STUDYING THE ROLE OF ENTREPRENEURIAL ORIENTATIONS IN IMPROVING THE PERFORMANCE AND INNOVATIVE BEHAVIORS OF EMPLOYEES

Akbar bahmani*; Hadi Mohammadzadeh**; Davood Shafipour***

*Department of Management, Payam Noor University, Tehran, IRAN Email id: bahmani@pnu.ac.ir

**Department of Management, Payam Noor University, Tehran, IRAN

***Department of Management, Payam Noor University, Tehran, IRAN

DOI: 10.5958/2249-877X.2023.00003.6

ABSTRACT

Innovation is a process in which the capabilities must be renewed and strengthened, and the distribution of resources changed. one of the factors that promote innovative performance is the entrepreneurial orientation for organizations. in addition to causing innovative behaviors, entrepreneurial orientation is very important in improving the job performance of employees and ensuring a source of sustainable growth. Organizations can ensure sustainable competitive advantage by searching for suitable opportunities through innovative activities, with an entrepreneurial orientation to risk-taking, and continue to grow in this era of change. Therefore, there is a growing theoretical and practical interest in entrepreneurial orientation as a main factor to improve organizational performance and pursue growth. The current research is a review and applied research based on the purpose and a library research based on the implementation method. The method of data collection in this research is of the library type, which was collected by reading books and articles from internet sites and reliable domestic and foreign databases. To analyze the issue, the researcher first states the research problem and explains the theoretical issues, and finally sums up the opinions of thinkers regarding entrepreneurial orientation, innovative performance and job performance. The result of the research, which is the result of the study of thinkers, shows the connection between these concepts, and based on this connection, at the end, a framework for research and discussion and conclusions were presented.

KEYWORDS: Entrepreneurial Orientation, Innovative Behavior, Job Performance.

REFERENCES

Basirt, Mehdi; Imani, owner; Zaranejad, Mansour; Dehghan, Najmabadi (2014). Investigating the mediating effect of entrepreneurial orientation on the relationship between internal marketing and organizational commitment (case study: Aghajari Oil and Gas Exploitation Company headquarters), Productivity Management, No. 32, pp. 147-169

Carmeli, A., G. Gilat, & D. A. Waldman. 2007. The Role of Perceived Organizational Performance in Organizational Identification, Adjustment and Job performance. Journal of Management Studies, 44: 972992-.

Gursoy, A., B. Guven. 2016. Effect of Innovative Culture on Intrapreneurship. International

Journal of Business and Social Science, 7(1): 152-162.

Heinonen, J. & Korvela, K. (2005). How about measuring entrepreneurship?

Retrieved from Small Business Institute: http:// www. oecd.org.

Hijazi, Seyed Reza; Hosseini Moghadam, Sayyed Mohammad Reza (2012). The effect of entrepreneurial orientation on the performance of banks with an emphasis on the mediating role of market orientation (case study: public and private banks of Gilan province), social, economic, scientific and cultural monthly work and society number 166 innovation: integrating team climate principles. J. Appl. Psychol, 93(6): 1438–1446.

Lumpkin, G. T. & G. G. Dess. 1996. Enriching the entrepreneurial orientation construct-A reply to Entrepreneurial orientation or pioneer advantage. Acad. Manag. Rev, 21: 605–607.

Lumpkin, G. T., & G. G. Dess. 1996. Clarifying the entrepreneurial orientation construct and linking it to performance, Academy of Management Review, 21(1): 135-172.

Mir Kamali Seyyed Mohammad and Rezaian Sohba. 2015. The effect of organizational structure and culture on innovation: a comparative study in the central organization of Payam Noor, Scientific-Applied, Azad Islamic Universities and Tehran University, Innovation Management Scientific-Research Quarterly, 4th year, 1st issue.

Mubaraki, Mohammad Hassan; Zali, Mohammadreza; Abdul Wahab, Salima; Moghimi Esfandabadi, Hossein (2011). The effect of entrepreneurial orientation based on Lumpkin and Dess model on the performance of private insurance companies in Iran, Research Journal of Insurance (Former Insurance Industry), No. 3, pp. 71-95

Piraish Reza, Vahid Amiri, Maleeha Jafari, Mohammad Imani Brandaq (2019) Investigating the effect of organizational entrepreneurship and entrepreneurial orientation on organizational performance with the mediating role of strategic entrepreneurship in industrial companies of Zanjan province, Productivity Management Journal, 1(52), page 23 -45

Rahmani, Samia; Gholami Jamkaran, Reza (2015). Customer Focus and Company Performance, Management Accounting, No. 31

Rahmani, Zain al-Abidin and Rezaee Maleeha (2014) Investigating the effect of entrepreneurial orientation on business performance with the mediating role of innovation capacity (case study: Saipa Company, Mazandaran Province), New Marketing Research Journal, March 2014, special issue of the 4th National Management and Accounting Conference, P. 133

South Asian Journal of Marketing & Management Research (SAJMMR) ISSN: 2249-877X Vol. 13, Issue 2, February 2023 SJIF 2022 = 7.911 A peer reviewed journal

Razavi, S. H., K. Ab Aziz. 2017. The dynamics between entrepreneurial orientation, transformational leadership, and intrapreneurial intention in Iranian R&D sector. International Journal of Entrepreneurial Behavior & Research, 23(5): 769-792.

Rezaei, Bijan; Bejani, Hossein; Tarin, Hamdaleh (2017). Clarifying the role of spirituality in improving organizational performance, resource management in the police force, number 2, pp. 241-264

Shah Hosseini Ali Kausi Iman 2018. Innovation and Entrepreneurship, Tehran, Izh Publishing House.