

Identificación de factores que influyen en la intención emprendedora de las personas en situación de discapacidad: Aproximación a partir de una revisión sistemática de literatura

Identification of factors that influence the entrepreneurial intention of people with disabilities: A systematic literature review

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Resumen: Actualmente, existe la necesidad de comprender los factores asociados con el éxito o el fracaso de los nuevos negocios creados por individuos, particularmente personas con discapacidad. Este trabajo, por tanto, tiene como objetivo identificar

Abstract: Currently, there is a compelling need to understand the factors influencing the success or failure of new businesses, particularly those created by people with disabilities. This paper, thus, aims to identify the main variables reported in previous

las principales variables que han sido reportadas en estudios previos sobre emprendimiento y discapacidad y analizar cómo pueden ser utilizadas para fortalecer los procesos emprendedores de esta población. La metodología consta de dos fases: (1) una revisión sistemática de la literatura para recopilar diferentes investigaciones de calidad y extraer de ellas las diferentes variables (2) un análisis bibliométrico que nos permitió presentar los resultados. Los principales hallazgos muestran un creciente interés en investigar temas relacionados con el espíritu empresarial y los factores que conducen al éxito o fracaso de los empresarios con discapacidad. Si bien las instituciones formales e informales no han sido ampliamente estudiadas en la intención emprendedora de las personas con discapacidad, sí tienen un impacto en el desempeño emprendedor de este grupo de personas.

Palabras clave: Discapacidad; factores determinantes de emprendimiento; iniciativas de emprendimiento; revisión sistemática de la literatura; individuos.

studies into entrepreneurship and disability and analyse how they can be used to strengthen the entrepreneurial processes of this population. The methodology used in this study included two phases: (1) a systematic literature review to collect high-quality investigations and extract relevant variables from them, and (2) a bibliometric analysis to present the results. Our main findings reveal a growing interest in investigating issues related to entrepreneurship and the determinants of success or failure among entrepreneurs with disabilities. Although formal and informal institutions have not been extensively studied in relation to the entrepreneurial intention of people with disabilities, they do have an impact on the entrepreneurial performance of this group of individuals.

Keywords: Disability; determining factors; entrepreneurship initiatives; systematic literature review; individuals.

1. INTRODUCTION

Entrepreneurship is an activity that drives economic growth and development, particularly in less wealthy societies. As indicated by Lederman et al. (2014, p. 1), entrepreneurs play a crucial role in the transformation of low-income societies characterised by reduced productivity. This context applies to Latin America and the Caribbean (LAC), where entrepreneurial activity rates have been on the rise and surpass those of comparable regions. Notably, Colombia has shown very positive results in terms of entrepreneurial activity, occupying the top positions worldwide (Laguía et al., 2017).

However, Latin American enterprises face certain challenges that keep them lagging behind the rest. One of such challenges is that start-up companies in this region are usually smaller (in terms of number of employees) than those in similar growing and developing regions, which limits their ability to compensate for the initial employment gap (Shahzad et al., 2021). Furthermore, according to Varela et

al. (2020), when talking about entrepreneurship, it is important to understand that this phenomenon must be approached from different fronts and considering different variables.

To address this, the Global Entrepreneurship Monitor (GEM) presented a conceptual model encompassing various components of the entrepreneurial process (Varela et al., 2020). Such components include (i) the effects of business environment factors, (ii) the relationships between these factors, (iii) the tasks arising from entrepreneurial activities, and (iv) the outcomes in terms of sustainable social and economic development. Although numerous studies have investigated entrepreneurship dynamics, most of them do not clearly propose concepts to understand the specific variables that influence the entrepreneurial activity of people with disabilities (Blass & Ketchen, 2014; Kayhan et al., 2015; Ng & Arndt, 2019).

Considering this, it is crucial to analyse the different approaches suggested by various authors on this matter (Blass & Ketchen, 2014; Kayhan et al., 2015; Ng & Arndt, 2019). This analysis is particularly important due to the increasing demand for meeting the needs of individuals and specific groups within society (Charles, 2016). One such group is people with disabilities, or different abilities, who are often perceived as vulnerable and lacking opportunities (Pandya & Saxena, 2017).

Notably, the entrepreneurial development of people with disabilities does not follow the same conditions as it does for the rest of society (Uddin & Ahsan, 2015). Since there are different types and levels of disability, administrative and legal entities worldwide have established classifications within the health domain to distinguish and specify the diverse requirements and factors that impact the physical and cognitive development of individuals (World Health Organization, 2017). Moreover, people with disabilities face various challenges that hinder their development, growth, and mobility (Ng & Arndt, 2019).

These challenges, nonetheless, can serve as catalysts for this group of individuals, as although they may appear as barriers or limitations at first, they can ultimately become entrepreneurial factors (Moreno & Tejada, 2016). In other words, these initially negative aspects can become motivating factors for people with disabilities to pursue their projects or entrepreneurial ideas (Syahid et al., 2017). The main reason behind this lies in the impact generated by formal and informal institutions, which shape the behaviours or beliefs of different societal groups and actors (Olaz & Ortiz, 2019).

However, such institutions can be reshaped and influenced by the power exerted in this case by people with disabilities and their families, as the power to change the existing institutional structure is mainly found in coordinated action (Fernández & Miñarro, 2019) and networks. This can be done through participation in these institutions, where it is possible to create, from a shared vision or goal, new institutions with a new approach and development strategy (García et al., 2015).

This transformation is feasible because the elements considered in institutional theory are evaluated within a sociological framework, taking into account the

constructs recognised within a society (Parga et al., 2019). For example, an entrepreneur who has the support of a family member may be better equipped to face all the challenges encountered during project execution (Shahzad et al., 2021). This explains why the acceptance and inclusion of people with disabilities has gained significance in recent years.

Understanding the relationship between institutions, people with disabilities, and entrepreneurship is therefore essential. To that end, we will first provide an overview of the main elements associated with this research.

2. THEORETICAL FRAMEWORK

2.1. Disability

According to the World Report on Disability developed by the World Health Organization (WHO) (2011), over one billion people around the world live with some form of disability. In addition, more than two hundred million of them face considerable difficulties in functioning, which in turn affect their health and academic and economic processes. Disability can be defined as a physical, cognitive, mental, or sensory impairment, a condition requiring medical attention, or a mental illness.

In 2001, the WHO published the International Classification of Functioning, Disability, and Health (ICF). This framework allows for the classification not only of the illnesses and injuries an individual may experience but also their implications according to two dimensions, each with two components. The first dimension corresponds to functioning and disability and includes body functions and structures, as well as activity and participation; and the second dimension pertains to contextual factors and encompasses environmental and personal factors, as shown in Table 1.

Table 1. Summary of the concepts contained in the International Classification of Impairments, Disabilities, and Handicaps (ICIDH)

	Dimension 1: Functioning and disability		Dimension 2: Contextual factors	
Components	Body functions and structures	Activity and participation	Environmental factors	Personal factors
Domains	Body features and structures	Vital areas (tasks, actions)	External influences on functioning and disability	Internal influences on functioning and disability

Constructs	Changes in body functions (physiological) Changes in body structures (anatomical)	Ability to perform tasks in a standard environment Performance realisation Ability to perform tasks in a real environment	Effect or barrier of physical, social, and attitudinal features	Effect of personal attributes
Positive aspects	Functional and structural integrity	Activity participation	Facilitators	Not applicable
	Functioning			
Negative aspects	Deficiency	Activity limitations Participation restrictions	Barriers/Obstacles	Not applicable
	Disability			

Source: Authors' own work based on information from the International Classification of Functioning, Disability, and Health (WHO, Pan American Health Organization, 2001).

2.2. Entrepreneurship

This concept has rapidly evolved and has been studied from different angles. According to Gartner (1985), entrepreneurship must be analysed from four perspectives that intervene in new venture creation (individuals, organisation, environment, and process) and that interact with each other. In other words, this phenomenon cannot be entirely described without investigating all four dimensions as a whole. They should, thus, be considered in a complementary and non-exclusive fashion.

For their part, Ng and Arndt (2019) suggest that entrepreneurship refers to the creation of new ventures by individuals who face diverse social or economic challenges. Sarasvathy, Ramakrishna, Dew, and Venkataraman (2003) define it as a process in which opportunities are identified, created, and exploited. Additionally, entrepreneurial intention serves as a predictor of individuals' decision to become an

entrepreneur. It reflects their desire to pursue an entrepreneurial path or career, shows their determination to initiate entrepreneurial endeavours (Hudea et al., 2021).

3. METHODOLOGY: SYSTEMATIC LITERATURE REVIEW

In this study, we conducted a Systematic Literature Review (SLR). This methodology is used to collect and analyse existing literature in a research field and extract the most relevant information, based on predefined variables, to answer a specific research question (Portuguez Castro, Rey Castillo, & Gómez Zermeño, 2009). As stated by Tebes, Peppino, Becker, and Olsina (2019), an SLR must be systematic, repeatable, and auditable and focus on obtaining evidence from scientific papers stored in digital repositories. To perform the SLR, we followed the five stages outlined by Beltrán (2005).

3.1. Stage 1: Formulating the research question

Before starting a research project, it is essential to clearly identify a knowledge gap or research problem. According to Barderas, Estrada, and Gonzalez (2008), research questions should be specific enough to gather valid information and ensure they can be answered within a reasonable time. In addition, they should state the “who” (target population), the “when” (period of analysis), and the “how” (methodology) of the research.

In accordance with the above, we formulated the following research question for this study: What are the variables involved in the entrepreneurial activity of people with disabilities?

3.2. Stage 2: Defining the inclusion and exclusion criteria

To enhance the rigor and quality of the research, we defined some inclusion and exclusion criteria (shown in Table 2) for the selection of papers.

Table 2. Inclusion and exclusion criteria for the selection of papers

Criterion	Description
C1	Selected papers must be published in peer-reviewed journals to ensure content quality and compliance with academic standards. Thus, to guarantee their reliability, the Scopus, ScienceDirect, ProQuest, and Web of Science databases will be consulted.

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- C2 In line with the previous criterion and to ensure high quality, only papers published in Q1, Q2, Q3, and Q4 journals (according to the SCImago Journal Ranking—SJR—platform) will be considered. Therefore, selected papers must be indexed in Scopus, regardless of the database from which they are obtained.
- C3 Only articles published between 2010 and 2023 will be included.
- C4 Selected papers must be published in journals in the fields of psychology; social sciences; business, administration, and accounting; computer sciences; or health sciences to guarantee their connection to our research topic.
- C5 Selected articles should address topics related to entrepreneurship and people with disabilities in order to ensure they are connected to our research topic and relevant to answer the research question.
- C6 The target population of all the selected papers must be people with disabilities. Articles that focus on disability solely for medical or psychological purposes, rather than entrepreneurship—the focus of this study—will be excluded.
- C7 Papers should only be included once (repetitions in the databases will be discarded).
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Source: Authors' own work based on the systematic literature review.

3.3. Stage 3: Developing the search strategy

Defining a search strategy is crucial for collecting data closely related to the research topic. A rigorous search strategy saves valuable time by facilitating researchers to easily find information and select the most relevant data (Barderas, Estrada, & Gonzalez 2008) to answer the research question. In this study, we first selected the databases relevant to our research area. Then, we designed the search equations for each using keywords that could help us address the research question.

For the selected databases, the search period included articles published between 2010 and 2023. Additionally, some papers from other sources, published within this timeframe, were also considered. After applying the search equations, a total of 12 articles were retrieved from ScienceDirect, 18 from Scopus (search equation 1), 8 from Web of Science, 15 from ProQuest, 24 from Scopus (search equation 2), and 17 from other sources. Table 3 presents the search equations we used for each database.

Table 3. Characteristics of the search strategy - Search equations used for each database

Database	Search equation
ScienceDirect	TITLE-ABS-KEY (("entrepreneur" OR "entrepreneurship" OR "emprendimiento" OR "emprededor") AND ("disabilities" OR "discapacidad" OR "disability" OR "invalidez" OR "incapacidad" OR "impairment") AND ("knowledge" OR "conocimiento" OR "spillover"))
Scopus 1	TITLE-ABS-KEY (("entrepreneur" OR "entrepreneurship" OR "emprendimiento" OR "emprededor") AND ("disabilities" OR "discapacidad" OR "disability" OR "invalidez" OR "incapacidad" OR "impairment") AND ("knowledge" OR "conocimiento" OR "spillover"))
Web of Science	TITLE-ABS-KEY (("entrepreneur" OR "entrepreneurship" OR "emprendimiento" OR "emprededor") AND ("disabilities" OR "discapacidad" OR "disability" OR "invalidez" OR "incapacidad" OR "impairment") AND ("knowledge" OR "conocimiento" OR "spillover"))
ProQuest	TITLE-ABS-KEY (("entrepreneur" OR "entrepreneurship" OR "emprendimiento" OR "emprededor") AND ("disabilities" OR "discapacidad" OR "disability" OR "invalidez" OR "incapacidad" OR "impairment") AND ("knowledge" OR "conocimiento" OR "spillover"))
Other sources	Articles obtained from other sources
Scopus 2	TITLE-ABS-KEY (("entrepreneur features" OR "entrepreneur factors" OR "características del emprendedor"))

Source: Authors' own work.

3.4. Stage 4: Processing data and assessing the quality of the selected papers

After implementing the search strategy and selecting the papers relevant to our study, data were entered into an Excel spreadsheet, systematised, and characterised according to the three aspects presented below. This allowed for a clearer, simpler, and more detailed analysis of the results.

- Aspects of the papers: These variables correspond to information on the quality and intellectual property of the selected articles and journals. The variables include ID, database, journal's name, year of publication, journal's impact factor, citations, SJR indicator, H-index, authors, title, and area of knowledge.

- Aspects of the research: These variables capture various components of the research within each paper, such as methodological design, data analysis technique, and target population.
- Aspects of the entrepreneurship-related variables: This group encompasses variables identified in the articles that help answer the research question. The variables were grouped into three categories: (a) those related to entrepreneurship, (b) those related to disability, and (c) supporting factors. For each variable, we included the following information: name of the variable, number of times it appears, definition, and causal variables.

3.5. Stage 5: Analysing and presenting the results

Finally, once the data were processed, the results were identified, analysed, and presented (according to their pertinence and relevance) in a clear and concise fashion using tables, summaries, and graphs to assist readers in understanding the main findings.

4. RESULTS

After applying the search strategy and defining the search criteria and parameters, a total of 70 documents were retrieved, out of which 35 were closely related to our research topic. Then, of those 35 articles, we selected 23 that met all the inclusion criteria and none of the exclusion criteria.

Among the selected documents, 35% were published in Q2 journals, 30% in Q1 journals, 26% in Q3 journals, and 9% in Q4 journals. Although we observed no relevant trend regarding the journals in which these articles were published, *Cuadernos de Investigación* and *Journal of Enterprising Communities* were the only journals with more than one published paper in the field.

Moreover, *business, administration, and accounting* was found to be the area of knowledge with the highest number of related articles (61%), i.e., the most representative one, as depicted in Table 4.

Table 1. Area of knowledge of the journals in which the selected articles were published

Area of knowledge	# of articles	%
Business, administration, and accounting	14	61
Health sciences	3	13
Psychology	3	13
Social sciences	2	9

Computer sciences	1	4
Total	23	100

Source: Authors' own work based on the systematic literature review.

With regard to the target population, most of the selected studies primarily focused on investigating people with disabilities in general, without addressing a specific form of disability. However, a smaller subgroup of authors specifically examined entrepreneurship in individuals with physical (motor) and mental disabilities, as reported in

Table 2.

Table 2. Population analysed in the selected papers

Population	# of articles	%
People with disabilities in general	11	48
People with physical disabilities	3	13
People with mental disabilities	3	13
General population	3	13
People with orthopaedic, hearing, or visual impairments	1	5
People with visual impairments	1	4
Veterans with disabilities	1	4
Total	23	100

Source: Authors' own work based on the systematic literature review.

Table 6 shows the top ten papers in terms of the number of citations they have received. The article entitled “The knowledge spillover theory of entrepreneurship” stands out as the most cited document, with 635 citations. In this paper, the authors focused on identifying the different characteristics that lead people to create a new venture. In addition, they established a link between new venture creation and knowledge production, positing that this connection ultimately drives economic growth through innovation (Acs et al., 2013).

Next, we find the article entitled “Knowledge spillovers and strategic entrepreneurship”, with 206 citations. This paper examined the relationship between knowledge management and entrepreneurship, suggesting that both factors, although not always resulting in innovative outcomes, are drivers of regional development and key in business competition (Agarwal et al., 2011).

Among the ten most cited documents, we also have the article entitled “Entrepreneurial entry by people with disabilities”, with 44 citations. In this study, the authors analysed how entrepreneurs with disabilities start a business and found

that, during this process, these individuals face challenges and obstacles that may not allow them to establish a viable organisation (Renko et al., 2016).

In the seventh position, we find the article entitled “Teaching skills related to self-employment to adults with developmental disabilities: An analog analysis”, with 40 citations. This paper investigated how teaching different skills to people with disabilities enhances their opportunities to start a business, positively impacting the entrepreneurial process. Moreover, the authors of this paper sought to identify the best practices for entrepreneurs with disabilities to develop the necessary skills for creating and running their own businesses (Dotson et al., 2013).

Table 6. Publications with the greatest impact

Position	# of citations	Title	Author(s)	Journal's impact factor	Year of publication
1	635	The knowledge spillover theory of entrepreneurship	Acs et al. (2013)	Q1	2013
2	206	Knowledge spillovers and strategic entrepreneurship	Agarwal et al. (2011)	Q1	2010
3	126	Hacia un modelo de educación para el emprendimiento: una mirada desde la teoría social cognitiva	Fernando et al. (2011)	Q3	2011
4	111	La evolución del espíritu empresarial como campo del conocimiento. Hacia una visión sistémica y humanista	Laverde (2011)	Q4	2007
5	56	Aprendizaje social e intenciones emprendedoras: un estudio comparativo entre México, España y Portugal	Sánchez (2009)	Q2	2009
6	44	Entrepreneurial entry by people with disabilities	Renko et al. (2016)	Q1	2015
7	40	Teaching skills related to self-	Dotson et al. (2013)	Q1	2013

8	39	employment to adults with developmental disabilities: An analog analysis El perfil del emprendedor y los estudios relacionados a los emprendedores iberoamericanos	Sung and Duarte (2015)	Not assigned	2015
9	35	Understanding partnerships in developing disabled entrepreneurs through Participatory Action Research	Van Niekerk et al. (2006)	(blank)	2006
10	29	Discrimination by microcredit officers: Theory and evidence on disability in Uganda	Labiea et al. (2015)	Q2	2015

Source: Authors' own work.

In our literature review, we also identified many other valuable publications pertinent to the research topic, some of which are described below. For instance, in the article entitled “I never needed eyes to see: Leveraging extreme challenges for successful venture creation”, published in 2019, reference is made to the challenge-based entrepreneurship model proposed by Miller and Le Breton-Miller (2017). According to these authors, people with disabilities develop adaptive mechanisms in response to challenges, which foster cognitive strategies in them to overcome the various obstacles that they may encounter in pursuing their business ideas.

In another paper entitled “Personal self-knowledge, a key factor for entrepreneurship in people with disabilities”, published in 2019, the authors allude to González' idea (2016). This idea highlights that, in the case of people with disabilities, self-knowledge should be promoted by emphasising their sense of self-esteem so that they can find more opportunities to use their talents and skills to their benefit.

The authors of the article entitled *Aproximación sociolaboral a la discapacidad. ¿Alternativas para el emprendimiento?* (A social and labour approach to disability: alternatives for entrepreneurship?), published in 2018, built upon the work of Moreno and Tejada (2016). These authors shed light on the difficulties faced by people with disabilities when starting a new venture, such as lack of funding, lack of training (specifically referring to the capacity for self-management and

occupational planning), and lack of regulations and policies that promote entrepreneurship among this population.

Lastly, the paper entitled “Entrepreneurial entry by people with disabilities”, published in 2015, drew upon the studies by Brush and Hisrich (1999) and Marlow and Patton (2005), who investigated the barriers faced by female entrepreneurs from a gender perspective, in this aspect, the results obtained by Payá et al., (2019) also stand out, who found that, with respect to women's current working conditions, they are more likely to have worse working conditions, greater exposure to psychosocial risks and suffer greater psychosomatic symptoms. Additionally, it addressed theories from authors such as Boylan and Burchardt (2002), who pointed out that factors such as discrimination may push people with disabilities into self-employment as a form of labour insertion.

4.1. Relevant variables identified in our literature review

We found a total of 12 variables related to our research topic. In the first group (supporting factors), the most relevant variables (based on the number of times they appear in the articles) were *personal competencies*, *business skills*, *business education*, and *business management capability*. For the second group (variables related to entrepreneurship), we identified 12 variables, with the most relevant ones being *entrepreneurial intention* and *entrepreneurial spirit*. Finally, for the third group (variables related to disability), we found 10 variables, with *barriers*, *challenges*, *adaptation*, and *discrimination* being the most relevant ones.

For each variable, we also identified its causal variables. Causal relationships are relevant to this study because they allow us to establish a connection between different aspects that may lead businesses created by people with disabilities to succeed or fail, as described in Table 7. A variable is considered causal when it can change its meaning depending on its quantity or quality (Buendía, Colás, & Hernández, 2001) and, therefore, exerts an influence on a main variable. In the case of *entrepreneurship*, *disability*, and *supporting factors*, causal relationships can be understood as a set of events that have an effect on these variables (Escalante, 2009).

Table 3. Variables relevant to this study

Variable	Number of times it appears	Definition provided by a maximum of two authors	Causal relationship with the specified variable
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Personal competencies	2	According to Fernández and Miñarro (2019), they refer to the skills or abilities that entrepreneurs must develop based on their personal experiences. Bagheri and Abbariki (2016) define them as each person's internal states, preferences, resources, and intuitions.	(low self-esteem) (-); (internal control locus) (+) (-); (ability to anticipate) (+); (commitment) (+); (analytical skills) (+); (proactivity) (+); (resilience) (+); (persistence) (+); (self-efficacy) (+);
Business skills	2	Dotson et al. (2013) describe them as the abilities or tools that people with disabilities must develop to start and run their own businesses. Mandiberg and Edwards (2016) define them as the various competencies that allow individuals to successfully establish and operate their own businesses.	(professional skills) (+); (financial skills) (+); (management and communication skills) (+); (technical knowledge) (+); (problem solving) (+);
Business education	2	Balcazar et al. (2014) define it as the various mechanisms and supports that can be provided to entrepreneurs with disabilities. Dakung et al. (2017), drawing from the studies by Van Clouse (1990), Fayolle et al. (2006), Ekpoh et al. (2011), and Ooi et al. (2011), describe it as the scope of the study plans, lectures, or courses that equip students with the necessary business competencies, skills, and knowledge to pursue an entrepreneurial career.	(institutional support through programs) (+); (technical assistance) (+) (indifference from existing business owners) (-); subjects such as (business strategy) (+); (marketing) (+); (key management and purchasing skills) (+); (plan preparation) (+); (strategic planning) (+); (decision-making) (+); (negotiation) (+); (pricing) (+); (market penetration) (+); (organization and management) (+); (workforce management) (+); (cash-flow management) (+);

Business management capability	1	Syahid et al. (2017) define it as an individual's ability to manage an organization, as well as its financial and marketing processes.	(character building) (+); (goal setting) (+); (marketing) (+); (financial management) (+); (independence) (+); (ability to set one's own pace) (+); (schedule) (+); (reduction of transportation problems) (+); (institutional environments) (-); (government policies) (-); (attitudes) (-); (beliefs regarding social roles) (-); (active pedagogies) (+); (role playing) (+); (management simulations) (+); (team projects) (+); (participative discussion sessions) (+);
Entrepreneurial spirit	4	According to Dakung et al. (2017), it refers to an individual's initiative, self-efficacy, and motivation to start a business. Renko et al. (2016) define it as an important source of economic participation for people with disabilities.	(personal attitude towards behavioural outcomes) (+) (-); (perception of social norms) (+) (-); (controlled behaviour) (+) (-); (perceived feasibility) (+); (entrepreneurial self-efficacy) (+);
Entrepreneurial intention	2	According to Sánchez (2009), it refers to a set of factors that exert some influence on an individual's specific behaviour and indicate the extent to which he/she is willing to adopt an entrepreneurial attitude. Fernando et al. (2011) define it as a behavioural variable that predicts an entrepreneurial action even if there are delays.	(attitude) (+) (-); (physical) (-) (+); (informative) (-) (+); (negative attitudes) (-); (lack of knowledge) (-); (mobility barriers) (-); (inadequate vocational rehabilitation) (-); (services) (-) (+); (lack of opportunities for professional
Barriers	3	According to Csillag et al. (2019), they refer to the different obstacles that may arise when starting and running a business, which can make the process difficult. They are classified into personal, economic, and social barriers. Renko et al. (2016) define them as the difficulties faced by people with disabilities	

		when establishing their own businesses.	development) (-); (lack of expertise) (-); (poverty at work) (-); (lack of financial resources) (-); (lack of opportunities) (-); (lack of personal traits) (-); (skills) (-); (social environment) (-);
Challenges	3	According to Pandya et al. (2017), they refer to the different difficulties and obstacles that people with disabilities must face when creating a business. Bagheri et al. (2016) describe them as the difficulties that people with disabilities encounter and must overcome to start their own businesses, as well as those that motivate them to develop their business ideas.	(inaccessible education) (-); (inappropriate working environment) (-); (unperceived benefits) (-); (discrimination) (-); (social competencies) (+); (commitment) (+); (analytical skills) (+); (proactivity) (+); (resilience) (+); (persistence) (+); (self-efficacy) (+);
Discrimination	1	Balcazar et al. (2014) define it as a product of the interaction between the individual and the environment, where society establishes the limits or provides access for entrepreneurs with disabilities to succeed in their business ideas.	(institutional support through programs) (+); (technical assistance) (+) (indifference from existing business owners) (-); (discrimination) (-); (inclusion) (-); (equality) (-); (economic solvency) (-);
Adaptation	2	According to Blass et al. (2014), it refers to the various skills that people with disabilities must develop to face different challenges and adapt to the environment. Pandya et al. (2017) define it as the ability of entrepreneurs with disabilities to adjust to the new demands that may arise when establishing a business.	(cognitive techniques) (+); (high positive emotions) (+); (low negative emotions) (+); (hard work) (+); (ask for help) (+); (creative arrangements) (+);

Source: Authors' own work.

We identified several main variables that were recurrently used by the authors and that we considered relevant as causal variables of *entrepreneurship*, *disability*, and *supporting factors*. Regarding their effect on the main variable, those with a positive (+) sign exert a positive effect, those with a negative (-) sign exert a negative effect, and those with both signs can exert a positive and negative effect depending on the context in which the causal relationship is established.

From the 35 articles that were initially obtained, we extracted information on the type of methodology, methodological design, and data analysis techniques employed in them. Regarding methodology, 69% of the articles followed a qualitative approach; 29%, a quantitative approach; and 3%, a mixed approach. Hence, we focused on the studies that mostly used the qualitative methodology, which, according to López (2002), is an alternative to the rationalist model because the social field deals with a variety of problems, issues, and constraints that cannot be fully explained or understood using quantitative methods.

In terms of methodological design, 31% of the papers employed interviews; 23%, surveys; 20%, literature reviews; and 11%, a combination of these tools. The remaining 15% corresponds to other methods such as case studies, the iThink model, workshops, and the nominal group technique. Moreover, we found that 46% of the articles used data analysis techniques that complement the research carried out, some of which include non-traditional techniques such as challenge-based analysis, the emotional intelligence test, thematic analysis, and data triangulation, as reported in **Error! Reference source not found.**

Table 4. Methodology, methodological design, and data analysis techniques employed in the selected studies

Methodological design	Results	Methodology	Data analysis technique
			Descriptive statistics and hierarchical regression analysis
			Challenge-based analysis
			Critical discourse analysis
		Qualitative 24 (69%)	Relationship analysis (chi-square)
			Inductive analysis
			Thematic analysis
			ATLAS.TI professional software
Case study	4 (11%)		Data triangulation
Interviews	11 (31%)	Quantitative	Regression analysis
Literature review	7 (20%)	10 (29%)	Econometric analysis

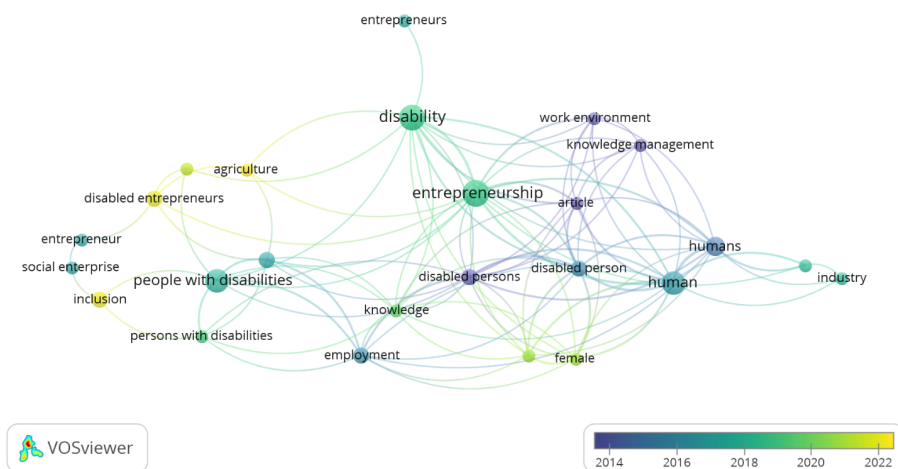
Surveys	12 (34%)	System dynamics
The iThink model	1 (3%)	Fuzzy logic
		Cox proportional-hazards model
		Multinomial logistic regression
		Emotional intelligence test
		Mixed
		1 (3%)

Source: Authors' own work.

The data used in this study were extracted from articles published between 2010 and 2022 and available in Scopus, ProQuest, ScienceDirect, and WoS and then exported in CSV format. Subsequently, the CVS file was imported into VOSviewer to generate the collaboration and keyword co-occurrence network. Figure 1 shows the research trends in the field between 2014 and 2022, with the dark blue nodes representing the oldest research trends and the yellow nodes representing the most recent ones.

As can be seen in this figure, *disability*, *entrepreneurship*, *people*, and *innovation* were the dominant research topics between 2014 and 2016. In 2017 and 2018, they continued to appear, establishing relations with *knowledge management*, *employment associated with opportunities*, and *innovation in technologies and organisations*. During this latter period, *knowledge management* emerged as the predominant research trend.

Figure 1. Network analysis based on data available in Scopus and Web of Science - Research trends in the field between 2014 and 2022

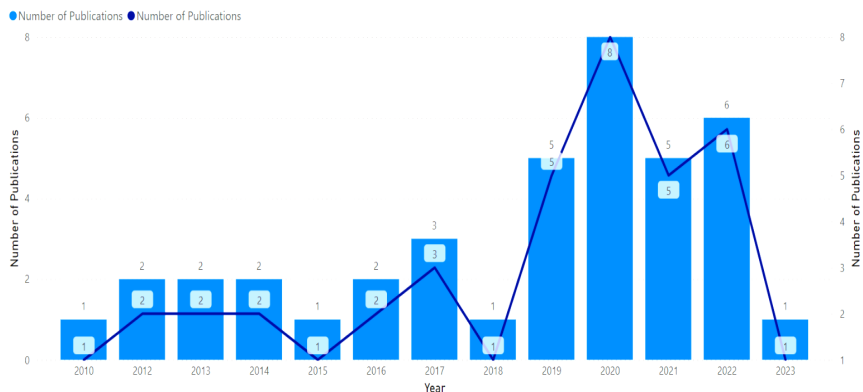


Source: Authors’ own work using VOSviewer and data obtained from articles published between 2014 and 2022.

From late 2014 to 2022, *social enterprise, agriculture, work environment, and inclusion* were the leading research topics in the field of entrepreneurship and disability. This suggests that studies in this field have evolved over time to collaborate with other disciplines and address different perspectives.

Regarding the scholarly production in the field, we found that, between 2010 and 2023, the years 2017, 2019, 2020, and 2022 have the highest number of publications into entrepreneurship in people with disabilities. Importantly, the data reported for 2022 is not complete and may not account for the total scholarly production in that year because this study was conducted in 2022.

Figure 1. Trend in the number of publications per year



Source: Authors’ own work based on the systematic literature review.

As observed in

Figure 1, there was relatively little interest in conducting studies into entrepreneurship in people with disabilities between 2010 and 2015, with only one publication in 2010 and 2015 and two publications per year between 2011 and 2014. From 2016 onwards, nonetheless, there has been a linear trend in terms of number of publications, with a slight decrease in 2018 and 2022, maintaining, however, five publications in the latter year.

5. DISCUSSION OF RESULTS

According to our findings, ability to anticipate, commitment, analytical skills, and proactivity are some of the variables associated with supporting factors and

exerting a positive influence on entrepreneurial intention. Moreover, we identified certain variables closely related to people with disabilities, such as internal control locus, resilience, persistence, and self-efficacy, which not only have a positive effect but are also naturally developed by this group of individuals (Bagheri & Abbariki, 2016). Low self-esteem, however, was found to exert a negative influence. All these variables have some effect on personal competencies, which has been highlighted in the literature as a key factor for individuals looking to start a business.

Among the supporting factors, there is also professional skills, a key variable necessary for developing a business idea. This variable was found to be positively influenced by financial skills, management and communication skills, technical knowledge, problem solving, management and purchasing skills, as well as other factors related to financial, administrative, and economic capabilities. In line with these factors, for example Palma & Guzmán, (2023), highlight the fact that knowledge has currently become a key factor that defines much of the development of the current economy and indicate that it has been considered a commodity or merchandise with crucial qualities. for the development, competitiveness and economic growth of countries.

These findings suggests the importance of providing training to entrepreneurs with disabilities so that they can successfully start their own ventures and develop both social and technical skills to properly manage their businesses. In this regard, formal institutions (specifically the public ones) play a positive role in creating programs that support entrepreneurship, as mentioned by Balcazar et al. (2014). Nonetheless, it is essential to ensure that these programs go beyond purely academic theories about business management and also include training in communication, relationship building, and personal competencies.

Furthermore, as has been suggested, such programs should involve systematic and supervised learning to document the outcomes (Dotson et al., 2013). Additionally, entrepreneurship education has been reported to be closely linked to entrepreneurship action, and the adoption of participative teaching and learning methods have yielded positive outcomes among students (Dakung et al., 2017).

Regarding the variables directly related to entrepreneurship (e.g., entrepreneurial spirit and entrepreneurial intention), we found that they are positively influenced by certain factors such as independence, ability to set one's own pace, ability to manage one's own schedule, perceived feasibility, and entrepreneurial self-efficacy. Conversely, these variables are negatively affected by informal institutions, including institutional settings, government policies, attitudes of different individuals, beliefs regarding social roles, and perception of social norms. Notably, different authors have reported that people often create microenterprises not primarily for generating revenue, but rather to enhance their quality of life and enjoy social inclusion (Reddington & Fitzsimons, 2013).

The main variables related to disability were found to be barriers (i.e., the different obstacles faced by people with disabilities), discrimination, challenges, and

adaptation. In addition, economic, educational, cultural, and attitudinal barriers continue to be the main factors that prevent entrepreneurs with disabilities from achieving business success (Renko, Parker Harris, & Caldwell, 2016). Importantly, this group of variables displayed the highest number of negative, but also positive, causal variables, as people with disabilities have turned some of these barriers into opportunities to develop their business ideas (Balcazar et al., 2014).

Although this may seem contradictory, these variables can serve as success or failure factors for people/entrepreneurs with disabilities. For example, Balcazar et al. (2014) analysed how entrepreneurs, driven by their adaptation needs, used their physical challenges to devise marketing strategies to fund and develop their business ideas and, thus, turn them into successful businesses.

For their part, formal and informal institutions have not been reported to influence entrepreneurship in people with disabilities, although it should be noted that some causal variables may be related to both. Some of these variables include mobility barriers, which can be affected by formal public institutions that could directly contribute to their resolution; inadequate vocational rehabilitation, which may be influenced by formal or informal institutions; lack of opportunities for professional development (i.e., educational opportunities and continuing education); poverty at work (i.e., inequality and unequal job opportunities); and the social environment. For instance, a study by Labie, Méon, Mersland, and Szafarz (2015) revealed that microcredit officers discriminated against people with disabilities based on (1) the belief that they do not have a solid financial capacity and, therefore, are riskier customers, and due to (2) personal biases.

6. CONCLUSIONS

Since entrepreneurship is a topic that falls under the field of business, administration, and accounting, it is not surprising that this area of knowledge has the highest number of publications on the subject. Yet, as investigating disability and entrepreneurial behaviour from the perspectives of psychology and social sciences could yield interesting outcomes, we would expect to find more publications into such topics in these two areas.

Regarding the target population, most authors have mainly focused on people with disabilities in general, without considering that each form of disability may present unique challenges and success or failure factors. Analysing each disability separately, thus, could provide valuable insights. Few authors, however, have conducted such analyses and obtained very similar results regarding factors or variables related to entrepreneurship.

Every day, people with disabilities encounter various personal, physical, social, and infrastructural barriers (often created by society and the system itself), which prevent them from carrying out certain activities. This suggests that the success or failure of a business created by individuals with disabilities may be positively or

negatively affected by factors other than those typically considered. The purpose of this study was, thus, to identify those variables associated with the success or failure of new ventures established by people with disabilities.

This example somehow illustrates the possible effect of financial institutions on the entrepreneurial intention of individuals with disabilities. Even though authors may not directly use the term “institutions” to refer to these formal or informal institutions, the results of their studies reflect their impact on the success and failure of new ventures created by people with disabilities.

On the other hand, the study underscored the significance of personal competencies, business skills, education, and management capability as pivotal supporting factors. These factors contribute positively to entrepreneurial intention and are particularly relevant for individuals with disabilities seeking to establish ventures. Identifying these key factors emphasizes the necessity for tailored training and educational programs that not only encompass academic theories but also nurture communication, relationship building, and personal competencies.

Additionally, the research accentuated variables directly linked to entrepreneurship, such as entrepreneurial spirit and intention, revealing their positive association with attributes like independence, perceived feasibility, and entrepreneurial self-efficacy. However, informal institutions and societal perceptions were noted to negatively impact these variables, signaling the need for more inclusive and supportive policies and attitudes toward entrepreneurship among individuals with disabilities.

Finally, the study delved into disability-related variables, highlighting barriers, discrimination, challenges, and adaptation. While these variables present obstacles, entrepreneurs with disabilities often transform these challenges into opportunities, showcasing resilience and adaptability in their business pursuits. Formal and informal institutions, albeit not significantly influencing entrepreneurship directly, have a nuanced role in addressing certain causal variables related to disability, like mobility barriers or inadequate vocational rehabilitation.

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