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Editors

Elena-Madalina Vatamanescu

[< Previous Article](#) [Next Article >](#)

Article Contents

1. Introduction
2. Literature review
 - 2.1 Entrepreneurial motivation
 - 2.2 The global mindset
 - 2.3 Introducing the context. From the CEE region to a Romanian-centric perspective

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Intertwining entrepreneurial motivation and the global mindset: a look into entrepreneurial profiles and business outcomes

Andreea Mitan ; Elena-Mădălina Vătămănescu; Violeta-Mihaela Dincă ; Mihai-Alexandru Ghigiu

+ Author & Article Information

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Purpose

This article explores the connections between the entrepreneur's global mindset and entrepreneurial motivation in the quest for determining the underlying relationships among these constructs. The aim of the study resides in the advancement of various entrepreneurial profiles which imply specific configurations of the global mindset and motivational drivers, by also covering their correlations with the business outcomes.

Design/methodology/approach

Data were collected in 2022 from over 100 entrepreneurs operating in the Romanian SMEs sector, using a questionnaire-based survey.

Findings

The results posit that at least three statistically relevant clusters can be observed in the studied population, stemming from the particularities of the entrepreneurs' global mindset. The findings reveal that the levels of development of the entrepreneur's social capital, psychological capital and intellectual capital are linked to different entrepreneurial motivations and impact the company in specific manners.


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