Entrepreneurial behavior at people with visual disabilities from Romania

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Abstract: In recent years, the active entrepreneurship is a very promoted alternative in Europe, due to its effects of individual and community development (European Commission, 2003, 2004). Although, the European Union had a hesitant and slow policy for supporting and stimulating the small businesses and entrepreneurship was just a recommendation, starting from the appearance of the Green Paper for Entrepreneurship by 2003, it has been recognised as an opportunity and a viable solution for the crisis of a lagged economy and a changing European society (Lisbon European Council, 2000; Thurik, 2009).

Based on the actuality of the entrepreneurship issue, an academic investigation has been initiated focused on entrepreneurial behaviour at people with visual disabilities from Romania, people who, often stay in "the shadow" of the research intentions because they belong to a minority segment of population that "does not seem" to be very relevant to a society’s collective destiny.

The paper presents the results of a questionnaire application on a 201 subject’s lot and five individual interviews with Romanian impaired businessmen, but it also proposes to change the perception perspective to the disabled persons, redirecting attention to certain features which have many consequences in the psychological, economic and social areas, both individual and collective.

The focus on the disabled population segment should not be neglected because, beyond the vulnerability dimension, but in a close relation with this, such people develop a dependence relation with the state, when they legally become socially assisted, and learn the dependence status by the exercise of daily life. Under these conditions, entrepreneurship can be another kind of daily exercise, but an exercise for independence...

Keywords: entrepreneurial behavior, people with disabilities, socially assisted people, entrepreneurial education, inclusive democratic society, visually impaired people

JEL codes: L26, Z13, I24, I25

1. Entrepreneurship---an accessible alternative for all?

The speed pulse of the social, economic and technological development has revealed, in the last years of the twentieth century, the necessity to promote a new knowledge-based society and an innovation-based economy in Europe and not just here…The contemporary human been, assaulted by new and various provocations, was the key element in this transformative context, but was and still is a vulnerable one; he/she must adapt to all the new complex instruments and the sensitive intersections between the labor market and the personal life requirements, trying to be autonomous, to decide freely, without loosing the identity in a profound interconnected world.

As a European citizen, the contemporary individual must reset educational and existential perspectives using marks and performance trajectories which are accepted by a common knowledge society, as open

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alternatives for all its members; in this context, the competitiveness and the competence have become landmarks concepts and also desired finalities for all the human life sectors.

The European leaders have decided, in 2000 at Lisbon, that European society must become “the most competitive and dynamic knowledge-based economy in the world, capable of sustainable economic growth with more and better jobs and greater social cohesion” (Lisbon European Council, 2000, part I. Point 50).

To this aim, they have also identified five areas of new basic abilities for all: IT, foreign languages, technological culture, entrepreneurship and social interactions ((Lisbon European Council, 2002) and starting with this Lisbon moment, the promotion of entrepreneurship has become a part of confrontation strategy into a world economic competition and an important opportunity for the European economy transformation.

This was reconfirmed in 2003, with the Green Paper of Entrepreneurship where the three main pillars of the entrepreneurial European society were defined: the removal of the obstacles which hinder the business development, the promotion of society that values the entrepreneurial spirit and the rewarding of the entrepreneurial intentions (Commission of the European Communities, 2003).

Next year, in 2004, the European Commission decided an action plan for entrepreneurial intervention support and some strategic directions were identified such as (Action Plan: The European agenda for Entrepreneurship, 2004):

- Encouraging people to become entrepreneurs and entrepreneurship training for young people.
- Support for women and ethnic minorities development, promotion of research, innovation and technology transfer.
- A more favorable legislative framework for small and medium-sized enterprises sector.

However, the analysis of the Lisbon goals achievement has revealed that more focus is necessary on actions which really help attainment of the entrepreneurial goals because there are still many obstacles for entrepreneurial initiatives and frequently, some human categories such as: women, ethnic minorities, people with disabilities, young people, people who live in rural areas and people from disadvantaged areas still report barriers in business development (Susana Martins, 2004). Of course, some academic voices have argued that a transfer from a managerial to an entrepreneurial economy, even if it is natural for all the word, is not quick and easy for Europe because, compared with the United States of America, the European Union did not have an entrepreneurial culture and has done just some hesitant and slow steps for stimulating and supporting the small businesses (A.R. Thurik, 2009).

Even if the Green Paper appearance can be considered a real beginning for a common European economic policy which really values all the entrepreneurial opportunities, every European country must decide the rate which it embraces and promotes the entrepreneurial spirit (A.R. Thurik, 2009). This receptivity speed makes the difference between national economies and also explains why (A.R. Thurik, 2009), while Europe tries as entrepreneurship for all to become a main imperative of its society and proposes the entrepreneurial alternative as a solution for national economic crises (Gasparikova, 2011), the entrepreneurial opportunity can still rest for many European individuals just a tempting and daring wish.

If someone asks „What has happened in Romania?”, he/she can receive answers or discover newspapers, websites or journals with dates which confirm the promotion of the entrepreneurial opportunities at the national level, in the public or private sector. Also, pre-university and university educational institutions, NGOs and mass-media are interested and propose various opportunities for learning how to initiate and to manage a business, and the first view as a whole, look good...But what answers can somebody find who wants to know „What has happened in Romania with the disabled people who aspire to be entrepreneurs?”; for them the entrepreneurial alternative is just an unfeasible temptation or a feasible alternative?

Analysing the national reports of the Ministry of Labor, Family and Social Protection of Romania, at 31st of June 2011, officially notified a number of 690,469 persons with disabilities (Protection of Disabled People-Second Term Report of the Ministry of Labor, Family and Social Protection of Romania, 2011), an approximate percent of 3.18% from the 21,680,974 Romanians (the official number reported by National...
In accordance with the Law 448/2006 on the protection of rights and freedoms of individuals with disabilities, in Romania ten categories of disabilities can be identified: physical, visual, hearing, deaf, blind, somatic, mental, psychological, HIV and associated diseases (Law 448/2006). From these categories, visual disability as rate, is situated on the 4th place, with a number of 110,480 adults and 3,344 children, an approximate percentage of 17% from the total number of persons with disabilities (Protection of Disabled People-Second Term Report of the Ministry of Labor, Family and Social Protection of Romania, 2011; Law 448/2006). The same statistics show that 113,376 persons with visual disabilities are in families, 448 are institutionalized persons and only 2,852 persons are employed (Protection of Disabled People-Second Term Report of the Ministry of Labor, Family and Social Protection from Romania, 2011). In fact, these statistics confirm that it is a significant number of people with visual disabilities who are socially assisted by the Romanian government (in accordance with the law evaluations and indicators) and just a small part of them is active on the labor market.

It is not very clear what has happened with the rest of people with visual disabilities who are not employees, if they are involved in the private business sector or they have other alternatives for increasing the quality of their life, and the situation seems to be the same for other types of disabilities. Probably, these scarce or missing data are often considered not very significant for the movement of the big whole society (and data scarcity can be a start for a presumption), but all of these data are very important for an inclusive democratic society that outlines and proposes the minimum guideline for a comfortable life in the case of all assisted persons, but also are indicators for the way in which the state motivates and encourages them to exceed the limits drowned by external factors of their life, the state itself being exactly one of these.

The lack of clear data about the implication of people with visual disabilities in the business sector has generated the intention to investigate the entrepreneurial behavior and entrepreneurial intentions at this human category which is generally marginally located and very vulnerable at social and economic changing. Although the results apparently speak about a small and an insignificant part of the Romanian people, they reflect the voices of some remarkable and enthusiastic persons who want and have the right to live beautifully and independently.

2. Valorization of the entrepreneurial opportunity by people with visual impairments from Romania

The investigation process of the entrepreneurial behavior at the Romanian people with visual disabilities has started in February 2011 with the financial support of “Al. I.Cuza” University of Iasi, by the POSDRU/88/1.5./S/47646 doctoral project, and the tacit help of the Romanian Association for Blind People, Botosani, Iasi, Neamt, Focsani branches and special high schools for students with visual disabilities from Tg.Frumos, Buzau, Bucuresti, Arad, Timisoara and Cluj that have made available databases and have facilitated the interaction with investigated people.

The first stage of data collection was done by a questionnaire application on 201 people with visual disabilities, between 18 and 70 years old. The participants’ selection moment was very difficult because many people have refused to answer at research invitations and the randomization criterion cannot be always respected. Finally, the subjects’ lot was differentiated by four independent variables:

- **The age categories** - the subjects’ lot had 139 persons between 18 and 29 years old, 29 persons between 30 and 39 years old, 18 persons between 40-49 years old and 15 persons after 50 years old.
- **The biological gender** - the subjects’ lot had 115 masculine persons and 86 feminine persons.
- **The education level** - the subjects’ lot had 78 persons who completed a secondary school, 23 persons who completed a vocational school, 55 persons who graduated from high school, 14 persons who...
graduated a post-secondary school, 21 persons who completed university degree and 10 subjects who completed Master studies.

- The socio-professional situation - the subjects’ lot had 123 persons who are still studying, 31 persons employed in the public sector and 10 persons in private sector, 3 persons who work occasionally, 6 persons involved in businesses, 2 persons who are volunteers in an organization, 4 persons without a job and 22 retired persons.

The participants were informed about the purpose of the research, about the right to refuse participation or to request deletion of personal data from databases (Law 677/2001) and all of them gave their consent for study participation and personal data processing. As persons with visual disabilities they received a visually adapted questionnaire with embossed, big and large printed letters and also, magnifying glasses for reading or a support person where needed, avoiding to influence of the participants’ answers.

The study aimed to investigate the main factors that determinate the entrepreneurial behavior and discourage the entrepreneurial initiative in the case of visually impaired people from Romania, in what way the entrepreneurial behavior and intention vary by age, gender, level of education, participation or non-participation in some entrepreneurial education programs. The data processing was performed using the SPSS 11.0 software for Windows and the statistical operations used were: the frequency analysis to illustrate the subjects’ lot composition, chi square test and crosstabs technique for frequency comparisons, Kruskall Wallis, Mann-Whitney U and test Friedman non-parametric tests (Labar, 2008, Antonesei, 2009).

The first step of data analysis was to identify the percentage of existing and potential entrepreneurs among investigated subjects with visual disabilities. The frequency analysis on business development until the interrogation moment, using the subjects’ responses at item 10: “Have you developed any business on your own or in association with others so far?” showed that 8.5% from the respondents answered Yes and 91.5% said No; these results indicate that just a very small number of inquired people with visual disabilities exploit the developmental opportunities of the entrepreneurial alternative, at the time of the inquiry. Also, the frequency analysis on business intention for a proximate future, using the subjects’ responses at item 11 “Do you intend to open a business on your own or in association with others in the coming years?” showed that 45.3% from the respondents said Yes, 24.9% said No and 29.9% said I don’t know for sure. These results indicate that the inquired people with visual disabilities tend to exploit the entrepreneurial alternative in a near future, even if a relevant precentage of them is still undecided.

![Figure 1](image-url)

Figure 1-The frequency analysis on business development, until the inquiry moment
Aveţi intenţia de a deschide o afacere în nume propriu sau în asociere cu alte persoane în următorii ani?

Do you intend to start a business in the near future?

I do not know
daya
nu
nu ştiu

The second step of data analysis was to verify the differences of the entrepreneurial behavior and intentions in the case of inquired people, by age, biological gender and participation in entrepreneurial education programs. After the crosstabs SPSS technique application and $\chi^2$ test calculation for frequency comparisons, the results indicated that are significant statistic differences for entrepreneurial intention measurement. The analysis shows that:

A. Intention to develop a business in the next years is significantly more obvious at human subjects between 18 and 29 years old, comparing with human subjects after 30 years old and it decreases proportionally with transition at more advanced age category.

Reporting at every age category:
- For 18-29 years age group dominates the intention to open a business in the future.
- For 30-39 years age group the relation between the Yes/Da and No/Nu answers is equal.
- For 40-49 years age group and after 50 years old group dominates the lack of intention to start a business in a near future.

B. The intention to develop a business in the next years is more pronounced with men than with women.

Reporting at biological gender category (figure 3):
- At women the relation between the Yes/Da and No/Nu answers is equal.
- At men the percentage of those who intend to develop a business is much higher than those who do not have this intention or do not know/nu stiu.

C. The intention to develop a business in the next years is more pronounced at persons who followed a program of entrepreneurship education versus those who did not attend such a program (figure 4).

The data analysis continued with the verification of possible differences between the relevance of 11 potential reasons which can have an inhibitory influence on entrepreneurial initiatives at people with visual disabilities from Romania. The respondents made a hierarchical selection for the most powerful reasons that can inhibit the transition from the entrepreneurial idea to a real act. The application of Friedman non parametric test for variables comparison indicated that people with visual disabilities from Romania believe that mainly, the most inhibitor factors of the business initiation come from outside the person and are related
to institutions, economic policies and lack of knowledge about how to initiate a business. The respondents’ choices are identified in figure 5:

**Aveti intentia de a dezvolta o afacere? * gen biologic Crosstabulation**

<table>
<thead>
<tr>
<th>Biological gen biologic</th>
<th>Female (da)</th>
<th>Female (nu)</th>
<th>Male (nu)</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>da</td>
<td>30</td>
<td>61</td>
<td>91</td>
<td></td>
</tr>
<tr>
<td>Expected Count</td>
<td>38.9</td>
<td>52.1</td>
<td>91.0</td>
<td></td>
</tr>
<tr>
<td>% within gen biologic</td>
<td>34.9%</td>
<td>53.0%</td>
<td>45.3%</td>
<td></td>
</tr>
<tr>
<td>Adjusted Residual</td>
<td>-2.6</td>
<td>2.6</td>
<td></td>
<td></td>
</tr>
<tr>
<td>nu</td>
<td>30</td>
<td>20</td>
<td>50</td>
<td></td>
</tr>
<tr>
<td>Expected Count</td>
<td>21.4</td>
<td>28.6</td>
<td>50.0</td>
<td></td>
</tr>
<tr>
<td>% within gen biologic</td>
<td>34.9%</td>
<td>17.4%</td>
<td>24.9%</td>
<td></td>
</tr>
<tr>
<td>Adjusted Residual</td>
<td>2.8</td>
<td>-2.8</td>
<td></td>
<td></td>
</tr>
<tr>
<td>nu stiu</td>
<td>26</td>
<td>34</td>
<td>60</td>
<td></td>
</tr>
<tr>
<td>Expected Count</td>
<td>25.7</td>
<td>34.3</td>
<td>60.0</td>
<td></td>
</tr>
<tr>
<td>% within gen biologic</td>
<td>30.2%</td>
<td>29.6%</td>
<td>29.9%</td>
<td></td>
</tr>
<tr>
<td>Adjusted Residual</td>
<td>.1</td>
<td>-1.1</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Total</td>
<td>86</td>
<td>115</td>
<td>201</td>
<td></td>
</tr>
<tr>
<td>Expected Count</td>
<td>86.0</td>
<td>115.0</td>
<td>201.0</td>
<td></td>
</tr>
<tr>
<td>% within gen biologic</td>
<td>100.0%</td>
<td>100.0%</td>
<td>100.0%</td>
<td></td>
</tr>
</tbody>
</table>

**Figure 3- Comparing the frequency responses to the item ”Do you intend to develop a business?” depending on the biological gender variable**

**Aveti intentia de a dezvolta o afacere? * A ti beneficiat de un program de educatie antreprenoriala? Crosstabulation**

<table>
<thead>
<tr>
<th>Have you attended an entrepreneurial education program?</th>
<th>A ti beneficiat de un program de educatie antreprenoriala?</th>
<th>da</th>
<th>nu</th>
<th>nu stiu</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>da</td>
<td>Count</td>
<td>55</td>
<td>33</td>
<td>3</td>
<td>91</td>
</tr>
<tr>
<td>Expected Count</td>
<td>45.3</td>
<td>43.0</td>
<td>2.7</td>
<td></td>
<td>91.0</td>
</tr>
<tr>
<td>% within A ti beneficiat de un program de educatie antreprenoriala?</td>
<td>55.0%</td>
<td>34.7%</td>
<td>50.0%</td>
<td></td>
<td>45.3%</td>
</tr>
<tr>
<td>Adjusted Residual</td>
<td>2.8</td>
<td>-2.8</td>
<td>.2</td>
<td></td>
<td></td>
</tr>
<tr>
<td>nu</td>
<td>Count</td>
<td>17</td>
<td>33</td>
<td>0</td>
<td>50</td>
</tr>
<tr>
<td>Expected Count</td>
<td>24.9</td>
<td>23.6</td>
<td>1.5</td>
<td></td>
<td>50.0</td>
</tr>
<tr>
<td>% within A ti beneficiat de un program de educatie antreprenoriala?</td>
<td>17.0%</td>
<td>34.7%</td>
<td>.0%</td>
<td></td>
<td>24.9%</td>
</tr>
<tr>
<td>Adjusted Residual</td>
<td>-2.6</td>
<td>3.1</td>
<td>-1.4</td>
<td></td>
<td></td>
</tr>
<tr>
<td>nu stiu</td>
<td>Count</td>
<td>28</td>
<td>29</td>
<td>3</td>
<td>60</td>
</tr>
<tr>
<td>Expected Count</td>
<td>29.9</td>
<td>28.4</td>
<td>1.8</td>
<td></td>
<td>60.0</td>
</tr>
<tr>
<td>% within A ti beneficiat de un program de educatie antreprenoriala?</td>
<td>28.0%</td>
<td>30.5%</td>
<td>50.0%</td>
<td></td>
<td>29.9%</td>
</tr>
<tr>
<td>Adjusted Residual</td>
<td>-6</td>
<td>.2</td>
<td>1.1</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Total</td>
<td>Count</td>
<td>100</td>
<td>95</td>
<td>6</td>
<td>201</td>
</tr>
<tr>
<td>Expected Count</td>
<td>100.0</td>
<td>95.0</td>
<td>6.0</td>
<td></td>
<td>201.0</td>
</tr>
<tr>
<td>% within A ti beneficiat de un program de educatie antreprenoriala?</td>
<td>100.0%</td>
<td>100.0%</td>
<td>100.0%</td>
<td></td>
<td>100.0%</td>
</tr>
</tbody>
</table>
The reasons which can discourage individuals with low vision to start a business | Average rank at Friedman test
---|---
The rarity of the specialized institutions which can support people with disabilities who plan to open a business | 7.67
Discouraged national economic policies | 7.38
The lack of knowledge about how to initiate a business | 7.32
A poor interest for a visual adaptation of the documents in institutions | 6.50
The financial support received from the state is sufficient for a comfortable living | 5.65
The rarity or absence of the entrepreneurial success models from people with visual impairment community | 5.61
The failure fear | 5.43
The convenience and the action hesitation | 5.29
The responsibility and risk fear | 5.19
An insufficient confidence in the personal forces | 5.11
A low level of personal autonomy and the fear for change | 4.86

Figure 5 - The hierarchy of reasons which can discourage individuals with low vision to start a business, based on average ranks obtained from Friedman test

The negative motivations’ analysis also reflected that are significant statistical differences between choosing some reasons and age categories, biological gender and educational level. Non-parametric tests application for comparison indicated different results for the reason “The financial support received from the government is sufficient for a comfortable living”, according to: - Age categories-

- The importance of this reason is higher for subjects between 18 and 29 years old compared with subjects between 30 and 39 years old.
- The importance of this reason is higher for subjects between 18 and 29 years old compared with subjects between 40 and 49 years old.

- Education level-

- The importance of this reason is higher at people who completed a gymnasium level compared with people who graduated from a vocational school.
- The importance of this reason is higher at people who completed a gymnasium level compared with people who graduated from a high school.
- The importance of this reason is higher at people who completed a gymnasium level compared with people who graduated from a post-high school.
- The importance of this reason is higher at people who completed a gymnasium level compared with people who completed a Bachelor’s degree.

Also, some differences for the reasons were identified: “The failure fear” according to the education level:

- The fear of failure is more developed in subjects who completed the Master studies compared with those who graduated from the secondary school.
- The fear of failure is more developed in subjects who completed the Master studies compared with those who have graduated from a post-high school.
- The fear of failure is more developed in subjects who completed the Master studies compared with those who have completed a Bachelor’s degree.
- The fear of failure is more developed in subjects who completed a vocational school compared with those who have completed a post-high school.
“Insufficient confidence in personal forces” according to education level:

- This reason is more important at subject who completed the courses of a vocation school compared with subject who graduated from a secondary school.
- This reason is more important at subject who completed the courses of a vocational school compared with subject who completed a high school.
- This reason is more important at subject who completed the courses of a vocation school compared with subject who completed a post-high school.

These results reveal the need of changes in the national economic framework, but also the necessity to supplement the entrepreneurial education programs that include people with visual disabilities. The educational opportunities must be reconsidered as an offer and link for social integration because people with visual disabilities have not only special educational needs; they also have many and specific needs, especially in development and participation areas.

The state, as the parents in a big family, has the duty to create good opportunities for the individuals, for a secure symbolic fly. And… this is not enough if the fly intentions are dispersed, if they have not learned that the risk assuming behind the safe’s door can be exploited as a new start.

3. The portrait of the Romanian visually impaired businessman

Even the antecedent results have revealed a small percentage of inquired people who are really involved in businesses at the research moment, I have tried to sketch a portrait of the Romanian visually impaired businessman and to propose some success elements, as models for young people with visual disabilities who study entrepreneurial education in special schools and intend to initiate a business. I have applied five individual interviews to visually impaired businessmen (from Botosani, Piatra Neamt, Focsani, Bucuresti and Iasi) who were able to maintain their business in economic crisis context and accepted the interview guide’s items. The identification of some valid research persons was a difficult and limitative process because they did not accept the interview or were in insolvency. However, the analysis of collected data has enabled the shaping of common features, on four referential sections:

A. The performance profile

* The Romanian visually impaired entrepreneur is a man after 30 years old, with an increased level of visual disabilities, very motivated to live independently and autonomously. He has started a business together with a confident person who has no visual difficulties and has a right hand role. He has chosen to initiate the business in association with another “normal “person because he was forced by some limitations of the social and legal procedures and he has chosen team work as a main strategy, in order to anticipate and eliminate the legal limitations, but also for entrepreneurial management, resistance and development.

The observation of the association aspect reveals that it is very important for a person with visual disabilities to exercise and develop the teamwork competences and to learn how he/she can live in relation and reporting to the others’ various existences.

* The Romanian visually impaired entrepreneur has an ascendant professional carrier and a complex vision of entrepreneurial performance, directly linked with initial motivations. The entrepreneurial performance is visible measured by the dimensions of the financial profit, but also can be understood just as the business’s resistance in controversial times, in an economic crisis context. This entrepreneur also highlights a hard visible facade of the entrepreneurial performance, in relation with personal development and autonomy, at his existential marks and values; it cannot be easily measured because it involved the soft dimensions of human personality. In other words, he identifies two inseparable dimensions of the entrepreneurial performance:

- Resistance, business development and profit growth; all these can have a concrete, external measurement and ensure an economic independence;
- Personal development, autonomy and growing self-esteem; these can have an internal measurement, as a piece of an intimate universe, and ensure a personal independence.
The entrepreneurial success for visually impaired person (as material and personal independence) is *predetermined* by the way he builds individually his relationship with the world and is a form of *response*, depending on how he relates to society.

* Once proposed to transform an entrepreneurial idea into reality, the Romanian visually impaired entrepreneur has identified different types of obstacles and has tried to discover good strategies which have made his business stronger and more resistant on the economic market. He considers that the most disturbing obstacles come from the weak national economic policies and a superficial management for the problems and needs of the people with disabilities, especially in state institutions, when someone tries to adopt a normal behavior, in relation with legal proceedings.

*As a business option, he tends to initiate and develop a business in providing services area.

**B. Visually impaired entrepreneur’s motivations and competences**

*The Romanian visually impaired entrepreneur is motivated by the desire to overcome a poor financial situation and to ensure a better living and education standard to his family members. Also, he refuses to accept a dependency status by boss or state, because he does not want to conform with the others life decisions and standards. He feels the stringent need to liberate himself by the psychical tension, generated by the dependency status, whatever its context and nature.

*The Romanian visually impaired entrepreneur does not know very clearly what the entrepreneurial competences are in academic sense, but he knows from his experience that a good business person must show seriousness, perseverance, tenacity and analytical mind, must have the quality of being simultaneously a rational investor and consumer, the ability to select and keep proximal some capable and intelligent persons, the communication capacity, visions and a small dose of madness in risk assuming.

**C. Perceptions of the entrepreneurship importance for people with visual impairments**

*The Romanian visually impaired entrepreneur believes that the entrepreneurship is a very important alternative for all the people’s development, but especially for persons with visual disabilities because it is a powerful factor of change. Entrepreneurship is a financial source, but mostly a way to avoid and to overcome a typical depression, generated by disability, lack of occupation, monotony, isolation or fear for various contexts of life that cannot be effectively controlled by own forces.

*He thinks that, although it is such an important opportunity, the accessibility to business initiation for persons with disability is limited from the beginning because:

- The disabled person still has many unchanged life habits (like the past generations), even the society is already changed and is changing permanently; he tends to have maximum a job, a house and it is enough.
- In Romania the disabled person is educated to stay home, expecting a help to come. The entrepreneurship is an alternative, but for the majority is an alternative that is contrary to what was educated to do and finally, it is easier to receive help than to do something by own forces.
- The education of the disabled person from Romania is more focused on the cultural education and not on developmental education, as must be indicated in the contemporary society.
- An entrepreneurial spirit is not at the disabled persons’ families because, usually, they come from families with a low social, intellectual and educational level.
- In Romania the socio-economics policies for people with disabilities are not very encouraging because the state has no confidence that a visually impaired person can do something durable.

**D. Perceptions of the entrepreneurial education alternatives for visually impaired people**

*The Romanian visually impaired entrepreneur believes that any person with disability has the entrepreneurial education needs and must change his life style and conceptions. But, unfortunately, in Romania is not enough formal or non formal entrepreneurial education opportunities for people with disabilities, or are to poor in practical applications and people learn to many theoretical concepts that have no significant utility in the real world of business.

*The Romanian visually impaired entrepreneur is still tends to choose formal entrepreneurial education offer because:

- He is not very confident in the quality of the NGOs offer.
- He is formed to choose the easy way, to choose something that is already known. The NGOs offer is not very well known and all that is outside of known things can be threatening and are not preferred.

The results can be sketchy as:

**Virtual Pre-start (Business Idea)**

**Real Start Business Initiation (The action)**

**Business Development**

**Entrepreneurial Performance**
- *increased profit;
- *business resistance.

**Propeller resorts:**
1. Extrinsic and intrinsic motivations
2. A personal relationship with the world

**Deficit identification:**
- Financial and quality life deficit
  - Extrinsic motivations
    - Personal deficit as:
      - low degree of autonomy;
      - low self-esteem;
      - unsociability;
      - low resistance to dependence.
  - Intrinsic motivations

**Performance indicators:**
- Financial and quality life growth
  - Financial independence
    - Personal autonomy increase
    - Self-esteem increase
    - Sociability growth
    - Dependence stress growth level
  - Personal independence

A business is inseparably linked by the entrepreneur visions, his personality and the social word. It is a success if it gives a positive response to initial deficits and has a personal measurement scale, by the business initiator marks.

*Figure 6-The entrepreneurial trajectory for Romanian visually impaired businessman*

### 4. Conclusion

The results presented above indicate that people with visual disabilities from Romania do not use enough the entrepreneurial opportunities for personal and community development; they still meet many external, social and economic barriers which cancel the entrepreneurial initiatives, but also meet another kind of barriers that come from the visual impaired persons’ life habits or from personality construction.

The data analyses reflect that people with visual disabilities are *still closed* in their life habits which are sketched by many human intersections in family, school, church and other social institutions of the Romanian society. They do not prefer the personal action initiatives because their normality is to be *included* in already designed contexts and to avoid the unsecure situations. Also, as socially assisted persons, they
accept without many objections the boarders that are drawn by the state, when it gives them life facilities and, indirectly, decides a life comfort standard for every disability degree. The results suggest that people with visual disabilities have learned to live and to consider normally to live accepting the others standards in their life constructions and just a small percent of them really want to build their pure, own life constructions or to boost their life quality...But the life quality degree thinking (for a person with visual disabilities) is not just a state duty, but also her/his duty. In this way, the entrepreneurial initiative can be seen as a refusal of the others’ standards, as a rupture of the others’ dependence, as a change and a development factor. For this to be possible, the educational system of Romania must destroy the old habits of the disabled people and it means that, first of all, education itself must be updated...

On the other hand, the social inclusion vision must be reevaluated from a bilateral perspective because society is not just a simple receptacle which contains or attracts individuals, it is a human meetings’ medium where the state can make a few steps towards its individuals and also, the individuals can make a few steps towards the state. The entrepreneurship for people with visual disabilities can be exactly the proper step, a huge and important individual step not just for an individual Benefit, but also for a collective Benefit, for family, community and nation; entrepreneurship is not just a developmental opportunity, it is a tenting exercise for living together and for innovation. The new generation must be educated to feel the entrepreneurial temptation, to assume the entrepreneurial risks and to transform the personal dreams in realities...to dare...

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5. References

