



**UNIVERSITAT
JAUME I**

**THE ENTREPRENEUR ECOSYSTEM FOR
PEOPLE WITH PHYSICAL DISABILITIES.**

Autor: Maria Guardiola Guillamon.

Tutor: María Ripollés Meliá.

**GRADO EN ADMINISTRACIÓN Y DIRECCIÓN DE EMPRESAS
AE1049 - TRABAJO FINAL DE GRADO CURSO 2016-2017**

SUMMARY

Nowadays, in Spain there are almost two and a half million people with disabilities or what is the same, people with a recognized degree of disability equal to or greater than 33%. That's what moves me to do deliberation about the entrepreneurial possibilities that someone with a disability has

Hence this project has been done to study the entrepreneur ecosystem for people with a physic disability.

This project will be divided in 3 chapters. The first one will talk about social entrepreneurship, the second one about the institutions and the third will include the investigation practice.

Therefore to talk about the entrepreneur ecosystem for people with a physic disability, we have to look at the definition of social entrepreneurship, taking into account the tree point of view of Sullivan (2007), Roberts and Woods (2005) and Martin and Osberg (2007).

After defying the concept of social entrepreneurship I also compare it with business entrepreneurship. With the help of Sahlman (1996) Austin, and Dorado (2006) thoughts, we will realize that there are a lot of differences between social and business entrepreneurship in the opportunity concept, the context and the Acquisition of financial resources.

To finish this chapter we will conclude talking about the different perspectives of the entrepreneurship (economic, psychological, sociocultural).

In the second chapter, as we sad , will be about the institution, starting with the explanation of the evolution of the institution across time (first generation, neoinstitutionalist, new institutional economy) and finishing with the definition of the two types of institutions (informal potentialities and formal potentialities).

In the third chapter I will do the investigation part of the project, It will consist on an interview to some organizations. The organizations that had agreed to participate are ESPAITEC CEEI, COCEMFE and FEVECTA and I will include as well a point explaining what they to and which are their main objectives.

To finish I will arrive to a conclusion taking into account the result that I et from the interview and the theoretical views that we have till the moment.

INDEX

Table index.....	4
Image index.....	5
Chapter one.....	6
I. Current state of Social entrepreneurship.....	6
II. Definition of social entrepreneurship	7
III. Social Entrepreneurship vs Business Entrepreneurship.....	9
IV. Different perspectives in the entrepreneurship study.....	11
IV.I Economic view.....	11
IV.II Psychological view.....	13
IV.III Sociocultural view.....	14
Chapter two.....	17
V. Evolution of the institutional economic theory.....	17
V.I Institutionalists of the first generation.....	17
V.II The neoinstitutionalists.....	19
V.III The new institutional economy.....	20
VI. Institutions.....	21
VI.I Informal potentialities.....	21
VI.II Formal potentialities.....	22
Chapter three.....	23
VII. Collaborating organizations.....	23
VII.I ESPAITEC.....	23
VII.II CEEI.....	24
VII.III COCEMFE.....	27

VII.IV FEVECTA.....	29
VIII Analysis of the interview.....	31
IX. Conclusion.....	40
X. Literature references.....	41

TABLE INDEX

Figure 1. Most important qualities in an entrepreneurship.....	32
Figure 2..Pros and cons of having a physical disability.....	35
Figure 3. Economic help.....	36
Figure 4 .Special programs for people with a physical disability.....	37
Figure 5. Ways to improve and promote the entrepreneurship for people with physical disability.....	39

IMAGE INDEX

Image 1.ESPAITEC.....	23
Image 2.CEEI.....	24
Image 3.COCEMFE.....	27
Image 4.FEVECTA.....	30
Image 5. Equal rights.....	33

CHAPTER 1

I. CURRENT SITUATION OF SOCIAL ENTREPRENEURSHIP.

Nowadays the entrepreneurial concept has been studied by different points of view such as economics, psychology, sociological and anthropological. Even that, the entrepreneurial concept, some time ago was studied just through the economical aspect. At that time the entrepreneurial concept was related with the finding of new profitable opportunities, or what is the same, the discovery of new goods, services, raw materials and organization techniques which could be sell or introduced with a higher price than its respective costs.

Over time, the psychology, sociological and anthropological view was taken into account to define the concept of entrepreneurship. These psychological, sociological and anthropological contributions give way to what we now know as social entrepreneurship. Now there are a lot of citizens who suffer disabilities that prevent them from doing the same tasks as others and that can find a lot of problems to set up their own business. In Spain there are almost two and a half million people with disabilities or what is the same ,people with a recognized degree of disability equal to or greater than 33%, in accordance with what is established in Article 4.2 of Royal Legislative Decree 1/2013, of November 29, which approves the Revised Text of the General Law of Rights Of Persons with Disabilities and their Social Inclusion.This new way of seen the entrepreneurship (social entrepreneurship) has given them hope.

II. DEFINITION OF SOCIAL ENTREPRENEURSHIP.

Regardless of whether the growth of entrepreneurship in global terms in the last epoch has been impressive, the precise meaning of the term remains diffuse. But in spite of this theoretical confusion there is a common element in different definitions of social entrepreneurship: the research of solutions for social problems.

We will explain the definition of social entrepreneurship through different points of view:

- Sullivan (2007): according to him, in the social entrepreneurship, the entrepreneur look as opportunities all these problems that require for a solution. So he find a way to solve them.
- Roberts and Woods (2005). They think that people can misunderstand the meaning of social entrepreneurship confusing it with charity. Social entrepreneurship is not the same as charity; entrepreneurs should consider themselves business people. They do not have to promote a non-profit idea. For them, social entrepreneurship is the construction, evaluation and pursuit of opportunities for transformative social change carried out by visionary, passionately dedicated individuals. With this definition they state that the opportunities are not found but constructed.
- Martin and Osberg (2007): They seek to differentiate social entrepreneurship from the provision of social services and social activism. On the one hand social provision is limited to a service confined to the population and its scope is determined by the resources that are capable of attracting. On the other hand Social activism is characterized by creating changes through indirect action, that is, by influencing others to make decisions (governments, non-governmental organizations, consumers, workers ...). In addition, it should have in mind that social entrepreneurship has three components:
 - 1) The identification of a stable but intrinsically unjust equilibrium that causes exclusion, marginalization, or suffering to a segment of the population that lacks the financial resources or political influence to achieve transformative benefits on its own.

- 2) Identifying an opportunity in this unfair equilibrium, developing a proposition of social value and leading to use inspiration, creativity, direct action, courage and strength, thus defying the hegemony of the stable state.
- 3) The creation of a stable and new equilibrium that alleviates the suffering of the target group.

III. SOCIAL ENTREPRENEURSHIP VS BUSINESS ENTREPRENEURSHIP.

In this section we will study the difference between social entrepreneurship and entrepreneurship from the perspective of three authors.

First of all we will analyze is the point of view of Sahlman (1996). He uses four variables to compare social entrepreneurship with business entrepreneurship:

- Opportunity: When we talk about opportunity for the commercial entrepreneur, we include only a growing or representative market for a sector that is structurally attractive. In contrast, for social entrepreneurship an opportunity includes any need or market failure. Therefore for the social entrepreneur the opportunities are abundant, whereas for the commercial entrepreneur it is not so.
- The context: The mechanisms of market selection are less severe in the social sector, because very hostile environments can support social enterprises better than commercial ones. In addition, during recessive periods social needs tend to intensify.
- People and resources: It is always more difficult to get the necessary human resources and capital funds for business entrepreneurship.
- Agreement: Due to the way resources are mobilized and the ambiguities associated with performance measurement, the terms of the agreements are fundamentally different for social and commercial entrepreneurs.

About the differentiation made by Austin, it is worth mentioning four variables:

- Market failure: what the social entrepreneur considers a problem can be seen as an opportunity for the social entrepreneur.
- Mission: The mission of the social entrepreneur will also be different from that of the commercial entrepreneur. The social entrepreneur's mission is the creation of social value for the public good. However the commercial entrepreneur will seek the creation of profitable operations that will result in first stay in profitability for shareholders.

- Movement of resources : "Non-distributive restriction of the surpluses generated by the non-profit organizations and rooted social purpose or forms of hybrids of social enterprise, limit social entrepreneurs to fit In the capital markets of entrepreneurs Commercial "(Austin et al., 2006, p.3).
- Performance measurement: Social entrepreneurs face great difficulties in evaluating performance due to the impossibility of measuring social impact.

Another perspective that has to take into account is the one from Dorado (2006). According to him there are three differences between social and economic entrepreneurship.

- The conception of opportunity: What is conceived as opportunity varies depending on the experiences lived by the entrepreneur. The social entrepreneur and the commercial have different expertise so their career will also be different.
- Financial Resources: The achievement of financial resources is a central issue for the social entrepreneur due to the lack of cash flow and assets, which characterizes his ventures.
- The organizational structure: the legal considerations in relation to each type of enterprise, the private and public supervision to which they are subjected and the relation with the interest groups, generate a more structured organizational structure for the business ventures in comparison with the one of The social.

IV. DIFFERENT PERSPECTIVES IN THE ENTREPRENEURSHIP STUDY.

Veciana is one of the most important researchers of entrepreneurship and according to him there is more than one theory in the business function and creation of companies. That means that there is a lack of consensus to create a general theory, therefore we will need to study the different approaches that represent the different theoretical approximations.

On the one hand Garther (1985) thinks that there are four approaches that influence the firm creation: the people implicated; the activities that the people do in order to set up the firm; the ecosystem that is surrounding the firm; the organizational structure and the strategy of the new firm.

On the other hand Ginn (1993) says that the firm can be analyzed by 4 different points: the business personality, which describes the role played by the traditional business man and his features and personal characteristics; the own development; the administration and strategic orientations.

Even all this we will be focus on Veciana's view. According to him there are 4 points which explain the firm creation: the economic, psychological, sociocultural and managerial.

IV.I Economic view.

The various approaches mentioned in this approach seek to provide answers regarding what the business function is and what encourages the creation of companies based on economic rationality.

From a micro or individual level there are three proposals:

- The entrepreneur as a factor of production: In this first economic proposal is intended to explain the role of the entrepreneur in the economic process. In it the entrepreneur is considered as the fourth factor of production. The functions of the entrepreneur will be to decide which product should be produced, determine and acquire the raw materials or production factors, decide on the

optimum combination of factors, direct the entire production and marketing process, and assume the risk inherent in that process.

- Analysis of the benefits that the entrepreneur receives for his function: the entrepreneur assumes the risk of organizing the economic activity and acquiring the means of production because he has the hope of acquiring a profit at the end of the productive process (Alonso y Galve, 2008). The profit of the entrepreneur must be composed of a risk premium, the employer's salary and the employer's income derived from the shortage of people with entrepreneurial capacity (Mangold, 1855).
- The occupational choice that people have: All people have the same ability to convert from worker to employer and vice versa. It is their decision that makes them entrepreneurs or workers, people will be able to choose between working for a fixed salary without risk or creating their own company under risk and uncertain benefit (Kihlson y Laffont, 1979).

At a business level, a theoretical proposal tries to explain the creation of new companies from the transaction costs. The purpose of this proposal is to explain the creation of new companies, since transaction costs determine the most appropriate governance structure.

At the macro or global level of the economy there are two theoretical approaches that seek to explain the creation of companies from an approach of economic rationality:

- Economic development: to explain economic development, Veciana (1999) takes as a basis mainly Schumpeter's opinion. For Schumpeter, the production process is a combination of productive forces that are composed of material and immaterial forces. The material forces in turn are composed of the so-called original factors of production (labor, land, capital) and the immaterial forces are made up of technical facts and facts of social organization. The two forces, material and immaterial, are conditioning the nature and level of economic development. On the other hand, he describes economic development as a dynamic process, determined by technology and forces. Thus, the fundamental force that drives capitalist production and the system as

a whole is the technological phenomenon and with it, the process of technological innovation. Veciana (1999) explains the Schumpeterian model of the creation of companies starting from the fact that the creation of companies depends on the behavior of the entrepreneur, who makes a new combination of factors. This implies a new production function and the opportunities for "new combinations" are the result of technological change.

- Endogenous regional development: Endogenous regional development is defined as a process of growth and structural change that, through the full utilization of the resources of each region, leads to the well-being of that population or region. If this local community is able to lead the process of structural change, it is possible to speak of an endogenous regional development process.

IV.II Psychological view.

This approach will explain the existence of individuals who decide to create companies. This analysis is approached from a micro level and macro level.

From the micro level we will analyze the personality traits of the entrepreneurs, in particular what differentiates the entrepreneurs from the rest of the population.

Veciana (1989), shows that there are numerous empirical studies that affirm that the main psychological traits and motivations of the entrepreneur are the following:

- The need for independence: The desire of independence motivates the entrepreneur, hence the business function requires independence.
- Motivation of achievement, personal energy and initiative development: business roles are characterized by a greater degree of individual responsibility and risk; therefore, people with high desire for achievement are more likely to take entrepreneurial jobs.
- Internal control: it is the emotion of a person that with their actions or personal characteristics can influence the results. Those who have tendency of internal control believe that events occur as an effect of their own actions and those

who have tendency of external control believe that events occur by chance and the results are out of their control (Rotter, 1966). Therefore, individuals with an internal tendency of control may be prone to undertake ventures because they want positions in which their actions have a direct impact on results.

- Tolerance to ambiguity: taking into account that the challenges and possibilities of success associated with the creation of companies are by nature unpredictable, argues that tolerance for ambiguity is a characteristic feature of entrepreneurs.

IV.III Sociocultural view.

The theoretical proposals from this approach are trying to explain the creation of companies through the environment or the external factors to which the entrepreneur is exposed at a given time and place.

There are three theoretical approaches that from the micro level are the best known: the role approach, the networks approach and the marginalization approach.

- The marginalization approach: the marginalization approach is based on the results of some research, where it is pointed out that the decision to create a company is not a consequence of a deliberate or rational act, but the decision is motivated by the break of a style Of previous life. This theoretical proposal explains that the existence of negative and critical factors can encourage the creation of a new company, and those who are more likely to become entrepreneurs are marginalized or maladjusted individuals belonging to some minority ethnic, religious, immigrant group Or unemployed (Veciana, 1999).
- The role approach: This approach tries to explain why there are geographical areas with high level of business creation, while in others the level is very scarce. The answer from this approach is that the existence of facts that make it possible to create a company will be a factor that will greatly influence the creation of a company (Veciana, 1999).
- The network approach: promotes the idea that "the set of specific relationships between various groups or actors, provide multiple interconnections and chain

reactions, the result of which is to facilitate the entrepreneur's creation of the company, and on the basis that the Entrepreneurs move in a dynamic environment where they are in continuous interaction with other individuals.

At a higher level (meso) we find three factors:

- Networking: it has the same objective as at the micro level. However, the creation of networks at this level is considered as a form of intermediate or hybrid government and are approached from specific areas such as the strategy of the company or from the field of the economy of transaction costs (Veciana, 1999).
- The development of business incubators or nurseries: arise as a mechanism that provides solutions to the high levels of failure of newly created companies. It assumes that the role of incubators goes beyond offering a physical space and assistance to new companies, also makes it possible to obtain a network of contacts that guarantees a permanent flow of customers and suppliers; helps these companies until they have obtained the necessary skills and abilities to survive in the market (Gómez, 2002).
- The evolutionary approach is to explain "the set of specific relations between several groups or actors, they provide multiple interconnections. And chain reactions, whose result is to facilitate the entrepreneur's creation of the company, and based on the fact that entrepreneurs move in a dynamic environment where they are in continuous interaction with other individuals . The central idea of this theory is that organizations feel better under stable conditions than under conditions of great change and, therefore, are more apt to make gradual changes (Veciana, 1999). Under this theory it is argued that organizations function on what they call organizational routines, which refer to everyday and predictable behaviors within the company.

At a macro level or at a global level of the economy, there are four theoretical approaches that analyze the factors related to the creation of companies.

- Economic development: This first approach is based on Max Weber's "Protestant Ethic and Spirit of Capitalism". According to the German sociologist and economist, the behavior of the capitalist entrepreneur was conditioned by

his religious beliefs; this would explain why the business activity will be developed in areas of greater prevalence of the Protestant ethic.

- Social change: it proposes that social characteristics affect entrepreneurship. Under this proposition, the degree of mobility, both social and geographical, as well as the mobility pathways within the social context are factors that condition the creation of companies (Veciana, 1999). Within this approach, two lines of thought are differentiated, The first holds that a high degree of social mobility positively affects entrepreneurship . And a second line that says that what favors the entrepreneurial spirit is "a relative social blockade", that is to say, when the ways of mobility are blocked; and that through entrepreneurial activity it is likely to achieve that positive social change or to ascend socially.

- The institutional approach: This approach has become important in recent years and it is based on the fact that institutions constitute established "rules of the game" that have a positive or negative influence on economic development and consequently on the creation of new enterprises (North , 1990).

CHAPTER 2

V. EVOLUTION OF THE INSTITUTIONALIST ECONOMIC THEORY.

There are several denominations and classifications of the different schools and movements referred to institutional economic theory. We are going to differentiate three stages in the evolution of the theory of institutional economics: the first generation of institutionalists, neoinstitutionalists and new institutionalists or new institutional economics.

V.I Institutionalists of the first generation.

Institutional economic thinking began in the last decades of the nineteenth century in the United States.

Its founder, economist Thorstein Veblen, was largely inspired by cultural anthropology. According to him, economics is the study of the material aspect of human culture. In this sense, the economic system is a cultural byproduct subject to constant evolution and transformation. For Veblen, human action in all its facets is the proper field of economics, not only the structure and organization of economic life, but all social behavior.

According to Veblen (1965) "institutions are like a common and predictable patterns of behavior in society, including habits of thought and action generally shared."

In spite of this, Veblen focused his explanations on the nature and functioning of American capitalism of the time, its industry and business, making a hard critic of both business practices and neoclassical theory. The most important concepts in his theory were the concepts of technological efficiency and scarcity, linked to the concepts of productive class and idle class, respectively. For Veblen, capitalism has given rise to two basic points of view that establish a deeply rooted dichotomy in society: the industrial (productive class) and business (idle class) point of view. The industry works to achieve useful things, promoting as far as possible the progress and the technological developments that promote abundance. On the other hand, the business, which is born of market forces, represents the pecuniary point of view that allows the

entrepreneurs to take advantage of the material surplus, tending to reinforce the scarcity regime .

Another of the first-generation institutionalists was John Commons. Unlike Veblen, who was more skeptical, Commons believed about the ability of the state to raise the general welfare through institutional change.

In addition to John Commons at this stage we also find John Clark. He attempted to create a social economy treatise for his time by criticizing both neoclassical economics and psychology. Their approaches were based on a new theory of social organization centered on new assumptions about the nature of the human being and the nature of the economic system, paying close attention to ethical issues. According to Clark, orthodox economics does not consider social values, which should be taken into account.

Clark thought that under strict social control there was a possibility that the capitalist economic system would serve the welfare of the economy. He believed in the possible harmony between business and social efficiency. In general, it was much clearer and more energetic to work in areas related to the social economy than the rest of institutionalists of the first generation.

Finally, Wesley Mitchell took another institutionalist direction. Mitchell gave to the economy in general, and the institutionalist economy in particular, a statistical foundation, and therefore he was considered as one of the precursors of econometrics. Thus, it is associated with the use of quantitative methods and detailed and meticulous investigations of economic cycles.

In the British school, one of the most important exponents was John Hobson, an economist deeply concerned with the ethical aspects of economic behavior.

Its most important contribution was the theory of under consumption, or excess saving, which claimed that this excess was undesirable because it led to a contraction of demand, originating among other perverse consequences, the imperialist tendencies of the need of the metropolis to get rid of their surplus

V.II The neoinstitutionalists.

Within the neoinstitutional we will highlight the contributions of Clarence Ayres, Gunnar Myrdal and John Galbraith.

- Clarence Ayres: Ayres considers that to study the institutional theory we have to take into account the technology and technological change. For him, technology was the main determinant of human behavior and social structure. Unlike Veblen, he did not totally repudiate the value of the market, although he argued that prices and markets were less important than technology and institutions. In terms of economic policy, he defended social reforms along the lines of Commons, giving support to regulated economic planning to control the excesses of capitalism. According to Ayres, the economist as a social scientist could not avoid the human interest in values and, therefore, ethics.
- Gunnar Myrdal: he emphasized in the same way that the first institutionalists did for their involvement in social, political and economic reforms, especially in "third world countries" and considering the problem of poverty. In this regard, Myrdal was skeptical about the possibility of applying conventional economic analysis in "underdeveloped" countries. According to him, in these societies economic analysis of social and political analysis cannot be isolated. Myrdal (1964) approached the study of (sub) development and economic imbalances by means of the principle of cumulative circular causality which states that the free operation of the market fuels a process that tends to favor those initially well-endowed regions and to harm them lower levels of development, further widening the disparities between both regions over time. According to Myrdal, the way to counter this trend is through regulatory or redistributive intervention by the State, transferring compensatory resources from developed areas to underdeveloped areas, in order to reduce the gap between rich and poor countries.
- John Galbraith: was particularly interested in the study of oligopolistic concentration as a stimulus for technological innovation, stating that the oligopoly develops its own restrictions and that these are not born of competition, but of consumers. In this sense, economic power creates its

compensation. The author also analyzes in depth social imbalances, stating that uncontrolled wealth generation, "unseemly opulence" in the context of capitalist society does not always lead to social improvements for the majority of the population; in most cases it causes social imbalances, not only in the context of capitalist society, but also in underdeveloped economies.

V.III The new institutional economy.

The most prominent authors of this movement are Oliver Williamson and Douglass North.

- Oliver Williamson: Williamson talks about the theory of transaction costs. This theory adopts the transaction as a unit of analysis and states that transactions can occur through the market or within the company itself, depending on the specific combination of human factors and factors in the environment. One of Williamson's main contributions (1981b) was to point out that any problem that is formulated in contractual terms can be studied using the concept of transaction costs. Williamson applies the transaction cost approach to the study of different economic institutions, exploring their implications in government regulations and policies. In his institutional analysis, he integrates the economy with the theory of organization and contractual law.

- Douglass North: North (1993a: 13) argues that "institutions are the rules of the game in a society or, more formally expressed, institutions would be the limitations devised by the people who shape human interaction." These reduce uncertainty and provide a structure to everyday life. Institutions are thus the fundamental determinants of economic performance in the long run. North distinguishes between formal and informal institutions and analyzes how they are applied and evolved. Formal institutions include government laws, regulations, and procedures, while informal ones include people's ideas, beliefs, attitudes, and values, that is, the culture of a given society. For North (1993a: 100), institutional change will consist of marginal adjustments to the set of formal and informal constraints that constitute the institutional framework. The general stability of an institutional structure will allow the complex exchange through Evolution and principles of institutional economic theory.

VI. INSTITUTIONS

Institutions are impositions imposed by human beings that structure and limit their interactions (North, 1994). Institutions reduce uncertainty, since they establish a structure in which to perform human interaction in daily life, determining and constraining the set of choices of individuals (North, 1993a).

Institutions include all kinds of potentialities that humans create to shape human interaction. They consist of: informal potentialities and formal potentialities. At the same time, the institutions also understand the specific characteristics of application of these limitations (police, judicial system ...) (North, 1993a).potentialities

VI.I Informal potentialities.

Even in the most advanced societies, where we consider that life is ordered by formal laws and well-defined property rights, formal rules constitute a small part of the structures that govern everyday social interaction. In our daily relationship with the family, in social relations, in the professional field, etc., informal limitations, such as codes of conduct, norms of behavior and conventions, mostly define the field of action in which we move.

Informal constraints come from information that has been passed on as part of the cultural heritage of societies. North takes Boyd and Richerson's definition of culture and understands it as the "transmission from one generation to the next, through teaching and imitation, of knowledge, values and other factors that influence behavior." Culture, therefore, represents the conceptual framework based on language, under which individuals capture information in a certain way, which is in line with learned cultural models. The cultural filter provides continuity, so the informal solution to the problems of exchange of the past is transferred to the present and makes informal constraints into important sources of continuity in long-term social change (North, 1993a).

The way in which the individual processes the information represents the basis of the existence of the institutions and is also the key to understand how the informal potentialities are vital in the formation of the choices that are made to solve the problems, both short Long-term evolution of society (North, 1993a).

VI.II Formal potentialities.

As societies become more complex by increasing their degree of specialization and division of labor, taboos, customs or traditions, which represent unwritten constraints, evolve into other types of written norms, representative of these more advanced communities . These written rules lead us to formal potentialities, formal rules.

According to North, (1993a: 67-75) formal rules contain political and judicial rules, economic (or property rights) rules and contracts.

The political rules establish the hierarchical structure of governments, their basic structure of decision, as well as the express characteristics of the form of control of the government program.

Economic rules define property rights, that is, the accumulation of rights over use, income derived from ownership or the ability to sell assets or resources.

VII. INTERVIEWD ORGANIZATIONS.

Thanks of the collaboration of the ESPAITEC, CEEI, COCEMFE and FEVECTA, I have been able to learn a little bit about the actual situation of disabled entrepreneurs and their acceptance inside this ecosystem. In this point I will explain what these organizations are and what is its main objective and function.

VII.I ESPAITEC

ESPAITEC is the scientific, technologic and business park of Castellón. Promoted by Universitat Jaume I (UJI) and the Confederation of Employers of Castellón (CEC), it began its activity in 2007 with the aim of contributing in a quantified and recognized way to the socio-economic development of the province of Castellón and the diversification of its fabric industrial. Nowadays there is an increase in the demand of business development support services and as a result ESPAITEC want to create a connection between the university and the industry.

Image1. ESPAITEC



Source: *ESPAITEC website*

ESPAITEC's mission is to be the main agent of the entrepreneurial spirit at the provincial level and contribute in a quantified and recognized way to socio-economic development, both in the UJI and in the society of Castellón.

The principal objectives of espaitec are:

- Promotion of University-Company collaboration through the market research and the promotion of lines of I + D + I adapted to the demand.

- Guidance and support for technology transfer and commercialization of research results.
- Promotion and dissemination of entrepreneurship and innovation.
- Contribution to business competitiveness and development of the province of Castellón.

VII.II CEEI.

The European Business and Innovation Centers (ECI) or European Community Business and Innovation Centers (EC BIC) are organizations designed to support all those business initiatives involving innovation or business diversification, offering a complete and comprehensive system of activities and services to the pymes.

Image 2. CEEI



Source: CEEI website

They receive the recognition of the European Commission from a certificate that allows the European quality mark to be obtained. They have a public interest function and are constituted by the main economic agents of an area or region, to offer a range of integrated services of orientation and accompaniment of projects to innovative SMEs, contributing to regional and local development.

The European Center of Innovative Companies of Castellón is constituted as a non-profit association, of regional scope, formed by juridical people that develop activities related to the aims of the Center. Created in 1997, it is part, together with the CEEI of

the Valencian Community and the 13 Technological Institutes, of the Network of Technological Centers of support to SMEs promoted by IVACE.

At the moment, are associated to the CEEI Castellón:

- Instituto Valenciano de Competitividad Empresarial (IVACE).
- Conselleria de Economía Sostenible, Sectores Productivos, Comercio y Trabajo.
- Diputación de Castellón.
- Ayuntamiento de Castellón.
- Universitat Jaume I
- Cámara de Comercio, Industria y Navegación de Castellón.
- Fundación Universitat Jaume I-Empresa.
- Confederación de Empresarios de Castellón.
- AJE Castellón.
- Asociación Española de Fabricantes de Azulejos y Pavimentos Cerámicos (Ascer).
- Asociación Española de Técnicos Cerámicos (ATC).
- Colegio de Economistas de Castellón.
- Colegio Oficial de Ingenieros Industriales de la Comunidad Valenciana.
- Comisiones Obreras (CCOO).
- Unión General de Trabajadores (UGT)
- Cajamar.
- Bascalsa SA.

- BP Oil Refinería de Castellón.
- Asociación Nacional de Fabricantes de Fritas, Esmaltes y Colores Cerámicos (ANFFECC).
- Caixabank

The CEEI Castellón has been working alongside entrepreneurs in Castellón for 19 years, streamlining local resources to stimulate and to help in the creation and growth of innovative companies, and promote innovation as a strategic factor, with the aim of contributing to the competitiveness of companies from the province. It is a support organization for entrepreneurs and SMEs to promote the economic and social development of the province of Castellón taking the innovation as the key element of success.

The CEEI has a large line of services and activities , and also has a group of experts that helps anyone to transform an idea in a real business project. All this will be done fostering cooperation between entrepreneurs and innovative enterprises.

They have as a mission to foster the entrepreneurial spirit and energize local resources to create wealth and employment in our province.

To reach this mission the CEEI offers the following services to the entrepreneurs:

- Personalized advice to the entrepreneur.
- Support services for innovation and competitive improvement for companies.
- Search and capture of public and private financing.
- Valorization of investment in I+D+i.
- Internationalization of the company.
- Workshops, seminars, workshops and networking activities.
- Development and Management of innovative projects.

VII.III COCEMFE.

COCEMFE, the Spanish Confederation of Persons with Physical and Organic Disabilities, is a Non-Governmental Non-Profit Organization that was set up in 1980. Its objective is to bring together, strengthen, train and coordinate the efforts and activities of organizations working in favor of people with physical and organic disabilities to defend their rights and improve their quality of life. COCEMFE represents this group before the Administration, private enterprise and society and brings together more than 1,600 organizations, divided into Autonomous Confederations, State Entities and Provincial Federations that in turn, bring together different local associations.

Image 3.COCEMFE



Source: COCEMFE website

COCEMFE has since 2010 the European Commitment to European Excellence Seal for its Management System according to the criteria of the EFQM Model of Excellence.

The strategic lines of COCEMFE are the provision of a portfolio of basic services and activities aimed at confederate entities and people with physical and organic disabilities, cohesion of the associative movement, institutional relations, excellence in management, communication, management human resources and financial management.

COCEMFE has a multiple range of action areas, but the most important are: labor integration, education and training, accessibility, social and health care, childcare, youth and women, I+D+i, leisure and free time, documentation and information , Legal advice, and the participation in European programs.

COCEMFE has the following mission, vision and values:

- Mission: COCEMFE coordinates, represents and promotes the Associative Movement of Persons with Physical and Organic Disabilities, while developing a series of services and activities aimed at its member organizations with the intention of improving the quality of life, full integration in society and the defense of the rights of persons with physical and organic disabilities in all areas of life.
- Vision: COCEMFE wants to be recognized as a reference organization for its capacity to represent and vindicate the rights of people with physical and organic disabilities. To this end, it puts at the service of its member organizations the best professional capacities to guarantee high levels of quality in its actions, while at the same time it acquires a strong commitment with all its stakeholders to fulfill its mission.
- Values: COCEMFE is committed to achieving its mission and vision acting under a strict framework of principles and values, based on international declarations of human rights and rights that affect people with disabilities. Further more it will also have the following values: transparency, commitment, efficiency, independence, responsibility, democracy, solidarity, equality, honesty, diversity and respect for the dignity of people.
- COCEMFE develops its strategies in collaboration with other entities of the disability sector and the third sector, both nationally and internationally. Its principals collaborators are:
 - 1) Comité Español de Representantes de Personas con Discapacidad (CERMI).
 - 2) Consejo del Real Patronato sobre la Discapacidad.
 - 3) Consejo Nacional de la Discapacidad.
 - 4) Consejo Estatal de ONG de Acción Social.

- 5) Plataforma del Tercer Sector.
- 6) Plataforma de ONG.
- 7) Plataforma del Voluntariado de España.
- 8) Red Europea de Lucha contra la Pobreza y la Exclusión Social en el Estado Español (EAPN-España).
- 9) Asociación Española de Normalización y Certificación (AENOR).
- 10) Red Rural Nacional.
- 11) Consejo de la Juventud de España.
- 12) Plataforma en defensa del Cupón de la ONCE.
- 13) Foro Europeo de la Discapacidad (EDF).
- 14) Disabled People's International, DPI.
- 15) La RED Iberoamericana de Personas de Entidades de Personas con Discapacidad Física (La RED).

VII.IV FEVECTA.

FEVECTA is the representative organization of cooperativism of associated work in the Valencian Community. It is an independent and pluralistic business organization that brings together the Valencian associated voluntary work cooperatives.

Image 4. FEVECTA



Source: FEVECTA website

The main objective of the Federation is to defend the interests of associated cooperatives in the political, economic and institutional sphere, as well as the promotion of new cooperatives.

Since when it was founded in 1988, FEVECTA has undergone significant evolution. With an initial number of 87 constituent cooperatives, it currently brings together about 600 belonging to all sectors of activity.

The main functions of fevecta are:

- Defend the interests of cooperatives: FEVECTA is the representative entity of Cooperatives of Associated Work of the Valencian Community, in the economic, political and social spheres, before the public and private entities, and within the cooperative movement in general, adopting to that end all the actions that appropriate.
- Promote cooperation: The Federation advises groups of people who intend to form a cooperative. If you are interested in creating a cooperative of work associates, you can go to the service of attention to entrepreneurs in any of our offices of Valencia, Castellón and Alicante where we will attend you for free.
- Offer a range of services to the cooperatives associated.

VIII. ANALYSIS OF THE INTERVIEW.

To do the analysis of the entrepreneur ecosystem for disabled people, I decided do several interviews to the people who run organizations like COCEMFE, ESPAITEC, FEVECTA and CEEI.

With this interview I had acquired some information about the possibilities that are offered to people with physical disabilities and the conception that the society has about them

.In this headline I will explain all this information according to the question that I have asked to the organizations.

1) Which are the most important qualities in an entrepreneur?

When we think about the qualities that an entrepreneur must have, the first thing in coming in to our minds is the creativity , the ease of creating new ideas. A part from the creativity, the organizations interviewed have contributed with other types of qualities that an entrepreneur must have.

According to the director of the CEEI one of the most important qualities in an entrepreneur is the initiative. The entrepreneur shouldn't be afraid to the unknown; he should be able to find a way to get what he really wants and put it in practice. Another quality that we must take into account when we are describing the profile of an entrepreneur is the hard work. An entrepreneur must be a hard worker. To bring to the reality a business idea it's necessary to be constant, and being able to keep working even when we are tired or we are thinking about giving up.

ESPAITEC coincides with the CEEI in the statement that an entrepreneur must be hard worker. That brings them to state another quality necessary in any entrepreneur. According to ESPAITEC an entrepreneur must have be able to solve problem. Any business project carries a lot of problems on the way of success. Most of the people are not able to face the problems and sometimes they just give up. The entrepreneur must be someone positive that even in the hardest moment, find a solution to keep going with his project. Most of the organizations interviewed coincided that this is the most important quality in an entrepreneur.

About the qualities provided by COCEMFE we must start talking about the knowledge about administration of a firm. They basically agree with the qualities that the other organizations have proposed but they also consider that an entrepreneur must have the basic concepts of how to administrate a firm. If an entrepreneur doesn't have a basic knowledge about administration maybe he can feel a little bit insecure.

Finally about the qualities provided by FEVCTA we must highlight:

- The leadership.
- Knowledge of the sector in which they want to locate the business.
- Have good interpersonal skills.

So according to all this organizations the most important qualities in an entrepreneur and permit as to identify the perfect profile for an entrepreneur are the initiative, capability of hard working, the ability of solving problems, a basic knowledge about administration of a firm, leadership, Knowledge of the sector in which they want to locate the business and having good interpersonal skills.

Figure 1. Most important qualities in an entrepreneurship



Source: Own elaboration

2) Do you think that a person with a physical disability will be treated and considered as another one without a disability?

This question has been done just to COCEMFE, because is the organization specialized with physical disabled, hence they are the ones that really know who are the things for the people with this kind of disabilities.

According to the interview the people with a physical disability are not treated with equality. They said that common people don't have enough information about what is a physical disability is and which are the limitations that a person with a physic disability have. We can see it principally in the world of work.

Most business bosses don't want to hire someone with a physical disability because they consider that this people are less capable, and that's not true. There is a lot of people who is well prepare to work in a office and they are not hired.

That statement brings us to state that maybe this difficulty to find a well-paid job, or a fulltime job, drives them to considerate the possibility of founding their own business.

In conclusion, most of the people (even some bosses from important firms), don't have a clear and real idea of what a physical disabled person is. It is important let them know that a lot of disabled people is able to do the same than the rest of the people do.

Image 5. Equal rights



Source: Website burning night

3) Do you think that someone with a physic disability will be in disadvantage to be an entrepreneur?

In this part of the interview a decided to ask to the different organizations if they think that a person with a physic disability has any disadvantage. That will let us known the problems that they would face if they want to set off their own firm.

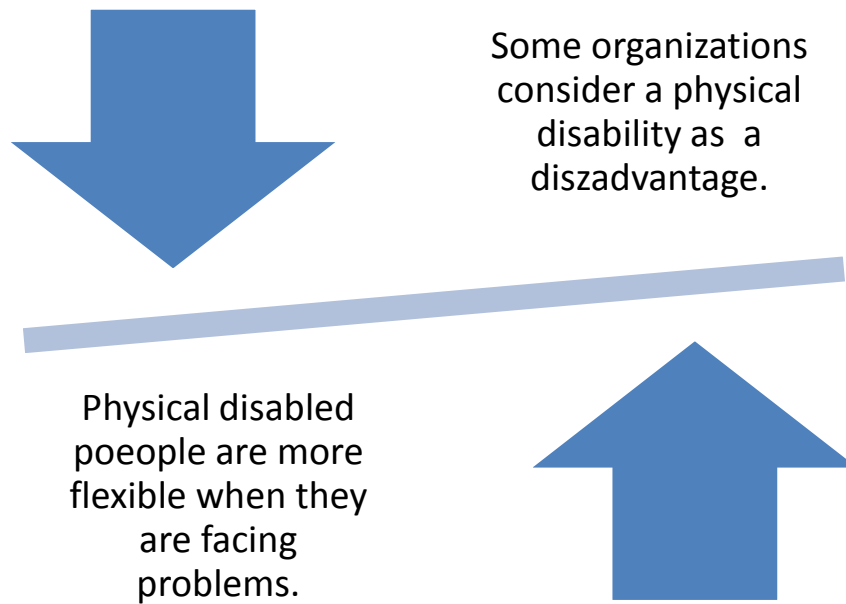
FEVECTA, CEEI AND ESPAITEC let us known that they don't consider a fiscal disability as a disadvantage to be an entrepreneur. We are living in a time where the technologies are constantly making our life easier and they could help to delete the problems that people with physic disabilities had in the past.

Furthermore as we have said the entrepreneur must be someone able to deal with any problem because when we start working in a business project we will be constantly facing obstacles. People with disabilities are always facing problems in their daily life and they know how to skip them. That gives them an advantage, not a disadvantage. When they will start working in their business project they will be psychologically more prepare to face it, and maybe they will find a better way to succeed.

Nevertheless, if they have an innovative idea that includes having a certain physical capability that they don't have, obviously it will be consider disadvantage for them.

COCEMFE, on the contrary that the thoughts of the rest of the organizations, consider that is a disadvantage. Not because the disability, but the conception that some people has about physical disabled. Hence maybe people with disabilities won't be looked as the rest of the entrepreneurs when they go to ask for economic help for their projects, even if it's true that nowadays getting an economic help is difficult to everyone.

Figure 2. Pros and cons of having a physical disability.



Source : Own elaboration

4) Your programs of aid to entrepreneurs would integrate people with physical disabilities?

We are living in a world of equality where there no difference between people with disabilities and without. That's why decided to ask this four organization if they would accept a person with a physical disabilities in their programs of entrepreneurship.

The CEEI, ESPAITEC and FEVECTA say that obviously their programs will integrate people with physical disabilities. As i had said before we are living in a time where the technologies are constantly making our life easier and they could help to delete the problems that people with physic disabilities had in the past. Furthermore this people with disabilities will be more flexible with the problems that they can find along the process of the business project, because in their daily life they are constantly facing challenges.

COCEMFE doesn't have a special program for entrepreneurs because this organization has another functions like formation, searching jobs for disable persons

help them psychologically and help them to have an easy life offering them a transport service for example. If any physical disabled person wants to build his own business COCEMFE, help him to find another organization that could give him the services that he is searching.

5) Do you have any program for entrepreneurs with physical disabilities?

As in the question number five I had realized that having a physical disability can be a disadvantage, I decided to ask to the different organizations if they had a special program for these people with disabilities.

According to ESPAITEC and CEEI entrepreneurs with physical are as capable as any other entrepreneur. Hence they don't offer any special program to them.

On the other hand FEVECTA also consider that entrepreneurs with physical are as capable as any other entrepreneur, but they give some special monetary helps to promote the social entrepreneurship:

Figure 3. Economic help

Entrepreneurs younger than 30	
Entrepreneurs older than 45	Women= 10.000 euros
Long term	Men= 8.000euros
Single payment recipients	
Women within 24 months of birth.	10.000 euros
Disabled people	12.000 euros
Social exclusion	12.0000 euros
Temporary workers	Men= 8.000 euros Women= 10.000 euros

Source: Own elaboration, information from the interview.

In COCEMFE as we had said the just offer service to train people , searching jobs ,psychologically services and services that help them to have an easy life. If someone wants to start its own business COCEMFE find them an organization that could provide them with the help required.

Figure 4. Special programs for people with a physical disability.

COCEMFE	They don't have any program for entrepreneurs.
FEVECTA	They don't have any special program, but they give some economic help (12.000 euros).
ESPAITEC	They don't have any special program, no differences between people with disabilities and without
CEEI	They don't have any special program, no differences between people with disabilities and without

Source : Own elaboration.

6) Do you know any entrepreneur with a physical disability?

Generally is difficult to find an entrepreneur with a physic disability but in some of this organizations they known some cases that prove that everything is possible.

In ESPAITE never have an entrepreneur with a physic disability between them. Even that the person that I had interviewed told me that he knows someone that fits in the profile of an entrepreneur.

In the interview of the CEEI I was told about a guy who has been attending to some journeys organized by the CEEI that has a disability and was thinking about creating its own firm.

An entrepreneurs with a physical disability that really gets to build its own business was one that found a shoes shop, according to COCEMFE. They also told me that the founder of this shop has hired a person with a physical disability too.

In FEVECTA of Castellon they don't know any person with a physical disability that had founded its own business. But I know that in villa real they helped one person with a

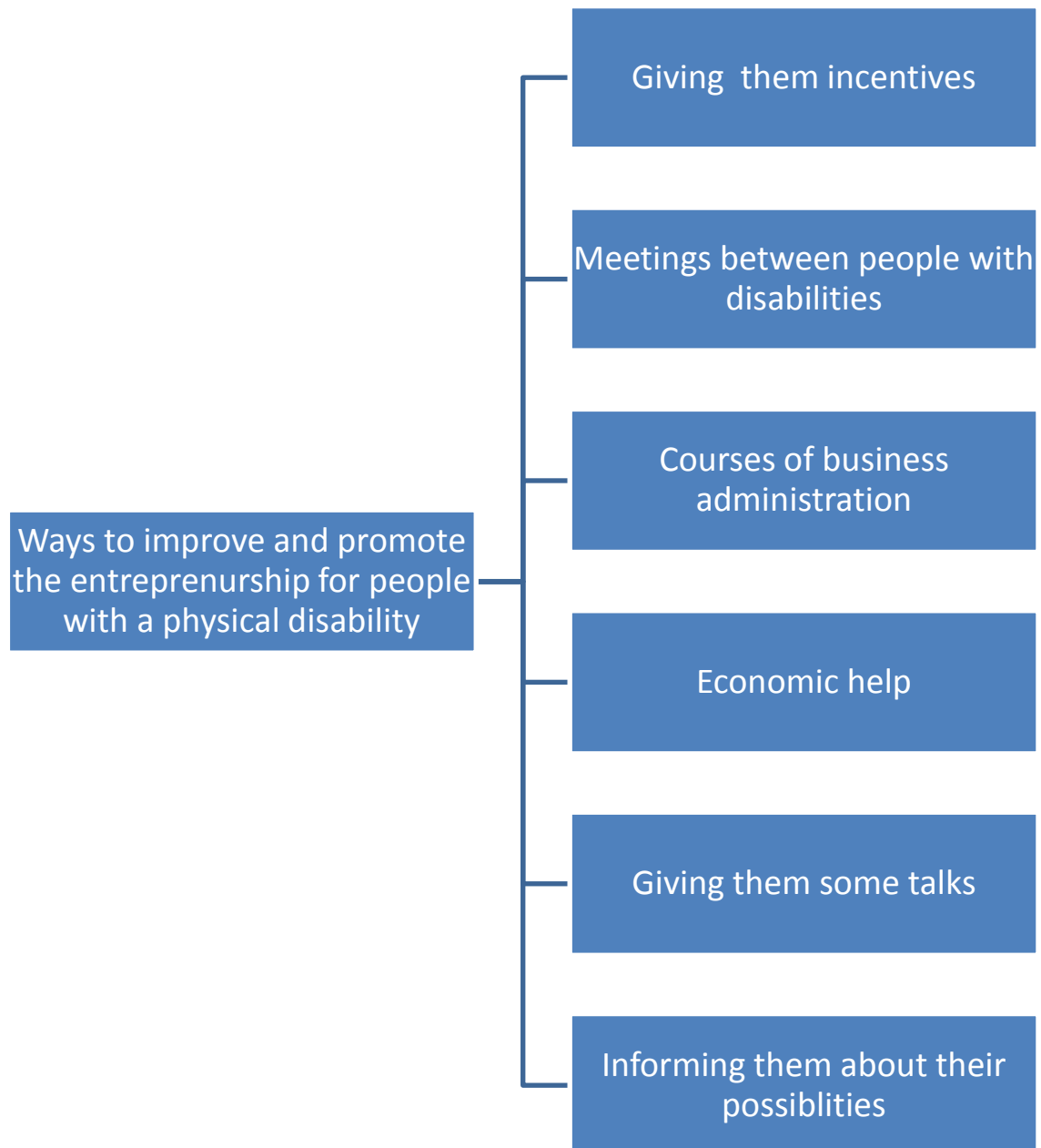
physical disability (I know that because I call to an organization of disabled people and they told me about it).

7) What could be done to improve, facilitate and promote entrepreneurship for people with a physical disability?

With the interviews we have arrived to the conclusion that most of the people with a physical disability are not confident enough to found a business. Hence we have find different ways to increase their confidence and promote the entrepreneurship in this social sector:

- According to ESPAITEC, to increase the confident and promote the entrepreneurship it will be interesting giving them a type of incentive (like giving them priority). ESPAITEC thinks that could be helpful if in the talks about entrepreneurship a section about social entrepreneurship is included. That would inform much better the people with a disability and they will know which their possibilities are.
- The CEEI thinks that another way to promote the entrepreneurship between people with physical disability is by organizing some meetings between entrepreneur people with disabilities to show them that everything is possible. With these meetings people will be able to exchange information and experiences.
- In COCEMFE suggested me that the best thing that we can do to improve the confidence and promote the entrepreneurship is giving to the disable people a course of administration to teach them how to drive a business (that could be applicable to anybody, it's not necessary to have a disability).According to them another thing that will increase the entrepreneurship between the disabled people an economic help.
- FEVECTA as ESPAITEC consider that the best way to improve facilitate and promote entrepreneurship for people with a physical disability is by giving them some talks and information about their opportunities in the entrepreneurship.

Figure 5: Ways to improve and promote the entrepreneurship for people with physical disability



Source: Own elaboration.

IX. CONCLUSION

Social entrepreneurship just seen as the desire for social change and sustainability of the organization and social services it provides. So a long this entire project we have seen that theoretically social entrepreneurship doesn't talk about any person with a disability founding its own firm. That's why I decided to do an investigation about it going to several organizations and asking them some questions.

The qualities more valued in an entrepreneur are the initiative, capability of hard working, the ability of solving problems, a basic knowledge about administration of a firm, leadership, Knowledge of the sector in which they want to locate the business and having good interpersonal skills. Some people with a physical disability has all this qualities, but they are not well informed about their possibilities and that doesn't help to improve their confidence.

As a result of all this investigation I realized that there is a few information about the possibilities that a person with as fiscal disability have. Apparently they have the same possibilities than the rest of the people and are consider as capable as anyone without a physical disability. Furthermore as they have a disability they will receive some economic help.

Even all this we must do something to let them know, at least, that if they want to found its own business they can. That's why maybe we must promote the entrepreneurship and increase their confidence (by giving them an incentive, organizing meeting between people between people with disabilities, giving them a course of administration, economic help, giving them some talks...)

As Albert Einstein said "there is a driving force more powerful than steam, electricity and atomic energy: the will". Everyone is able to do what he wants the most important think is the will, if you work hard to achieve your objectives and you never give up , you will reach them.

X. LITERATURE REFERENCES.

Alonso, M.-J., Galve, C. (2008). "El emprendedor y la empresa: una revisión teórica de los determinantes a su constitución". *Acciones e Investigaciones Sociales*, No. 26, 5–44.

Austin, J., Stevenson, H. y Wei-Skillern, J. (2006, enero). Social and Commercial Entrepreneurship: Same, Different, or Both? *Entrepreneurship: Theory & Practice*, 30 (1), 1-22.

Dorado, S. (2006). Social Entrepreneurial Ventures: Different Values so Different Process of Creation, no?. *Journal of Developmental Entrepreneurship*, 11 (4), 319-343.

DUGGER, W. (1990): "The New Institutionalism: New But Not Institutionalism". *Journal of Economic Issues*, vol. 24, núm. 2, pp. 423-431.

DUGGER, W. M. (1995): "Douglass C.North's New Institutionalism". *Journal of Economic Issues*, vol. 29, núm. 2, pp. 453-458.

EGGERTSSON, T. (1990): *El comportamiento económico y las instituciones*. Alianza Economía. Alianza Editorial: Madrid.

EKELUND, R. B. y HÉBERT, R. F. (1992): *Historia de la teoría económica y de su método*, McGraw-Hill: Madrid

Gartner, W.B. (1985). "A Conceptual Framework for Describing the Phenomenon of New Venture Creation.". *Academy of Management Review*, No. 10, 696–706.

Gómez, L. (2002). "Evaluación del impacto de las incubadoras de empresas: estudios realizados". *Pensamiento y gestión*, No. 13, 1–22.

HODGSON, G. (1998): "The Approach of Institutional Economics". *Journal of Economic Literature*, vol.36, pp. 166-192.

HOMAN, P.T. (1971): "La escuela institucional". En J.J. Spengler y W.R. Allen (eds.), *El pensamiento económico de Aristóteles a Marshall*, pp. 535-542. Tecnos: Madrid.

Martin, R. y Osberg, S. (2007). Social Entrepreneurship: The case for definition. *Stanford social innovation review*, 5(1), 28-39..

MYRDAL, G. (1964): *Teoría Económica y Regiones Subdesarrolladas*. Fondo de Cultura Económica: Mexico. 2ª edición.

NORTH, D. C. (1990): *Institutions, Institutional Change and Economic Performance*, Cambridge University Press, Cambridge (UK).

North, D. C. (1994): "Economic Performance Through Time" *The American Economic Review*, Vol. 84, No. 3, June, pp. 359-368.

Roberts, D. y Woods, C. (2005). Changing the world on a shoestring: The concept of social entrepreneurship. *University of Auckland Business Review*, 7 (1), 45-51.

RUTHERFORD, M. (2000b): "Understanding Institutional Economics: 1918-1929". Journal of the History of Economic Thought, vol.22, núm.3, pp. 277-308.

RUTHERFORD, M. (2001): "Institutional Economics: Then and Now". Journal of Economic Perspectives, vol.15, núm.3, pp. 173-194.

Sahlman, W. A. (1996). Some thoughts on business plans. En W. A. Sahlman, H. Stevenson, M. J. Roberts y A. V. Bhide (Eds.). The entrepreneurial venture (pp. 138-176). Boston, MA: Harvard Business School.

Sullivan, G., Weerawardena, J. y Carnegie, K. (2002). Social entrepreneurship: Towards conceptualization. International Journal of Nonprofit & Voluntary Sector Marketing, 8 (1), 76.

Sullivan, D. (2007, febrero). Stimulating Social Entrepreneurship: Can Support From Cities Make a Difference?. Academy of Management Perspectives, 21 (1), 77-78.

Veciana, J.M. (1996). "Generación y desarrollo de nuevos proyectos innovadores: "venture management" o "corporate entrepreneurship". Economía industrial, No. 310, 79-90.

Veciana, J.M. (1999). "Creación de empresas como programa de investigación científica". Revista Europea de Dirección de Empresas Economía de la Empresa, No. 25, 217-226.

Veciana, J.M. (2005). *"La creación de empresas: Un enfoque gerencial"*. Barcelona.

Veciana, J.M. (2007). "Las nuevas empresas en el proceso de innovación en la sociedad del conocimiento: evidencia empírica y políticas públicas". eco, No. 363, 103-118.

WILLIAMSON, O. (1981b): "Transaction-Cost Economics: The Governance of Contractual Relations". Journal of Law and Economics, vol.22, núm.2, pp. 233-261.

<http://www.servimedia.es/noticias/detalle.aspx?s=23&n=422899>

https://www.boe.es/diario_boe/txt.php?id=BOE-A-2013-12632

<http://www.cocemfe.es/portal/>

<https://www.fevecta.coop/>

<http://ceeicastellon.emprenemjunts.es/>

<http://espaitec.uji.es/en/>

