AN EMPIRICAL STUDY ON FAMILY BUSINESS FINANCING

Brikena LEKA
Associate Professor, University of Tirana
brikenaleka@feut.edu.al

Etleva BAJRAMI
Associate Professor, University of Tirana
etlevabajrami@feut.edu.al

Gentiana SHARKU
Professor, University of Tirana
gentianasharku@feut.edu.al

Abstract

Family business in Albania, as well as in the other countries, is the oldest dominant form of business. Usually for the small businesses which are part of this study these businesses are managed by family members, and some of family members are engaged in this business. These businesses started to recover in Albania, after the 1990 with the overthrow of communism regime. Although during this system the word "private property" almost completely disappeared from the vocabulary, again its traces remained in the focus of the family business (FB). This study is based on primary data, collected through questionnaires for family businesses. A total of 327 questionnaires are considered, covering micro and small family businesses. The questionnaires are completed by directly interviewing the individual who runs their business. The data are elaborated in SPSS, since the data were mainly of a qualitative nature. The study consists of two statistical analyses. First, Chi- square tests are performed to analyze the significance of the relationship and Second, a regression equation was performed to analyze the main factors that determine the way these businesses are financed. This study finds that the owners with high level of education are more prone to use external source of financing, the "older" businesses will finance the greater part of their activity by their own funds, and as the turnover of the previous year increases, a major part of the profit will be reinvested in the business for short-term and long-term investment.

Keywords: family business, financing, lifetime, education, turnover

JEL classification: D14, G51, M13

1. Introduction

The family business started to recover in Albania in 1990-s, after the overthrow of communism regime. Although during this system the word "private property" almost completely disappeared from the vocabulary, again its traces remained. This is the reason why we come across with the phrase - this is the business of "Xxxx…the name of the person" because it has been a family tradition for generations. This term "family tradition" in the business language means "family business".

Family business in Albania, as well as in the other countries, is the oldest dominant form of business (IFC 2007). The term "family" is what distinguishes this kind of business from all other businesses. It means that the business is owned by the family, where employees are mainly family members, especially in the initial stages. Usually, these businesses are managed by family members. The government policies towards SME-s need to have in their focus the family- owned businesses as it is directly connected with the wellbeing of the households, meaning of its citizens. Shimamoto (2020) in a study for 47 prefectures in Japan, found that it may be necessary to review the policies, systems, and management to have the greatest impact in improving subjective well-being in the region.

When it is said "the property of the family", the meaning goes a little wider that the family in the social or financial contest since its members can be: members of nuclear family, of a large family, or even with kinship ties (relatives)- a little more distant than in the first two cases.

Mostly they start as small businesses to grow over the years, as a result of good financial performance. Considering the opportunities offered by the Albanian market, a relatively very small market, they mainly continue to be part of the group of micro or small businesses, and in special cases part of medium enterprises. It is very important to have economic growth in the country, as referring to Batabyal (2016) this economic growth in a region produces a final consumption good with creative and physical capital. The creative capital is a term attributed to people who add their economic value through their creativity. This conclusion is the same with the Deichman at al. (2022) in a study for European countries (considering the enlargement in 2004, 2007, 2013) that emphasizes the importance of the good governance in promoting overall happiness, as governance can also impact other dimensions, which in turn improve the overall satisfaction.

Based on European Union legislation, referring the number of employees, enterprises with less than 250 employees are considered as Small and Medium Enterprises (SME); Micro enterprises: up to 9 employees, Small enterprises: 10-49 employees, Medium enterprises: 50-249 employees.

There is another categorization in Albania, done by the National Institute of Statistics (INSTAT), in four main categories based in the number of employees, as in the table below (with the data for the year 2021).

Table 1. Business Categorization

No of employees	No of enterprises	%
1-4	101,559	85.6%
5-9	8,247	6.9%
10-49	6,862	5.8%
50+	1,959	1.7%
Total	118,627	100%

Source: INSTAT 2022

As is seen in the table above the micro and small businesses take up the large weight of the businesses in our country by reaching 92.5% of the total. Despite the highest weight of the employees with over 50 employees with 51.1%, again the hiring weight in micro and small businesses is considerable, because the micro businesses with 1-4 employees take up 21.7% of the total number of employees. The contribution of the micro businesses to the yearly turnover is moderate, with only 17.8%, if it would be compared with two big businesses which contribute 46.5% of the yearly turnover. At first glance, it seems like the percentage of the yearly turnover fades the importance of micro and small businesses, but if it is considered the weight in the number of employees, so in the impact of the consume of goods and services, it is evident the undiscussable importance of these businesses in the economic development of the country.

Meanwhile, as the SME-s in Albania referring to the law are considered businesses based on the number of employees and annual turnover or total balance sheet assets, which is different by the definition of INSTAT we referred above.

Table 2. Business Categorization referring Albanian Law

Size	Employees	Turnover
Micro	0-9	ALL 10 million
Small	10-49	ALL 50 million
Medium	50-249	ALL 250 million

Source: Law No. 1042 of 22.12.2008

When it is spoken for family businesses in Albania, which usually have 1-9 employees, it means that this is the most representative part of SME-s. Moreover, the findings and conclusions reached regarding family businesses can be applied to the SME-s sector.

The SME-s sector in Albania, and especially the family business is mainly engaged in the trade and service sector. The agricultural sector also has a significant weight, considering that a significant part of the population lives in rural areas (46.5% referring Census 2011) where the main activity is agriculture and livestock.

Individuals that own land are known as self-employed by the employment authorities. This is evident, even referring to the employees according to INSTAT in the table below, where 33.8% of the total employees are employed in the agricultural sector.

Table 3. Employees for Agricultural Sector

Description	2020	2021
Total number of employees	1.243.343	1.248.749
Employed in agriculture private sector	36,1%	33,8%

Source: INSTAT 2022

The focus of this study is the family business of the micro and small categories, meaning businesses with 1-10 employees.

2. Literature review

In Europe the family business sector is dominated particularly by micro enterprises with less than 10 employees and SME-s, meanwhile across Europe around 70-80% of all enterprises are family businesses, providing 40%-50% of employment (Mandl I, 2008).

In our country, as well as in many other ex-communist countries of Southeast Europe, for example Bulgaria (Fletcjer &Helienek &Zafirova, 2009), the start-up of family businesses after the 1990-s was an economic emergency. They also suggested that the family is the key channel for small business creation. If the role of family businesses is not taken into consideration, it means that it is not considered the role that families have in the economic development of the country.

A significant number of individuals who had lost their jobs after the collapse of state-owned enterprises, had no other alternatives than to start a business, meaning the first micro family businesses; or to immigrate abroad: a mostly illegal immigration accompanied by very high risks. Referring to a study by Constantin at al. (2013) for Romania the private sector is much more interested in the profitable services rather than in those requiring a high value of preliminary investments in infrastructure.

However, despite the emergency and importance in country economic development, there are very few studies for the family business in Albania, mainly we believe by the lack of the data for this kind of business.

The risk faced by the Albanian businesses is very high considering the number of businesses that close their activity year by year. Thus, referring to the data for the year 2017-2018, in the trade and service sector, where most of family businesses operate, based on INSTAT data, 15.41% of economic units have closed their activity. The largest number of closed activities is in the service sector. This is expected since the structure of the economy is dominated by the trade, especially for the SME-s sector. Referring to risk factors that businesses face, Shibusawa and Miyata (2011) found that the investment-savings balance should be endogenously determined by both the firm's and consumer's optimizing behaviors. Another risk factor relates to the innovation adaptation for this kind of business. Having financing problems means that they are not properly focused on new technology, as the positive impact it has on the financial performance of the company. Kalaj and Barbullushi (2023) in an analyses for the digitalization of enterprises and its performance impact in Albania, found that manufacturing-sector enterprises are less likely to use digital technology in their business activity if compared to the other sector.

Although the small businesses, including the family-owned businesses, are the ones that face many financing problems in developing countries, there is a lack of data about their financial situation and the financing sources. The initial capital to start a family business mainly consists of family savings, remittances, loans from relatives and friends and bank loans. They tend to reinvest a major part of the turnover in the business. Rob and Farlie (2009) found that Asian owners are much more likely to rely on family sources for borrowed start-up capital for their businesses. The same situation is for some European countries as well, for example for Bulgaria, the main financial source for start-ups is family savings (50 %) and loans from friends and relatives (30 %) (Ministry of Economy, 2006); for Cyprus, 87 % of Cyprus' family businesses only have family shareholders (Cyprus Chamber of Commerce and Industry, 2004).

Badulescu (2011), concluded that the main sources for start-up financing remain internal sources: own fund and savings, and financial assistance from family and friend, both for male and female entrepreneurs, both for EU as an aggregate and Romania, a new member state and still developing economy.

Although there are many studies that find the debt (mainly bank loans) as one of the most important sources of family business financing, there are other studies that show a reduced use of debt. Chavis et al. (2011) in a study for 70,000 mainly small businesses, many from lower-middle income countries, found that younger firms rely less on bank financing and more on informal financing. There is a clear substitution effect: as firms mature, more firms switch out of informal finance toward bank finance, while the total proportion of firms using external finance remains relatively unchanged.

Also, in a study of (Strebulaev & Yang, 2013) it is found that the lower use of debt in family businesses is more closely related to the logic of "zero-leverage" company, which tends to occur more often in family than in nonfamily firms, explained by a stronger aversion in family firms to the risks linked to financial distress. Williams (2010) in a study for 250 family-owned businesses in Jamaica found that internal financing are usually used to finance business start-up while external sources are used to finance business growth.

Problems related to financing of small businesses in Albania are emphasized for the tourism sector, in a study of Kushi and Caca (2010) as in general they do not use advertising or just spend a very restricted amount of money because of the limited financial capacities.

The empirical results of Abor and Biekpe (2007) for Ghana show that age (longevity) has a positively significant relation to the bank-debt ratio, meaning that older SMEs, in terms of how long they have been operating in this business or the length of the relationship they have with banks, tend to have good track records and therefore fewer problems acquiring bank loans.

Robb and Fairlie (2009) in the study for USA found that that Asian-owned businesses are more successful than white-owned businesses because of high levels of human capital. In the same conclusion, that small business outcomes are positively associated with the education level of the business owner have arrived (Astebro and Bernhardt 2003; Headd 2003).

Berge et al. (2015) found that long-term finance is an important constraint for microfinance entrepreneurs, but that business training is essential to transform financial capital into productive investments. In the same conclusion for the importance of human capital have arrived Field et al. (2010), Karlan and Valdivia (2011), Klinger and Schiindeln (2011), Bruhn and Zia (2013), De Mel et al. (2014), Drexler et al. (2014), and Giné and Mansuri (2014).

Barjami and Leka (2020) in a study for human capital in Albania, found that education is very important for the economic growth of the country, considering the role that they have in the entrepreneurship. The high school and University must play an important role in financial education for the individual who will become family business owners or entrepreneurs. Polo and Nano (2015) concluded that school is the primary source of gaining financial knowledge. Lincaru et al. (2022) in a study for CEE and Visegrad countries concluded that the human capital is mobile and supports growth, with the remittance as positive externalities. In our study we have considered remittances as one of the main sources of family business financing as Albania is characterized by high number of emigrants and high level of remittances. The level of remittances for 2022, according to the World Bank, is 9.2% of GDP.

In a study for Germany and China (Scmitt.A; Frese M. 2011) it was found that the number of individuals working in the family businesses in Germany is very low, compared to those working in family businesses in China. This finding we think is related to the country culture referring to the business clime, but there is a number of other factors that may deal with the average level of wages, the level of unemployment, demographic factors- as the average number of the persons in a family, living in nuclear or large family, the strength of family ties, etc.

Meantime, if we refer to our survey, for the number of individuals involved in the family business the data are as in the table below:

Table 4. No. of households engaged in Family Business

Description	Weight
1 Household	15.6%
2 Households	37%
3 Households	31.5%
4 Households	11.6%
5 or more Households	4.3%

Source: Authors' calculations

So, even in our country the number of households involved in the family business is relatively low. Businesses with 2-3 households engaged in it prevail. This refers not only the culture and the small number of members per family (less than 4 for Albania- 3.7 persons per family-INSTAT 2021), but also the fact that these businesses are very small.

Compared to German business owners, Chinese owners get most of the capital to start a business by family members.

3. Methodology

This study is based on primary data, collected through questionnaires for family businesses. A total of 348 questionnaires were completed, but of these 327 questionnaires are correct, have answered all the questions and that cover micro and small family businesses with 1-9 employees. The questionnaires are completed in the city of Tirana (the capital of Albania), by directly interviewing (asking) the individual who runs the business. The selection of businesses has been random, but in proportion to the population of each Tirana municipality unit. Since Tirana is the city with highest number of businesses in the country, where 54.461 businesses operate, which is 46.1% of the total number of businesses in the country, it is appropriate that the conclusions reached in this study are representative for entire country. Meanwhile in a previous study (Leka & Shkurti, 2010) for family businesses in Albania it is found that the link between the initiative to open a family business and the living residency was significant at the 0.05 level favoring individuals who live in the capital city, justifying that the data gathered for family businesses in Tirana are representative for the whole country.

The data are elaborated in SPSS, since the data were mainly of a qualitative nature. The study consists of two statistical analyses. First, Chi- square tests are performed to analyze the significance of the relationship between main factors of the family business and the financing sources. The Chi-square analysis tests the differences in attitude of groups and categories and in the case that such differences are significant then the conclusions may be generalized for the whole population. Second, a regression equation was performed to analyze the main factors that determine the way these businesses are financed, the internal and external kind of sources used.

4. Analyze and results

This study has as its focus the issues related to the financing sources of family businesses in Albania. Business financing is one of the most important issues for all businesses, but in the case of family business, it is also related with some factors within households prospective.

Therefore, in this study we will also focus on these elements that have to do with the individual or the family. We will determine the main factors that influence the financing of family business.

Financing funds are grouped into four main categories: Saving, Remittances, Loan from relatives and friends and Bank Loan, as the most classic form of business financing in Albania.

As mentioned above, family businesses in Albania are mainly micro and this is the reason for the selection of these main financing sources. In the analysis, the focus is on how we will move from internal financing sources to external ones. So from savings, income/profit from the family business, to remittances, which means money secured by the previous emigration of family members ((mainly it is an instrument to ensure a good part of the capital when individuals/families have defined in their medium-term objectives the start-up of a business), considered as internal sources, towards external sources, when first we consider loan from relatives or friends, which has a lower risk than loan from banks and other financial institutions, which is listed as the last way of financing the family business.

The data based on our survey regarding the source of financing for family business are as follows:

Table 5. Family Business' financing

Description	Weight
Savings	43.0%
Remittances	20.7%
Loan from relatives/friends	22.2%
Bank loan	14.1%

Source: Authors' calculations

Referring to the above table, financing a family business in Albania, usually in the phase of start up as these businesses are relatively new, most of the funds are provided by individual savings, loans from relatives and friends, money from emigration (remittances) and the last source is the part financed by bank loans. Since the businesses are relatively small, with a modest initial capital, this is probably the main reason why the funds are mainly provided by the savings and loans from relatives and friends (mostly with no interest). This goes with the Albanian culture as well, to support relatives and friends in difficulties, as is the situation where they are in need for financing in affordable amounts by family members. Another reason for explaining the reason for the use of mostly internal financing sources, is that these businesses are relatively new ones, so in the start-up phase, and in this phase the investors use mostly their funds in order to minimize the risk. In the following phases, which correspondents with the enlargement of the company (the same as in the above-mentioned study of Willliam 2010), it is observed a wider use of credits.

However, considering that family businesses that start activity in Albania face a high risk of bankruptcy (or failure to be successful ones), means that providing funds from relatives, is safer than providing from banks and lending institutions. Meanwhile, the fact that the level of obtaining loans is low means that these families may face barriers to obtaining loans. Such a conclusion has also emerged from a study conducted by Business Albania (2011) on the barriers encountered by Albanian businesses, where the difficulty in lending, mainly related to the high cost of credit, was identified as a barrier by 62.4% of 500 businesses taken in the study. Ruxho and Ladias (2022) found in a study for the increase in financing of the manufacturing industry of Kosovo that the bank interest is a key factor in the absorption of bank loans.

The businesses with the higher use of loans are the ones that are operating for 1-5 years, with 18.03% of them using the loan as financing source, and the ones operating for 5-10 years with a 16.7% of them using loan as financing source. Meanwhile the situation changes if loans from relatives and friends are also considered in the borrowed funds, where the dominating newly created businesses with a lifespan of less than 1 year (45.5%) and businesses with a lifespan of 1-5 years (42.6%). In this second scenario, the culture of our country has a greater influence, for supporting financially relatives and friends in their initiatives for starting a business. These funds for Albanians are considered the same as internal resources, because in the case of bankruptcy they don't face the same risk and push to return the money as when they are provided by the banks.

For this reason, one of the independent variables (explanatory variable) used in this study is the lifetime or the age of the business, meaning the period that this business has been operating in the market.

Table 6. The lifetime (age) of Family Business

Description	Weight
Less than 1 year	10.1%
1-5 years	37.3%
5-10 years	27.5%
Over 10 years	25.1%

Source: Authors' calculations

Family businesses operating in Albania are relatively new. Only 25% are businesses that have been in the market (have their age) for over 10 years. Undoubtedly, some of the family businesses that started in the early 1990s have grown and turned into medium and large businesses, but most of them have gone bankrupt, closed down, or have changed their activity.

Family businesses mainly are focused on long-term sustainability of their business, not just on the short-term profits. They want to build something by themselves, and then to pass it to the second and third generation. This fits very well with the Albanian culture, as everywhere in world. They are taking a "satisfactory" salary for covering daily needs, and the profit usually is reinvested in the business.

To test statistically the linkage between Financing Sources and Family Business Age, we have used Person Chi-Square Test, in order that if we found out this connection to be statistically significant, we can generalize the conclusion for the Family Businesses in Albania.

The value of Chi-square is 31.355, for 9 degrees of freedom, and the significance is 0.011, so less than 1.1%, meaning that this link is statistically significant.

Person Chi- Square Test

	Business Age	
Financing Sources	*Chi Square*	*31.355*
	Df	*9*
	Significance	<.011

Source: Author's calculation

$$\mathbf{X^2\,(9, N=327) = 31.355 \qquad p<0.011}$$

The analysis of frequencies and the Chi-square test led to the conclusion that the relationship between the financing decision on the family business and "the age" of the business is important. As the family business becomes "older" in the activity, the businesses have overcome the difficulties and obstacles they have faced and now the greater part of their activity will be financed by their own funds.

Referring to the literature review, the second independent variable we consider is the owners' education. It is expected that educated people are more prone to finance their business activity by lending funds from banks and financial institutions, because they have more information about the risk and risk management. The data referred to this study, based in our survey regarding the business owner's education are as follows:

Table 7. Business Owner Education

Description	Weight
Elementary Education	10.01%
High Education	53.8%
University and Post University	36.1%

Source: Authors' calculations

The value of Chi-square is 29.167, for 6 degrees of freedom, and the significance is 0.001, so less than 0.1%, meaning that this link is statistically significant.

Person Chi- Square Test

	Owner's Education	
Financing Sources	*Chi Square*	*29.167*
	Df	*6*
	Significance	<.001

Source: Author's calculation

$$X^2\,(6, N=327) = 29.167 \qquad p<0.001$$

The analysis of frequencies and the Chi-square test led to the conclusion that the relationship between the financing decision on the family business and the owner's education is very important. For higher educated business' owners, the probability of finding external resources for financing reasons will be increased, mainly from banks and financial institutions. This is the category of people who have more information about credit, risk, bank services, etc., so more prone for the use of credits as well.

The other variable we considered is the previous year turnover of the business. The members of the family used to take money from their business to support their daily life expenses and the other money is left in the business to be reinvested.

The value of Chi-square is 10.584, for 6 degrees of freedom, and the significance is 0.102, so less than 10.2%, meaning that this link is almost statistically significant.

Person Chi- Square Test

	Previous Year Turnover	
Financing Sources	*Chi Square*	*10.584*
	Df	*6*
	Significance	<.102

Source: Author's calculation

$$X^2\,(6, N=327) = 10.574 \qquad p<0.102$$

As the turnover of the business increases, the majority part of them will be reinvested in the business, meaning that the probability is that these businesses will be focused more on the internal sources.

In our analysis, based on our economical logic and literature review we tested some other independent variables, but they were not statistically significant. It is considered the sector of economy the family business operates, owner's gender, the age of the owner, and the succession of the business.

We run a regression equation to express better the connection between the way how the family business is financed and the three independent variables: owner's education, business age, and the turnover of the previous year. The equation of regression based on the survey's data is:

$$Financing = 1.9 + 0.42 * Owner\_Education - 0.17 * FB\_\,Age - 0.21 * Prev.year\_Turnover \qquad (1)$$

As can be seen in the following table the connections are statistically significant, and they are determinant in the way the business is financed.

Depended Variable	Financing Sources	
Independent Variable	Coefficients	Probability
Owner's Education	0.424***	<0.001
Business Age	-0.174***	0.005
Previous year turnover	-0.213***	0.009
R-squared	0.10	<0.001
Durbin Watson	2.135	

Source: Author' calculations

The first factor explaining the financing that resulted statistically significant (***) is the owner's education. This connection is positive, meaning that owners with a high level of education are more prone to use external sources of financing. Understanding financial instruments better pushes them to take more risk in their way of financing. This result converges with literature review findings, which concludes that the human capital and the highly educated entrepreneurs have long term approach and are interested in the structure of the capital even for the small businesses, the case of our study.

The second factor explaining the financing that resulted statistically significant (***) is the lifetime (longevity) of the activity of the business. This connection is negative, meaning that as the time passes, the businesses have overcome the difficulties and obstacles they have faced and now the greater part of their activity will be financed by their own funds. External sources are also part of the capital structure, but the greatest part is finances by their own sources. This result converges with literature review findings, most of them, because the literature is divided on the linkage between financing and the life of the business. But the majority arrive at the same conclusion as our study as it is explained above.

The third factor explaining the financing that resulted statistically significant (***) is the previous year's turnover of the family business. This connection is negative, meaning that as the turnover increases, part of it is used for family expenses, so the part that is left in the business is higher and will be used for finning the investment- short and long terms.

5. Conclusions

Family business is a form of business that "reappeared" in Albania in the 1990s, after the fall of communism regime, period where the concept of free enterprise (free economy) did not exist. However, although not formal, the family business was present in Albania during the period of communism.

The eagerness for the free economy flourished the family businesses in post-communist Albania. However, financing, infrastructure and legal problems related to the transitional period that the country was going through, caused these businesses to encounter many difficulties and many of them went bankrupt.

Nowadays, even though more than 20 years have passed, family businesses continue to face difficulties in the market, as the competition is really high, and the economic structure has a number of problems.

The characteristic of family businesses in our country is that they are very small businesses, mainly micro businesses. This is to be expected, because most businesses in Albania are SME, and less than 2% are large businesses.

This study addresses issues regarding the financing of the family business by identifying the main internal factors that determine the way of financing.

The business financing source, which also represent the dependent variable in this study, are: Saving, Remittances, Loan from relatives and friends and Bank Loan, as the most classic forms of business financing in Albania, especially for micro businesses.

As independent variables, a number of factors were analyzed and tested, but only 3 of them resulted statistically significant: the owner's education, the age (longevity) of the business and the turnover of the family business. The link between the owner's education and business financing resulted statistically significant, with a positive value of the coefficient in the regression equation, meaning that owners with high level of education are more prone to use external source of financing. Understanding financial instruments better pushes them to take more risk in their way of financing. The link between the "age" of the business and the financing resulted statistically significant, with a negative value of the coefficient in the regression equation, meaning that as the time passes, the businesses have overcome the difficulties and obstacles they have faced and now the greater part of their activity will be financed by their own funds. The link between the third factor, the turnover of the previous year, and business financing resulted statistically significant, with a negative value of the coefficient in the equation of regression, meaning that as the turnover increases, a major part of the profit will be reinvested in the business for short-term and long-term investment.

6. References

Abor, J., Biekpe, N. (2007). Small Business reliance on Bank financing in Ghana. Emerging Markets Finance & Trade Journal, Vol. 43, No. 4, pp. 93-102

Astebro, T., Bernhardt, I. (2003). Start-up financing, owner characteristics and survival. Journal of Economics and Business, 55 (4): 303-320

Badulescu, A. (2011). Start-Up Financing Sources: Does Gender Matter? Some Evidence For EU And Romania. Annals of Faculty of Economics, University of Oradea, Faculty of Economics, vol. 1(special), pp 207-213

Bajrami, E., Leka, B. (2020). Human Capital and Higer Education as Drivers of Economy of Albania. Regional Science Inquiry. Vol. XII (2), pp.153-164
Batabyal, A. (2016). Increasing Returns in a Model with Creative and Physical capital: Does a balanced growth path exist? Regional Science Inquiry, Vol. VIII, (3), pp. 31-35
Berge, L. I. O., Bjorvatn, K., Tungodden, B. (2015). Human and Financial Capital for Microenterprise Development: Evidence from a Field and Lab Experiment. Management Science. Vol. 61, No. 4, pp. 707-722
Biznes Albania. (2011). Identifikimi i problemeve dhe barrierave që hasen nga biznesi në Shqipëri dhe përcaktimi i rrugëve për heqjen e tyre. Pp 23-33
Bruhn, M., Zia, B. (2013). Stimulating managerial capital in emerging markets: The impact of business training for young entrepreneurs. Journal of Development Effectiveness 5(2):232-266
Chavis, L. W., Klapper, L. F., Love, I. (2011). The Impact of the Business Environment on Young Firm Financing. The World Bank Economic Review, Vol. 25, No. 3, pp. 486-507
Constantin, D.L., Iosif, A.E., Profiroiu, A.G., Grosu, R.M. (2013) The services of general interest in Romania: Insights into legal and institutional issues at national and territorial level. Regional Science Inquiry Journal, Vol. V, (2), pp.151-162
De Mel, S., McKenzie, D., Woodruff, C. (2014). Business training and female enterprise start-up, growth, and dynamics: Experimental evidence from Sri Lanka. Journal of Development Economics. 106:199-210
Deichmann, J. I., Haughton, D., Li, M., Wang, H. (2022). Does European Union Membership Result in Quality-of-Life Convergence? Regional Science Inquiry. Vol. XIV, (1), pp.31-46
Drexler, A., Fischer, G., Schoar, A. (2014). Keeping it simple: Financial literacy and rules of thumb. American Economic Journal: Applied Economics, 6 (2), pp. 1-31
European Investment Bank (2016). Albania Assessment of financing needs of SMEs in the Western Balkans countries. August 2016. Pg. 12-25
Field, E., Jayachandran, S., Pande, R. (2010). Do traditional institutions constrain female entrepreneurship? A field experiment on business training in India. American Economic Review. Papers Proc. 100(2):125—129
Fletcher, D., Helienek, E., Zafirova, Z. (2009). The role of family start ups in the emergence of a small business sector in Bulgaria. Journal of Enterprising Culture 17(3), Pg. 351–375
Giné, X., Mansuri, G. (2014). Money or ideas? A field experiment on constraints to entrepreneurship in rural Pakistan. Policy Research Working Paper 6959, The World Bank, Washington, DC
Headd, B. (2003). Redefining business success: distinguishing between closure and failure. Small Business Economics. 21(1):51-61
Ivar, L., Berge, O., Bjorvatn, K., Tungodden, B. (2015). Human and Financial Capital for Microenterprise Development: Evidence from a Field and Lab Experiment. Management Science, Vol. 61, No. 4, pp. 707-722
Kalaj, E., Barbullushi, E. (2023). How and How Much digitalization affected enterprise performance during covid-19 pandemic. Regional Science Inquiry. Vol. XV (1), pp.97-108
Karlan, D., Valdivia, M. (2011) Teaching entrepreneurship: Impact of business training on microfinance clients and institutions. Review of Economics and Statistics. 93:510-527
Klinger, B., Schûndeln, M. (2011). Can entrepreneurial activity be taught? Quasi-experimental evidence from Central America. World Development Volume 39(9):1592—161
Kushi, E., Caca, E. (2010). Some Problems of the Micro, Small and Medium Enterprises in Albanian Holiday Hotels. Regional Science Inquiry. Issue. II (1), pp.63-70
Leka, B., Shkurti, R. (2010). Characteristics of family businesses in Albania – a statistical study. Revista Tinerilor Economisti (The Young Economists Journal), vol. 1, issue 14, 168-177
Lincaru, C., Pîrciog, S. (2022). Mapping clusters in Central and Eastern European regions based on FDI, Remittances and Employment – a spatial statistics grouping analysis. Regional Science Inquiry, Vol. XIV, (1), pp. 67-104
Mandl, I. (2008). Overview of Family Business Relevant Issues Contract No. 30-CE-0164021/00-51 Final Report. Austrian Institute for SME Research
Polo, A., Nano, D. (2015). The role of university on students money management practices. Regional Science Inquiry. Vol. VII (2), pp.87-96
Robb, A. M., Fairlie, R.W. (2009). Determinants of Business Success: An Examination of Asian-Owned Businesses in the USA. Journal of Population Economics. Vol. 22, No. 4, pp. 827-858
Ruxho, F., Ladias, Christos, Ap. (2022). Increasing funding for the regional industry of Kosovo and the impact on economic growth. Regional Science Inquiry. Vol. XIV (1), pp.117-127
Schmitt, A., Frese, M. (2011). Family Involvement In Chinese And German Small Businesses. Journal of Enterprising Culture (JEC), World Scientific Publishing Co. Pte. Ltd., Vol. 19(03), pp 261-285
Shibusawa, H., Miyata, Y. (2011). Evaluating the dynamic and spatial economic impacts of an earthquake: a CGE application to Japan. Regional Science Inquiry Journal, Vol. III, (2), pp 13-25

Shimamoto, K. (2020). Effects of Leisure Activities on Happiness in the Case of Japan. Regional Science Inquiry. Vol. XII (1), pp.11-22

Siakas, K., Naaranoja, M., Vlachakis, S., Siakas, E. (2014). Family Businesses in the New Economy: How to Survive and Develop in Times of Financial Crisis. Procedia Economics and Finance, Volume 9, pp 331-341

Strebulaev, I. A., Yang, B. (2013). The mystery of zero-leverage firms. Journal of Financial Economics. Volume 109, issue 1, pp 1-23

William, D. (2010). An Empirical Investigation into the Financing of Small, Family-owned Businesses in Jamaica. Social and Economic Studies, Vol. 59, No. 3, pp. 31-57