



Study of correlations among critical success factors for the management of business incubators

Vitor S. Eschholz*, Rosley Anholon

Abstract

Business incubators have an important role in the development of entrepreneurial ecosystems and there are many critical factors associated to the good performance of these institutions. This undergraduate research was developed in a complementary way to others researches and it has as main purpose analyzing the correlations among these factors, trying to identify those most relevant. The findings of this undergraduate research can be used by professionals interested in the subject and other researchers.

Key words:

Management, Business Incubators, Critical Success Factors.

Introduction

Business incubators are extremely important agents for entrepreneurial ecosystems.

They help new ventures through follow-up and consulting services, reducing the chances of these companies collapse early (Jeffrey, 2013).

In Brazil, there are incubators of recognized excellence and incubators with multiple possibilities of management improvements.

There are broad possibilities for studies and researches associated with the subject.

The literature presents many Critical Success Factors (CSF) to the management of business incubators.

This undergraduate research aims to evaluate the correlations among different CSF, highlighting those more significant.

It is important to emphasize that some data and information from other researches developed by the group were used here (*).

Results and Discussion

A postgraduate researcher of the group listed 29 CSF for the management of business incubators and performed a survey with 74 professionals who work with incubators.

The perception of these professionals about the 29 CSF was collected (*). The questionnaire used was approved by the Research Ethics Committee of the State University of Campinas.

The data were analyzed through statistical tools and it was possible to identify the most significant correlations.

The correlations were calculated to all CSF, but the analysis was performed just to the six pairs of CSF with more significant correlations.

The Chart 1 shows the six pairs of CSF with more significant correlations.

Chart 1. Significant correlations observed (*).

Par	CSF	CSF
1	Knowledge of the technological development needs of the region where the incubator is located.	Analysis of the impact contribution of the incubator's activities in the region where it is located.
2	Participation in an established entrepreneurship network.	Interaction with other incubators.
3	Manager with experience in incubators.	Dynamic and qualified management team.
4	Manager with experience in incubators.	Periodic evaluations performed by the manager about companies' performance
5	Dynamic and qualified management team.	Existence of activities that promote the creativity and integration of incubated companies.
6	Development of international partnerships.	Encouragement for participation in virtual networks of pre-incubated, resident and post-incubated companies.

Conclusions

Managing a business incubator in an effective way involves understanding the needs of different stakeholders and the CSF.

Through statistical studies, this undergraduate research evaluated the correlation among these factors. The presented findings can contribute to the development of new models and management tools.

Acknowledgment

- 1) To PIBIC/CNPq by granting the scholarship.
- 2) To the other students (undergraduate and PhD) who participate in this research in a cooperative way.

(* PS: Due to the space determined by the template, some information were synthesized. For more details about the references associated with each CSF and other research developed jointly, please contact the responsible professor.

Jeffrey, M. S. (2013). *Small business incubators in the USA: a historical review and preliminary research findings*, Journal of Knowledge-Based Innovation in China, vol. 5, pp. 213 – 233