

Impact of entrepreneurial orientation on the intensity of export performance with an emphasis on organizational variables

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Abstract Today's in a complex, dynamic and highly variable environment, Companies need to design and devise strategies that be able to help them to improve their business performance. The aim of this study was to assess the the impact of entrepreneurial export companies through organizational variables in Tehran's SMEs. The methods of this research was descriptive and functional. The population of this research were export companies of Tehran that included 124 companies and the number of samples with using Cochran formula considered 61 companies. To gathering information and data questionnaire was used field and analyzed by SPSS and SmartPLS 3 software. According to the results of the data analysis, all the hypothesis of the research were confirmed except for the fourth hypothesis. That is, testing hypotheses showed that entrepreneurial variable influences the variables of innovation and organizational learning. Also, the relationship between innovation variables and uncertainty with the export intensity variable was confirmed. However, there was no significant relationship between organizational learning variable and export intensity.

Keywords : Keywords: export intensity, entrepreneurial, innovation, organizational learning, uncertainty, export companies, Gilan

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