<b>5.1 Description of participants of the study</b> .....	10
Description of participants of the study.....	10
<b>5.2 Description of intervention (treatment) and/or Data collection tool(s)/material(s)</b> .....	12
<b>5.3 Detailed and descriptive data collection Procedure.</b> .....	13
<b>Chapter 6: Research findings and data analysis</b> .....	17
<b>Chapter 7: Conclusion, Implications and recommendation</b> .....	27
<b>7.1 Implications</b> .....	28
<b>7.2 Recommendations</b> .....	28
<b>References</b> .....	29
<b>Appendix</b> .....	32

## **Chapter 1: Abstract**

The current research addresses the challenges facing entrepreneurs and ways to solve them in the United Arab Emirates. The main objective of the current research is to identify the most important challenges facing the business narrative and to address the appropriate solutions. The importance of the study lies in the existence of many challenges facing entrepreneurs in the United Arab Emirates, hence the importance of this study in searching for a set of solutions that can serve as practical solutions that entrepreneurs can use to solve the various challenges, they face in the work environment. Our study is descriptive. It depends on quantitative data where a questionnaire is used to investigate Challenges facing entrepreneurs and ways to solve them in United Arab Emirates. Sample was 306 One of the entrepreneurs in the United Arab Emirates. The questionnaire consisted of a set of graduated questions that start with personal data and then include a set of questions and phrases that measure the extent of these challenges that are encountered with entrepreneurs in United Arab Emirates. Sample is group of 306 of Entrepreneurship in Diversified Companies in UAE .The findings of the study confirmed the existence of a group of challenges related to a group of personal reasons in addition to a group of social problems and financial challenges facing business narrators. Finally, In the business environment and with the advancement of technology, there has been a great development in the business world, many successful entrepreneurs appear in companies.

## **Chapter 2: Rationale for the Research**

### **Background of the study.**

As defined by the Business Dictionary, an entrepreneur is someone who is both able and willing to take the initiative necessary to organize a firm and the associated risks in order to generate a profit. An entrepreneur, as defined by (Lohitkumar, 2016) , is someone who sets out to ensure his or her own financial security and success. Entrepreneurs, in this sense, are the people who will be engaged in this business field; they are the ones who will organize and run firms. They are the ones who create the goods and services we use every day. Entrepreneurs, are not only responsible for boosting national GDP but also for enhancing customers' quality of life and resolving issues they encounter in today's rapidly evolving environment. Nonetheless, all business owners, and especially new business owners with little experience, face obstacles on the way to success. Since they are still finding their feet in the business world, new entrepreneurs face a number of obstacles, both internal and external, that can make progress difficult. Since this is the case, this paper will go into depth on the many internal and external difficulties encountered by new business owners. As an added bonus, helpful recommendations for coping with difficulties will be provided. (TIWARI, 2017) Female entrepreneurs in the Arab world face cultural and institutional barriers. Many studies have integrated perspectives on gender, identity, and communication into in-depth analyses of the lives of Emirati women business owners in response to the call for feminist theory in entrepreneurship research. Narrative analysis demonstrates that fostering partnerships with men is an effective and complementary strategy for overcoming contextual obstacles and achieving empowerment. Emirati women business owners' efforts to strategically establish opportunities through discursive interactions with males are illustrative of the complex identity work they do. (Erogul, Rod and Barragan, 2016)

The main difficulties that entrepreneurs face In the UAE appear when searching for new employees and attracting customers. Every fifth entrepreneur faces difficulties associated with accounting and document management. Also, difficulties arise in matters of renting, purchasing equipment, organizing jobs, and so on. It is often difficult for entrepreneurs to establish business with contractors and

suppliers, as well as to increase sales. Aspiring entrepreneurs need to learn new professions when starting their own business, including studying marketing and advertising in order to know where and what tools to promote goods or services. Of course, there are now many opportunities to do this effectively. But there is so much information that it is not easy for someone who has never done marketing before to deal with this volume. In this regard, many fail in operational processes. The past year showed that not everyone was prepared for the crisis. The situation with COVID 19 was relatively new and almost everyone had to get out of their comfort zone. But even if we take “peacetime”, entrepreneurs have other factors to worry about, for example, changing laws affecting business, sudden changes in business conditions with partners, change in demand structure, entry into the market of strong competitors, etc. (Adamu, 2020)

## Chapter 3: Research Questions & Objectives

From industry leaders to small and medium-sized enterprises with weak strength, entrepreneurs are deeply shocked by the changes and upheavals of the past two years. On the one hand, there is an economic slowdown, a new coronary pneumonia epidemic, Sino-US trade frictions, shrinking consumer demand, changes in industrial policies, and so on. Unfavorable factors, on the other hand, reform and opening up in the next 40 years, national economic transformation, high-tech development, mobile Internet era, e-commerce, 5G and other new opportunities. Under the combined influence of various factors, we are now at a great juncture of change and transformation (Makar Vandefan, 2019). The biggest challenge facing organizations today is facing the future, not inheriting the past. These are the most important questions that will be discussed in the current research:-

- What are the challenges facing entrepreneurs working in the United Arab Emirates?
- How can these challenges be addressed?
- What are the effective strategies that can be followed in order to address the challenges facing entrepreneurs in the United Arab Emirates?

### Research Objectives

When writing a research paper, the writer thinks critically about the problem, conducts careful research, evaluates the research process and sources of information, organizes ideas, and begins writing.

- Introducing the most important challenges facing entrepreneurs in the United Arab Emirates.
- Highlighting the impact of these challenges in hindering business among entrepreneurs in the United Arab Emirates.
- Introducing the most important solutions that can be followed in order to reduce the challenges facing entrepreneurs in the United Arab Emirates.

## Chapter 4: Literature Review

### 4.1 Literature Review

1 Study by Adamu (2020) explained that Entrepreneurs are more interested in domestic economic trends and industrial policy adjustments, and are worried about making errors in judgment or missing out on good opportunities. They especially like to discuss problems faced by a certain domestic company and their own perspectives, hoping to learn from them. The **objective** of this study by Adamu (2020) was to identify the challenges faced by unbanked agribusiness entrepreneurs towards accessing bank accounts. The **methodology** used was a qualitative approach, specifically a case study design, which involved the use of interviews and focus group discussions to collect data from 30 unbanked agribusiness entrepreneurs in Nigeria. The **findings** revealed that the major challenges faced by unbanked agribusiness entrepreneurs in accessing bank accounts included lack of awareness and knowledge of banking services, high account opening requirements, inadequate financial literacy, and poor infrastructure.

2 The study by Makar Vandefan (2019) **aimed** to assess the institutional founding sources and challenges faced by women entrepreneurs in Nigeria. In **methodology**, The research employed a qualitative approach and utilized a case study design, where data was collected from 30 women entrepreneurs in Nigeria through in-depth interviews and focus group discussions. The study **found** that the main institutional sources of funding for women entrepreneurs were microfinance institutions, cooperatives, and government agencies.

3 The study by Zahara, Muslimin, and Chintya Dewi Buntuang (2022) **aimed** to investigate the impact of marketing innovations and business plans on business sustainability during the COVID-19 pandemic. In **methodology**, The study employed a quantitative approach and utilized a survey questionnaire to collect data from 150 small and medium-sized enterprises (SMEs) in Indonesia. The study **found** that marketing innovations and business plans had a significant positive impact on

business sustainability during the COVID-19 pandemic. Specifically, the study found that marketing innovations such as digital marketing, social media marketing, and e-commerce adoption were positively related to business sustainability. Additionally, having a well-developed business plan was found to be positively related to business sustainability.

4 The study by Adula and Kant (2022) aimed to explore the challenges faced by women entrepreneurs in the Horn of Africa in their entrepreneurial activity. The **objectives** of the research were to identify the specific challenges faced by women entrepreneurs in the region, to examine the impact of cultural and societal barriers on women's entrepreneurial activity, and to suggest strategies to address these challenges. The **methodology** employed was an interpretative phenomenological perceptual study approach, where data was collected through in-depth interviews with 15 women entrepreneurs from Ethiopia, Somalia, and Eritrea. The **findings** of the study revealed that women entrepreneurs in the Horn of Africa faced several challenges, including limited access to finance, lack of business skills and knowledge, cultural and societal barriers, limited access to markets, and challenges related to family responsibilities and societal expectations. These challenges often hindered their ability to fully engage in entrepreneurial activities.

5 The study by Gosztanyi (2022) aimed to Investigate the impact of the COVID-19 pandemic on Hungarian entrepreneurs' perception of business opportunities. The **objective** of the research was to explore whether COVID-19 had a positive or negative effect on the perception of business opportunities among Hungarian entrepreneurs. **Methodology**, The research employed a quantitative approach and utilized a survey questionnaire to collect data from 150 entrepreneurs in Hungary. The **findings** of the study revealed that COVID-19 had a positive impact on the perception of business opportunities among Hungarian entrepreneurs. Specifically, the study found that entrepreneurs perceived opportunities in areas such as e-commerce, healthcare, and digital marketing.



6 The study by Maziriri and Madinga (2016) aimed to Investigate the challenges faced by entrepreneurs living with physical disabilities within the Sebokeng Township of South Africa. The **objective** of the research was to identify the specific challenges that entrepreneurs with physical disabilities face in starting and running their businesses. The **methodology** employed was a qualitative approach, specifically a case study design, where data was collected through in-depth interviews with 10 entrepreneurs with physical disabilities. The **findings** of the study revealed that entrepreneurs with physical disabilities in Sebokeng Township faced several challenges, including limited access to finance, lack of support from family and friends, limited access to markets, inadequate infrastructure, and discrimination.

7 The study by Bansode (2023) aimed to explore the accessible opportunities and challenges faced by scheduled caste entrepreneurs in Western Maharashtra, India. The **objective** of the research was to identify the specific opportunities available to scheduled caste entrepreneurs and to examine the challenges they encounter in establishing and running their businesses. The **methodology** employed was a qualitative approach, specifically a case study design, where data was collected through in-depth interviews with 20 entrepreneurs from scheduled caste communities in Western Maharashtra. The **findings** of the study revealed that scheduled caste entrepreneurs in the region had access to various opportunities, such as government schemes and subsidies, training and development programs, and networking opportunities.

8 The study by Chauhan, Agrawal, and Tiwari (2022) aimed to review the problems and challenges faced by women entrepreneurs in Uttarakhand, India. The **objective** of the research was to identify the specific challenges that women entrepreneurs face in starting and running their businesses in the region. The **methodology** employed was a literature review, where data was collected from various sources, including academic journals, books, and government reports. The **findings** of the study revealed that women entrepreneurs in Uttarakhand faced several challenges, including limited access

to finance, lack of business skills and knowledge, societal and cultural barriers, limited access to markets, and poor infrastructure.

9 The study by Ishfaq, Khoohara, and Wadood (2022) aimed to investigate the role of psychological capital in dealing with business challenges faced by entrepreneurs. The **objective** of the research was to explore how psychological capital, which includes optimism, hope, resilience, and self-efficacy, can help entrepreneurs overcome the challenges they face in starting and running their businesses. **In methodology**, The research employed a quantitative approach and utilized a survey questionnaire to collect data from 200 entrepreneurs in Pakistan. The **findings** of the study revealed that psychological capital played a significant role in helping entrepreneurs deal with business challenges.

## Chapter 5: Methodology

### 5.1 Description of participants of the study

#### Description of participants of the study

The study had a total of 306 participants, with 59.2% male and 40.8% female. The majority of the participants were aged more than 36 years, while were between 26-36 years and were between 18-25 years. In terms of education level, of the participants had a 4-year college degree, had a 2-year college degree, had some college, had a high school diploma, had a master's degree, had a professional degree, had less than a high school diploma, and had no education. In terms of employment status, were wage employees, were self-employed business persons, were students, were professionals, had other employment status, and 6.9% were jobless. The demographic characteristics of the study sample provide valuable information about the population of entrepreneurs in the context of the study, which was not specified. For example, the high proportion of self-employed business persons may suggest that the study was conducted among a population of entrepreneurs or aspiring entrepreneurs. Additionally, the participants' education level suggests that the sample was relatively well-educated, which could have implications for their access to resources and opportunities. However, it is important to note that the study did not report any information about the participants' socioeconomic status, ethnicity, or other demographic characteristics that could have important implications for the challenges they face as entrepreneurs. Furthermore, the study did not report on any significant differences in psychological capital between male and female participants, which could have important implications for promoting gender equality in entrepreneurship. Overall, while the study provides valuable information about the participants' demographics and preferences, further research is needed to fully understand the challenges faced by entrepreneurs in the context of the study and to develop effective strategies to promote their success. The study included a diverse group of participants in terms of gender, age, education level, and employment status. The majority of the participants were male, which is consistent with the general trend of men being more likely to pursue entrepreneurship. However, it is important to note that

over 40% of the participants were female, indicating that there is also a significant number of women who are interested in entrepreneurship.

The age distribution of the participants suggests that the study sample included individuals at different stages of their careers. The majority of the participants were over the age of 36, indicating that the study sample included a significant number of experienced professionals who may be considering entrepreneurship as a career change. However, the study also included participants in their 20s and early 30s, suggesting that the sample also included younger individuals who are interested in entrepreneurship as a potential career path. In terms of education level, the study included participants with a range of qualifications, from those without a high school diploma to those with a professional degree. The fact that nearly a quarter of the participants held a master's degree or higher suggests that the study sample included a significant number of individuals with advanced education and training. The employment status of the participants also varied widely, with some participants being wage employees, while others were self-employed business persons, students, or professionals. The fact that over a quarter of the participants were self-employed business persons suggests that the study sample included a significant number of entrepreneurs or aspiring entrepreneurs. This may have implications for the types of questions asked in the study, as well as the types of insights that can be gained from analyzing the data. Overall, the demographic characteristics of the study sample provide valuable information about the population of entrepreneurs in the context of the study. The fact that the study included a diverse group of participants in terms of gender, age, education level, and employment status suggests that the findings may be applicable to a wide range of individuals who are interested in entrepreneurship. Additionally, the high proportion of self-employed business persons in the study sample suggests that the study may have focused on the experiences and challenges faced by entrepreneurs, which may be of particular interest to individuals who are considering starting their own businesses.

## 5.2 Description of intervention (treatment) and/or Data collection tool(s)/material(s)

The intervention (treatment) in the study would be the identification of practical solutions to address the challenges faced by entrepreneurs in the UAE. These solutions could be based on the findings of the study and could be tailored to the specific needs of entrepreneurs in the UAE. If the study finds that access to financing is a major challenge among entrepreneurs, the intervention could involve working with banks and other financial institutions to develop loan programs or other financing options that are more accessible to entrepreneurs. Similarly, if the study finds that inadequate training and support is a challenge, the intervention could involve developing training programs and mentorship opportunities to help entrepreneurs develop the skills and knowledge they need to succeed. Overall, the intervention in our study is focused on identifying and implementing practical solutions to address the challenges faced by entrepreneurs in the UAE. By doing so, policymakers and stakeholders can help to create a more supportive environment for entrepreneurship and promote the growth and success of businesses in the country.

The **data collection tool** used in the study on challenges facing entrepreneurs and ways to solve them in the United Arab Emirates was a questionnaire. The questionnaire was designed to collect data on the challenges faced by entrepreneurs in the UAE and potential solutions to these challenges. The questionnaire included a mix of closed-ended and open-ended questions. Closed-ended questions may have included rating scales, multiple choice questions, and likert scales, while open-ended questions may have asked participants to describe their experiences and perceptions in detail. The questionnaire used in the study was carefully designed to ensure that it was valid and reliable. The closed-ended questions were used to collect quantitative data that could be analyzed using statistical methods. For example, the rating scales and likert scales were used to collect data on the extent to which participants perceived various challenges as affecting their businesses. The multiple-choice questions were used to gather information on the demographic characteristics of the participants, such as their age, gender, education level, and employment status.

The open-ended questions, on the other hand, were used to collect qualitative data that could provide more detailed insights into the challenges faced by entrepreneurs and potential solutions to these challenges. For

example, participants were asked to describe in detail the challenges they had faced in starting or running their businesses, and to suggest potential solutions to these challenges. The open-ended questions allowed participants to provide more nuanced and detailed responses that could not be captured by closed-ended questions.

To ensure that the questionnaire was clear and easy to understand, it was pre-tested with a small group of participants before being administered to the larger sample. This allowed the researchers to identify any issues with the questionnaire and make any necessary revisions before the main data collection phase.

The questionnaire was administered online, using a secure and confidential platform, to ensure that participants could respond to the questions anonymously and without fear of reprisal. The researchers also provided clear instructions on how to complete the questionnaire.

### 5.3 Detailed and descriptive data collection Procedure.

Data collection is an essential step in any research project, and the quality of the data collected can have a significant impact on the validity and reliability of the study’s findings. To ensure the collection of accurate and reliable data, a detailed and descriptive data collection procedure is necessary. The procedure is designed to collect data that is relevant to the research question and objectives, and to minimize the risk of bias or error in the data. The data collection procedure is also be clearly documented to ensure that the process is transparent and replicable.

#### **factors most have encouraged, discouraged, or influenced you to start-up a business**

Factors	No influence	May be	Essential influence
Parents			
Teacher or lecture			

Career advisers			
Friends			
Entrepreneurs			
Media (TV, Radio, Internet) coverage of businesses and business people			

**What have been important de-motivators (fears) for you to engage in business.**

	Strongly agree	Agree	Neutral	Disagree	Strongly disagree
Financial Risk: I was worried by the possibility of losing my (invested) money! I was afraid of being able to play back my loan, credit or borrowed money					
access to finance- Capital to invest I was afraid of not being able to get enough money to start my own business!					
Social (protection) risks or costs: I was worried by the possibility of having no social safety net security! (Health Insurance pension-ete)I was afraid of the high costs for social protection					
Lack of skills (confidence in my skills & experience): I was afraid of not having the right skills and experience					

Administrative hurdles: I was worried by the possibility of not meeting licensing and regulatory requirements!					
Gender: I was worried by the possibility of being disadvantaged because of being a woman!					
Stigma associated with failing: I was worried about what my family or other people would think of me if I failed!					
work load: I was afraid of the strong competition in my line of business!					
Corruption: I was de-motivated from the level of corruption in business (government or society in general)!					
Competition: I was afraid off the strong competition in my line of business!					
Market Demand: I was worried by the possibility that people would not have a need for my product or service!					

Regulative barriers: The following regulations have been serious barriers to set up my business

	Very serious	Serious	I'm not sure	Less serious	No barrier
--	--------------	---------	--------------	--------------	------------



Administrative Hurdles in registering/ licensing your business (e.g., registration costs/ duration/ complex procedures)					
Tax level (far too high for young people)					
laws (very/disproportionately punitive to business failure)					
Property, copyright and patent regulations (poorly enforced or too strict)					
competition law (e.g., restricted market access)					
subsidy policy (e.g. disadvantaged through subsidies for competitors)					
Taxation regulations (unsupportive, too complex or arbitrary(subjective))					

Overall, the use of a questionnaire was an effective data collection tool for the study on challenges facing entrepreneurs and ways to solve them in the United Arab Emirates. The questionnaire allowed the researchers to collect both quantitative and qualitative data, which provided a more comprehensive understanding of the challenges faced by entrepreneurs in the UAE and potential solutions to these challenges.

## Chapter 6: Research findings and data analysis

**Table 1: demographic characteristics**

Variables	Categories	N	%
Gender	Male	181	59.2
	Female	125	40.8
Age	From 18 - 25 years	64	20.9
	From 26 - 36 years	71	23.2
	More than 36 years	171	55.9
Educational level	Less than High School	4	1.3
	High School	26	8.5
	Some College	31	10.1
	2years College	57	18.6
	4years College	151	49.3
	Master	22	7.2
	Professional	6	2
	No education	9	2.9
Employment status.	Self-employment	105	34.3
	Wage Employment	125	40.8
	Professional	11	3.6
	Student	32	10.5

	Jobless	21	6.9
	Others	12	3.9
Favorite employment status	Being an employee	60	19.6
	Being self-employed	222	72.5
	Can't choose	24	7.8

The results showed there were 306 participants, most of them 59.2% were male, and 40.8% female, most of them 55.9% aged more than 36 years, 23.25 FROM 26 – 36 years, and 20.9% from 18 – 25 years, most of them 49.3% with 4years College Degree, 18.6% 2years College Degree, 10.1% Some College, 8.5% High School, 7.2% Master Degree, 2% Professional Degree, 1.3% Less than High School.

**Table 2: reliability**

No	Domains	No. items	Cronbach's Alpha
1	Most factors have influenced you to start-up a business	6	0.833
2	important de-motivators for you to engage in business	11	0.941
3	Regulative barriers	7	0.964
4	Questionnaire	24	0.867

The results showed the Cronbach's Alpha between 0.833 and 0.964, and the general reliability for the questionnaire 0.867, which mean that the tool of the study (questionnaire) has high reliability

## Challenges facing entrepreneurs.

**Table 3: Most factors have influenced you to start-up a business.**

No	Factors	Mean	SD
1	Parents and family	2.94	0.32
2	Teacher or lecture	2.87	0.48
3	Career advisers	2.84	0.52
4	Friends	2.88	0.46
5	Entrepreneurs	2.83	0.51
6	Media coverage of businesses and business people	2.77	0.62
	Total	2.85	0.36

Figure 1.1

The results showed the level of influencing of Most factors start-up a business was high with mean 2.85, about the ranking of these factors, the most influenced was (Parents and family) with mean 2.94, followed by (Friends) with mean 2.88, followed by (Teacher or lecture) with mean 2.87, followed by (Career advisers) with mean 2.84, followed by (Entrepreneurs) with mean 2.83, followed by (Media (TV, Radio, Internet) coverage of businesses and business people) with mean 2.77

**Table 4: important de-motivators (fears) for you to engage in business.**

No	Fears	Mean	SD
1	Financial risks	4.20	0.90
2	Access to finance	4.15	0.93
3	Social protection risks or costs	4.06	0.99
4	Lack of skills	3.94	1.15
5	Administrative hurdles	3.92	1.10
6	Gender	3.81	1.25
7	Stigma associated with falling	3.88	1.16
8	Work load	3.84	1.14
9	Corruption	3.79	1.19
10	Competition	3.83	1.18

11	Market demand	3.86	1.15
	Total	3.93	0.88

The results showed the level of the fears for engaging in business was high with mean 3.93, about the ranking of these fears, the highest fear was (Financial risks) with mean 4.20, followed by (Access to finance) with mean 4.15, followed by (Social protection risks or costs)

**Table 4: Regulative barriers**

No	Regulative barriers	Mean	SD
1	Administrative Hurdles	3.26	1.64
2	Tax level	3.11	1.58
3	laws	3.11	1.59
4	Property, copyright and patent regulations	3.05	1.57
5	competition law	2.98	1.62
6	Subsidy policy	3.04	1.58
7	Taxation regulations	2.96	1.57
	Total	3.06	1.43

The results showed the level of Regulative barriers was moderate with mean 3.06, about the ranking of these barriers, the most serious barrier was (Administrative Hurdles in registering/ licensing your business) with mean 3.26, followed by (Tax level (far too high for young people)

**Table 5: financing support for starting your own business**

No	question	Yes		No		
	Is it easy to find financing support for starting your own businesses?	209		97		
		68%		32%		
	Where would you go for funding?	Family/friends or personal contact	Government grants		Angel investment	Others
		163	68		46	29
		53%	22%		15%	9%

Why don't obtain start-up financing from Small Business Loans	Lack of access to information on ways to finance new business ventures	Administrative and regulatory burdens	Unfavorable or complex tax systems	High interest rates and fees	Religious belief	Strict credit-scoring methodologies regulations	No legal status of enterprises	Others
	46	47	17	30	10	11	11	134
	15%	15%	6%	10%	3%	4%	4%	44%

The results showed 68% had easy to find financing support for starting their own business, and 32% hadn't, most of them 53% from their Families/friends or personal contacts, 22% from Government grants, 15% from Angel investment, 9% from others sources.

**Table 6: influence of education on the entrepreneurial career to think starting up your own business**

	Strongly supported	Influenced positively	Had a negative influence	Impeded my	Had no influence
Frequency	162	55	18	19	27
Percent	52.9	18	5.9	6.2	8.8

The results showed about influence of education on the entrepreneurial career to think starting up your own business, 52.9% Strongly supported my entrepreneurial career, 18% Influenced my entrepreneurial career



positively, 5.9% Had a negative influence on my entrepreneurial career, 6.2% Impeded my entrepreneurial career, 5.8% Had no influence on my entrepreneurial career.

**Table 7: factor affected the Challenges facing entrepreneurs**

Variables	Categories	Most Influenced factors	Fears	Regulative barriers
Gender	Male	2.85	3.95	3.04
	Female	2.86	3.91	3.09
	T	-0.269	- 0.336	0.379
	p-value	0.705	0.737	0.788
Age	From 18 - 25 years	2.7	3.81	3.95
	From 26 - 36 years	2.85	3.71	3.35
	More than 36 years	2.91	4.07	2.61
	F	8.038	5.320	25.938
	p-value	< 0.001	0.005	<0.001
Education level	Less than High School	2.83	3.5	3.5
	High School	2.67	3.54	3.55
	Some College	2.73	3.73	4.02
	2years	2.96	4.17	2.68
	4years	2.86	3.99	2.91

	Master	2.95	4.06	2.62
	Professional	2.89	3.67	2.92
	No education	2.69	3.49	4.1
	F	2.833	2.308	4.598
	p-value	0.007	0.026	<0.001
Employment status	Self-employment	2.9	3.88	3.04
	Wage Employment	2.88	4.12	2.57
	Professional	2.79	3.7	3.68
	Student	2.64	3.87	3.8
	Jobless	2.79	3.4	3.96
	Others	2.93	3.83	4.24
	F	3.126	3.085	9.532
	p-value	0.009	0.010	<0.001
Favorite employment	Being an employee	2.71	3.89	3.49
	Being self-employed	2.9	3.98	2.85
	Can't choose	2.76	3.65	3.88
	F	8.241	1.574	9.445
	p-value	<0.001	0.209	<0.001

The results showed there was a significant difference in Most Influenced factors level due to age (F = 8.038, p-value < 0.001), education level (F = 2.833, p-value = 0.007), Employment status (F = 3.126, p-value

=0.009), favorite employment ( $F = 8.241$ ,  $p\text{-value} < 0.001$ ), but there was no significant difference in the most influenced factors level due to gender, there was a significant difference in fear due to age ( $F = 5.320$ ,  $p\text{-value} = 0.005$ ), education level ( $F = 2.308$ ,  $p\text{-value} = 0.026$ ).

## **Chapter 7: Conclusion, Implications and recommendation**

Entrepreneurship has become an increasingly important topic in the United Arab Emirates (UAE) in recent years. The government has recognized the importance of entrepreneurship in promoting economic growth and diversification and has implemented various initiatives and programs to support entrepreneurship and innovation. However, entrepreneurs in the UAE still face several challenges that need to be addressed to promote growth and success in this field.

One of the significant challenges faced by entrepreneurs in the UAE is a lack of financing. Access to funding is crucial for entrepreneurs to start and grow their businesses, but obtaining financing can be challenging, especially for small and medium-sized enterprises (SMEs). The government can address this challenge by providing more financing options for entrepreneurs, such as low-interest loans, grants, and venture capital. This will help to encourage entrepreneurship and enable SMEs to expand and create more jobs. Another challenge faced by entrepreneurs in the UAE is the difficulty of obtaining permits and licenses. The process of obtaining permits and licenses can be lengthy, complex, and costly, which can deter entrepreneurs from starting businesses. The government can address this challenge by streamlining the process for obtaining permits and licenses, reducing the time and cost required to start a business. This will make it easier for entrepreneurs to start and grow their businesses and contribute to the country's economic growth.

Market competition is another challenge faced by entrepreneurs in the UAE. The market is highly competitive, and entrepreneurs must find innovative ways to differentiate themselves and their products or services. To promote innovation and creativity, the government can invest in research and development programs and encourage collaboration between entrepreneurs, academia, and industry. This will help entrepreneurs to develop new ideas and products that can meet the needs of consumers and compete effectively in the market. Finally, a shortage of skilled labor is another challenge faced by entrepreneurs in the UAE. To address this challenge, the government can invest in education and training programs to develop a skilled workforce, including vocational training and apprenticeships.

## **7.1 Implications**

The implications of the study are significant. By addressing the challenges faced by entrepreneurs in the UAE, the country can promote entrepreneurship, diversify its economy, create jobs, and promote innovation and growth. This can lead to increased competitiveness in the global market and help to position the UAE as a leader in entrepreneurship and innovation.

## **7.2 Recommendations**

**Based on the challenges and solutions discussed in the study, the following recommendations are made:**

1. **Increase access to financing:** The government should work to provide more financing options for entrepreneurs, such as low-interest loans, grants, and venture capital.
2. **Simplify the permit and licensing process:** The government should streamline the process for obtaining permits and licenses, reducing the time and cost required to start a business.
3. **Promote innovation and creativity:** The government should invest in research and development programs and encourage collaboration between entrepreneurs, academia, and industry.
4. **Develop a skilled workforce:** government should invest in education, training programs to develop skills.

## References

- Lohitkumar, K., Sivaprasad, A. and Reddy, C. S. (2016). Challenges Faced by New Entrepreneurs. 3<sup>rd</sup>International Conference on Recent Innovations in Science Engineering and Management. 997-1001
- TIWARI, A. (2017). Challenges for countryside entrepreneurs and efforts to solve them in Indian scenario. *ASIAN JOURNAL OF HOME SCIENCE*, 12(1), pp.304–307.
- Erogul, M.S., Rod, M. and Barragan, S. (2016). Contextualizing Arab female entrepreneurship in the United Arab Emirates. *Culture and Organization*, 25(5), pp.317–331.
- Adamu, I.Y. (2020). Challenges Facing Unbanked Agribusiness Entrepreneurs towards Access to Bank Account. *International Journal of Innovative Research and Development*, 9(1).
- Makar Vandefan, A.T. (2019). Assessing Institutional Founding Sources and Challenges Facing Women Entrepreneurs in Nigeria. *JWEE*, (1-2), pp.71–79.
- Adamu, I.Y. (2020). Challenges Facing Unbanked Agribusiness Entrepreneurs towards Access to Bank Account. *International Journal of Innovative Research and Development*, 9(1).
- Zahara, Z., Muslimin, M. and Chintya Dewi Buntuang, P. (2022). The impact of marketing innovations and business plans on business sustainability during the COVID-19 pandemic. *Innovative Marketing*, 18(3), pp.121–135.
- Adula, Metasebia & Kant, Shashi. (2022). INTERPRETATIVE PHENOMENOLOGICAL PERCEPTIONAL STUDY OF WOMEN ENTREPRENEURS FACING CHALLENGES IN ENTREPRENEURIAL ACTIVITY IN THE HORN OF AFRICA. 10.52633/jemi.v4i1.154.

- Gosztonyi, M. (2022). COVID-19 positivism: Has COVID-19 changed Hungarian entrepreneurs' perception of business opportunities? .
- Maziriri, Eugene & Madinga, Nkosivile. (2016). A Qualitative Study on the Challenges Faced by Entrepreneurs Living with Physical Disabilities within the Sebokeng Township of South Africa. 3. 1-13.
- Bansode, R. (2023). Accessible opportunities and challenges faced by scheduled caste entrepreneurs in Western Maharashtra. *Journal of Social and Economic Development*, 25(1), 1-18. Doi: 10.1007/ss40847-022-00269-
- Chauhan, A. S., Agrawal, P., & Tiwari, R. (2022). Problems and challenges faced by women entrepreneurs in Uttarakhand: A literature review. *Journal of Entrepreneurship and Innovation in Emerging Economies*, 8(2), 427-441. Doi: 10.1108/JEIEE-06-2021-0171
- Ishfaq, U., Khoohara, T. A., & Wadood, F. (2022). Role of psychological capital in dealing with the business challenges faced by entrepreneurs. *Journal of Contemporary Issues in Business and Government*, 28(3), 1342-1351. Doi: 10.47750/cibg.2022.28.03.017
- Burbar, Maisa & Shkukani, Suzan. (2021). An Exploration of Determinants of Entrepreneurial Characteristics, Motivation, and Challenges in Palestine. *International Business Research*. 14. 53. 10.5539/ibr.v14n9p53.
- Parmar, et al (2022). The Mediating Role of Competitiveness Between Entrepreneurial Challenges and Willingness of Female Business Graduates. *Journal of Competitiveness*. 14. 60-78. 10.7441/joc.2022.02.04.
- Ivan, et al (2011). Entrepreneurs' motivational factors: Empirical evidence from Serbia. *Serbian Journal of Management*. 6. 10.5937/sjm1101073S.

Alamineh, Habtamu. (2022). Business Challenges and Opportunities for Youth, Micro, Small and Medium Scale Entrepreneurs in Ethiopia: An Article Review. 10. 1-8. 10.5923/j.economics.20201006.14.

Chouksey, Aradhana & Karmarkar, Yamini. (2017). Sustainability of Microbusinesses and Success of Microfinance: An Empirical Study of Madhya Pradesh, India. Paradigm. 21. 91-105. 10.1177/0971890717700527.

Chouksey, Aradhana. (2019). An Empirical Study of Relationship between Training Duration & Problems of Micro Entrepreneurs. 5. 16-23.



## Appendix

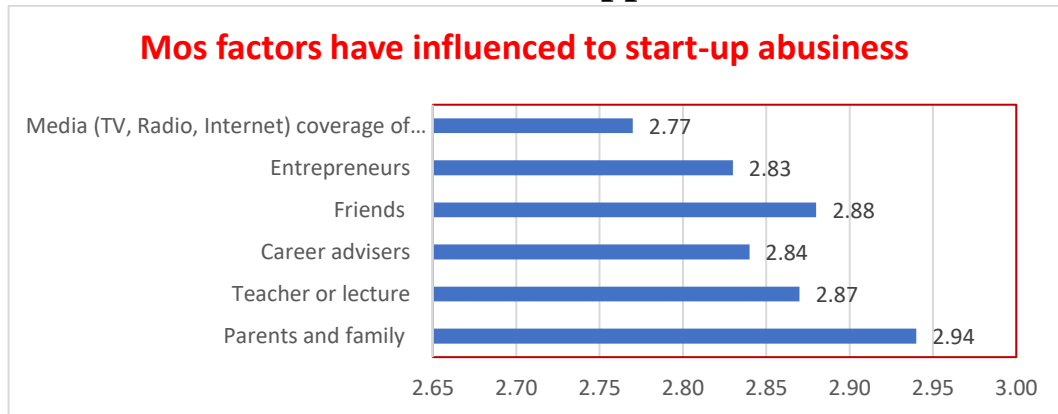


Figure 1.1

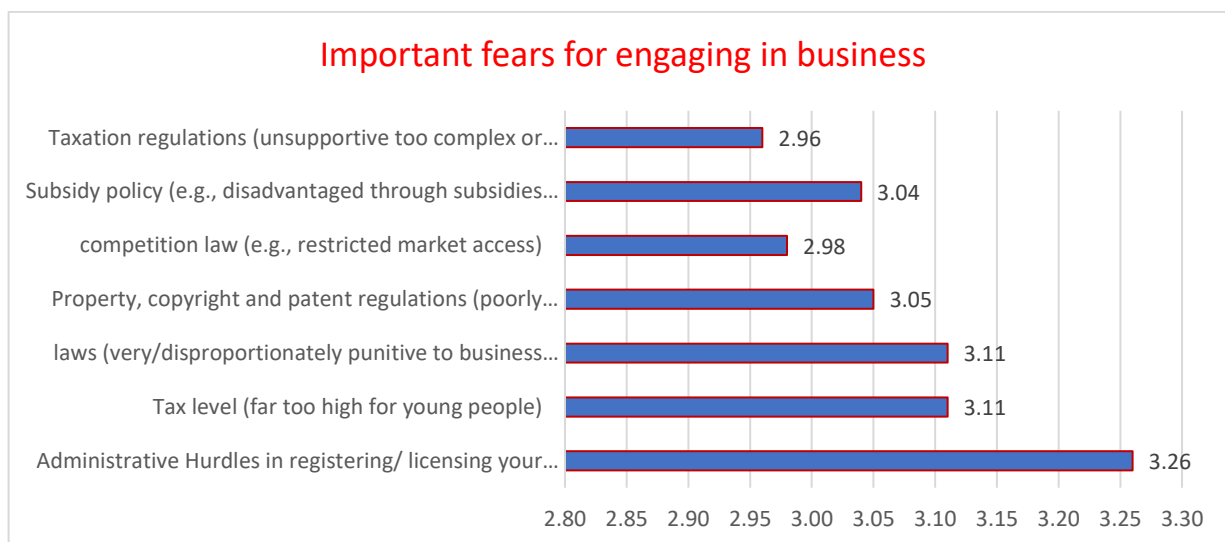


Figure 1.2

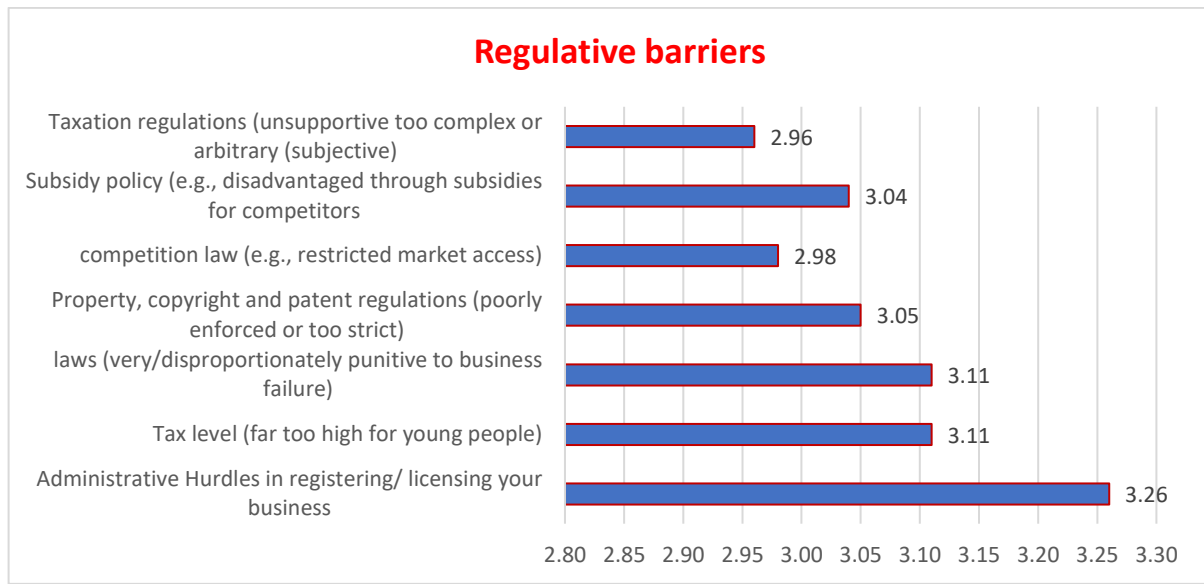


Figure 1.3