

# **The impact of social capital on entrepreneurial orientation with respect to the mediating role of knowledge management (Case Study: manufacturing companies Gilan)**

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**Abstract** Entrepreneurship is a process that is situated in a network of social relations and these relationships can limit or ease the relation between entrepreneurship and resources of opportunities. In today's Iran, barriers to entrepreneurs are because of social \_ cultural reasons like ignoring social relationships and bonds, regardless of political ,economical ,legal and managerial factors. Therefore, the current study is looking for investigating the impact of social capital on entrepreneurial orientation according to the mediator role of knowledge management in Guilan production companies. Statistical society of this study is 280 active production companies which settled inside and outside of Guilan industrial towns and worked in food production field. 186 production companies in Guilan were ed as sample by stratified random sampling method and simple random sampling method. This study had 7 hypotheses. Lio and Lee questionnaire was used in order to collect the information about study variables and finally 190 correct questionnaires were collected production companies. Structural equation modelling techniques and LISREL software were used in order to analyze the data. Finally, the results showed that social capital (structural capital, cognitive capital and relational capital) is significantly effective by knowledge management on entrepreneurial orientation of production companies in Guilan. Finally, the proposals of study were presented according to the obtained results.

**Keywords :** Key words: Social capital - knowledge management -entrepreneurship orientation - structural equation modelling.

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