The Future Implications of Digital Entrepreneurship in Jordan

- An Exploratory Study Using Delphi Technique

الاثار المستقبلية لريادة الأعمال الرقمية في الأردن

- دراسة استكشافية باستخدام تقنية دلفي -

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Thesis Submitted in the Fulfillment Requirements of Master's Degree in Business Administration.

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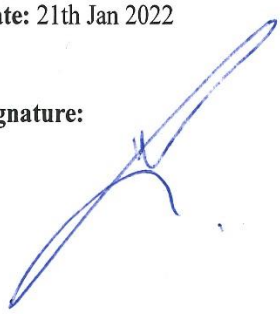

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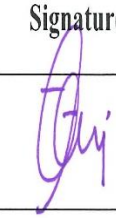
Prof. Ahmad Ali Salih	Supervisor	Middle East University	
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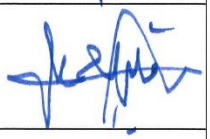
Dr. Fayez Ahmad Albadri	Internal member	Middle East University	
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بسم الله الرحمن الرحيم

شكر وتقدير

الحمد لله الذي بنعمته تتم الصالحات
والصلاة والسلام على المبعوث رحمة للعالمين سيدنا محمد وعلى آله وصحابته أجمعين
أتقدم بجزيل الشكر والثناء والعرفان
لمشرفي الفاضل
البروفيسور أحمد علي صالح
على الجهود الطيبة في هذه الرسالة والشكر لا يوفيك حقك
على أعطاء كل الوقت والجهد الممكن لجعل هذا العمل يتحقق
والسيد عثمان محمد عطالله على المساعدة في أخراج الأنموذج للشبكة العصبونية
، وكل من ساهم في إنجاز هذا العمل
جزاكم الله خيرا ونفع بعلمكم وسدد خطاكم

الباحثة
ياسمين فارس داود

أهداء

الحمدُ لله الذي بنعمته تتمُ الصالحات الحمد لله ما انتهى درّب ولا ختم جهد ولا تم سعي إلا بفضله

الحمدُ لله

على البلوغ ثم الحمدُ لله على التمام والحمدُ لله من قبل ومن بعد أهدي تخرجي إلى الشخص الذي

أمدني بالعطاء

و القوة و الشموخ و بالحب و الحنان و الوفاء أبي الغالي رحمه الله ولمن كنت لها الأمل الذي

راودها في حياتها

فحلمت أن تراني في مثل هذا اليوم إلى تلك الشجرة الباسقة في وجه أعاصير الحياة والتي ترنو

بأغصانها

إلى السماء متضرعة بالدعاء لي لمن ضحت لتنير طريقي وثابرت لكي أكون في قمة المرتجى

أمي العزيزة أطال الله في عمرها .

الباحثة

ياسمين فارس داود

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The Future Implications of Digital Entrepreneurship in Jordan

- An Exploratory Study Using Delphi Technique

Prepared by: Yasmeen Faris Hasan Daoud

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Abstract

The study aimed to anticipate the future implications of digital entrepreneurship in Jordan through an exploratory study using Delphi technique to solicit the opinions of experts with specialization from the survey sample and Delphi technique (30) experts , and the interview study tools and the questionnaire to collect data through three rounds to reach expert consensus on the economic and social implications of digital entrepreneurship in Jordan and an open questionnaire was applied to 20 participants that included pioneers, academics and specialists in the field of entrepreneurship. A head containing these phrases expresses in its content the future implications of digital entrepreneurship in Jordan from the point of view of experts, divided into two dimensions as follows:

- The first dimension: the future economic implications of the future of digital entrepreneurship in Jordan; It includes (37) phrases that express the future economic implications of the future of digital entrepreneurship in Jordan and includes three sub-dimensions, which are the first dimension: unemployment and inflation which includes (11) phrases, the second dimension: economic development which includes (17) phrases, and the third dimension: technological change which includes (9) phrases.
- The second dimension: the future social implications of the future of digital entrepreneurship in Jordan; It includes (28) phrases that express the future social implications of the future of digital entrepreneurship in Jordan, from the experts' point of view. These implications are divided into three sub-dimensions: the first dimension is social roles which includes (9) phrases, the second dimension is social interaction which includes (7) phrases and the third dimension is cultural change which includes (12) phrases.

The study also shows that there are no differences between the opinions of experts on the economic and social implications and their approved dimensions. Recommendations were presented, and the most important recommendations is providing educational opportunities for digital entrepreneurship, holding explanatory and introductory courses, and encouraging entrepreneur to do digital projects because of their importance in terms of providing job opportunities, developing the expertise of individuals, understanding the complexities associated with the process of converting existing projects into digital projects and assisting in holding digital literacy courses which is considered a very important part of keeping pace with technological development and helping individuals to know the talents they possess by publishing books, research and studies that are concerned with this field, holding competitions among school or university students on the extent of their understanding of the subject and their opinions about it, motivating them and helping them to reach their goals.

Keywords: Digital entrepreneurship - foreseeing the future - Delphi technique - economic implications - social implications.

الاثار المستقبلية لريادة الأعمال الرقمية في الأردن

– دراسة استكشافية باستخدام تقنية دلفي –

إعداد: ياسمين فارس داود

إشراف:الأستاذ د.أحمد علي صالح

ملخص

هدفت الدراسة إلى توقع الآثار المستقبلية لريادة الأعمال الرقمية في الأردن من خلال دراسة استكشافية باستخدام تقنية دلفي لاستطلاع آراء الخبراء المتخصصين من عينة الأستطلاعية وتقنية دلفي (30) خبيراً ، وتم استخدام أدوات الدراسة (المقابلة والاستبيان) لجمع البيانات من خلال ثلاث جولات للوصول إلى إجماع الخبراء حول الآثار الاقتصادية والاجتماعية لريادة الأعمال الرقمية في الأردن ، وتم تطبيق استبيان مفتوح على 20 مشاركًا وشمل روادًا وأكاديميين ومتخصصين في مجال ريادة الأعمال. ويحتوي على6 ابعاد رئيسة في محتواه عن الآثار المستقبلية لريادة الأعمال الرقمية في الأردن من وجهة نظر الخبراء ، مقسمة إلى بعدين على النحو التالي:

– البعد الأول: التداعيات الاقتصادية المستقبلية لمستقبل ريادة الأعمال الرقمية في الأردن, ويتضمن (37) عبارة تعبر عن الانعكاسات الاقتصادية المستقبلية لريادة الأعمال الرقمية في الأردن ، وتشمل ثلاثة أبعاد فرعية هي البعد الأول: البطالة والتضخم الذي يشمل (11) عبارة ، والبعد الثاني: التنمية الاقتصادية ، ويشمل (17) عبارة ، والبعد الثالث: التغير التكنولوجي ويشمل (9) عبارات.

– البعد الثاني: التداعيات الاجتماعية المستقبلية لريادة الأعمال الرقمية في الأردن. ويتضمن (28) عبارة تعبر عن الآثار الاجتماعية المستقبلية لمستقبل ريادة الأعمال الرقمية في الأردن من وجهة نظر

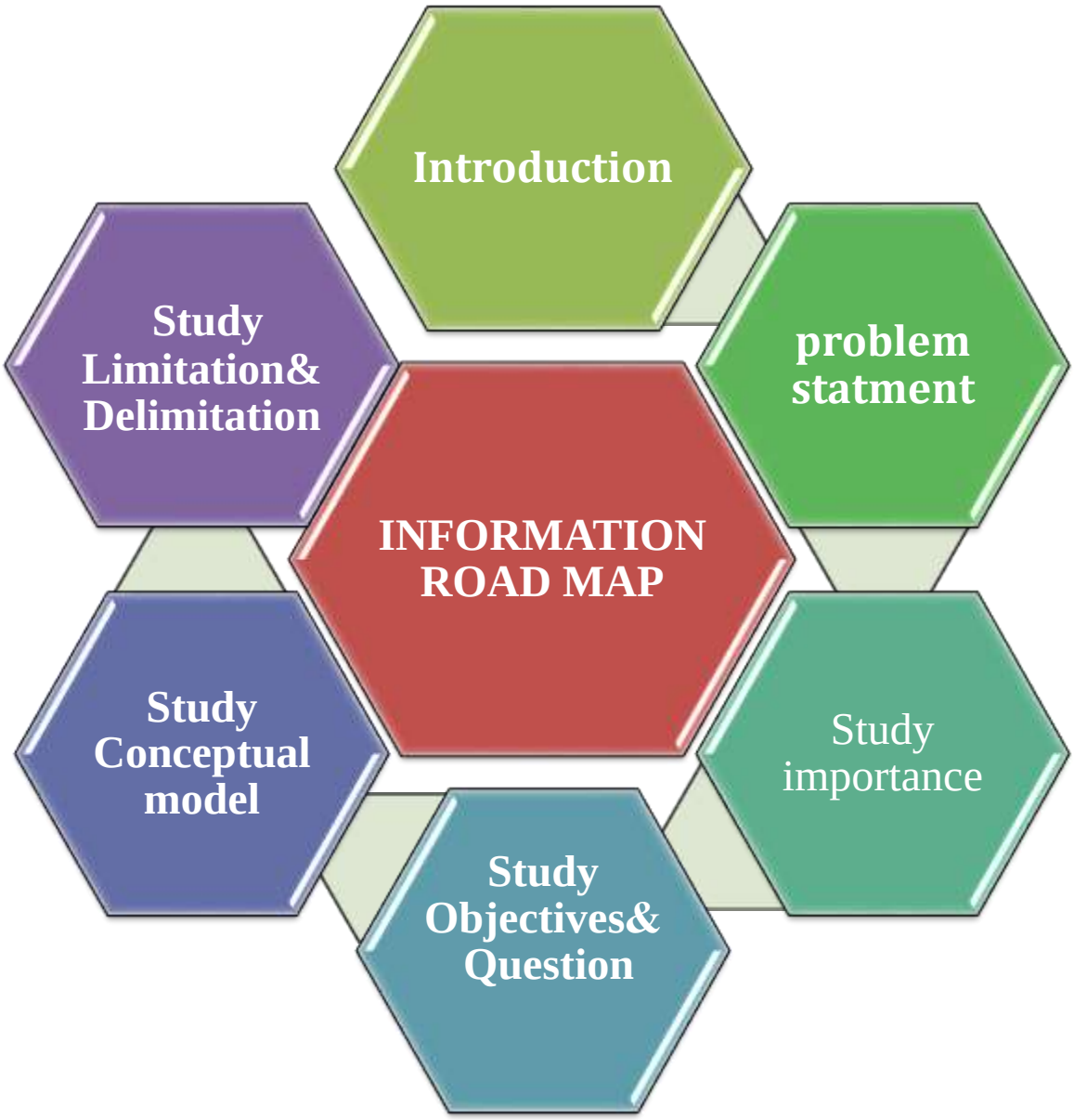
الخبراء, وتنقسم هذه المعاني إلى ثلاثة أبعاد فرعية: البعد الأول الأدوار الاجتماعية الذي يشمل (9) عبارات ، والبعد الثاني وهو التفاعل الاجتماعي الذي يشمل (7) عبارات والبعد الثالث وهو التغيير الثقافي الذي يشمل (12) عبارة.

كما أظهرت الدراسة عدم وجود فروق بين آراء الخبراء حول الآثار الاقتصادية والاجتماعية وأبعادها المعتمدة و تم تقديم التوصيات و من أهمها توفير فرص تعليمية لريادة الأعمال الرقمية ، وعقد دورات تفسيرية وتمهيدية ، وتشجيع المشاريع الرقمية لريادة الأعمال لما لها من أهمية من حيث توفير فرص العمل ، وتطوير خبرات الأفراد ، وفهم التعقيدات المرتبطة بعملية تحويل المشاريع القائمة إلى مشاريع رقمية والمساعدة في عقد دورات محو الأمية الرقمية والتي تعتبر جزءًا مهمًا للغاية في مواكبة التطور التكنولوجي ومساعدة الأفراد على معرفة المواهب التي يمتلكونها من خلال نشر الكتب والأبحاث والدراسات التي تعنى بهذا المجال ، وإقامة مسابقات بين طلاب المدارس و الجامعات حول مدى فهمهم للموضوع وآرائهم فيه ، وتحفيزهم ومساعدتهم على الوصول إلى أهدافهم.

الكلمات المفتاحية: ريادة الأعمال الرقمية – استشراف المستقبل – تقنية دلفي – الآثار الاقتصادية – الآثار الاجتماعية.

Chapter One

Study Background



Chapter One Study Background

Introduction

Based on the technological development that is taking place in the world, one of the most important basic drives for development is the digital economy which aims to stimulate the ecosystem for creativity and innovation, enabling and developing digital entrepreneurship and supporting its growth and development from the initial stages of generating ideas and establishing successful projects, contributing to their development and sustainability (Maulana & et al, 2020).

This is one of the reasons entrepreneurship is in higher demand than ever before in the digital era because entrepreneurship plays an important social and economic development component in addressing unemployment issues by expanding the range of consumer goods available and enhancing competitiveness and general prosperity (Fang & Alan, 2016).

The best evidence for the above, Digital entrepreneurs with their new ways of doing business have affected the entire world lately (Krauss et al., 2019).

However, digital entrepreneurship involves more than just conducting online meetings, going paperless, or communicating via social media. Rather, it should be seen as a comprehensive way of thinking that covers all organizational operations, communication and service providing two examples (Salih, 2013).We can enjoy benefits if we succeed in "thinking digitally," such as incorporating digital process support at all levels (long-term success and stay up with increasing rivals) (Soltanifar & Hughes, 2021) .

Despite the numerous benefits that digital entrepreneurship provides, it has also been associated with substantial failure risks due to the continual and radical technical advancements and the uncertain and undefined role of employees in a digital organization.

(Samara & Terzian, 2021) Many new businesses with competitive products fail because they do not pay enough attention to the market. This issue may be especially widespread in the context of digital entrepreneurship due to the essential emphasis on technique connected with building a digital firm. The founders of a new digital enterprise had to find and understand the technology required to run their firm. (Yu Ting & Eiríkur Hull, 2013).

The transition from work to entrepreneurship is becoming simpler as technology, business models and increasingly creative social media advertising develops (Arifuddin & et al, 2022).

Facing the challenges and failures in implementing digital entrepreneurship and trying to reach the most appropriate practices to implement them in practice and reap advantages requires anticipating their future implications.

Delphi technique will help digital entrepreneur to make better decisions since it has a lot of advantages like building consensus, projecting the future, bringing together geographically scattered panel experts, response anonymity and secrecy structured/organized group communication procedure, efficiently utilized to provide the groundwork for future focused research, minimizes excessive side-tracking for panelists and avoids direct confrontation of experts with one another (encourages honest opinion, free of group pressure, and limited time required for responders to complete Pilot Samples) (Skinner, Nelson, Chin, & Land, 2015).

Delphi is a technique of polling a group of knowledgeable people in order to get an agreement on a certain issue. The Delphi technique organizes individual dialogue in such a manner that a group of people can cope with difficult problems. (Turoff & Linstone, 2002)

The Delphi is a technique that involves polling a panel of experts to get a group opinion or conclusion and experts complete many rounds of Pilot Samples, with the results pooled and shared with the group at the end of each cycle each round, the experts might alter their replies based on how they perceive the "group response" presented to them and the end result is intended to represent a real consensus on what the group believes. (TWIN, 2022)

Based on the foregoing, the current study came to explore the future implications of digital entrepreneurship in Jordan using the Delphi technique.

Problem Statement

The problem of the current study is summarized in the limited of exploratory studies related to entrepreneurial practices and their applications in general and Jordan in particular, which generated a knowledge gap in anticipating their future implications on all aspects of life, especially those related to business.

This problem has been identified and knowledge gap through two sources: **The first is the literature and previous studies.**

The need to comprehend every entrepreneurship-related topic cannot be overstated. Every company owner has to keep up with changes in the market as well as in the tastes and preferences of their customers in order to compete in the marketplace and reach their goals. Utilizing contemporary digital tools and software might be important at times to engage with customers and to raise the perceived worth of a product. It is crucial to incorporate these technologies into the business because the modern world relies heavily on both domestic and foreign technology. In this regard, the ability to accomplish all tasks precisely and successfully is made possible by digital entrepreneurship (Vineela S. , 2018).

The digital age is here in full force. It is at the height of its power and becomes bigger every day. We are currently in a time where all organizations, large and small, are altering their business practices and adopting digital (Rozani, 2019).

In the digital era, it is crucial to comprehend the traits of digital entrepreneurship and digital transformation and how they are connected. Such an understanding of digital entrepreneurship is seen as a crucial tenet for fostering innovation, job creation and economic progress. However, a number of problems with digital entrepreneurship and digital transformation are pervasive and prevent digital entrepreneurs from maximizing the benefits that digital entrepreneurship brings to the value of their businesses (Marié Hattingh, 2020).

According to (Elia, Margherita, & Passiante, 2020), their study recommended that we need more investigation to elaborate the relevant constructs and use them to construct a more robust and rigorous definition of the digital entrepreneurship ecosystem.

The study of (Pinchot & Soltanifar, 2021) revealed that digitalization has opened the path for new entrepreneurial opportunities; however, the amount of attention paid to the role of digital entrepreneurs within existing organizations is limited.

The study of (Soluk, Kammerlander, & Darwin, 2021) concluded that Digital Entrepreneurship is frequently regarded as a critical means of addressing the ongoing problem of poverty among developing-country rural populations. But this requires enlisting the help of various stakeholders— specifically, family, community, and business partners—helps to fill institutional gaps and foster entrepreneurship and showed in their study that despite the importance of the issue of digital entrepreneurship, there are several limitations to this topic. Although many of this study is open up for interesting avenues for future research. Due to a lack of adequate data, there is a lack of information about the

factors affecting the survival and growth of digital entrepreneurship (Murthy & Rathnam, 2022).

Several current works of literature identify the Digital Entrepreneurship phenomenon with lack of good theoretical grounds (Paul, Alhassan , Binseif, & singh, 2023).

The second source was interviews, the researcher conducted interviews with five interested members and specialists practicing the topic of digital entrepreneurship, and the interviews were unstructured. And there is a need for studies in the Arab world in general and in Jordan in particular on the issue of digital entrepreneurship. The most important implications that were unanimously agreed upon are the economic and social implications, and their importance and great impact were mentioned in Appendix (1) that includes the names of the members and their information.

As a result, anticipating the future of digital entrepreneurship, awareness sciences, and digital creativity is essential: facilitating the role of the digital community and enabling individuals to access entrepreneurship groups to exchange knowledge and experiences through the development of a set of joint events, competitions and educational programs. We will obtain a satisfactory result using the Delphi technique, which will aid technology in increasing the efficiency of systems, products and services. It will also aid in the tracking and streamlining of operations, the maintenance of data flow and the management of contacts and employee records. Indeed, increased operational efficiencies help reduce costs while also allowing the business to grow rapidly.

Study Importance

The importance of the study is divided into scientific importance and practical importance:

Scientific Importance

The importance of this study is listed in the following points:

Many studies (Al-Taher, 2022) & (Amjad, 2021) & (Samara & Terzian, 2021) have agreed on the existence of implications and importance of digital entrepreneurship, the lack of understanding of how to implement digital entrepreneurship, and the existence of challenges and the failure of projects due to the lack of studies, which can lead to positive economic and social implications that can be benefited from and overcome the challenges.

It is important to have a targeted skills development program that focuses on specific digital skills within the broader digital technology as Jordan tries to take advantage of the global skills shortage. (Ministry of Digtal Economy and Entreprenership , 2022).

It is not possible to discuss intellectual capital investment apart from the digital sectors, the transition to digital industries and the manufacturing of artificial intelligence apps, software, and digital commodities must become a genuine culture and a fundamental strategy for creating new job possibilities and reducing unemployment (Al-Taher, 2022).

Graduate students pursuing their master's and doctoral level research find the Delphi technique to be an appealing technique. It is a versatile research method that has been employed with success (Skulmoski & Hartman, 2007).

The variables of this study play an important role in the survival and prosperity, which is important and crucial for business and organizations on the long term.

This study will analyze the nature of the theoretical relationship between the main variables (digital entrepreneurship, Delphi technique, social implications, economic implications) and clarify the most important results of previous studies in this field and what are the knowledge gaps in previous studies.

The business sector has been impacted by the worldwide COVID-19 problem in every nation. It is unrealistic to expect the economy to immediately return to normal even when the crisis is over.

The way we travel, buy things, manufacture them, work, and shop has changed. The future efficiency of the economy will be impacted by this (Cepel, Gavurova, Dvorsky, & Belas, 2020).

This study will analyze new technology possibilities and pervasive societal tendencies interact to shape the digital world. These advancements allow the growth of the sharing economy and open up a number of new entrepreneurial options that enterprises might take up. Both have a significant social and economic implications. However, the new business options suggest a paradigm shift in how we see entrepreneurship (Evgueni Vinogradov, 2021).

This study will provide a conceptual framework on the topic of digital entrepreneurship, as it is a new topic and studies on this topic are very limited, especially in the Arab environment, which needs more concepts and content on this topic.

Practical Importance

The study in its various forms in Jordan will be present its implications on the economic and social aspects. The results of this study will help the decision maker to broaden his horizon to take into account other variables and continuous changes in work environments.

Study Objectives

The main aim of this study is to explore the future implications of digital entrepreneurship in Jordan through:

1. Providing a theoretical framework of digital entrepreneurship and Delphi technique.
2. Determining the economic implications of digital entrepreneurship in Jordan.
3. Determining the social implications of digital entrepreneurship in Jordan.
4. Describing the appropriate dimensions under which the economic implications are included.
5. Describing the appropriate dimensions under which the social implications are included.
6. Describing the percentage of experts' agreement on the economic and social implications according to the specific dimensions and according to the three Delphi rounds.
7. Proposing a model for the future economic and social implications of digital entrepreneurship in Jordan.

Why we choose the economic and social implications?

The ability of society to achieve social stability as a result of the existence of a form of justice and a policy of equal opportunities, improving the quality of services provided to society, and advancing development based on increased education and social awareness at the level of individuals are all examples of its significance. Promoting technological advancement and eradicating unemployment while gaining advantages for the organization, such as enhancing the organization's reputation in society and enhancing the working environment, which fosters a culture of collaboration and interdependence (mohammad, 2021) .

Study Questions

According to problem statement, the main questions of this study is:

What are the future implications of digital entrepreneurship in Jordan?

The main question is divided into these sub questions:

1- What are the future economic implications of digital entrepreneurship in Jordan?
2- What are the future social implications of digital entrepreneurship in Jordan?
3- What are the appropriate dimensions under which the economic and social implications are included?
4- What is the percentage of experts' agreement on the economic and social implications according to the specific dimensions and according to the three Delphi rounds?
5- Are there statistically significant differences between the opinions of experts attributed to the dimensions of the economic and social implications?
6- What is the proposed model for the future economic and social implications of digital entrepreneurship in Jordan?

Study Conceptual Model:

Figure 1.1 Describes the conceptual model of the study

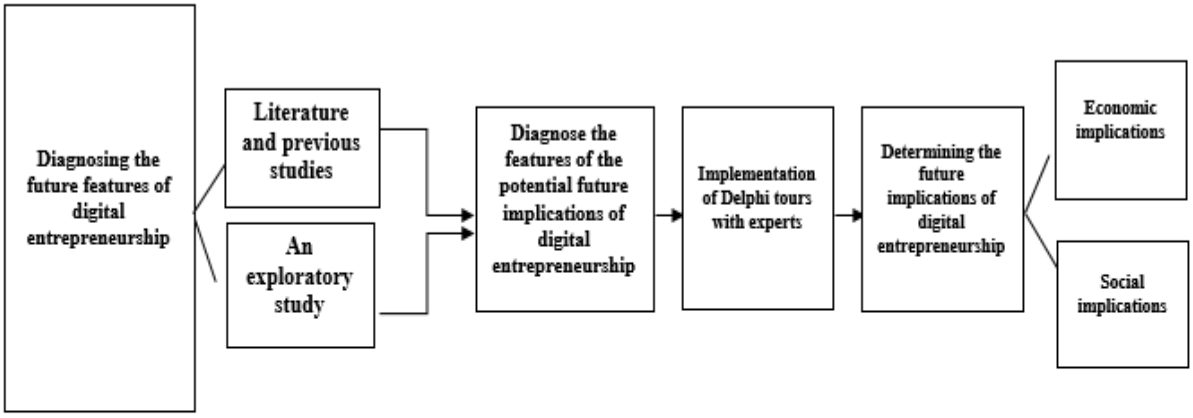


Figure 1 .1

Conceptual Model of Study

The model was developed based on:

Tang, Lai, Chou 2016; Uceda, Luna, Lafuente ; 2017Gelderen, Wiklund, McMullen ;2021 Murthy, Subramanyachary, Naidu, Singh, Rathnam 2022; Maulana, Purnomo, Pratama, Widartha, Arifuddin 2022;Paul, Alhassan, Binsaif, Singh 2023 ;)

Study Limitation

The limitation of the study is summarized in the following aspects:

1- The current study will be applied in Jordan and it will not be able to be applied outside Jordan.
2- Study results depend on the responsive degree of individual sample responds and their objectivity.

Study Delimitation

Spatial: all organization in their different forms in Jordan. **Experts**: selective sample of pilot samples and Delphi experts. **Temporal**: The year of 2022/2023.

Scientific Frontiers: social implications, economic implications.

Conceptual Definitions:

Entrepreneurship: Identifying possible business possibilities and pursuing them through the recombination of existing resources or the development of new ones in order to create and sell new goods and services.

Digital Entrepreneurship: is broadly defined as the creation of new ventures and the transformation of existing businesses through the development of novel digital technologies and / or novel applications of such technologies.

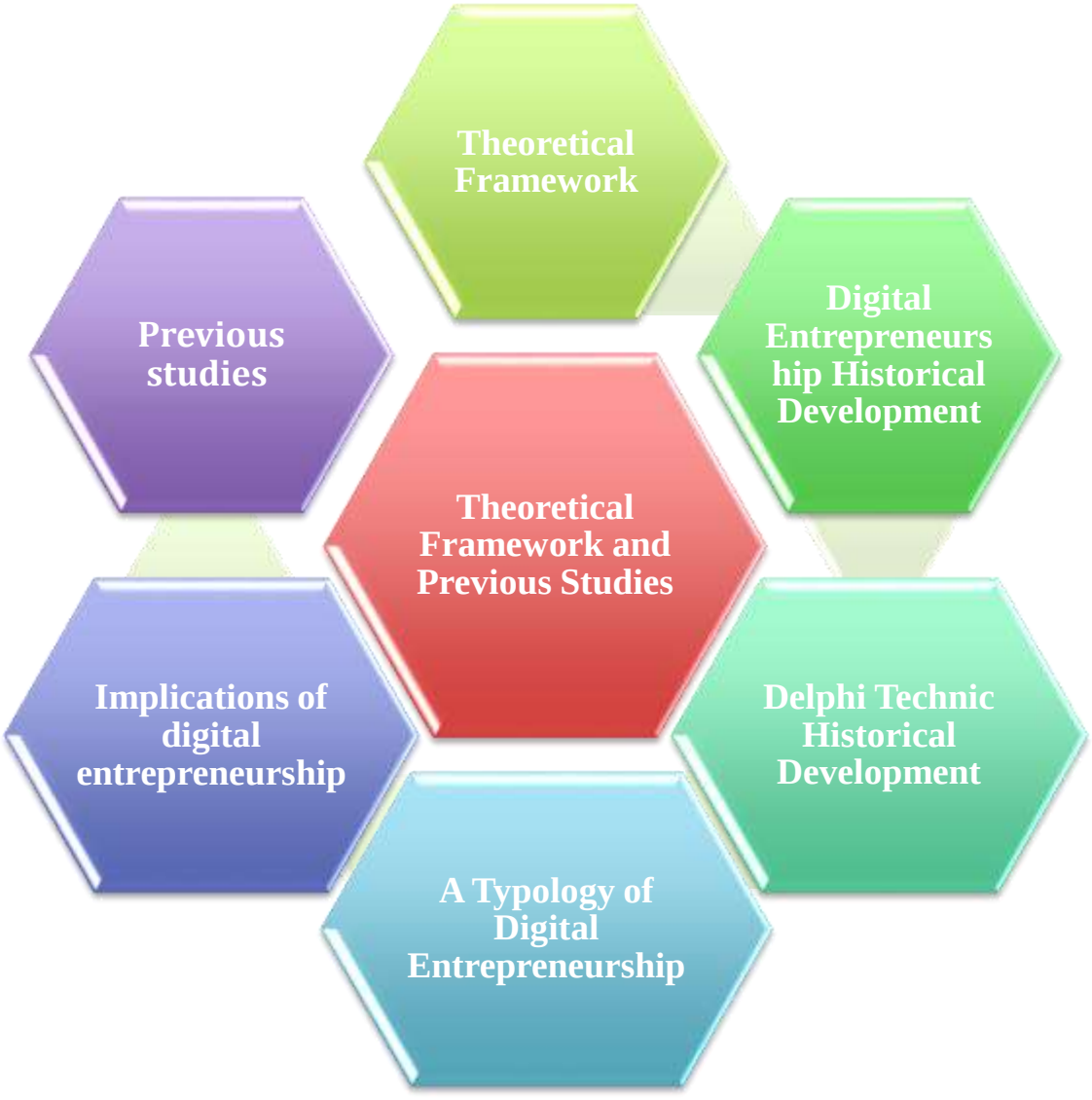
The Delphi Techniques: are intended to be a group communication procedure that attempts to undertake in-depth analyses and debates of a specific subject for the purposes of goal development, policy study, or forecasting the occurrence of future events.

Social Implications: Change in an individual's beliefs, feelings, attitudes, or actions as a result of interaction with another individual or a group is classified as social implications. Conformity, power, and authority are not the same as social influence.

Economic Implications: economy implications are the process or system by which goods and services produced, sold, bought, in country or region. So, an economic implication means that will affect the productive system of a territory or the ability to purchase goods.

Chapter TWO

Theoretical Framework and Previous Studies



Theoretical Framework and Previous Studies

The information in this chapter will aim to define and discuss two main factors:

1- Discuss the main definitions for the current study and their implications (entrepreneurship, digital entrepreneurship, Delphi technique, economic implications, social implications).
2- Discuss the previous studies which are presented in current study and its historical development and typology of digital entrepreneurship.

First: Theoretical Framework Entrepreneurship and Digital Entrepreneurship

Digital Entrepreneurship: Historical Development

It focuses on the establishment and growth of digital businesses whose business strategy is built on the generation of value through electronic information via data networks. (Kollmann, Tobias, 2006) As a result, it is a sector that was sparked by the introduction of internet technology and has a lengthy history. This research distinguishes three epochs in the history of digital entrepreneurship: The Seed Era (1990-2000), the Startup-Era (2001-2015), and the Expansion-Era (2016-2020). Every designated period is enabled by digital technology developments and impacted by certain practical occurrences that can explain certain phenomena. (Stegemann & et al, 2022).

The Seed-Era symbolizes the start of historical development in the realm of digital entrepreneurship and is principally defined by the development of internet technology. After over 20 years of research, this technology was ultimately made available to the general public in 1993. (B R Schatz & Hardin, 1994) The early advancements in the "internet economy" were accompanied by new study on these themes. The first terminology used in publications to characterize the influence of internet technology on the area of entrepreneurship were "virtual entrepreneurship" and "digital entrepreneurship" (Cronin, Snyder, Rosenbaum, Martinson, & Callahan, 1998).

The Startup-Era was a period of transition in which numerous innovative ways of utilizing internet technology emerged. New digital technologies such as open source, social media platforms, mobile, LTE, and cloud computing are examples. Following a brief time of recovery following the bursting of the dot-com bubble, people swiftly embraced new market changes, while new platforms provided them with not only additional opportunities to the word "internet entrepreneurship" was cited in 274 out of 631 total publications during this second phase (15 years in total); nevertheless, other phrases, such as "technopreneurship" (88 publications) and "e-entrepreneurship" (59 publications), were gaining favor. In the sense of an identification phase, such employment of several terminology during the era represents the status quo in practice (Naudé & Liebregts, 2020).

The many words employed in Startup Era publications (for example, "internet entrepreneurship," "e-entrepreneurship," or "technopreneurship") were primarily concerned with the digitization of corporate operations. While the word "internet entrepreneurship" dominated the Seed-Era, there was no such apparent dominant term during the Startup-Era. with one another via electronic data networks (Zhao & Collier, 2016).

The Expansion Period The final period, from 2016 to 20xx, is marked by a chaotic turnaround and the introduction of several new digital technologies that are permeating the worldwide market. Digitalization is being introduced into every part of people's life as a result of these technologies. In this environment, large-scale data processing now supports many emerging digital technologies (Stegemann & et al, 2022)

The present time is witnessing the emergence of a new category of entrepreneurship, which is known as digital entrepreneurship. In the West, digital entrepreneurship has been talked about since 2003 and there are many studies and research related to it as a new form of leadership at the time, but unfortunately this concept in the Arab world is still in its early stages.

All of the issues that Jordan faces are well understood, and the instruments for success are available to help strengthen the entrepreneurship and digital transformation sectors. All we have to do is speed up the work and focus on achieving qualitative leaps by adopting new business models and interacting with the ongoing change and high governance, and we will observe and profit from a qualitative leap in digital entrepreneurship.

Definitions:

Entrepreneurship: Richard Cantillon (1755) is credited with the development of economic theory and was the first to properly recognize the importance of entrepreneurship in the economy, Cantillon defined entrepreneurship as ubiquitous and attributed the most important function to the entrepreneur (Elia, Margherita, & Passiante, 2020).

Entrepreneurship: is the process of creating or extracting economic value. According to this definition, entrepreneurship is defined as change, generally involving risk beyond what is normally encountered when starting a business, and may include values other than monetary ones (Zhao & Collier, 2016).

An Entrepreneur: is a person who creates and/or invests in one or more businesses, bearing the majority of the risks and reaping the majority of the rewards. Entrepreneurship refers to the process of starting a business. The entrepreneur is frequently regarded as an innovator, a source of new ideas, goods, services, and business/or procedure (Elia, Margherita, & Passiante, 2020) **.**

The Mindset of a Digital Entrepreneur: Based on a review of entrepreneurship and digitalization literature, digital entrepreneurial mentality (DEM) may be defined as the desire and aptitude to seek, assess, and exploit opportunities while embracing digital technology more quickly than the average entrepreneur. The process of identifying new digital opportunities entails carefully considering present products and services in the target market, as well as the role of digital technology in their delivery (Allen , 2006).

Digital Entrepreneurship: as the process of chasing new business opportunities made available by new media and internet technology (Davidson & Vaast, 2010).

According to the definition, digital entrepreneurship is "the junction of digital technology and entrepreneurship (Nambisan, 2017).

Digital Entrepreneurship Accepting new businesses and change in quest of chances by making entrepreneurship available to the excluded (Bican & Brem, 2020).

A Typology of Digital Entrepreneurship

There are three forms of digital entrepreneurship. The first type of modest digital entrepreneurship entails entering the digital market to augment more traditional venues. The second type of digital entrepreneurship, moderate digital entrepreneurship, necessitates a major concentration on digital products, digital delivery, or other digital components of the firm. Moderate digital entrepreneurship would be impossible to achieve without digital infrastructure. The third type of entrepreneurship is extreme digital entrepreneurship, which means that the entire enterprise is digital, including manufacturing, the goods or services itself, advertising, distribution, and the clients. Companies on the digital edge sell digital products and services, alter existing digital items,

and may even conduct transactions in digital currency. And entrepreneurship is a completely different proposition for these companies than it is for its more traditional equivalents (Hull, Hung, Hair, & Perotti, 2007).

To be able to grow, expand, attract investments, and improve Jordan's economic and social conditions, digital entrepreneurship, in my opinion, must be built on a pioneering idea that solves a problem in society or the development of thinking, and it must be implemented in an innovative pioneering manner. It is also no longer a choice in digital transformation, but rather a need.

The study of)Salih و AL-Mubaideen(2010 ، show that there are intellectual dilemma which its content state that there is negligence for the role of incubators.

Implications of Digital Entrepreneurship

depending on the findings of this study (Al , Barashdia, 2021), it revealed that there are numerous assumptions for the expansion of the digital entrepreneurship sector during the Coronavirus outbreak era owing to the function of digitization in boosting company resilience as well as the role of the digital economy in economic growth. The study suggested addressing the sector's challenges by developing multiple policy options to support the digital transformation of business models, developing policies for digital infrastructure and ICT-based innovation, and finding ways to spread the culture of using digital technologies in society.

Economic and Social Implications

The importance of the economic and social implications, and Its summarized in the following points:

1. Increasing the share of digital enterprises in the gross domestic product. Total non-oil and additional possibilities must be created.
2. Working and contributing to the advancement of the digital economy.
3. Enhancing and boosting competitiveness outputs from research & development of digital innovation for government and special sectors, creating markets for digital research and development output, participating in contests and activities relating to the government and business sectors to be innovative.
4. Assisting with through "the sector's" partners, relevant finance alternatives for digital entrepreneurs may be found. Access to digital data should be made easier for entrepreneurs and owners of digital initiatives. Aids nascent digital firms in determining the needs of a market in accordance with their merchandise.
5. Increasing the ease of conducting business in local markets to attract international investment.

According to (Fang & Alan, 2016) Look for fresh experiences and points of view. Discussions with personnel from various departments, working with clients from various industries, or getting assistance from non-profit groups. This aids in examining identified challenges seriously and fosters innovative solutions. And Setting aside time each day to consider fresh ideas. It will aid the creative process since people will be more conscious of the time they spend coming up with fresh ideas. Detaching from normal routines aids in the discovery of novel solutions to specific problems and setting weekly objectives. Plan how many ideas you want to generate and stick to it. This will drive you to keep the creative brainstorming sessions going.

Delphi Technique

Delphi Historical Development

The term Delphi is derived from the Oracle of Delphi, yet the technique's developers were dissatisfied with the oracular connotation of the word, which "smacks a touch of the occult." (Michael, Ziglio, & Adler, 1996) The Delphi technique presumes that collective decisions are more reliable than individual decisions, to foresee the influence of technology on conflict, the Delphi technique was established at the start of the Cold War. General Henry H. Arnold directed the development of a study for the United States Army Air Corps on future technology capabilities that may be employed by the military in 1944. Different ways were explored, but in areas where specific scientific principles have not yet been established, the inadequacies of typical forecasting techniques, such as theoretical, techniques quantitative models, or trend extrapolation, rapidly became obvious. To address these issues, Project RAND created the Delphi technique in the 1950s and 1960s (1959) by Olaf Helmer, Norman Dalkey, and Nicholas Rescher. Since then, it has been employed with many modifications and reformulations, such as the Imen-Delphi technique (Custer, Scarcella, & Stewart, 1999) .

Experts were invited to weigh in on the likelihood, frequency, and ferocity of potential adversary assaults. Other experts might provide input anonymously. This procedure was done multiple times until a decision was reached, in 2015, the BMJ Open released a research protocol outlining the rigorous techniques to using the Delphi technique.

Because it is the first time a precise protocol for the implementation of the technique in practice has been established, this research protocol is widely utilized and acknowledged by any research using the Delphi technique (Page, Potter, Clifford, McLachlan, & Beer, 2015).

The forecasting techniques that could be used in such situations were rather limited, and included simulation games (individuals acting as nations or political groupings) and genius forecasting (a single expert or expert panel addressing the topics of concern).

Quantitative simulation modeling was still in its early stages, and computers capable of making such quantitative techniques feasible were not yet accessible.

Definition

Delphi is founded on the idea that projections (or choices) made by an organized group of people are more accurate than those made by unstructured groupings. In two or more rounds, the experts respond to Pilot Samples. After each round, a facilitator or change agent delivers an anonymized overview of the previous round's projections as well as the reasoning behind their decisions (Turoff & Linstone, 2002).

"**Delphi** may be defined as a strategy for arranging a group communication process in such a way that the process is implications in allowing a group of individuals to deal with a difficult problem as a whole" (yousuf, 2007).

The Delphi techniques is used to systematically aggregate expert views in order to get a knowledgeable group agreement on a complicated subject (Donohoe, Stellefson, & Tennant, 2011) **.**

Delphi is one of several consensus techniques that fall under the wide category of action research techniques (Vernon, 2013).

Delphi Technique in health sciences are used to examine the processes utilized and the quality of the findings (Niederberger & Spranger, 2020).

The Delphi Technique is a group decision-making technique that is commonly used to gain consensus among a group of people with experience in a certain field. It is an iterative procedure in which panel members answer Pilot Sample in several rounds, frequently ranking their agreement/disagreement with a proposition (Drumm, Bradley, & Moriarty, 2021).

Delphi Technique Methodology

The Delphi technique seeks consensus on a topic's opinion, attitudes, and choices from a pre- selected panel without the need for individuals to meet (Alarabiat & Ramos, (2004-2017)),Although the Delphi technique is frequently employed with experts, it is vital to think of it as a process with numerous phases or stages rather than a single data collecting event. Individual panel members are often sent questionnaires, which are initially open-ended and seek individual replies. The open-ended replies are then analyzed to create a series of assertions, which are then put into another questionnaire and distributed to individual participants, who are asked to score their level of agreement with each, this process may be performed numerous times, and the re-rankings can be analyzed to determine the level of agreement. Following round 2, the ranks from various participants are summed together and included in a revised version of the questionnaire. Participants may then look at how other people ranked goods and determine whether they wish to change their own ranking. Delphi studies are normally conducted in three rounds, however the number required will depend on the study question and the amount of time available. More rounds may be advantageous in attaining agreement, but they are time demanding and difficult to sustain high response rates (Van Teijlingen & Pitchforth, 2006).

<u>The Delphi</u> (Gordon) In certain recent Delphi applications:

1. The queries concern the values of independent variables used in quantitative simulation models. A consensus is not necessary in this application; rather, if there is dispute regarding the value of any variable, the extremes can be explored in quantitative models to see whether or not the difference has any significant relevance.
2. In-depth interviews with experts have been utilized successfully in place of Pilot Sample. The same types of specialists are first chosen, invited to participate, assured of anonymity, and, in most cases, offered a report based on the interview process. Appointments are made at the interviewees' convenience. Interview techniques are developed and evaluated in order to elicit judgements. High-level personnel who are aware with the study's aims.
3. For some applications, expert group meetings are now feasible. Delphi arose from a worry about erroneous variables interfering with face-to-face gatherings of experts. These factors can be reduced with new technologies.

Second: Previous studies

Salih, Salameh, Hijazi and Abu Zaid (2015) made a study entitled The role of knowledge management in developing the characteristics of entrepreneurial organization entrepreneur styles as moderator variables (Applied study in the Jordanian pharmaceutical study in The Jordanian pharmaceutical manufacturing sector)

The aim of this paper is to study the relationship between knowledge management (knowledge creation and knowledge exchange) and the five characteristics of an entrepreneurial organization related to agility, sustainability of organizational values, simplicity of organizational structure, and freedom to innovate. In addition, the study analyzes the mediating implications of entrepreneurial styles (Gamler and Dreamer, Entrepreneur and Consolidator) on the relationship between knowledge management and organizational characteristics.

The main variables in this study were measured using 5-point based on previous literature. To determine the degree of acceptance of the questionnaire statements, Data was collected using a structured questionnaire distributed to employees of 13 pharmaceutical manufacturing companies in Jordan 200 employees who were invited to participate, a total of 104 usable questionnaires they receive with a response rate of 52%. The employees who responded belonged to different departments within their organization, allowing good representation of the company and its departments in general.

The results of the study indicated that there are no direct implications of knowledge management techniques as a whole on the characteristics of entrepreneurial organizations as a whole in terms of knowledge generation and information exchange. On the other hand, the results of the study revealed that knowledge sharing has only some implications on the sustainability of organizational values, the simplicity of the organizational structure, and the freedom of organizational creativity.

Tang, Lai, Chou (2016) presented a study entitled Using socioecological systems based on a modified Delphi method to explore entrepreneurship education.

The aim of this study found that entrepreneurship education was related to society, economy, policies and environmental regulations, and the study hopes that the results of this study will serve as a reference for educational authorities to formulate policies on entrepreneurship education.

The Delphi study rounds lasted for 10 weeks, distributed over three rounds, with 28 experts participated, these experts specialize in entrepreneurship planning, entrepreneurship consulting or entrepreneurship education, with a total of 47 questions were used in the questionnaire; a 3- point Likert scale was used to understand the level of entrepreneurship of experts.

The result of this study found that socio-environmental systems can be used to analyze entrepreneurship education. Socio-social systems included resource systems, resource units, management systems, and entrepreneurs. The four systems mutually influenced each other and were related to society, economy, politics and environmental systems. In addition, professors and experts from the incubation center expressed consistent opinions to government officials according to the results of the first survey.

Uceda, Luna, Lafuente (2017) presented a study entitled Application of the Delphi method for the analysis of the factors determining social entrepreneurship

This study provides an exploratory investigation of the elements that influence the decision to pursue social entrepreneurship as a business model. The emphasis is on the incentives for adopting this entrepreneurial option as well as the problems that those who begin on this enterprise face. We can infer that the most significant incentives for social entrepreneurs are self- fulfillment, self-esteem, and a love for social concerns. Meanwhile, the biggest impediment derives from a lack of company management and administration abilities, making financial and human resource management exceedingly challenging.

This study use Delphi technique and they involve a panel of experts comprised of 20 social entrepreneurship professionals. Delphi rounds (closed questionnaire) were used to collect data containing 23 motives and 22 difficulties grouped in theoretical dimensions. Experts were asked to rate the importance of each of the motives and difficulties using a scale ranging from 0 to 10 points. Participants are managers and founders of private entities with high social status, researchers and consultants. They have a great responsibility to support social entrepreneurship in public and private entities.

The result of this study according to experts, the most essential incentives are definitely those connected to social entrepreneurs' self-fulfillment and self-esteem, as well as their enthusiasm for social concerns, as well as their belief that it is possible to produce more value than just a financial profit.

Hartl & Hess (2017) presented a study entitled The role of culture values for digital transformation: insights from Delphi study

This study provides exploratory study. It targets to understand the role of culture in digitalization implications. This study suggests an ideal target culture for cultural change activities by identifying cultural values critical to digital transformation success.

This study use twelve cultural values were established as a consequence of our 25 experts with four rounds. The experts were given one week to respond to each round by using Delphi method to ensure a deep experience among the panelists. We have defined selection criteria for both academics and practitioners. Specifically, scholars were required to be active in research, to have published in the field of digital transformation, and to have a degree at least of PhD (e.g., via those in senior positions on digitization initiatives or advisory projects, who have contributed to Articles, Seminars, and Presentations). The list was expanded by contact authors of white paper publications, articles, blogs, etc. on the role of culture in digital transformation. Company profiles and network have checked business-related well-known in Germany) to all potential practitioners to verify that they meet the above selection criteria for participation, The Kendall consensus coefficient (W) was calculated to obtain the degree of consensus among experts.

The result of the study show that practitioners can utilize the organizational culture evaluation instrument as a tool for managing culture during digital transformation, the tool is based on the competing values framework and helps practitioners to examine their current culture and identify areas in need of cultural change during digital transformation.

Kraus, Palmer, Kailer, Kallinger and Spitzer (2018) presented a study entitled Digital entrepreneurship a research agenda on new business models for the twenty – first century.

The aim of the study is to provides a compile current literature on digital entrepreneurship and presents an up-to- date collection of significant subjects and methodologies mentioned in the relevant literature and a research map pointing to additional study possibilities for academics working in the subject will be presented based on the findings of the comprehensive literature review.

This study uses 35 articles on digital entrepreneurship to relevant for an evidence-informed literature review using a systematic search and review of literature across the domain while adhering to the established methodology of Tranfield et al. (2003) and the application of a quality threshold for journal selection.

The result of this study was to give an up-to-date and comprehensive review of key scholarly works on digital entrepreneurship. After categorizing current literature, six categories emerged: digital business models, digital entrepreneurship process, platform strategies, digital ecosystem, entrepreneurship education and social digital entrepreneurship**.**

Gelderen, Wiklund, McMullen (2021) presented a study entitled Entrepreneurship in the future: A Delphi study of ETP and JBV editorial board members.

This study provides a question of what will entrepreneurship look like in 2030? The study conducted a Delphi experts study asking this question of editors and Editorial Review Board members of the two leading entrepreneurship journals, Journal of Business Venturing and Entrepreneurship Theory and Practice in an attempt to lift the eyes of the field to the horizon, outside academic, even for a while.

This study performed a Delphi experts research they discovered nearly 1000 first-order codes from the 175 scholars questioned using thematic coding analysis, which we classified into 24 separate themes. In the first round, we generated 93 predictions, which were then evaluated by the panel in terms of likelihood in the second round.

The result show that the study hope that these themes and predictions will inspire our current research, teaching, and entrepreneurial endeavors, as well as spark debate and discussions among (future) entrepreneurship scholars about future-relevant phenomena that can potentially be studied under the umbrella of entrepreneurship.

Dana, Mortazavi, Salamzadeh, Hadizadeh, Zolfaghari (2021) presented a study entitled Strategic future studies and entrepreneurial resiliency: a focus on digital technology trends and emerging market.

This study presents a strategic future study in entrepreneurial flexibility Business taking in consideration the digital development trends in emerging markets.

This study is a descriptive analysis study and the Likert scale was used to assess the value of the responses in multiple-choice items. The Delphi technique was used and a questionnaire was prepared and submitted to the experts from prominent university professors who specialize in business administration and studies to analyze the questionnaire using SPSS. In addition, the cross-impact analysis matrix values for assessing the rate of being implications or impacted were 0, 1, 2, 3, and P. The 0 to 3 scale was used to analyze cross-impact implications, while the P symbol was utilized to examine possible impacts.

The results reveal that the fifteen driving forces that the expert group proposed are implications in this regard. Artificial intelligence, data mining, environment surveying and forecasting of working conditions and property research were of paramount importance between these forces.

The paper concludes with some directions for future research and suggestions for policy makers and practitioners.

Murthy, Subramanyachary, Naidu, Singh, Rathnam (2022) presented a study entitled Digital Entrepreneurship: An Aisle for Success of Business Enterprises.

This study objective is to increase understanding of traditional and digital entrepreneurship and to investigate the role and relevance of entrepreneurship in the economic development of emerging nations, which is eager to identify the digital entrepreneurship pillars, to assess the significance of digital knowledge in the success of digital entrepreneurship, to comprehend the basic abilities required by entrepreneurs in digital entrepreneurship, to evaluate the influence of digital business and to provide a set of recommendations.

This study used descriptive and exploratory research approaches because, while digital entrepreneurship has been heavily highlighted in the Western world, it has received less attention in the South Asian region, particularly in India. 278 usable replies were gathered and processed in order to test the conceptual model's provided hypotheses. Because the questionnaire served as the survey tool, the study is empirical in character. The current study's sample consisted of college students in their last year of study and/or those who had just completed their course and launched technology-based businesses. The questionnaire was delivered to the selected sample using their email addresses obtained from the relevant college database with prior authorization.

The results reveal the success of the firm is entirely dependent on digital technology. If the country wants to enhance its growth rate, national income, and per capita Income, it must rely on entrepreneurship. In the current day, customers demand tailor-made products and services in today's business environment. Digital entrepreneurship may help entrepreneurs realize their aspirations, and its required existing entrepreneurship businesses must transition from conventional to digital entrepreneurship.

Maulana, Purnomo, Pratama, Widartha, Arifuddin (2022) presented a study entitled Scientometric analysis of digital entrepreneurship through bibliometric visualizing in the last 10 years.

The purpose of this study is to discover research trends and visualization bibliometric study on the topic of digital entrepreneurship, data for this study were collected using the Scopus database, and bibliometric network mapping was displayed online using the Scopus website and VOS Viewer. They use an article selection method that starts with the searched keywords and concludes with the database being converted to RIS and CSV format files.

They downloaded 1659 scientific papers from the Scopus database between 2012 and 2021. The network is also mapped using VOS Viewer. According to the database, the field of "Business, Management, and Accounting" has the highest knowledge, with 25.2% academic documents (N=584). The second category is "Social Sciences," which has 444 academic documents, and the third category is "Computer Science," which has 15% academic documents (N=347).

The result of the study data analysis shows a significant increase in the production of research papers on Digital Entrepreneurship from 2012 to 2021. This study proposes combining many Digital Entrepreneurship research themes into the LADESO research theme: Literature, Adoption, Digital Economy, Student, and Outcome.

Paul, Alhassan, Binsaif, Singh (2023) presented a study entitled Digital entrepreneurship research: A systematic review.

This study objective to show several current works of literature identifying the digital entrepreneurship phenomenon's lack of good theoretical grounds. This report does a thorough literature review to gain insights on recent advances in the field of digital entrepreneurship. To further understand the phenomena, a thorough literature study was done.

This study used search terms, Web of Science and Scopus were used to discover, extract, select, and review related publications. Finally, there are articles, this study was chosen from among 25 SSCI-indexed publications. Using the TCM framework, this systematic literature review analyzes current research routes on digital entrepreneurship, classifying significant results into themes, contexts, and methods. Finally, we propose a conceptual model that shows how a traditional enterprise can transform into a digital enterprise. According to the reported frequencies, the quantitative approach was used in 47.50% of the selected articles, the qualitative approach was used in 42.50% of the selected articles and the mixed approach was used in only 10% of the selected articles.

The results of study contribute to the knowledge of digital entrepreneurship conceptualization by setting the framework for future research development and encourages scholars to pursue this issue.

Distinguishing Aspects of the Current Study from Previous Studies:

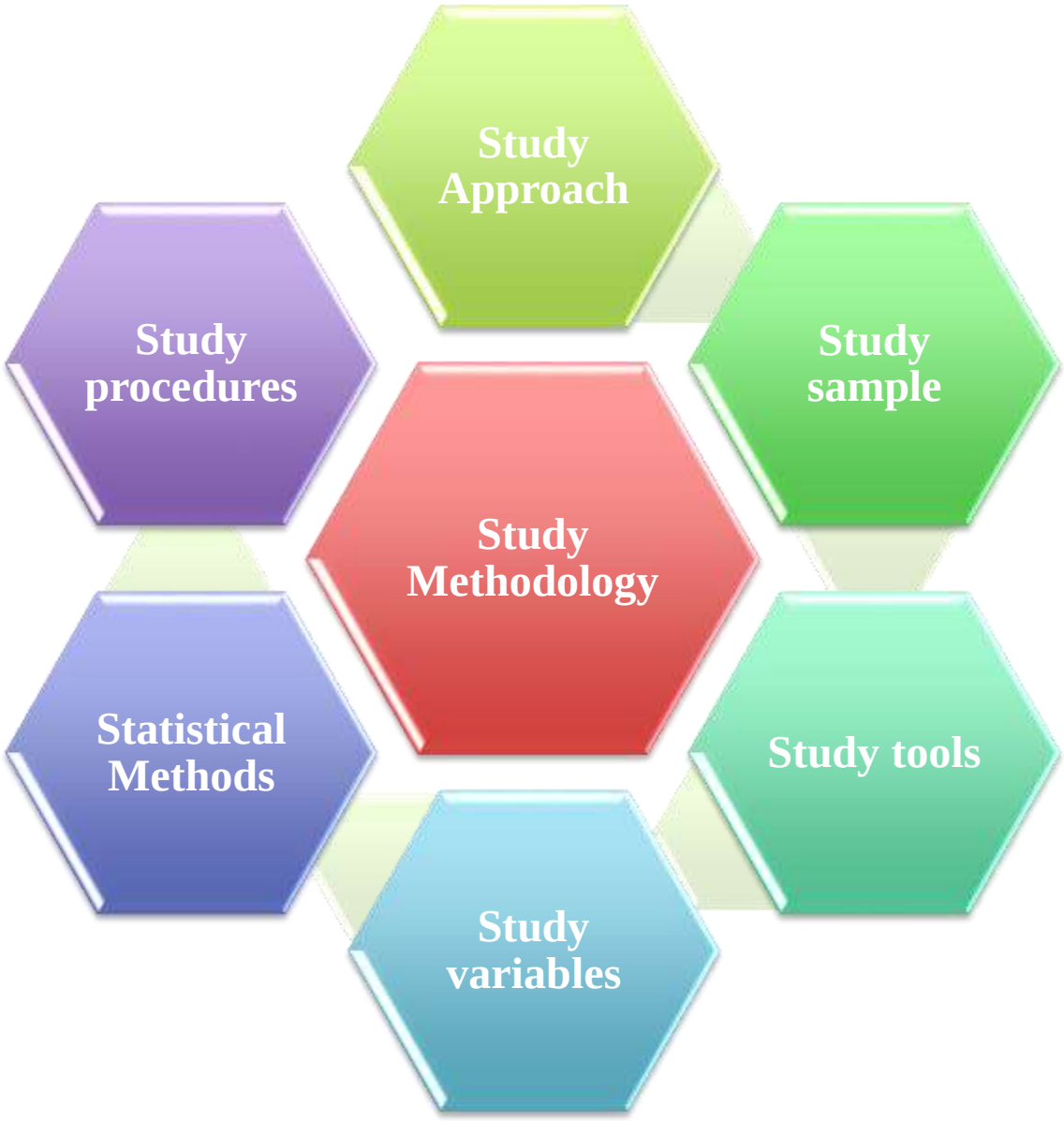
1. This current study collected new subject (digital entrepreneurship and using Delphi techniques as a data analysis and aggregation) and this is what previous studies did not address.
2. This current study relied on showing the economic and social implications, and this was not studied by previous studies.

3. This study focused on studying topics that were not studied previously in Arabic literature, especially digital entrepreneurship.

4. The current study has been applied in different organizations in their different forms in the city of Amman, where this compaction was not studied in previous studies and that this mixture is in dire need of a study of this kind as it includes diversity in human resources and knowledge (experts) to help them to achieve sustainability in the competitive advantage due to the intensity of competition and to help them to understand the change and development in the work environment.

Chapter THREE

Study Methodology



Chapter Three

Study Methodology

This chapter includes the study method, its sample selection methods and characteristics, tools description of the study, how to find the statistical treatment used in data analysis and the study tools and procedures for implementing the study.

Study Approach:

The current study is an exploratory study and adopts the descriptive techniques. The exploratory research design is conducted for a research problem when the researcher has no past data and only a few studies for reference. (SMstudy, 2016) Exploratory research is a methodical way to investigating research problems that have not previously been thoroughly investigated. (George, 2022) The current study was used for exploration purposes.

In this study, we use Delphi technique, this technique is built on a number of "rounds" in which a collection of specialists is polled for their thoughts on a certain subject. Each round's questions are based on a fraction of the preceding round's results, allowing the research to change over time in reaction to prior findings.

This expert opinion rounds approach is intended to facilitate the creation of a consensus perspective that answers the research question, with each round building on previous results and enabling replies to be assessed by participants (Barrett & Roberta , 2020).

Participants may review the outcomes of prior rounds, including their own comments, allowing them to reflect on other people's points of view and reposition their own. The replies of others reveal the strengths and faults. Third, the outcomes of each round are always shared anonymously with the larger group. This eliminates any prejudice that may result from participants' fear of their own ideas being evaluated adversely or from having their opinions influenced by personal considerations (Kantharaj, Long Do, Ko Leong, & Tan, 2021).

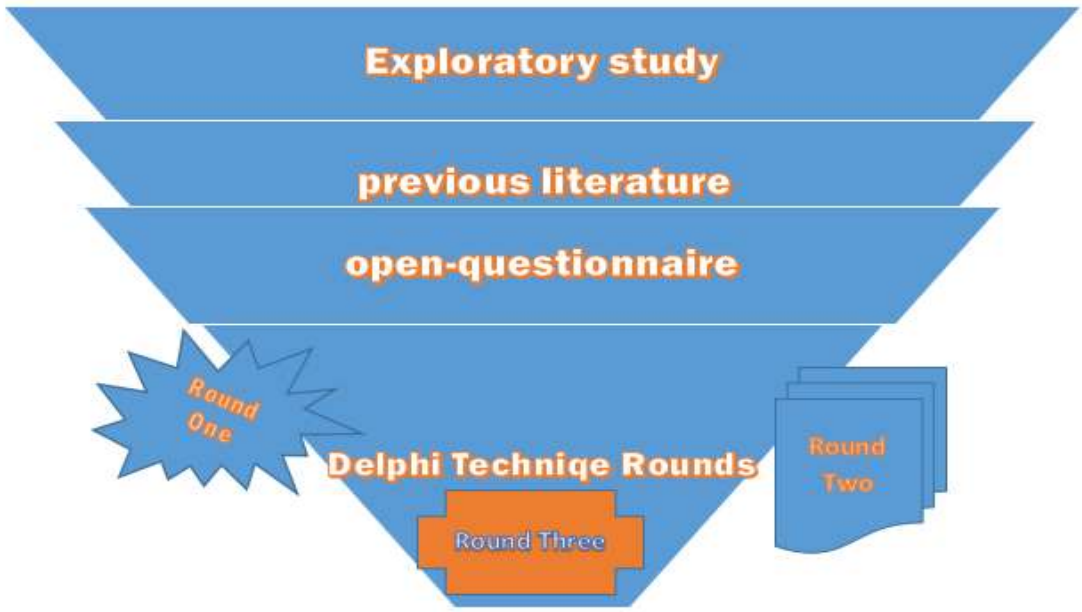


Figure 3-2 Describe a roadmap for applying the exploratory approach in the current study

Study Samples:

The current study used two types of samples (the pilot sample and the main expert sample), as follows:

First: Pilot Sample

In order to obtain realistic implications of digital entrepreneurship in Jordan and to suggest the dimensions under which these implications are structured, the researcher resorted to surveying the opinions of a pilot sample and their number was (20) individuals. The next paragraph explains the characteristics of the members of the survey sample.

- **Gender**

The presentation of the results for demographic characteristics (pilot sample) according to gender showed that the number of males which represent 16 participants was higher than the number of females which represent 4 participants, and the percentage of males was 80 percent compared to 20 percent for females. The figure display for the participants is shown in Table 3-1 and Chart 3-1

Table 3-1 Demographic Characteristics (Pilot Sample) According to the Gender

Criteria	Frequency	Percentage
Male	16	%80
Female	4	%20
Total	20	%100

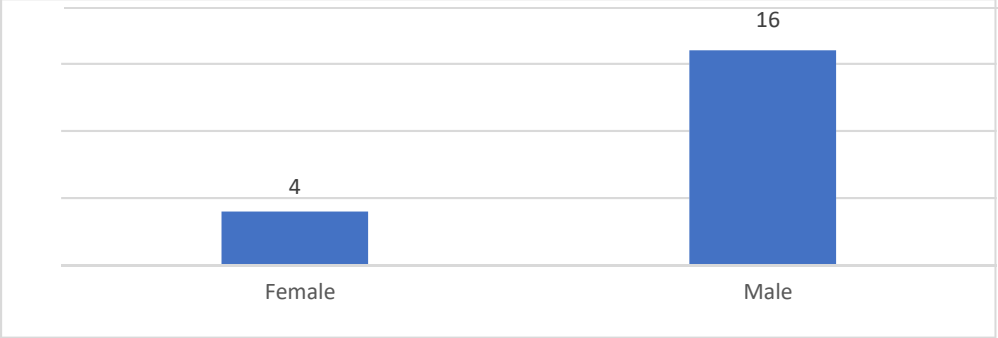


Chart 3-1 Distribution of the sample members according to gender variable

- **Educational Qualification**

The presentation of the results showed that the highest percentage of demographic characteristics (pilot sample) according to the educational qualification is for Doctorate degree with 50 percent which represent 10 participants and the second for the master degree with 20 percent which represent 4 participants and the third for bachelor's degree with 15 percent which represent 3 participants and for secondary degree with 15 percent which represent 3 participants. The figure display for the participants is shown in Table No. (3.2) and Chart No. (3.2).

Table 3-2 Demographic Characteristics (Pilot Sample) According to the Educational Qualification

Criteria	Frequency	Percentage
Secondary	3	15%
Bachelor's	3	15%
Master's	4	20%
Doctorate	10	50%
Total	20	%100

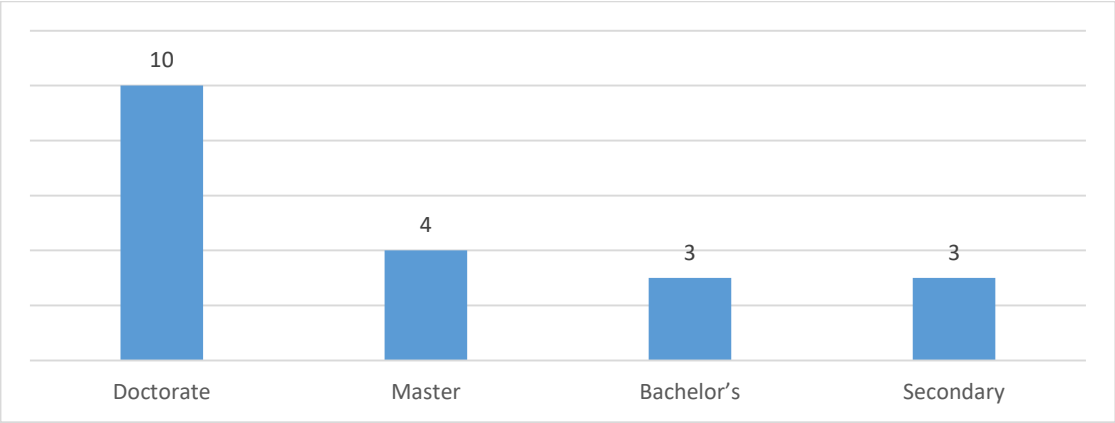


Chart 3-2 Distribution of sample members according to educational qualification variables

•Scientific Rank

The presentation of the results showed that the highest percentage of demographic characteristics (pilot Sample) according to the scientific rank is for without scientific rank with 50 percent which represent 10 participants and the second for the associate professor and for professor with 20 percent which represent 4 participants and for assistant professor 10 percent which represent 2 participants. The figure display for the participants is shown in Table 3.3 and Chart 3.3.

Table 3.3 Demographic Characteristics (Pilot Sample) according to the Scientific Rank

Scientific Rank	Frequency	Percentage
Without scientific rank	**10**	**50%**
Assistant Professor	**2**	**10%**
Associate professor	**4**	**20%**
Professor	**4**	**20%**
Total	**20**	**%100**

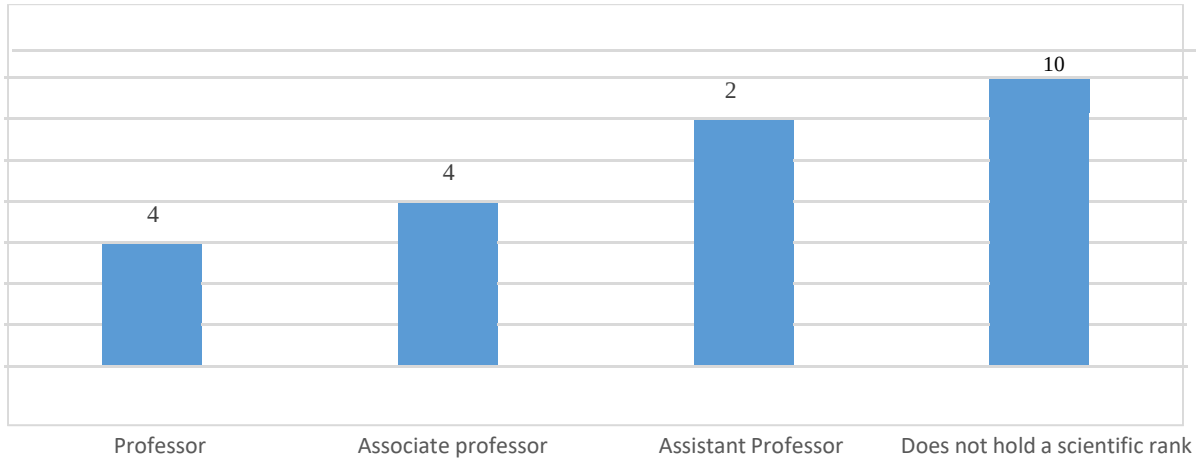


Chart 3-3 Distribution of the sample members according to Scientific Rank variables

- **Years of Experience**

The presentation of the results showed that the highest percentage of demographic characteristics (pilot sample) according to years of experience is for (from 5 years - 10 years) with 50 percent which represent 10 participants and the second for the (More than 15 years) with 35 percent which represent 7 participants and for (from 11 years - 15 years) 10 percent which represent 2 participants and for (less than 5 years) which represent 1 participant. The figure display for the participants is shown in Table 3-4 and Chart 3-4.

Table 3-4 Demographic Characteristics (Pilot Sample) according to Years of Experience

Criteria	Frequency	Percentage
less than 5 years	**1**	**%5**
From 5 years - 10 years	**10**	**%50**
From 11 years - 15 years	**2**	**%10**
More than 15 years	**7**	**%35**
Total	**20**	**%100**

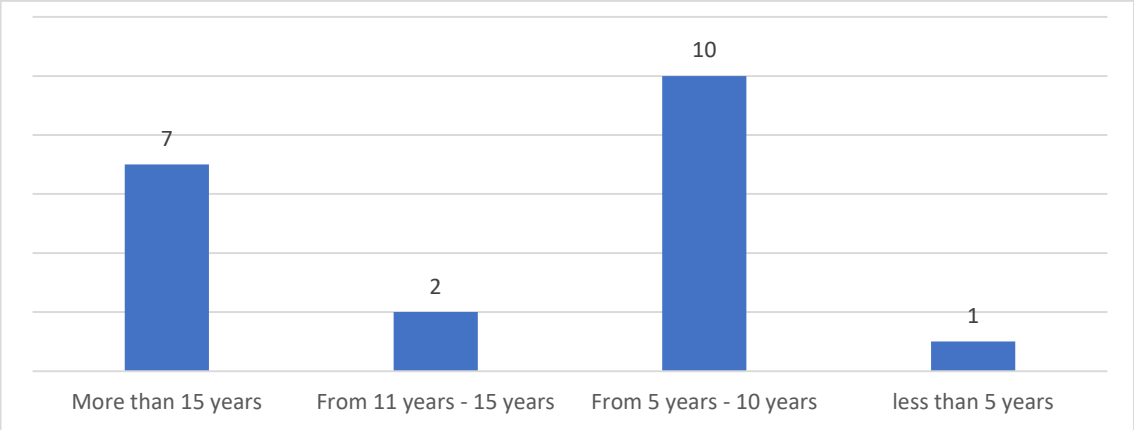


Chart 3-4 Distribution of the sample members according to the variables of Years of Experience

- **Job Site**

The presentation of the results showed that the highest percentage of demographic characteristics (pilot sample) according to job site is for academic with 40 percent which represent 8 participants and the second for the government institutions with 25 percent which represent 5 participants and then for business entrepreneurial with 15 percent which represent 3 participants and for entrepreneurial institutions and businessman which represent 2 participants. The figure display for the participants is shown in Table 3-5 and Chart 3-5.

Table 3-5 Demographic Characteristics (Pilot Sample) according to Job Site

Criteria	Frequency	Percentage
Academic	**8**	**%40**
Business Entrepreneurial	**3**	**%15**
Businessman	**2**	**%10**
Government Institutions	**5**	**%25**
Entrepreneurial Institutions	**2**	**%10**
Total	**20**	**%100**

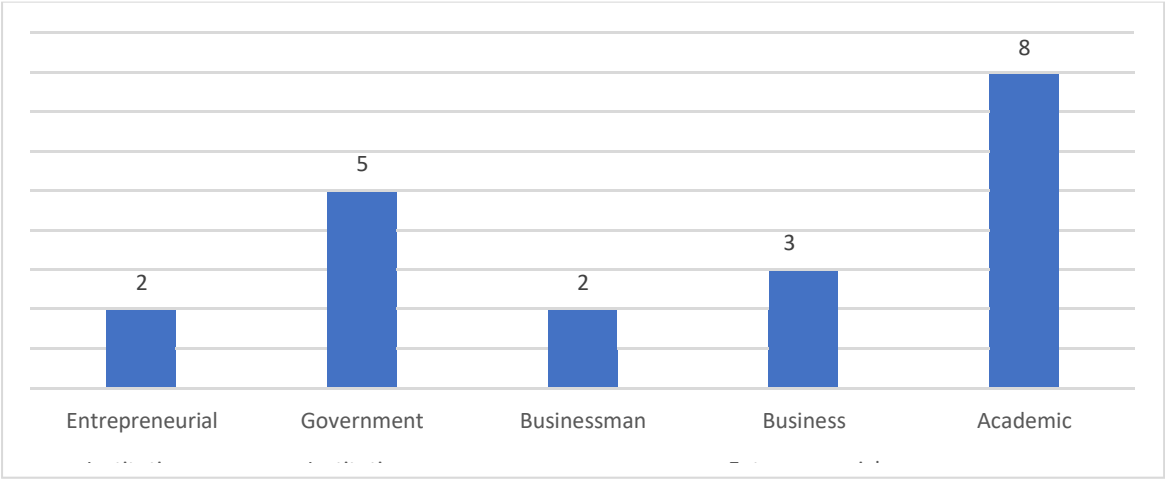


Chart 3-5 Distribution of the sample members according to Job Site variables

Second: Main Sample (Delphi Experts)

The main experts sample included (30) experts in appendix 4 as a result of their intentional selection according to the characteristics shown below, which the researcher extracted from the literature review (Salih & et al, 2015) (Salih, 2013) & (101entrepreneurship.org, 2021)&)Vineela G.(2018 ، They must have:

1. To be the owner of a project or an entrepreneurial company or to have contributed to pioneering companies and digital issues.
2. To work in the Ministry of Digital Economy and Entrepreneurship Jordan.
3. To work in the Ministry of Planning and International Cooperation – Jordan.
4. To work in the Ministry of Labor – Jordan.
5. To be one of the academics interested in the subject of digital entrepreneurship in private and public universities.
6. To be the owner of a small project developed such as opening local and international branches.
7. To work in government and private institutions interested in entrepreneurship.
8. To be working at the King Abdullah II Center for Entrepreneurship.

By using the Delphi techniques through three rounds which will be precisely defined later through stages and if they do not agree on the results, they move to the second round and so on the third step for the last group that did not agree on the results.

The characteristics were distributed according to the following demographic variables: Gender, Educational Qualification, Scientific Rank, Experience in Years, Job Site, figures and tables are presented for clarification:

- **Gender**

The presentation of the results for demographic characteristics (Delphi Experts) according to gender showed that the percentage of males was higher than the percentage of females. The percentage of males was 70 percent which represent 21 participants compared to 30 percent for females which represent 9 participants. The figure display for the participants is shown in Table No. (3-6) and Chart No. (3-6).

Table 3-6 Demographic Characteristics of the sample of experts according to Gender

Criteria	Frequency	Percentage
Male	21	%70
Female	9	%30
Total	30	%100

Chart 3-6 Distribution of experts according to Gender variables

- **Educational Qualification**

The presentation of the results showed that the highest percentage of demographic characteristics (Delphi Experts) according to the educational qualification is for Doctorate degree with 40 percent which represent 12 participants and the second for the Bachelor's degree with 11 percent which represent 6 participants and the third for Master's degree with 20 percent which represent 6 participants and the fourth for Diploma degree with 3 percent which represent 1 participant. The figure display for the participants is shown in Table No. (3-7) and Chart No. (3-7).

Table 3-7 Demographic Characteristics of the Sample of Expert According to Educational Qualification

Criteria	Frequency	Percentage
Diploma	**1**	**%3**
Bachelor's	**11**	**%37**
Master's	**6**	**%20**
Doctorate	**12**	**%40**
Total	**30**	**%100**

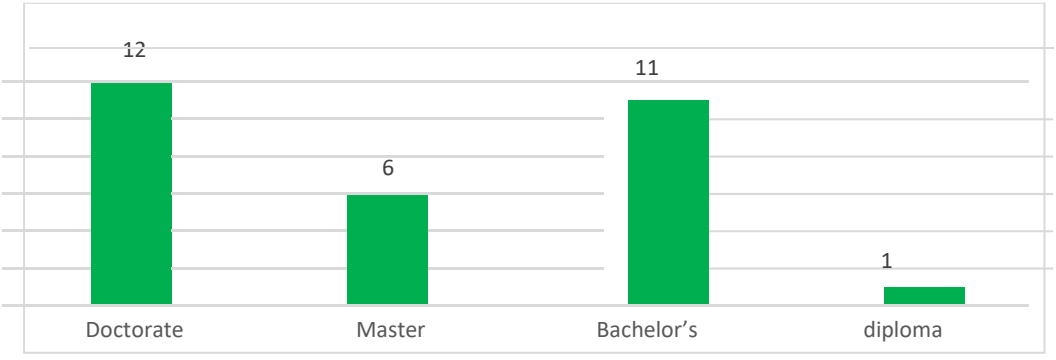


Chart 3-7 Distribution of experts according to Educational Qualification Variables

- **Scientific Rank**

The presentation of the results showed that the highest percentage of demographic characteristics (Delphi Experts) according to the scientific rank is for without scientific rank with 74 percent which represent 22 participants and the second for the associate professor and for assistant professor with 13 percent which represent 4 participants. The figure display for the participants is shown in table 3-8 and Chart 3-8.

Table 3-8 Demographic characteristics of the sample of experts according to Scientific Rank

Criteria	Frequency	Percentage
without scientific rank	22	%74
Assistant professor	4	%13
Associate Professor	4	%13
Total	30	%100

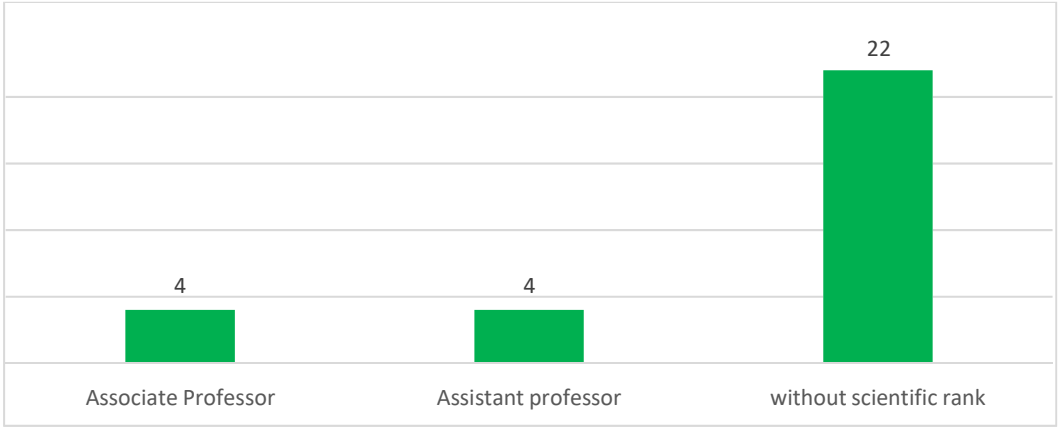


Chart 3-8 Distribution of experts according to Scientific Rank variables

- **Years of Experience**

The presentation of the results showed that the highest percentage of demographic characteristics (Delphi experts) according to years of experience is for (more than 15 years) with 60 percent which represent 18 participants and the second for the (from 5-10 years) with 23 percent which represent 7 participants and for (from 11 years - 15 years) with 13 percent which represent 4 participants and for (less than 5 years) with 3 percent which represent 1 participant. The figure display for the participants is shown in Table 3-9 and Chart 3-9

Table 3-9 Demographic characteristics of the sample of Experts according to Years of Experience

Criteria	Frequency	Percentage
Less than 5 years	**1**	**%3**
From 5 years -10 years	**7**	**%23**
From 11years - 15 years	**4**	**%13**
More than 15 years	**18**	**%60**
Total	**30**	**%100**

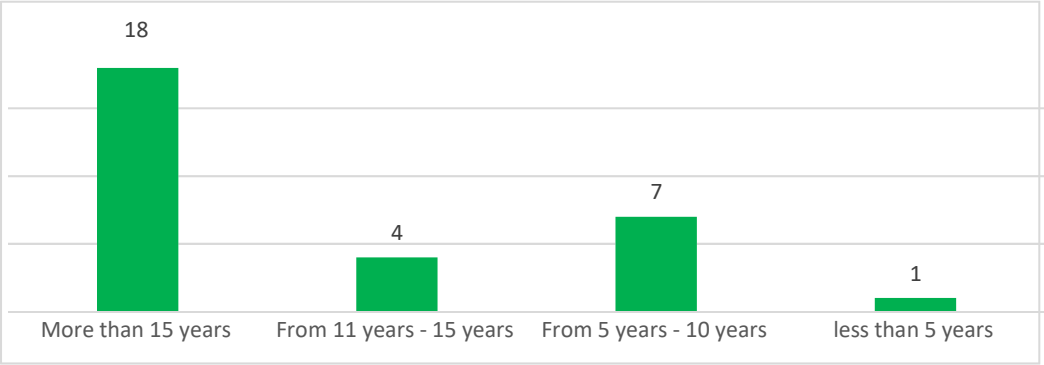


Chart 3-9 Distribution of Experts according to the variables of Years of Experience

- **Job Site**

The presentation of the results showed that the highest percentage of demographic characteristics (Delphi experts) according to job site is for academic with 30 percent which represent 9 participants and the second for the entrepreneurial institutions with 20 percent which represent 6 participants and for business entrepreneurial with 10 percent which represent 3 participants and for Ministry of Digital Economy and Businessman and Ministry of labor and Ministry of Planning and International Cooperation and Businesswomen which represent 2 participants. The figure display for the participants is shown in Table 3-10 and Chart 3-10.

Table 3-10 demographic Characteristics of the sample of Experts according to the Job Site

Criteria	Frequency	Percentage
Academic	**9**	**%30**
Business Entrepreneurial	**3**	**%10**
Businessman	**3**	**%10**
Ministry of Digital Economy	**3**	**%10**
Ministry of labor	**3**	**%10**
Ministry of Planning and International Cooperation	**3**	**%10**
Businesswomen	**3**	**%10**
Entrepreneurial Institutions	**6**	**%20**
Total	**30**	**%100**

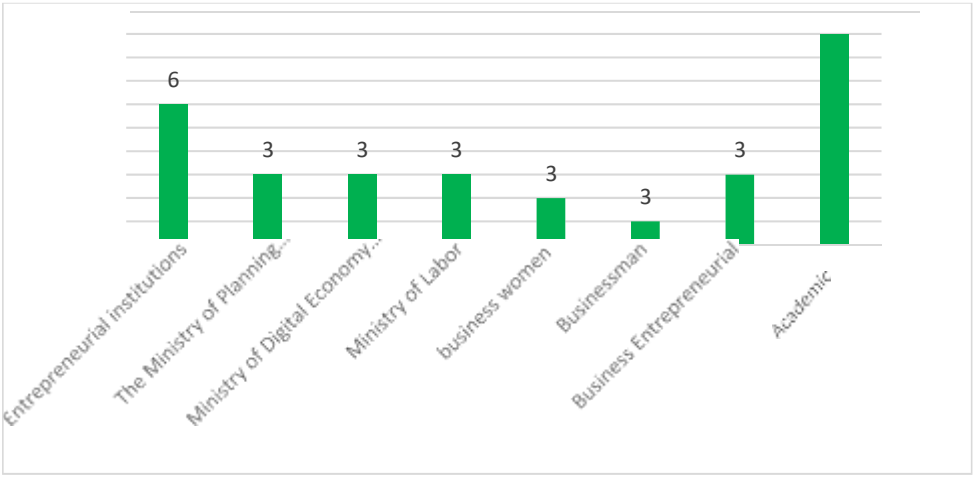


Chart 3-10 Distribution of Experts according to Job Site variables

Study Tools:

Secondary Data: It includes scientific books and articles published in academic journals and global search engines and web sites.

Primary Data:

It included sources such as:

1. Unstructured interviews appendix 1.
2. Open Questionnaire

   A pilot Sample was taken from 20 specialists, in open questionnaire appendix 3 was presented to them, which included two questions. First question**:** Identify five potential future economic implications of digital entrepreneurship in Jordan, the second question: Identify five potential future social implications of digital entrepreneurship in Jordan, their answers were collected from them. After reformulating their answers and make selection, we used them in the main questionnaire of Delphi expert's questionnaire shown in Appendix 4.

3. Closed Questionnaire

   The preparation of the closed questionnaire went through the following steps:

1. Reviewing the literature shown in Table No. (3-11).
2. Classifying the answers and opinions of the Exploratory study appendix 3.
3. Determining the economic and social implications, into 65 implications appendix 4.
4. Distributing the economic implications on the dimensions nominated by the respondent's appendix appendix4.
5. Distributing the social implications on the dimensions nominated by the respondent's appendix 7.
6. Preparing the final version of the expert questionnaire, which included (65) implications of an appendix (6) distributed over the fields shown in the following appendix (7). Note that they are graded on a quadrilateral scale (Strongly agree – Agree -Refuse –Strongly

Refuse) to avoid neutral value and get answers either agree or disagree and in this way the participant is forced to form opinion; there is no safe neutral.

Table 3-11 The literature Review

Article Title	Type of implication	Authors	Date of publication	Language
The Impact of Entrepreneurship on Economic Growth	Economic implications	Martin A. Carree & A. Roy Thurik	2010	English
Economic Development and Entrepreneurship	Economic implications	Sorin Tomaa, &Ana-Maria Grigorea, &Paul Marinescua	2014	English
A study entitled Digital Entrepreneurship A Research Agenda on New Business Models for the Twenty-First Century	Economic implications	Kraus, Palmer, &Kailer, Kallinger & Spitzer	2018	English
Strategy Book Integrated Practice Approach	social/economic implications	Dr. Yacoub Nasereddin	2019	Arabic
Artificial Intelligence in Organizations: Current State and Future Opportunities	social implications	Hind Benbya, &Deakin,Babson &Stella Pachidi,	2020	English
Entrepreneurship Concept, Origin and Importance: An Analytical Study	social/economic implications	Dr. Mohamed Al-Serafi & Dr. Essam Fattah & a. Rehab Mr. Allam	2020	Arabic
Digital Entrepreneurship Amidst the Coronavirus (COVID-19) Pandemic: Opportunities and Challenges	social/economic implications	Hafiza Al-Barashdia	2020	Arabic
The Role of Entrepreneurship in Achieving Social Responsibility "An Applied Study on Companies in Asir Region"	social/economic implications	Rania Ziadeh	2021	Arabic
The Role of Digital Transformation in Supporting Organizational Entrepreneurship	social/economic implications	Maha Al-Huwaidi	2022	Arabic
Scientometric Analysis of Digital Entrepreneurship Through Bibliometric Visualizing in the Last 10 Years	social/economic implications	Maulana, Purnomo, & Pratama, Arifuddin	2022	English
Digital Entrepreneurship: An Aisle for Success of Business Enterprises	social/economic implications	Murthy, Subramanyachary, & Naidu Singh, & Rathnam	2022	English
Digital Entrepreneurship Research: A Systematic Review	social/economic implications	Paul,Alhassan, & Binsaif, Singh	2023	English

Study Variables:

Social implications

- Economic implications

Statistical Methods:

-The researcher uses in order to describe the Poll Samples and Experts, frequencies and percentages study tools such as figures, tables and statistical graphics.

-Chi square(X^2)

- One-way analysis of variance test **(ANOVA).**

- Photoshop and illustrator software have been used to design the model of neural network.

Study Procedures (Road map)

First: Reviewing theoretical literature, identifying and formulating study information, and unstructured interviews with those interested in the subject of entrepreneurship and specialists, appendix 1.

Second: Determining the study methodology and appropriate research tools for data collection.

Third: Selecting the study population, determining its characteristics and the method of selecting the sample for the participants using the open questionnaire and Delphi tours experts. Determining the general criteria that must be met by the experts selected as a sample

Fourth: Participants' agreement to participate and set appointments with them.

Fifth: Analyzing the literature related to digital entrepreneurship in Jordan and extracting its economic and social implications, figure 3-11.

Sixth: Creating an open questionnaire appendix 3 and obtaining its results from the participants and merging them with the repercussions that were extracted from the previous literature and making a closed expert questionnaire.

Seventh: Building a qualitative semi-structured tool for the first practical round of Delphi, specifying the times for each round.

Eighth: the researcher starts of the closed questionnaire for Delphi tours with expert's appendix (8).

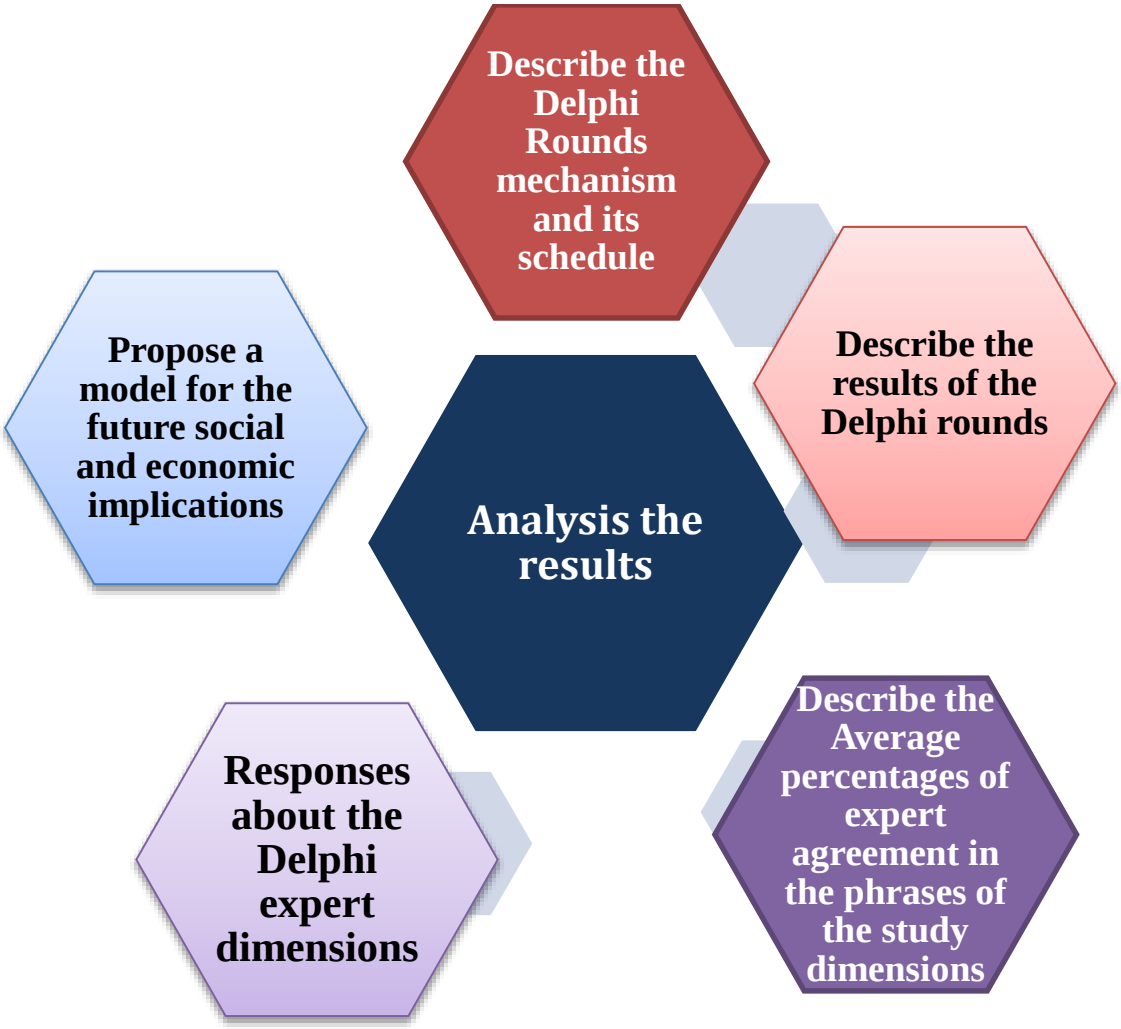
Ninth: Retrieving the responses from the rounds and processing the data using statistical methods after each round.

Tenth: Ending the rounds after it became clear that the percentage of agreement exceeded 80% and that only three rounds were sufficient.

Eleventh: Analyzing the results and making recommendations.

Chapter FOUR

Analysis the results of the study and providing an answer to its questions



Introduction:

This chapter presents the results of the study by presenting the three rounds that were conducted with the experts using the Delphi method and then statistically analyzing and interpreting them according to the study questionnaire in order to achieve the objectives of the study. The following is a detailed presentation of those rounds and their results, indication of the characteristics, mechanism and table of Delphi tours, the extent to which experts agree on the dimensions, diagnosis of the differences between the economic and social dimensions and a proposition of a model for the future social and economic implications of digital entrepreneurship as follows:

Description of the Delphi Rounds Mechanism and its Table

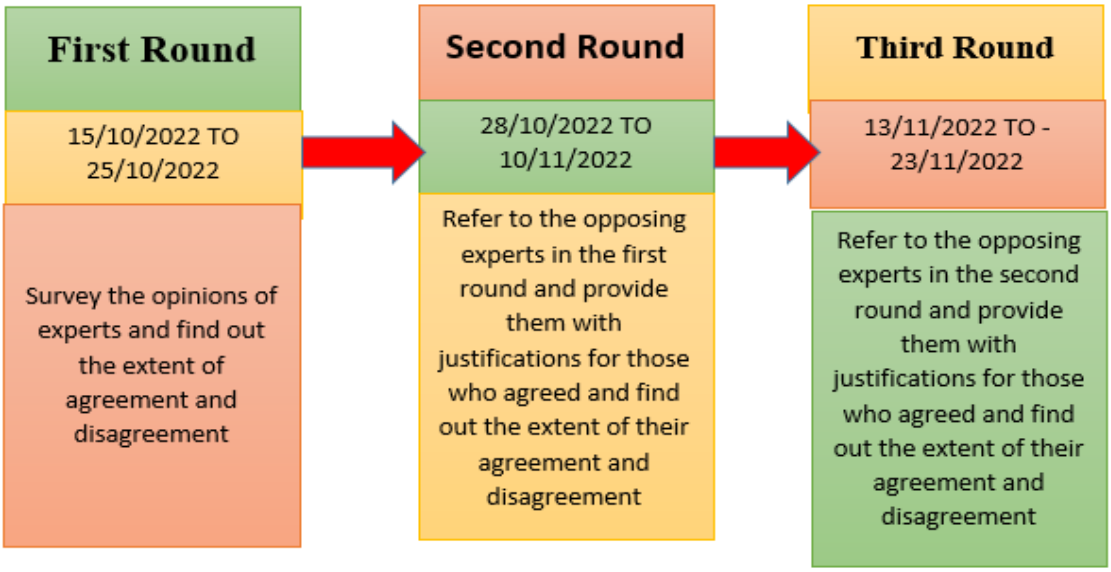


Figure 4-1 describe the mechanisms of Delphi tours and their table

The first draft of the study questionnaire on (30) experts – which has been described in the third chapter of this study - where the questionnaire included (65) phrases that express in their content the future implications of digital entrepreneurship in Jordan from the point of view of experts, divided into two dimensions as follows:

The first dimensions: the future economic impacts of the future of digital entrepreneurship in Jordan. It includes (37) statements that express the future economic implications of the future of digital entrepreneurship in Jordan from the point of view of experts. These implications have been divided into (3) sub-dimensions, namely:

-The first dimension: unemployment and inflation, and includes (11) phrases.

-The second dimension: economic development, which includes (17) phrases.

- The third dimension: technological change, which includes (9) phrases.

The second dimensions: the future social implications of the future of digital entrepreneurship in Jordan. It includes (28) statements that express the future social implications of the future of digital entrepreneurship in Jordan from the point of view of experts. These implications have been divided into (3) sub-dimensions, namely:

- The first dimension: social roles, which includes (9) phrases.

- The second dimension: social interaction, which includes (7) phrases. -The third dimension: cultural change, which includes (12) phrases.

In first round, the researcher distributed the tool in its initial form to a sample of experts, to express their opinion about these implications by approving or rejecting their impact, and the researcher left room for the experts' observations about these expressions. The results were as follows:

The first dimensions: the future economic implications of the future of digital entrepreneurship in Jordan:

To find out the extent of experts' agreement on the future economic impacts of the future of digital entrepreneurship in Jordan, the frequencies, percentages, and Chi-square test for goodness of fit were calculated to know the percentage of experts' agreement on the proposed implications.

- **Describe the results of the first round of Delphi Rounds**

In order to answer question No. 3: **What are the appropriate dimensions under which the economic and social implications are included?**

and question No. 4**: What is the percentage of experts' agreement on the economic and social implications according to the specific dimensions and according to the three Delphi rounds?**

The researcher applied the first round of Delphi rounds which include 30 experts who were previously described in the study sample, results were as follows:

- **Describe the appropriate dimensions of the economic and social implications** what are the appropriate dimensions under which the economic and social implications are included?

Table 4-1 Average percentages of expert agreement in the phrases of the study dimensions

Economic Implication	Mean	Social Implications	Mean
Unemployment and Inflation	94.85%	Social Roles	95.56%
Economic Development	95.49%	Social Interaction	94.29%
Technological Change	95.93%	Cultural Change	95.28%

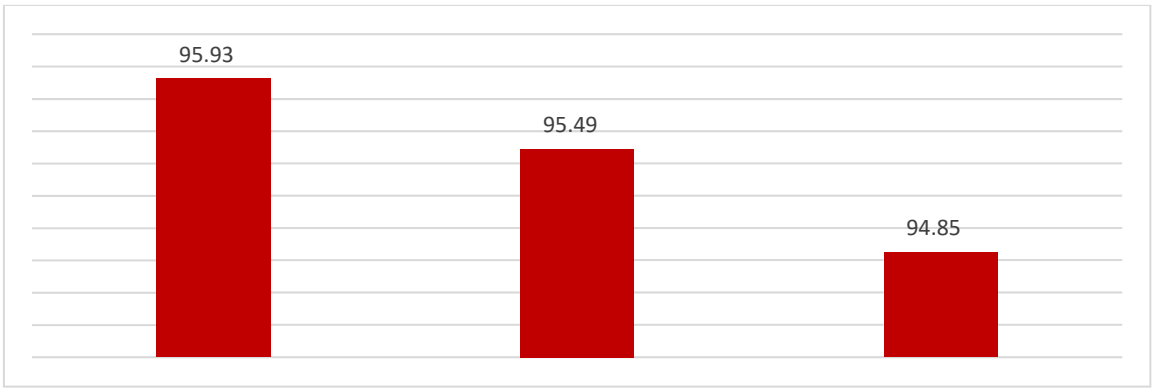


Figure 4-2 presents the average rates of agreement of experts in the expressions of the economic implication themes of the study

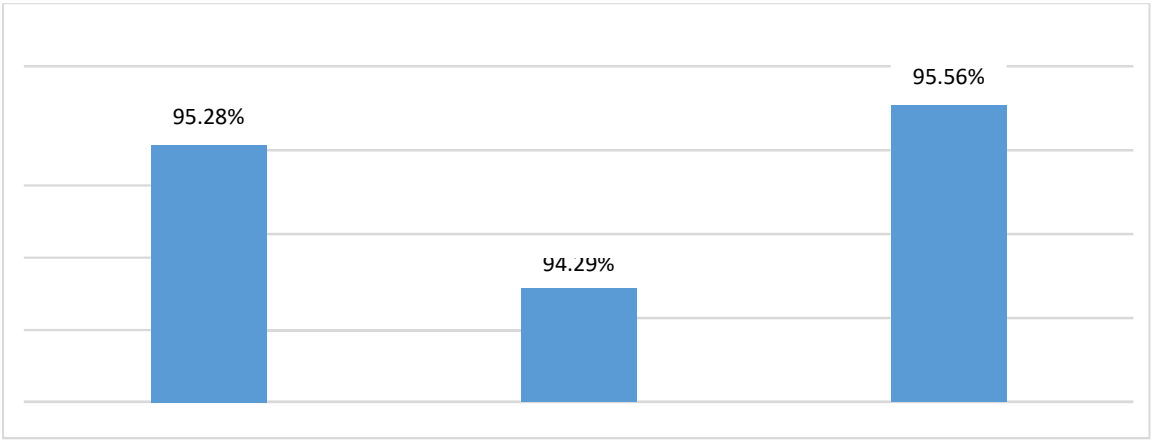


Figure 4-3 presents the average rates of agreement of experts in the expressions of the Social implication themes of the study

- **Determine the percentage of agreement on the economic and social implications**

In order to answer the fourth question and its content: What is the percentage of experts' agreement on the economic and social implications according to the specific dimensions and according to the three Delphi rounds?

The researcher gathered the answers of the experts and during this process, the researcher noticed that the answers were largely concentrated between (strongly agree and strongly refuse) and that the answer to (agree) and (refuse) was very limited and almost negligible, which prompted the researcher to combine the limited answers of (agree) with (strongly agree) paragraphs, as well as (refuse) paragraphs with (strongly refuse) paragraphs for the statistical analyses to be feasible and objective.

- **The responses of the Delphi expert about the dimensions of the first dimensions in detail:**

First: Unemployment and Inflation: sample = 30 experts

To know the future economic repercussions of digital entrepreneurship in Jordan on the dimension: (unemployment and inflation), the researcher calculated the frequencies, percentages, arithmetic averages, standard deviations and relative averages of the responses of the study sample of digital entrepreneurs in Jordan on the terms of the dimension: (unemployment and inflation). The results were as shown in the following table 4-2 figure 4-4:

Table 4-2 The responses of the study expert of digital entrepreneurship about the first dimension: Unemployment and Inflation

Future Implications	Response				Agreement Ratio	(X^2)	P.VALUE	Result
	Agree		Refuse					
	Freq	%	freq	%				
Providing exceptional teaching and learning opportunities	29	96.7%	1	3.3%	96.7%	26.133[a]	P<0.01	FOR AGREE
Creating new job opportunities	29	96.7%	1	3.3%	96.7%	26.133[a]	P<0.01	FOR AGREE
Providing training opportunities and new specialties	29	96.7%	1	3.3%	96.7%	26.133[a]	P<0.01	FOR AGREE
Creating a new, non-traditional work environment that allows everyone to initiate and start any project that may benefit the community	29	96.7%	1	3.3%	96.7%	26.133[a]	P<0.01	FOR AGREE
Stimulating the conversion of ideas into patents	29	96.7%	1	3.3%	96.7%	26.133[a]	P<0.01	FOR AGREE
Switching to e-business, giving young people more opportunities for investment that does not require high Cost	28	93.3%	2	6.7%	93.3%	22.533[a]	P<0.01	FOR AGREE
Achieving sustainable growth	28	93.3%	2	6.7%	93.3%	22.533[a]	P<0.01	FOR AGREE
Improving income which means increased expenditure	27	90.0%	3	10.0%	90.0%	19.200[a]	P<0.01	FOR AGREE
Not repeating traditional and over-repetitive projects in the future	27	90.0%	3	10.0%	90.0%	19.200[a]	P<0.01	FOR AGREE
Reducing the rate of economic inflation	24	80.0%	6	20.0%	80.0%	10.800[a]	P<0.01	FOR AGREE
Controlling inflation, increasing employment opportunities and sustainable growth	23	76.7%	7	23.3%	76.7%	8.533[a]	P<0.01	FOR AGREE

(X^2) = (3.84) At a level (0.05) Degree of Freedom (1)

The results in the previous table show that all the significance level values of the Chi-square test for goodness of fit were significant at the level of (0.01) or less. Differences are in favor of agrees, which means experts agree on the dimension statements. Despite the agreement of the experts, the results show that there is a discrepancy in the agreement of the experts about the future economic impacts of the future of digital entrepreneurship in Jordan in the dimension of unemployment and inflation. The percentage (96.7%) was represented in (5) statements that include the impact of digital entrepreneurship in Jordan in providing entrepreneurial education and learning opportunities, creating new job opportunities, providing training opportunities and new specializations, creating a new non-traditional work environment that allows everyone to initiate and start any project that may benefit society and stimulating the conversion of ideas into patents.

While the lowest percentage of agreement was (76.7%), which was represented in the impact of digital entrepreneurship in Jordan in controlling inflation, increasing employment opportunities and sustainable growth; And because the percentage of agreement on this statement was less than (80.0%), the researcher carried out the second round to reach an agreement rate higher than (80.0%) about these statements. The first dimension (unemployment and inflation):

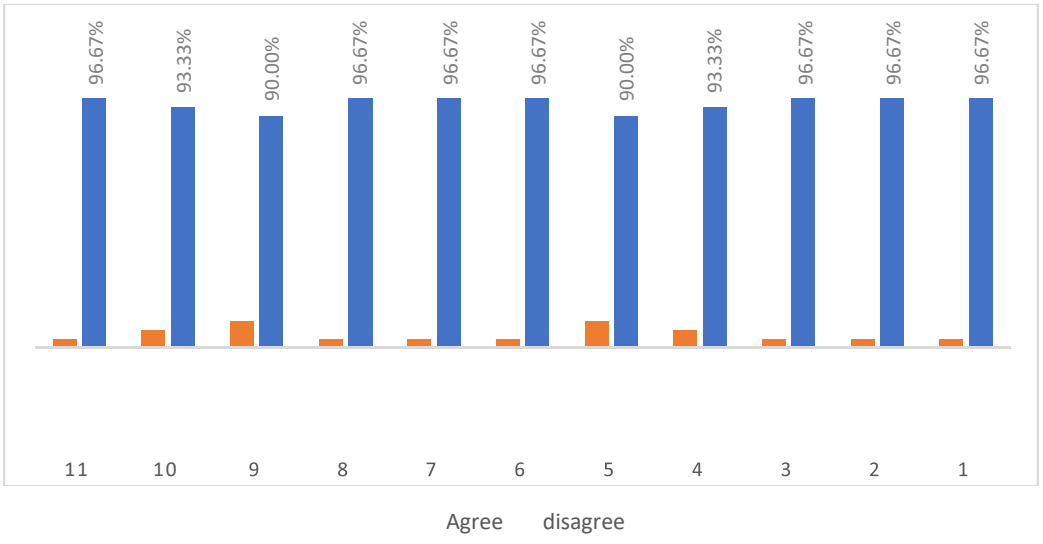


Figure 4-4 (Economic implications) - the first dimension (Unemployment and inflation) and the distribution of related dimensions

Second: Economic Development Sample = 30 experts

To forecasting the future economic repercussions of digital entrepreneurship in Jordan on the dimension: (economic development), the researcher calculated the frequencies, percentages, arithmetic averages, standard deviations, and relative averages of the responses of the study sample of digital entrepreneurs in Jordan on the terms of the dimension: (economic development). The results were as shown in the following table 4-3 figure 4-5:

Table 4-3 The responses of the study experts of digital entrepreneurs about the dimension: economic development

Future implications	Response				Agreement Ratio	(X^2)	P.VALUE	Result
	Agree		Refuse					
	Freq	%	Freq	%				
Developing infrastructure	29	96.7%	1	3.3%	96.7%	26.133[a]	P<0.01	for agree
Growth in the size of enterprises, especially small and medium ones	29	96.7%	1	3.3%	96.7%	26.133[a]	P<0.01	for agree
Improving the business environment based on productive competition	29	96.7%	1	3.3%	96.7%	26.133[a]	P<0.01	for agree
Introducing new goods and ideas which leads to diversity in the economic environment, growth and increasing productivity	29	96.7%	1	3.3%	96.7%	26.133[a]	P<0.01	for agree
Developing competitiveness locally in the field of digitalization and information technology	29	96.7%	1	3.3%	96.7%	26.133[a]	P<0.01	for agree
Increasing competitiveness and accessing global markets to offer Jordanian products and services worldwide	28	93.3%	2	6.7%	93.3%	22.533[a]	P<0.01	for agree
Improving operational efficiency by reaching many audiences	28	93.3%	2	6.7%	93.3%	22.533[a]	P<0.01	for agree
Innovating new business models (e.g., cloud kitchens, virtual work, and production from home)	28	93.3%	2	6.7%	93.3%	22.533[a]	P<0.01	for agree
Contributing to a proportional geographical distribution of projects to serve and develop all areas of the country	28	93.3%	2	6.7%	93.3%	22.533[a]	P<0.01	for agree

Increasing the level of services of funding bodies in terms of research, knowledge and training	28	93.3%	2	6.7%	93.3%	22.533[a]	P<0.01	for agree
Economic empowerment and self-reliance	27	90.0%	3	10.0%	90.0%	19.200[a]	P<0.01	for agree
Raising the annual income per individual	27	90.0%	3	10.0%	90.0%	19.200[a]	P<0.01	for agree
Exploiting technological development with the aim of reaching a more appropriate cost-benefit relationship	27	90.0%	3	10.0%	90.0%	19.200[a]	P<0.01	for agree
Innovating new economic products	26	86.7%	4	13.3%	86.7%	16.133[a]	P<0.01	for agree
Increasing creative attempts to produce patents that increase the revenues of organizations and individuals	26	86.7%	4	13.3%	86.7%	16.133[a]	P<0.01	for agree
Increasing foreign investments in the digital sector and providing an integrated and collaborative work environment	25	83.3%	5	16.7%	83.3%	13.333[a]	P<0.01	for agree
Preserving the resources of future generations	24	80.0%	6	20.0%	80.0%	10.800[a]	P<0.01	for agree

(X^2) = (3.84) At a level (0.05) Degree of Freedom (1)

The results in the previous table show that all the significance level values of the Chi-square test for goodness of fit were significant at the level of (0.01) or less. Differences are in favor of agrees, which means experts agree on the dimension statements.

The results in the previous table show that all the significance level values of the Chi-square test for goodness of fit were significant at the level of (0.01) or less. Differences are in favor of agrees, which means experts agree on the dimension statements; Where the percentages of their agreement about these implications ranged between (80.0%, 96.7%), and the highest percentage of agreement was (96.7%) about (5) statements, which included the impact of digital entrepreneurship in Jordan in: infrastructure development, growth in the size of projects, especially small ones. And the middle percentage of agreement was improving the business climate based on productive competition, introducing new commodities and ideas that lead to diversification in the economic environment, growth and increase in output and opening new markets related to tourism and electronic marketing.

While the lowest percentage of agreement was (80.0%), which was represented in the impact of digital entrepreneurship in Jordan in preserving the resources of future generations

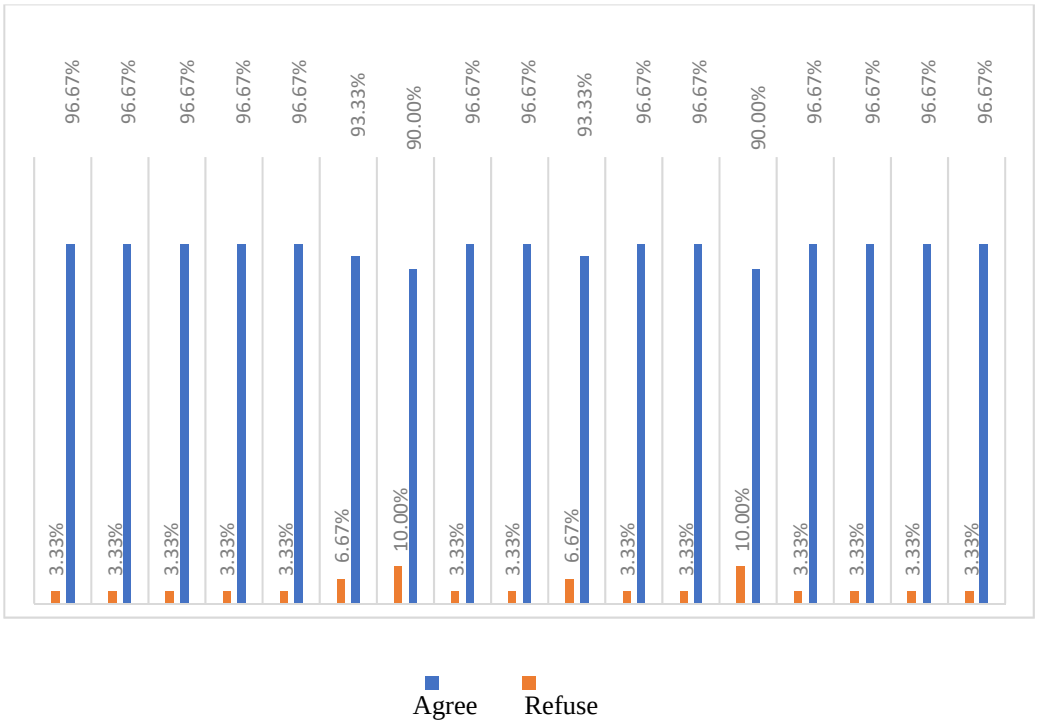


Chart 4-5 (Economic implications) - the second dimension (Economic development) and the distribution of related dimensions

Third: Technological Change Sample = (30) experts

To forecasting the future economic repercussions of digital entrepreneurship in Jordan on the dimension: (technological change), the researcher calculated the frequencies, percentages, arithmetic averages, standard deviations, relative averages and ranks of the responses of the study sample of digital entrepreneurs in Jordan on the terms of the dimension: (technological change). The results were as shown in the following table No. (4-4) figure No. (4-6):

Table 4-4 The responses of the study expert of digital entrepreneurs about the dimension: technological change

Future Implications	Response				Agreement average	P.VALUE	(X^2)	Result
	Agree		Refuse					
	Freq	%	Freq	%				
Accelerating the transition to a knowledge economy	29	96.7 %	1	3.3 %	96.7%	P<0.01	26.133[a]	For agree
Accelerating technology transfer and Localization	29	96.7 %	1	3.3 %	96.7%	P<0.01	26.133[a]	For agree
Developing competitiveness locally in the field of digitization and information technology	28	93.3 %	2	6.7 %	93.3%	P<0.01	22.533[a]	For agree
Transforming some traditional services into a less expensive digital format consistent with the national culture	28	93.3 %	2	6.7 %	93.3%	P<0.01	22.533[a]	For agree
The speed of performing digital procedures exceeds the procedures in traditional ways, and therefore these procedures will be easy and fast for beneficiaries	27	90.0 %	3	10.0 %	90.0%	P<0.01	19.200[a]	For agree
Aligning digital services with the national needs of society	27	90.0 %	3	10.0 %	90.0%	P<0.01	19.200[a]	For agree
Developing national software and electronic services that contribute to reducing the digital gap	27	90.0 %	3	10.0 %	90.0%	P<0.01	19.200[a]	For agree
Innovating products of a digital nature	27	90.0 %	3	10.0 %	90.0%	P<0.01	19.200[a]	For agree
Increasing dealing in digital currencies and electronic payment	27	90.0 %	3	10.0 %	90.0%	P<0.01	19.200[a]	For agree

(X^2) = (3.84) At a level (0.05) Degree of Freedom (1)

The results also show in the previous table No. (4-4) that there is a convergence in the experts' agreement about the future economic implications of the future of digital entrepreneurship in Jordan in the aftermath of technological change, as their agreement rates on these implications ranged between (90.0% - 96.7%), and the highest agreement rate was by (96.7%) about (2) of the phrases, which included accelerating the transition to a knowledge economy and accelerating technology transfer and localization .

While the lowest agreement rate was (90.0%), which was represented in the impact of digital entrepreneurship in Jordan in the speed of performing digital procedures, which makes the procedures easy and fast for beneficiaries, aligning digital services with the national needs of society, developing national software and electronic services that contribute to reducing the digital gap, creating products of a digital nature and increasing dealing in digital currencies and electronic payment.

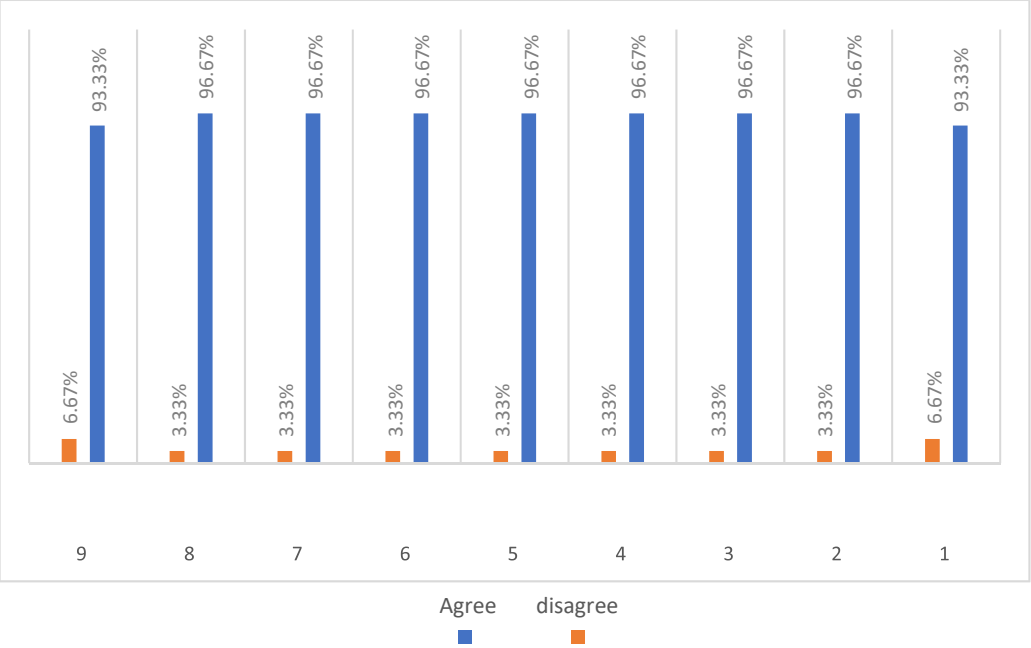


chart 4-6 (Economic implications) - the third dimension (Technological change) and the distribution of related dimension

- **Second: Study sample responses about the dimensions of the second dimensions in detail:**

To know the future social repercussions of digital entrepreneurship in Jordan on the dimension: (social roles) from a sample of 30 experts the researcher calculated the frequencies, percentages, arithmetic averages, standard deviations, relative averages and ranks of the responses of the study sample of digital entrepreneurs in Jordan on the terms of the dimension: (social roles). The results were as shown in the following table 4-5 and figure 4-7:

Table 4-5: The responses of the study experts of digital entrepreneurs about the dimension: social role

Result	Response				Agreement Ratio	(X^2)	P.VALUE	Result
	Agree		Refuse					
	Freq	%	Freq	%				
Reducing the burdens and stress associated with work	29	96.7%	1	3.3%	96.7%	26.133[a]	P<0.01	FOR agree
Encouraging more digital talents to start entrepreneurial projects by raising their awareness of the desired returns and equipping them with the necessary skills	29	96.7%	1	3.3%	96.7%	26.133[a]	P<0.01	FOR agree
Keeping abreast of global development in the fields of information technology	29	96.7%	1	3.3%	96.7%	26.133[a]	P<0.01	FOR agree
Improving and developing the quality of work for better results	29	96.7%	1	3.3%	96.7%	26.133[a]	P<0.01	FOR agree
Increasing the level of follow-up of families to their children as a result of virtual work and production from homes	29	96.7%	1	3.3%	96.7%	26.133[a]	P<0.01	FOR agree
Changing teaching methods and relying on digital curricula	28	93.3%	2	6.7%	93.3%	22.533[a]	P<0.01	FOR agree
Creating a culture of self-reliance	27	90.0%	3	10.0%	90.0%	19.200[a]	P<0.01	FOR agree
Increasing the orientation towards family businesses	24	80.0%	6	20.0%	80.0%	10.800[a]	P<0.01	FOR agree
Reducing divorce rates	18	60.0%	12	40.0%	60.0%	1.200[a]	0.273	For agree

(X^2)= (3.84) At a level (0.05) Degree of Freedom (1)

The results in the previous table show that (8) of the significance level values of the Chi-square test for goodness of fit were significant at the level of (0.01) or less, and that only (1) of the significance level values was (non-significant). This means that the attitude of the experts regarding this statement was neutral, which indicates the disparity in the responses of the experts, as their agreement rates on these implications ranged between (60.0% - 96.7%), and the highest agreement rate was (96.7%) which represent (5) of the statements. These included the impact of digital entrepreneurship in reducing the burdens and stress associated with work, encouraging more digital talents to start entrepreneurial projects by educating them about the desired returns and providing them with the necessary skills, keeping pace with the global development in the fields of information technology, improving and developing the quality of work to obtain better results and increasing the level of families' follow-up with their children as a result of virtual work and home production.

While the lowest agreement rate was (60.0%), which was represented in the impact of digital entrepreneurship in Jordan in reducing divorce rates, because this percentage was less than (80.0%), the researcher carried out the second round to reach an agreement rate that exceeded (80.0%).

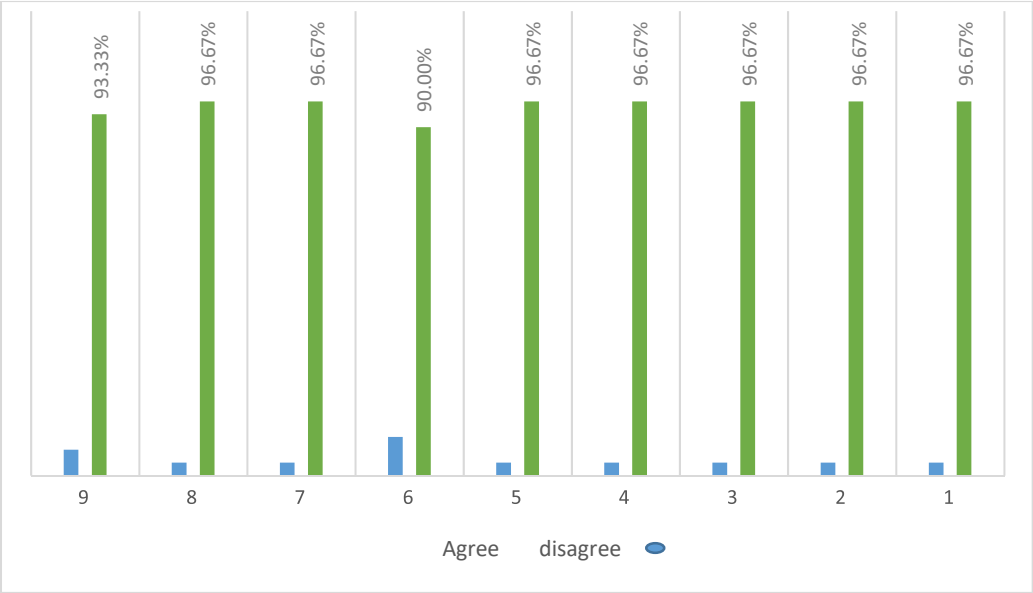


Figure 4-7 (Social Implications) - The first dimension (Social Roles) and the distribution of the dimensions

Second: Social Interaction: sample = 30 experts

To know the future social repercussions of digital entrepreneurship in Jordan on the dimension: (social interaction), the researcher calculated the frequencies, percentages, arithmetic averages, standard deviations, relative averages, and ranks of the responses of the study sample of digital entrepreneurs in Jordan on the terms of the dimension: (social interaction). The results were as shown in the following table No. (4-6) and figure No. (4-8):

Table 4-6: The responses of the study experts of digital entrepreneurs about the dimension: social Interaction

Future Implications	Response				Agreement Ratio	(X^2)	P.VALUE	Result
	Agree		Refuse					
	Freq	%	Freq	%				
Attracting tourists contributes to improving the reputation and spread of the country	29	96.7%	1	3.3%	96.7%	26.133[a]	P<0.01	FOR agree
Building new entrepreneurial capabilities	29	96.7%	1	3.3%	96.7%	26.133[a]	P<0.01	FOR agree
Developing expertise and increasing professionals	28	93.3%	2	6.7%	93.3%	22.533[a]	P<0.01	FOR agree
Achieving community satisfaction and building bridges of cooperation	26	86.7%	4	13.3%	86.7%	16.133[a]	P<0.01	FOR agree
Increased confidence and self- reconciliation	25	83.3%	5	16.7%	83.3%	13.333[a]	P<0.01	FOR agree
Achieving social stability in society	25	83.3%	5	16.7%	83.3%	13.333[a]	P<0.01	FOR agree
Reducing crime rates	21	70.0%	9	30.0%	70.0%	4.800[a]	P0.028	FOR agree

(X^2) = (3.84) At a level (0.05) Degree of Freedom (1)

The results in the previous table show that (6) of the significance level values of the Chi-square test for goodness of fit came as a function at the level (0.01) or less, and that only (1) of the significance level values came as a function at the level (0.05).

This shows that the experts' attitudes about the dimension statements were generally in agreement, and despite that, the results show that there is a discrepancy in the experts' agreement about the future social impacts of the future of digital entrepreneurship in Jordan in the dimension of social interaction, where the percentages of their agreement about these implications ranged between (70.0% - 96.7%) and the highest percentage of agreement was (96.7%) of (2) of the statements, which included the impact of digital entrepreneurship in attracting tourists, which contributes to improving the reputation and spread of the country, and building new entrepreneurial capabilities and energies. While the lowest agreement rate was (70.0%), which was represented in the impact of digital entrepreneurship in reducing crime rates, because this percentage was less than (80.0%), the researcher carried out the second round to reach an agreement rate that exceeded (80.0%).

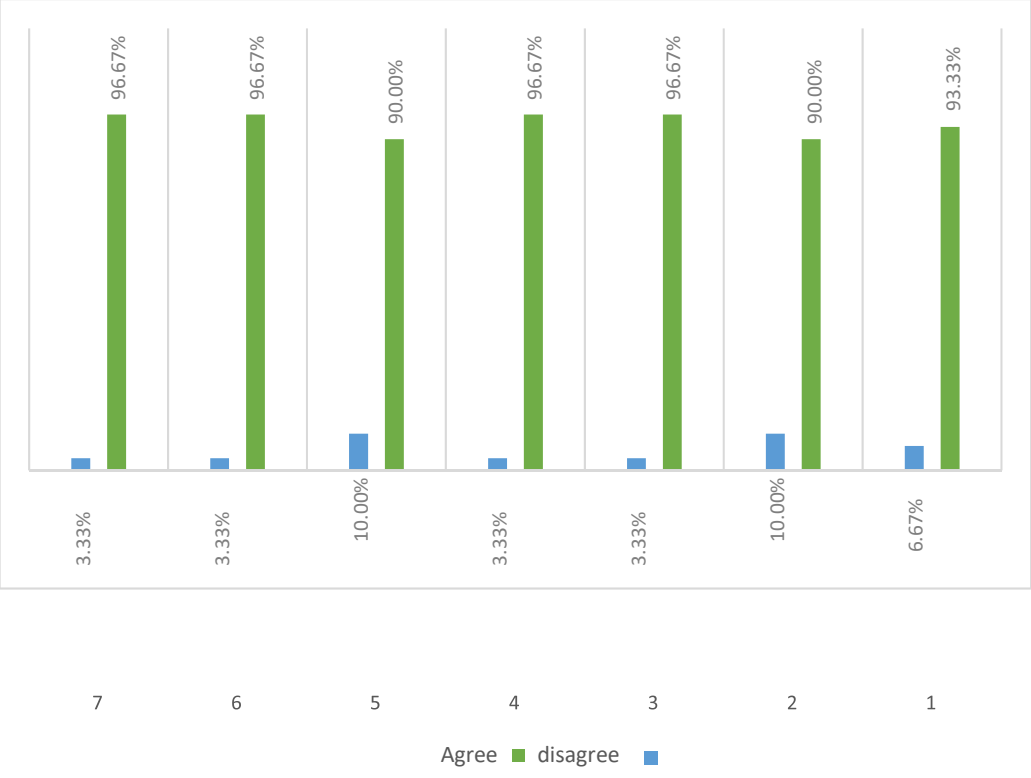


Figure 4-8 (Social Implications) - the second dimension (Social Interaction) and the distribution of dimensions

Third: Cultural Change: Sample= 30 experts

To know the future social repercussions of digital entrepreneurship in Jordan on the dimension: (cultural change), the researcher calculated the frequencies, percentages, arithmetic averages, standard deviations, relative averages, and ranks of the responses of the study sample of digital entrepreneurs in Jordan on the terms of the dimension: (cultural change). The results were as shown in the following table 4-7 figure 4-9:

Table 4-7: The responses of the study experts of digital entrepreneurs about the dimension: cultural change

Future Implications	Response				Agreement Ratio	(X^2)	P.VALUE	Result
	Agree		Refuse					
	Freq	%	Freq	%				
Fostering a culture of risk adoption and no fear of failure	29	96.7%	1	3.3%	96.7%	26.133[a]	P<0.01	FOR agree
Developing a culture of saving effort, energy and costs	29	96.7%	1	3.3%	96.7%	26.133[a]	P<0.01	FOR agree
Combating practices that may harm consumers, such as monopolizing goods and raising their prices	28	93.3%	2	6.7%	93.3%	22.533[a]	P<0.01	FOR agree
Changing society's perception of women and increasing their empowerment	28	93.3%	2	6.7%	93.3%	22.533[a]	P<0.01	FOR agree
Changing Some societal behaviors	28	93.3%	2	6.7%	93.3%	22.533[a]	P<0.01	FOR agree
Increasing teamwork and knowledge Sharing	27	90.0%	3	10.0%	90.0%	19.200[a]	P<0.01	FOR agree
Reducing digital illiteracy	27	90.0%	3	10.0%	90.0%	19.200[a]	P<0.01	FOR agree
Making a change in some social customs and traditions	27	90.0%	3	10.0%	90.0%	19.200[a]	P<0.01	FOR agree
Changing in some of the practices of the culture of society and adopting new cultures that have positive implications on people and society	27	90.0%	3	10.0%	90.0%	19.200[a]	P<0.01	FOR agree
Changing some consumption patterns Gradually	27	90.0%	3	10.0%	90.0%	19.200[a]	P<0.01	FOR agree
Promoting a culture of responsibility and supporting the country in achieving development goals	26	86.7%	4	13.3%	86.7%	16.133[a]	P<0.01	FOR agree
Reducing school and university dropout Rates	25	83.3%	5	16.7%	83.3%	13.333[a]	P<0.01	FOR agree

(X^2) = (3.84) At a level (0.05) Degree of Freedom (1)

The results in the previous table 4-7 show that all the significance level values of the Chi-square test for goodness of fit were significant at the level of (0.01) or less. In the table, we find that these differences are in favor of the agrees, which means that the experts agree on the dimension statements in general, as their agreement rates on these implications ranged between (80.0% - 96.7%), and the highest agreement rate was (96.70%) of (2) of the statements. These included the role of digital entrepreneurship, promoting a culture of adopting risk and not being afraid of failure and developing a culture of saving effort, energy and costs.

While the lowest percentage of agreement was (83.3%), which was represented in the impact of digital entrepreneurship in reducing dropout rates from schools and universities. The following chart (4-9) shows the percentages of agreement of experts on the phrases of the second dimensions (economic implications) - the third dimension (cultural change):

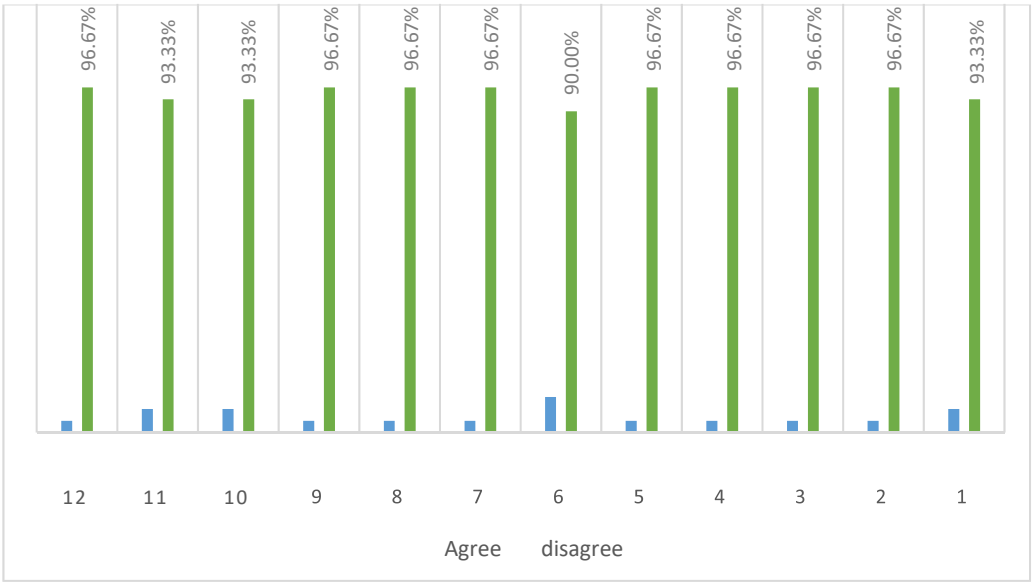


Figure 4-9 (Social Implications) - the third dimension (Cultural Change) and the distribution of dimensions

The results of the table show the following:

- The highest agreement rate among the experts was 18 experts, who constituted 60 percent of the sample, compared to 12 opposition experts, who constituted 40 percent, indicating that the percentage is high which led us to the second round, because the percentage of experts' agreement must be higher than 80 percent among experts (Barrett & Roberta , 2020) & (Custer, Scarcella, & Stewart, 1999)& (Amjad, 2021)& (Beiderbeck, Frevel, der Gracht, & Schmidt, 2021).
- All chi-square values were at the significance level of one in a thousand and were in favor of those agreeing.

Describe the results of the first round of Delphi rounds

The justifications of the objectors for First round were as follows:

Reducing the rate of economic inflation: There were more than one expert opposing the impact of the rate of economic inflation on digital entrepreneurship, and their opposition was explained by the fact that the rates have increased according to global statistics. Although digital dealing and digital entrepreneurship have increased their rates and not decreased, and that they are affected globally, not locally. In addition, for other experts "Inflation will lead, for low-income families, to an increase in anxiety and stress," stressing that "the feeling of having low salaries and insufficient income from one's main job is a source of chronic stress that has links to anger and resentment, which leads to" a reduction in opinions. Positivity about other aspects and its impact on others or its reflection on them.

The "economic or social" reasons for the collapse of marriage contracts or high divorce rate in Jordan do not differ, in some of expert's opinion, from their counterparts in the Arab countries, which excludes poverty as one of those reasons. For a successful marital relationship, the issues of intimacy, understanding, and common spaces must go beyond planning for the family's economics and managing resources in a way that helps the continuation of that most important community unit.

- **Second Round Results:**

In order to reduce the percentage of opposition, because the percentage of experts' agreement must be higher than 80 percent among experts, so this round was built based on the feedback of the first round of the preliminary identification of the future economic and social impacts of digital entrepreneurship in Jordan, and in that round the dissenting experts were consulted. Their answers were counted and it turned out that they were (12) experts who had partial or total objections to the paragraphs of the questionnaire, and they were asked to reconsider their opinions in light of the opinions of the approved majority as stated in Appendix 5, and the results were as follows:

The first dimensions: the future economic implications of the future of digital entrepreneurship in Jordan:

To find out the extent to which experts agree on the future economic impacts of the future of digital entrepreneurship in Jordan, frequencies, percentages, and the Chi-square test for goodness of fit were calculated to know the percentage of experts' agreement on the proposed impacts, and then arrange these implications in descending order according to percentages. The agreement obtained, and the results were according to the experts' responses, as shown in the following table 4-8 and figure 4-10.

- **First: Unemployment and Inflation Sample = (12) experts**

Table (4-8) The responses of the study experts in the first dimensions (economic implications) - the first dimension (unemployment and inflation)

Future Implications	Response				Agreement Ratio	(X^2)	P.VALUE	Result
	Agree		Refuse					
	Freq	%	Freq	%				
Providing exceptional teaching and learning opportunities	11	91.7 %	1	8.3 %	96.7%	8.33	P<0.01	FOR agree
Creating new job opportunities	11	91.7 %	1	8.3 %	91.7%	8.33	P<0.01	FOR agree
Reducing the rate of economic Inflation	11	91.7 %	1	8.3 %	91.7%	8.33	P<0.01	FOR agree
Achieving sustainable growth	11	91.7 %	1	8.3 %	91.7%	8.33	P<0.01	FOR agree
Providing training opportunities and new specialties	11	91.7 %	1	8.3 %	91.7%	8.33	P<0.01	FOR agree
Creating a new, non-traditional work environment that allows everyone to initiate and start any project that may benefit the community	11	91.7 %	1	8.3 %	91.7%	8.33	P<0.01	FOR agree
Not repeating traditional and over-repetitive projects in the Future	11	91.7 %	1	8.3 %	91.7%	8.33	P<0.01	FOR agree
Stimulating the conversion of ideas into patents	11	91.7 %	1	8.3 %	91.7%	8.33	P<0.01	FOR agree
Not repeating traditional and over-repetitive projects in the Future	10	83.3 %	2	16. 7%	83.3%	5.33	P<0.01	FOR agree
Improving income which means increased expenditure	10	83.3 %	2	16. 7%	83.3%	5.33	P<0.01	FOR agree
Controlling inflation, increasing employment opportunities and sustainable growth	7	58.3 %	5	41.7 %	76.7%	4.33	P<0.01	FOR agree

(X^2) = (3.84) At a level (0.05) Degree of Freedom (1)

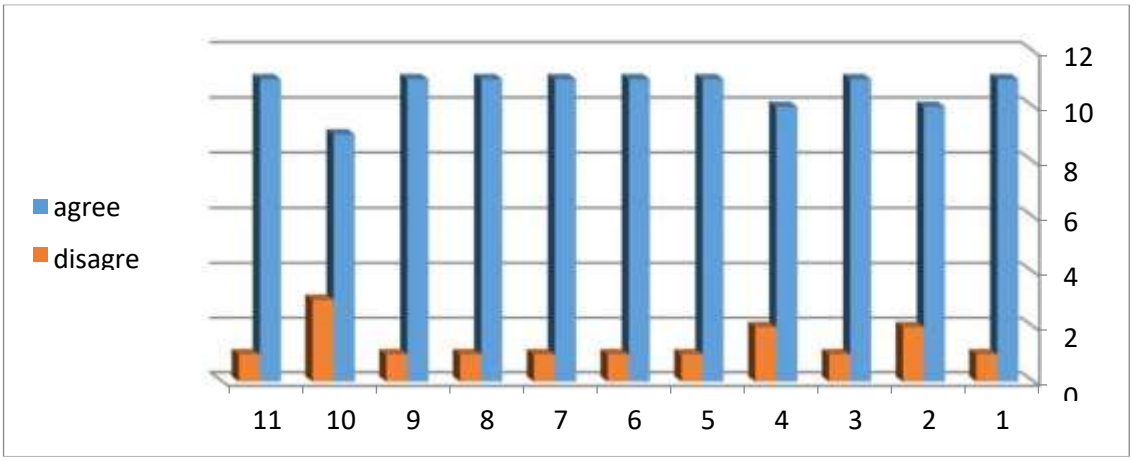


Figure 4-10 Percentage of expert agreement on the statements of the first dimensions (Economic Implications) - the first dimension (Unemployment and Inflation) second round

Second: Economic Development Sample = (12) experts

Table (4-9) The responses of the study experts in the phrases of the first dimensions (Economic implications) - the first dimension (Economic development)

Future implications	Response				Agreement Ratio	(X^2)	P.VALUE	Result
	Agree		Refuse					
	Freq	%	Freq	%				
Developing infrastructure	11	91.7%	1	8.3%	96.7%	8.33	p.<0.01	FOR AGREE
Growth in the size of enterprises, especially small and medium ones	11	91.7%	1	8.3%	96.7%	8.33	p.<0.01	FOR AGREE
Economic empowerment and self-reliance	11	91.7%	1	8.3%	96.7%	8.33	p.<0.01	FOR AGREE
Raising the annual income per individual	11	91.7%	1	8.3%	96.7%	8.33	p.<0.01	FOR AGREE
Improving the business environment based on productive competition	11	91.7%	1	8.3%	96.7%	8.33	p.<0.01	FOR AGREE
Increasing foreign investments in the digital sector and providing an integrated and collaborative work environment	11	91.7%	1	8.3%	96.7%	8.33	p.<0.01	FOR AGREE
Innovating new business models (e.g., cloud kitchens, virtual work, and production from home)	11	91.7%	1	8.3%	96.7%	8.33	p.<0.01	FOR AGREE

Contributing to a proportional geographical distribution of projects to serve and develop all areas of the country	11	91.7%	1	8.3%	96.7%	8.33	p.<0.01	FOR AGREE
Increasing the level of services of funding bodies in terms of research, knowledge and training	11	91.7%	1	8.3%	96.7%	8.33	p.<0.01	FOR AGREE
Increasing creative attempts to produce patents that increase the revenues of organizations and individuals	10	83.3%	2	16.7%	93.3%	5.33	0.02	FOR AGREE
Introducing new goods and ideas which leads to diversity in the economic environment, growth and increasing productivity	10	83.3%	2	16.7%	93.3%	5.33	0.02	FOR AGREE
Raising the annual income per individual	10	83.3%	2	16.7%	93.3%	5.33	0.02	FOR AGREE
Increasing competitiveness and accessing global markets to offer Jordanian products and services worldwide	10	83.3%	2	16.7%	93.3%	5.33	0.02	FOR AGREE
Exploiting technological development with the aim of reaching a more appropriate cost-benefit relationship	10	83.3%	2	16.7%	93.3%	5.33	0.02	FOR AGREE
Opening new markets related to electronic tourism and marketing	10	83.3%	2	16.7%	93.3%	5.33	0.02	FOR AGREE
Improving operational efficiency by reaching many audiences	10	83.3%	2	16.7%	93.3%	5.33	0.02	FOR AGREE
Innovating new economic products	7	58.3	5	41.7	76.7%	3.33	P<0.01	FOR AGREE

(X^2) = (3.84) At a level (0.05) Degree of Freedom (1)

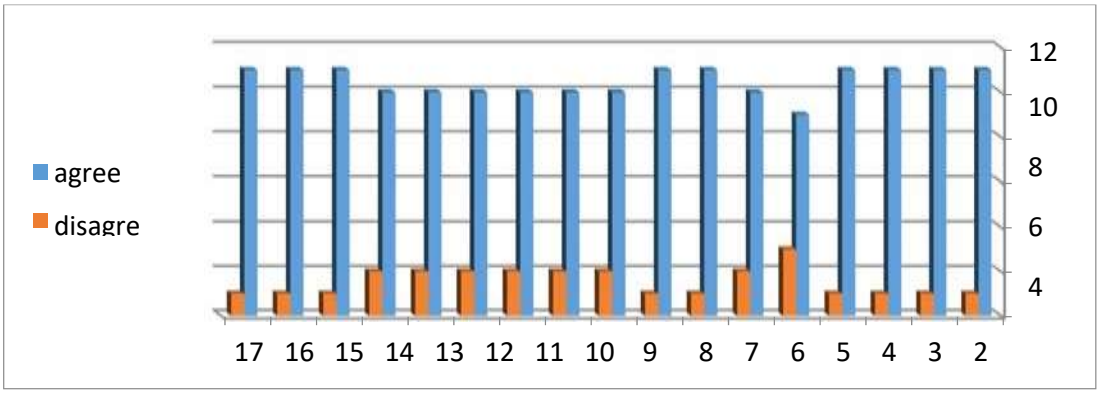


Figure 4-11 Percentage of expert agreement on the phrases of the first dimensions (Economic Implications) - the third dimension (Economic Development)

Third: Technological Change Sample = (12) experts

Table 4-10 The study experts' responses to the first dimension's statements (economic implications) - the third dimension (technological change)

Future Implications	Response				Agreement Ratio	(X^2)	P.VALUE	Result
	Agree		Refuse					
	Freq	%	Freq	%				
Developing competitiveness locally in the field of digitalization and information technology	11	91.7%	1	8.3%	96.7%	8.33	p.<0.01	FOR AGREE
The speed of performing digital procedures exceeds the procedures in traditional ways, and therefore these procedures will be easy and fast for beneficiaries	11	91.7%	1	8.3%	96.7%	8.33	p.<0.01	FOR AGREE
Aligning digital services with the national needs of society	11	91.7%	1	8.3%	96.7%	8.33	p.<0.01	FOR AGREE
Accelerating technology transfer and localization	11	91.7%	1	8.3%	96.7%	8.33	p.<0.01	FOR AGREE
Increasing dealing in digital currencies and electronic payment	11	91.7%	1	8.3%	96.7%	8.33	p.<0.01	FOR AGREE
Developing national software and electronic services that contribute to reducing the digital gap	10	83.3%	2	16.7%	93.3%	5.33	0.02	FOR AGREE
Transforming some traditional services into a less expensive digital format consistent with the national culture	10	83.3%	2	16.7%	93.3%	5.33	0.02	FOR AGREE
Innovating products of a digital nature	10	83.3%	2	16.7%	93.3%	5.33	0.02	FOR AGREE
Accelerating the transition to a knowledge economy	10	83.3%	2	16.7%	93.3%	5.33	0.02	FOR AGREE

(X^2) = (3.84) At a level (0.05) Degree of Freedom (1)

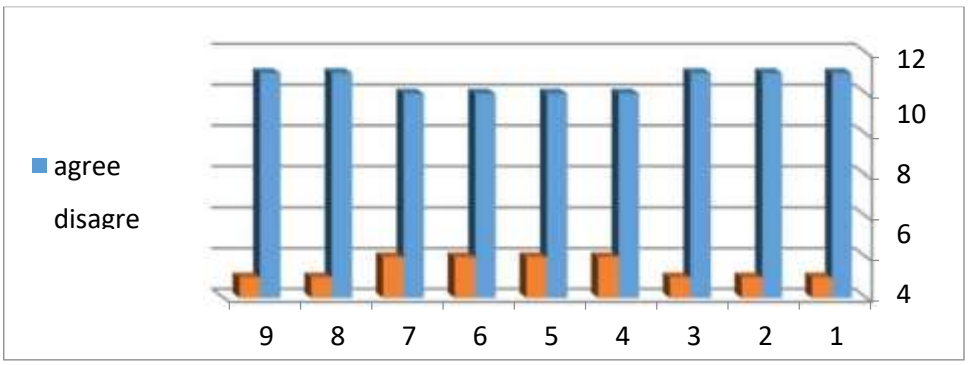


Figure 4-12 Percentage of expert agreement on the phrases of the first dimensions (Economic Implications) - the third dimension (Technological Change)

The second dimensions: the future social implications of the future of digital entrepreneurship in Jordan:

To find out the extent to which experts agree on the future social impacts of the future of digital entrepreneurship in Jordan, frequencies, percentages, and the Chi-square test for goodness of fit were calculated to find out the percentage of experts' agreement on the proposed implications, and then the researcher arranged these implications in descending order according to percentages.

First: Social Roles Sample = (12) experts

Table 4-11 the study expert's responses to the phrases of the second dimensions (Social Implications) - the first dimension (Social Role)

Future Implications	Response				Agreement Ratio	(X^2)	P.VALUE	Result
	Agree		Refuse					
	Freq	%	Freq	%				
Creating a culture of self-reliance	11	91.7 %	1	8.3 %	96.7 %	8.33	p.<0.01	FOR AGREE
Improving and developing the quality of work for better results	11	91.7 %	1	8.3 %	96.7 %	8.33	p.<0.01	FOR AGREE
Increasing the level of follow-up of families to their children as a result of virtual work and production from homes	11	91.7 %	1	8.3 %	96.7 %	8.33	p.<0.01	FOR AGREE
Increasing the orientation towards family businesses	11	91.7 %	1	8.3 %	96.7 %	8.33	p.<0.01	FOR AGREE
Reducing the burdens and stress associated with Work	10	83.3 %	2	16.7%	93.3 %	5.33	0.02	FOR AGREE
Changing teaching methods and relying on digital curricula	10	83.3 %	2	16.7%	93.3 %	5.33	0.02	FOR AGREE
Encouraging more digital talents to start entrepreneurial projects by raising their awareness of the desired returns and equipping them with the necessary skills	10	83.3 %	2	16.7%	93.3 %	5.33	0.02	FOR AGREE
Keeping abreast of global development in the fields of information technology	10	83.3 %	2	16.7%	93.3 %	5.33	0.02	FOR AGREE

Reducing divorce rates	5	41.7	7	58.3	76.7 %	2.33	P<0.01	For disagree

(X^2) = (3.84) At a level (0.05) Degree of Freedom (1)

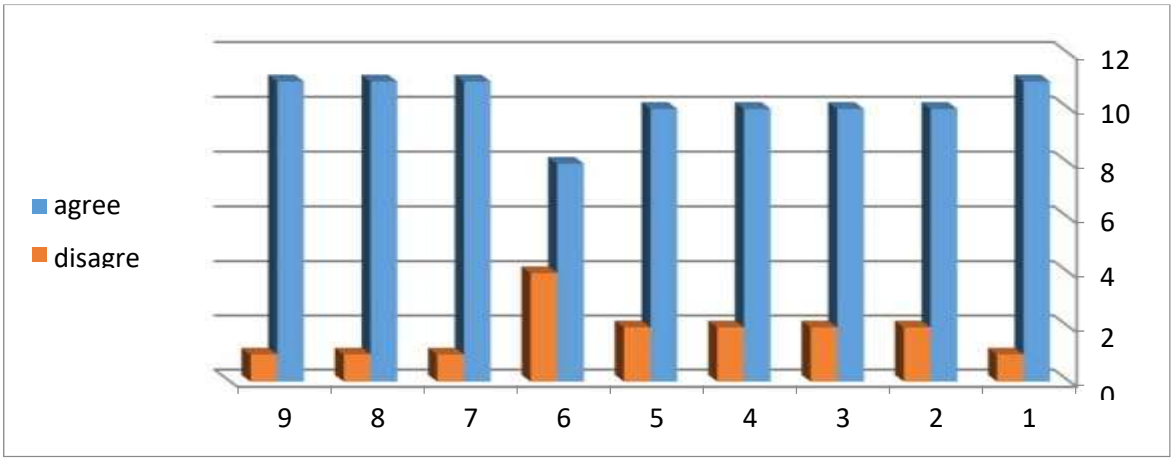


Figure (4-13) Percentage of expert agreement on the phrases of the second dimensions (Economic Implications) - the first dimension (Social Roles)

Second: Social Interaction Sample =12 experts

Table 4-12 the study expert's responses to the phrases of the second dimensions (Social Implications) - the second dimension (Social Interaction)

Future Implications	Response				Agreement Ratio	(X^2)	P.VALUE	Results
	Agree		Refuse					
	Freq	%	Freq	%				
Increasing confidence and reconciliation with oneself even more	11	91.7 %	1	8.3 %	96.7%	8.33	p.<0.01	FOR AGREE
Attracting tourists contributes to improving the reputation of the country	11	91.7 %	1	8.3 %	96.7%	8.33	p.<0.01	FOR AGREE
Achieving social stability in society	11	91.7 %	1	8.3 %	96.7%	8.33	p.<0.01	FOR AGREE
Developing expertise and increasing professionals	11	91.7 %	1	8.3 %	96.7%	8.33	p.<0.01	FOR AGREE
Building new entrepreneurial capabilities	11	91.7 %	1	8.3 %	96.7%	8.33	p.<0.01	FOR AGREE
Achieving community satisfaction and building bridges of cooperation	10	83.3 %	2	16.7%	93.3%	5.33	0.02	FOR AGREE

Reducing crime rates	5	58.3	7	41.7	76.7%	2.33	P<0.01	For disagree

(X^2) = (3.84) At a level (0.05) Degree of Freedom (1)

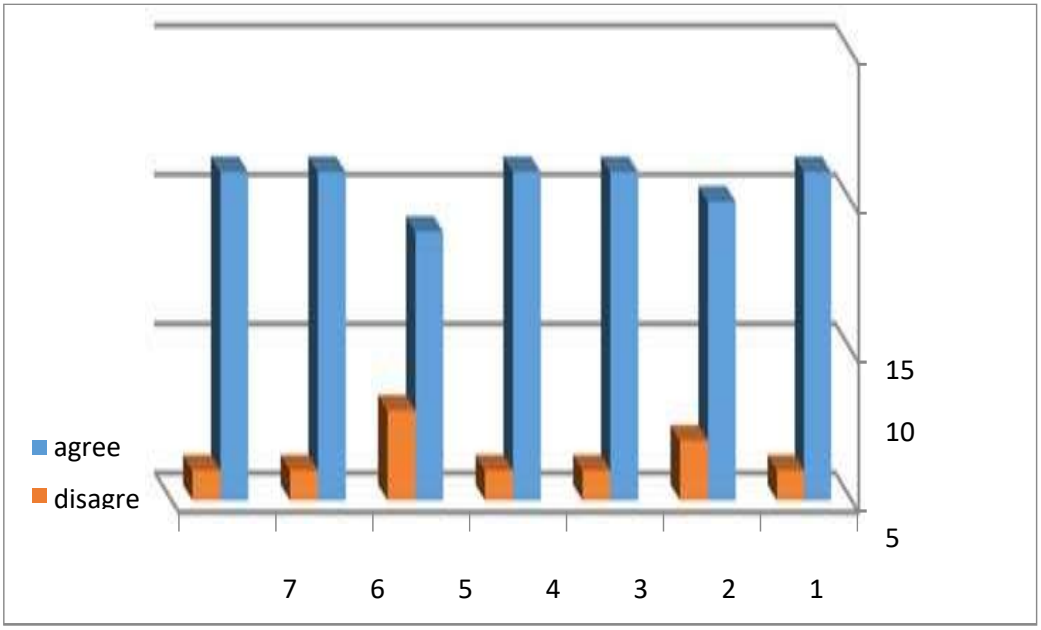


Figure 4-14 Percentage of expert agreement on the phrases of the second dimensions (Economic Implications) - the second dimension (Social Interaction)

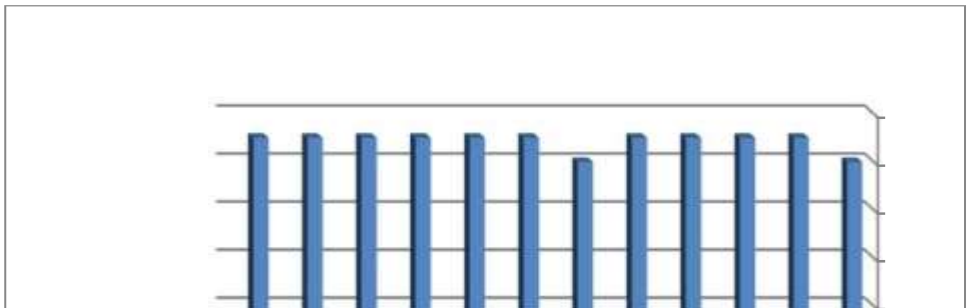
Third: Cultural Change Sample = (12) experts

Table 4-13 The study expert's responses to the phrases of the second dimensions (Social Implications) - the second dimension (Cultural Change)

Future Implications	Response				Agreement Ratio	(X^2)	P.VALUE	Result
	Agree		Refuse					
	Freq	%	Freq	%				

Changing some consumption patterns gradually	11	91.7 %	1	8.3 %	96.7%	8.33	p.<0 .01	FOR agree
Developing a culture of saving effort, energy and costs	11	91.7 %	1	8.3 %	96.7%	8.33	p.<0 .01	FOR agree
Fostering a culture of risk adoption and no fear of failure	11	91.7 %	1	8.3 %	96.7%	8.33	p.<0 .01	FOR agree
Changing some of the practices of the culture of society and adopting new cultures that have positive implications on people and Society	11	91.7 %	1	8.3 %	96.7%	8.33	p.<0 .01	FOR agree
Changing society's perception of women and increasing their empowerment	11	91.7 %	1	8.3 %	96.7%	8.33	p.<0 .01	FOR agree
Making a change in some social customs and traditions	11	91.7 %	1	8.3 %	96.7%	8.33	p.<0 .01	FOR agree
Reducing digital illiteracy	11	91.7 %	1	8.3 %	96.7%	8.33	p.<0 .01	FOR agree
Combating practices that may harm consumers, such as monopolizing goods and raising their prices	11	91.7 %	1	8.3 %	96.7%	8.33	p.<0 .01	FOR agree
Changing in some of the practices of the culture of society and adopting new cultures that have positive implications on people and society	11	91.7 %	1	8.3 %	96.7%	8.33	p.<0 .01	FOR agree
Increasing teamwork and knowledge sharing	11	91.7 %	1	8.3 %	96.7%	8.33	p.<0 .01	FOR agree
Changing Some societal behaviors	10	83.3 %	2	16. 7%	93.3%	5.33	0.02	FOR agree
Promoting a culture of responsibility and supporting the country in achieving development goals	10	83.3 %	2	16. 7%	93.3%	5.33	0.02	FOR agree

(X^2) = (3.84) At a level (0.05) Degree of Freedom (1)



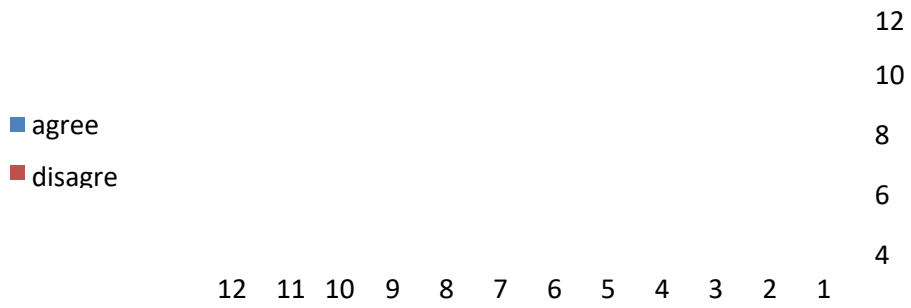


Figure 4-15 Percentage of expert agreement on the phrases of the second dimensions (Economic Implications) - the third dimension (Cultural Change)

In order to reduce the percentage of opposition, because the percentage of experts' agreement must be higher than 80 percent among experts (Beiderbeck, Frevel, der Gracht, & Schmidt, 2021), so the researcher resorted to a second round of Delphi rounds by applying it only on 12 of expert opponents, by redirecting the questionnaire in Appendix (5) to them and mention the points that they refused and providing them with the justifications of those who approved the previous round.

Also, inflation is what leads to fluctuations in the business market, which may increase or decrease the value of investments and corporate values. This in turn directly affects deferred dimensions on the company's assets, and therefore companies resort to changing their strategies in digital investment, adopting new methods in the accounting process and showing special disclosures in the margins of the financial statements. Recent studies have shown an increase in the number of divorces among newly married couples. The results show that the number of divorce cases is increasing in general despite the increase in the rates of digital entrepreneurship and linking it to personal issues.

After the end of the second round, noting that those who agreed became 23 (18 from the first round and 5 from the second round), but the percentage became 77%, which is less than 80%, which requires the implementation of a third round.

The justifications of the objectors for third round were as follows:

The experts explained in the third round that the producers get more profits; due to the higher prices of the goods they sell or the services they provide than the increase in the costs of these goods or services, so they increase productivity and earn more revenues. On the contrary, workers will be negatively affected, this is because the increase in prices will not necessarily lead to a decrease in inflation, but rather to an increase in class gaps between society. Experts also justified the increase in divorce rates due to the lack of time given to families and because of the development that takes place by changing priorities.

Third Round Results:

In order to reduce the percentage of opposition, because the percentage of expert agreement must be higher than 80 percent among experts, so this round was built based on the feedback of the second round to identify the future economic and social impacts of digital entrepreneurship in Jordan. In this round, the paragraphs were presented to the dissenting experts who were (7) experts, after reviewing and classifying all the results of the second round. These seven experts were partially or completely exposed to the paragraphs, and they were asked to reconsider their opinions in light of the opinions of the approved majority in Appendix 6. The results were as follows:

The first dimensions: the future economic implications of the future of digital entrepreneurship in Jordan:

To find out the extent of experts' agreement on the future economic impacts of the future of digital entrepreneurship in Jordan, the frequencies, percentages, and Chi-square test for goodness of fit were calculated to know the percentage of experts' agreement on the proposed impacts, and then arrange these implications according to descending percentages. The agreement was obtained and the results were according to the experts' responses, as shown in the following table No. (4-14):

First: Unemployment and Inflation Sample = (7) experts

Table 4-14 The study expert's responses in the first dimension's phrases (Economic Implications) - the first dimension (Unemployment and Inflation)

Future implications	Response				Agreement Ratio	(X^2)	P.VALUE	Result
	Agree		Refuse					
	Freq	%	Freq	%				
Providing exceptional teaching and learning opportunities	6	85.7%	1	14.3%	96.7%	5.33	P<0.01	FOR agree
Creating new job opportunities	6	85.7%	1	14.3%	96.7%	5.33	P<0.01	FOR agree
Reducing the rate of economic inflation	6	85.7%	1	14.3%	96.7%	5.33	P<0.01	FOR agree
Achieving sustainable growth	6	85.7%	1	14.3%	96.7%	5.33	P<0.01	FOR agree
Providing training opportunities and new specialties	6	85.7%	1	14.3%	96.7%	5.33	P<0.01	FOR agree
Creating a new, non-traditional work environment that allows everyone to initiate and start any project that may benefit the community	6	85.7%	1	14.3%	96.7%	5.33	P<0.01	FOR agree
Not repeating traditional and over- repetitive projects in the future	6	85.7%	1	14.3%	96.7%	5.33	P<0.01	FOR agree
Stimulating the conversion of ideas into patents	6	85.7%	1	14.3%	96.7%	5.33	P<0.01	FOR agree
Switching to e-business, giving young people more opportunities for investment that does not require high cost	6	85.7%	1	14.3%	96.7%	5.33	P<0.01	FOR agree
Improving income which means increased expenditure	6	85.7%	1	14.3%	96.7%	5.33	P<0.01	FOR agree
Controlling inflation, increasing employment opportunities and sustainable growth	5	71.4%	2	28.6%	93.3%	4.33	P<0.01	FOR agree

(X^2) = (3.84) At a level (0.05) Degree of Freedom (1)

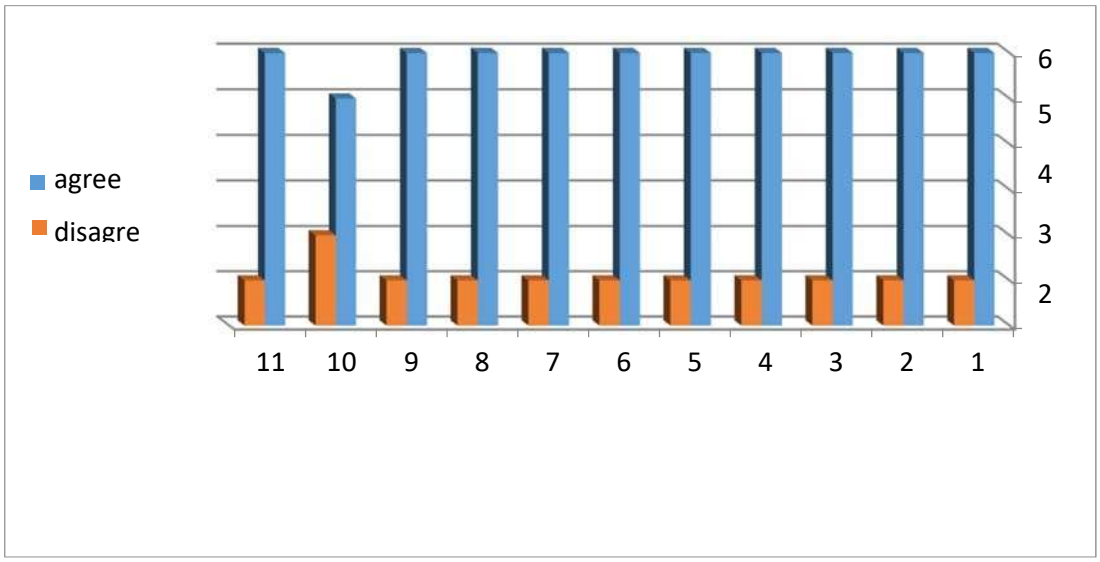


Figure 4-16 Percentage of expert agreement on the phrases of the first dimensions (Economic Implications) - the first dimension (Unemployment and Inflation)

Second: Economic Development Sample = (7) experts

Table 4-15 The study expert's responses to the phrases of the first dimensions (Economic Implications) - the second dimension (Economic Development)

Future Implications	Response				Agreement Ratio	(X^2)	P.VALUE	Result
	Agree		Refuse					
	Freq	%	freq	%				
Developing infrastructure	6	85.7%	1	14.3%	96.7%	5.33	P<0.01	FOR agree
Growth in the size of enterprises, especially small and medium ones	6	85.7%	1	14.3%	96.7%	5.33	P<0.01	FOR agree
Economic empowerment and self-reliance	6	85.7%	1	14.3%	96.7%	5.33	P<0.01	FOR agree
Raising the annual income per individual	6	85.7%	1	14.3%	96.7%	5.33	P<0.01	FOR agree
Improving the business environment based on productive competition	6	85.7%	1	14.3%	96.7%	5.33	P<0.01	FOR agree
Increasing foreign investments in the digital sector and providing an integrated and collaborative work environment	6	85.7%	1	14.3%	96.7%	5.33	P<0.01	FOR agree
Innovating new business models (e.g., cloud kitchens, virtual work, and production from home)	6	85.7%	1	14.3%	96.7%	5.33	P<0.01	FOR agree
Contributing to a proportional geographical distribution of projects to serve and develop all areas of the country	6	85.7%	1	14.3%	96.7%	5.33	P<0.01	FOR agree
Increasing the level of services of funding bodies in terms of research, knowledge and training	6	85.7%	1	14.3%	96.7%	5.33	P<0.01	FOR agree
Increasing creative attempts to produce patents that increase the revenues of organizations and individuals	6	85.7%	1	14.3%	96.7%	5.33	P<0.01	FOR agree
Introducing new goods and ideas which leads to diversity in the economic environment, growth and increasing productivity	6	85.7%	1	14.3%	96.7%	5.33	P<0.01	FOR agree
Increasing competitiveness and accessing global markets to offer Jordanian products and services worldwide	6	85.7%	1	14.3%	96.7%	5.33	P<0.01	FOR agree

Preserving the resources of future generations	6	85.7%	1	14.3%	96.7%	5.33	P<0.01	FOR agree
Exploiting technological development with the aim of reaching a more appropriate cost-benefit relationship	6	85.7%	1	14.3%	96.7%	5.33	P<0.01	FOR agree
Opening new markets related to electronic tourism and marketing	5	71.4%	2	28.6%	93.3%	4.33	P<0.01	FOR agree
Improving operational efficiency by reaching many audiences	5	71.4%	2	28.6%	93.3%	4.33	P<0.01	FOR agree
Innovating products of a digital nature	5	71.4%	2	28.6%	93.3%	4.33	P<0.01	FOR Agree

(X^2) = (3.84) At a level (0.05) Degree of Freedom (1)

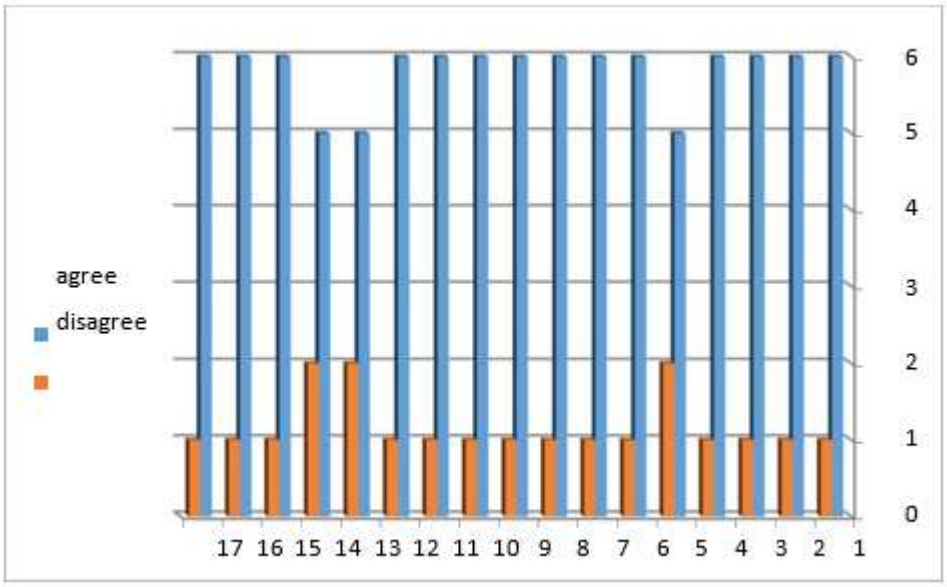


Figure 4-17 Percentage of expert agreement on the phrases of the first dimensions (Economic Implications) - the first dimension (Economic Development)

Third: Technological Change Sample = 7 experts

Table 4-16 The study expert's responses to the first dimension's phrases (Economic Implications) - the third dimension (Technological Change)

Future Implications	Response				Agreement Ratio	(X^2)	P.VALUE	Result
	Agree		Refuse					
	Freq	%	Freq	%				
Developing competitiveness locally in the field of digitalization and information technology	6	85.7%	1	14.3%	96.7%	5.33	P< 0.01	FOR AGREE
The speed of performing digital procedures exceeds the procedures in traditional ways, and therefore these procedures will be easy and fast for beneficiaries	5	71.4%	2	28.6%	93.3%	4.33	P< 0.01	FOR AGREE
Aligning digital services with the national needs of society	6	85.7%	1	14.3%	96.7%	5.33	P< 0.01	FOR AGREE
Attracting tourists contributes to improving the reputation of the country	6	85.7%	1	14.3%	96.7%	5.33	P< 0.01	FOR AGREE
Increasing dealing in digital currencies and electronic payment	6	85.7%	1	14.3%	96.7%	5.33	P< 0.01	FOR AGREE
Developing national software and electronic services that contribute to reducing the digital gap	6	85.7%	1	14.3%	96.7%	5.33	P< 0.01	FOR AGREE
Transforming some traditional services into a less expensive digital format consistent with the national culture	6	85.7%	1	14.3%	96.7%	5.33	P< 0.01	FOR AGREE
Innovating products of a digital nature	5	71.4%	2	28.6%	93.3%	4.33	P< 0.01	FOR AGREE
Accelerating the transition to a knowledge economy	5	71.4%	2	28.6%	93.3%	4.33	P< 0.01	FOR AGREE

(X^2) = (3.84) At a level (0.05) Degree of Freedom (1)

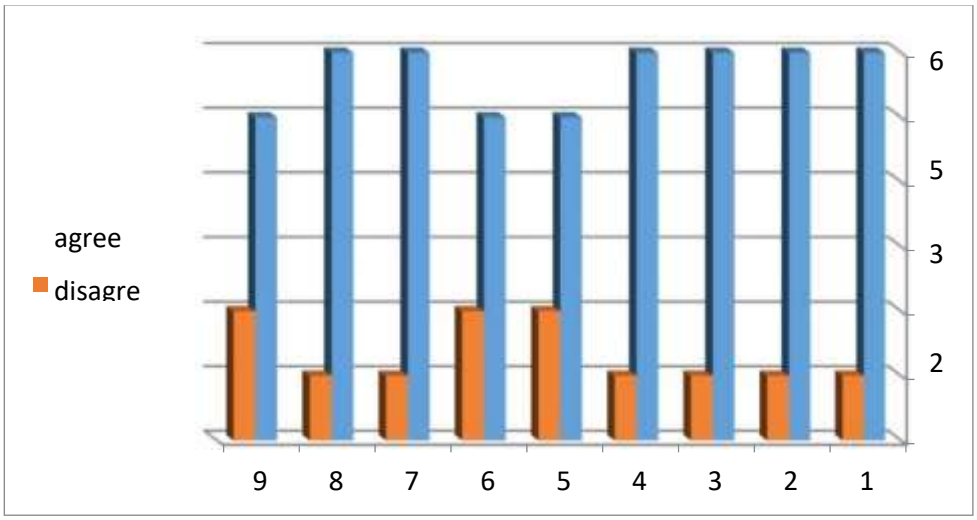


Figure 4-18 Percentage of expert agreement on the phrases of the first dimensions (Economic Implications) - the third dimension (Technological Change)

The Second Dimensions: The future social implications of the future of digital entrepreneurship in Jordan:

To find out the extent to which experts agree on the future social impacts of the future of digital entrepreneurship in Jordan, frequencies, percentages, and the Chi-square test for goodness of fit were calculated to find out the percentage of experts' agreement on the proposed implications. The researcher then arranged these implications in descending order according to percentages. The agreement was obtained, and the results were according to the experts' responses, as shown in the following table 4-17 and figure 4-19.

First: social roles Sample = (7) experts

Table 4-17 The study expert's responses to the phrases of the second dimensions (Social Implications) - the first dimension (Social Roles)

Future Implications	Response				Agreement Ratio	(X^2)	P.VALUE	Result
	Agree		Refuse					
	Freq	%	Freq	%				
Creating a culture of self-reliance	6	85.7 %	1	14.3 %	96.7 %	5.33	P<0.01	FOR AGREE
Improving and developing the quality of work for better results	6	85.7 %	1	14.3 %	96.7 %	5.33	P<0.01	FOR AGREE
Increasing the level of follow-up of families to their children as a result of virtual work and production from homes	6	85.7 %	1	14.3 %	96.7 %	5.33	P<0.01	FOR AGREE
Improving and developing the quality of work for better results	6	85.7 %	1	14.3 %	96.7 %	5.33	P<0.01	FOR AGREE
Reducing the burdens and stress associated with work	6	85.7 %	1	14.3 %	96.7 %	5.33	P<0.01	FOR AGREE
Changing teaching methods and relying on digital curricula	6	85.7 %	1	14.3 %	96.7 %	5.33	P<0.01	FOR AGREE
Increasing the orientation towards family businesses	6	85.7 %	1	14.3 %	96.7 %	5.33	P<0.01	FOR AGREE
Keeping abreast of global development in the fields of information technology	6	85.7 %	1	14.3 %	96.7 %	5.33	P<0.01	FOR AGREE
Reducing divorce rates	3	42.9	4	57.1 %	93.3 %	4.02	P<0.01	For disagree

(X^2) = (3.84) At a level (0.05) Degree of Freedom (1)

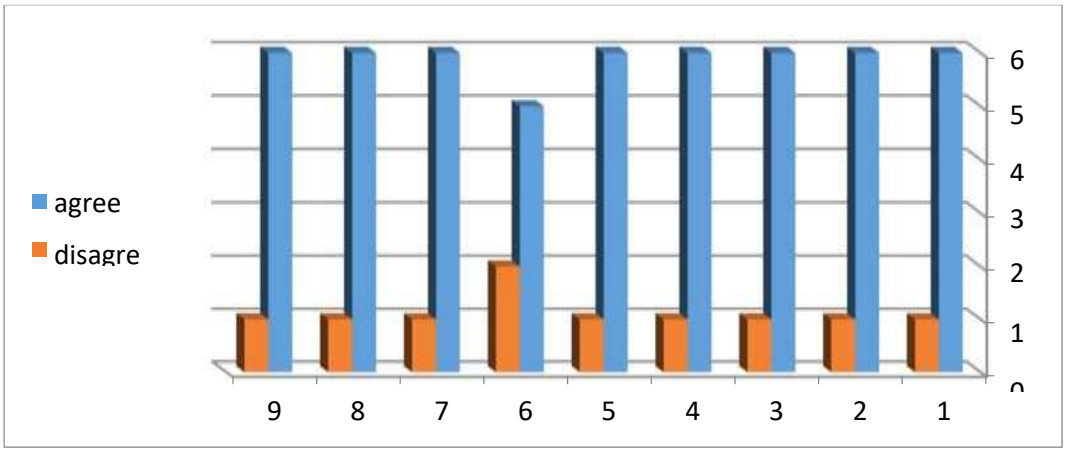


Figure 4-19 Percentage of expert agreement on the phrases of the second dimensions (Economic Implications) - the first dimension (Social Roles)

Second: Social Interaction Sample = (7) experts

Table 4-18 The study expert's responses to the phrases of the second dimensions (Social Implications) - the second dimension (Social Interaction)

Future Implications	Response				Agreement Ratio	(X^2)	P.VALUE	Result
	Agree		Refuse					
	Freq	%	Freq	%				
Increasing confidence and reconciliation with oneself even more	6	85.7 %	1	14.3 %	96.7%	5.33	P<0.01	FOR AGREE
Attracting tourists contributes to improving the reputation of the country	6	85.7 %	1	14.3 %	96.7%	5.33	P<0.01	FOR AGREE
Achieving social stability in society	6	85.7 %	1	14.3 %	96.7%	5.33	P<0.01	FOR AGREE
Developing expertise and increasing professionals	6	85.7 %	1	14.3 %	96.7%	5.33	P<0.01	FOR AGREE
Building new entrepreneurial capabilities	6	85.7 %	1	14.3 %	96.7%	5.33	P<0.01	FOR AGREE
Achieving community satisfaction and building bridges of cooperation	6	85.7 %	1	14.3 %	96.7%	5.33	P<0.01	FOR AGREE
Reducing crime rates	5	71.4 %	2	28.6 %	93.3%	4.33	P<0.01	FOR AGREE

(X^2) = (3.84) At a level (0.05) Degree of Freedom (1)

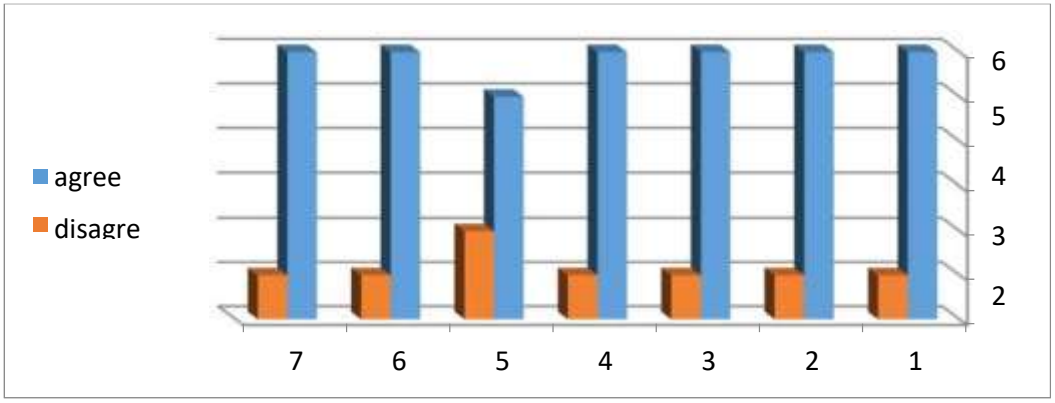


Figure 4-20 Percentage of expert agreement on the phrases of the second dimensions (Economic Implications) - the third dimension (Social Interaction)

Third: Cultural Change Sample = (7) experts

Table 4-19 The study Experts responses to the phrases of the second dimensions (Social Implications) - the second dimension (Cultural Change)

Future Implications	Response				Agreement Ratio	(X^2)	P.VALUE	Result
	Agree		Refuse					
	Freq	%	Freq	%				
Changing some consumption patterns gradually	6	85.7 %	1	14.3 %	96.7 %	5.33	P<0.01	FOR AGREE
Developing a culture of saving effort, energy and costs	6	85.7 %	1	14.3 %	96.7 %	5.33	P<0.01	FOR AGREE
Fostering a culture of risk adoption and no fear of failure	6	85.7 %	1	14.3 %	96.7 %	5.33	P<0.01	FOR AGREE
Changing in some of the practices of the culture of society and adopting new cultures that have positive implications on people and society	6	85.7 %	1	14.3 %	96.7 %	5.33	P<0.01	FOR AGREE
Changing society's perception of women and increasing their empowerment	6	85.7 %	1	14.3 %	96.7 %	5.33	P<0.01	FOR AGREE
Making a change in some social customs and traditions	6	85.7 %	1	14.3 %	96.7 %	5.33	P<0.01	FOR AGREE
Reducing digital illiteracy	6	85.7 %	1	14.3 %	96.7 %	5.33	P<0.01	FOR AGREE
Combating practices that may harm consumers, such as monopolizing goods and raising their prices	6	85.7 %	1	14.3 %	96.7 %	5.33	P<0.01	FOR AGREE
Reducing school and university dropout rates	6	85.7 %	1	14.3 %	96.7 %	5.33	P<0.01	FOR AGREE
Increasing teamwork and knowledge sharing	6	85.7 %	1	14.3 %	96.7 %	5.33	P<0.01	FOR AGREE
Changing some societal behaviors	6	85.7 %	1	14.3 %	96.7 %	5.33	P<0.01	FOR AGREE
Promoting a culture of responsibility and supporting the country in achieving development goals	5	71.4 %	2	28.6 %	93.3 %	4.33	P<0.01	FOR AGREE

(X^2) = (3.84) At a level (0.05) Degree of Freedom (1)

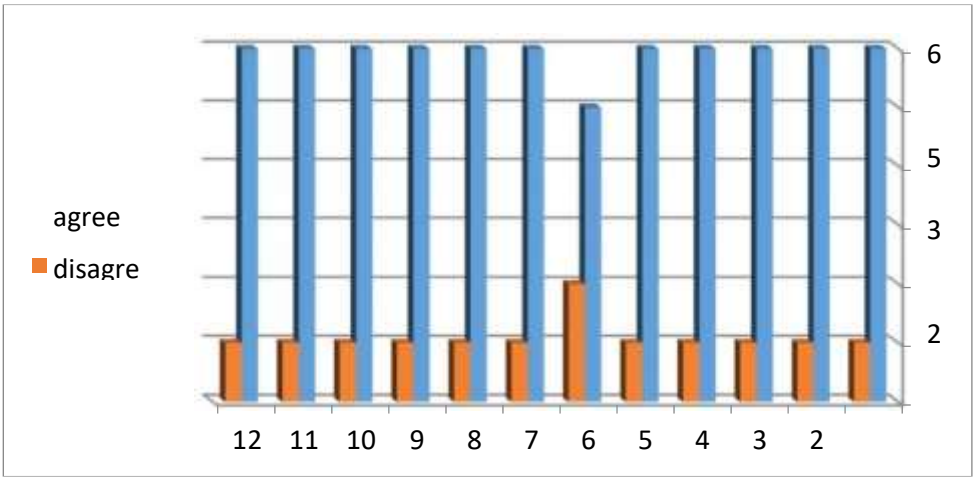


Figure 4-21 Percentage of expert agreement on the phrases of the second dimensions (Economic Implications) - the third dimension (Cultural Change)

- **Describe the results of the third round of Delphi rounds**

In order to reduce the percentage of opposition, because the percentage of experts' agreement must be higher than 80 percent among experts (Barrett & Roberta, 2020), so the researcher resorted to a third round of Delphi rounds by applying it only on 7 of expert opponents as a result of the second round, by redirecting the questionnaire in Appendix 6 to them and mentioning the points that they refused and providing them with the justifications of those who approved the previous round.

The highest percentage of agreement was for 3 experts, while the highest percentage of opposition was for 4 experts, constituting 86 percent. All chi-square values were at the significance level of one in a thousand and in favor of those agreeing.

Thus, the number of approved experts in the third round became 26, which means that the percentage of agreement is 86 percent. As long as this percentage is higher than 80 percent, then the third round is the final round, it means that the experts agreed on the validity of the procedures and their dimensions, which is what is required from the Delphi round.

Diagnosing the differences between the opinions of the experts according to the type of dimensions of the economic and social implications

In order to answer question No. 5 and its content: **Are there statistically significant differences between the opinions of experts?** The researcher diagnosed the differences between the opinions of the experts according to the type of dimensions of the economic and social implications. Accordingly, the researcher analyzed the one-way variance (ANOVA) to show the significance of the differences between the average of their responses about the dimensions and dimensions of the study. The results were as shown in the following:

- ## Economic Implications Dimensions:

The results of the one-way analysis of variance ANOVA test to show the significance of the differences between the average of the experts' responses about the dimensions of the economic implications dimensions.

Table 4-20 presents the results of the one-way analysis of the dimensions of the economic implications

Source of Variance	F	Squares Average	Degree of Freedom	Square Sum	Statistical Significance
Between Groups	0.565	0.000	2	0.001	0.573 No Significance
Within Groups		0.001	34	0.018	
Total			36	0.019	

The results in the previous table show the results of the one-way analysis of variance ANOVA test to show the significance of the differences between the average responses of the experts about the dimensions of the social implications dimensions. As the value of (P) was (0.565) and the level of significance reached (0.573), i.e., greater than (0.05), which indicates that there are no statistically significant differences between the average responses of the experts on the economic implications of the dimensions and their sub-dimensions.

- **Social Implications Dimensions:**

The results of the one-way analysis of variance ANOVA test to show the significance of the differences between the average of the experts' responses about the dimensions of the social implications dimensions.

Table 4-21 presents the results of the one-way analysis of the dimensions of the Social Implications

Source of Variance	F	Squares Average	Degree of Freedom	Square Sum	Statistical Significance
Between Groups	0.539	0.000	2	0.001	0.590 No Significance
Within Groups		0.001	25	0.016	
Total			27	0.017	

The results in the previous table show the results of the one-way analysis of variance ANOVA test to show the significance of the differences between the average responses of the experts about the dimensions of the social implications dimensions. As the value of (P) was (0539), and the level of significance reached (0.590), i.e., greater than (0.05), which indicates that there are no statistically significant differences between the average responses of experts on the social implications of the dimensions and their sub-dimensions and the homogeneity of experts' opinions and agreement on the social implications dimensions is evident.

- **Proposing a model for the future social and economic implications of digital entrepreneurship**

In order to answer sixth question**: What is the proposed model for the future economic and social implications of digital entrepreneurship in Jordan?** the researcher used the neural network through the Photoshop & Illustrator software to design the model. The figure (4-22) presents the model of future social and economic implications of digital entrepreneurship in Jordan.

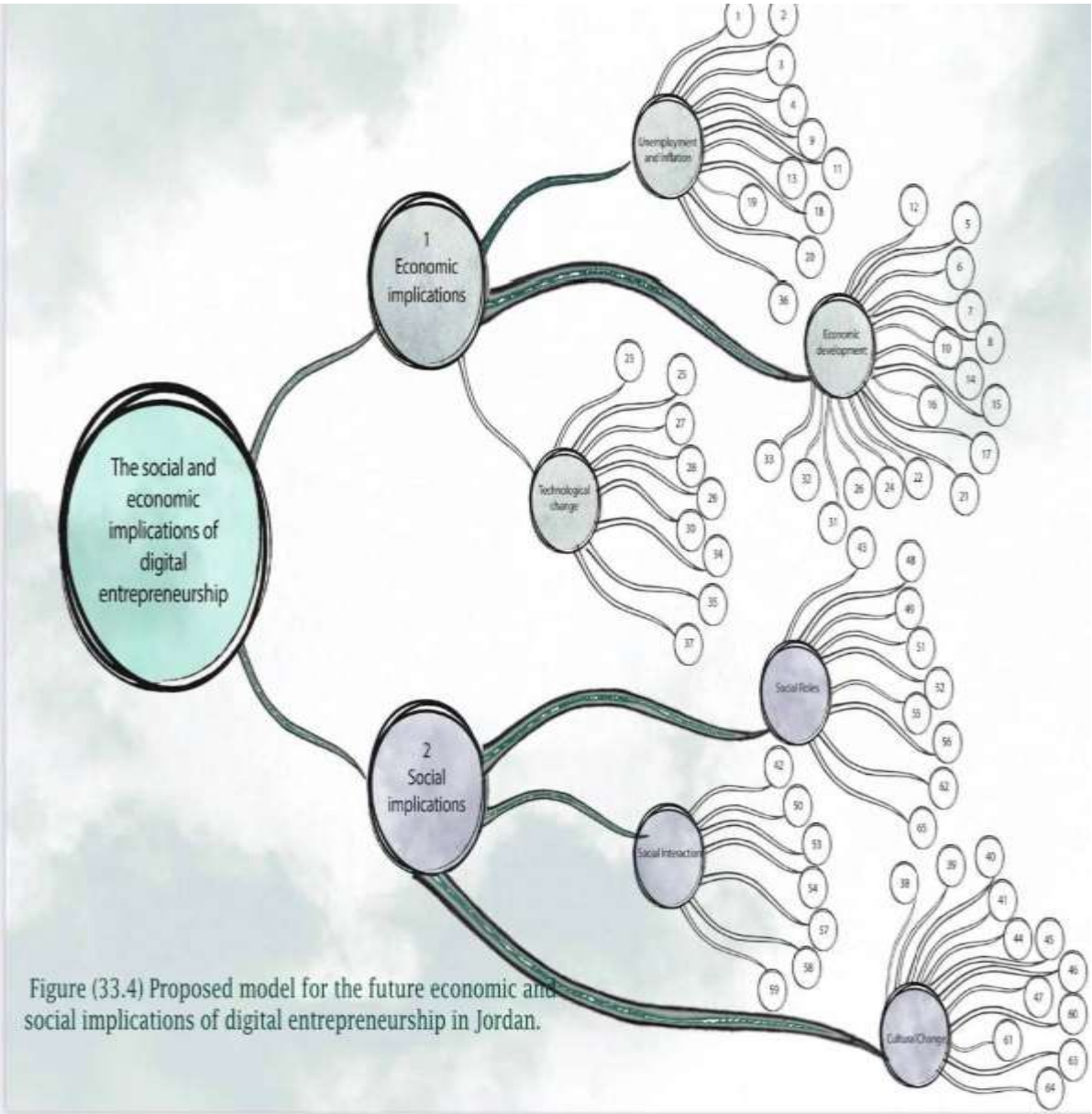


Figure (33.4) Proposed model for the future economic and social implications of digital entrepreneurship in Jordan.

From the previous model, the following appears:

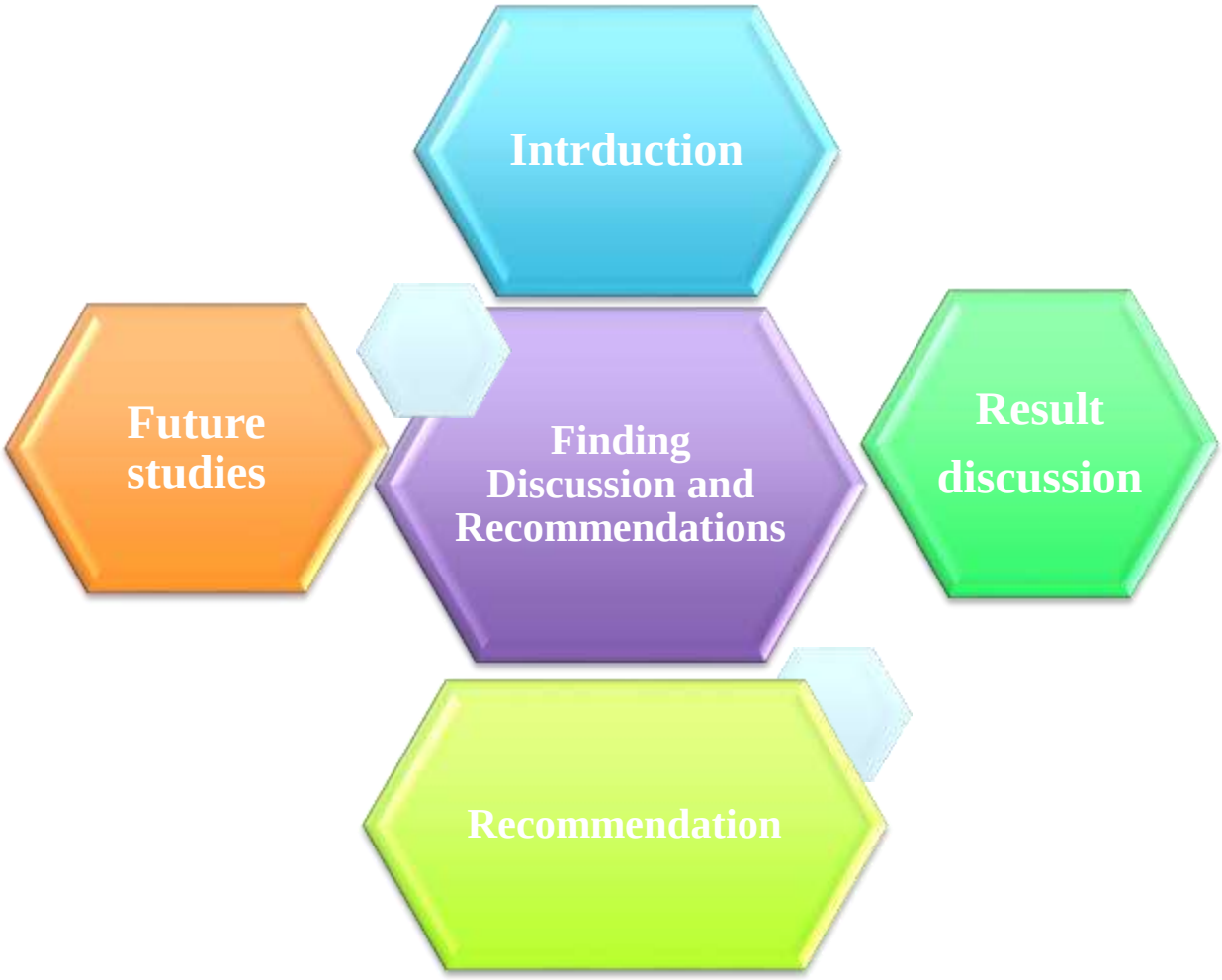
The main cell is the economic and social implications of digital entrepreneurship in Jordan.

1. From this basic cell, two main cells emerge, the first for the economic implications and the second for the social implications.
2. Three sub-cells emerge from each main cell, which are the dimensions of the economic implications (unemployment and inflation, economic development, technological change) and three sub-cells of the social implications cell (social roles, social interaction, cultural change).

From each sub-cell (dimensions) emerges a group of economic and social implications arranged from number 1 to 65, as the names of these implications are shown in Appendix 7, and these implications (unemployment and inflation, economic development, technological change) (social roles, social interaction, cultural change) can grow horizontally or vertically in the future.

Chapter Five

Discussion of the results and recommendations



Introduction

In accordance with the study objectives, this chapter will start with the discussion of the result, followed by the presentation of conclusions and ending with recommendations and proposals for future studies.

Result Discussion

Economic Implications

The results showed the agreement of the study sample of digital entrepreneurs in general about the future economic repercussions of digital entrepreneurship in Jordan, with an agreement rate of (97.7%) and we will discuss it by their dimensions.

After analyzing and processing the data, the following results were reached: The future economic implications of digital entrepreneurship in Jordan results will be discussed according to dimensions as follows:

1. Unemployment and Inflation

It became clear from the Delphi tours with experts that they unanimously agreed on the importance of digital entrepreneurship with its great participation in improving the economic situation. Through the first dimension, unemployment and inflation were the most important implications of creating new job opportunities based on allowing people to open small projects that do not require high costs, which provides training opportunities and new specializations that create a new, non- traditional work environment that allows developing and refining the skills of individuals and achieving continuous growth, which benefits the community, improves the income of individuals, and stimulates the conversion of creative ideas into new, non-repetitive projects by switching to electronic commerce, which is reflected in increasing the ability to purchase and thus reduces economic inflation.

Our study result agreed with the study of Tang, Lai, Chou (2016). A study entitled Using Socioecological Systems Based on a Modified Delphi Method to Explore Entrepreneurship Education confirmed that entrepreneurship education was linked to society and the economy. Furthermore, it has a significant impact on the development of societies in economic and social terms, as it works to achieve sustainable development and provide job opportunities through the projects it provides that cover all fields and serve different segments of society members in addition to supporting projects. It also embodies the innovative ideas of entrepreneurs.

2. Economic Development

After unemployment and inflation, the economic development came at the second place in importance of implications, with 97% of experts agreed on the importance of this dimension.

Top Research Results

Economic development is an important field that is employed in various fields of life. Here, in the results of our study, it was shown through the opinions of experts that economic development is the cornerstone in the development of infrastructure, the growth of enterprises, especially small and medium, economic empowerment and self-reliance, as individuals become more capable of production, innovation, and the introduction of goods. And new ideas that lead to economic diversification, growth and increased productivity due to technological development and the ability to exploit it to create new business models such as cloud kitchens, virtual work and production from home, which leads to an increase in the annual income of individuals, improving the business environment and reaching a more appropriate relationship between cost and return, which leads to raising the level of the services of entities funded by research, knowledge and training have a significant impact due to the presence of a contribution to the geographical distribution of projects to serve and develop all regions of the country and preserve the resources of future generations and open new markets, the most important of which are related to tourism and electronic marketing.

Our study agreed with the study of Murthy, Subramanyachary, Naidu, Singh, Rathnam (2022). The results of the study entitled Digital Entrepreneurship: An aisle for Success of Business Enterprises showed that the success of companies and individuals depends entirely on digital technology. Their aspirations and productivity are mutually supportive, and the rate of economic growth of the state and individuals increases, which improves the services provided to citizens.

3. Technological Change

Technological change came with the most unanimous percentage of experts at 98 percent.

The most important of its dimensions is the development of competitiveness locally in the field of digitization and information technology, as the digital field is constantly evolving, so these developments must be kept pace with and because digital services have become a key factor.

For the speedy implementation of digital procedures, which go beyond the procedures by traditional methods, and therefore these procedures will be easy and fast for the beneficiaries, and digital services must be equal to the national needs of society, so national software and electronic services that contribute to reducing the digital gap and converting some traditional services into digital format must be developed. The lowest cost is compatible with the national culture, which leads to the creation of products of a digital nature and the acceleration of the transition to the knowledge economy. And accelerating technology transfer and localization led to an increase in dealing in digital currencies and electronic payment.

Our study result agreed with the study of Dana, Mortazavi, Salamzadeh, Hadizadeh, Zolfaghari (2021). The study entitled Strategic Futures Studies and Entrepreneurial Resiliency: A Focus on Digital Technology Trends and Emerging Markets has agreed with the results of our study which presents a strategic future in the flexibility of entrepreneurial business taking in consideration the digital development trends in emerging markets to do that.

- **Social Implications**

The results showed the agreement of experts from digital entrepreneurs in general about the future social repercussions of digital entrepreneurship in Jordan, and the agreement reached 95.1%, and the results will be discussed according to dimensions as follows:

1. **Social Roles**

Through expert tours and analysis of previous literature, it was found out the importance of social roles, which is represented in creating a culture of self-reliance, which reduces the burdens and pressures associated with work.

Teaching methods must be changed and relying on digital curricula in order to encourage more digital talents to start entrepreneurial projects by increasing their awareness of the desired returns and providing them with the necessary skills.

Keeping pace with the global development in the fields of information technology, which leads to improving the quality of work and developing it to achieve better results, increasing the percentage of families following up on their children as a result of virtual work or production from home and reducing divorce rates due to the presence of greater arrangement, organization and greater psychological and material comfort.

The researcher study agrees with the results of shaker A Zahra, Mike Wright (2015). The results of their study Untitled Understanding: The Social Role of Entrepreneurship showed that there is a need to rethink and redefine the social value added of entrepreneurial activities to society. In this paper, they developed five pillars on which the evolving social role of entrepreneurship can rest and have its impact: (1) connecting entrepreneurial activities to other societal efforts aimed at improving the quality of life, achieving progress and enriching human existence; (2) identifying ways to reduce the dysfunctional implications of entrepreneurial activities on stakeholders; (3) redefining the scope of entrepreneurial activities as a scholarly arena; (4) recognizing entrepreneurship's social multiplier; and (5) pursuing blended value at the organizational level, centering on balancing the creation of financial, social and environmental wealth.

2. Social Interaction

It was also shown through our study the impact of digital entrepreneurship on social interaction, and the most prominent results agreed upon by experts were that social interaction helps to increase confidence and reconciliation with oneself more and satisfying the community and building bridges of cooperation. It is reflected even on the capabilities of individuals, developing their expertise and increasing professionals, and it affects reducing the crime rate and achieving social stability in society, which affects the positive reputation of the state, which leads to attracting tourists and investments, which is reflected in the happiness of individuals.

The researcher study agrees with the results of Uceda, Luna, Lafuente (2017). The results of this study entitled Application of the Delphi Method for the Analysis of the Factors Determining Social Entrepreneurship according to experts showed that the most essential incentives are definitely those connected to social entrepreneurs' self-fulfillment and self-esteem. As well as their enthusiasm for social concerns and their belief that it is possible to produce more value than just a financial profit.

3. Cultural Change

The percentage of expert agreement on the impact of cultural change reached 95.1%, which illustrates its importance as an implication of digital entrepreneurship.

Its importance is reflected in changing some social behaviors and gradually changing some patterns of consumption. It appears in developing a culture of saving effort, energy and costs, and promoting a culture of adopting risks and not being afraid of failure, which changes some practices of society’s culture and adopts new cultures that have positive repercussions on people and society, which results in spreading a culture of responsibility and support for the country in achieving development goals, changing society's view of women and increasing their empowerment, which means bringing about a change in some social customs and traditions, reducing dropout rates from schools and universities, and erasing digital illiteracy and combating practices that harm consumers, such as monopolizing commodities and raising their prices, and this is reflected in society in terms of increasing teamwork and exchanging knowledge.

The researcher study result agrees with the Hartl & Hess (2017). Their study entitled The Role of Cultural Values for Digital Transformation: Insights from a Delphi Study provides exploratory study that targets to understand the role of culture in digitalization implications. This study suggests an ideal target culture for cultural change activities by identifying cultural values critical to digital transformation success.

Recommendations

After presenting the data analysis and discussion of the results and the most important explorations, the study provides the following recommendations:

Enhancing interest in teaching and applying entrepreneurship because of its great results that are reflected in all aspects of life, the most important of which are the economic and social aspects, through:

1. Providing educational opportunities for digital entrepreneurship and holding explanatory and introductory courses.

   This can be achieved through:

   - Intensifying digital entrepreneurship curricula in universities.
   - Raising awareness of digital leadership through educational courses.
   - Creating a culture of digital entrepreneurship within business organizations and government institutions.

2. Encourage digital entrepreneurial projects because of their importance in terms of providing job opportunities and developing the expertise of individuals.

   This can be achieved through:

   -Simplifying procedures for setting up digital entrepreneurial projects.

- Providing grants and soft loans to establish digital entrepreneurship projects.
- Developing methodologies for establishing digital entrepreneurship projects.

3. Creating a new non-traditional work environment that enables individuals to take the initiative and start applying digital entrepreneurship.

   This can be achieved through:

   - Starting to integrate the application of digital and traditional entrepreneurship through stages to facilitate the process.
   - Employing experts to help implement digital entrepreneurship and avoid mistakes that may occur.

4. Exploiting digital entrepreneurship in order to avoid duplicating saturated and traditional projects.

   This can be achieved through:

   Making awareness campaigns on the importance of digital entrepreneurship. Presenting real stories of the success of digital entrepreneurship and highlighting them.

5. Helping to stimulate the conversion of ideas into patents. This can be achieved through:

   Creating a program to support and finance creative ideas and provide facilities and support to transform ideas into projects on the ground.

6. Implementing digital pilot projects in order to educate individuals about the financial return and help it spread.

   This can be achieved through:

   A statement of the stages of digital projects set up by the government or the institutions concerned with these projects, and a statement of their results and implications in terms of the job opportunities they provide, how they serve the surrounding areas, how they serve the local and global community, what is their financial return, and even reducing the tax rate on development projects or during the first period of starting the project.

7. Assisting in conducting digital illiteracy courses and considering it a very important part of keeping pace with technological development.
   This can be achieved through:
   Developing school and university curricula to disseminate the culture of technological development and considering them basic curricula at all ages.

8. Helping to transform talents into skills, as talents without interest are worth nothing. This can be achieved through:
   Helping individuals to know the talents they possess by publishing books, research and studies that are concerned with this field, holding competitions among school or university students on the extent of their understanding of the subject and their opinions about it, motivating them and helping them to reach their goals.

9. Understanding the complexities associated with the process of converting existing projects into digital projects.
   This can be achieved through:
   Carrying out studies on the causes of success and failure of previous digital entrepreneurship projects to help avoid the causes of failure and facilitate procedures for its implementers.

10. Encouraging and supporting non-formal education among workers in government and private institutions.
    This can be achieved through:
    Holding free government courses for the private and government sectors, and adding sections concerned with educating individuals about the need for digital transformation.

Future Studies

The current study suggests that further studies should be conducted on the following:

- Conducting a study on the importance of digital entrepreneurship and raising awareness of its financial resources.
- Conducting a study on the mistakes that individuals can make when converting from the traditional entrepreneurship method to the digital entrepreneurship method.
- Conducting a study on the implications of digital entrepreneurship, such as political, legal and environmental and expanding them.
- Conducting a study on the repercussions of digital entrepreneurship on individuals and even on the state.
- Conducting a study on the reasons for the failure or success of digital entrepreneurship projects.
- Conducting a study to test the proposed model in the current study and to ensure its reliability.

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Appendix

Appendix 1

The names and information's of the members who were interviewed

Name	Educational Qualification	Duration of interview	Type of work	Job Site
Fayrouz Fahmy Al-Katout	PhD	1 hour	Executive Director	Al-Mashreq Audit Office
Muhammad Mahmoud Al-Hila	PhD	30 Minutes	Former President in Middle East University	Middle East University
Ibrahim Ali Rawabdeh	PhD	30 Minutes	Executive Director	King Abdullah II Center for Leadership
Aoun Manwar Alnahar	PhD	40 Minutes	Operations Director	Ministry of Labor
Ashraf Abdel Wahhab Mahadin	Master's	30 Minutes	It Manger	The Ministry of Planning and International Cooperation
		Total interview time: 3:10 3 hours & 10 Minutes		

جامعة الشرق الأوسط
MIDDLE EAST UNIVERSITY
Amman – Jordan

Delphi expert's information Appendix 2

No.	name	Edu- q	Job site	work nature
1	Bahjat Hamad altakhyna	Ph.D	Arabic Open University	lecturer
2	Tayseer Abu Odeh	Ph.D	Al-Ahliyya Amman University	lecturer
3	Shatha Barghouti	Master's	Information technology company	Director of Sales
4	Rima Ibrahim Sarsour	BA	Law Office	Executive Director
5	Ashraf Abdel Wahhab Mahadin	Master's	The Ministry of Planning and International Cooperation	IT manager
6	Fayez Ahmed Al-Badri	Ph.D	Middle East University	lecturer
7	moumen Aladdin Ali Al-Masry	BA	Al-Dirani and Al-Masry Engineering Office	Executive Director
8	Khaled Belbisi	Master's	Petra for real estate investment	Real estate developer/broker
9	Rami Abdullah	BA	Arabic Open University	Information technology department
10	sama Ali Sukar	BA	Member of the Capital Governor's Council	Elected member / decentralization
11	Fayrouz Fahmy Al-Katout	Ph.D	Al-Mashreq Audit Office	Executive Director
12	Osama Adnan Shana	BA	Uncle Osaka Corporation	Executive Director
13	Hana Hussein	diploma	Ministry of Labor	data entry
14	Alaa mahafza	BA	Charmiran Corporation	Executive Director
15	Moath Marwan Al Faouri	Master's	Astrolabe Company for Restaurants and Tourist Investment	Executive Director
16	Ibrahim Ali Rawabdeh	Ph.D	King Abdullah II Center for Leadership	Executive Director
17	Raed Badwan	Master's	The Ministry of Planning and International Cooperation	Productivity enhancement program consultant
18	Mariam Bani Hani	Ph.D	The Ministry of Planning and International Cooperation	Project engineer
19	Abeer Ahmed Al-Omari	BA	Al Waleed Stone Manufacturing Company	Marketing and Logistics Director
20	Ahmed Abdel Samiea teba	Ph.D	Middle East University	lecturer
21	Odai Jresat	Male	Seven Gates Company and The Code	Executive Director
22	Wafaa Hussein	BA	Ministry of Labor	Head of the Department
23	Muhammad Mahmoud Al-Hila	Ph.D	Middle East University	lecturer
24	Aoun manwer alnahar	Ph.D	Ministry of Labor	Operations Director
25	Laith Youssef Al-Najjar	BA	Ministry of Digital Economy and Entrepreneurship	programmer
26	Mahmoud Abdel-Qader	BA	Ministry of Digital Economy and Entrepreneurship	back-end developer
27	Ahlam of Abu Jadallah	BA	Ministry of Digital Economy and Entrepreneurship	Head of the Department
28	Mohammed Omari	Ph.D	Soumaya University	Deputy Dean
29	Nawaf Abdullah Al-Jundi	Ph.D	Middle East University	lecturer
30	Ratab of Jalil Sweiss	Ph.D	University of Jordan	lecturer

Appendix 3 Questionnaire

Prof. Dr. / Mr. .....

Greetings,

The researcher is conducting a study entitled **(The Future Implications of Digital Entrepreneurship in Jordan – An Exploratory Study Using Delphi Technique)**, in order to complete the requirements for obtaining a Master's degree in business administration from Middle East University. Since you are acknowledged for the vast experience, great forward-looking ability, holistic view in critical induction and the ability to predict consciously, I am pleased to identify your opinions and views in foreseeing the most important future economic and social implications of digital entrepreneurship in Jordan.

Thank you for your cooperation with the utmost respect and appreciation.

Supervisor: Prof. Dr. Ahmed Ali Saleh Researcher: Yasmeen Faris

September /2022

First: Operational Definitions:

- Digital entrepreneurship is the establishment of projects and the transformation of existing projects through new digital technologies and the utilization of them in the provision of goods, services, education, training, health, trade, etc. According to the definition of the European Commission, digital entrepreneurship is "the establishment of new projects and the transformation of existing ones by the development of new digital technologies and/or the new use of these technologies."
- Economic implications: The potential future outcomes of digital entrepreneurship on economic areas related to (reducing unemployment rates, opening and establishing new projects, increasing growth, increasing income levels, creating new jobs, encouraging independence at work and stimulating innovation and creativity).
- Social implications: The potential future outcomes of digital entrepreneurship on social areas related to (population growth, demographic factors, demographics, changing consumption pattern, development of customs and traditions, levels of teaching and learning, viewpoint on work).

Second: Identification Information:

Gender:

Educational Qualification: Academic Rank:

Job Position:

Years of Experience:

Third: Open Questions:

First Question: Identify five potential future economic implications of digital entrepreneurship in Jordan:

1-

2-

3-

4-

5-

Second Question: Identify five potential future social implications of digital entrepreneurship in Jordan:

1-

2-

3-

4-

5-

Appendix 4

Expert Rounds (First Round)

Prof. Dr. / Mr. .....

Greetings,

The researcher is conducting a study entitled **(The Future Implications of Digital Entrepreneurship in Jordan – An Exploratory Study Using Delphi Technique)**, in order to complete the requirements for obtaining a Master's degree in business administration from Middle East University.

In order to identify these implications, the researcher reviewed the specialized literature as well as conducted a Pilot Sample study that included (20) academic figures, businessmen, entrepreneurs and specialists in information technology, in light of which the following was done:

1. Determine the study of future economic and social implications as being the most important and influential on one hand, and reduce the scope of the study and make it possible on the other hand because the future implications are many and varied and are related to many aspects.
2. Adopt the quadripartite scale (strongly agree, agree, refuse, strongly refuse) to eliminate neutral values such as (neutral, no opinion, agree to some extent) as the subject requires a definitive decision either to approve or oppose.
3. Develop the following list that includes future economic and social implications.

In view of your vast experience, great forward-looking ability, holistic view in critical induction and the ability to predict consciously, please:

First: Determine the extent to which you agree with each of the implications mentioned in the list or your opposition to it according to the scale used, indicating your opinion, modification, improvement and justification in the table of remarks.

Second: Distribute the economic implications to the main areas (unemployment, inflation, economic development and technological change) and distribute the social implications to the

main areas (social roles, social interaction and cultural change). We hope that the topic will receive your attention and thank you for your cooperation with the utmost respect and appreciation.

Supervisor: Prof. Dr. Ahmed Ali Saleh Researcher: Yasmeen Faris

October /2022

First: Operations Definitions:

- Digital entrepreneurship is the establishment of projects and the transformation of existing projects through new digital technologies and the utilization of them in the provision of goods, services, education, training, health, trade, etc. According to the definition of the European Commission, digital entrepreneurship is "the establishment of new projects and the transformation of existing ones by the development of new digital technologies and/or the new use of these technologies."
- Economic Implications: The potential future implications of digital entrepreneurship on economic fields related to (unemployment, inflation, economic development, technological change at the level of individuals, organizations and the country).
- Unemployment and Inflation: Unemployment is a term that refers to employable individuals who are actively seeking a job but are unable to find a job. Inflation is a rise in prices that can be translated as a decrease in purchasing power over time. The rate at which purchasing power decreases can be reflected in the average price increase for a set of selected goods and services over a certain period of time. It means that the unit of currency actually buys less than it was in previous periods.
- Economic Development: It is the process by which simple low-income national economies are transformed into modern industrial economies. This term is generally used to describe a change in a country's economy that includes qualitative and quantitative improvements.

Technological Change: the overall process of invention, innovation and diffusion of technology or technical processes to the technological level required for the design and manufacture of products and services, taking into account their characteristics and performance.

Social Implications: The potential future implications of digital entrepreneurship on social areas related to (social roles, social interaction, cultural change at the level of individuals, organizations and the country).

- Social Roles: It is the role that people play as members of a social group. With each social role you adopt, your behavior changes to suit your and others' expectations for that role.
- Social Interaction: is the process of mutual influence that individuals exert on each other during social gatherings, usually referring to face-to-face confrontations in which people are physically present with each other for a specified period.
- Cultural Change: In sociology, changing mechanisms within a social structure, which is characterized by changes in cultural symbols, codes of conduct, social organizations or value systems.

Second: Identification Information:

Name:

Gender:

Educational Qualification: Academic Rank:

Job Position:

Years of Experience:

The nature of the current work or profession:

Third: List of Economic and Social Implications

1. Economic Implications

No.	Future Implications	Strongly Agree	Agree	Refuse	Strongly Refuse	Remarks
1	Providing exceptional teaching and learning opportunities					
2	Switching to e-business, giving young people more opportunities for investment that does not require high cost					
3	Creating new job opportunities					
4	Improving income which means increased expenditure					
5	Growth in the size of enterprises, especially small and medium ones					
6	Economic empowerment and self-reliance					
7	Raising the annual income per individual					
8	Innovating new economic products					
9	Reducing the rate of economic inflation					
10	Increasing creative attempts to produce patents that increase the revenues of organizations and individuals					
11	Achieving sustainable growth					
12	Developing infrastructure					
13	Providing training opportunities and new specialties					
14	Improving the business environment based on productive competition					

15	Increasing foreign investments in the digital sector and providing an Integrated and collaborative work environment					
16	Introducing new goods and ideas which leads to diversity in the economic environment, growth and increasing productivity					
17	Increasing competitiveness and accessing global markets to offer Jordanian products and services worldwide					
18	Creating a new, non-traditional work environment that allows everyone to initiate and start any project that may benefit the community					
19	Not repeating traditional and over-repetitive projects in the future					
20	Controlling inflation, increasing employment opportunities and sustainable growth					
21	Preserving the resources of future generations					
22	Exploiting technological development with the aim of reaching a more appropriate cost-benefit relationship					
23	Developing competitiveness locally in the field of digitalization and information technology					
24	Opening new markets related to electronic tourism and marketing					

25	The speed of performing digital procedures exceeds the procedures in traditional ways, and therefore these procedures will be easy and fast for beneficiaries					
26	Improving operational efficiency by reaching many audiences					
27	Aligning digital services with the national needs of society					
28	Developing national software and electronic services that contribute to reducing the digital gap					
29	Transforming some traditional services into a less expensive digital format consistent with the national culture					
30	Innovating products of a digital nature					
31	Innovating new business models (e.g., cloud kitchens, virtual work, and production from home)					
32	Contributing to a proportional geographical distribution of projects to serve and develop all areas of the country					
33	Increasing the level of services of funding bodies in terms of research, knowledge and training					
34	Accelerating the transition to a knowledge economy					
35	Accelerating technology transfer and localization					

36	Stimulating the conversion of ideas into patents					
37	Increasing dealing in digital currencies and electronic payment					
2. Social Implications						
	Social Implications	**Strongly Agree**	**Agree**	**Refuse**	**Strongly Refuse**	**Remarks**
38	Changing some societal behaviors					
39	Changing some consumption patterns gradually					
40	Developing a culture of saving effort, energy and costs					
41	Fostering a culture of risk adoption and no fear of failure					
42	Increasing confidence and reconciliation with oneself even more					
43	Creating a culture of self- reliance					
44	Changing in some of the practices of the culture of society and adopting new cultures that have positive implications on people and society					
45	Promoting a culture of responsibility and supporting the country in achieving development goals					
46	Changing society's perception of women and increasing their empowerment					
47	Making a change in some social customs and traditions					
48	Reducing the burdens and stress associated with work					

49	Changing teaching methods and relying on digital curricula					
50	Achieving community satisfaction and building bridges of cooperation					
51	Encouraging more digital talents to start entrepreneurial projects by raising their awareness of the desired returns and equipping them with the necessary skills					
52	Keeping abreast of global development in the fields of information technology					
53	Attracting tourists contributes to improving the reputation of the country					
54	Achieving social stability in society					
55	Reducing divorce rates					
56	Improving and developing the quality of work for better results					
57	Reducing crime rates					
58	Developing expertise and increasing professionals					
59	Building new entrepreneurial capabilities					
60	Reducing digital illiteracy					
61	Combating practices that may harm consumers, such as monopolizing goods and raising their prices					
62	Increasing the level of follow-up of families to their children as a result of virtual work and production from homes					
63	Reducing school and university dropout rates					

64	Increasing teamwork and knowledge sharing					
65	Increasing the orientation towards family businesses					

Fourth: Distribute the economic and social implications to the main dimensions:

Economic Implications	**Unemployment and Inflation**	**Economic Development**	**Technological Change**
Paragraph number			

Social Implications	**Social Roles**	**Social Interaction**	**Cultural Change**
Paragraph number			

Experts Rounds (Second Round) Appendix 5

Prof. Dr. / Mr.....

Greetings,

The researcher is conducting a study entitled (The Future Implications of Digital Entrepreneurship in Jordan – An Exploratory Study Using Delphi Technique), in order to complete the requirements for obtaining a Master's degree in business administration from Middle East University.

In order to identify these implications, the researcher reviewed the speci alized literature as well as conducted a Pilot Sample study that included (20) academic figures, businessmen, entrepreneurs and specialists in information technology, in light of which the following was done:

The researcher presented the first round of the study. The number of experts was 30, including you. In light of the results of the first round, 18 experts unanimously agreed, or 60 percent, which constitute the majority, and 12 experts objected, or 40 percent, including you.

On this basis, the researcher is conducting the second round and, in this round, we re-inquire about the results of the refusal to achieve consensus on the economic and social implications by all experts. In the event of disagreement with the experts, please specify the reasons on the questionnaire that was previously filled.

We hope that the topic will receive your attention and thank you for your cooperation with the utmost respect and appreciation.

Supervisor: Prof. Dr. Ahmed Ali Saleh **Researcher: Yasmeen Faris**

October / November 2022

Experts Rounds (Third Round) Appendix 6

Prof. Dr. / Mr. .....

Greetings,

The researcher is conducting a study entitled (The Future Implications of Digital Entrepreneurship in Jordan – An Exploratory Study Using Delphi Technique), in order to complete the requirements for obtaining a Master's degree in business administration from Middle East University.

In order to identify these implications, the researcher reviewed the specialized literature as well as conducted a Pilot Sample study that included (20) academic figures, businessmen, entrepreneurs and specialists in information technology, in light of which the following was done: The researcher presented the first round of the study. The number of experts was 30, including you. In light of the results of the first round, 18 experts unanimously agreed, or 60 percent, which constitute the majority, and 12 experts objected, or 40 percent, including you. On this basis, the researcher conducted the second round, the results of which were unanimously agreed by 6 experts out of 12, with a rate of 80 percent.

In the third round, we re-inquire about the results of the refusal to achieve consensus on the economic and social implications by all experts. In the event of disagreement with the experts, please specify the reasons on the questionnaire that was previously filled.

We hope that the topic will receive your attention and thank you for your cooperation with the utmost respect and appreciation.

Supervisor: Prof. Dr. Ahmed Ali Saleh **Researcher: Yasmeen Faris**

November / 2022

Appendix 7

Distribution of economic and social implications

1. Economic Implications

A) Unemployment and Inflation

1	Providing exceptional teaching and learning opportunities
2	Switching to e-business, giving young people more opportunities for investment that does not require high cost
3	Creating new job opportunities
4	Improving income which means increased expenditure
5	Reducing the rate of economic inflation
6	Achieving sustainable growth
7	Providing training opportunities and new specialties
8	Creating a new, non-traditional work environment that allows everyone to initiate and start any project that may benefit the community
9	Not repeating traditional and over-repetitive projects in the future
10	Controlling inflation, increasing employment opportunities and sustainable growth
11	Stimulating the conversion of ideas into patents

12	Developing infrastructure
13	Growth in the size of enterprises, especially small and medium ones
14	Economic empowerment and self-reliance
15	Raising the annual income per individual
16	Innovating new economic products
17	Increasing creative attempts to produce patents that increase the revenues of organizations and individuals
18	Improving the business environment based on productive competition
19	Increasing foreign investments in the digital sector and providing an integrated and collaborative work environment
20	Introducing new goods and ideas which leads to diversity in the economic environment, growth and increasing productivity
21	Increasing competitiveness and accessing global markets to offer Jordanian products and services worldwide
22	Preserving the resources of future generations
23	Exploiting technological development with the aim of reaching a more appropriate cost-benefit relationship
24	Opening new markets related to electronic tourism and marketing
25	Improving operational efficiency by reaching many audiences

26	Innovating new business models (e.g., cloud kitchens, virtual work, and production from home)
27	Contributing to a proportional geographical distribution of projects to serve and develop all areas of the country
28	Increasing the level of services of funding bodies in terms of research, knowledge and training

Technological change

29	Developing competitiveness locally in the field of digitalization and information technology
30	The speed of performing digital procedures exceeds the procedures in traditional ways, and therefore these procedures will be easy and fast for beneficiaries
31	Aligning digital services with the national needs of society
32	Developing national software and electronic services that contribute to reducing the digital gap
33	Transforming some traditional services into a less expensive digital format consistent with the national culture
34	Innovating products of a digital nature
35	Accelerating the transition to a knowledge economy
36	Accelerating technology transfer and localization
37	Increasing dealing in digital currencies and electronic payment

Social Implications

A) Social Roles

38	Creating a culture of self-reliance
39	Reducing the burdens and stress associated with work
40	Changing teaching methods and relying on digital curricula
41	Encouraging more digital talents to start entrepreneurial projects by raising their awareness of the desired returns and equipping them with the necessary skills
42	Keeping abreast of global development in the fields of information technology
43	Reducing divorce rates
44	Improving and developing the quality of work for better results
45	Increasing the level of follow-up of families to their children as a result of virtual work and production from homes
46	Increasing the orientation towards family businesses

Social Interaction

47	Increasing confidence and reconciliation with oneself even more
48	Achieving community satisfaction and building bridges of cooperation
49	Attracting tourists contributes to improving the reputation of the country
50	Achieving social stability in society
51	Reducing crime rates
52	Developing expertise and increasing professionals
53	Building new entrepreneurial capabilities

C. Cultural Change

54	Changing Some societal behaviors
55	Changing some consumption patterns gradually
56	Developing a culture of saving effort, energy and costs
57	Fostering a culture of risk adoption and no fear of failure
58	Changing in some of the practices of the culture of society and adopting new cultures that have positive implications on people and society
69	Promoting a culture of responsibility and supporting the country in achieving development goals
60	Changing society's perception of women and increasing their empowerment
61	Making a change in some social customs and traditions
62	Reducing digital illiteracy
63	Combating practices that may harm consumers, such as monopolizing goods and raising their prices
64	Reducing school and university dropout rates
65	Increasing teamwork and knowledge sharing

Appendix 8

Facilitation

Book

جامعة الشرق الأوسط
MEU MIDDLE EAST UNIVERSITY
Amman - Jordan

مكتب رئيس الجامعة
Office of the President

الرقم: م ر/ع/300
التاريخ: 2022/10/3

عطوفة وزير وزارة الاقتصاد الرقمي والريادة المحترم

تحية طيبة وبعد،

لغايات توفير وربط أسس التعاون مع خدمة المجتمع المحلي، نرجو التكرم بالموافقة على تقديم التسهيلات الممكنة لطالبة الماجستير ياسمين فارس حسن داود ورقمها الجامعي (402030031)، المسجلة في تخصص إدارة الأعمال / كلية الأعمال في جامعة الشرق الأوسط، والتي تتولى القيام بإعداد دراسة بحثية أكاديمية في رسالتها المعنونة بـ " الأثار المستقبلية لريادة الأعمال الرقمية في الاردن – دراسة استكشافية باستخدام تقنية دلفي "، علماً بأن المعلومات سيتم استخدامها لأغراض البحث العلمي وبصورة سرية.

وتفضلوا بقبول فائق الاحترام

رئيسة الجامعة

أ.د سلام خالد المحادين

Tel. (+9626) 4790222 Fax: (+9626) 4129813 P.O.Box. 383 Amman 11831 Jordan e-mail: dir-presdepart@meu.edu.jo

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Appendix 9

Facilitation

Book

وزارة الاقتصاد الرقمي والريادة

الرقم ٩/٦/١١٢٨
التاريخ ٢٠٢٢/١٠/٢٤
الموافق ٢٨ ربيع الأول ١٤٤٤هـ

أ.د سلام خالد المحادين
رئيسة جامعة الشرق الأوسط المحترمة

تحية طيبة وبعد،،،
إشارة الى كتابكم رقم د ر/خ/300 تاريخ 2022/10/3 والمتضمن تسهيل مهمة الطالبة ياسمين فارس حسن داود من جامعة الشرق الأوسط تخصص إدارة الأعمال لإعداد رسالة ماجستير بعنوان:" الاثار المستقبلية لريادة الأعمال الرقمية في الأردن – دراسة استكشافية باستخدام تقنية دلفي " وذلك من خلال توزيع استبانات وجمع معلومات من الموظفين العاملين في وزارة الاقتصاد الرقمي والريادة.
أرجو التكرم بالعلم بأنه لا مانع لدى الوزارة من تسهيل مهمة الطالبة المذكورة أعلاه.

وتفضلوا بقبول فائق الاحترام والتقدير،،،

سميرة محمد الزعبي
أمين عام وزارة الاقتصاد الرقمي والريادة
للشؤون الإدارية والمالية

للمقر الأردني الدائم
هاتف: ٠٦٥٨٠٠٠٠ فاكس: ٠٦٥٨٠٠٠١ ص.ب ٩٩٠٧ عمان ١١١٩٨ الأردن . الموقع الإلكتروني: www.modee.gov.jo

Facilitation

Book

Appendix 10

جامعة الشرق الأوسط
MIDDLE EAST UNIVERSITY
Amman - Jordan

مكتب رئيس الجامعة
Office of the President

الرقم: د ر/خ/301
التاريخ: 2022/10/3

لمن يهمه الامر

تحية طيبة وبعد

لغايات توفير وربط أسس التعاون مع خدمة المجتمع المحلي؛ نرجو التكرم بالموافقة على تقديم التسهيلات الممكنة لطالبة الماجستير ياسمين فارس حسن داود ورقمها الجامعي (402030031)، المسجلة في تخصص إدارة الاعمال / كلية الأعمال في جامعة الشرق الأوسط، والتي تتولى القيام بإعداد دراسة بحثية أكاديمية في رسالتها المعنونة بـ " الآثار المستقبلية لريادة الأعمال الرقمية في الاردن – دراسة استكشافية باستخدام تقنية دلفي–"، علماً بأن المعلومات سيتم استخدامها لأغراض البحث العلمي وبصورة سرية.

وتفضلوا بقبول فائق الاحترام

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