



**CO-WORKING, LEARNING BY DOING, AND TRANSFER OF  
KNOWLEDGE IN ENTREPRENEURIAL ACTIVITIES: AN  
ASSESSMENT OF TURKEY AND KONYA PROVINCE**



Lifelong  
Learning  
Programme



SOSYAL VE  
BEŞERİ BİLİMLER  
FAKÜLTESİ

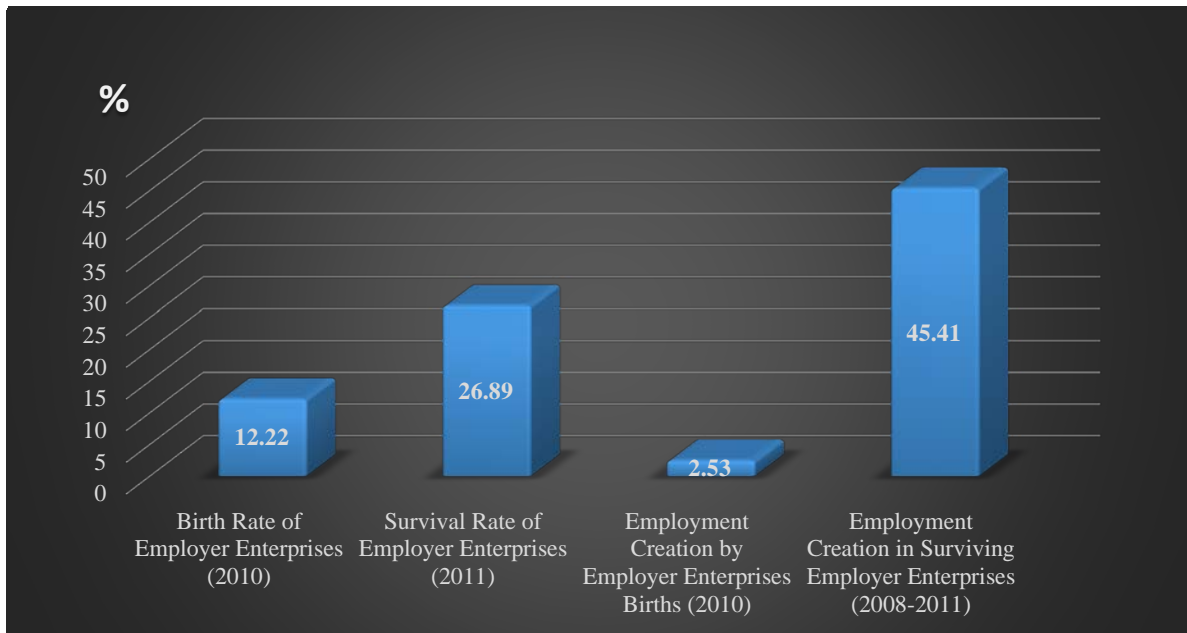


EĞİTİMDE GİRİŞİMCİLİK VE İNOVASYON DERNEĞİ

In general, concepts of "entrepreneur" which defines persons engaged in business sector with a specific capital and the "entrepreneurship" including such activities of entrepreneur, have undergone a change at the beginning of 20th Century. Today, these concepts are began to be called with the capabilities of more risk-taking, catching innovations, and taking advantage of business opportunities. In recent times creative and innovative entrepreneurship which are very common in global competitive markets is discussed with different dimensions in the variety of policy and practice in Turkey.

### 1. The Current State of Entrepreneurship

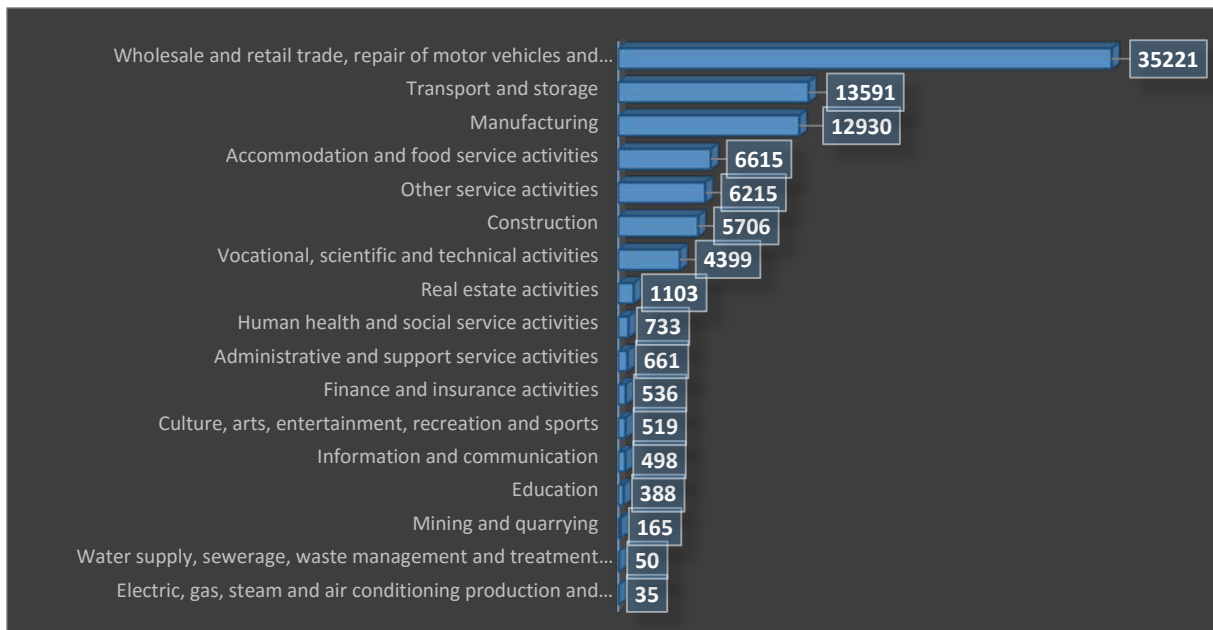
Demographic indicators of entrepreneurial activities is given in Figure-1, summarizes the current state of employer enterprises in Turkey as the years 2010-2011. Accordingly, the birth rate of employer enterprises was 12.2%, when 77.8% of these enterprises consists of personal property, and 17.5% consists of the limited liability companies. The survival rate of employer enterprises was 26.89% in 2011 and the ratio was realized as 32.8% for a period covering the years 2008 to 2011. Also 41.6% of surviving employer enterprises consists natural entities, and 49.3% consists of limited companies in 2011. In 2010, employment creation rate by the new-born employer enterprises was 2.53%, and the same rate for employer enterprises surviving from 2008 to 2011 was 45.41% (TurkStat, 2013a).



**Figure-1: Demographic Indicators of Employer Enterprises in Business Register (2010-2011)**

Source: TurkStat, 2013a.

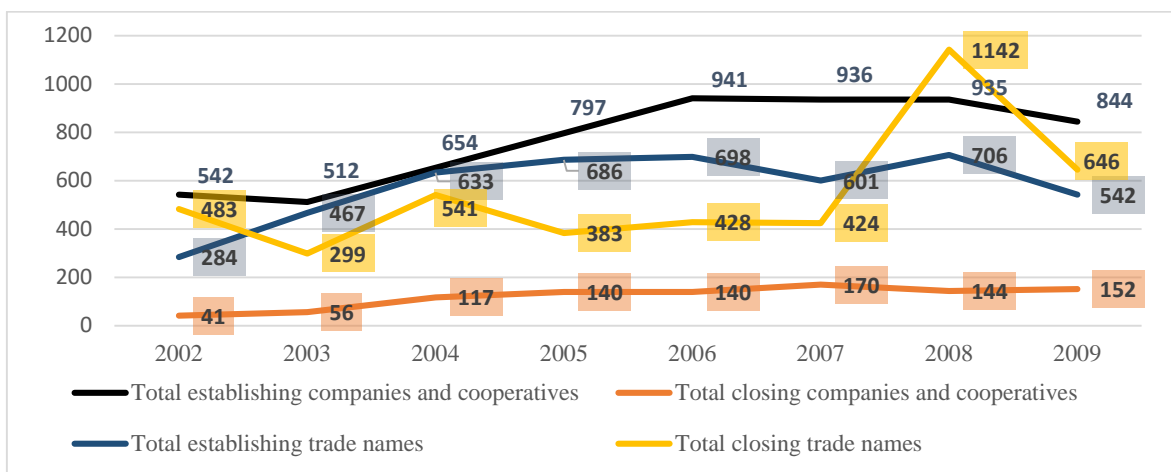
Figure-2 shows the shares of enterprises according to business register in the province of Konya in 2012. In 2012, the largest share in total economic activity is observed in wholesale and retail trade, repair of motor vehicles and motorcycles with 35221 enterprises. This economic activity group is followed by respectively transportation and storage (13951), and by the manufacturing enterprises (12930). Also, accommodation and food service activities, construction, and vocational, scientific and technical activities are the other outstanding economic activities in Konya province.



**Figure-2: Number of Enterprises according to Business Register in Konya Province (2012)**

Source: TurkStat, 2013b.

In context of enterprises in Konya province, establishing and closing companies, cooperatives, and trade names over the years is given in Figure-3. Accordingly, the total number of established and closed companies and cooperatives in the province was respectively 844, and 152. In the same year, the number of establishing trade names was 542, while the number of closing trade names was 646. It can be said that the decreases in the number of companies, co-operatives and the trade names arise from contractionary economic effects of global financial crisis in 2008-2009. Also, according to data from 2014-2023 Regional Plan compiled by Mevlana Development Agency (2013), as of 2012, ratio of new-born companies in the total number of active companies was 3.85%, while the ratio for closing ones was 2.44% in NUTS-2 TR-52 Region (Konya and Karaman provinces).



**Figure-3: Total Establishing and Closing Companies, Cooperatives, and Trade Names in Konya Province (2002-2009)**

Source: TurkStat, 2013b.

## 2. Practices Promoting Entrepreneurship

Today, there are various available mechanisms aiming to promote co-working, learning by doing, and the transfer of knowledge on entrepreneurial activities provided by many institutions and organizations

in Turkey. Such mechanisms, as well as providing financial support to entrepreneurs, contribute to the development of an entrepreneurial culture by means of transferring knowledge about markets, production, and management issues.

Small and Medium Enterprises Development Organization (KOSGEB) is an organization providing financial and knowledge transfer supports to variety of issues such as business idea development, market research, business plan, marketing plan, and project management in Turkey. Some of the supports and development programs offered by KOSGEB include:

- Entrepreneurship Institute
- Applied Entrepreneurship Training
- KOSGEB Young Entrepreneur Development Program
- Business Development Center Support
- New-Born Entrepreneur Support
- KOSGEB Consultancy Support
- Common Purpose Workshop and Laboratory Support

Besides, business development centers is established with the coordination of KOSGEB in order to come together universities and SMEs, and to promote new firms with creative and innovative production capabilities. Business development centers also support existing companies about adaptation of new production technologies. In these centers several support services including financing, transfer of knowledge, and training activities for entrepreneurship are offered. Current business development centers in Turkey are listed in Table 1.

**Table-1: Business Development Centers in Turkey**

Adana Business Development C.	İMES Business Development C.	Ostim Business Development C.
Aydın Business Development C.	İzmir Business Development C.	Sakarya Business Development C.
Balıkesir Business Development C.	Kahramanmaraş Business Development C.	Samsun Business Development C.
Bursa Business Development C.	Karaman Business Development C.	Sincan Business Development C.
Çorum Business Development C.	Kayseri Business Development C.	Siteler Business Development C.
Denizli Business Development C.	Konya Business Development C.	Şanlıurfa Business Development C.
Diyarbakır Business Development C.	Kütahya Business Development C.	Tekirdağ Business Development C.
Erzurum Business Development C.	Manisa Business Development C.	Trabzon Business Development C.
Eskişehir Business Development C.	Mersin Business Development C.	Van Business Development C.
Gaziantep Business Development C.	Nevşehir Business Development C.	Zonguldak Business Development C.
Gebze Business Development C.	Ordu Business Development C.	
İkitelli Business Development C.	Osmaniye Business Development C.	

Source: TESK, 2013.

Another factor that could be addressed promoting entrepreneurship is business incubators. In general, incubators operating in Turkey act as a bridge between entrepreneurs and investors, and organize various business connections. In this context, on one hand business incubators can be the first supporter of business ideas, on the other hand, if necessary, it promotes entrepreneurs in terms of transfer of knowledge and various service activities such as office leasing, marketing planning, mentorship, and management. Some incubators operating in Turkey are given in Table 2.

**Table-2: Some Business Incubators in Turkey**

ARI Çekirdek (İstanbul)	Endeavor (İstanbul)	Metutech – ATOM (Ankara)
Avea Labs (İstanbul)	Girişim Fabrikası (İstanbul)	Seedcamp (General)
Bilkent Cyberpark (Ankara)	Hacettepe University TTM (Ankara)	Startup Labs (General)
Enkuba (Ankara)	Hayal Et (İstanbul)	Viveka (Ankara)
Embryonix (İzmir)	Inovent (İstanbul)	TEB (General)
Etohum (İstanbul)	Inventram (İstanbul)	Koç University (İstanbul)

Source: <http://www.webrazzi.com/2012/03/01/kulucka-merkezleri/>

European Turkish Business Centres Network (ABİGEM) provides support services in the various fields for the development of entrepreneurship and entrepreneurial culture. As of 2013, one of a total 19 ABİGEM centers in Turkey is operating in Konya province. Services provided by ABİGEM centers include:

- Consulting
- Training
- Knowledge Transfer Services
- Strategic Projects
- International Linkages and Partnerships
- Non-Destructive Testing Laboratory (NDT- radiographic)

Technology Development Foundation of Turkey (TTGV) is also promoting the development of entrepreneurial skills through co-working, knowledge transfer and financial supports. TTGV also provides venture capital support via various companies and venture capital programs within. These companies are listed below:

- Technology Investment Co.
- Istanbul Venture Capital Initiative
- Business Venture Capital Investment Trust Co., Ltd.
- TURKVEN - Turkish Private Equity Fund

There are also different supports for the development of entrepreneurship performed by The Scientific and Technological Research Council of Turkey (TÜBİTAK) and The Union of Chambers and Commodity Exchanges of Turkey (TOBB). Accordingly, Entrepreneurship Academy and Progressive Entrepreneurship Support Program within TÜBİTAK and Women Entrepreneurs Council within TOBB offer a variety of services to entrepreneurs.

Konya province has a variety of mechanisms for the promotion of entrepreneurship as well as in Turkey. These mechanisms generally consist of Konya Chamber of Commerce, Konya Chamber of Industry, KOSGEB, Mevlana Development Agency (MEVKA), ABİGEM, and technology / business development centers. KOSGEB organizes entrepreneurship trainings in collaboration with universities in Konya. The Board of the Young Entrepreneurs and the Board of Women Entrepreneurs established by Konya Chamber of Commerce provide support services to the development of entrepreneurial potential in terms of quality and quantity. Entrepreneur Support and Collaboration Coalition Support programs by KOSGEB Konya Service Centre aim to bring together SMEs to generate "Common Solutions to Common Problems", and to solve many difficulties that can be mainly occurred in supply, marketing, capacity utilization, competitiveness, and financing. Additionally, Konya Chamber of Commerce and MEVKA organize applied entrepreneurship trainings in collaboration with KOSGEB in the province.

In Konya, the Ministry of Science, Industry and Technology, MEVKA, and KOSGEB collectively organize various activities to develop awareness of co-working and knowledge transfer in context of university-industry cooperation. Also Technology Transfer Office within Selçuk University operates as a business and project development center in province.

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