

Leadership in Economy as an effective entry to support the bases of managing small businesses

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Summary:

The leading source of new business and hope for young innovative and aspiring to play its own role in the service of the economy and society and to achieve their dreams and hopes of big by starting projects are small, quickly grow and grow to become engines of great wheel of progress in the country and the region and we all know that it is small grows big , and that the march a thousand miles begins with a single step and that the biggest achievements in the world was in the beginning is just an idea or a dream wonderful small , the existence of lead to unavoidable him as long as there are individuals and communities , which represent the heart of success and failure in all fields , which depends on human relationships , and we will try through this article analyzed the ability of lead to increased competitiveness between members of the community and the positive link small businesses , especially in the era of accelerated transition towards a knowledge economy .

Is it possible for a leader in the field of economics that set the foundations for the management of small projects ? Does the fact represent a major based strategy aimed at creating a state based on the economic diversification of these projects ?

Keywords: leadership , small businesses , leaders: .

الملخص

إن الريادية مصدر للأعمال الجديدة وأمل للشباب المبتكر والمتطلع للعب دوره الخاص في خدمة الاقتصاد والمجتمع وبما يحقق أحلامه وآماله الكبيرة من خلال البدء بمشروعات صغيرة، سرعان ما تكبر وتتنامى حتى تصبح محركات عظيمة لعجلة التقدم في البلد والإقليم، ولنعلم جميعاً أنه من الصغير ينبت الكبير، وأن مسيرة الألف ميل تبدأ بخطوة واحدة وأن أكبر الإنجازات في عالمنا كانت في البدء مجرد فكرة أو حلم رائع صغير، فوجود الريادة لا مفر منه مادام هناك أفراد ومجتمعات، وهي

تمثل قلب النجاح والفشل في جميع المجالات التي تعتمد على العلاقات الإنسانية، وسنحاول من خلال هذا المقال تحليل قدرة الريادة على زيادة القدرة التنافسية بين أفراد المجتمع وعلى ربطها الايجابي بأطروحات المشروعات الصغيرة وخاصة في حقبة التحول المتسارع نحو الاقتصاد المعرفي .
فهل من الممكن للريادة في مجال الاقتصاد أن تضع أسس لإدارة المشروعات الصغيرة ؟ وهل حقيقة تمثل مرتكز رئيسي لاستراتيجيه الدولة الهادفة إلى خلق تنوع اقتصادي مبني على هذه المشروعات ؟
الكلمات المفتاحية: الريادية، المشروعات الصغيرة، رواد الأعمال.

Introduction:

The biggest need for the movement to promote is the leadership that can be given effective guidance; thus, years ago the pioneer sin leadership were promoting fluent multiple promotional skills to teach kids in small groups, but now the lead in promoting take multiple forms for promotional teach kids in small groups and have many functions, therefore, leaders in different sites dealing with the young, the elderly, young people and adults and the disabled, women and workers, as well as carrying out programs that include multiple activities in various recreational areas, both indoor recreational areas, cell and work with existing community organizations, so we believe that leadership is a flexible plan established in accordance with scientific rules approved on the basis of and the characteristics of the group to guide individuals in the spare time working on the application of the recreational programs in different institutions.

The First axis: What is leadership ?

1. leadership's definition: the leadership is one among the interesting topics in the recent period, because it is the source of innovation, thus, leadership carries the meaning that the first pilot, which comes with new, as they represent an important source of opportunities for cheap labor, and limited capital, and this is what we find in a very broad sector traditional and new alike small business, and knows leadership that the individual who bears the risk management work and the project, and this definition focuses on two main pillars: first, the risk there is no leadership without risk, failure, success and face currency in each project, and this is accepted by the pioneering usually and second, to take responsibility for the work and project management, Variyada devote his time and effort and hopes wholly to his leadership, is prescribed for many entrepreneurs is the dream that is trying to turn it into reality.¹

The most large and giant companies that we know and spread its branches in all regions of the world, but it was a small pilot projects, and I grew up with success, for this, the other gives the pilot a strategic dimension because of the little pilot project today carries the hopes of the petition to be a large company extends its branches in continents of the world in the future, so we find that some of the pilot knows that it describes the concept of strategic thinking and risk-taking behavior that results from the creation of new opportunities for individuals or organization²

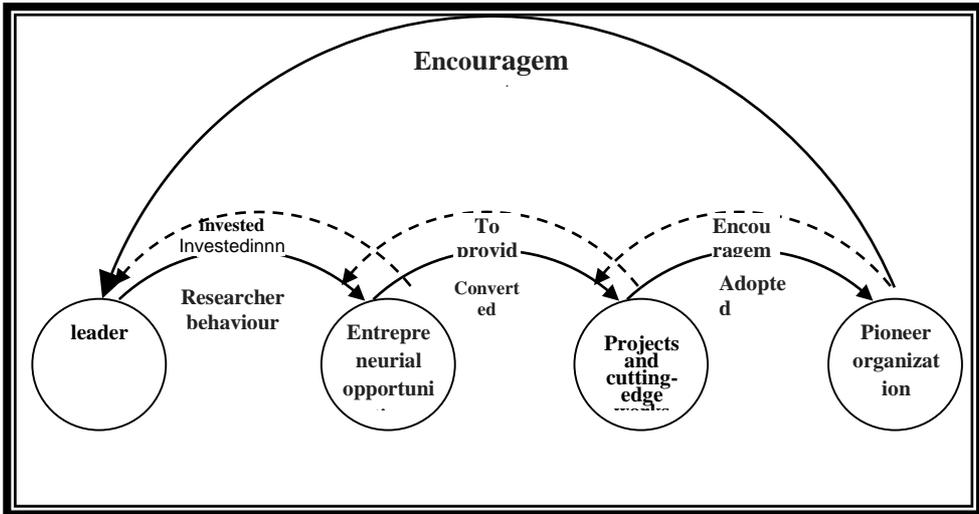
Figure 01 : representation of entrepreneurial³



Source :<http://www.mawhibatest.org/EBTEKAR/EBTEKAR3-0-0/EBTEKAR3-1-0/subjects/Pages/sdetail.aspx?>

Organizations are that possess these qualities or characteristics, abilities and possibilities to influence it can be described as organizations pioneer, and the entrepreneurial organizations defined as entities incubator for projects and business leadership to support and contribute strongly to the sustainable economic and social development through the search for new resources and possess substantial capabilities used in the generation of opportunities for entrepreneurship through market development, job creation and the introduction of advanced technology to improve goods and services, whether it be within the scope of a local or international, as well as support for creativity and innovation.

Figure 02: conceptual umbrella for Entrepreneurship⁴



3. The History of Leadership : The concept of leadership was first coined by the economist Joseph Schumpeter and some economists Austrians such as Ludwig VON Mises and VON Hayek, accordingly, the leadership Schumpeter (1950) was known as a person who has the will and the ability to convert a new idea or invention into a successful innovation, and thus, the existence of strong entrepreneurs, "constructive destruction" across markets and industries create new products and business models, so the entrepreneurs of "constructive destruction" is largely responsible for the industrial development and economic growth in the long term, despite the contributions of Schumpeter in the early twentieth century, the traditional microeconomic theory in the system of the economy has had little room for entrepreneurs in its theoretical framework (instead of Assuming that the resources will be determined according to the price system) some people and entrepreneurs who have had a significant impact in the history of entrepreneurship.

However, Frank H. Knight 1967 and Peter Drucker 1970 consider entrepreneurship as essentially centered around risk, behavior of leadership is what reflects the type of ability that he or she has to put his career and financial position in the reality and risk by applying the idea and put it into practice, by giving it more time and effort and capital in an uncertain venture Knight classified of uncertainty into three types:⁵

- Risk: It can be measured statistically, such as the probability of drawing a red ball from a bottle containing five red balls and five white balls.
- Confusion: which is difficult to measure statistically, such as the probability of drawing a red ball from a bottle containing five red balls and an unknown number of white balls.
- Lack of effective guarantee: that it is impossible to estimate or predict statistically, such as the probability of drawing a red ball from a bottle with an unknown number of red balls and an unknown number of other colored balls.

Only after the Internet emerged did people begin to see opportunities and markets for this technology, however, even if there was a market. Suppose, for example, soft drinks market (established by the Coca Cola Company) there is no guarantee not to join a new player to the market carbonated water industry and represents the presence of the leading outstanding and innovative in traditional economic theory (which assess the efficiency of the economy by using some of the ratios assuming uniform outputs) some theoretical problems and I've William Baumol Research added to this part of the theory, conventional economic theory (which assess the efficiency of the economy by using some of the ratios assuming uniform outputs), was honored in in 2006 at the annual meeting of the American economic Association, it is the leading factor complement to the business culture in American life, and Pthdida as a key driver and motivation to create new jobs and economic growth, as published by Robert Sobel under the title: the Entrepreneurs: Explorations Within the American Business Tradition in 1974 .

4.The fundamental supports underpinning leadership:⁶ The fact that the profession of recreation require public accepts the concept of recreation and its importance and the need for individuals and groups for recreation, and if we accept that in order to advance the profession of recreation, there is a need to prepare astronauts enjoy high efficiency are the right choice and appropriate training and continuous assessment proceeds.

* To accept society profession recreation: help the process of accepting recreation vitality as a service necessary for individuals and communities in this area takes professional stature among other professions,thus, other professions like a doctor and lawyer provide directly services to members the however, the promotinal leader, is the only profession that aims to make people happy by investing Leisure. .

* That the facts and information that supports the status of the profession Recreation: Recreation Fmnh truths depend on information from various other fields of science and humanity as a science psychology and sociology, management and public relations available.

* The preparation of studies and research in the field of recreation: Depends recreation As mentioned on multiple human sciences as a science psychology, sociology and science of physical education and help research in solving professional problems in this area, and as the recreation of Education is still fledgling in the field of sports, the graduate program assists in the development of research in the field of recreation

5.The need for the leadership: Play the lead in the field of recreation play an important role, if not the main role, therefore , leadership exceeds the budget and possibilities and programs, so in effect it has a leading recreation in the beneficiary of the recreational program, there is no alternative for Entrepreneurship, which has high efficiency and the best way to kill recreational program before it begins to oversee it's leadership is weak, and how to manipulate us for time is the ultimate test for the civilian and the principle of the freedom to choose the type of activity exercised by the individual in his spare time necessitates the need for a leadership has been chosen according to certain criteria and trained exercises according to the foundations and certain philosophies and evaluate constantly.

The existence of the pioneers and pioneering the inevitable as long as there are individuals and communities, Variyadh represent the heart of the success and failure in all areas that depend on human relations, and has been recognized specialist of the pioneers of recreation recently training only, it has been feeling for a long time that any individual has the ability to practice aspects recreational activity be efficient to develop a recreational program.

Axis III: Leading Small Businesses :

1. Small Businesses :

* **The concept of small business:** There is no clear and general definition to the concept 'small business', so, different scientific and practical views appeared, since the term 'small business' leads to many questions, including: the small type of business, the minimum and maximum employment work in , minimum and Far investment,

distribution of products of the project related to small-scale project to export quality small business products.⁷

What is meant by Leading Businesses: leading businesses can be defined as the ability to identify opportunities in the market, and the necessary resources and take the actions necessary to take advantage of it and realize these opportunities:

First, identify the opportunities: thus, the leadership of the projects need to be individuals who have the ability to see opportunities, evaluate and determine the feasibility and usefulness, and opportunities for all of our eyes, and seen only by people who are few, are able to be identified and are able to look to the future to know that this opportunity will succeed in the market, there is a person when sitting in a restaurant to eat, he quickly says to himself: if I have a restaurant like this, I will make work better, or he says, some of the improvements and additions could be that the restaurant succeed better, and perhaps sees the deceased or exhaust own one of the factories opportunity that can be exploited in the market, and perhaps find untapped natural resources and the failure to exploit a good chance to win, and no requirement on a pilot project to discover his own ideas, but can pick up ideas from others, but others can help him develop and turn it into a successful project.

Featuring opportunities of diversity and pluralism, as characterized by difficulty repeated again. When you go the opportunity (and exploited), they do not come again, and he must mourn his luck, Vstota other ideas and opportunities for others, but it is important that you have the ability to be identified.

And to identify the opportunity you need to distinct personality and to the specific operations including the following: awareness of the existence of strange and unique command can be seen as an opportunity in the market, and you can increase your awareness of ideas and opportunities as follows:

- Ask what is happening around you? But what happens? And how you can take advantage of it?
- Constantly economic, trade and industrial published reports read in the pages of newspapers and explore opportunities there.
- Look for ideas on the shelves of goods in shops, department stores, supermarkets, and does can be manufactured locally?

- Compare another product, service or another, or another country, or another market, and select what you can benefit its development into an opportunity in the market.

Second, the necessary resources

So that we can make the opportunity is a reality, you need resources, and resources are generally divided into human and financial:

a. Human Resources (HR):

You may need to help individuals and competencies in the following matters:

- Develop the idea and improve it.
- Research and study and design of the project.
- Administration and management of the new project.

B. financial resource: You need as a leader of the project to the money spent in many areas to achieve the idea and the opportunity, you may need to money to study, research, design, purchase of assets, also need to be ongoing money to spend on operations and activities of the new project even begins to generate profits for you.

Third: take appropriate actions:

Actions begin to explore opportunities, and develop research and study, even become a successful project already, for some limited actions appropriate to achieve and convert opportunities into reality, supply some of these behaviors:

- Awareness of opportunities through questioning, reading, research, comparison and discussion, and other appropriate actions in this area.
- Communicate with others and discuss the opportunity to determine their usefulness in principle.
- Study the idea of perspective Kalmsthk marketing, competition, pricing, distribution, promotion, and market.
- Study the idea of productivity as a good or service, and the method of production, and energy, machinery required, and quality.
- Study the idea of financial terms, such as locating sources of funding, and the opportunity cost and sales, and profits and losses.
- Study the idea of administration such as determining the legal form of the project, its organizational structure, and the number of employees, and management systems out.
- Continuous quest to transform ideas into projects, and most importantly turn dreams into reality they are able to take actions that these dreams are translated gradually into practice in the form of projects and real

successful business, consider this a real difference that distinguishes the pioneers of the projects and works of other people.

Eating previous offer of Staff of the definition of entrepreneurship projects by definition starts with identifying opportunities, then determine the resources needed to achieve the opportunities, and finally take the necessary actions and measures to make this opportunity a reality and to turn dreams into reality.

3.Economic and social importance of leading businesses :

Research studies suggest that entrepreneurship projects, and projects free, and small projects, play an important role in the economies of nations and in the social life of the community, offering the following reasons some evidence on the economic and social importance of entrepreneurship projects:

First, create small businesses (all of which, of course, a result of the pioneering projects) a very large proportion of new jobs in any society, and show the American statistics that more than half of the new jobs in the American society creates each year as a result of the emergence of new small businesses, and each one would have imagined that when you get older that small projects (as a result of a kind of pioneering projects improvement and development) it creates more jobs in the community, and take part in this result all the developed countries, where there are signs that the leadership of the new projects create a large number of jobs, keeps a very small percentage of the new jobs created by the state through its ministries and activities.

Second: The global trend now is to have countries alleviate the burden on the state in the exercise of economic activities and social care, exclusive only to the sovereign and defense activities, and this means leaving the economy and social activities in the civil and voluntary organizations and the private sector. The concept of privatization is a testament to abandon the state for the creation of new jobs and employment of government workers, which seeks to strengthen the private sector and encourage small projects where these organizations to create jobs as an alternative.

Third: trending globally on governments to reduce their activities, and moving rather than the exercise of economic, commercial, agricultural and social activities to limit ourselves only to the supervision of these activities, any transition from practice to supervise, and lead this,

of course, to reduce the work government jobs, while increases in the private sector, which increased its contribution to the national economy.

Fourth, many individuals, trying to look for an opportunity to exploitation at work, and an opportunity for creativity in solving problems, not only for government business or in large organizations and here the individual might consider entrepreneurship a new project his own jurisdiction or in engaging with others in the search for an opportunity frequented and creates through which a new project..

4. The Businesses’ leader and his characteristics:

* **Pilot projects defined:** the definition of leading businesses (which previously referred to at the beginning of this intervention) leads to the definition of its leader, and therefore we can say that a business leader is a person who identifies opportunities and manage the necessary resources and take the measures needed to turn opportunity into reality and behavior my real, and is characterized by a pilot project, then that is a set of behaviors related to leading the projects, and these actions are based on a set of personal qualities that characterize the pioneers of projects.

* The qualities that characterize the pilot projects: does not discriminate age, sex and education pioneer projects, studies have indicated that people with a young age can be the pioneers of the projects as well as the elderly, but the more successful ages were between thirty and forty, the following ratios (approximate) reflects the the results of one study from the beginning of the old leadership of the businesses:

Age	Percentages
Less than 20	Almost 0%
From 20 to 29	Almost 25%
From 30 to 39	%40 Almost
From 40 to 49	Almost 25%
More than 50	Almost 10%

There are personal qualities distinguish the pioneers of the projects and other people, and describes the following lines the most important personal qualities of the pioneers of the projects:

First, the tendency to take the risk: the pioneers of the projects have a tendency greater than others to take risks (and arguably above average but not high), they are not gamblers play under a high degree of adventure and risk, but they calculate the degree of risk, and arrange and organize, study and analyze and plan so that they can take the risk, it was

the degree of risk calculated calculated risk suggests accounts to be reasonable and that the high chances of success, they bear the risk, and therefore, they work the words of the Prophet Muhammad, peace be upon him "Aaklha and trust", and thus they are not risking a high degree, and that if they calculated risk, and arranged them, we can say that they Venturers moderately (or maybe a little higher than the average).

Second, carry ambiguity: is characterized by the pioneers of the projects that they are able to live under less information about their lives and their work, and perhaps in the light of information every day is difficult to verify them change, and can be compared to a simple person who is heading to his government job every day merchant or a man of business who go to trade or its business, the civil servant faces fully visible in his job and full knowledge of the conditions, but the merchant and businessman, he goes to work is not known what may fully happening in the market and competition, raw materials, everything is changing and there is some ambiguity and uncertainty, and the less information and further complicated, resulting in this is a mystery, while the more information, and I said in complexity, this led to clarity, and of course Fraid projects face uncertain and therefore afford, while the average employee faces clarity in his work and his life.

Third: the love of independence at work: the pioneers of projects characterized by tendency to independence and individuality in the work, they like to control the capabilities of the things in their work, and do not like the control of others on them, so that the work of the pioneers of the projects in light of the other partnership for them, they work for themselves primarily and for the success of the individual or to uphold their work and their company's name, even though the work of these pioneers in charitable work, they are leading the work when they are heads of committees and councils and Lisu members, they love to work in the light, in front of others, and do not like to work in silence or behind the scenes, even if they sat in the car to understand like leadership and not sit in it.

Fourth: the desire for achievement: the desire for achievement refers to the love complete the work successfully, it features achievers thus also characterized by a high capacity for risk calculation, and on the ability to collect and analyze information, and would like to see the others by giving them information about their progress in their work, and they love appreciation both it was estimated morally or physically, and some

confuse the desire for achievement with the desire for power and influence, and this is a mistake, as explained by studies that interested in power and influence and control, are not necessarily entrepreneurs, while sure to be interested in achievement and success are already pioneers of projects and business.

Fifth: faith in self-capabilities: Featuring the pioneers of the projects that they believe in self-abilities, and they are confident of themselves and their abilities and skills and their personalities fully able to realize their dreams and turn them into reality real practical, they do not believe in luck and complacency, but believe in their abilities and their work and competence, and they do not believe in luck and complacency, but account, organization and management, and they do not believe in the influence of circumstances and others to their success, but they believe their influence on their success and the impact on their skills and their success.

5. The qualified criteria to get a loan for a leading business :⁸

*** Rehabilitation of individuals / partners criteria:**

- The borrower / borrowers must have the original nationality.
- The borrower and / or at least one-third of borrowers unemployed.
- Full-time work.
- The borrower / borrowers should have no existing projects or private business income-generating reasonable only if the project is to develop.
- The borrower and / or the borrowers should have the ability and experience of some available technical and management expertise needed to implement and operate the project.
- The borrower / borrowers should have no previous benefits either from the Fund loans or intermediary institutions approved by the Fund, except loans if the project developer.
- That at least the age of the borrower and the guarantor for (18) years and not more than (60) years.
- That the borrower has a distinct and confident of the same capabilities and lunged toward work.

*** Rehabilitation Project standards**

- The business should fulfill leadership conditions (a new product, ways (new methods), new markets or serve remote areas).
- To be productive feasible in industrial areas or craft, service or tourist projects, and has a social dimension and an economic community in which his sperm.

- And that the project provides income and employment throughout the year.
 - That the project provides more than the work of at least three opportunities.
 - That the borrower is committed / borrowers maintenance of accounting books and records as assets.
 - Priority is given:
 - Projects intensive local employment.
 - For projects in poorer regions and unemployment.
 - For projects that rely on local resources physical and human.
- * The required documents

A. Before getting initial approval should provide the following:

- Identification and valid for borrowers Identification Card).
- Provide certificates of experience or qualification to borrowers, or one of the partners duly certified.
- Feasibility study of the productivity enhancing centers (will).
- Quotes all needed for the project and equipment contained in the economic feasibility study of specialist suppliers that are bringing the commercial register of the resource.
- Guarantees required (ask the borrowers guarantees one of the following):
 - Mortgage of land or build a first-class, that it is not communal land and not less worth double the value of the loan and profit as well as bank checks the value of the loan and profit (not bring property registration support to address the land department to guess the identity of the sponsor).
 - Bail salaried workers in the public sector or the armed forces or retired or major public shareholding companies or banks, to be a net salary covers 160% of the value of the monthly installment (salary required to reveal the sponsor of his constituency and identity).
 - Bank guarantee covering the value and duration of the loan and profit renewed annually (requesting preliminary approval from the bank and the identity of the sponsor).
 - In addition to the above guarantees may be required from the borrower / borrowers personal or additional collateral by the Committee for the loan guarantees.
 - lease contract duly certified by the competent authority, with a copy of the registration support to the project site.

- Fill out a form to get a loan and signed (the model of the fund).

B. After obtaining the initial approval of the following request:

- Careers valid license duly certified.
- The certificate of registration with the Ministry of Industry, Trade and launched it (In the event that the project company recorded Solidarity) company.

* Financing conditions

- The borrower assumes 25% of the project cost as an expense the founding of the project (rents, connecting water and electricity).
- Funding ceiling: (50.000) "Fifty thousand dinars," and sets a maximum loan based on the feasibility study submitted.
- Murabaha: (9%) per annum calculated on the remaining balance of the loan.

- Method of payment: determines the upper limit of the repayment period of the loan in monthly installments as follows:

- grace period (payment deadline): six months starting from the date of signing the Loan Agreement.
- repayment period: six years (72) month period commencing after the end of the grace period.

* Loan disbursement method:

The exchange to suppliers in accordance with the bids we brought them a book issued by the Fund's commitment to the value of the bid and the exchange of the resource after the borrower receives the required equipment, fixtures and detected them at the project site.

* Small project and its objectives stages: The project is the finite passes at a young age in several phases, beginning stage of construction, and transferred to the stabilization phase and end phase of growth, and are affected by these stages of course the surrounding circumstances, the following table shows the stages through which the small and objectives of the project each stage, in the construction phase is characterized by circumstances after confirmation and lack of control over influencing the life of the project and its success elements such as finance, marketing, production elements, which may threaten the life of the project, and the goal here, then, is to achieve survival by demonstrating that the project is useless and vain, and remain this stage several weeks or several months, depending on The project is the product and the circumstances surrounding the type, although he was able to consolidate his position, he can bring both the survival and safety.

Table 01: phases of the project and the goals of each stage

Phase	Goal		
	Existence	Safety	Continuing and stability
Construction	++	+	
Stability	++	++	+
Growth	+	+	+

There are three phases of the project which is finite at a young age:

- The construction phase and aim to stay.
- The stage of stability and aim to achieve economic security.

In the first stage, we find a key objective, the assistant complementary target, and move to the second phase of a stabilization phase, the project owner is trying to pilot to control the conditions of uncertainty achieving ties with customers in order to achieve control over the market, as it strengthens its ties with suppliers and strengthen its ties with financiers during the payment of installments and dues on time, here are a pilot project can achieve safety and make sure the project, but can achieve some of the continuity and stability of the project, while in the third and final phase, a phase of growth through an increase in production volume and the transformation of the draft with the size of infinitely small to the project slightly larger (but still a small project), or through the diversification of production or engage in several markets (through several branches), and here the project confirms the safety element, and achieves mainly continuity and stability element.⁹

Conclusion: Leadership in each subject basically means a thinker or reformer or ruler illustrated precise to the characteristics and potential of fact, and insight to take what lies its potential, then comes behind this innovation act or by or institution to open the way of the future and allowing the potential represented by the fact that to grow, and are this process is in a unique innovation and through psychic ability and mentality thinker on the transfer of the importance of what calls him to an audience of citizens and his staff, and through the ability to mobilize their forces, and renewed to achieve pioneering act, the construction of the new road and the establishment of the institution that opens the horizon of the future and allow for development and growth framework.

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