

# **The Effect of Knowledge Acquisition on Organizational Performance Due to Entrepreneurial Orientation in the Banks of Guilan Province**

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**One of the most important issues in the banking industry is the kind of look at the banking system and its expectations. The banking system, as a member of the nation's economic system, plays a role and, at best, can effectively carry out missions. The effectiveness of the banking system function when other sectors and sectors of the puzzle and economic complex of the country are located and function properly. Regarding the existing problems in this field, this research seeks to investigate the effect of knowledge gains on organizational performance with respect to entrepreneurship tendency in Guilan province banks. This research is descriptive and correlational research, and in terms of purpose, is an applied research. The statistical population of the research is supervising sections of all banks in Guilan province. The sampling method was indirectly ed in this research, which was evaluated based on the number of 5 employees in the care unit of all banks in Guilan province. After descriptive analysis of variables, in order to study the hypotheses, statistical analysis techniques and path analysis were used. Using PLS software, path coefficients for variables were investigated and the operational model of the research was presented. The results of the research showed that the acquisition of knowledge has a positive impact on entrepreneurial orientation and operational performance, but it has no effect on financial performance. Also, the results of data analysis showed that the tendency toward entrepreneurship has a positive effect on financial performance and practical performance.**

**Keywords : knowledge acquisition, entrepreneurial orientation, operational operations, financial performance**

