

O P I N I O N

on a dissertation of Doctor's Educational and Scientific Degree in the professional field: 3.8. Economics, Doctoral Program in Economics and Management (Industry), at Dimitar A. Tsenov Academy of Economics, Svishtov

Prepared the opinion: Assoc. Prof. Dobrin Ganchev Ganchev, PhD, Department of "Social and Economic Sciences", Technical University - Gabrovo, scientific specialty 05.02.18 Economics and Management (Industry).

Author of the dissertation: Feim Azem Brava, PhD, student in part-time at the Department of Industrial Business and Entrepreneurship, Doctoral Program Economics and Management (Industry).

Thesis topic: "IMPACT OF ENTREPRENEURSHIP TRAINING ON THE ACQUISITION OF COMPETITIVE ADVANTAGE OF SMALL AND MEDIUM-SIZED ENTERPRISES "

Reason for preparing the opinion: Order № 662 of 5 July 2024 on the opening of a procedure for public defense of a dissertation and approval of the composition of the scientific jury, as well as a decision of the scientific jury at the first meeting held on 05.07.2024.

I. General presentation of the dissertation work

The scientific work submitted for opinion covers 196 pages. It consists of an introduction, three chapters, a conclusion, a bibliography, and appendices. The bibliographic reference covers 133 sources, of which 130 are in Latin and 3 in Cyrillic.

The topic of the dissertation is devoted to a significant economic problem from a theoretical and practical point of view, which must find its solution. The relevance of the research is dictated by the development of the sector of small and medium-sized enterprises in the country.

An attempt was made to balance the theoretical and practical part.

In introduction, subject, object, main research thesis, purpose, tasks, hypotheses, methods and restrictive conditions related to the dissertation research are formulated.

II. Assessment of the form and content of the dissertation

The first chapter is dedicated to the theoretical foundations of the problem under consideration.

The economic landscape is changing from a movement of foreign direct investment to self-employment and entrepreneurship. The author makes a historical retrospective of the different theories, concepts, views, models and ideas about entrepreneurship and the entrepreneur as the main figure in the entrepreneurial process.

The doctoral student analyzes the cognitive process of an individual in his intention to become an entrepreneur. Both managerial and entrepreneurial competences underlie the development of the enterprise. Makes a characterization of entrepreneurial competencies, distinguishing them into general and specific. It defines a relationship between four main constructs – entrepreneurial competencies, competitive scope, organizational capabilities and firm performance. Emphasis is placed on psychological elements in the entrepreneurial learning process.

The author highlights a growing role of entrepreneurship education in recent decades. Training itself is “a process of giving people the ability to recognize commercial opportunities.” (p. 40). It notes the growing role of entrepreneurial education in higher education.

Competitiveness should be considered in a broader aspect – a multidimensional phenomenon, according to the doctoral student (p. 49). Analyzes various projections of competitiveness. Distinguishes between comparative and competitive advantages - the theory of industrial organization and the theory of resources.

In the second chapter, the doctoral student presents the methodological foundations of his scientific development.

The focus is on identifying the impact of entrepreneurial learning in gaining competitive advantages of SMEs. The author frames the problem-theoretical and subject boundaries of the study. According to him, the issue of "management over the entrepreneur" and his training is unclear. Entrepreneurship training needs to be introduced. The doctoral student offers the following ideas - the first is that learning is a fundamental and integral part of the entrepreneurial process, the second is a conceptual model according to which the entrepreneurial learning process can be applied to the entrepreneurial process. Entrepreneurship training means learning to recognize opportunities and act on them and to communicate in the direction of initiating, organizing and managing business ventures (p.63).

The author advocates the notion that societies and economies are rebuilt through entrepreneurship education. A structure is presented - a pyramid of competences, with universal competences at the base, and specific ones at the top. The researcher rightly reports that the classic educational process can generate a positive result for the new generation of entrepreneurs (p. 88).

It examines the relationship "innovation - entrepreneurship - orientation". The model he explores in his doctoral dissertation includes the following four components: entrepreneurial learning - entrepreneurial roles - competitive advantage - entrepreneurial orientation. Variable indices and sub-indices were constructed. Hypotheses of autocorrelation of the variables were tested.

The third chapter is devoted to the results of the conducted survey.

The analysis is presented in different projections. It verifies the declared

hypotheses for researching the relationship between entrepreneurial competencies, personal effectiveness and the acquisition of a competitive advantage by entrepreneurs in SMEs.

The author performs a check for correlation dependences between the studied variables with software suitable for the purpose, uses coef. Pearson's, Kendall's, . It proves that there is a relationship between the independent and the dependent variable. Makes a correlation analysis between entrepreneurial competencies in the workplace and the achievement of competitive advantage.

Empirical studies confirm the positive relationship between the independent variable and the dependent variables.

In conclusion, the author notes that entrepreneurship education is an integral part of the entrepreneurial process. The personality of the entrepreneur serves as a basis for the development of a conceptual framework for entrepreneurship education. The applicability of the model is in the direction of developing the competencies among entrepreneurs for personal efficiency.

Object of research is entrepreneurship education.

Subject of research is its impact on the acquisition of competitive advantages by small and medium-sized enterprises.

Main research thesis defended by the doctoral student is that sustainable development is a modern concept of business development that provides an opportunity to increase brand value.

Aim of the dissertation is to investigate the impact of entrepreneurial training on the acquisition of competitive advantages of small and medium-sized enterprises.

Goal was achieved by solving three specific research tasks.

In accordance with the objective of the study, several important limiting conditions are adopted.

The doctoral student formulates a general, two special hypotheses and corresponding individual hypotheses. Defines independent and dependent variables, and specifies indicators.

The current development is oriented towards future solutions for activities to achieve the development of entrepreneurship and entrepreneurial training in small and medium-sized enterprises, based on a new entrepreneurial approach to action. Efforts are focused on learning experiences and behaviors based on the experiences of SMEs entrepreneurs. The developed conceptual framework makes it possible to achieve a competitive advantage and increase the level of innovation.

The research toolkit includes the application of deduction, analysis, synthesis, comparative analysis, survey method. Statistical hypothesis testing is performed with a software product designed for this purpose.

The language and style indicate a thorough knowledge of the specific terminology in the researched scientific field.

The presented abstract in a volume of 56 standard pages reflects to the necessary extent the structure and content of the developed dissertation work. Five

publications are attached to the dissertation. Three of them were developed in co-authorship, and two - independently.

The report with the plagiarism check, the submitted declaration gives confidence about the independent scientific research and the scientific results achieved by the doctoral student and does not call into question the correctness of the developed work.

It is also necessary to evaluate the role of the scientific supervisors - Prof. Dr. Lyubcho Vamezov and Assoc. prof. Dr. Iskra Panteleeva in the process of research development.

III. Scientific and scientific-applied contributions of the dissertation work

The developed dissertation has fulfilled the set goal and research tasks. The following more important scientific and scientific-applied contributions can be highlighted:

1. Based on an extensive literature review, the theoretical knowledge in the field of entrepreneurship education and entrepreneurial competencies has been enriched. An adapted methodology for assessing the level of sustainable development of industrial enterprises has been developed. An approach was applied in which the entrepreneurial identity was examined through the lens of entrepreneurial learning. The competitive advantages of small and medium enterprises are systematized.

2. A research toolkit was developed and tested to assess the impact of entrepreneurial training on the acquisition of competitive advantages of small and medium-sized enterprises.

3. An author's systematization of entrepreneurial competencies has been made, the acquisition of which in the process of entrepreneurial training will allow the achievement of a competitive advantage for small and medium-sized enterprises.

4. A conceptual-categorical model is developed for the impact of entrepreneurial training on the competitive advantage of SMEs through entrepreneurial roles, entrepreneurial orientation and personal effectiveness competencies and workplace competencies.

IV. Questions about the dissertation

1. Does entrepreneurship provide a career opportunity?
2. What elements should be emphasized in the entrepreneurship education process?

V. Summary assessment of the dissertation work and conclusion

In conclusion, I believe that the dissertation work submitted for defense meets the requirements of the Law on the Development of the Academic Staff in the Republic of Bulgaria, the Regulations for its Application and the Regulations

for the Application of the Law in SA "D.A. Tsenov".

That gives me reason to give a positive assessment and recommend to the honorable members of the scientific jury to vote for awarding the educational and scientific degree "Doctor" post-doctoral program "Economics and Management (Industry)" to the doctoral student Feim Azem Brava.

July 25.2024 г.
city of Gabrovo

Prepared the Opinion:

(Associate Professor D. Ganchev, PhD)