

**Turkish
Entrepreneurship Strategy
& Action Plan**

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ABBREVIATIONS

AB	: European Union
BROP	: Regional Competitiveness Operational Programme
CIP	: Competitiveness and Innovation Framework Programme
COSME	: Programme for the Competitiveness of Enterprises and SMEs
EIP	: Entrepreneurship and Innovation Programme
GEDI	: Global Entrepreneurship and Development Index
GEM	: Global Entrepreneurship Monitor
GİSEP	: Turkish Entrepreneurship Strategy and Action Plan
İŞGEM	: Business Development Center
KSEP	: SME Strategy and Action Plan
KOBİ	: Small and medium size enterprises
KOSGEB	: Small and medium size enterprises development organization
OECD	: Organisation for Economic Co-operation and Development
STK	: NGO – Non Governmental Organizations
TEKMER	: Small and medium size enterprises development organization Technology development center
TGB	: Technology development area
UGE	: Small and medium size enterprises development organization Applied Entrepreneurship Trainings

MANAGEMENT SUMMARY

(1) Strategies and action plans oriented to Develop Entrepreneurship and SMEs in Turkey are included in the KOBİ (Small and Medium Size Enterprises) Strategy and Action Plan (KSEP).

(2) Examining the global practices, it can be observed that entrepreneurship subject gradually occupies a more important space in development strategies. EU Progress report, Global Entrepreneurship Matrix and research results of similar international institutions, European Small Business Act and EU 2020 Entrepreneurship Action Plan emphasize new strategies regarding entrepreneurship.

(3) On the other hand the matter of entrepreneurship has been handled in a separate expertise commission from that of SMEs during the studies for Tenth Development Plan and has taken place within the report under a separate title.

(4) In the light of these developments and in parallel to other needs and other developments in our country, the obligation of forming separate strategy and action plan that focuses on the entrepreneurship subject, distinct from KSEP has been arisen. Within this framework preparations started in 2012 and “Turkish Entrepreneurship Strategy and Action Plan (GİSEP)” that covers years 2015-2018 has been prepared.

(5) General purpose of GİSEP is to “Generalize the culture of entrepreneurship in our country, form a strong ecosystem and develop entrepreneurship”. GİSEP includes strategic goals in six intervention areas defined to achieve overall goals and actions and projects that shall be executed by relevant institutions and organizations in the 2015-2018 period. Table 1 contains the strategic goals and actions

Table 1: Entrepreneurship Strategy in Turkey and Action Plan

General Purpose: “Generalize the culture of entrepreneurship in our country, form a strong ecosystem and develop entrepreneurship”	
Strategic Goals	Actions
<p>Strategic Goal1. Develop entrepreneur friendly regulatory framework</p> <p>Actions</p>	<p>1.1 Enable down payment in entrepreneurship supports</p> <p>1.2 Remove legislation curbs before new enterprises.</p> <p>1.3 Facilitate liquidation processes</p> <p>1.4 Facilitate offering a second chance to bankrupted entrepreneurs</p> <p>1.5 Facilitate transfer of operational rights</p> <p>1.6 Perform researches entrepreneurship policies oriented</p> <p>1.7 Form regulatory framework for incubators</p> <p>1.8 Form network of incubators and accelerator centers</p> <p>1.9 Form an entrepreneurship portal</p> <p>1.10 Evaluate the regulatory framework in terms of women entrepreneurship perspective</p> <p>1.11 Prepare a consultation guide oriented to receiving opinions of parties regarding regulations about entrepreneurship.</p>
<p>Strategic Goal2. Support Innovative entrepreneurship</p> <p>Actions</p>	<p>2.1 Encourage establishment of special incubators for young entrepreneurs</p> <p>2.2 Develop and support rapid growing and globally born enterprises</p> <p>2.3 Support Innovative entrepreneurs</p> <p>2.4 Encourage establishment of thematic incubators/ accelerators in Universities</p> <p>2.5 Support techno entrepreneurs</p> <p>2.6 Encourage entrepreneurship of academicians</p> <p>2.7 Develop internet entrepreneurship</p> <p>2.8 Support establishment of incubators and accelerators to support innovative</p>

	<p>entrepreneurship in priority sectors</p> <p>2.9 Perform a study of analysis oriented to collaboration of current accelerators to provide support for innovative entrepreneurs.</p> <p>2.10 Assign space for accelerators in Technology development areas (TGB) and for both accelerators and incubators in Organized industrial zones (OSB) and support entrepreneurship</p>
<p>Strategic Goal 3. Develop and apply sustainable support system for priority thematic areas and general areas such as Women’s entrepreneurship, young entrepreneurs, Eco entrepreneurship, Social entrepreneurship and Global entrepreneurship and ensure execution</p> <p>Actions</p>	<p>3.1 Perform study oriented to determining the definition and scope of social entrepreneurship</p> <p>3.2 Organize project contests at universities to develop social entrepreneurship activities</p> <p>3.3 Improve cooperation of private and public sectors to support entrepreneurship</p> <p>3.4 Perform activities to rise awareness about “responsible entrepreneurship”</p> <p>3.5 Generalize “women entrepreneur ambassadress” project</p> <p>3.6 Perform need analysis oriented to women entrepreneurs</p> <p>3.7 Perform investigations oriented to complications of women entrepreneurs</p> <p>3.8 Provide mentorship studies oriented to entrepreneurs</p> <p>3.9 Participation to European Union young entrepreneur programmes shall be rendered</p> <p>3.10 Eco entrepreneurship shall be encouraged and supported</p> <p>3.11 Green Label exercise shall be realized</p> <p>3.12 Increase communication of entrepreneurs with foreign investors</p> <p>3.13 Encourage handicapped entrepreneurship</p> <p>3.14 Develop support monitoring system</p>

<p>Strategic Goal 4. Develop the culture of entrepreneurship</p> <p>Actions</p>	<p>4.1 Specify entrepreneurship matrix on city and region basis</p> <p>4.2 Prepare public spots regarding entrepreneurship</p> <p>4.3 Increase awareness regarding entrepreneurship</p> <p>4.4 Publish broadcasts which improve entrepreneurship culture</p> <p>4.5 Participate in studies on increasing awareness regarding entrepreneurship at the level of Europe</p> <p>4.6 Generalize entrepreneurship trainings young oriented</p> <p>4.7 Develop childrens' perception of entrepreneurship</p> <p>4.8 Reward succesful business plans</p> <p>4.9 Organize successful entrepreneur contests</p> <p>4.10 Develop entrepreneurship clubs at universities</p>
<p>Strategic Goal 5. Generalize entrepreneurship trainings at the level of formal and mass education basis and develop consultancy system entrepreneurs oriented</p> <p>Actions</p>	<p>5.1 Include plot of entrepreneurship to primary and secondary schools' syllabus</p> <p>5.2 Include plot of entrepreneurship to universities' syllabus</p> <p>5.3 Develop the knowledge and skill of primary and secondary schools' teachers regarding entrepreneurship</p> <p>5.4 Include plot of entrepreneurship to syllabus of faculties of education</p> <p>5.5 Realize entrepreneurship projects at primary and secondary schools</p> <p>5.6 Place concept of "entrepreneur school" to primary and secondary schools</p> <p>5.7 Generalize KOSGEB trainings</p> <p>5.8 Establish a consultancy system</p> <p>5.9 Establish entrepreneurship clubs at primary and secondary schools</p> <p>5.10 Generalize entrepreneurship trainings at lifelong learning</p>

<p>Strategic Goal 6. Facilitate entrepreneurs access to the finance</p> <p>Actions</p>	<p>6.1 Increase awareness regarding personal involvement in capital system</p> <p>6.2 Enable government to support on top funds regarding venture capital</p> <p>6.3 Support establishment of at least one top fund which is oriented to the early stages of entrepreneurship, where lack of funding is felt most</p> <p>6.4 Perform research oriented to developing new alternative financial resources</p> <p>6.5 Form a credit warranty mechanism oriented to supporting commercialisation projects of innovative entrepreneurs</p> <p>6.6 Enable ease of exit to venture capital funds and business angels in emerging companies market legislation</p> <p>6.7 Entrepreneurs shall be informed regarding reporting standards and international credit criterias.</p> <p>6.8 Develop and execute “entrepreneurship banking” concept in the banking system</p> <p>6.9 Complete secondary legislation for variable capital investment partnerships</p>
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1. PROLOGUE

1.1 Goals and Scope

Entrepreneurship is a far and wide area of policy which is interaction with other policy areas. Entrepreneurship policies, which used to be considered in the past as an “extension” to SME policies, has gradually started today to be considered as a separate policy area. The main reason of this is the major differences between SMEs that emerged as a by product of industrialization period and the role of entrepreneurs in development as well as the required assistance/ support That they need

Strategies and action plans oriented to Develop improve entrepreneurship and SMEs in Turkey are included in the KOBİ (Small and Medium Size Enterprises) Strategy and Action Plan (KSAP).

Examining the global practices, it can observed that entrepreneurship gradually occupies a more important space in development strategies. EU Progress report, Global Entrepreneurship Matrix and research results of similar international institutions European Small Business Act and EU 2020 Entrepreneurship Action Plan emphasize new strategies regarding entrepreneurship.

On the other hand the matter of entrepreneurship has been handled in a separate expertise commission than the SMEs during studies for Tenth Development Plan and has taken place within the report under a separate title.

In the light of these developments and in parallel to other needs and other developments in our country, necessity arised to form a separate strategy and action plan distinct from KSEP, that focuses on the plot of entrepreneurship. Within this framework preparations began on 2012 and “Turkish Entrepreneurship Strategy and Action Plan (GİSEP)” that covers years 2015-2018 has been prepared.

General purpose of GİSEP is to “Generalize the culture of entrepreneurship in our country, form a strong ecosystem and improve entrepreneurship”. GİSEP includes strategic goals in six intervention areas defined to achieve overall goals and actions and projects that shall be executed by relevant institutions and organizations in the 2015-2018 period.

1. Develop entrepreneur friendly regulatory framework
2. Support Innovative entrepreneurship
3. Develop a sustainable support system for priority thematic areas and general areas such as Women's entrepreneurship, young entrepreneurs, Eco entrepreneurship, Social entrepreneurship and Global entrepreneurship and ensure execution
4. Develop a culture that embraces entrepreneurs and entrepreneurship in our country
5. Generalize entrepreneurship trainings at level of formal and mass educations and develop consultancy system entrepreneurs oriented
6. Facilitate entrepreneurs access to finance

1.2 Methodology & Process

A workgroup was established within KOSGEB to form the scope of entrepreneurship strategy and action plan in Turkey and the preparation study which consists examining the reference documents was completed on October – December 2012. Following this, “Entrepreneurship Council Strategy Workshop” was organized and performed in Abant on January 12th, 2013. Proposals were brought forward regarding interference fields that shall take place within the Turkish Entrepreneurship Strategy and Action Plan as well as the actions during the workshop which has been performed with 135 participants among who were delegates of many public institutions and NGOs besides the members of Entrepreneurship Council. Entrepreneurship Strategy and Action Plan prepared by KOSGEB has been submitted to relevant parties to receive their opinion and has been published for examination in KOSGEB web page. Following the consideration period of 5 months, final revisions were applied to the document and it was submitted to Higher Planning Council for approval on December 12th, 2014. The plan which was approved by Higher Planning Council on June 18th, 2015 by decision number 2015/18 has come to force following being published in the official gazette# 29403 on July 1th, 2015.

2. CURRENT STATUS OF ENTREPRENEURSHIP THROUGHOUT THE GLOBE AND TURKEY

2.1 Definition of Entrepreneurship and GISEP's target mass

In literature, it is possible to find many definitions to the required qualifications of an entrepreneur emphasized on different specifications. In this context leads to various different definitions with examination of qualifications possessed by an entrepreneur, examination of entrepreneur's functions and examination of entrepreneur's behaviour and activities. It is communicable that within a definition which emphasizes on behaviours and activities of an entrepreneur the following specifications shall become prominent:

- Combining the required resources with already available ones and organizing their conversion to products or present resources to get use of the opportunities that are present or the entrepreneur has formed
- Performing spontaneous initiatives at any stage of starting a business and show leadership qualities,
- Calculating risks at during these processes and despite these risks taking relevant measures and carry on the path,
- Continuously seeking innovation and beyond being sensitive towards customer expectations, creating his/her own expectations.

According to GEM definition, an entrepreneur is who attempts to a new business or new venture creation. An entrepreneur is a person who tries to establish himself a business by self employment, a new business organization, or the expansion of an existing business, by an individual, team of individuals, or established business (GEM, 1999).

Organisation for Economic Co-operation and Development (OECD) definition of entrepreneur as an individual who develops new business and possesses the talent to make well use of resources. OECD accepts the following definition for

entrepreneur within “EIP-Entrepreneurship Indicators Programme”¹, an international study started by OECD in 2006, incorporated as a compilation of entrepreneurship data received from official statistic sources:

“Entrepreneurs are those people who seek to generate value, through the creation or expansion of economic activity, by identifying and exploiting new products, processes or markets. According to this definition entrepreneur is evaluated not only by his/her actions, but also with the results of these actions. Entrepreneur makes an investment using time, idea and other resources to start an activity which consists of risks and uncertainty. This activity shall bear “new” results which cause previous results to disappear and an economical and/or social value should be generated.”

Within Turkish Entrepreneurship Strategy and Action Plan (GISEP), it is required to determine operational boundaries to define actions in line with target mass specifications, besides above definitions. Definitions containing these boundaries are listed below:

- Enterprise which entrepreneur operates is micro, small or medium in size.²
- Entrepreneur may operate individually or may employ one or more employees in his firm.
- Entrepreneur establishes his enterprise in accordance with Turkish Code of Commerce, Turkish Code of Obligations and Codes regarding Union of Chamber of Merchants and Craftsmen as well as identifications in other relevant Codes and maintains this accordance during operation.
- Potential entrepreneur is he/she who has the intention/probability to make his/her own business.
- Entrepreneur who is in establishment process, is he/she who has started the activity to build new business

¹ Entrepreneurship at a Glance (2012), OECD

² Regulation for Definition of Small and Medium sized Enterprises, Qualifications and Classifications dated October 19th 2005 with # 2005/9617

- New entrepreneur is the person who owns/manages an enterprise in a period less than 42 months (3.5 years).
- Woman entrepreneur is the woman who owns enterprise herself or owns at least 30% of the shares of the enterprise, also is a potentially Woman entrepreneurs
- Young entrepreneur is the entrepreneur who owns or potentially owns an enterprise himself/herself or owns at least 30% of the shares of the business firm and also is between the ages 18-29.
- Handicapped entrepreneur is a person who owns or potentially owns an enterprise herself or owns at least 30% of the shares of the business firm and suffers permanent loss of physical, mental, psychological, sensorial, or social abilities that cause over 40% function loss in overall body genetously or de novo, and document this through Health Board Reports from Medical institutions in line with the provisions of “Criteria for Disability, and Health Regulation on the Classification Board Reports to be given to the disabled” published in the Official Gazette # 28603 dated March 30th, 2013.
- Social enterprises are organizations targeting systematic diversities for resolution of social problems adopting entrepreneurship and open trade based methodologies.³
- Innovation stands for new or considerably altered goods (products or services) or processes, a new marketing strategy, or applying a new organizational method in business organization or external affairs. Therefore innovative entrepreneur is a person who performs these activities.
- Venture capital is being partner to venturing firms or an investment to debt instruments.
- Personal involvement investor is real person who transfer their individual wealth and/or experience and practices to enterprise in start up or development phases.

³ Ersen T.B., Kaya D., Meydanoglu Z., (2010), “Social Entrepreneurships and Turkey”, TÜSEV

Turkish Entrepreneurship Strategy and Action Plan (GISEP) has focused on innovation based potential and new entrepreneur in line with Turkey's 2023 strategy and Tenth Development Plan and this approach has been reflected to support types and ratios.

2.2 Global Policies of Entrepreneurship and New Tendencies

It is accepted globally that entrepreneurship is an important component for prosperity and social justice. Entrepreneurship contributes to formation of new business opportunities, innovation, productivity and growth to present many economic benefits. Therefore most governments give priority to support entrepreneurship. Within this framework, the topic of entrepreneurship is adopted mainly in two categories; macro (competition policy, immigrant policy, tax policy, regulatory framework) and micro (education, information, consultancy and coaching, exchange programs, eases of access to finance). Also the authorities responsible for forming the policies of entrepreneurship and SMEs behave in two axis and two different approaches. One of the two different approaches in first axis is to support entrepreneurship and other is to support SMEs. Second axis focuses initially to eliminate the barriers against entrepreneurship and SMEs and then to provide intense support.

Topics mentioned above with inspiration from Storey⁴, Lundstrom and Svenson⁵ have been summarised in two tables. Table 2 consists of a summary of SMEs and Entrepreneurship Policies (first axis). Table 3 shows public policies typology (second axis) of Storey, inspired on the study by Dennis⁶ (2005).

⁴ D.J.Storey, "Entrepreneurship and SME Policy", 2008

⁵ Lundstrom, A and Stevenson, L.A, (2005), "Entrepreneurship Policy: Theory and Practice", ISEN International studies in Entrepreneurship, Springer, New York

⁶ Dennis, W.J. (2005) "Creating and sustaining a viable small business sector" Paper presented at the School of Continuing Education, University of Oklahoma, 27th October

Table 2: Characteristics of SMEs and Entrepreneurship policy areas

SME Policy	Entrepreneurship Policy
Eliminate the barriers and bureaucracy	Eliminate the barriers and bureaucracy
Access to Finance/Capital	Access to micro credits and seed capital
Presentation of information services	Enlightment about business establishment
Presentation of export and marketing services	Entrepreneurs presented as role models
Presentation of training and consultancy services	Entrepreneurship training
Technology Transfer	Network development services

Source: Lundstrom and Stevenson (2005)

While a clear separation between SME and Entrepreneurship Policies are shown in Table 2, there are items like elimination of barriers and bureaucracy is also there, which takes place in both policies. However it should not be overseen that the level of obstacles and bureaucratic problems faced at SMEs and newly established companies differentiate. As an example, for a new business number of phases to company establishment, its duration and cost is important while for an existing business workplace adaptation to regulations (health, security, etc.) may be an important obstacle.

Table 3: Typology of Community SME Policies

	Bureaucracy and Obstacles are stronger	Bureaucracy and Obstacles are weaker
direct support is at Low level	Limits Development (Developing Countries)	Developes competition (USA)
direct support is at high level	Compensative (European Union)	Developing (USA – in certain areas)

Resource: Dennis (2005)

According to Table 3, four options are available to policy makers. Considering the OECD standards there are comparatively higher level obstacles in European Union, however important amount of resources are spared in these countries to support SMEs and Entrepreneurship. Within the table the term “Compensative” is preferred. EU 2020 Entrepreneurship Goals focuses on

eliminating these obstacles. Within this scope it is possible to claim that EU policies aim to incline towards “improving and developing competitiveness” from “Compensative”. As seen at the right hand of the table, USA has a different approach. Direct supports are considerably less, while obstacles against newly established businesses and SMEs are weaker. Therefore the term “Improves Competition” is preferred for policy of USA. However there are exclusions to this policy in United States. Supporting technology focused enterprises and incentives for minorities are among these exclusions. Other OECD countries that can be placed to the cell which contains the definition “Developing” can be Canada and New Zealand. Finally countries where obstacles are more and support is less can be mentioned; which can be defined as “Limits Development” and they take place at the higher left corner of the table.

As it can be seen in the below table, determinants of the entrepreneurship performance are embraced in six axis in the framework of OECD Entrepreneurship Indicators Programme: 1. Regulatory Framework, 2. Market Conditions, 3. Access to financing, 4. Accumulation of knowledge and diffusion, 5. Entrepreneurship capabilities and 6. Culture

Table 4: Elements of Entrepreneurship Ecosystem

Regulatory Framework	Market Conditions	Access to Financing
<ul style="list-style-type: none"> • Administrative Workload (business establishment/ Development) • enforcement and bankruptcy code • Health and environmental legislation • Product and labor market legislation • Justice system • Tax system • Social security legislation 	<ul style="list-style-type: none"> • Competition legislation • Access to external markets • Access to domestic markets • Public tenders • Role of public sector • Market quality 	<ul style="list-style-type: none"> • credit markets • Private capital • Entrepreneurship capital • Investment angels • Capital markets
Accumulation of knowledge and diffusion	Entrepreneurship capabilities	Culture
<ul style="list-style-type: none"> • R&D investments • University-Industry cooperation • Cooperation of companies • Technology, internet 	<ul style="list-style-type: none"> • Training and experience, education • Entrepreneurship substructure • Consultancy/Training services • Labor mobility 	<ul style="list-style-type: none"> • Risk perception • Entrepreneurship perception • Willingness to own business • Social capital and trust relations

Source: OECD 2012

Effectiveness of the policies is not only related to above mentioned policy options but also the application techniques. Due to sectoral differences between companies, regional differences, companies having different requirements in different life cycles, fast growing companies having different requirements etc., support applications should be diversified. Therefore in most cases a series of policies set in line with requirements by separate administrations are applied simultaneously.

COTE (Clarity, Objectives, Targets, Evaluation) framework has been adopted for SME oriented supports in the Second OECD Conference of Ministers which took place at Istanbul in the year 2004. According to this framework policies should be clear enough to be understood by the target audience, coordination should be maintained between separate administrations, goals should be defined, measurable targets should be set and effectiveness of policies should be evaluated.

Evaluation is an important component of policy process. During evaluation the effectiveness of application on the perspective of covering requirements, cost benefit productivity and level of achievement to measurable goals should be objectively set. Outputs of the evaluation process are inputs for consultation base between administrations and SMEs and maintaining better applications.

New improvement and tendencies that effect development strategies can be summarized as below:

Innovative financing strategies: Innovative financing models are becoming widespread due to continuous increase in number of entrepreneurs and lack of improvement in traditional financing tools to cover requirement. Among these are crowd sourcing, peer to peer finance, on line pawn shops.

Proliferation of Cloud Communication: Cloud communication provides companies that have technology requirements but do not have sufficient funding to invest on necessary hardware and software, to receive these services through internet service providers in exchange for certain prices.

Decrease in Entrepreneurship Ages: It is being witnessed that many informatics based applications, social networks, blogs have been started up by young entrepreneurs aged 15-16. This clearly shows that children should now be

notified regarding risks and opportunities of new business establishment in early years of their education.

Social Entrepreneurship: As concept of social and environmental sustainability is gaining importance besides economical sustainability, support of social Entrepreneurship is taking place in policies and strategies.

Smartphones: Smartphones are becoming essential elements of all commercial transactions from discovery of new products to product and service payments.

In House Entrepreneurship: In recent period, the implementation of Entrepreneurship culture is considered to be more and more important by high level managers.

Fast Developing Companies and Accelerators: Contribution of fast growing companies to the economy is appreciated, while accelerators are accepted to be important tools contributing fast growth.

Green Economy, Renewable Energy: Environment-friendly technologies and renewable energy are deemed to be important components of sustainable development.

2.3 Policies and Programs to support Entrepreneurship in European Union

Small Business Act-SBA is a document accepted by European Union on June 25th 2008 and contains the policy frame required for development of small businesses. One of the ten principles in the document is “to create a business environment where entrepreneurs and family businesses shall prosper and get rewarded”.

EU 2020 action plan, on the other hand, aims to reveal entrepreneurship potential in Europe, eliminate obstacles and revive the entrepreneurship culture. 3 urgent areas of intervention has been identified to pave the way for new ventures and prepare an environment where entrepreneurs shall grow and develop:

1. Entrepreneurship training focused on establishment of new ventures and growth of companies
2. Prepare an environment where entrepreneurs shall grow, eliminate structural obstacles and support entrepreneurs in every phase of entrepreneurship process.
3. Develop entrepreneurship culture.

European Union's policy to support SMEs and Entrepreneurship is summarized in table 5

Table 5: Policy areas of SMEs and Entrepreneurship in European Union

Political Area	Content of Policy	Support Categories
European Small Business Act	Explained above (Article 2.3)	Thematic Funds (2007-2013) Life+ (Environment, Energy and Transportation)
Improve business environment for newly established, existing, growing business firms	Second Chance Access to public purchases Accounting Systems Regulatory Frame and Administrative loads Company Transfer Tax Employees being partner to vcompany European definition of business	Competitiveness and Innovation Frame Program (CIP)(EIP Intelligent Energy Europe Programme –IEE, Information and Communication Technologies Polict Support Program – ICT – PSP) Marco Polo II 7 th Frame Programme EUREKA Lifelong training integrated action plan (OMENIUS, ERASMUS, LEONARDO DA VINCI,
Support Entrepreneurship	Micro businesses, Merchants and Craftsmen Entrepreneurship training Audio-Visual media Entrepreneurship Erasmus for young Entrepreneurs Entrepreneurship video awards European SME Week Family businesses Immigrant/minority Entrepreneurship Social Economy Women Entrepreneurship	GRUNDTVIG) Culture Media European Regional Development Fund -ERDF European Social Fund – ESF Rural Development Fund Joint European Resources for Micro to Medium Enterprises JASMINE (Joint Action to Support Micro-Finance Institutions in Europe)
Access to Markets	Enterprise Europe Network- EEN Incentive of International operations Standardization European business portal	Financial tools European Investment Fund – EIF European Investment Bank credits

		European Progress Microfinance Facility
Best Practices	European Entrepreneurship Incentive Awards Best Practice Database European Small Business Act European Entrepreneurial Regions - EER	Instrument for Pre-Accession Assistance Internationalization supports Neighbourhood Investment Facility East Investment Programme The European Bank for Reconstruction and Development – SME Financing Commercial Support TAM and BASS Programmes European Investment Bank credits for neighboring eastern countries European Investment Bank credits for mediterranean countries AL-Invest IV EU Gateway Programme EU-Japan Industrial Cooperation Programmes EU-China Management Exchange and Training Programmes

Some of the activities of European Union focused on supporting entrepreneurship are explained below

Group of Experts assigned to investigate the strategies of including topics regarding entrepreneurship in media to create a positive image on entrepreneurship has prepared a report⁷ on this issue. Report summarizes studies performed in the country on this subject and following recommendations have been made:

- Promotion of entrepreneurs in the media more realistic and positively
- Giving media awards
- Form a network of entrepreneurship ambassadors
- Organize promotion campaigns

⁷ Report of the Expert Group: Promoting Entrepreneurship on TV and other audio-visual media (2007), European Commission

In a report prepared by this commission⁸, it is mentioned that **entrepreneurship training** during **higher education** improves the basic competences of students, reinforces their entrepreneurship intentions and increases their recruitability. The report which suggests to widen entrepreneurship training to all disciplines and include in the syllabus as a compulsory lesson, it is emphasized that post education refresh and follow ups should be repeated several times.

“Erasmus for young entrepreneurs” which is one of the programmes of the commission that intends development of young entrepreneurs, aims to help young people who want to start their own business or already have started one, to do internship with foreign entrepreneurs abroad, thus increase their experience and build international partnerships.

European Entrepreneurship Promotion Awards, brethening development of entrepreneurship throughtout Europe with the support and promotion of state institutions and organizations aim to determine businesses and ones that promote entrepreneurship succesfully, expose the best entrepreneurship applications and policies, improve awareness on value add of entrepreneurship and encourage potential entrepreneurs. The award competition which can be attended by institutions and organizations developing models and programmes to develop entrepreneurship on national, regional or local areas is realized in six categories:

1. Develop entrepreneurialism
2. Investing on talent
3. Develop the entrepreneurship environment
4. Supporting the internationaliszm of businesses
5. Supporting resource efficiency and environmental friendly markets
6. Responsible entrepreneurship

Some of the principles that have been adopted in order to decrease the load on SMEs at European Union in line with the“**think small first**” are as follows:

1. Perform information exchange sessions with all stakeholders including SME organizations

⁸ Effects and Impact of Entrepreneurship Programmes in Higher Education, (2012), European Commission

2. Preliminary considerations to evaluate possible effects of regulatory legislations on SMEs
3. Measure the effect of legislations on SMEs
4. Evaluate alternatives and take protective measures for SMEs
5. Improve relations of SMEs and state administrations and avoid repeated requirement of similar documents at separate administrations.

European Commission develops initiatives with member countries to eliminate obstacles against women entrepreneurship. Important initiatives sharing this goal are listed below:

Mentor Networks for Women entrepreneurs⁹: Mentor network provides recommendations and support for women entrepreneurs during establishment, development and growth periods. KAGİDER represents Turkey at this programme where 17 CIP countries are included.

Network of Women entrepreneur Ambassadors¹⁰: Goal of ambassador network is to motivate women at every age for women's entrepreneurship. Ambassadors, being women who have established successful businesses, are evaluated as resources that can be seen as role models. 270 ambassadors have been included in this initiative throughout Europe.

European network to promote women's entrepreneurship - WES¹¹: KOSGEB represents Turkey in this Network which consists 31 countries. A negotiation platform has been formed to improve number, size and visibility of women entrepreneurs. Among goals are to share best practices in the countries and undertaking joint projects.

⁹ <http://www.kagider.org/>

¹⁰ http://ec.europa.eu/enterprise/policies/sme/promoting-entrepreneurship/women/ambassadors/index_en.htm

¹¹ http://ec.europa.eu/enterprise/policies/sme/promoting-entrepreneurship/women/wes-network/index_en.htm

Women's entrepreneurship Portal¹²: Portal's goal is to provide access to institutions representing women entrepreneurs, women entrepreneur networks and information regarding projects and activities.

Entrepreneurship and Innovation Programme (EIP), which is a subcomponent of Competitiveness and Innovation Framework Programme (CIP) covering 2007-13 of Europe, targets to provide financial support for 300.000 SMEs¹³ For the 2007-13 period, budget foreseen for CIP financial instruments is around 1,1 billion Euros, and these funds are targeted to be used to cover financial needs of SMEs in various development phases. These funds are to expand investment and guarantee volumes of risk capital funds and credit warranty institutions.

CIP – EIP financial instruments aiming to cover finance needs of SMEs in various phases can be classified as below

Table 6: Financial Instruments of CIP-EIP in European Union

The high growth and innovative SME facility	The SME guarantee facility (SMEG)
<ul style="list-style-type: none"> • risk capital for innovative SMEs in their early stages (GIF1) • risk capital for SMEs with high growth potential in their expansion phase (GIF2) 	<ul style="list-style-type: none"> • loan guarantees • microcredit warrant • equity and quasi-equity guarantees • securitisation - guarantees to support securitisation structures to assist financial intermediaries in mobilising debt finance for SMEs.

CIP financial instruments can be used through European Investment Fund and Intermediary Firms nominated in countries getting use of CIP programme. List of Intermediary Firms are broadcasted in the Commission's web page.¹⁴

¹² <http://ec.europa.eu/enterprise/policies/sme/promoting-entrepreneurship/women/portal/>

¹³ http://ec.europa.eu/enterprise/policies/finance/files/cip_fi_leaflet_2011/185074_opoce_2011_4150_cip_dep_en.pdf

¹⁴ <http://www.access2finance.eu>

Other financial instruments of European Union oriented to SMEs are;

- JEREMIE (European Joint Resources Initiative for Micro and medium Enterprises)
- European Microfinance Initiative and
- European Investment Bank SME loans.

7th Environmental Programme which started on January 2007 and was in force until 2013, aims to collect all EU ventures relevant to this research under the same roof, in order to realise Lisbon targets. 7th Environmental Programme, intends to improve the success of previous environmental programme that targeted to establish European Research Area and build information based economy community in Europe.

European Union has formed two new programmes for 2014-2020 period that interests SMEs

Horizon 2020 has been formed unifying CIP-Competitiveness and Innovation Framework Programme, EIP-Entrepreneurship and Innovation Programme, FP-Framework Programme and EIT-European Institute of Innovation and Technology.

Horizon 2020 aims to collect all research and innovation programs executed within the European Union under a single unified system for years 2014-2020, in order to improve effect of R&D activities in Europe. Horizon 2020 Programme shall be driven between 2014-2020 as the continuation of European 7th Environment Programme, and with the budget of 70,2 billion Euros it aims to support cooperation between researchers and research organizations throughout Europe. This program can be considered as the main implementation tool of Innovation Union, a Europe 2020 pioneer initiative aiming to increase the global competitiveness of Europe. In fact, in order to increase Europe's global competitiveness, it is being aimed to create a million new funding to researchers within the scope of Horizon 2020 to strengthen Europe's knowledge base. Europe 2020 strategy, until 2020, aims to increase R & D spending in European Union member countries to the level of 3% of GNI. Innovation Union is one of the seven predecessors venture formed for this purpose. The Horizon 2020, on the other hand is identified as facilitating financial instrument of the

European Commission's Innovation Union and will provide support for innovation and technology development.

After the global economic crisis, SMEs in achieving the objectives of the Europe 2020 Strategy prepared for the revitalization of the EU economy has a very important role. In this context, “Competitiveness of Enterprises and SMEs Programme” (COSME) was developed by the European Union covering the years 2014- 2020, to support businesses, especially SMEs. The program has replaced Competitiveness and Innovation Programme (CIP) sub-component of the Entrepreneurship and Innovation Programme (EIP) which had been in force between 2007-2013.

Budget of COSME program, paying particular attention to SMEs, has been established as 2,3 billion Euros to increase SMEs' access to finance, improve access to markets, promote the development of framework conditions for entrepreneurship.

COSME focuses on the following topics:

- Facilitating SMEs' access to finance,
- the creation of a suitable environment for establishment enterprise and for enterprise growth,
- Promotion of an entrepreneurship culture in Europe,
- Supporting the sustainable competitiveness of EU enterprises,
- the development of SMEs internationalization and access to market.

With, COSME continuation of the initiatives and actions undertaken by Entrepreneurship and Innovation Programme (EIP) shall be maintained. While successful aspects of the EIP program continues driven off, the program management will be facilitated by bringing the benefit of enterprises and SMEs become more simple. Program shall support complementary and coordinated actions adopted by the member countries.

2.4 Policies and Programs to support Entrepreneurship in other countries Examples from United States of America

Start-Up America Initiative: Start-Up America Initiative, launched in 2011, focuses on five key areas with the aim of highlighting and developing the high growth rated entrepreneurs in the United States:

1. Facilitating the access of entrepreneurs with rapid growth potential to finance
2. Generalization of training and mentoring programs for entrepreneurs
3. The reduction of bureaucratic barriers to new entrepreneurs with rapid growth potential
4. Accelerating innovation by the commercialization of R & D output supported with federal budget
5. Establishing cooperation between large enterprises and new entrepreneurs

Facilitating the access of entrepreneurs with rapid growth potential to finance: For this purpose, the SBA (US Small Business Administration) spared over \$ 2 billion funds to be used by Small Business Investment Companies. Along this program which has a duration of 5 years term, \$ 1 billion portion has been allocated for entrepreneurs funded by Small Business Investments performing activities in less developed regions or new sectors such as clean energy. Ratio of SBA contribution to these companies is up to 2:1. Remaining \$ 1 billion is allocated as of early stage innovation fund and shall be available through early stage seed funding. SBA support ratio shall be applied here as 1:1. Other applications in the field of finance is the capital gains tax exemption for small businesses selling shares.

Generalization of training and mentoring programs for entrepreneurs: Launched in this context, "the Union of Entrepreneurs Mentors" program, aims to enable existing entrepreneurs to make mentoring for new entrepreneurs which will be setting up businesses and are at the "early stage". Program, besides conducting mentoring support for fast growth paced entrepreneurs, aims to provide funding for institutions / organizations (accelerators) that perform regional studies on the commercialization of new technologies. Thus, the program can be considered as a

new entrepreneur-mentor-accelerator network. SBA is collaborating with a private foundation for determination of the suitable mentor and accelerators. One of the pilot projects initiated under the program is, with the cooperation between SBA and Energy Ministry, supporting accelerators operating in the clean energy sector (alternative fuel vehicle efficiency, clean electricity, etc.). Organization for supporting new entrepreneurs to receive mentoring established businesses in this sector are carried out by accelerators.¹⁵

Reduction of bureaucratic obstacles to the new entrepreneurs with rapid growth potential: Barriers to high growth paced entrepreneurship has been identified and turned into a report through roundtables and on-line consultation applications performed all over the country under the leadership of SBA. Some of the performed embodiment is described below.

- Making improvements in immigrant visa applications
- Launching initiatives in schools to develop entrepreneurship education and technology skills
- Ensure ease of paying student loans after graduation to entrepreneurs that established new businesses
- Improvements in the patent system

Establishing cooperation between large enterprises and new entrepreneurs: Intel, IBM, HP and Facebook can be considered among the most important companies that contribute in this area. Start-Up America is a campaign launched in the US in 2011. The target audience are fast growth paced entrepreneurs. In USA, there are activities, programs and initiatives aimed at supporting SMEs and entrepreneurs through several ministries and organizations, particularly the Small Business Administration.

¹⁵ Accelerators attending the pilot: CleanTech Open , CleanTECH San Diego , Clean Energy Trust , Nevada Institute for Renewable

A portion of these are mentioned below:

SBA programs:

- Credit Guarantee Program (general loan programs, real estate and equipment loans)
- Deposit guarantee
- Small business investment companies (venture capital)
- Microcredit programs (through nonprofit microcredit organizations)

Energy Commercialization

- Disaster loan
- Public procurement information and consultancy services
- Training, consulting, mentoring

Other Initiatives:

- Incubation center for retired soldiers
- Summit meetings for health sector investments
- American entrepreneurs and business leaders of the alliance
- National Entrepreneurship Education Foundation (NTF
 - a) entrepreneurship training network

Examples from Other Countries:

Business Support Simplification Programme (BSSP) resulting from the work in the UK for reducing the number of state supports merging them and simplifying the process is a good example of innovation made by the public. Also Business Link gathering programs for SMEs under one roof, thus ensuring coordination and access has paved the way for benefitting from the support.

Small Business Internship Program (SBIP) developed in Canada to provide the use of e-commerce technologies and applications by SMEs and BizPal allowing businesses to reach information regarding permissions, licenses, certificates that are to be received from the state and procedures from a single source are among still good examples. SME Comparison Tool assists entrepreneurs for the financial section

of the business plan and seeing the revenue and cost structure of enterprises of different sizes in the industry so that they can act setting goals for their companies.

In Japan, financing packages including flexible conditions, loans received showing inventories and receivables as guarantee, programs providing receivables to transferred into cash before their maturity, support mechanisms provided for business globalization, project-based support approach, promote the use of regional resources, support provided towards the development of local brands, SME universities providing systematic educational services are among the best examples.

2.5 Status of Entrepreneurship in Turkey and Policies and Programs to support Entrepreneurship

2.5.1. The Statistics of SMEs in Turkey and Initiative

Results of the study according to number of Venture Business Registrations¹⁶, 3,529,541 companies seems to be operating in our country. 3.524.331 of these companies can be considered as SMEs (%99.9) out of which:

- 3.303.210 are Micro (%93,6),
- 190.554 are small (%5,4),
- 30.567 are medium(%0,9)

According to provisional results of Annual Industry and Service Statistics¹⁷, in 2013 41.3% of active ventures are in the services sector, while 39.9% are in the trade sector. In the Rev.2 section details of Statistical Classification of Economic Activities in the European Community (NACE), however, the first three places are Wholesale and retail trade; the repair of motor vehicles and motorcycles followed by Transportation and storage sector with 15.6% the manufacturing sector with 12.6%. The services sector accounted for 35.8% of total employment while the share of the industrial sector employment was 29.5%. In NACE Rev2 section details, manufacturing industry had 27,1% share, Wholesale and retail trade had 24.3% with

¹⁶ <http://tuikapp.tuik.gov.tr/Bolgesel/menuAction.do>

¹⁷ <http://www.tuik.gov.tr/PreHaberBultenleri.do?id=21501>

repair of motor vehicles and of motorcycles, followed by the construction sector with 10.3%.

Initiative focusing on low-technology manufacturing industries carried 53.8% of employment, accounting for 39.1% of value added with factor cost. Medium-low-tech and medium-high technology levels initiatives and employment rates differed while there was no big difference in terms of value added at factor cost is created.

According to the results of Foreign Trade Statistics by Venture Properties¹⁸, 59 593 enterprises exported in 2013, while 65 591 imported. 59,2% of exports and 39.9% of imports was carried out by Small and Medium-sized Enterprises (SMEs) with 1-249 employees. In Exports; share of micro enterprises with 1-9 employees were 17.8%, while the share of small scale enterprises with 10-49 people running was 24.1%, share of medium-sized enterprises with 50-249 employees was 17.3% and large-scale initiatives with 250+ was 40.7%. In Imports the share of micro-sized enterprises with 1-9 employees was 5.7%, small scale enterprises with 10-49 employees were 16.3%, medium-sized enterprises with 50-249 employees was 17.9% and share of large-scale initiatives with 250+ employees was 60.1%.

Gross domestic r&d budget in Turkey is calculated as 14 billions 807 millions dollar according to the extent of the R&D Activities Study of 2013 19, including the survey results of the public institutions, foundation universities, trade sector and calculations based on the budget and employee documents. The ratio of the Gross Domestic R&D spendings to the GDP previous year which was 0,92% increased to the 0,95% in 2013. While trade category had the greatest share in the Gross Domestic R&D spendings with 47,5%, higher education category (42,1%) and public category (10,4%) followed it. Trade category had the lead in previous year with 47,5% and followed by higher education (43,9%) and public category (11%). While R&D spendings are financed by trade category with 48,9% in 2013, public category followed it with 26,6%, higher education with 20,4%, other domestic sources with 3,3% and other abroad sources with 0,8%. Distributions of the R&D personnel by sectors in 2013 are 51,7% in trade category, 37,7 in higher education category and 10,6% in public category.

According to the Innovation Research 20 – 2012 results, in the three years period containing 2010-2012 entrepreneurships, 48,5% of the entrepreneurships that contain 10 or more employees did innovative actions. Innovation actions increase relatively with the greatness of the group of the entrepreneurship.

Therefore;

- 46,5% of the enterprises that have 10-49 employees
- 56,1% of the enterprises that have 50-249 employees
- 66,3% of the enterprises that have 250 or more employees.

According to the results of the Usage of Information Technologies in Entrepreneurships Research 21 2014;

- Computer using ratio in the entrepreneurships that has 10-49 employees is 93,5% while it is 98,3% in the entrepreneurships that has 50-249 employees.
- Accessing the internet ratio is 88,5% in the entrepreneurships that has 10-49 employees while it is 96,1% in the entrepreneurships that has 50-249 employees.
- Ownership of the web pages/sites ratio in the entrepreneurships that has 10-59 employees is 52,3% while it is 73,5% in the entrepreneurships that has 50-249 employees. Same ratio in the entrepreneurships that has internet access is 59,1% for the entrepreneurship that has 10-49 employees while 76,4% with the entrepreneurships that has 50-249 employees
- Ratio of getting orders of products/services with EDI is 8,1% with the entrepreneurships that has 10-49 employees, it is 9,3% with the entrepreneurships that has 50-249 employees.

According to the Entrepreneurship – 2013 Research 22 results;

- Ratio of the employees that work as employers in 2013 is 4,6%
- Ratio of birth of the employer enterprises in 2013 is 14,8%
- Ratio of the death of the employer enterprises in 2011 is 7,1%

- Ratio of birth of the the employer enterprises that can survive in 2012 is 79,4%

Ratio of the SME credits in the whole credits according to the Turkish Banking Sector Base Indicators 23- December 2014 Report is 27%

According to the Annual Industry and Service Statistics results, in 2012 2.646.000 entrepreneurship was realised in 2012. As can be understand from Table 7, total entrepreneurship number between the years 2004 – 2012 has been increased 643000 in Turkey.

Table 7: Annual Enterprise Statistics

Years	2004	2005	2006	2007	2008	2009	2010	2011	2012
Number of Enterprises (1000)	2.003	2.394	2.474	2.568	2.583	2.483	2.322	2.591	2.646
Number of Employees (1000)	7.542	8.940	9.420	9.829	10.088	9.527	10.197	11.519	12.559

Table 8: Enterprise Volumes (%)

Number of Workers	2004	2005	2006	2007	2008	2009	2010	2011	2012
1-19	98,37	98,37	98,11	98,16	98,28	98,58	97,59	97,48	97,20
20-49	1,01	1,05	1,30	1,21	1,06	0,88	1,68	1,77	1,97
50-249	0,51	0,48	0,48	0,52	0,55	0,21	0,44	0,46	0,52
250+	0,11	0,10	0,10	0,11	0,11	0,22	0,29	0,29	0,32

As it can be traced from the Table 8 enterprise numbers between 2004 – 2012 was increased approximately 32 percent.

According to the geographical distribution of the entrepreneurships, Istanbul hosts the 24,01% of the entrepreneurships in Turkey (2014). Istanbul has 3,4 times more entrepreneurship activities than Ankara, which has second greatest percentage. Top 10 cities and their percentage in Turkey's entrepreneurship numbers are given on the table below

Table 9: Geographical Distribution Of Enterprises

Cities	Total Enterprise Number In Turkey	Ratio Of The Enterprises
Istanbul	846.507	24,01
Ankara	251.804	7,14
Izmir	215.357	6,11
Antalya	141.022	4,00
Bursa	130.014	3,69
Konya	92.800	2,63
Adana	84.888	2,41
Mersin	76.932	2,18
Gaziantep	73.979	2,10
Kocaeli	72.796	2,06
Others	1.539.332	43,66

Statistics of the founded and closed companies between 2010-2014 are given on Table 10

Table 10: Number of companies founded and closed (excluding real person business organizations and cooperatives)

Year	2010	2011	2012	2013	2014
Founded	50.423	53.409	38.887	49.943	58.715
Closed	11.400	13.095	14.168	17.400	15.822
Diffrence (Founded - Closed)	39.023	40.314	14.719	32.543	42.893
Founded/Closed	4,42	4,08	2,75	2,87	3,71

2.5.2. Global Research Results regarding Status of Entrepreneurship in Turkey

GEM: It is an initiative that was started in 1999 by London Business School and Babson College, containing the studies regarding the declaration of the entrepreneurship level in the participant countries and tries to detect the relation between the entrepreneurship activities and development level of the countries. It increased its participant number in 1999 from 10 to 71 in 2013. It is participating the studies in Turkey since 2006 and since 2013, studies led by the KOSGEB. Participant countries are invested in three classifications according to the Global Competition Report: Factor-driven economies, Efficiency-fixated economies, Innovation driven economies.

Turkey stands in the efficiency-fixated economies group countries. In Turkey, GEM early period entrepreneurship index²⁵, was average 6% in 2006-2007-2008, it was increased to 8,59% in 2010 and keep increasing to the 2011 and 2012 to the approximately 12%. The it was decreased to 10% in 2013.

2013 GEM study and entrepreneurship index, has regulated the Turkey first time in the GEM studies history as (NUTS-2) in regional basis and entrepreneurship report card of Turkey is created. Additionally in this research Turkey is the most survey applied country with 33.287 applied surveys in the GEM project applied countries

According to the Western Anatolia Region 2013 regional (NUTS1) GEM index results, in Western Anatolia Region earlier period entrepreneurship index is 13%, 13 out of 100 do entrepreneurship activities. South-Eastern Anatolia Region follows the Western Anatolia Region with 11,30%. Then 10,94% in Mediterranean Region. 10,76% in Eastern Marmara, 10,40% in Northeast Anatolia, 10,37% in Aegean Region, 10,32% in Middle Anatolia Region, 9,98% in Middle Eastern Region, 8,22% in Istanbul and 8,00% in Western Marmara. Least percentage in entrepreneurship index in Eastern Blacksea Region (7,61%) and Western Blacksea Region (7,23%).

GEM study between 2006-2013 Turkey results are shown in Table 11

Table 11: GEM Early Period Entrepreneurship Index and Category Averages (2006-2013)

Years	Entrepreneurs Who Are In The Period of Foundation	Entrepreneurs Who Have A New Business	Early Period Entrepreneurship Index	Activity Regimeted Countries Category Average
2006	2,2	4,0	6,1	
2007	1,9	3,7	5,6	
2008	3,2	3,0	6,0	
2009	-	-	-	11,2
2010	3,7	5,1	8,6	11,7
2011	6,28	5,95	11,87	14,1
2012	7,25	5,36	12,22	13,1
2013	5,52	4,71	10,2	15,4

When GEM Turkey results compared to the category averages, positive perspective of entrepreneurship sense and entrepreneurship intentions are the strong points for Turkey and there is a need of development in the entrepreneurship capacity

According to the GEM Turkey 2013 Turkey resultus 26; Percentage of the people who are tend to do entrepreneurship activities to utilize the opportunities in Turkey are increasing especially since 2011. Study declares that young entrepreneurs are also increased. According to the 2013 report, educated people's tend to participate in the entrepreneurship activities ratio is also increasing. While the University graduated entrepreneur ratio is 15,30% in 2006, it has increased to 44% in 2013 thus means the youngs are more interested in entrepreneurship and see it as a alternative career. Besides, as the education degree rise, opportunity based entrepreneurship activities increase and need based entrepreneurship activities decreases. While the ratio of male entrepreneurs to the female entrepreneurs were 2,55:1 in 2012, it were 2,13:1 in 2013. In other words, there is an increase in the numbers of female entrepreneurs. In the research, 73,95% of the adult population in Turkey stated that in their opinion, successful entrepreneurs has the higher status in the society. According to the GEM 2013 results ratio of the potential entrepreneurs in

Turkey is 32%, in other words, 32 out of every 100 person indicated that they are intend to do entrepreneurship activities in the three years to come. This ratio is 29,09% in the developing countries while it is 14,27% in developed ones. Only 33,20% of the people in Turkey stated that fear of failure while establishing a new business prevents them. On this frame, it can be said that in our country people's courage of founding a new business is on quite high level.

GEDI: Global Entrepreneurship Development Index GEDI index study is operated by Global Entrepreneurship and Development Institute since 2008 and Three indexes are established named ATTI, (Entrepreneurship Behaviours), ACTI (Entrepreneurship Activities), and ASPI(Entrepreneurship Spirit and Ambition) with the help of other institutions'(Global Competition Index, World's Bank Easy Business Index, Economical Simplicity Index, UNIDO, OECD, etc.) According to the GEDI 2012 25 and 2013 26 Turkish Report, Turkey's state and score in the sorting are given in the Table 12 below. Index study contained 118 countries in 2013.

Table 12: GEDI 2012, 2013 Turkey Summary Table

Indicator	2012		2013	
	Place in the Sorting	Score	Place in the Sorting	Score
Total GEDI Index	36/79	0,29	45/118	0,32
Entrepreneurship Behaviour Index ATTI	42/79	0,32	48/118	0,35
Entrepreneurship Actions Index ACTI	50/79	0,24	56/118	0,28
Entrepreneurship Spirit and Ambition Index ASPI	27/79	0,31	33/118	0,34
The weakest Indicator: Period Innovation	0,06		0,10	
The weakest Variable: Risk Capital	0,11		0,22	

Table is created by the indexes of GEDI and sub GEDI indexes. And indicates the evaluation strong and weak points of the Turkey. Highness of the entrepreneurs

that presents a new product to the clients is 0,79% is determined as strongest, while period innovation (0,06%) is the weakest.

GEDI Women Entrepreneurship Research – 2014 is focused on “innovative, market developing, export oriented” women entrepreneurs. Including Turkey, 30 countries are participated in the research. It is made of research parameters, environment of entrepreneurship, ecosystem and entrepreneurship quality of women entrepreneurs

According to the research results, 14 of the 30 countries more than 50% of the women do not have an bank account and it is Turkey that has the greatest gender deficit (50% percent between men-women) In the research even if the environment is appropriate, social norms that prevents women from having higher level roles and take responsibilities. Besides education for women entrepreneurship, management experience is also important. Therefore ratios of women on high status are invested. This ratio is 10% in Turkey and indicates that Turkey is the lower place in the 30 countries list. When it is looked from the perspective of systematic R&D of the businesses women entrepreneurs own, Turkey has a low score. Turkey is 18th among 30 countries of high tempo women entrepreneurs. This score, is quite low when compared to the per capita income.

Report of World’s Bank Easy Business: World’s Bank Business Index Study operating since 2003. Purpose of the study contains 185 countries, declaring the easy and difficult parts of the legislations that businesses operate. In the Easy Business Report-Starting the Business indicator, required time, procedure numbers of founding and operating of a limited company in the most crowded city of the country, interested in manufacturing and trade, SME scaled, 100% local capital, at least 10 times more starting capital then per capita income, at least 10 to 50 personnel employed in the first month of the business are listed. Table 13 is indicating the place of Turkey among other countries.

Table 13: Place of Turkey on the World's Bank Working Environment 2013 Report

WORKING ENVIRONMENT RANKING				
	2012	2013	2014	2015
1	Singapore	Singapore	Singapore	Hong Kong
2	Hong Kong	Hong Kong	Hong Kong	New Zealand
3	New Zealand	New Zealand	New Zealand	Hong Kong
4	USA	USA	USA	Denmark
...				
53	Mexico	St. Lucia	Mexico	Bahrain
54	Botswana	Hungary	Hungary	Hungary
55	Armenia	Poland	Panama	Turkey
56	Montenegro	Luxemburg	Botswana	Italy
57	Antigua and Barbuda	Samoa	Tonga	Belarus
58	Tonga	Belarus	Bulgaria	Jamaica
...				
68	Trinidad and Tobago	Dominica	Kirghizia	Albania
69	Belarus	Trinidad and Tobago	Turkey	Tonga
70	Kirghizia	Kirghizia	Azarbaijan	Ghana
71	Turkey	Turkey	Antigua and Barbuda	Morocco
72	Romania	Romania	Greece	Mongolia
73	Grenada	Italy	Romania	Guetamala
...				
184	Chad	Chad	Eritre	Kongo
185	Central African Republic	Central African Republic	Central African Republic	Central African Republic
...				
188			Central African Republic	Libya
189			Chad	Eritre

For the purpose of doing the regulations related to the business environment and comparisons among countries, Turkey had the 71st rank on the Annual World Bank Easy Business Report general ranking in the years 2012 and 2013, then increased to the 69th in 2014 and 55th in 2015.

Turkey's annually change on Starting the Business that is included to the World Bank's study is shown on Table 14

Table 14: World's Bank Starting the Business Indicator, 2014-2015

Starting Business	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015
Place in the Rank									62	72	93	79
Process Number	13	6	6	6	6	6	6	6	6	6	6	7
Process Time (day)	38	6	6	6	6	6	6	6	6	6	6	6,5
Foundation Spendings(percentage to the income per capita)	36,8	26,0	27,4	26,5	20,7	14,9	14,2	17,2	11,2	10,5	12,7	16,4
Minimum paid capital(percentage to the income per capita)	31,6	25,0	20,9	18,7	16,2	10,9	9,5	9,9	8,7	7,2	13,2	12,1

According to the 29th October 2014 dated year 2015 report, Turkey stood at the 79th in the Starting Business ranking. In the report starting business process number is 7 and process period is 6,5 days. Business foundation spendings equal to the 16,4%, minimum paid capital is equal to the 12,1% of the income per capita. As evaluated to the previous years, Turkey stands in 62nd place in the starting business ranks in 2012 then decreased to the 72nd in 2013, 93rd in 2014 then increased to the 79th in 2015

2.5.3. EU Entrepreneurship programs that Turkey participates

According to the studies regarding the SBA in Turkey, it is required that every policy, strategy, action plan, application etc regarding SME's shall be realized appropriate to the principles of Europe Small Businesses Law. Therefore, the 2011/6 numbered "Europe Small Businesses Law Principles" is published in the gazette numbered 27955 dated 05th June 2011.

In the extent of "Europe Small Businesses Law Application Project in Balkan Countries and Turkey" All the participated countries and European Commission contained by OECD, Europe Education Foundation, Europe Development and Zoning Bank are participated in the preparing the project and countries' SME policies, indicators that is devlared in the extent of the project are evaluated. Small businesses Law evaluation frame consists of 12 policy fields that contains 10 principles of the law, 21 sub fields and 108 indicators. Every indicator is evaluated according to the five levels policy reforms. (1 is the weakest while 5 is the strongest). In the "Entrepreneurship education and women entrepreneurship" SBA principles Turkey's score is 2,52 while average of the 8 countries are 2,41

Since Turkey is participated in the SBA evaluation for the first time, a comparisation to the last year is not available. While being higher than the 8 countries' average in the 2012 evaulation, she has a performance distribution different from the principles. It can be said that SME services and institutional framework in our country is strong of technical standards, incentiveness and encouragement of the export. In the fields of accessing the finance, Innovativeness and encouraging the green economy, our country is a little higher than the average. Entrepreneurship education and women entrepreneurship is the lowest evaluation scores in the study. Applying the regulating reforms, regulating effect analysis, founding the company and e-government services are weak in our country.

Turkey, since 2011, besides the EU countries and Zealand, Norway and Sirbia, participated the European Entrepreneurship Incentive Awards that has been arranged by the sponsorship of the Eurpoan Commission since 2006. KOSGEB is employed for the announcing the Award Program in Turkey and designating 2 nominees from Turkey and notify to the commission. Project of the Düzce

Univercity's Beekeeping Research and Development Departments named "We Can Do More Together" that is selected as nominee by the KOSGEB in 2011 in the "Developing the Entrepreneurship Spirit", in 2012 project of "Handicapped People Are Working" of Denizli Municipality in the "Responsible Entrepreneurship" category, in 2013 "Developed Gürsu with Unlimited Clean Energy" of Bursa Gürsu Municipality "Developing the Resource Activities and Environment Friendly (Green) Markets" has won the grand prize. In 2014 the project of "Creation of the Example Models in the Textile Finishing Sector For Clean Producing" went on the finals in 2014 in the category of "Developing the Resource Activities and Environment Friendly (Green) Markets"

The COSME pact is signed in 16th October 2014 in Brussels. Therefore, Turkey, as in the Horizon 2020 and other EU programs, took its place in the harmony and integration period with EU which provide very crucial opportunities and possibilities to the our country's SME's and entrepreneurs. Turkey is the fourth country that is signed out of the EU after the Montenegro, Macedonia and Moldova

Consistency of the common studies of Turkey with the EU concerning SMEs is ensured by the participation of Turkey to the COSME program. Turkey has important experience of participating to the community programs of EU concerning the SMEs. Between 2002-2006 Turkey participated to MAP, 2007-2013 to CIP and EIP programs. Turkey provides access to the variable innovative SME supportive tools and stands in the platforms formed by the EU SME policies by the help of participating mentioned programs.

KOSGEB is authorized as national coordinator institution regarding COSME program. COSME is especially aiming the SMEs. It gives importance to the potential, new, young and women entrepreneurs in micro businesses, businesses regarding the craftings, businesses with single employees, liberal professions and social businesses.

Main purpose of the instrument for Pre-accession Assistance- IPA of the EU to the applicants and potencial countries, BROP which was applied by the Ministry of Science, Industry and Techonology is increasing the regional competitiveness by supporting the businesses and developing the working environment. In the extent of

this purpose, 3 prior aspects is included by BROP (Developing the Working Environment, Increasing the Business Capacities and Incentiveness of the Entrepreneurship and Technical Support) and 8 measurements under the mentioned priorities. 565 millions of Euros are resourced by European Commission and Ministry of Science, Industry and Technology to the measurements mentioned.

2.5.4. Entrepreneurship policy and programs in Turkey

This aims stand regarding the entrepreneurship in the Turkey's policy and strategy documents are declared in the Policy Documents and Entrepreneurship Support Fields Matrix (APPENDIX). Base macro policy document, Tenth Development Plan aims and other support programs that provide support for the entrepreneurship and their applications are summed below with results.

2.5.4.1. Tenth Development Plan (2014-2018)

In the 33 Entrepreneurship and SMEs chapter of the Tenth Development plan, the aim is "Boosting the SMEs' competitiveness strength to enhance the economy". In other words, It is essential to support the innovative SMEs in the extent of product, services and business model with the fast growing, potentially growing entrepreneurships.

Entrepreneurship and Aims and Developments Regarding SMEs that is on the Tenth Development Plan are given on Table 15.

Table 15: Development Plan – Entrepreneurship and Targets and Developments Regarding SMEs

	2006	2012	2013	2018
Number of Newly Founded Companies (Thousand)	53	39	50	75
Ratio of the Small and Middle Scaled Businesses to the All Businesses (%)	1,7	2,4 ⁴	3,0	4,0
SMEs Export Amounts (Billions Dollars)	50 ³	90	100	150
The number of Exporting SMEs (Thousand)	44	50	52	60
Share of the SMEs in R&D Spendings	10,0 ³	14,9 ²	17,0	20,0
Number of Entrepreneurs Operate in TGBs	604	2.174	2.500	4.000

Source: Tenth Development Plan

(1) Regarding Small Businesses and Middle Businesses with 20-249 employees

(2) It is data of 2010

(3) It is the prediction of the Ministry of Development

Policies to reach the aims and targets are given below can be achieved by the plan below.

1. Entrepreneurship Culture; It will be developed by in every category of the education formal and informal educations towards entrepreneurs programs, increasing the quality of the entrepreneurship educations, publicing the entrepreneur role models and awarding.

2. Institutional capacities and cooperation levels of the all companies and institution that provide service support. Profession institutions that have public ablation identity will be reformed in order to increase their support to the economy.

3. Incubators, Business development centres and accelators quality and quantities will be increased to make them efficiently serve. In this extent, public, STKs and private sector cooperatively develop support models

4. Besides the increase in the aspects of business as innovation, efficiency and employment, growing, cooperative businesses; women and young entrepreneurs

will be a priority. Monitoring and evaluation periods will be developed, supports effect on economy will be measured with the effect analyses.

5. Venture capital, individual participation capital, credit assurance fund, micro credit applications and capital market possibilities will be developed for the new entrepreneurs and the SMEs to access to the finance.

6. SMEs R&D, innovation and export capacities will be developed to increase the level of internationalism.

1.5.4.2 . Entrepreneurship Council

Entrepreneurship ecosystem consists a variety of components that affects the individuals' decision of being an entrepreneur and determining their success positively or negatively. These components, decision makers, civil institutions, finance sources, clusters and networks, education, background, population and social capitals and more. In order to get consistency on entrepreneurship, These aspects that is related each other should be handled as a whole. Entrepreneurship Council is founded thanks to this approach.

Officially founded in 4th January 2012 by the attendance of the Minister of Science, Industry and Technology, Entrepreneurship Council, has its coordinations done by KOSGEB by the 1.1.6th article of the KESP. Members of this Council that is led by the Minister of Science, Industry and Technology are consisted of representatives of the civil society institutions. Council is a platform formed for consultancy.

Mission of the Council, to consider the ecosystem in the Turkey as a whole and,

- Determining the new strategies and policies to publicity of the entrepreneurship and developing the entrepreneurship culture,
- Supporting the entrepreneurs on this aspect, removing the obstacles that blocks the entrepreneurship,

- Providing transportation simplicity to the domestic and abroad finance sources,
- Encouraging the high technology and addition value providing entrepreneurship activities and
- Suggestions regarding creating the international competitive power owner entrepreneur potential shall be done.

One of the most important initiatives of the Council is to prepare Turkey Entrepreneurship Strategy and Action Plan

2.5.4.3. Programs in Turkey oriented to Enhance Entrepreneurship Ministry of National Education Formal and Non-Formal Entrepreneurship Education

EU 2020 strategy is placed the creativity, innovation and entrepreneurship topics in the youngsters as important aims to be put in the education aspects. Role of education on teaching the perfection of the entrepreneurship to the individuals in the lifelong learning is very important. On this frame, Entrepreneurship education should be provided to the aims given below:

- Youngsters being self-confident, creative, risk and initiative taking entrepreneur thinking individuals. in other words, these individuals has the perfection of the entrepreneurship.
- Increasing the preferability of the entrepreneurs by the employers
- Founding the innovative new businesses
- Increasing the role of entrepreneurs in the society and economy.

In the extent of these aims, it is seen that entrepreneurship educations are increasingly being added to the primary, high and higher education syllabi and countries' strategic plans. Besides, in our country entrepreneurship has been taken in the extents of the Turkey Lifelong Learning Strategy Document And Action Plan (2014-2018) and Ministry of National Education Strategic Plan (2010-2014).In the primary schools, entrepreneurship oriented EU projects are being operated.

When the Education Programs are approached;

- One of the 8 main perfections that is tried to be reached on the education programs in the 1st -8th grades is entrepreneurship. Entrepreneurship is maintained as a half-discipline in the education programs and it's main gains are given relatively with certain classes.

- In the professional development lessons, creating entrepreneur ideas, founding a business by developing it and development moduls are given place. Besides in the professional and technical educational schools' programs, "monitoring the economical developments, choosing the activity field and founding a business" aimed 2 hours/week lesson named "Entrepreneurship and Business Management" and students are allowed to choose this lesson as an elective couese in 11th or 12th grades.

- In the Technology and Design classes applied to 7th-8th grades, students are encouraged to convert their creative ideas they had learned in all classes to products by the help of half disciplines, students' works of innovative and entrepreneurship skills are displayed national wide.

- "Entrepreneurship" lesson in the general primaryschools are prepared in education programs and is still applied.

Among the aims declared by the Ministry of National Education, considering the ability of providing the entrepreneurship education while the realizing the teacher education, preparing the teacher adequacy, and other topics as, developing the intersectoral (education and business) cooperational working and fine application examples of entrepreneurship education shall be shared on the Board of Education and Discipline web site.

Teacher Education: "Developing the Entrepreneurship Protocol" is signed on 25th January 2012 by the Ministry of National Education, Ministry of Science, Industry and Technology and TUBITAK In the extent of this protocol, 5 days long entrepreneurship, 2 days long innovation educations are given to the total 120 teachers and 4 Vocational and Technical Training Programmers at least from 1 of each city of 81. Educated teacher are missioned to educate the other teacher in their

cities. On this matter, 2000 teachers are educated in 2012. Starting 2013, TUBITAK TUSSIDE coordination planned to educate 15.000 teachers on entrepreneurship and innovation in three years.

High School level Curriculum Development: Under protocol scope, curriculum development studies were also carried out as well as training of the trainers. In order to make these studies guide the way, good curriculum examples practices in other countries were examined/analyzed and the books chosen were bought from foreign countries. Likewise, standarts of foreign entrepreneurship trainings were searched and translated into Turkish. A workshop was arranged with participation of academicians, specialists and teachers carrying out surveys/endeavours in the area of planning of High School Entrepreneurship Module. The Module created as consequence of the workshop, with the approval of The Board of Education and Discipline, started to be educated during 2012-2013 school year.

At the end of the workshops arranged for conducting surveys on university level, University Level Curriculum Development and Mini MBA Program Preparation Group was established with other groups. In order to support studies/work of this group, Case Study Group was established, and by arranging the syllabus, entrepreneurship courses were opened for 56 hours in 20 universities.

From that point of view, studies realized by the Ministry of Education on inclusion of entrepreneurship into the system of education as core competence interim discipline subject, being under international qualification, can be appraised as powerful aspect of the Ministry's consistency. And training of trainers falls out as a subject that needs great deal of time and source.

KOSGEB Applied Entrepreneurship Trainings

(14) KOSGEB Applied Entrepreneurship Trainings are organised in order to spread out entrepreneurship culture and ensure establishment of successful enterprizes through introducing entrepreneurs with work plan concept, and they consist of at least 46 hours of courses and 24 hours workshop in total, regarding

qualifications of entrepreneurship, developing work ideas, concept and elements of work planning.

After putting into practice the partnership model improved by KOSGEB during 2010, spreading of entrepreneurship trainings all around the country was made possible. Number of participants in the scope of entrepreneurship training reached up to 290.035 when this model was put into practice during 2010-2014. See Table 16 for the range according to years.

Table 16: KOSGEB Practical Entrepreneurship Educations – Annual Based

Year	Number of Programs	Number of Participants
2010	309	11.584
2011	1.404	48.145
2012	1.822	57.192
2013	2.531	86.309
2014	2.524	86.805
Total	8.590	290.035

Those trainings, are arranged by KOSGEB Service Center, but can also be realized by public institutions, municipalities, local authorities, development associations and development agencies within the protocols signed between KOSGEB, Please see Table 17 for cooperative institutions and establishments.

Table 17: KOSGEB Practical Entrepreneurship Educations – Cooperated Institute /Company based

Institution/Foundation	Number of Programs	Number of Participants
Manicipalities	730	23.079
Union of Chamber of Merchants and Craftsmen	235	7.664
Ministry of Youth and Sports	167	4.836
ISKUR	3.411	99.178
Agencies of Development	562	17.290
Boards of Trade and Industry	842	28.523
Univercities	485	40.472
Other	1.486	47.956

Entrepreneurship training in higher education is run under the scope formal/organized education (entrepreneurship courses), non-formal education (KOSGEB trainings) and various projects. KOSGEB, as of year 2012, approves the entrepreneurship lessons/courses lectured in higher education institutions that are in accordance with the criteria determined by KOSGEB, as “KOSGEB Applied Entrepreneurship Trainings”, in line with the request of relevant high education institution. Therefore, those students who receive certificate by passing these lessons/courses, get the right to apply for “New Entrepreneur Support” of KOSGEB, when they start a business. With initiation of this application, the number of entrepreneurship courses opened in the higher education increased considerably. Lecturing was done totally in 2.130 classroom within 110 Higher Education Institutions, as of end of year 2014.

TUBITAK Entrepreneurship Programs

1601 Capacity Increase Oriented Support Program in Innovation Entrepreneurship Areas handled by TÜBİTAK became valid in July 2013. Within the scope of Program 1601, the aim is to support the use of mechanism of the public support obtained in R&G (research and development) and innovation to be more effective and productive along with developing the ecosystem of national innovation and entrepreneurship. Within this scope, calls are made in training (project management etc.), mentorship, aggregation, cooperation networks, project market, investment market areas.

Again, the 1512 Progressive Entrepreneurship Support Program handled by TÜBİTAK, aims to support the activities right from the idea stage up to the market, in order for the entrepreneurs to transform their technology and innovation oriented business ideas into value-added and qualified enterprises with high potentials of employment generation, and, to create R&S intensive inception companies that are innovative with international competitive power, high level technology product and improvable process.

This program is composed of four phases, such as, training and improving the business plan intended for transformation of innovative business ideas into commercial product/process; maximum 100 thousand TL capital supporting with no refund, additional R&S supporting and access to enterprise capital. Also, TÜBİTAK, started in year 2012, TÜBİTAK 2239 Supporting Program of Entrepreneurship and Innovativeness Training and Research Activities, in order to encourage the people who gained the techno-initiative capital support from Ministry of Science, Industry and Technology, to join in the international business environment and take the entrepreneurship training. Within the scope of TÜBİTAK 2239 Program, 10 out of 18 applications were supported in 2013 and those 10 people supported have gotten the right to participate in the trainings took place in the Silicon Valley.

Via Project of “Entrepreneurship Academy” and by TÜBİTAK:

- * 6 thousand managers and teachers were provided with trainings under the scope of “Leadership, Entrepreneurship and Schoolteaching Seminars intended for 15 thousand managers and teachers working in Secondary Education Institutions“ protocol for 3 years, signed by the Ministry of National Education.
- * Entrepreneurship education was given to the 200 academicians in order to generalise the entrepreneurship culture in Universities and an entrepreneurship educational education programme was developed by Istanbul University and Gedik University
- * Entrepreneurship Education was given to especially chosen 50 undergraduate, post graduate and doctorate students from the leading universities of Turkey.

Financing

In Turkey, finance sources the entrepreneurs can make use of depending on their life cycle can be summarized as follows:

- Public Supports
- Venture Funds
- Angel investors
- Banks
- Capital markets
- Leasing
- Factoring
- Credit guarantee

Among the Public Supports, there are Techno Entrepreneur and San-Tez Supports of the Ministry of Science, Industry and Technology, KOSGEB New Entrepreneurship Support and Progressive Support Programs supplied by TÜBİTAK

A student who will be graduating from an undergraduate program of a university with formal education in one year, a post graduate or doctorate student, or people who gained undergraduate, post graduate or doctorate degrees maximum five years before pre-application can make use of/benefit from Techno-Initiative Capital Support.

With (Sn-Tez) Industrial Thesis Program, aims, institutionalizing of university-industry collaboration; improving new product and/or production method that will create accretion value and contribute the competitiveness within the international markets; and supporting projects that contain post-graduate and/or doctorate thesis studies with regard to innovating the existing product and/or production method in line with the requirements of industry.

The entrepreneurs completing the Applied Entrepreneurship Training, and documenting their participation, who establish enterprizes after completion of above mentioned training and program, and enterprizes who appear in İŞGEM can get the right to apply for KOSGEB New Entrepreneurs Support, by preparing a business plan. In order to help the newly founded KOBİs, enterprize foundation expenses, machinery, hardware/fittings, software and office equipment expenses and operational expenses provided are non-refundable and again machinery, hardware/fittings and office equipment expenses are supported refundable. See Table 18 for the number of enterprizes making use of New Entrepreneurship Support and amount of the support given.

Table 18: Number of enterprises making use of New Entrepreneurship Support and amount of the support given

Year	Number of Enterprise	Support amount(TL)
2010	43	315.457,71
2011	2.397	25.858.041,69
2012	4.969	51.221.120,13
2013	8.065	84.368.042,01
2014	10.199	105.587.452,25

Source: KOSGEB

“Capital Contribution of an Individual Legislation” preparation studies of which was started by Undersecretariat of Treasury in 2012 and “Notification of Rules on Venture Capital Investment Trusts” prepared by Capital Market Board are significant developments. Under the scope of increasing the variety of financial products and services, in order to introduce the real estate investment funds and venture capital investment funds, Notification of Rules on Real Estate Funds and Venture Capital Fund were published and came into force on 01/07/2014.

Under the law code number 6322, it has been made possible for the taxpayers to scale down/reduce not more than 10% of venture capital funds they reserved so as to make available for the entrepreneurs, from their tax base or profit of company they have declared. Besides, venture capital investment fund contribution share which is subject to full obligation, together with profits gained from venture funds investment trusts stock certificates are exempt from corporation income tax.

Strategy and Action Plans of Financial Inclusion, Financial Training and Financial Protection of Consumer, relevant to increasing financial awareness, was released to the public with Prime Ministerial Memorandum in official gazette published on 05/06/2014. Main object of the strategy is to spread out financial products and services in all walks/segments by increasing information and consciousness, integrate people who are not in the financial system and increase the utilization and the quality of existing products and services.

Due to developments lived through in recent years in our country, endeavour of the banks towards KOBİs was increased and this revealed formation of “KOBİ Banking” within the sector. As the banks now regard KOBİs as important customers, they compete through practices such as special campaigns, extended packages and consultancy services.

R&D and Innovation

Although key concept for acquiring competitiveness in national and international markets for Entrepreneurs is “innovation”, due to the fact that small entrepreneurs avoid spending their insufficient resources for risky technology, R&D and innovation activities, and so, as it is all around the world, in Turkey also, policies

are followed out where information, talent and works are created, stored and transferred in order to steer the process of innovation. Ministry of Science, Industry and Technology, KOSGEB, and TÜBİTAK are main responsible institutions in formation and application of these policies.

The object of KOSGEB R&D, Innovation and Industrial Application Support Program is to develop SME and Entrepreneurs that have new ideas and inventions based on science and technology; to support techno-initiators with technological ideas; dissemination of R&D consciousness and increase of R&D capacities in KOBİ's; supporting innovative activities; commercialize the results of R&D and Innovation projects and provide industrial applications. The program consists of two lower/base prog

- Within the R&D and Innovation Program, non-refundable 332.0000 TL for workshop; rent; machinery-equipment, full complement, raw material, software and service procurement; personnel expenses; unproductive capital and expenses for proect development, and again 200.000 TL refundable support is provided for machinery-equipment, full complement, raw material, software and service procurement. Also, work place free of charge is obtained for entrepreneurs, within the KOSGEB Technological Improvement Centers placed in the universities.rams called R&D and Innovation Program and Industrial Application program.

- Within the Industrial Application Program, non-refundable 268.000 TL for rent; personnel expenses; machinery-equipment, hardware, consumable material, software and design expenses; and again 200.000 TL refundable support for machinery-equipment, hardware, consumable material, software and design expenses is provided.

The Law code 4691 for Technological Development Zones determines the establishment and working principles of technoparks. In the Technological Development Zones; production of technological information; commercialization of produced information, promotion of the product quality and standards in respect of product and production method, improvement of innovation that will increase productivity and reduce production costs, to secure the small and medium scaled enterprizes comply with new and advanced technology, to ensure business

opportunities for investigators and to accelerate foreign capital inflow that will realize advanced technology, and to increase competitiveness of industry is aimed.

The Supreme Council for Science and Technology (BTYK) which is the highest decision making body for constituting science, technology and innovation policies of Turkey, sits for meeting twice a year under the chairmanship of the Prime Minister in order to make important decisions with regard to agenda of entrepreneurship. Over the 24th meeting of BTYK that was arranged on December 27, 2011 where the main agenda has been “National Innovation and Entrepreneurship System and taking necessary steps in order to activate this system”, 6 new decisions were taken with regard to entrepreneurship and studies based on these decisions were accomplished. These decisions are:

- Constitute a Coordination Committee in order to ensure Totality, Consistence and Target Orientation within the R&D, Innovation and Entrepreneurs Support Mechanisms [2011/102]
- Development of Policy Instruments in order to Activate R&D Intensive Introductory Companies and Increase Their Number [2011/103]
- Development of Policy Instruments in order to Trigger Innovativeness and Entrepreneurship in the Universities [2011/104]
- Dissemination of Entrepreneurship Culture [2011/105]
- Improvement of Public Procurement and Innovation of Usage Right Allotment, in the manner to Encourage the Indigenisation and Transfer of Technology [2011/106]
- Development of Political Instruments in the way to Encourage Licencing of Native Patents [2011/108]

Also, the Law code 5746 regarding Supporting of Research and Development Activities, within the scope of Law code 193 Income Tax Law and Corporate Tax Law numbered 5520, ensures some discount, exemptions and incentives within the scope of R&D activities.

There are 14 universities in Turkey with 50 points out of 100 according to “Entrepreneur and Innovator University Index” which was formed with the aim to

Trigger Innovativeness and Entrepreneurship in the universities in Turkey, value for 2013 was last announced by TÜBİTAK. The number for year 2012 is 10.

R&D and Innovation Support Programs intended for private sector run within the structure of TÜBİTAK TEYDEB:

- Industry R&D Projects Supporting Program (1501 programs)
- Project Market Support Program (1503 programs)
- University-Industry Collaboration Support Program (1505 programs)
- SME R&D Starting /Beginning Supporting Program (1507 programs)
- International Industry R&D Projects Supporting Program (1509 programs)
- Priority Areas Research Technology Development and Innovation Projects Supporting Program (1511 programs),
- Entrepreneurship Progressive Support Program (1512 programs)
- Technology Transfer Offices Support Program (1513 programs)
- Venture Fund Supporting Program (1514 programs)
- Capacity Increase for Innovation Entrepreneurship Areas Supporting Program (1601 programs)
- Patent Supporting Program (1601 programs)

In order to develop technological entrepreneurship in our country, Ministry of Science, Industry and Technology have started Techno-initiative Capital Supporting Program practices in 2009, and are still continued, 270 entrepreneur were supported in 2014. On the same purpose, on 2014, 124 entrepreneurs are predicted to be supported by the TUBİTAK Entrepreneurship Progressive Support Programme which was founded in 2012.

Table 19: Starting Entraprauneurship Supports

<i>Year</i>		BSTB Techno-initiative Supports			TÜBİTAK Entrepreneurship Progressive Supports	
Number of Applicants	Number of Supported Entrepreneur	Amount of Support (Million TL)	Number of Applicants	Number of Supported Entraprauneur	Amount of support (Million TL)	
2009	159	78	7,6	-	-	
2010	724	102	10,2	-	-	
2011	859	272	26,7	-	-	
2012	1.597	288	28,0	745	112	
2013	1.539	294	28,6	1.220	140	
2014	1.748	270	26,5	1.251	124	
Toplam	6.626	1.304	127,6	3.216	362	

Source: Science, Ministry of Industry and Technology, General Directorate of Science and Technology, 2009-2014 Tekno-initiative Term Report
TÜBİTAK 1512 Entrepreneurship Progressive Support Program

Incubation/brood and Accelerators

KOSGEB, taking into consideration that universities need to get results with high added value and they need to get in close contact with enterprizees to develop innovative products and processes, took a huge step in the area of University-Industry-Public Cooperation, via (TEKMERS) Technology Development Centers they established in the university campuses, since 1991. Integrating the brain power, scientific working environment, use of technology and main research infrastructures the universities represent with entraprauneur, creative and innovative production power SMEs represent, paved a way to utilize the technological possibilities SMEs needed. Through TEKMERs, which were established within the frame of collaboration protocols made by the universities, research centers and other institutions/establishments to provide incubation service, support is given to R&D, innovation and industrial implementation practices of enterprizees and entraprauneurs that develop new product/service and production technologies. Also, utilization right of discount, exception and exemption within the scope of the Law

coded 5746 About Supporting Research and Development Activities is given to enterprizees supported in TEKMERs.

During 2010-2014, by collaborating with 116 different universities, KOSGEB has given support of 214 million TL, merely for the projects covering R&D, innovation and industrial implementation activities.

By November 2014, 43 TEKMER is operating in 26 different cities and there is R&D and Innovation Collaboration Protocol with 73 universities that do not have TEKMER.

During 2010-2014 period, projects of 280 enterprizes out of 485 enterprizes placed in TEKMERs were completed and supporting projects of 205 enterprizes still continue. Project budget of enterprizes supported in TEKMERs is now 154 million TL. There are 1.035 R&D personnel supported within the scope of R&D, Innovation and Industrial Application Support. Another mode of organization that provide extensive support to the process of creating successful enterprizes by KOSGEB, is enterprize incubations supported in order to accelerate and systemize the process and is shortly called İŞGEM. Founded by institutions/establishments which undertake the responsibility about entrepreneurship as independent legal entity, İŞGEMs operate in company status and they are established and operated within the proper framework that is suitable with our country conditions, taking into consideration the main criteria, after the experience gained from working with international organizations such as World Bank, European Union. “İŞGEM Name Usage Right” is given to incubation centres that are in conformity with the criteria determined by KOSGEB. Within the entrepreneurship Support Program, in order to establish new İŞGEMs, “İŞGEM Foundation Support” is given to the municipalities, local authorities, progress units, professional organizations, and non profit associations; for structural alteration and furniture and equipment purchasing, and for wage of İŞGEM's manager; also in order to contribute their sustainability, “İŞGEM Operating Support” is given to existing or newly found İŞGEMs, for personnel expenses, training/consultancy activities, small alteration expenses. İŞGEM Foundation Support period is maximum 18 months and İŞGEM Operating Support is maximum 36 months.

As of October 2014, within 14 İŞGEM that received İŞGEM Name Usage Right, number of operating company is 389 and number of employment is 2.091.

Into the “Law About Making Changes in Law Technology Development Areas” with code 6170 date 23 February 2011 and Technology Development Areas Law with code 4691 date 26 June 2001, “ Incubator Center (İnkübatör)” definition especially in order to develop young and new enterprizes; structures where office services for entrepreneur companies, equipment support, management support, access to financial resources, critical business and technical support services provided under one roof in one hand” is added.

In accordance with the item of Technological Development Areas Implementation Regulation with regard to the tasks and responsibilities of the Managing company, came in force on 1 April 2014, Managing Company is obliged to: “After start up of the area, establishing the transfer office in three years. If there is no technology development center within the area operated by KOSGEB, incubator center should be established latest in one year”.

Although the words (business incubator) and (accelerators) are used for one another from time to time, there are some differences between them. The main difference is related with in which stage the initiative is supported. Both of them introduce services with regard to making most of the enterprize in growing, however, while, in incubators, support is provided in order to maintain sustainability of the entraprauneur, following a few years after the establishment, the point in accelerators is to support the entraprauneur for a shorter period (such as a few months) during booming period, who already passed a certain stage. See Box 1 for informaton on some accelerators in our country.

Around 120 people consisting İŞGEM managers, Technology Development Areas (TGB) managers and personnel, public corporation representatives, University representatives adn KOSGEB TEKMER specialists attended the “A New Look on Business Incubators and Accelerators in Entrepreneurship Echosystem” Workshop that was realized by KSGEB, in Ankara, between 21-24 October 2014,

Topics given below are argued in the groupworks in the workshop

- Evaluation of business incubator applications in Turkey by the help of the developments in the Europe and World, strong and weak points of Turkey
- Developing the business incubators in the frame of economical development in Turkey
- Evaluation of the incubators in Turkey by the quality criteria
- How the best accreditation system for Turkey should be?
- How can KOSGEB business incubator supports be developed in order to give better service to the incubators and incubator businesses in the possible budget framework?
- Preparing a consistency plan for a modern business incubator
- What kind of a network shall be established among the incubator businesses of Turkey

A portion of the suggestions developed by the work groups shall be as given below

- KOSGEB needs to consist on its leader position on incubator business.
- KOSGEB ISGEM support should be revised to support creating incubators in universities.
- Studies towards bounding all the incubators around a network by KOSGEB
- Legal studies should be made to clarify the legal status of ISGEMs.

By the end of 2014, TGB numbers increased to 59, businesses operate in TGBs increased to the 3.016.

Table 20: TGB Information

<i>Years</i>	Number of operating TGB	Number of enterprizes operating in TGB
2002	2	-
2003	6	169
2004	10	305
2005	10	463
2006	14	546
2007	16	787
2008	19	1.154
2009	22	1.254
2010	28	1.515
2011	32	1.800
2012	34	2.174
2013	39	2.569
2014	44	3.016

Source: Science, Ministry of Industry and Technology, General Directorate of Science and Technology,

Source: Science, Ministry of Industry and Technology, General Directorate of Science and Technology, Technology Development Areas Reports, Statistical Data

Case 1: Accelerators Providing Support in the Growth Phase to Entrepreneurs in Turkey

Arı Çekirdek: It provides young entrepreneurs with opportunities for infrastructure and superstructure where young entrepreneurs can do their research in order to transform an idea into project / product / service, it provides education and training opportunities which teaches young entrepreneurs how to become sometimes a successful engineer or sometimes a talented businessman in transition from idea to project during a CAMPING and provides financial supports – as in commercial life - which are needed by young entrepreneurs to put their projects into practice with a COMPETITION model which they can obtain by using the possibilities of synergy and cooperation under competitive conditions.

There are private sector and public institutes among its supporters.

Incubation: It aims to accelerate to creation of companies that develop mobile and internet products by innovative entrepreneurs. Office facilities, mentoring, capital and networking services are provided to selected entrepreneurs during intensive 3-month supporting program.

Embryonix: It is a non-profit incubation program, its partners are EGIAD(Aegean Young Businessmen Association), ESIAD(Aegean Industrialist and Businessmen Association), EBSO(Aegean Region Chamber of Industry), İZTO(İzmir Chamber of Commerce), İEU(İzmir University of Economics). The main purpose of Embryonix is to bring new ideas into successful businesses and find investors for them. Consultancy(mentoring), office, financial support, education and individual development services are provided for technology-based business ideas.

E-seed: It is a market place which aims to bring companies, investors and professionals together with investors that want to establish their own company and have idea and information about new economy. Selected entrepreneurs can attend to E-seed Entrepreneurship Camping, they take support of coaching and guidance, their business plans they prepared are provided to be presented to individual, institutional investor and companies. Entrepreneurs who need capital, management, marketing and another support can apply to E-seed.

Endeavor: Endeavor, which is a global program, aims to contribute to find out the true potential of active entrepreneurs with guidance network which also includes business leaders. ‘Active Entrepreneur’ is defined as a person who have the most ambitious, rapid and strong growth plans, put his/her performance skills together with competitive advantage, offers potential to create high added value to his/her all stakeholders when s/he succeeds, have power to change the world and community in where s/he is as well as his/her own life. These entrepreneurs are provided with supports of mentoring, networking and strategic consultancy.

Enterprise Factory: It is business acceleration program which supports technoentrepreneurs who have high potential in the field of technology and wants to set up sustainable businesses in the process from the idea stage product launch phase.

Its aim is meeting needs of young entrepreneurs about resource and information in this new channel. It is a non-profit enterprise which has been established by Özyeğin University and collaboration of its stakeholders.

Inovent (Innovative Ventures): It is first technology commercialization/accelerator and seed fund company of Turkey and it was established by Sabancı University in 2006. Inovent, focusing on especially entrepreneurship based academy, it manages commercialization of technologies that are yet in early stages and focuses on university start-up companies which are established by academicians and/or students.

Inventram: It was established as early stage technology investment company in Koç University in 2010. It provides financial and managerial supports to innovative ideas by putting projects of entrepreneurs, inventives and companies into practice with right business models.

Metutech-ATOM: It is pre-incubation center established based on digital games and animation industries in ODTÜ. Its aim is to prevent the loss of creative ideas on game and animation, to ensure conversion of these ideas and projects into commercial value.

Viveka: It is an incubation center that provides entrepreneurs wanting to put their ideas about technology into practice with time, financial resource and information. It provides Access to office possibility, mentoring and network for investors.

METUTECH-BAN: It was established within ODTÜ technopolis in order to carry out all kinds of activities legal arrangements about formation of associations called ‘‘Business Angels’’ in our country too, support and develop. It gives pre-education and consultancies to entrepreneurs in order to be able to complete a successful search for funding. It allows entrepreneurs to meet with experienced investors in business world, it provides entrepreneurs with experience transfer of Business Angels.

TOBB ETU Garaj: It was established withn TOBB University of Economics and Technology in order to commercialize projects of entrepreneurship intended for national and international markets and create an effective running entrepreneurial

ecosystem. GARAJ Entrepreneurship Center provides entrepreneurs who have projects about information-communication technologies and in early stages or 6-month period of starting with creation of sustainable and fast-growing companies. The most important contribution of GARAJ to entrepreneurs is support for Access to national and global investment Networks and mentoring service such as program, design, business development, presentation and individual development. While GARAJ contributes to projects of entrepreneurs, it also become partner of their companies if entrepreneurs get investment after program.

Start-Up Kitchen: It is the incubator center that produce birght business ideas, doing market research training the young minds at technology and UX, doing the first investment and corporate the Project. Besides, it always give the mentor service to the Project and regulate the relationships with the people who are volunteer to invest the Project. Start-up Kitchen has its experinece from its application team who actualized many projects regarding internet Technologies, mobile, games, idea and innovation management.

Inovita İstanbul: Innovita Life Sciences and Technologies Istanbul Cooperation Platform is founded by the support of Istanbul Development Agency (ISTKA) regarding 2010 Information Orianted Economical Development Programme and operated in the partnership of “SUNUM” Sabanci University Nanotechnology Research and Applications Center and Istanbul University Biomedical and Clinic Engineering Unit and Health Units Institute. Inovatia cooperation platform aims to be an interface between univercities and industries cooperations about the scientific researches about life sciences and Technologies in the Istanbul District. It gathers the relevant R&D centers and universities (national and international) then reveals the requirements and expectations in the sector.

Entrepreneurship Informing/supporting Networks

(143) In this chapter, information is given about certain networks providing information and support services to the entrepreneurs. Entrepreneurship Council which was founded to improve the ecosystem of entrepreneurship in Turkey is explained in chapter 2.5.4.2.

Entrepreneurship Portal: It is planned that a common and independent portal that provides links required current information and experiences. Portal is going to be led by an executioner council stated by Entrepreneurship Council.

Women Entrepreneurship Portal: Efforts to develop a Women Entrepreneurship web portal aiming to gather the Turkish women entrepreneurs, the foundations they founded and the information, supports and activities under one roof is held by KAGIDER. Women Entrepreneurship Portal targets to bring the entrepreneur women who have the potential as both a provider and a client and create a cooperation network, providing digitally suitable environment for them to reach their voice.

TOBB Women Entrepreneurs Council: It is a consultive institution that mainly develops policies about and provides opinions about the women entrepreneurship. In addition, institution aims to educate, enhance the capacity and support to actualize the entrepreneurship ideas of the women. Council consists of women entrepreneurs who work on a various fields, Foundation of Youth for Habitat, TOBB University of Economy and Technology, Development of Women's Status General Directorate and agents of KOSGEB. Their missions are declaring policies and culturizing the women's entrepreneurship by improving the women entrepreneurship potential in our country by quality and quantity, and have them more equipped.

TOBB Young Entrepreneurs' Council: It is a consultive group that consists within TOBB and flashes the decisions TOBB board of directors, developing general policies about young entrepreneurship by improving the young entrepreneurship potential in our country by quality and quantity, and have them more equipped. In addition, provincial Young Entrepreneurs Council which is established within TOBB is a consultive constitution that provides support developing policies about developing the young entrepreneurship.

Turkey Angel Investors Foundation: This foundation is established for presenting the "Angel Investments" in Turkey, providing the required legal background, having the angel investment concept as a profession and building a

bridge among Angel Investors – Angel Investor Groups – Venture Capitalists – Matchmakers.

Development Agencies

The support provided by development agencies are divided into technical and financial support. Financial support is also divided into three as, interest subsidy, interest-free loans and direct financial support. Direct financial support is implemented as, call for proposals, regimented project support and direct activity support. Where necessary, agency may provide support by method of gradual call for proposals.

Rules relating to each type of support is different and standard rules, as well as rules about the type of support can be determined during notice. These rules are organized into application guide prepared for each kind of support.

Agency, for the development of the region in which they operate, will support activities to the priorities identified in the strategic direction. Therefore projects are needed to be compatible with the ongoing plan and programs. In these areas, support for activities to increase entrepreneurship and innovation capacity may be provided.

International Entrepreneurship Center

In cooperation with, International Entrepreneurship Center Ministry of Development, United Nations Development Programme, UNDP Istanbul International Private Sector and Development Office, Habitat Development and Governance Association and Vodafone Turkey Foundation in partnership with TOBB, TOBB Young and Women Entrepreneurs Boards, Intel, Cisco, Microsoft, TEPAV Özyeğin University and Bilgi University to developing the entrepreneurial ecosystem in Turkey and the region and the goal to contribute to the competitiveness of entrepreneurs with global scale has been implemented.

International Entrepreneurship Center was established in order for, positive growth of entrepreneurial perceptions, supporting women and youth as successful entrepreneurs, supporting the global competitiveness of entrepreneurs and especially

for the objectives to facilitate the development of cooperation and partnership among our neighboring countries

International Center for Entrepreneurship to achieve these goals:

- Develops cooperation among entrepreneurs and institutions working in the field of entrepreneurship.
- Supports the research that reveals the current status and needs.
- Develops mechanisms to contribute to the development of entrepreneurship and innovation capacity among the youth, entrepreneurs and the business world.
- Serves to increase number of entrepreneurial role models.
- Contributes to policies that improves competitiveness.

Contest and Awards

Contest and awards are an important factor in the creation of an entrepreneurial culture. Some contest and award programs are included in Table 2.

<p>Case 2: Contest and Awards</p> <p>KOSGEB SME and Entrepreneurship Awards:Organized in order for successful public introduction of SMEs and entrepreneurs, their contribution to the economy of our country, and also to be awarded and encouraged for their potential. KOSGEB SME and Entrepreneurship Awards; Successful SME of the Year Grand Award, successful SME of the Year Award and Successful Entrepreneur of the Year Awards are given in three and seven categories, including subcategories.</p> <p>a) Successful SME of the Year Grand Award</p> <p>b) Successful SME's of the Year Awards</p> <ul style="list-style-type: none">• Innovative SME of the Year Award• SME Co-Author of the Year Award
<ul style="list-style-type: none">• SME Exporter of the Year Award• SME Environment Friendly Year Award <p>c)Successful Entrepreneurs of the Year Awards</p> <ul style="list-style-type: none">• Young Entrepreneur of the Year Award• Woman Entrepreneur of the Year Award• The global rising Entrepreneur of the Year Award• Innovative Entrepreneur of the Year Award

KOSGEB Business Plan Award, is a business plan competition which is held between students of universities in the field of formal education, who take entrepreneurship courses. Contests, with KOSGEB-university cooperation, is held once a year at each university.

As a result of the competition, the owner of the most successful business plan determined by a jury composed of university representatives and KOSGEB is awarded first place 15,000 TL , second place 10,000 TL, third place 5,000 TL – (Business must be established in 24 months)

TUBITAK 2238 Entrepreneurship and Innovation Contest: With the aim to raise awareness in the area of entrepreneurship and innovation and to help innovative ideas of undergraduate and graduate students to be implemented, Entrepreneurship and Innovation Contest 2238 TUBITAK is organized since 2013.

Contest received a total of 359 applications in two categories, namely “General Category” and “Technology Category” in the first year. 200 students who has passed Phase 1, are awarded a prize of 1,000 TL and the chance to participate in the work plan seminar organized by TUBITAK . 6 highest ranking business ideas in general and technology category was awarded a prize money.

In addition to the above two categories, in 2014. "Social Entrepreneurship category" has been added. 515 contest applications were received in 2014. 62 Successful business ideas from the applications were awarded to participate in the final contest.

That's it: Contest organized by the host of Bogazici University, aims for students to gain experience in application of innovative business ideas in commercial sense and to support projects that will be of value to the prize to be the front feet and to turn them into a technology based innovative work in future with given support. Contest is awarded with uncovering of technology-based innovative business ideas, products or services. In this context, an entirely new technology or an existing technology that is applied to a new field or an existing technology being improved is required. Also commercial success potential must exist. Until this year, the competition was organized by the name “Yeni Düşler Yenilikçi Düşünceler”. From this year will named “İşteBU”.

New Ideas New Businesses: Organized by the Middle East Technical University and Middle East Technical University Teknokent, Turkey's first and largest technology-based entrepreneurship competition “Yeni Fikirler Yeni İşler” which supports young entrepreneurs since 2005. Renewing and improving with each passing year “Yeni Fikirler Yeni İşler” contest, supports young entrepreneurs in business start-up process, initiation, development and enlargement.

“New Ideas New Businesses r”, is contributing to just about everyone involved in the contest by offering support about entrepreneurship during and after the contest and opportunities to enhance the capabilities and contributions of the individuals. “Yeni Fikirler Yeni İşler” contest starts with young entrepreneurs writing short summaries of their business ideas and projects. After the first evaluation the contestants that passed the 1st phase are subjected to training. After the training, selected contestants with their written detailed business plans are advanced to the finals. In the final phase, contestants are to present open to the public and with the jury selection are awarded with the prizes.

Future Boss' Competition: Competition held with cooperation of Bilkent University and Finansbank, offers to the people who has innovative business ideas, the opportunity to be the boss of their own business. The first three winning participants in the assessment results are entitled to job set-up and working capital of 50,000 TL in prize money. All participants in the Top 10 by jury assesment are rewarded with Bilkent University's FIDE "From idea to value" Entrepreneurship Training Program. The remaining seven best business ideas recieve loan offer opportunities.

Social Entrepreneurship Competition: With the cooperation of Sabanci University Young Entrepreneurs Club and Momento Gift Experiences Site, Social Entrepreneurship Competition is held for social welfare purposes, students design Momento packages and their business plans. The winning team's project is implemented.

Turkey's Woman Entrepreneur Competition: Contest organized with cooperation of Garanti Bank, Economist magazine and KAGIDER, awards are given in the categories of "Turkey's Woman Entrepreneur" as well as "Turkey's Most Promising Woman Entrepreneur", " Distinctive Women Entrepreneurs in the Region"and "Turkey's Woman Social Entrepreneur".The competition is organized to encourage all women entrepreneurs;"win" chance is offered to all woman entreprenerus that are promising or under its own terms, have established a good business in the region, which made a difference in social life of the region or has produced innovative and sustainable solutions for women entrepreneurs in general.

3. GZFT ANALYSIS

Examined by various international organizations, the components discussed within the framework of entrepreneurship are paralleled, but it is understood that these components are classified under different headings. For example, GEM conceptual model identified nine components in the entrepreneurial environment, while OECD-Eurostat Entrepreneurship Indicators Programme, classified them under six headings (regulatory framework, market conditions, access to finance, development and dissemination of knowledge, entrepreneurial skills, cultures). In the EU Entrepreneurship 2020 Action Plan, these components are considered under three intervention areas. Based on a significant portion of these components, the situation in Turkey has been tried to be explained in Section 2.5. Said components, relevant indicators and in the expert opinion in the framework of "Entrepreneurship Strategy Council Workshop", it is possible to make the following assessments.

The strengths of our country in a macro sense can be summarized as, having a young population and a large internal market, proximity to the European market, the existence of the necessary infrastructure and economic stability. In addition to this, as revealed by various studies, the formation of a social perspective that values entrepreneurship, the increasing number of people who consider entrepreneurship as a career alternative, increased media interest, the proliferation of university courses in entrepreneurship, increasing number of organizations/institutions undertaking the mission of entrepreneurship development and these organizations/institutions being gathered under the same roof of "Entrepreneurship Council" are important developments.

During the preparatory work for the Tenth Development Plan, a separate Special Commission was created in Entrepreneurship for the first time. As seen at Policy Documents and Entrepreneurship Support Area Matrix (EK), entrepreneurship has been added into strategies and action plans (youth, women, cooperatives, etc.) prepared by many institutions. This is important as an indicator of the sensitivity of this issue and is broadly supportive of the work of the Entrepreneurship Council.

Among institutions collaborating with KOSGEB, there are also universities. This collaboration in entrepreneurship education can be considered as a very positive development for two reasons. First, due to university education in entrepreneurship the expansion of entrepreneurial culture, the other is preparation of the ground for the development of cooperation in different fields. (the establishment of incubation centers, entrepreneurship awards, etc.)

Increased sensitivity towards women entrepreneurship in various institutions / organizations and intensification and diversification of activities can be seen. Work of female entrepreneurship indicators which KOSGEB actively participates in, are being developed by Southeast European Entrepreneurship Training Center (SEECCEL). And these said indicators are consulted and organized by KOSGEB. These indicators are important in determining a guiding strategy and aim related to entrepreneurship.

In a study carried out in the framework of social responsibility by big business', It is seen that the subject of promotion of entrepreneurship is becoming increasingly widespread. In order for these works to become more systematic, establishment of public-private collaboration will be beneficial.

On the other hand certain areas that requires development are listed below:

Mainly by KOSGEB, services and support given by many institutions is not completely overlapping the needs of the target audience and usually the prepared content standards, meet only basic level needs. With comprehensive needs analysis conducted on this subject, the sector, the scope of activities, company size, stage of development and gender equality issues in mind, there is a need to diversify our services and to become more sophisticated.

When examining models of entrepreneurship support of US and other developed countries, public institutions undertaking policy creation, the funding and assuming the supervisory function. Support implementation seems to run through the meso-institutions (profit and non-profit organizations, private organizations, NGOs, universities, etc.). Thus, programs can be implemented more efficiently and with less bureaucracy. In our country, provision of services and support seems to run through public institutions partly through meso structures (eg KOSGEB, Business

Development Center Operators, Applied Entrepreneurship Education). In order for support and services to be effectively delivered, there is a need to review these applications. Regarding the support programs and models developed by public institutions, sharing of ideas by using sufficient time and suitable methods must be performed between audience and organizations representing the target audience. For this purpose, a variety of on-line tools may be developed.

About accelerator-incubation instruments, that will also contribute to the early stages of the fastest growing companies, efforts to draw the attention of the parties concerned, especially the university is needed.

Lack of systematical efforts about entrepreneurship education in the formal system that gives teachers and certified instructors widespread entrepreneurship education and improvement is among the issues that commonly draws attention. Communication network between educators and teachers, similarly, there is a need of development in the mentor networks.

Evaluation about Programs and support implemented by public institutions/organizations should be carried out by independent parties in terms of productivity.

According to Turkey GEDI Index data, process innovation and technology levels emerges as the weakest aspects and new product development and undertaking risks emerges as the most powerful aspects.

The World Bank Doing Business Index examined, despite significant improvements in terms of ease of doing business in Turkey, their position in the rankings has not changed much and it is understood that it still needs a lot of reforms.

In the evaluation study of SBA Western Balkan Countries, entrepreneurship education, women entrepreneurship studies, preparing legislation SME test and analysis of the effects were found to be the weak areas. However, in order to generate the expected benefits of support for SMEs and entrepreneurs, analysis prior to design and implementation (regulatory impact assessment), as well as assessments made after application are very important. These assessments allow for the efficient use of public resources and the necessary corrections.

On the other hand increased interest in universities entrepreneurship courses is a positive development, however lack of conceptual work towards academic studies on this subject, institutions / organizations working in the field of entrepreneurship and their lack of policies and strategies to build infrastructure attracts attention. GZFT analysis is summarized in Table 21.

In these circumstances, in Turkey's Entrepreneurship Strategy and Action Plan, the following areas of intervention has been considered appropriate to include. Action plans for these areas are detailed in Chapter 6.

1. Regulatory Framework
2. Innovationship
3. Thematic and General Support
4. Entrepreneurship Culture
5. Training and Consulting Services
6. Access to Finance

Table 21: GZFT Table

	Strong	Weak	Opportunity	Threat	Related intervention area
Macro framework	<ul style="list-style-type: none"> • Economic stabilisation • Large inner market • Volume of young population • Geopolitical and strategic position • Physical infrastructure (settlements, communications, transport) • Implementation of active labor market policies • Accessibility of entrepreneurial support, quantity and diversity 	<ul style="list-style-type: none"> • Lack of specific models for young entrepreneurs • Lack of sophistication of the market 	<ul style="list-style-type: none"> • new business establishment potential • The establishment potential of initiatives based on innovation and opportunities by young entrepreneurs 	<ul style="list-style-type: none"> • political and economic instability in neighboring countries 	<ul style="list-style-type: none"> • Thematic and general support • Regulatory framework
Entrepreneurship perception	<ul style="list-style-type: none"> • Increased positive outlook • Entrepreneurship to be seen as an alternative career 	<ul style="list-style-type: none"> • Lack of programs for young people to be directed to entrepreneurship 	<ul style="list-style-type: none"> • New business establishment potential 	<ul style="list-style-type: none"> • Obligation based entrepreneurship obviating opportunity based entrepreneurship 	<ul style="list-style-type: none"> • Entrepreneurship culture
Corporate Strategies	<ul style="list-style-type: none"> • The involvement of entrepreneurship area in many corporate's strategies and action plans • Establishment of entrepreneurship council 	<ul style="list-style-type: none"> • Lack of coordination between institutions • Monitoring and evaluation systems of institutions 		<ul style="list-style-type: none"> • Lack of realistic action in strategies of Institutions 	<ul style="list-style-type: none"> • Regulatory framework
Corporate cooperations	<ul style="list-style-type: none"> • Increased efficiency of service and prevention of repetition through partnership 		<ul style="list-style-type: none"> • The development of collaborations with universities 	<ul style="list-style-type: none"> • Terms of the continuity of the corporate overview 	<ul style="list-style-type: none"> • Regulatory framework

	Strong	Weak	Opportunity	Threat	Related intervention area
Female entrepreneurship	<ul style="list-style-type: none"> Numerous institutions, organizations are related to the sensitivity of the subject 	<ul style="list-style-type: none"> Lack of data about the needs of women entrepreneurs Lack of cooperation network Focusing on temporary programs and projects that were not evaluated in the framework of "Mainstream" 	<ul style="list-style-type: none"> The inclusion of women constituting 50% of the population in the workforce and their contribution to the economy 	<ul style="list-style-type: none"> Patriarchal perspective on society 	<ul style="list-style-type: none"> Thematic and general support Regulatory framework
Entrepreneurship education	<ul style="list-style-type: none"> The presence of the MEB Lifelong Learning Strategy KOSGEB's widespread entrepreneurship education and this training being carried out in cooperation with various institutions/organizations The inclusion of entrepreneurship in the vocational and technical education 	<ul style="list-style-type: none"> Lack of training of teachers and trainers Shortage of Certificate Programs for trainers Training given by non-accredited trainers 			<ul style="list-style-type: none"> Training and Consultancy
The presentation form of services and supports	<ul style="list-style-type: none"> Legal framework for the provision of public services Having switched to electronic media 	<ul style="list-style-type: none"> Lack of direct support given by public institutions Lack of enough bureaucracy Too many frequent regulatory changes and the difficulty of tracking them Lack of monitoring and evaluation 		<ul style="list-style-type: none"> Non-competent persons / organizations entering the sector 	<ul style="list-style-type: none"> Training and Consultancy Thematic and general support

	Strong	Weak	Opportunity	Threat	Related intervention area
The scope of services and supports	<ul style="list-style-type: none"> • Support diversity 	<ul style="list-style-type: none"> • The lack of appropriate requirements for the target audience • Repetitions and overlaps • Lack of consultation to the target audience's and representatives' opinions • Lack of regulations that facilitate and encourage social entrepreneurship 	<ul style="list-style-type: none"> • Renewal of service and support according to the needs • EU Funds 	<ul style="list-style-type: none"> • Public resources not being used efficiently and effectively 	<ul style="list-style-type: none"> • Thematic and general support • Regulatory framework • Training and Consultancy
Large businesses	<ul style="list-style-type: none"> • Social responsibility projects and budgets 	<ul style="list-style-type: none"> • The lack of co-operation between small and big businesses and entrepreneurs 	<ul style="list-style-type: none"> • Strengthening the role of the private sector in development • Public-private partnership to become systematic • In-house entrepreneurship 		<ul style="list-style-type: none"> • Thematic and general support
Finance	<ul style="list-style-type: none"> • Approaches to facilitate access to finance for entrepreneurs • Individual participation capital, working towards strengthening structuring, such as the Credit Guarantee Fund-CGF 	<ul style="list-style-type: none"> • Entrepreneurs' lack of information about alternative financing models • Entrepreneurs' lack of information about the reporting standards • Banks having prejudices towards new entrepreneurs 		<ul style="list-style-type: none"> • Unrealistic financial plans 	<ul style="list-style-type: none"> • Finance

4. GENERAL OBJECTIVE, GOALS AND ACTIONS

4.1. General Objective

The general objective of Turkey's Entrepreneurship Strategy and Action Plan (2015-2018) is defined as follows:

General Objective: “To Generalize the culture of entrepreneurship, form a strong ecosystem and to develop entrepreneurship in our country”

For the preparation of GISEP, taking other strategic plans in mind and Tenth Development Plan, GISEP being in harmony with this plan and duplication with other strategic action plans has been sought to be identified and following principles were adopted:

- It is necessary for public to be regulatory, directive and to take part in practices where necessary
- Increasing the role of private enterprise in the development of entrepreneurship
- Making strategic alliances with civil society organizations and private organizations for the implementation of entrepreneurship supports
- The work on the regulatory framework happening with the participation of all parties
- Entrepreneurship Council's work to ensure effective coordination
- To consider the needs of specific audiences for the design of the support

4.2. Goals

Turkey's Entrepreneurship Strategy and Action Plan's intervention areas and targets (2015-2018), in order to achieve a common goal are as follows:

Regulatory Framework: To foster the entrepreneurial-friendly regulatory framework

Supporting innovative entrepreneurship: Supporting innovative and technology-based entrepreneurship

Thematic and General Support: The development and implementation of a sustainable support system in the thematic areas and general areas such as, Women's Entrepreneurship, Youth Entrepreneurship, Eco Entrepreneurship, Social Entrepreneurship, Innovative Entrepreneurship, Global Entrepreneurship.

Entrepreneurship Culture: The development of a culture which adopted entrepreneurship and entrepreneurs in our country.

Training and Consulting Services: Dissemination of formal and informal education in entrepreneurship education and improving the counseling system for entrepreneurs.

Access to Finance: Facilitating the entrepreneurs' access to finance and its sustainable increase.

4.2.1. Regulatory Framework

Regulation is an important part of modern business life, it protects citizens and workers from the risks and helps protect the environment. However compliance costs of these regulations on micro and small businesses appear to be high and adversely affect their competitiveness. Therefore regulatory framework constitutes one of the most important axis of entrepreneurship support policies. Regulatory framework includes sub-components such as, administrative regulations for businesses, bankruptcy legislation, health, work safety and environmental legislation, product regulations, labor markets. In order for early identification of the load that these regulations might cause on small businesses and to eliminate the factors that prevent the development of these enterprises, there is a need to make a regulatory impact analysis. In an event where impacts have been determined, it is possible to take measures such as, providing temporary or permanent exemption for designated business groups which are to be significantly adversely affected by the impact, to determine transitional periods, to define specific standards (eg regarding reporting), simplifying legislation. In the process of determining the effect of regulators, well-attended consultation with relevant groups and other relevant persons with attributes necessary for legal protection of rights and is crucial in order to prevent damage to the environment is very important. Considering these matters in the Action Plan and

Entrepreneurship Strategy, viewed from the perspective of the regulatory framework, facilitating the liquidation process for businesses, making consultation phase active, studies and research that will shed light on the regulatory framework for all policies are aimed.

4.2.2. Supporting innovative entrepreneurship

Turkey's innovation-based economic development in transition stage to be one of the five largest economy, when discussing entrepreneurship and business issues in Turkey, is always a factor to keep in the background. Going through a phase based on innovation, can be considered as an indication that the country needs different types of initiatives and entrepreneurs from the past. The size of the economy is a key element in the determination of the strategies and actions that will increase the entrepreneurial potential of the country and has to be taken into account. In this context, innovative entrepreneurship is discussed in a separate area of intervention, all areas of intervention are also considered as a cross-cutting issue. In this context, supporting fast growing companies and techno-initiatives and establishment of thematic incubators are aimed. Academics will encourage entrepreneurship, internet initiative will be supported.

4.2.3. Thematic and General Support

In Chapter 2, the existence of new entrepreneurs, the components of the ecosystem necessary for the growth of new and existing entrepreneurs are shown. The presence of these components in order to create the basic framework of macro conditions and entrepreneurial environment, with improvements to be made only in the regulatory framework is not sufficient to develop entrepreneurial skills and abilities.. This frame needs a complementary support frame. In this way enhancing entrepreneurs individual performance, increasing their competitiveness and to facilitate their access to markets becomes possible. Thus, the lack of information (markets, laws and regulations, standards, etc. areas) and the lack of service (supplier networks, training services, trade fairs, etc.) due to market imperfections can be compensated. These can be varied as, supports without distinction of audience or

themes, or by ensuring a positive approach to special target groups (eg women) having difficulties gaining access to sources because of the systemic bias, or depending on the entrepreneur's sophistication level (innovative, global entrepreneurs). While innovative and global initiatives being considered under a separate heading in GISEP, thematic issues and subjects that need to be developed at the application level such as, development of entrepreneurship towards other specific target groups (women, youth, people with disabilities) and social entrepreneurship, responsible entrepreneurship, eco-entrepreneurship were examined under "Thematic and General Support".

4.2.4. Entrepreneurship Culture

Culture, which can be defined as all of the value systems, when associated with entrepreneurship can be considered as a business culture focusing on new opportunities and creativity. Hofstede explains different societies having different cultures by four aspects which are, individualism, masculinity (competitiveness and being the best), accepting power and avoiding uncertainty. There are studies explaining that these aspects also have an effect on the overall entrepreneurial culture. Besides that, the education system has an important impact on the formation of an entrepreneurial culture. Because many features entrepreneurs should have, can be gained in the educational process. (learning not to be afraid to make mistakes, to produce more than one solutions to solve a problem, working as a team). On the other hand to create a positive image of entrepreneurship and to present successful entrepreneurs as a role model, the importance of media is great. With TV and other audiovisual media which are accessed by wide audiences, presenting information about entrepreneurship in an instructive and entertaining way is possible. In this aspect, for entrepreneurial culture to settle in, the role of the media in countries is very important. Drawing attention to the entrepreneurship by entrepreneurial awards and competitions/contests makes it possible to encourage entrepreneurship, especially among young people. Therefore, actions to increase awareness of the action plan, highlighting successful entrepreneurs as role models, the promotion of entrepreneurship in universities and the effective use of role of media are aimed. In

addition, studies to determine the status of entrepreneurship in these areas will be carried out.

4.2.5. Training and Consulting Services

Main aim of the education system is the growth of productive and happy individuals, having advanced skills of thinking, having perception and problem solving, having entrepreneurship and innovation abilities with confidence and a sense of responsibility, being steeped in democratic values and national culture, being able to interpret different cultures, being open to sharing and communication, having strong art and aesthetic senses, being open to scientific development and being inclined to use the technology and production. In the education system, a program that raises the quality, improving the ability of people and individuals, based on equality of opportunity will be applied. In context of a lifelong learning approach, educational management, teacher training processes, curriculum, learning environment and tools to support this transformation process will be strengthened. It is aimed to achieve a system of higher education competitive on a global scale which is sensitive to the needs of society and the economy, which is in interaction with stakeholders, that transforms the produced information into product, academic, that has universities administratively and financially autonomous.

Oslo Agenda (Oslo Agenda 2006) includes 6 areas which are, entrepreneurship education policy framework, support for educational institutions, support for teachers and educators, activities that will be held in schools, cooperation between schools and other institutions / organizations and communication activities. Entrepreneurship education should include, gaining self-esteem, creativity, general competencies such as having no fear of making mistakes and it must also include the business skills competencies. In short, entrepreneurship education is about ensuring the formation of ideas and putting them into action. Therefore, it is necessary for it become an integral part of the curriculum in all stages of education, including higher education starting from the primary education. Therefore applications, where experimental learning methods gain importance, where teachers gain moderator status, which has training methods that allows students to undertake active roles out

of the passive spectatorship, which allows students to practice outside of class in actual work life is necessary. In this context, the critical success factors are teachers / trainers. Therefore teachers, that understand the new curriculum and learner-centered pedagogical approach, equipped with the necessary skills to create learning environments are required. Therefore, it is important to support teachers throughout their careers.

Research done at the EU level shows that high level education of entrepreneurship is given mostly in business schools and that they are not adequate enough in non-business schools. Therefore, with an interdisciplinary approach, all students should be allowed to have access to entrepreneurship education and by bringing students from different departments together teaming them up should be ensured and close communication and cooperation should be established with the business world. In this context, there is a need of work to be done countrywide in the supply of necessary resources and funds.

Non-formal education for entrepreneurship, supporting formal education / complementary in nature, are usually implemented in the form of business start-up training (start-up training). While professional trainers, consultants, mentors are important resources in this regard, programs for entrepreneurs to meet them are organized by public institutions, civil organizations and various professional organizations.

In this context, in the action plan, aims ensuring the articulation of entrepreneurship into all education and training programs starting from elementary school are determined.

4.2.6. Access to Finance

Small businesses, organizations during establishment, growth and innovation stages encounter difficulties with access to finance because of structural and cyclical reasons. European Union's Action Plan to facilitate access to finance for entrepreneurs (2011) 38, envisages arrangements to create a balance between the needs of entrepreneurs and protection of the investor. In the Action Plan in this regard, the renewal of venture capital legislation, establishing the regulatory

framework for venture capital investment, tax reform and exemptions, facilitating investors' access to listed companies informations, facilitating accounting reporting procedures for SMEs, accelerating the implementation of EU's 2011 / 7E numbered "Directive of Combating Late Payments" and as part of Article 1530 of the New Turkish Commercial Code No. 6102 entrepreneurs being informed of the provisions regarding late payment of regulated supply of goods and services, and such measures are foreseen. It also aims to facilitate access to information about sources of funding and finance for SMEs. On the other hand, the qualitative evaluation outside the standard evaluation method applied to SMEs by banks and the best practices based on these grading subject will be shared and uncovered.

5. IMPLEMENTATION OF THE STRATEGIC PLAN, MONITORING AND EVALUATION

Actions under the strategic plan will be carried out by responsible organizations specified in Chapter 6. Cooperation with other institutions will be coordinated by the responsible agencies.

Entrepreneurship Council is responsible for taking decisions on monitoring and evaluation of GISEP. Revisions can be made when deemed necessary by the council and new actions can be added. The Council may create working groups when necessary.

KOSGEB is responsible for the overall coordination and secretariat plans.

Organizations responsible for the action, prepares annual progress reports for each action and they send these reports to KOSGEB on a date determined again by KOSGEB.

Technical Committee composed of representatives of organizations responsible for the actions, to discuss the progress of these actions, meets once a year chaired by Undersecretary of the Ministry of Science, Industry and Technology.

KOSGEB consolidates progress reports annually and presents them to the Entrepreneurship Council. The Council takes the necessary routing decisions at its meeting which is done at least one time every year.

6. ACTION PLAN

6.1. Regulatory Framework

Field/Aim Regulatory Framework - Develop entrepreneur friendly regulatory framework

Act. No	Description of Action Towards the Solution	Institution In Charge	Institutions That will Be Cooperated	Start - Completion	Performance Indicators / Aimed Quantity	Description
1	Enable down payment in entrepreneurship supports	Ministry of Science, Industry and Technology	Ministry of Economy Ministry of Development Department of Finance Chamber of Accounts TUBITAK KOSGEB, TESK TOBB	2015-2017	Regulation by the end of the 2017 (occurred/not occurred)	It is aimed that the institutions alike KOSGEB regulated to do down payment for entrepreneurs to decrease their cash-source problems
2	Remove legislation curbs before new enterprises.	Ministry of, Science, Industry and Technology	Ministry of Labor and Social Security Ministry of Economy Ministry of Customs and Trade Ministry of Development Department of ... Finance Under secretariat of Treasury KOSGEB SGK TESK TOBB	2015-2018	Preparing of the situation report by the end of the year 2017 (occurred/not occurred) Achieving the OECD countries average in the "Doing Business" reports in related criteria by the end of the year 2018 (2018 OECD average)	An situation report will be prepared to decrease the direct and indirect legislation loads on new enterprises Necessary arrangements will be done.

Act. No	Description of Action Towards Solution	Institution In Charge	Institutions That will be Cooperated	Start - Completion	Performance Indicators / Aimed Quantity	Description
3	Facilitate liquidation processes	Ministry of Customs and Trade	Ministry of Justice Ministry of Science Industry and Technology KOSGEB TOBB and other related institutions	2015-2018	Realize regulation by the end of the 2017 (occurred/not occurred) Achieving the OECD countries average in the "Doing Business" reports in related criteria by the end of the year 2018 (2018 OECD average)	Reasons that long companies' liquidation processes will be determined with extent. Necessary arrangements will be done.
4	Facilitate offering a second chance to bankrupted entrepreneurs	Ministry of Customs and Trade	Department of Finance TESK TOBB	2015-2017	Preparing report by the end of the year 2016 (prepared/unprepared) Realize Regulating by the end of the year 2018 (occurred/not occurred)	With the framework second chance report for entrepreneurs prepared by European Commission, necessary legislation change and other applications for bankrupted honest entrepreneurs to get a second chance will be determined Necessary arrangements will be done.
5	Facilitate transfer of operational rights	Ministry of Customs and Trade	Department of Finance KOSGEB TESK TOBB TURMOB- Union of Chambers of Certified Public Accountants and Sworn-in Certified Public Accountants of Turkey	2015-2018	Detection study about easing the Enterprise transfer periods by the end of the year 2015 (occurred/not occurred) Preparing the reports include development regulations by the end of year 2016 (prepared/unprepared) Regulating by the end of the year 2018 (done/undone) Achieving the OECD countries average in the "Doing Business" reports in related criteria by the end of the year 2018 (2018 OECD average)	Necessary situation determination study will be achieved in order to facilitate enterprise transfer for the entrepreneurs. Reports will be prepared includes development regulations. Necessary arrangements will be done.

Act. No	Description of Action Towards Solution	Institution In Charge	Institutions That will be Cooperated	Start - Completion	Performance Indicators / Aimed Quantity	Description
6	Perform researches entrepreneurship policies oriented	KOSGEB	EU Department Ministry of Development ISKUR TESK TOBB Other relevant institutions	2015-2018	At least 1 study each year about the entrepreneurship in Turkey by the end of 2015, 2016, 2017, 2018 (achieved/unachieved)	There is a requirement for collection of knowledge and innovation of data and information to improve the policies about the entrepreneurships and monitoring the studies in this field. For this purpose; - Supports towards the new entrepreneurs -Education for entrepreneurship Legislation that influences the new enterprises.- Financing of the new entrepreneurs -- Strategies towards women entrepreneurship and special target group -Entrepreneurship ecosystem in Universities and young
7	Form regulatory framework for incubators	Ministry of, Science Industry and Technology	Ministry of Development TUBITAK KOSGEB TGBD	2015-2017	Forming the legal framework by the end of the 2017 (done/undone)	Incubators operate as companies and non-profit organizations. Studies will be done to remove this dilemma with the studies about legal regulations of the status of "Social Entrepreneur" which is applied in EU and other countries

Act No	Description of Action Towards	Institution In Charge	Institutions That will be Cooperated	Start - Completion	Performance Indicators / Aimed Quantity	Description
8	Form network of incubators and accelerator centers	KOSGEB	İSGEMs, Technoparks and other related institutions	2015-2018	National qualified civil institution starts to operate in 2017 Organize at least 3 activities by the end of 2018	With the framework a civil structuring need, the structuring that Developing the national accreditation and Incubator employees and companies, providing experience sharing among incubators and civil foundations will be enabled to be formed and supported
9	Form an entrepreneurship portal	KOSGEB	Ministry of Science, Industry and Technology Istanbul Stock Exchange Other Relevant Ins.	2015-2017	Creating the portal by the end of 2017 (occurred/not occurred)	Portal will be created to serve as a center of the first step of the entrepreneurship formed as a interactive qualified platform.
10	Evaluate the regulatory framework in terms of women entrepreneurship perspective	Ministry of Family and Social Policies	KOSGEB KAGİDER Other Relevant Institutions	2015-2016	Preparing the report by the end of 2016 (prepared/unprepared)	As the most important are legal and economic framework by Handling all elements of the echo-system Obstacles stands before the women entrepreneurs will be inspected in an economic and legal framework and improving suggestions will be given. It is aimed that the report will be a crucial reference for de decision makers.
Act. No	Description of Action Towards Solution	Institution In Charge	Institutions That will be Cooperated	Start - Completion	Performance Indicators / Aimed Quantity	Description
11	Prepare a consultation guide oriented to receiving opinions of parties regarding regulations about entrepreneurship.	KOSGEB	Ministry of EU TOBB TESK	2015-2018	Preparing the Guide by the end of 2018 (prepared/unprepared)	EU document will be considered as reference

6.2. Innovative Entrepreneurship

Field/Aim: Supporting the Innovative Entrepreneurship - Supporting the innovative and technology based entrepreneurship

Act. No	Description of Action Towards Solution	Institution In Charge	Institutions That will be Cooperated	Start - Completion	Performance Indicators / Aimed Quantity	Description
1	Encourage establishment of special incubators for young entrepreneurs	KOSGEB	Ministry of Youth and Sports Municipalities' Professional Organizations TESK TOBBGGK Universities TGBD	2015-2018	Foundation of at least 2 centers by the end of 2018 (founded/not founded)	It is aimed that incubators shall be established including young entrepreneurs who have innovative business ideas.
2	Develop and support rapid growing and globally born enterprises	KOSGEB	Ministry of Science, Industry and Technology Ministry of Economy Ministry of Customs and Trade Ministry of Development TUBITAK YOK TESK TOBB TUGIAD	2015-2018	Revision in the UGE Education modules by the end of 2015 (done/undone) Revision in the supports (new entrepreneur support and/or documentation support) by the end of 2016 (done/undone) Developing a new support module by the end of 2018 (done/undone)	Additive educations and supports will be provided for entrepreneurs to found fast- developing and globally born enterprises.
3	Support Innovative entrepreneurs	KOSGEB	Ministry of Science, Industry and Technology Ministry of Economy Ministry of Development TUBITAK YOK Agencies of Development	2015-2018	Revision in the UGE Education modules by the end of 2016 (done/undone) Revision in the relevant supports by the end of 2018 (done/undone)	Addition educations and supports will be provided for to the innovative entrepreneurs.

Act. No	Description of to Action Towards Solution	Institution In Charge	Institutions That will be Cooperated	Start - Completion	Performance Indicators / Aimed Quantity	Description
4	Encourage establishment of thematic incubators/ accelerators in Universities	KOSGEB	Ministry of Science, Industry and Technology Ministry of Development TUBITAK YOK Universities	2015-2018	KOSGEB support revision by the end of 2017 (done/undone) Establishment of 2 centers by the end of 2018 (founded/unfounded)	In the KOSGEB application aspects revisions will be made in order to encourage the incubators that will be established in the universities for them to provide different support aspects.
5	Support techno entrepreneurs	TUBITAK	Ministry of Science, Industry and Technology KOSGEB	2015-2018	Number of supports provided	Supports will be provided for the techno entrepreneurs to have international experience.
6	Encourage entrepreneurship of academicians	TUBITAK	Ministry of Science, Industry and Technology Ministry of Development KOSGEB	2015-2018	5% increase in the numbers of entrepreneur academicians operate in technoparks	Support model regarding the academicians who will establish their business in technoparks will be developed.
7	Develop internet entrepreneurship	KOSGEB	Department of Finance	2015-2018	Revision in the Practical Entrepreneurship Education modules by the end of 2017 (done/undone) Revision in the supports regarding the 2018 nominal. (done/undone)	A KOSGEB legislation will be formed in order to support internet entrepreneurs
8	Support establishment of incubators and accelerators to support innovative entrepreneurship in priority sectors.	KOSGEB	Ministry of Science, Industry and Technology Ministry of Development TUBITAK	2015-2018	Doing Analyses of need by the end of 2017 (done/undone)	in the top priority sectors with the aim of developing entrepreneurship a support program will be formed to support the structuring like Incubators or accelerators.

Field/Aim: Supporting the Innovative Entrepreneurship - Supporting the innovative and technology based entrepreneurship

Act. No	Description of to Action Towards Solution	Institution In Charge	Institutions That will be Cooperated	Start - Completion	Performance Indicators / Aimed Quantity	Description
			TOBB YOK Universities Municipality Agencies of Development TGBs		Developing the support system by the end of 2018 (developed/not developed)	That are established directly by private sector or private-public partnership at the project based. While forming this support program initially a need analysis will be done .
9	Perform a study of analysis oriented to collaboration of current accelerators to provide support for innovative entrepreneurs.	KOSGEB	Ministry of Science, Industry and Technology Ministry of Development TÜBİTAK Agencies of Development	2015-2016	Researches by the end of 2016 (done/undone)	A research project will be done about Rr&D focused entrepreneurs supported by accelerators and incubators regarding will be supported by public in later stages and also potential cooperation with those contraptions
10	Assign space for accelerators in Technology development areas (TGB) and for both accelerators and incubators in Organized industrial zones (OSB) and support entrepreneurship	Ministry of Science, Industry and Technology	KOSGEB	2015-2018	At least 10 location assigns to TGB/OSB by the end of 2018 (done/undone)	Because of the competition advantages that will be provided by established Incubators and Accelatro in the areas where businesses are concentrated, appropriate places will be assigned to OSB and TGB

6.3. Thematic and General Supports

Field/Aim: Thematic and General Supports - Develop and apply sustainable support system for priority thematic areas and general areas such as Women's entrepreneurship, young entrepreneurs, Eco entrepreneurship, Social entrepreneurship and Global entrepreneurship and ensure execution

Act. No	Description of Action Towards Solution	Institution In Charge	Institutions That will be Cooperated	Start - Completion	Performance Indicators / Aimed Quantity	Description
1	Perform study oriented to determining the definition and scope of social entrepreneurship	Ministry of Customs and Trade	Ministry of EU Members of Council TUSEV Universities	2015-2017	Studies regarding the definition and extent by the end of the 2016 (done/undone) Preparing the legislation by the end of 2017 (prepared / unprepared)	Studies regarding the status of social entrepreneurs in our country, operating the activities, defining descriptions and extents and creating an awareness on this matter will be done Required regulations will be done.
2	Organize project contests at universities to develop social entrepreneurship activities	KOSGEB	Universities Other relevant institutions/ organizations	2015-2018	At least 1 competition annually (arranged/not arranged)	Social entrepreneurs that created for social purposes and operate activities towards this purpose are besides being the mediators of social change; They allow the economy to enhance, provide employment opportunities and develop the countries. Thus, it is important to create a social entrepreneurship culture in addition to encouraging the youngsters to the entrepreneurship. Competitions in the Universities will enable to popularize the culture of social entrepreneurship
3	Improve cooperation of private and public sectors to support entrepreneurship	KOSGEB	TESK TOBB Other relevant institutions/ organizations	2015-2018	Preparing the KOSGEB application essentials by the end of 2017 (prepared/unprepared) Realize at least 1 call and 3 cooperation by the end of 2018	Cooperation with the private sector allow consistency on effectiveness and prevalence of developing the entrepreneurship. It is aimed that studies of private sector regarding the social responsibility shall lead the entrepreneurship to development

6.3. Thematic and General Supports

Field/Aim: Thematic and General Supports - Develop and apply sustainable support system for priority thematic areas and general areas such as Women's entrepreneurship, young entrepreneurs, Eco entrepreneurship, Social entrepreneurship and Global entrepreneurship and ensure execution

Act. No	Description of Action Towards Solution	Institution In Charge	Institutions That will be Cooperated	Start - Completion	Performance Indicators / Aimed Quantity	Description
1	Perform study oriented to determining the definition and scope of social entrepreneurship	Ministry of Customs and Trade	Ministry of EU Members of Council TUSEV Universities	2015-2017	Studies regarding the definition and extent by the end of the 2016 (done/undone) Preparing the legislation by the end of 2017 (prepared / unprepared)	Studies regarding the status of social entrepreneurs in our country, operating the activities, defining descriptions and extents and creating an awareness on this matter will be done Required regulations will be done.
2	Organize project contests at universities to develop social entrepreneurship activities	KOSGEB	Universities Other relevant institutions/ organizations	2015-2018	At least 1 competition annually (arranged/not arranged)	Social entrepreneurships that created for social purposes and operate activities towards this purpose are besides being the mediatory of social change; They allow the economy to enhance, provide employment opportunities and develop the countries. Thus, it is important to create a social entrepreneurship culture in addition to encouraging the youngsters to the entrepreneurship. Competitions in the Universities will enable to popularize the culture of social entrepreneurship
3	Improve cooperation of private and public sectors to support entrepreneurship	KOSGEB	TESK TOBB Other relevant institutions/ organizations	2015-2018	Preparing the KOSGEB application essentials by the end of 2017 (prepared/unprepared) Realize at least 1 call and 3 cooperation by the end of 2018	Cooperation with the private sector allow consistency on effectiveness and prevalence of developing the entrepreneurship. It is aimed that studies of private sector regarding the social responsibility shall lead the entrepreneurship to development

Field/Aim: Thematic and General Supports - Develop and apply sustainable support system for priority thematic areas and general areas such as Women’s entrepreneurship, young entrepreneurs, Eco entrepreneurship, Social entrepreneurship and Global entrepreneurship and ensure execution

Act. No	Description of Action Towards Solution	Institution In Charge	Institutions That will be Cooperated	Start - Completion	Performance Indicators / Aimed Quantity	Description
4	Perform activities to rise awareness about “responsible entrepreneurship”	KOSGEB	TESK TOBB Other relevant intuitions	2015-2018	At least 3 events/activities per year	In the extent of the Awareness studies for "Responsible Entrepreneurship"; applications and instruments as education, seminar, psa, web page, success stories, printed material will be developed
5	Generalize “women entrepreneur ambassadress” project	KAGIDER	Ministry of EU Ministry of Family and Social Policies KOSGEB ISKUR TESK TOBB Women Entrepreneurs' Council Univercities	2015-2018	40 women entrepreneurs delegates by the end of 2018	It is aimed that popularizing an EU initiative project of successful women entrepreneurs being a role model and motivate the other women for entrepreneurship
6	Perform need analysis oriented to women entrepreneurs	TOBB Council of Women Entrepreneurs	KOSGEB TESK Other relevant Institutions	2015-2017	Preparing the report by the end of 2017 (prepared/unprepared)	It is aimed that the report will be reference for the decision makers and support institutions.
7	Perform investigations oriented to complications of women entrepreneurs	Ministry of Family and	KOSGEB TESK TOBB Other relevant Institutions	2015-2017	Preparing the report by the end of 2017 (prepared/unprepared)	In the extent of the study, it is aimed that indicating the profiles of the women entrepreneurs, problems they encounter and suggestions towards to solutions will be developed
8	Provide mentorship studies oriented to entrepreneurs	KOSGEB	Ministry of Youth and Sports TESK TOBB Other relevant Institutions	2015-2018	Preparing the guide for dissemination of the model by the end of 2017 (prepared/unprepared) 50 mentors by the end of 2018	Studies regarding popularizing the small-scale mentor applications that gain success will be done

Act. No	Description of Action Towards Solution	Institution in Charge	Institutions That will be Cooperated	Start - Completion	Performance Indicators / Aimed Quantity	Description
9	Participation to European Union young entrepreneur programs shall be rendered	Ministry of EU	Ministry of Youth and Sports KOSGEB TOBB GGK National Agency YOK Universities	2015-2018	5% increase annually on the numbers of youngsters who benefit from the EU programs	Studies targeting the young entrepreneurs to apply more often to the applications of the EU about the entrepreneurships (e.g. Erasmus +) will be done.
10	Eco entrepreneurship shall be encouraged and supported	KOSGEB	Ministry of Science, Industry and Technology Ministry of Environment and Urbanization TUBITAK YOK	2015-2017	At least 1 activity per year regarding consciousness raising of eco entrepreneurship Creating a model by KOSGEB by the end of 2016 (prepared/unprepared) Preparing the application essentials by the end of 2017 (prepared/unprepared)	Studies of introducing, education and support models of Eco (nature sensitive) will be developed.
11	Green Label exercise shall be realized	Ministry of Environment and Urbanization	Ministry of Science, Industry and Technology Ministry of Energy and Natural Resources TUBITAK KOSGEB	2015-2018	At least 1 activity annually about introducing the eco business concept. Creating the legislation of green label by the end of 2018 (prepared/unprepared)	Eco enterprise concept will be introduced to the entrepreneurs and studies will be done about the green label application. Legislations will be made regarding the green label

Act. No	Description of Action Towards Solution	Institution in Charge	Institutions That will be Cooperated	Start - Completion	Performance Indicators / Aimed Quantity	Description
12	Increase communication of entrepreneurs with foreign investors	Ministry of Economy	Prime Ministry Investment Support and Promotion Agency KOSGEB TİKA TOBB TESK	2015-2018	Annually 5% increase of activity number regarding contacts with foreign investors and entrepreneurs	Contacts with foreign investors and entrepreneurs will be supported and encouraged in order to increase the Turkey visits of the foreign procurement committees.
13	Encourage handicapped entrepreneurship	KOSGEB	Ministry of Family and Social Politics TOBB MUSIAD TUMSIAD TURKONFED TUSIAD	2015-2018	5% increase annually in the numbers of handicapped people that benefit from the support	The Training of handicapped entrepreneurship will be increased and amount of support will be boosted.
14	Develop support monitoring system	Under secretariat of Treasury	All the organizations that support	2015-2018	Developing a support tracking system (developed/undeveloped)	Tracking systems towards the entrepreneurs about efficiency and activity evaluation of the supports will be developed

6.4. Culture of Entrepreneurship

Field/Aim: Culture of Entrepreneurship - Developing the Culture of Entrepreneurship

Act. No	Description of Action Towards Solution	Institution in Charge	Institutions That will be Cooperated	Start - Completion	Performance Indicators / Aimed Quantity	Description
1	Specify entrepreneurship matrix on city and region basis	KOSGEB	Ministry of Development Agencies of Development	2015-2018	Providing the application to GEM study every year	There will be consistent participation provided to Global Entrepreneurship Index study (GEM)
2	Prepare public spots regarding entrepreneurship	KOSGEB	Ministry of Science, Industry and Technology RTUK TRT	2015-2018	Making the Public service ads by the end of 2018	Public ads will be broadcasted to popularize the entrepreneurship culture
3	Increase awareness regarding entrepreneurship	Ministry of Family and Social Politics	Ministry of Science, Industry and Technology KOSGEB Other relevant Institutions	2015-2018	At least 5 activities/ broadcasts by the end of 2018	Studies regarding the development of the entrepreneurship sense in families will be taken place
4	Publish broadcasts which improve entrepreneurship culture	KOSGEB	Ministry of Family and Social Policies TOSYOY	2015-2018	At least 5 broadcasts by the end of 2018	Through the public organizations, municipalities and STKs broadcasts to increase the entrepreneurship culture with the channels as e-mail, banners etc. will be done.
5	Participate in studies on increasing awareness regarding entrepreneurship at the level of Europe	KOSGEB	Ministry of Science, Industry and Technology Other relevant Institutions	2015-2018	Realizing the Europe Entrepreneurship Awards annually	European Committee European Entrepreneurship Incentive Awards will continue and it will be provided that good application examples will be published.
6	Generalize entrepreneurship trainings young oriented	Ministry of Youth and Sports	MEB KOSGEB TESK TOBBGGK	2015-2018	At least 10 educations by the end of 2018	Summer camps and youth centers for the youngs and students will give education about entrepreneurship

Act. No	Description of Action Towards Solution	Intuition In Charge	Institutions That will be Cooperated	Start - Completion	Performance Indicators / Aimed Quantity	Description
7	Develop childrens' perception of entrepreneurship.	Ministry of Family and Social Policies	MEB TÜBİTAK KOSGEB TRT Universities	2015-2018	At least 5 activities/ broadcasts by the end of 2018	Resources as cartoons, books, video games for the kids to create the sense of entrepreneurship will be prepared
8	Reward successful business plans	KOSGEB	YOK	2015-2018	Annually 10% increase with the numbers of universities to apply	Cooperation in universities will be increased to reward the successful business plans of the university students
9	Organize successful entrepreneur contests	KOSGEB	TUBITAK	2015-2018	"Successful Innovative, Woman, Young and Global Born Entrepreneur awards will be given every year	Successful Innovator, women, youth and globally born entrepreneurs will be awarded
10	Develop entrepreneurship clubs at universities	KOSGEB	Universities and Other relevant Institutions	2015-2018	SEECCEL project pilot application by the end of 2016 (done/undone) At least 5 activities by the end of 2018	Studies and activities about creating a network among the student clubs involved with entrepreneurship will be supported.

Field/Aim: Culture of Entrepreneurship - Developing the Culture of Entrepreneurship

Act. No	Description of Action Towards Solution	Intuition In Charge	Institutions That will be Cooperated	Start - Completion	Performance Indicators / Aimed Quantity	Description
7	Develop childrens' perception of entrepreneurship.	Ministry of Family and Social Policies	MEB TÜBİTAK KOSGEB TRT Universities	2015-2018	At least 5 activities/ broadcasts by the end of 2018	Resources as cartoons, books, video games for the kids to create the sense of entrepreneurship will be prepared
8	Reward successful business plans	KOSGEB	YOK	2015-2018	Annually 10% increase with the numbers of universities to apply	Cooperation in universities will be increased to reward the successful business plans of the university students
9	Organize successful entrepreneur contests	KOSGEB	TUBITAK	2015-2018	"Successful Innovative, Woman, Young and Global Born Entrepreneur awards will be given every year	Successful Innovator, women, youth and globally born entrepreneurs will be awarded
10	Develop entrepreneurship clubs at universities	KOSGEB	Universities and Other relevant Institutions	2015-2018	SEECCEL project pilot application by the end of 2016 (done/undone) At least 5 activities by the end of 2018	Studies and activities about creating a network among the student clubs involved with entrepreneurship will be supported.

6.5. Services of Education and Consultancy

Field/Aim: Services of Education and Consultancy - Generalize entrepreneurship trainings at the level of formal and mass education basis and develop consultancy system entrepreneurs oriented

Act. No	Description of Action Towards Solution	Institution In Charge	Institutions That Will be Cooperated	Start - Completion	Performance Indicators / Aimed Quantity	Description
1	Include plot of entrepreneurship to primary and secondary schools' syllabus	MEB	KOSGEB	2015-2018	It will exist in at least 3 programs by the end of 2018	Knowledge and skills of entrepreneurships when they graduated/programmed in primary school
2	Include plot of entrepreneurship to universities' syllabus	YÖK	Universities	2015-2018	Existing when they graduate (Actualized/ Unactualized)	Their entrepreneurship skills will be declared when they graduated from higher education
3	Develop the knowledge and skill of primary and secondary schools' teachers regarding entrepreneurship	MEB	KOSGEB universities YOK	2015-2018	It will exist in at least 3 programs by the end of 2018	In service trainings to the teachers about "gaining the students the sense of entrepreneurship" will be established
4	Include plot of entrepreneurship to syllabus of faculties of education	YÖK	MEB universities	2015-2017	It will exist in at least 2 educations by the end of 2017	To the students of faculty of education programs towards devolving entrepreneurship perception and skill and transferring this perception and skills to their students in future will be prepared and applied
5	Realize entrepreneurship projects at primary and secondary schools	MEB	Ministry of Youth and Sports Ministry of Finance	2015-2018	At least 5 performances annually	Studies towards the schools about the operating the company projects in mini companies will be done.
6	Place concept of "entrepreneur school" to primary and secondary schools	MEB	KOSGEB	2015-2018	Declaring the entrepreneurship school criteria by the end of 2015 (declared/undeclared) Evaluation of At least 100 schools according to the entrepreneurship school criteria	"Entrepreneur school model" that contains the teacher, student and parent will be developed and popularized

Field/Aim: Services of Education and Consultancy - Generalize entrepreneurship trainings at the level of formal and mass education basis and develop consultancy system entrepreneurs oriented

Act. No	Description of Action Towards Solution	Institution In Charge	Institutions That Will be Cooperated	Start - Completion	Performance Indicators / Aimed Quantity	Description
7	Generalize KOSGEB trainings	KOSGEB	MEB İŞKUR	2015-2018	5% increase in the entrepreneurship education programs	Prevalent entrepreneurship education programs will be developed and applied.
8	Establish a consultancy system	KOSGEB	TESK TOBB Other relevant institutions	2015-2018	Developing the consultancy system (developed/undeveloped) At least 3 pilot applications by the end of 2016	Consultancy system will be developed and applied according to the needs and stages of the entrepreneurship
9	Establish entrepreneurship clubs at primary and secondary schools	MEB	KOSGEB	2015-2018	At least 10 clubs by the end of 2018	Clubs that supporting the entrepreneurship, innovation, patent, R&D and technology will be founded
10	Generalize entrepreneurship trainings at lifelong learning	MEB	KOSGEB		5% increase in the education program quantity annually	Studies will be done regarding benefiting from the KOSGEB and MOE cooperation

6.6. Access to the Finance

Field/Aim: Access to the Finance - Facilitate Entrepreneurs access to the finance

Act. No	Description of Action Towards Solution	Institution In Charge	Institutions That Will be Cooperated	Start - Completion	Performance Indicators / Aimed Quantity	Description
1	Increase awareness regarding personal involvement in capital system.	Undersecretary Of Treasury	Ministry of development SPK KOSGEBTOBB Agencies of Development Accredit business profession networks TGBs TTOs	2015-2018	At least 3 activities per year (prepared/unprepared)	Seminars and meetings will be held to introduce the system and create an awareness
2	Enable government to support on top funds regarding venture capital	Undersecretary Of Treasury	Ministry of development Ministry of Finance TOBB relevant STKs	2015-2016	Completion of legislation by the end of 2016 (completed/uncompleted)	Secondary legislation will be completed about source transferring to the upper funds.
3	Support establishment of at least one top fund which is oriented to the early stages of entrepreneurship, where lack of funding is felt most.	Undersecretary Of Treasury	Ministry of development Ministry of Finance TOBB relevant STKs	2015-2018	Creating of the fund by the end of 2018 (created/not created)	Through the mediatory of this upper fund, projects about innovative entrepreneurships especially started by incubators and accelerators will be supported
4	Perform research oriented to developing new alternative financial resources	Undersecretary Of Treasury	Ministry of Science, Intuition and Technology Ministry of Finance SPK TJBİTAK KOSGEB	2015-2016	Preparing the report by the end of 2016 (prepared/unprepared)	Analysis reports about applicable new financial instruments that could be used in Turkey like mass funding, core capital will be prepared

Act. No	Description of Action Towards Solution	Institution In Charge	Institutions That Will be Cooperated	Start - Completion	Performance Indicators / Aimed Quantity	Description
5	Form a credit warranty mechanism oriented to supporting commercialisation projects of innovative entrepreneurs	KOSGEB	Undersecretary Of Treasury TÜBİTAK TOBB KGF BANKS	2015-2018	Developing the fund by the end of 2018(developed/undeveloped)	A fund that is able to provide credit guarantee support to the Innovative Entrepreneurs based project in the current credit guarantee system, will be formed
6	Enable ease of exit to venture capital funds and business angels in emerging companies market legisslation	SPK, TOBB	Undersecretary of Treasury Borsa İstanbul	2015-2018	Developing the legislation (developed/ undeveloped)	Legislations will be developed to provide an easy outflow to the venture capital funds and individual participation
7	Entrepreneurs shall be informed regarding reporting standards and international credit criterias.	Public Oversight And Auditing Standards Authority	KOSGEB TESK TOBB Union of Banks of Turkey Borsa İstanbul	2015-2018	At least 5 activities by the end of 2018	Seminars and meetings will be held in order to provide an awareness and introduce the system
8	Develop and execute “entrepreneurship banking” concept in the banking system	Union of Banks of Turkey	KOSGEB TESK TOBB	2015-2018	Developing the system (developed/not developed)	To have the entrepreneurs benefit the advantages that KOBIs benefit in the banking system, it is aimed that the conception of "entrepreneurship banking" aspect to be developed.
9	Complete secondary legislation for variable capital investment partnerships	SPK	Türkiye Bankalar Birliği TOBB	2015-2018	Completing secondary legislation (completed/uncompleted)	It is aimed that variable capital investment partnerships that are frequently used in abroad as a collective investment institutions will be legally based.

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8. APPENDIX

Policy Documents and Entrepreneurship Support Fields Matrix

	Regulatory Framework	Innovation ship	Theme and General Supports	Culture of Entrepreneurship	Education and Consultancy	Access to Finance
2015 Year Program	X	X	X	X	X	X
2023 Tourism Strategy	X	X	X			X
EU Integrated Environment Friendly Strategy (2007-2023)	X		X			X
Science and Technology Human Resources Strategy and Action Plan (2011-2016)	X	X	X		X	X
Integrated Urban Development Strategy and Action Plan (KENTGES) (2010-2023)	X	X	X			X
Child, Woman, Moral and Honour Killings Action Plan	X		X			X
Electricity and Electrical Strategy Document (2012-2016)		X	X			X
Input Supply Strategy (2013-2015)	X	X	X			X
Fortification of the Employment and Professional Education Action Plan 2010-continuous	X		X			X
Combating Violence Against Women Action Plan(2012-2015)	X		X			X
Fortification of Women in Rural Area Action Plan(2012-2016)			X		X	
Rural Development Plan(2010-2013)	X		X		X	X
KOBI Strategy and Action Plan (2011-2013)	X	X	X	X	X	X
KOSGEB Strategy Plan (2011-2015)	X	X	X	X	X	X
Machine Sector Strategy Document and Action Plan(2011-2014)	X	X	X		X	X
10th Development plan(2014 - 2018)	X	X	X	X		X
Medium Term Program (2015 - 2017)	X	X	X			X
Trading Program and Action Plan in Priority Technologic Fields(2014 - 2018)	X	X	X		X	X

	Regulatory Framework	Innovation	Thematic General Supports	Culture of Entrepreneurship	Education and Consultancy	Access to Finance
Ceramic Sectoral Strategy Document (2012-2016)		X	X			
Design Strategy Document and Action Plan (2014-2016)	X	X				
Technology Management Strategy (2011-2016)	X	X	X			X
TOBB 7th Turkey Sectoral Economic Council Report	X	X				X
Social Gender Equality National Action Plan (2008-2013)	X		X		X	X
Turkey Life Long Learning Strategy Documentation an Action Plan (2014-2016)			X	X	X	
Turkey Pharmacy Strategy Document and Action Plan(2013-2016)	X	X	X			X
Turkey Cooperative Trading System Strategy Document and Action Plan(2012-2016)	X		X	X	X	X
Turkey Professional and Technical Education Strategy Document and Action Plan(2015-2018)		X	X	X	X	
Turkey Automotive Sector Strategy Document and Action Plan (2011-2014)	X	X	X			X
Turkey Industry Strategy Document (2011-2014)	X	X	X	X	X	X
National Science Technology and Innovation Strategy (2011-2016) Action Plan 2014		X	X	X	X	
National Youth and Sports Policies Document 2013	X	X	X		X	X
National Climate Change Strategy and Action Plan (2011-2023)	X	X	X			X
National Employment Strategy (2014-2023)	X	X	X	X	X	X
Investment Consultancy Council: 2013 Action Report	X	X	X		X	X
Investment Consultancy Council: Knowledge and Communication Technologies on the Road of 2023(Sep 2012)	X	X	X	X		X
YOIKK Technical Committee Action Plans (2014 - 2015)	X	X	X			X