DESIGNING A RENTAL ENTREPRENEURSHIP MODEL BASED ON OIL REVENUES IN IRAN

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The purpose of this study was to design a rental entrepreneurship model based on oil revenues in Iran. The statistical population of the qualitative sector included 20 successful entrepreneurs in contemporary Iran, members of the Chamber of Commerce, Industries and Mines, and experts in economic-commercial and political economy issues. The statistical population of the quantitative section included all successful entrepreneurs in contemporary Iran, members of the Chamber of Commerce and Industries and Mines, and experts in economic-commercial and political economy issues. The statistical sample of the quantitative section was 290 successful entrepreneurs in contemporary Iran, members of the Chamber of Commerce, Industries and Mines, and experts in economic-commercial and political economy issues. In the qualitative part, purposeful sampling was used; In the qualitative part, random sampling methods were used. In the qualitative part, the Delphi method was used. Data collection was done in a small part through a questionnaire. Descriptive statistics (mean, standard deviation, frequency and percentage) and inferential statistics (Pearson correlation coefficient, one-sample t-test, structural equations) were used to analyze the data. The findings of the present study showed that rent entrepreneurship based on oil revenues were divided into four components. Ten indicators were identified in the environment component, six indicators in the government and political leaders decisions component, five indicators in the entrepreneurial structure component and five indicators in the entrepreneurial performance component. There was a positive and significant relationship between the environment and government decisions. There was a positive and significant relationship between government decisions and political leaders. There was a positive and significant relationship between political leaders and the entrepreneurial structure. The environment had a positive and significant effect on the entrepreneurship of oil revenues of Iran's economy. The decisions of the government and political leaders had a positive and significant effect on rent-seeking entrepreneurship based on oil revenues in Iran. Entrepreneurship structure had a positive and significant effect on rent-seeking entrepreneurship based on oil revenues in Iran. Entrepreneurial performance had a positive and significant effect on rent-seeking entrepreneurship based on oil revenues in Iran.
Keywords: rent entrepreneurship, oil revenues, Iran

Entreprenership is generally defined as identifying and seizing opportunities. Schumpeter (1934) emphasizes the fact that entrepreneurship must be related to the creation of new processes and products and the combination of resources in new ways (Krueger, 2007).

In today's world, organizations are more successful in designing entrepreneurship in their structure and body. During the organizational entrepreneurship process, with innovation and creativity, we can help the development and promotion of the organization. The concept of organizational entrepreneurship has evolved through innovation, strategic change, and strategic management, and focuses on entrepreneurial activities in an organization to increase performance (Kurato and Goldsby, 2004).

One of the salient features of today's economy is rapid change, and countries can become economically strong and successful with innovative and risk-taking organizational entrepreneurs. In fact, it can be said that entrepreneurship is a symbol of innovation and success in business and entrepreneurs are its pioneers. Fundamental changes are taking place in the structure of the administrative system and increasing its efficiency and effectiveness, and this indicates that the economy is affected by entrepreneurship and if organizations can not keep pace with rapid global developments, they will be stagnant and will certainly not be active in the future and eventually they become extinct. Meanwhile, the relative backwardness of the countries with oil reserves can not be counted as their valuable reserves, but it must be considered how the income from those reserves is consumed (Ayouzi, 2).

Oil has always had the largest share in institutionalization. In fact, oil has had the greatest impact on the formation of institutions because reliance on easy-to-reach oil revenues has led to the formation of an oil-dependent economy. The first complication of institutions derived from the oil economy is the distance of responsible institutions from accountability, because the oil economy causes even the market and civil institutions in society to be affected. The

rent of oil revenues is an obstacle to entrepreneurship because along with the rent of oil revenues, political rents and information are formed, which causes entrepreneurship to not take place among monopoly and oil-dependent countries. The influence of oil in the economy is increasing every day, but as an island next to the rest of the economy, whose only relationship with the economy is its financial relationship and its role in the budget. To get out of the oil-dependent economy, relations between rent-seeking and oil-dependent institutions must be reformed. This correction of the relationship can only be achieved through scientific and research work and the use of the required technical tools. Rental institutions in oil-dependent countries create their own model of economic development, because institutions are formed on the basis of oil rents and these institutions form the model of economic development. Transparency of business environment, economic growth, entrepreneurial growth and exit from inflation are examples of variables that are defined within the economic development model but have not found significant differences in recent years. The main reason for this is that in the nuclear industry we have been able to localize all the knowledge, but unfortunately in the oil sector, the will of the country's top oil management has not been to focus on localization of oil-related industries.

Research Objectives
General purpose
Designing a rental entrepreneurship model based on oil revenues in Iran
Sub-objectives
1- Determining the key components of rent entrepreneurship based on oil revenues in Iran
2- Determining rental entrepreneurship indicators based on oil revenues in Iran
3- Determining the priority of components and indicators of rent entrepreneurship based on oil revenues in Iran
Research Questions
The main research question was what is the rental entrepreneurship model based on oil revenues in Iran, what are its features and characteristics?
Research sub-question
1- What are the key components of rent-based entrepreneurship based on oil revenues in Iran?
2 What are the indicators of rent-based entrepreneurship based on oil revenues in Iran?
3- What are the priorities of rent entrepreneurship components and indicators based on oil revenues in Iran?
Spatial and temporal realm of research
The scope of research was divided into the following three categories:
A- Thematic realm of research
Subject of this study: Designing an entrepreneurial model with regard to the structure dependent on oil revenues of the Iranian economy with emphasis on increasing the role of oil revenues in the Iranian economy between 1980 to 2010.
B- The time domain of the research
This research was conducted in the period of October 2017 to March 2017 and the studies were conducted between the years 1980 to 2010.
C. The spatial realm of research
The spatial scope of this research is in Iran.
Research variables
This study has an independent rent-seeking entrepreneurship. In this study, Gath and Ginsberg model was used. Therefore, this study has four dependent variables:
 "environmental analysis", "analysis of decisions of governments and political leaders", "parts of the entrepreneurial structure in Iran" and "entrepreneurial performance in Iran".

Method
The present study was an evaluation survey applied and developmental research. It can be said that this research is a combination of "qualitative" and "quantitative" methods. The method used in the qualitative part was "grounded theory" and in the quantitative part was "field survey".
Statistical population of qualitative section:
The statistical population of the qualitative sector included 20 successful entrepreneurs in contemporary Iran, members of the Chamber of Commerce, Industries and Mines, and experts in economic-commercial and political economy issues.
Quantitative statistical population:

The statistical population of the quantitative section included all successful entrepreneurs in contemporary Iran, members of the Chamber of Commerce and Industries and Mines, and experts in economic-commercial and political economy issues.

Data collection
In the qualitative part
In the qualitative part, the Delphi method was used. The Delphi method is a structured process for collecting and classifying the knowledge available to a group of experts, which is done by distributing questionnaires among these people and controlled feedback on the answers and opinions received (Ludwig and Starr, 2005). In this study, Delphi method was used to collect and classify the indicators. After studying the subject, we obtained a number of indicators. Using the Delphi method, we collected more in one session and then classified the indicators. In the next sessions (three sessions), we reached a collective consensus on each indicator, and after three sessions; A number of indicators were removed and 26 indicators were approved.
In quantitative part
Data collection was done through a questionnaire. The Delphi questionnaire had 26 questions and 4 dimensions: environment, government decisions and political leaders, entrepreneurial structure and entrepreneurial performance. The environment has 10 questions, government decisions and political leaders had 6 questions, the entrepreneurial structure had 5 questions and the entrepreneurial performance had 5 questions. A 5 point Likert scale was used from I totally agree (score 5) to completely disagree (score 1). The questionnaire was approved by 5 professors before distribution.
Validity
Confirmatory factor analysis technique was used for construct validity and considering that the KMO value was 0.83 and the Bartlett sphericity test was significant, the construct validity of the measuring instrument was also confirmed.
Methods of analyzing data in the quantitative section
After collecting and summarizing the data, the following tests were performed by SPSS 16.0 and Amos 8.5 software, respectively: Using Cronbach's alpha test to evaluate the reliability of the research and Spearman correlation to evaluate the relationship between variables.
Confirmatory factor analysis was used to determine the validity of the structure and research model using Amos software and fitness indicators and by Amos software and fitness indicators to test research hypotheses and determine the type and intensity of the relationship of independent variables to the dependent variable.

Results
Analysis of qualitative sector findings
In the qualitative part of this study, the Delphi method was used to determine and shape the components, questionnaire and model. After studying the subject, and studying the goals and strategies of the organization, we achieved a number of indicators. Using the Delphi method, we collected more in one session and then classified the indicators. In the next sessions (three sessions) we had a collective consensus on each indicator and after three sessions, a number of indicators were removed and 46 indicators were approved.

Table 4-1 Chi-square test results (X2) to determine entrepreneurship indicators

sig	Chi-square	indicators	dimensions
0/001	41/49	1. Allocating costs to change and strengthen the environment and community awareness	environemnt
0/001	48/46	2. Fostering entrepreneurial thinking in non-oil fields	
0/001	112/29	3. Orientation of the economy towards entrepreneurship in non-oil fields	
0/001	51/30	4. Increasing the share of knowledge in the country's economy	
0/001	59/29	5. Awareness of the community about the value of entrepreneurship and starting a small business	
0/001	31/68	6. Paying attention to the general atmosphere of entrepreneurship in knowledge-based companies	

0/001	117/95	7. Creating an environment that turns ideas into money	
0/001	178/17	8. Use of indigenous devices and equipment	
0/001	112/29	9. Tourism and trade potentials in the southern coasts of the country	
0/001	40/01	10. Internet access at home	
0/001	15/69	1. Applying fundamental changes in the economic perspective of the existing meanings in the field of entrepreneurship along with weakening and challenging the industry	Government decisions
0/001	47/89	2. Investigating the role of influential groups (academic community) in the entrepreneurial development policy-making process	
0/001	53/38	3. Investigating the effect of entrepreneurship on growth and creating a healthy economic environment in society and its role in economic stability and stability, especially in Iran	
0/001	62/51	4. Investigating the dimensions of investment development policies in Iran's oil and gas sector with emphasis on how oil contracts and their types	
0/001	57/44	5 Paying attention to the economic policies of Iranian governments between 1960-2010	
0/001	54/04	6. Paying attention to the discourses governing the behavior and policies of Iranian leaders between 1960-2010	
0/001	34/68	1. Paying attention to entrepreneurial strategies in the discussion of policy making in Iran between 1960-2010	Iran entrepreneurship structure
0/001	47/32	2. Paying attention to the existing structure of entrepreneurship in the discussion of policy-making in Iran between 1960-2010	
0/001	78/21	3. Paying attention to the evaluation of entrepreneurship in the discussion of policy making in Iran between 1960-2010	
0/001	71/27	4. Paying attention to the entrepreneurial process in the discussion of policy making in Iran between 1960-2010	
0/001	64/87	5 Paying attention to the core values and ideas of creating entrepreneurship in the discussion of policy making in Iran between 1960-2010	
0/001	31/68	1. The effect of the effectiveness of entrepreneurs on entrepreneurial performance in Iran between 1960-2010	Entrepreneurial performance in Iran
0/001	37/93	2. The effect of entrepreneurs' efficiency on entrepreneurship performance in Iran between 1960-2010	
0/001	48/33	3. The effect of job satisfaction of entrepreneurs on entrepreneurial performance in Iran between 1960-2010	
0/001	42/58	4. The effect of entrepreneurial shareholders on entrepreneurial performance in Iran between 1960-2010.	
0/001	40/71	5. The growth rate of sales and profitability of entrepreneurs' products compared to last year	

Correlation between research variables:

Table 4-7 Correlation coefficients between environmental dimensions, government decisions and political leaders, entrepreneurial structure in Iran and entrepreneurial performance in Iran

4	3	2	1		indicators
			1	Correlation	-1environment

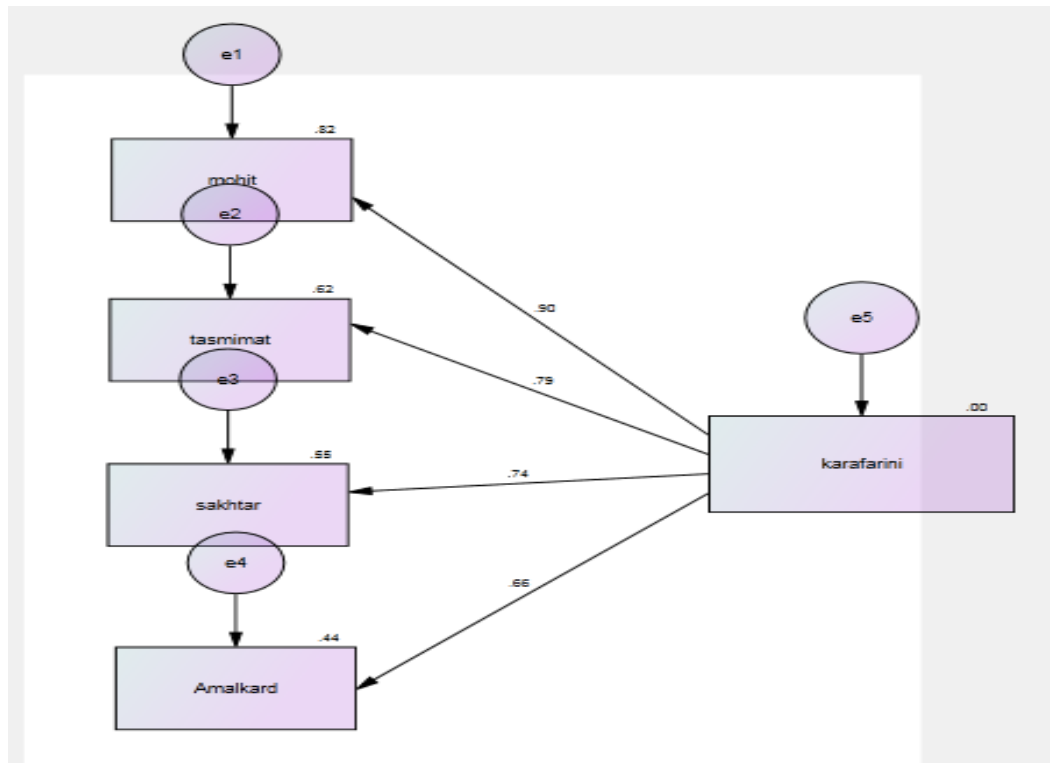|				coefficient	
				Sig	
		1	.722[**]	Correlation coefficient	-2Government decision
			.000	Sig	
	1	.583[**]	.520[**]	Correlation coefficient	-3entrepreneurship structure
		.000	.000	Sig	
1	.611[**]	.797[**]	.620[**]	Correlation coefficient	4 entrepreneurship performance
	.000	.000	.000	Sig	

Looking at Table 4-6 that there is a positive and significant relationship between the environment and government decisions (p <0.001).

There was a positive and significant relationship between government decisions and political leaders (p <0.001).

There was a positive and significant relationship between political leaders and entrepreneurial structure (p <0.001).

Measurement models

Before evaluating the hypothetical structural model and testing the research hypotheses, in order to create a decent and acceptable measurement model and determine whether the markers measure the underlying theoretical structures well, a confirmatory factor analysis of all latent factors was done. In other words, it tried to ensure the accuracy of the research measurement model. Therefore, rent entrepreneurship measurement models based on oil revenues in Iran are analyzed by structural equation modeling.

Discussion and conclusion

The entrepreneurial tendency of the company is defined as the firm tendency to be innovative, independent, take calculated risks, be a pioneer in market opportunities and tend to be aggressive (Lampkin and Des, 1996).

It suggests that companies and their managers can benefit greatly by adopting strategies. In the following, we will provide suggestions for each of the variables separately.

Innovation is created in every dimension of the company, which includes the creation of new services and products, the introduction of more efficient and newer processes and procedures, or the creation of new values for customers.

Innovation in this research includes changes in product and service lines, supporting innovative ideas of individuals, introducing improvements and innovations in business and emphasizing the research and development process, technological leadership and innovation.

Managers must actively seek ways to encourage and promote innovation within their organization.

1. Companies should strive to create the right culture, structure, drivers, systems and processes that facilitate innovation. Therefore, companies must create a platform to encourage innovation. Because innovation is a necessary condition to avoid stagnation and calm.

2. Eliminate fear in your organization. Innovation means doing something new, some things may not work out. If people are afraid of the company, they will not become creative.

3. Introduce innovation as part of each person's performance appraisal system. Organizations should ask their employees at the end of the evaluation period what innovation they did and how it impacted the work.

4. Document the innovation process and system in a way that everyone understands and clearly understands their role in the process.

5. Give your employees enough freedom to be able to come up with new ideas and opportunities and to work with internal and external agents.

6. Forming innovation committees, new process or product circles and groups responsible for the new process and product. The task of these groups will be to create and screen new ideas, to collaborate with R&D, sales and marketing.

7. Training appropriate to the conditions of development of new processes or products.

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