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Conference Paper

Impact of administrative environment on opportunity and necessity entrepreneurship in Europe.

51st Congress of the European Regional Science Association: "New Challenges for European Regions and Urban Areas in a Globalised World", 30 August - 3 September 2011, Barcelona, Spain

Provided in Cooperation with:

European Regional Science Association (ERSA)

Suggested Citation: Anders, Justyna (2011) : Impact of administrative environment on opportunity and necessity entrepreneurship in Europe., 51st Congress of the European Regional Science Association: "New Challenges for European Regions and Urban Areas in a Globalised World", 30 August - 3 September 2011, Barcelona, Spain, European Regional Science Association (ERSA), Louvain-la-Neuve

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Impact of administrative environment on opportunity and necessity entrepreneurship in Europe.

Draft paper, please do not quote

Abstract:

The scope of the paper is to examine relationship between quality of administrative environment for business and propensity to become entrepreneur. Two different approaches to business activity are taken into account: opportunity and necessity entrepreneurship (Global Entrepreneurship Monitor, 2004). The analysis refers to period 2004-2009 and takes into account data for member states of the EU against the background of other selected economies: BRIC, Japan and the USA.

The study is carried out to determine whether effects of regulation on GDP differences between developed and underdeveloped nations (Djankov et.al., 2006) can also be attributed to direct measures of entrepreneurship and can be also grasped also in a relatively homogenous sample of the EU members.

Data sources comprise selected results of Doing Business study (start up procedures, regulation of ongoing activities, labour market regulation, registering property, closing a business) by World Bank and Study on Entrepreneurship in Europe by Gallup for the European Commission. Single-linkage clustering will serve as a basis for identification of homogenous groups of countries. The results will be then analysed in view of potential factors that differentiate the clusters i.e. legal origins, administrative culture, social capital, human capital and access to finance.

The studies on regulation and start ups, research on barriers for entrepreneurship in Europe, studies of social institutions and their impact on economic development will be taken into account as a theoretical background.

Key words: entrepreneurship, regulation, cluster analysis, European Union
JEL: L26, L51, N40, N80

Impact of administrative environment for entrepreneurship in cross national comparative studies.

Impact of environment on entrepreneurship has been analyzed with growing academic interest since 1980' (Devi R. Gnyawali i Daniel S. Fogel 1994). Research activities of international organizations such as World Bank, OECD and UN contributed to this fact by increasing access to cross national data (R. W. Jackman 1985). These studies covered topics of general conditions for entrepreneurship, exploratory and descriptive studies of a country of region, role of public authorities and political practices in creating environment for SMEs (Devi R. Gnyawali i Daniel S. Fogel 1994). Following factors were often taken into consideration: political and procedural conditions, socio-economic situation of the region, access to knowledge, access to capital and access to financial support (A. M. Zapalska, H. Dabb, G. Perry 2). The state is an actor establishing even-playing field for participants of exchange. If it is assumed that the role of the state is defining the rules of the game in the economy, and its activity is manifested mainly in the shaping of legal and political considerations. However, since the late nineteenth century, the state's role in the economy underwent a profound redefinition - it took on the responsibility for economic development, as a provider of institutional arrangements (primary role), redistributor of income and a promoter of economic growth (W. Morawski., B. Guy Peters B. Kożuch) Recognition of companies as engines of growth meant that the public authorities in many countries also took a proactive stance on making the other determinants of entrepreneurship, introducing curricula that promote an entrepreneurial attitude, offering financial support and developing systems, training and consulting. The aim of these considerations is to establish a framework for analyzing models of administration in the context of research on entrepreneurship and the separation of the many variables used in these studies, legal, social and cultural factors, which appear to be crucial for shaping the desired administrative environment of entrepreneurship.

Political and legal factors in entrepreneurial policies

Burden of regulation, features of regulatory systems and their impact on entrepreneurship is another area of analysis in the literature on the environmental factors of economic activity. World Bank's Doing Business research and the Heritage Foundation research in co-operation The Wall Street Journal are studies that attract a lot of public and scholarly interest. Doing Business ranking is based on indicators related only to the procedures in force in business, whose agents are the administration or judiciary. Among the components of the index of economic freedom, Heritage Foundation and The Wall Street Journal there are also measures of the shadow economy (perceived corruption), monetary policy (inflation rate) and the role of the state in the economy (the level of public spending relative to GDP). Both sources show that economic freedom translates into a level of economic development and increases prosperity. In the case of the Doing Business surveys, there are reasons to believe that improving the quality of business environment on a scale that would enable a country to find itself in a quartile of countries where economic activity is the easiest transfers into 1,4-2,2% improvement in economic growth (Word Bank, 2005). There is also a positive relationship between ease of doing business and human development index value measured by the average performance of a country in life expectancy, adult literacy rate, level of schooling and GDP purchasing power parity (Human Development Index) (Word Bank, 2005). Similarly, with the index of economic freedom there is a positive correlation between freedom of activity, and the value of GDP per capita in purchasing power parity.

Using the World Bank study Djankov, McLeish and Ramalho proved the relationship between quality of institutions, and economic growth, using as a measure of quality regulatory burden. The model includes several control variables, among other.: level of schooling, a system of law, inflation, measures of the shadow economy, corruption, ethnic diversity, the dominant religion, and level of democratization. The system of law, religion and language were among the most important control variables because their inclusion allowed to determine the direction of the relationship between regulation and growth. These three variables resulting from the historical development of the law, nationality and ethnic structure of society and religion helped to prove that their impact on development is possible only through the variable describing the quality of regulation. Treating the system of law as the independent variable is another attempt to isolate a factor in the quality of institutions in an environment of entrepreneurship. It is assumed that the system of law by imposing norms and values in business induces certain institutional framework. These institutions can foster entrepreneurship or inhibit it. The authors of these studies distinguish between three major systems of law, restricting the analysis to the provisions on economic activity (S. Djankov, C. McLeish, R. Ramalho 2006).

These are:

- A system of customary law (common law), which emerged in the thirteenth century, as a form of defending the rights of the English lords against strong sovereign;
- A system of civic law, which evolved into a mature form in the nineteenth-century continental Europe, as a tool to control public space during the creation and stabilization the modern state of France and Germany;
- The system of socialist law as a tool for total control of the economy in the countries which for various reasons, have adopted the ideology of communism.

The civic law group can be divided into three families of law:

- French type, with origins in the Code Napoleon of 1807
- German type, that formed on the basis of the Bismarck's Commercial Code of 1897
- Scandinavian type, historically distinct from the French and German, but having in common the existence of the constitution and established a hierarchy of rights.

Quoted typology is the result of the assumption that it is possible to capture the similarities based on a set of criteria that allow for the classification. These criteria may include, for example: the historical background, the hierarchy of sources of law and the judiciary practices (M. A. Glendon, M. Gordon, Ch. Osakwe, 1994).

Studies conducted on a sample of many countries, differentiated by the criterion of the system of law confirm that the French system and socialist one are characterized by lower quality of governments. It manifests in high levels of state intervention paradoxically combined with the lower performance of state agencies in the provision of public services. Despite this, civil servants in countries with French and socialist legal system are relatively highly paid. The Scandinavian system of interventionism coexists with high level of efficiency of public organizations and high quality services provided to citizens. Countries with German legal traditions are the intermediate type. Unambiguous translation of legal system to the quality of governance and economic freedom exists only in the case of Anglo-Saxon countries.

Djankov, La Porta, Lopez de Silanes and Shleifer in the study of the provisions on the establishment of companies, also proved superiority of representatives of the school of public choice theory, over the representatives of the public interest (A. Shleifer 2005). The results of the analysis of legal solutions in 85 countries show that an increase in entry barriers result in higher levels of corruption and development of the shadow economy, and does not bring the expected results in the literature of public interest such as improving product quality, and reduction of pollution (S. Djankov, R. La Porta, F. Lopez de Silanes, A. Shleifer, 2001).

An interesting concept of the impact of regulation on entrepreneurship was presented by Berney and Swanson, with application of analytical tools used in assessment of the burden of taxation. They pose that regulation may cause effects that are similar to a regressive taxation: where with increasing size of the business, regardless of the productivity of labor, cost to meet requirements of the regulations decrease. This means that smaller firms bear a relatively higher burden in relation to the regulation (R. E. Berney, J. A. Swanson, 1982).

Quality of administrative environment for entrepreneurship in the EU member states

This part of the paper will study relationship between the quality of administrative environment and entrepreneurial activity in the countries of the European Union. The analysis presented comes from the creation of a measure of quality administrative environment of entrepreneurship, on the elements that affect the activities of companies in various stages of development. The quality of the environment is then compared with the level of entrepreneurship in the country. The obtained results allow to determine the similarities between the countries under study and grouping them into relatively uniform clusters. The model shows that even in a homogeneous group in terms of economic development in global sense lower level of regulation results in the fostering of entrepreneurial attitudes. The model also shows that the quality of the environment is related to the legal system operating in the country. It appears that countries with Scandinavian and Anglo-Saxon system offer entrepreneurs better conditions for activity than those using the so-called continental law system, which confirms the findings already described by La Porta et al.

Model variables

International comparative research shows that institutional and cultural factors influence economic development. The question arises whether a similar relationship applies to the phenomenon of entrepreneurship. The problem that occurs with this type of question concerns the choice of measure, by which we describe the category of "entrepreneurship." We can, by simplifying, recognize the relationship between the freedom of economic activity is reflected in GNP to minimize the impact of income earned by foreign investors on the measured relationship – mostly large enterprises, that possess a different bargaining power in relation to the actors in an administrative environment rather than small and medium sized companies, and are often treated preferentially. A good indirect measure of entrepreneurship would be the creation and development of new businesses in the country. However, the use of this measure does not identify what drives prospective and active entrepreneurs. There are also difficulties in defining the extent to which administrative features of the business environment affect entrepreneurial behavior, and in turn the level of conventional welfare indicators (S. Djankov, C. McLiesh, R. Ramalho 2006). Studies from Babson College and London School of Economics in the project Global Entrepreneurship Monitor (Z. J. Acs, P. Arenius, M. Hay, M. Minniti et. al, 2004) show that the relationship between entrepreneurship and per capita GDP is a U - shaped. To a certain point with increasing GDP per capita percentage of start-ups decreases and then increases. 28 000 \$ per capita GDP was threshold in the cited study. This regularity may reflect differences between entrepreneurship out of necessity (necessity entrepreneurship), and the establishment of choice (opportunity entrepreneurship). For the purpose of this study it is assumed that the measure reflecting a positive motivation will be a better proxy of entrepreneurship in its classical sense (innovation drive and grasping opportunities in the environment, not a necessity caused by the lack of a better alternative). This eliminates to some extent influence of the labor market situation for the dependant variable, as in many countries a high level of entrepreneurship is due to difficulties in finding employment (Audretsch, et. al. 2001), It also allows for static analysis, which appears to be inadequate in the case of use of such a measure, such as GDP or GNP. Changes in the quality of socio-cultural and legal environment, which determine the shape of the administrative arrangements occur more slowly than changes in the level of GDP. Effect of changes in the environment on declarations and behavior of people is usually delayed in relation to the occurrence of the stimulus. In the study opportunity entrepreneurship is a percentage of people who, in Eurobarometer surveys in 2004 and 2009 acknowledged that they started a business because of the arising opportunity.

The indicators on the quality of the administrative environment were obtained from World Bank data in the report, Doing Business 2006 and Doing Business 2010. Data for the report were collected in 2004 and 2009, so they come from the same period, as indicators of the Eurobarometer. It was considered that the key indicators of quality of the environment for entrepreneurship are: procedures for setting up a company, the procedures for hiring and firing workers, getting permits, registering property and closing business. Data referred to establishments that operate on a large potential market (the most populous city of the country) and have easy access to offices at both the municipal and central level. So they are in a privileged position. On the other hand, because of the legal form (limited liability company) and the number of employees (from 50 to 201 depending on the partial index) they may face more barriers as far as formal requirements for registration, recruitment and obtaining permits are concerned. Rank of selected indicators were mean percentile rank country performance in the constituent elements of the indicator. The values of the indicators that are included in the model are given in Table 1. The set included European Union Member States except for Luxembourg, Malta, Cyprus, Bulgaria and Romania, due to incomplete data.

Table 1: Values of partial indicators of the administrative environment quality and opportunity entrepreneurship in European countries

State	World Bank Doing Business – fieldwork 2004, 2009 – rank (reversed)										Eurobarometer Entrepreneurship in Europe – fieldwork 2004, 2009 (%)	
	Starting business		Getting construction permit		Labour regulation		Registering property		Closing business		Opportunity entrepreneurship	
	2004	2009	2004	2009	2004	2009	2004	2009	2004	2009	2004	2009
Austria	74	124	50	55	103	60	28	38	19	20	51	55
Belgium	37	30	48	44	23	48	158	169	8	8	58	72
Czech Republic	74	127	110	75	45	25	58	62	113	115	46	50
Denmark	14	27	6	10	15	9	36	47	20	7	78	81
Estonia	51	35	13	19	151	161	23	13	47	62	48	36
Finland	18	29	35	49	111	132	15	27	6	5	63	71
France	12	21	26	17	134	155	160	161	32	42	48	47
Germany	66	84	21	18	129	158	42	68	28	35	49	62
Greece	140	146	55	51	166	147	94	107	34	43	42	39
Hungary	87	36	143	86	90	77	103	60	48	58	57	43
Ireland	6	10	20	36	83	27	80	77	7	6	61	57
Italy	52	74	104	85	101	99	53	97	49	29	52	53
Latvia	25	51	65	77	123	128	82	61	62	89	56	41
Lithuania	48	98	23	60	119	119	3	7	30	36	43	58
Netherlands	38	64	80	106	86	123	20	43	9	10	76	78
Poland	114	115	146	166	49	76	86	86	85	86	49	56
Portugal	33	59	115	112	155	171	98	51	18	22	43	50
Slovakia	63	64	47	56	72	81	5	9	31	39	33	40
Slovenia	98	25	63	63	146	162	97	109	35	40	41	65
Spain	102	144	53	47	161	157	33	48	15	19	50	47
Sweden	20	42	17	20	94	117	7	21	17	18	78	69
United Kingdom	9	16	46	16	17	35	19	23	10	9	67	63

Results

The study was intended to demonstrate the relationship between the quality of the administrative environment, and the level of entrepreneurship in society. So it was necessary to create a measure of quality environment, which could be used in simple regression analysis. It was decided to build an index based on environmental quality has already been described environmental quality indicators. Relationships between components of the index are very weak or moderate (Table 2) This means that a particular country may provide high-quality environment for entrepreneurship in some areas, while others will have administrative barriers that were not removed yet. Administrative environment quality index is the arithmetic mean of partial indicators. Graphical presentation of the interdependence of variables shows that some countries are characterized by lower rates of entrepreneurship than it could be assumed by taking into account the quality of the administrative environment (Slovakia, Lithuania). There are also inverse cases (e.g. Poland). You may also note that some countries are grouped together, which would indicate a similarity between them. Regression coefficients values indicate, that decrease by 1 in regulatory and administrative quality contributes to 25 – 31% of decrease in opportunity environment.

Table 2: Correlations between partial components of the administrative quality measure

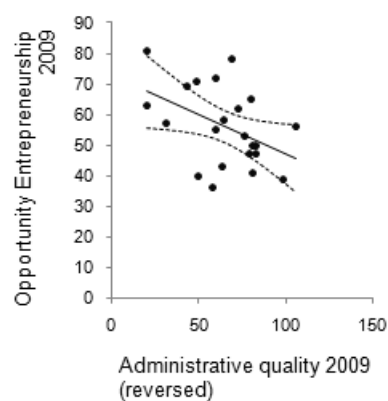
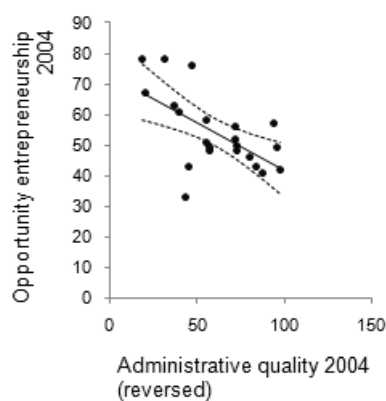
	Starting business	Getting construction permit	Labour regulation	Registering property	Closing business
Starting a business	1				
Getting construction permit	.4557 ⁽²⁰⁰⁴⁾ .3605 ⁽²⁰⁰⁹⁾	1			
Labour regulation	.3285 ⁽²⁰⁰⁴⁾ .1247 ⁽²⁰⁰⁹⁾	-.0845 ⁽²⁰⁰⁴⁾ .04954 ⁽²⁰⁰⁹⁾	1		
Registering property	.1070 ⁽²⁰⁰⁴⁾ -.08609 ⁽²⁰⁰⁹⁾	.3059 ⁽²⁰⁰⁴⁾ .05963 ⁽²⁰⁰⁹⁾	.05460 ⁽²⁰⁰⁴⁾ .0311 ⁽²⁰⁰⁹⁾	1	
Closing a business	.4175 ⁽²⁰⁰⁴⁾ .3555 ⁽²⁰⁰⁹⁾	.5578 ⁽²⁰⁰⁴⁾ .4057 ⁽²⁰⁰⁹⁾	-.0870 ⁽²⁰⁰⁴⁾ .0319 ⁽²⁰⁰⁹⁾	.1493 ⁽²⁰⁰⁴⁾ .0587 ⁽²⁰⁰⁹⁾	1

2004dataset

	R ²	R	Adj. R ²				
	0,369	0,607	0,337				
	Coefficient	Std Error	Std Beta	-95% C.I.	+95% C.I.	t	Prob.
Intercept	72,881	5,907		60,559	85,204	12,338	0,000
Administrative environment	-0,311	0,091	-0,607	-0,501	-0,121	-3,419	0,003

2009 dataset

	R ²	R	Adj. R ²				
	0,198	0,445	0,158				
Source	Coefficient	Std Error	Std Beta	-95% C.I.	+95% C.I.	t	Prob.
Intercept	72,448	7,802		56,173	88,724	9,285	0,000
Administrative environment	-0,253	0,114	-0,445	-0,490	-0,016	-2,222	0,038



The cluster analysis allows for more detailed interpretation of this phenomenon. To determine the countries belonging to the groups single linkage method was used, arranging the similarity values from the lowest to the highest, and then grouping together the countries between which there is the shortest distance in Euclidean space.

Following the procedure of clustering the following clusters were identified:

- cluster 1, whose members are Slovakia and Lithuania
- cluster 2, whose members are France, Portugal, Spain, Italy, Greece, Czech Republic, Slovenia and Latvia
- cluster 3, whose members are Germany, Austria and Estonia
- cluster 4, whose members are Denmark, Sweden, Finland, Great Britain and Ireland

Countries outside the clusters are the Netherlands, Belgium, Poland and Hungary at 3.64 distance level.

Classification, which can be made on the basis of this grouping and analysis includes the following types of countries:

- Countries where the poor quality of the environment translates into a low level of entrepreneurship according to the results of regression (cluster 2)
- Countries where moderate environment quality results in a moderate level of entrepreneurship (cluster 3)
- Countries where a high quality environment translates to high levels of entrepreneurship (cluster 4)

In addition, seen in a group of atypical:

- Countries where with the poor business conditions, the level of entrepreneurship is higher than it would appear from the model (Poland)
- Countries where the with good conditions for business entrepreneurship level is lower than in the model (Slovakia, Lithuania)

There is some consistency between the system of law and membership in the group (table 3). The high quality of the administration and high level of entrepreneurship are characterized by the British and Scandinavian systems. Poor business environment reflected in the low level of entrepreneurship affects the countries where the laws governing the business have French origin. States of German tradition are in the middle. The average score for all member countries of the European Union ranks among a group of French and German. This is consistent with an intuitive understanding of the legal system of the EU, as growing out of the continental tradition. Although it is difficult to speak of a uniform system of law and administration in the case of the European Union as a whole, and in the literature there is even the term of mosaic EU's administrative system, it is believed that the Community institutions operate according to principles drawn from the French model (I. Propeller i K. Scheller). It seems that Community law has had experienced the greatest influence of French and German solutions, since Britain was not among the founding members. Research conducted among officials of the European Commission show that it is in fact far from Weber's model due to internal differences in the organizational structure (hierarchies, networks, structure design), the existence of informal ties (based on nationality, based on previous jobs in the structures EU) and the uneven path of advancement (available on a formal basis, through patronage and lobbying, or reserved for intergovernmental arrangements). In the Nordic and Anglo-Saxon market adoption of management principles in the public sphere encounters less systemic barriers than in countries with traditions of the mainland due to the lack of uniform, codified the rules of administrative law. This is another clue as to the quality of administration affects the level of entrepreneurship.

Table 3 : Legal origin of business regulation in European states

System prawa							
British	French	German	Nordic	Transformation			
				Target system			
				British	French	German	Nordic
UK Ireland	France Italy Spain* Portugal* Greece* Belgium Netherlands	Germany Austria	Denmark Sweden Finland	-	Lithuania	Latvia Poland Czech Republic Slovakia	-

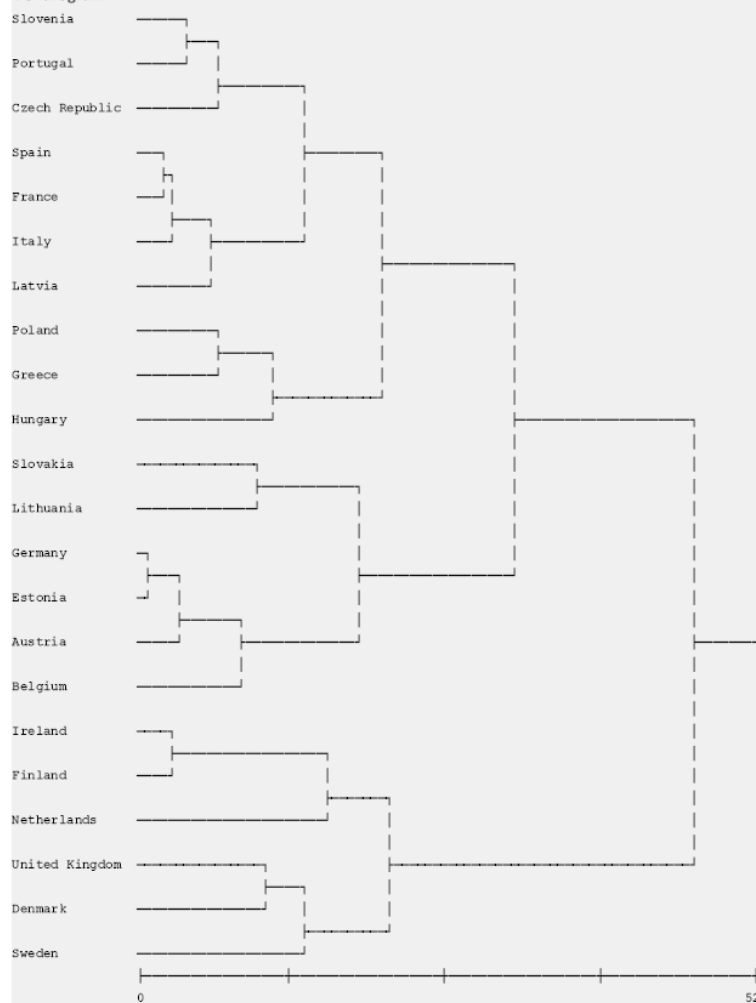
*Former dictatorship

Cophenetic Correlation

R	DF	P
0,745	229	0,000

Figure 1: data set 2004

Dendrogram



Cophenetic Correlation

R	DF	P
0,746	229	0,000

Figure 2: data set 2009

Dendrogram

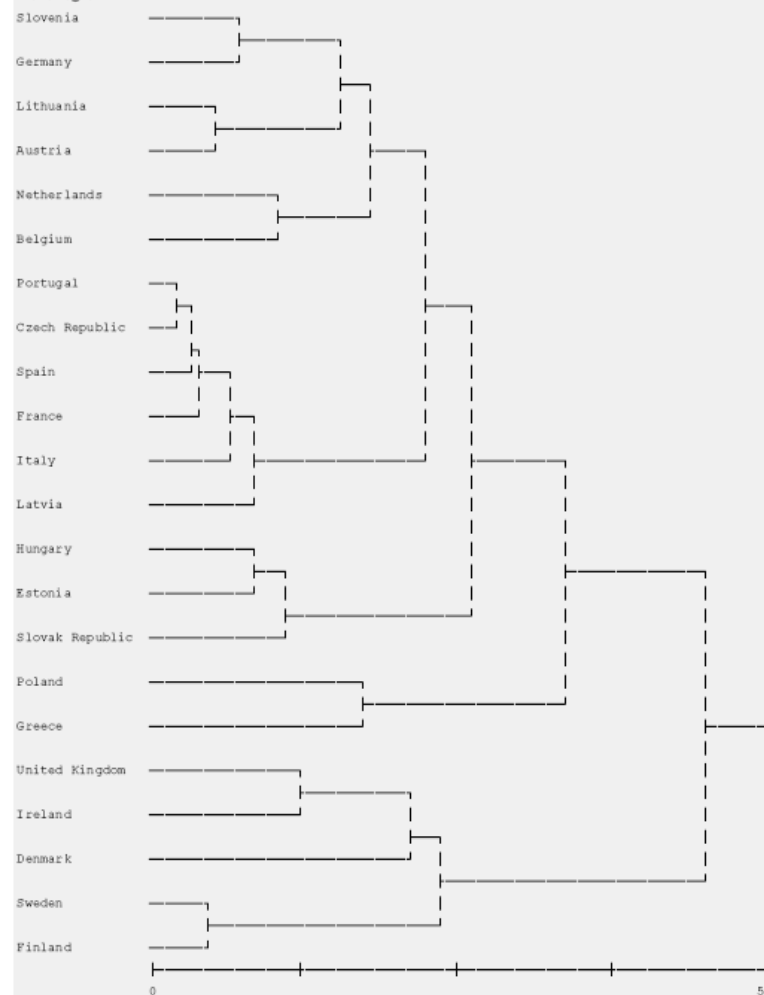


Figure 3

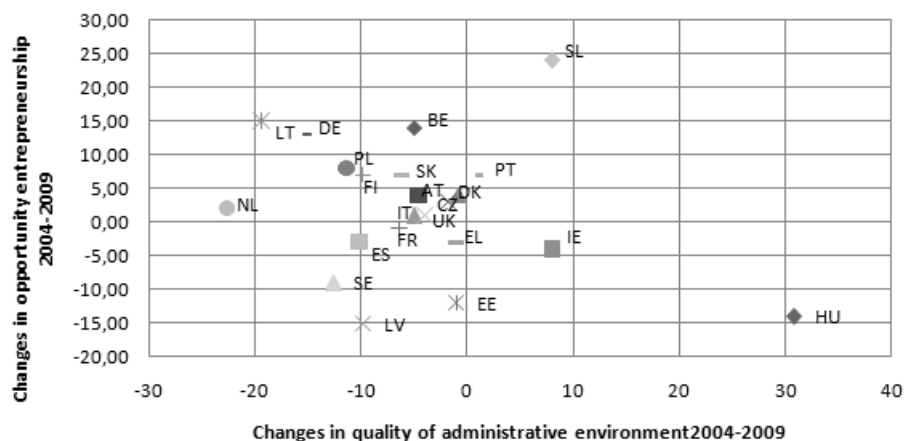
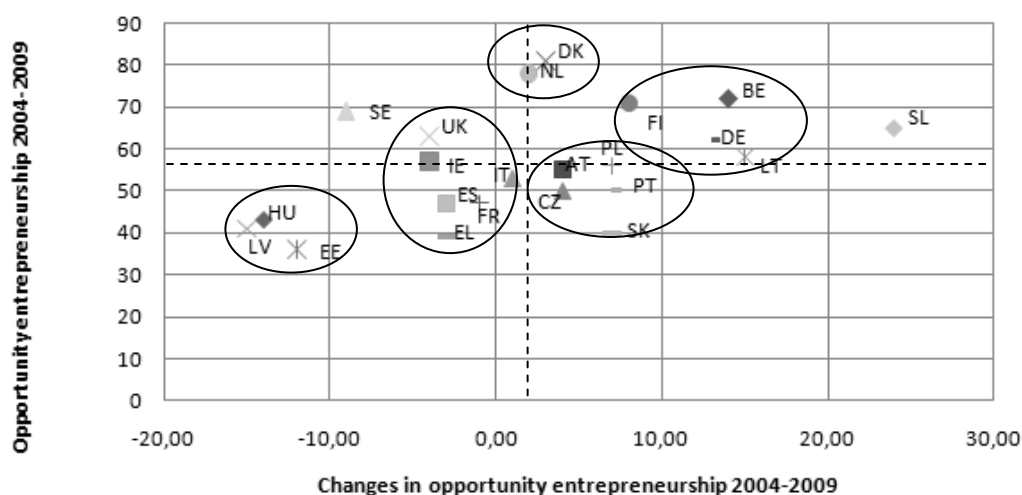


Figure 4



Dotted lines: European average

HU, LV, EE: unwilling entrepreneurs – countries that deteriorate in opportunity entrepreneurship from already lower rates

UK, IE, ES, FR, EL, IT: dropping out – countries with diminishing opportunity entrepreneurship formerly in European average

CZ, AT, PL, PT, SK: catching up – countries with increasing opportunity entrepreneurship formerly in European average

BE, DE, FI, LT: leaders - countries with increasing opportunity entrepreneurship from already high levels

NL, DK: born entrepreneurs – stable top European opportunity entrepreneurs

Source: author's

Conclusions

Summarizing the above considerations we should pay attention to the evolution of thinking about public administration. The public administration is no longer analyzed only from the perspective of the governing of public affairs within the limits and under the law in a passive way, but it becomes an important actor in the socio-economic policy of the state. Administrative environment affects entrepreneurship through multiple

channels. Relations between the administration, and the entrepreneur have a different nature than the pure market relations. From the perspective of entrepreneurs key quality criteria will be those that relate to processes in the administration, and therefore speed, low cost administrative requirements and low procedural nuisance in accordance with that concept declining nature of regulation. The presented model indicates that between member countries, there are important differences in this respect and situation is constantly evolving, with only constant feature of high environmental and administrative quality of Nordic states and visible entrepreneurial spirit in central Europe notwithstanding poor administrative conditions.

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