Drivers’ Impact on Entrepreneurs to Start a New Business:  
A Comparative Study between Egypt and U.A.E.

Sayed Elkhouly, Ain Shams University  
Mohamed AbdElDayem, Ain Shams University

ABSTRACT

There are multiple factors which can drive an entrepreneur to begin his new business. These drivers are very important for any emerging market in order to define its strength and the areas of weaknesses. In this study, we chose a market which is considered to be a similar culture to Egypt’s. It is also considered an emerging market. With a highly economic growth rate, U.A.E (Emirates) is a model for new business creation. A comparison of both markets was done to define the differences between them. A questionnaire was designed with 42 questions used to identify the reasons behind why business individuals wanted to become business “entrepreneurs.” The mean for every question was calculated to define which is positive and which is negative. Statistical analysis was conducted to define the most important factors among internal, external or indirect drivers. Recommendations for new business creation in Egypt will conclude the results of this study.

Key words: Entrepreneur, Drivers, Economic development, Developing countries, New business.