

THE IMPACT OF NATIONAL CULTURE ENTREPRENEURIAL TENDENCIES THROUGH THE MEDIATION EFFECT OF SOCIAL INTELLIGENCE

A STUDY ON UNIVERSITY STUDENTS

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ABSTRACT

Today, culture is one of the most important sociological concepts used to understand and explain societies. The aim of this study is to reveal the impact of national culture on entrepreneurship tendencies through the mediation of social intelligence. Our study sample consists of students who are studying Economics and Administrative Sciences at undergraduate level in 3 different universities; Mehmet Akif Ersoy University (MAKU), Akdeniz University (AU) and Süleyman Demirel University (SDU) that are located at the west mediterranean region of Turkey. Demographic variables have been analyzed by means of SPSS 16.0. Variables in the research model have been analyzed by means of Structural Equation Modeling in AMOS 16 software. When these findings are evaluated, it can be seen that social culture influences entrepreneurship and social intelligence significantly in a positive way. If social intelligence is used as a mediator variable in a model where social culture influences entrepreneurship, the results are more pronounced.

Key words: Entrepreneurial Tendencies, National Culture, Social Intelligence, University Students

INTRODUCTION

Entrepreneurship is one of the most important powers from economic and social aspects in our age. It has become such an important power as a result of increasing attention in entrepreneurial activities, which is an indicator of the fact that business and technological developments are continuously shaping the world toward transformation (Demirel and Tikici, 2004: 50). Social culture has power to influence individuals' preferences, tendencies, and behaviours. There is a close relationship between entrepreneurship and the social structure in which the individual lived and grew up. Social structure, technological infrastructure, economic activities and education level influence individuals too much and shape their thought structure (Ersoy, 2010, 73). Any culture cannot be defined as a culture that supports or opposes entrepreneurship. The numerous subcultures, consisting the culture as a whole, can create environments that can affect entrepreneurship positively or negatively (Hisrich and Peters, 2002: 54).

This study aims to identify if there is an effect of national culture as an independent variable on individuals' entrepreneurial tendencies. This context suggests that social intelligence may also have a regulatory influence within this equation because the national culture can not be represented equally in every individual in a society. One of the reasons for this inequality is the level of social intelligence that individuals have. If social intelligence is defined as the ability to understand any social context or event, this fact will be more pronounced. Therefore, social intelligence is expected to play a mediating role in the influence of national culture on each individual's entrepreneurial tendency. In this context, this study aims to reveal mediating role of social intelligence statistically. To achieve this, the literature of national culture, entrepreneurship, and social intelligence are examined and then methodology section follows.

1. National Culture

According to Namenwirth and Weber (1987:8), culture is a thinking system that reflects the composition of individuals' way of life. Huntington suggested that culture's definition varies depending on the discipline and its context. According to him (2000: xv), culture represents intellectual, musical, artistic and literal products which a society owns. Schein (2010: 2) claims that there are various cultural levels composing culture rather than a single culture. In this sense, culture can be divided into four levels: macro-culture, organizational culture, subculture and micro-culture. The most prominent and widespread social culture measure is Hofstede's culture model. The model emerged after a far-reaching research among employees of a global company in 40 different countries between the years of 1967-1973. As a result of this research individualism and masculinity dimensions emerged. Later on, other cultural dimensions; power-distance, masculinity versus femininity and uncertainty-avoidance have been determined by further studies (Hofstede 1983: 46).

Power distance explains to what extent the less powerful people in a society expect and accept the unequal power distribution. In countries where power distance is high, people believe that there is a remarkable emotional distance between them and their managers. (Hofstede and Minkov 2010: 61). In an individualist society, individuals tend to prioritise their own interests while individuals in a collectivist society are strongly connected to each other. (Hofstede and Minkov 2010: 92). In masculine societies gender roles appear to be distinct. Men are assertive and materialistic, where women are more caressing, discrete, and focused on their quality of life. Whereas the members of a feminine society are inclined to be more caressing discrete and focused on life quality regardless of their sex (Hofstede and Minkov 2010: 140). Uncertainty avoidance stands for the degree to which people perceive any ambiguity as threat. However a society with lower uncertainty avoidance score, tend to have psychologically stronger individuals against uncertain and unknown situations. (Hofstede and Minkov 2010: 191). Hofstede mentioned a fifth dimension as long-term orientation vs short term orientation which is linked to the choice of focus for people's efforts: the future or the present and past (Hofstede, 2011: 8). Since this new dimension had not been experienced before, many scholars studying culture including Hofstede thought that it could lead to a cultural bias. This fifth dimension was discovered by Michael Harris Bond. He worked with several Chinese social researchers in order to create a list of key values for Chinese people. As a result of this collaboration, a Chinese questionnaire consists of 40 questions was created and translated into English. This questionnaire was issued to 50 male students and 50 female students in various disciplines from each of 22 countries selected from five continents (Hofstede and Bond, 1988: 15).

The findings of this study were statistically analyzed and led Hofstede to include the new fifth dimension, Long Term Orientation versus Short Term Orientation into his model. This new dimension was originally called Confucian dynamism. Finally, Michael Minkov called the sixth dimension as Indulgence versus Restraint which is linked to the gratification versus control of basic human desires related to enjoying life (Ozdasli, Penez and Koca: 38-39). This new dimension is weakly negatively correlated with Long versus Short Term Orientation dimension and deals with the aspects not taken into consider by other dimensions, however, it is known from literature on "happiness research" (Hofstede, 2011: 15).

2. Entrepreneurship Tendencies

In the daily life, an enterprise indicates moving, starting and taking a job, whereas entrepreneur specifies a person who is involved in such a situation. These concepts are considered in an economic framework. In this framework, entrepreneur is the person who manages supply and demand, and seeks the market whereas entrepreneurship is perceived as utilization of resources (Aytac and Ilhan, 2007: 102-103). According to Drucker (1987: 2), entrepreneur organizes resources that can create a new prosperity to create order in the fuzzy and changeable world. (Demirel and Tikici, 2004: 50). Considering in terms of entrepreneurship, self-confidence, tendency to independence, rationality, internal audit, and focus etc are dominant values in the individualist cultures. It is clear that successful entrepreneurs must have these values. Therefore, it is a natural consequence that tendency to entrepreneurship is high in the individualist cultures and there are many entrepreneurs in these societies (Carikci and Koyuncu, 2010: 7). Determinants of entrepreneurship are investigated under three factors which are individual, environment and firm approaches (Korkmaz, 2012: 212; Keles et al., 2011: 109-111; Ozden et al., 2007: 5-7).

The individual approach explains entrepreneurs by taking demographic and psychological characteristics of them into account and specifies family, education, personal values, age, work experience, and role models as

factors affecting entrepreneurship (Korkmaz, 2012: 212). The environmental approach is influenced by cultural, social, economic, and technological conditions (Keles et al., 2011: 11). In addition, one of the important factors in entrepreneurship is entrepreneurial activities that are focused by the firm approach. Psychological characteristics affect tendency to entrepreneurship. These characteristics are examined in the following 6 dimensions;

1. In 1961, *Need for achievement* is introduced by McClelland who claims that entrepreneurs need high level of achievement and successful ones will prefer situations that are characterized by individual responsibility, moderate (not high) risk-taking, knowledge of results of decisions, novel instrumental activity, and anticipation of future possibilities (Fayolle and Klandt, 2006: 38).
2. *Locus of Control* reflects an individual's perception about the rewards and punishments and reflects the belief whether s/he can control the events in his/her life (Bozkurt, 2007: 100).
3. *Risk Taking Propensity*: Tendency to take risk when a person faces risky situations (Keles et al., 2011: 109).
4. *Tolerance of Ambiguity*: It is seen that individuals with a low tendency to avoid uncertainty care about information, tend to interpret clues, have great ability to transfer information; and be more sensitive to the internal characteristics of people (Bozkurt, 2007: 100).
5. *Self Confidence*: An entrepreneur must believe that s/he can achieve the goals s/he has set. In other words, if the entrepreneur respects himself/herself in his/her own business and believes that s/he has the ability to do the job, then s/he can be successful (Bozkurt, 2007: 100).
6. *Innovativeness*: It is a tendency to create new products and new methods, enter new markets, establish a new organization structure, and have a will to achieve them (Keles et al., 2011: 110).

3. Social Intelligence

Although John Dewey (1909) was recorded as the first psychologist claiming that 'ultimate moral motives and forces are nothing more or less than social intelligence – the power of observing and comprehending social situations' (p.43), the work of Edward Thorndike on social intelligence (SI) in 1920 became a starting point for the other publications. Many of these early studies focused on describing, defining and assessing socially competent behaviour (Bar-On, 2006). In 1920, E.L. Thorndike defined SI as "the ability to understand and manage men and women, boys and girls—to act wisely in human relations". Ever since, both aspects of SI—the ability to understand others and the ability to accomplish interpersonal tasks—have been studied (Barchard, 2001). Our daily lives are formed by web of social interactions (Catherine and Sai, 2010). In this sense, Karl Albrecht describes SI as the ability to get along well with others and also to have them to cooperate with you. Sometimes it is simply referred as "people skills". Goleman and Boyatzis define SI as "a set of interpersonal competencies built on specific neural circuits that inspire others to be effective" (Goleman and Boyatzis, 2008). To summarize, social intelligence involves being aware of social situations and having the skill to perceive and interpret the situations accurately that leads appropriate behaviours. In other words, it is ability that provides effective interactions with others (Crowne, 2009).

Throughout the history of the social intelligence researches, it has been attempted to find out whether social intelligence was a distinct construct from general intelligence. Sternberg (1985, 2002) argues that there are other dimensions of intelligence; emotional intelligence, social intelligence or practical intelligence, in other words "street smarts" which indicate that one is not limited or should not be assessed by only their academic intelligence or IQ (Rahim, 2014). Keating (1978) conducted factor analysis yet couldn't find identifiable social factor while Ford and Tisak (1983) found both convergent and divergent validity for SI. Furthermore, SI emerged as a better predictor of a behavioural measure of social effectiveness than was academic intelligence. In general, researchers agree that SI may serve as a predictor of behaviour (Kobe, Reiter-Palmon, and Rickers, 2001). Gardner's (1983; 1993) theory of multiple intelligence represented a distinction between an interpersonal domain of intelligence and other types of cognitive abilities. Interpersonal intelligence in his theory refers to the extent of one's capacity to respond appropriately to the moods, temperaments, motivations and desires of others (Kaukiainen et al., 1999). Social intelligence had mostly been measured by self-reports such as the Six Factors Test of Social Intelligence (O'Sullivan and Guilford, 1966). However, self-reports validity had always been questionable especially when the measured trait is not socially desirable. Therefore, a peer-estimated SI scale, called Peer-Estimated Social Intelligence (PESI), was designed by Kaukiainen, Björkqvist, Österman, Lagerspetz, and Forsblom (1995). The

questionnaire includes 10 items measuring four components of social intelligence; person perception, social flexibility, accomplishment of one's own social goals and behavioural outcomes. This scale has an indirect way of evaluating one's social intelligence level by asking the participants to rate their same-sex classmates' behaviours.

The complexity of current SI measures and definitional variety have limited the use of SI and its applications in the field. In this regard, The Tromso Social Intelligence Scale (TSIS) (Silvera, Martinussen and Dahl, 2001) aimed to design a multi-facet SI scale by deriving an agreed-upon definition and testing SI items. The scale consists of 3 factors and 21 items. The components of the measure were labelled as Social Information Processing (SIP), Social Skill (SS) and Social Awareness (SA). SIP measures the ability to understand or foresee people's feelings, thoughts and wills in a given social context. SS measures to what extent one can easily establish new relationships and adapt themselves to a new social environment. SA dimension measures the degree of one's awareness about social situation and people's behaviours as well as the ability to act appropriately. Another methodology which represents psychometric approach for measuring SI is measuring social intelligence- The MESI methodology (Frankovský and Birknerová, 2014) from which 3 SI factors were extracted; Manipulation, Empathy and Social Irritability. In this scale people who have high score in Manipulation have the ability to persuade others to do almost anything, while empathy represents being able to recognize intentions, feelings and weaknesses of others. Finally, Social Irritability stands for being nervous in contact with other people.

Though there are not much empirical research on the relationship between social intelligence and entrepreneurship, a couple of studies have been conducted among students. According to the findings of a study which had been conducted among 236 newly graduated university students in Istanbul, a significant and positive relationship between social intelligence-with its three components- and entrepreneurial intention was found out (Aykol and Yener, 2009). In another study which was conducted among 240 students from Shiraz technical high school in Iran, it was revealed that social intelligence of the students was significantly and positively correlated to their entrepreneurship skills and creativity (Zahra, Ahmadreza and Abas, 2015). In both studies TSIS was used as a measurement instrument. Similarly, the findings of another research conducted among managers in small and medium businesses in Iran indicate that there is a significant relationship between social intelligence with entrepreneurship tendency of managers in small and medium businesses (Pordanjani et al., 2015). According to a qualitative study conducted among 25 managers working in Germany, social intelligence level of entrepreneurial leaders has a substantial impact on the encouragement of employees to behave entrepreneurially (Marecki, 2014).

4. Research Methodology

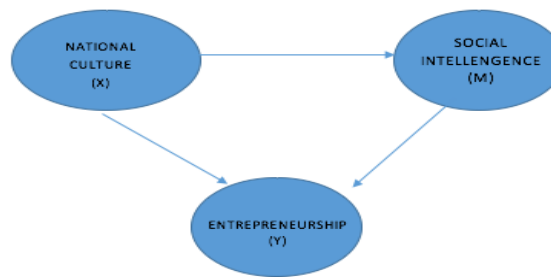
4.1. Research Aim and Sample

The aim of this study is to reveal the impact of national culture on entrepreneurship tendencies through the mediation of social intelligence among students studying at faculty of economics and administrative sciences in 3 different universities; Mehmet Akif Ersoy University (MAKU), Akdeniz University (AU) and Süleyman Demirel University (SDU). These 3 universities are located at the west mediterranean region of Turkey. Research data was collected through face to face survey method and convenience sampling technique in fall term within the academic year of 2015-2016. A 5-point likert scale was used (ranging from 1=Strongly disagree, 2=Disagree, 3=Neutral, 4= Agree, 5= Strongly agree) in the survey. 717 students in total have participated in the research; 230 from AU, 239 from SDU and 248 from MAKU. Demographic variables have been analysed by means of SPSS 16.0 statistical software, while the variables in the research model have been analysed by means of Structural Equation Modelling in AMOS 16 software. The survey consists of 3 different scales; Lamba, Ozdasli (2015) including 36 items, entrepreneurship scale including 36 items developed by Yılmaz and Sünbül (2009) and Tromso Social Intelligence Scale (TSIS) including 21 items developed by Silvera et al. (2001).

4.2. Research Model

The model of the research follows a pattern called descriptive or conditional. In such models, variables and relations between variables are defined and some predictions can be made based on these definitions (Kurtuluş, 1996: 310).

Fig. 1. Research Model



In the research model, it was assumed that "social culture influences social intelligence, social intelligence influences entrepreneurship, social culture also influences entrepreneurship, and social intelligence is assumed to have a mediating effect in changing entrepreneurship tendencies". Table 1 shows our hypotheses.

Table 1. Hypotheses

H1.1:	National culture has a positive and significant effect on social intelligence
H1.2:	National culture has a positive and significant effect on entrepreneurship
H1.3:	Social intelligence has a positive and significant effect on entrepreneurship
H1.4:	Social intelligence causes mediation between entrepreneurship and national culture

4.3. Findings

Table 2 shows sample characteristic of the participants. The sample consists of 39.9 % (286) females and 60.1 % (431) males. Of 717 total respondents, 49.5 % (355) study management, 30.8 % (221) study economics and 19.7 % (141) study public administration. Among the 717 respondents, 56.6 % (406) study their major in the day time while 43.4 % (311) study their major in the evening. In addition, montly income of parents show that many survey participants’ family income is under 2,000 Turkish Lira. The frequency of father’s employment status indicates that 56.2 % (403) of participants’ father work as an employee in a public organization, 30.4 % (218) work as an employee in private enterprise, 11.0 % (79) work as an employer and 2.4 % (17) does not work.

Table 2. Demographic Samples

Category		N	%
Gender	Female	286	39.9
	Male	431	60.1
Department	Management	355	49.5
	Economics	221	30.8
	Public Administration	141	19.7
Year	1	293	40.8
	2	232	32.3
	3	90	12.5
	4	2	0.3
Education Type	Daytime	406	56.6
	Evening	311	43.4
Residency Type of Parents	Village	210	39.3
	Small Town	278	38.8
	City	229	31.9
Mountly Income of Parents (Turkish Lira)	Under 2000	448	62.5
	2001-2999	213	29.7
	3000-3999	35	4.9
	4000 and over	21	2.9
Father’s Employment Status	Employee in a Public Organization	403	56.2
	Employee in Private Enterprise	218	30.4
	Employer	79	11.0
	He doesn’t work	17	2.4

Mother's Employment Status	Employee in a Public Organisation	550	76.7
	Employee in Private Enterprise	141	19.7
	Employer	20	2.8
	Housewife	6	0.8
Total		717	100

Figure 2 shows mediation effect in sub-dimensions and regression results among 12 sub-dimensions in national culture, 3 sub-dimensions in social skills, and 6 sub-dimensions in entrepreneurship. Goodness of fit statistics should be taken into consideration in order to evaluate the research model as a whole. Goodness of fit statistics can be used to decide whether we can accept the the model or not by using a number of limit values (Joreskog ve Sorbom, 1993: 122-126).

Fig. 2. Testing Mediation Effects by Using Latent Variables in Path analysis

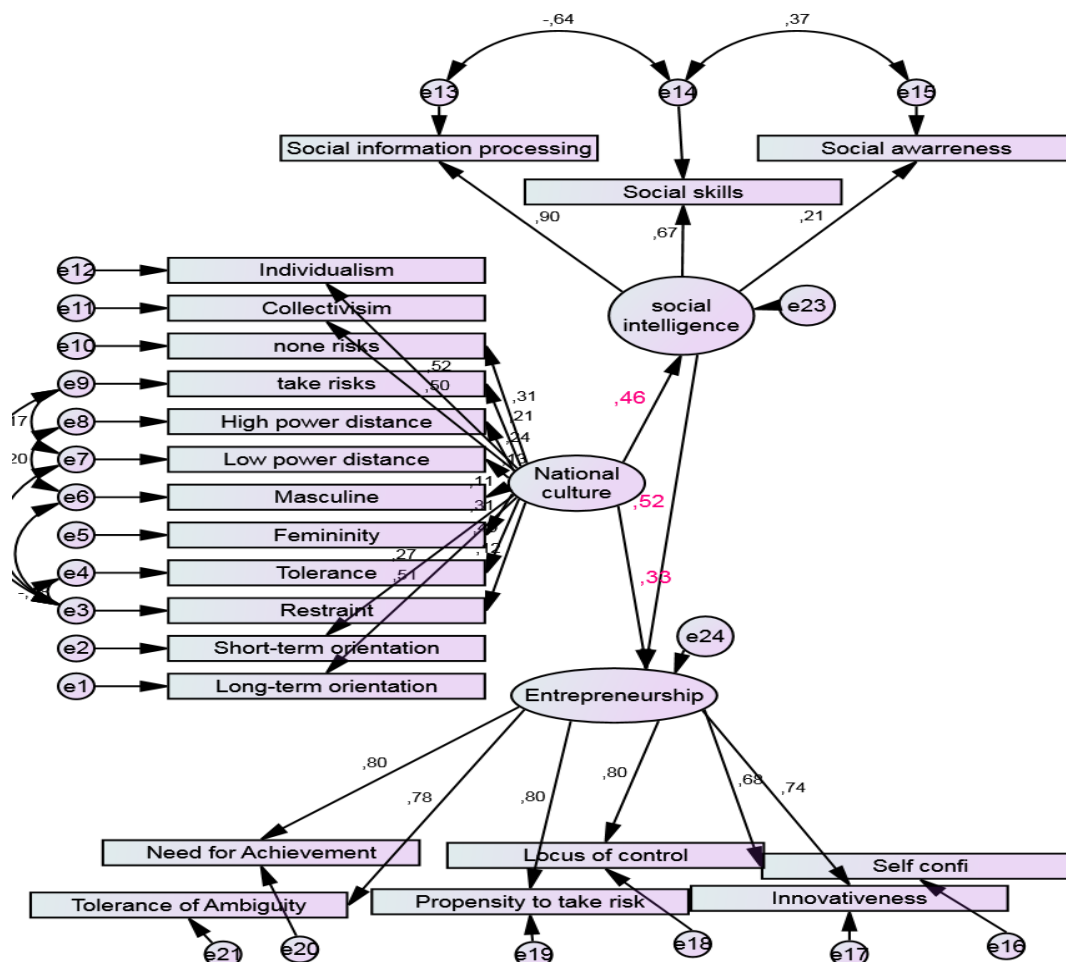


Table 3. Goodness of Fit of Path Analysis with Latent Variable

CMIN/df	RMSEA	GFI	NFI	RMR	IFI	CFI
3.305	0.053	0.931	0.872	0.752	0.907	0.906

CMIN/df values of our study is 3.305, confirming that our model is good to analyze. When Wang (2002) eligibility criterion is examined, the fit is very good if GFI, CFI, RFI, NFI, NNFI's values is 0.90 and AGFI's value is 0.80 (Jöreskog ve Sörbom, 1993). If RMSEA (Root-Mean Square Error Aproximation) value is equal to

or less than 0.05, it shows that it is a pretty good fit. If the value is between 0.08 and 0.10, it is an acceptable fit. However, if the value is greater than 0.10, it reveals that it is poor fit. Table 3 shows that RMSEA is 0.053 for our study, it means that our model is a good fit.

By utilizing this statistical information, we can say that CMIN/df, RMSEA, GFI, RMR, IFI, CFI are acceptable levels when the entire models are evaluated (e.g. Table 3). Table 4 indicates predictive power of national culture on social intelligence and entrepreneurship. According to these findings, the results of the tested hypotheses are as the following: As can be seen in Table 4, national culture predicts social intelligence ($\beta=.456$, $p=.***$) and entrepreneurship ($\beta=.333$, $p=.***$) at a significant level. This means that a change of 1 unit in the national culture predicts approximately 0.46-unit change in the social intelligence and 0.33-unit change in the entrepreneurial dimension.

Social intelligence has a coefficient of 0.52 ($\beta=.525$, $p=.***$) when we regress entrepreneurship dimension on it. When we evaluate these findings, it can be seen that national culture has a significant and positive effect on entrepreneurship and social intelligence. In addition to this, entrepreneurship is more affected when social intelligence is used as a mediating variable.

Table 4. Path Analysis with Latent Variables

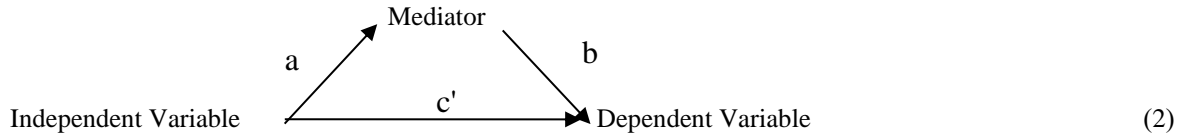
	β	S.E.	C.R.	P
Social Intelligence <--- National Culture	,456	.206	8.246	***
Entrepreneurship <--- Social Intelligence	,525	0.068	3.644	***
Entrepreneurship <--- National Culture	,333	0.143	4.153	***
Long-term orientation<--- National Culture	,510			
Short-term orientation <--- National Culture	,268	0.090	5.829	***
Restraint<--- National Culture	,117	0.082	2.648	0.008
Tolerance<--- National Culture	,492	0.099	9.082	***
Femininity<--- National Culture	,308	0.087	6.542	***
Masculine<--- National Culture	,115	0.091	2.658	0.008
Low power distance <--- National Culture	,129	0.069	2,967	0.003
High power distance <--- National Culture	,237	0.083	5.250	***
Take risks<--- National Culture	,212	0.069	4.739	***
None risks <--- National Culture	,305	0.073	6.495	***
Collectivism<--- National Culture	,503	0.107	9.220	***
Individualism<--- National Culture	,517	0.101	9.368	***
Social Information Processing <--- Social Intelligence	,903			
Social Skills <--- Social Intelligence	,670	0.050	12.636	
Social Awareness <--- Social Intelligence	,210	0.054	3.941	***
Propensity to take risk <--- Entrepreneurship	,682			
Tolerance of Ambiguity <--- Entrepreneurship	,742	0.064	19.074	***
Need for Achievement <--- Entrepreneurship	,799	0.069	20.351	***
Locus of Control <--- Entrepreneurship	,801	0.093	20.400	***
Innovativeness<--- Entrepreneurship	,798	0.072	20.330	***
Self Confidence<--- Entrepreneurship	,777	0.081	19.848	***

Following conditions should be met in order for a variable to have a mediator function: (a) variations in the independent variable should cause variations in the mediator (i.e., Path a), (b) variations in the mediator significantly cause variations in the dependent variable (i.e., Path b), and (c) when a and b are controlled, the relation between the independent and dependent variables is not significant anymore (Baron and Kenny, 1986). Complete mediation occurs when the effect of X on Y decreases to zero with the inclusion of M. When the effect of X on Y decreases significantly, but not to zero, partial mediation occurs (Preacher and F. Hayes, 2004). In our

findings the effect of X on Y decreases by the inclusion of M. Consequently partial mediation is said to have occurred. The direct effect of national culture on entrepreneurship is, $c = 0,57$.

Independent Variable $\xrightarrow{\quad c \quad}$ Dependent Variable (1)

The effect of national culture on entrepreneurship decreases with the inclusion of social intelligence, $c' = 0,33$.



Sobel Test can also be calculated. “Sobel (1982) provided an approximate significance test for the indirect effect of the independent variable on the dependent variable via the mediator. As in Figure, the path from the independent variable to the mediator is denoted as a and its standard error is S_a ; the path from the mediator to the dependent variable is denoted as b and its standard error is S_b . The exact formula, given multivariate normality for the standard error of the indirect effect or ab, is this” (Baron and Kenny, 1986):

$$\sqrt{b^2 S_a^2 + a^2 S_b^2 + S_a^2 S_b^2} \tag{3}$$

In the following output the critical ratio is calculated as a test of whether the indirect effect of the national culture (X) on the entrepreneurship tendencies (Y) via the social intelligence (M) is significantly different from zero.

Table 5. Sobel Test

Input		Test	Test Statistic	St. Error	p-value
a	0,46	Sobel	2,14	0,112	0,032
b	0,52	Aroian	2,13	0,112	0,033
Sa	0,206	Goodman	2,16	0,111	0,031
Sb	0,068				

As a result of Sobel Test, Z value and p value has been found as 2.14 and 0,03 respectively which indicates mediation role of social intelligence is significant. The total effect of X on Y can also be calculated by the following equation (total value of the direct and indirect effects of X) (Usta, 2009). Table 5 shows the result of hypotheses and all hypotheses are accurate.

Total Effect = $a*b+c' = 0,46*0,52+0,33 = 0,57$ (4)

Table 6: Accuracy of Hypotheses

Hypotheses	Result
H1.1: Social culture has a positive and significant effect on social intelligence.	Accurate
H1.2: National culture has a positive and significant effect on entrepreneurship.	Accurate
H1.3: Social intelligence has a positive and significant effect on entrepreneurship.	Accurate
H1.4: Social intelligence causes mediation between entrepreneurship and national culture	Accurate

DISCUSSION

National culture appears to have the power to influence social intelligence in a positive or negative way according to findings of the analysis. This may lead to a social environment that is prone to the development of social intelligence, but may also restrict social intelligence and prevents social interaction which reduces the ability of individuals in society to compromise, adapt, empathize, and understand other people. Similarly, it is seen that national culture influences the entrepreneurial tendencies of the individuals in that society either positively or negatively. It can be inferred from the findings that appropriate national culture characteristics will lead to increase people’s ability to manage uncertain situations, resistance to uncertainty, achievement need, the tendency to take risks, the ability to control the outside world and the level of self-confidence. These results

support the hypothesis of cultural self-representative theory claiming that culture in macro level would interact with people's socializing process, mindset, behaviours and information processing in micro level (Erez and Earley, 1993).

Hayton et al., (2002) had reviewed ampirical studies that examine the association between national cultural characteristics and individual characteristics of entrepreneurs. According to this review national cultural characteristics have an impact on individuals' needs and motives as well as their entrepreneurship tendencies (Hayton et al., 2002). Besides, Baum et al. (1993) claim that entrepreneurs and executives from distinct national culture differ in terms of achievement and affiliation needs.

It has been revealed that individuals' social intelligence levels influence their entrepreneurship tendencies. Akyol and Yener (2009); Zahra et al., (2015) have reached similar results. Another study conducted in Iran revealed that there is a significant relationship between social intelligence with entrepreneurship tendency of managers in small and medium businesses (Pordanjani et al., 2015). Besides, a qualitative study by Marecki (2014) revealed that social intelligence level of entrepreneurial leaders has a substantial impact on the encouragement of employees to behave entrepreneurially.

Social intelligence variable causes mediation between national culture and entrepreneurship. In this sense, it is possible to claim that even if appropriate national cultural environment did not exist, entrepreneurship tendencies would be affected positively as individuals' social intelligence levels increase. Consequently, the existence of appropriate national cultural environment and socially intelligent individuals together would keep entrepreneurial tendencies high in a given society.

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