“Immigrants Entrepreneurship:
A Qualitative study of Immigrant entrepreneurship in Umea, Sweden”

Authors:  Muhammad Ali Imran
           Samiullah

Supervisor:  Owe R. Hedstrom
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ABSTRACT

Immigrants are living almost every developed countries of the world. When they get accommodation in the host country they have to do something for their lives and future. They face many barriers in host country including language, skills, education and difference in culture. Due to said barriers, most of them fail to get jobs. To overcome their incompetency in the market, immigrants became as entrepreneur. They open their own company and start a business in which they have expertise. Some of them have previous experience by their home countries and some just take initiatives with their little knowledge. In this study researchers try to explore the immigrant entrepreneurship experience in Umea, reasons and forces, which make the immigrant towards entrepreneurship. The study highlights the existing problems which immigrant entrepreneurs are facing. These problems can be at the early process of entrepreneurship or can become after starting the business.

The study is based on two parts. One part is about the theoretical framework, in which we discussed the old theories about the subject and second part is about the practical interviews by immigrant entrepreneurs, they are working in Umea. They provide us their practical information from start to end of this process.

In the first chapter, authors of the study discussed about the immigrants and entrepreneurship. Such a knowledge and information help the authors in developing research questions and objectives. The study framework is based on the methodology concepts, where basic research methods and strategies are discussed and linked with the research study. Further, available literature about the immigrants and entrepreneurship is explained by the authors and link it with research question. Researchers make connections between different theories about entrepreneurship, immigrants and discuss the networks of business and immigrant networks. To make the results more effective, we interviewed five different entrepreneurs and the results further analyzed in the analysis section. In the conclusion part findings are drawn by the authors from the analysis and linked it with the research question and literature. At the end researchers develop some results and give recommendations to overcome these problems. Researchers also put some light on the future research in the relevant study.

Our study is qualitative with deductive approach. We arranged interviews and then analyzed them with previous studies in this field. We provide new results and we try to build a new concept for the readers. Researchers believe that this research will be helpful for different departments; they are working with immigrants and also going to take care of business market in Sweden.

Keywords: Immigrants, Entrepreneurship, Networking.
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1. INTRODUCTION

The motive of the introductory chapter is to acquaint the reader with the research topic. The chapter discusses the current and latest improvements about the research area and its importance as a research thesis. In the background, different theories about the immigrants and immigrants’ entrepreneurship are discussed. Further, this chapter highlights the research questions, objectives and limitations of the research.

1.2 Research Background

Faist (2000, p.18) defines the term immigrant in a broad way as “A migrant is one who moves from one country to another with the intention of taking up residence there for a relevant period of time”. Immigrant entrepreneurship in Sweden is playing the vital role for the economy and overcomes the unemployment ratio. The unemployment ratio in Sweden is becoming 6.2% from 8.3% in just two years (IMF 2011). It is alarming for the country to control the overall economy. IMF provides this figure with the calculation of total labour force percentage. In this situation when many Swedes are unemployed, how immigrants can survive without jobs? In our study we try to present the overall behavior of the immigrants, their businesses and their behavior to start company. We will discuss the forces, reasons and how these forces and reasons push immigrants toward entrepreneurial activities.

When we study the history, we can find that people are doing migration from the beginning of human life. They migrate from one region to another region for the betterment of their life styles and due to high level of poverty. Opportunities of other region attract them for migration. According to Bailey (1993, p. 316) migration is a selective process, mostly immigrants like to re-migrate. When someone want to migrate first time, they do not have any experience of past, their estimation can be wrong. With all of this peoples want to migrate for better jobs and better earnings for them and for their family. Migrations help individuals to find out jobs by increasing the range of available job opportunities (Bailey 1993, p. 317).

Miller (1986, p. 82) discuss that unemployment rate of immigrant is more than non-immigrants. Natives have many advantages of language, culture and norms. Employer always gives priority to non-immigrants. Immigrants are not just different from natives in work but also they are different in entrepreneurial activities. Before the world wars, the immigrants in Sweden were very low and they were approximately 1 percent of total population (Hammarstedt & Shukur, 2007, p. 458). It was the era when World War II finished, Sweden took significant growth rate, they create many opportunities of employment and establish healthy business environment which attract people to migrate to Sweden. As the result in 1970 the immigrants were 7 percent of the total population of Sweden. Immigrants performed well in the labour market and gave some boom to the economy. In 2007 immigrants was 12% of the population, resulting almost more than one million individuals were immigrants (Hammarstedt & Shukur, 2007, p. 458).

Now, scenario is totally different from the past, as in year 2007 mostly immigrants were from Iraq, Afghanistan and Somalia instead of Eastern Europe. They were on different bases such as families’ ties, adoption, asylum and refugees etc. These figures show that Sweden has liberal policies and laws regarding immigration. These immigrants played a
vital role in the economic growth of Sweden with different economic activities such as; they established small or medium level businesses or provided their services as employee. The entrepreneurial approaches of immigrants reduced the unemployment and on the other hand increase the chance of integration between immigrants and natives (Slavnic, 2004, p.3).

An entrepreneur plays a vital role in the development of the society and the growth of the economy. Shane & Venkataraman (2000, p.217) suggest that research about entrepreneurship is the study that how just some people can exploit the opportunities of new markets and businesses, and what they face after their decisions in this particular process. In Sweden government always work and improve the laws for Entrepreneurship. Different organizations are working to support entrepreneurial activities, like National Board for Industrial and Technical Development (NUTEK), Swedish Governmental Agency for Innovations Systems (VINNOVA), and organization to promote small business in Sweden (ALMI). These facilities by Swedish government attract people, both natives and immigrants to start their own business.

Macro environment of the market, where someone is going for entrepreneurial activities is very important. William & Dennis (2011, p.151) discusses that policy does not treat equally with individuals, Sometimes it is in the favour of someone and sometimes behave opposite. Immigrant entrepreneurial can face lot of macro level problems due to the limited knowledge and ideas about new market and policies. Webb et al. (2009, p.494) also discusses the micro, meso and macro level environment for the entrepreneurial activities and talk about the impact of different policies on businesses. Entrepreneurial activities in formal and informal economy fall in different categories, these categories are legal and illegal entrepreneurial ways of action.

Nguyen (2008, p.181) suggest that immigrant workers are the need of the different industries. Industries can get a lot of advantages to use highly motivated immigrants, and can get advantages to take their new ideas in different perspectives. Educated and trained immigrants can be more helpful on managerial and decision making levels. With their positiveness, immigrants affect the new areas in a multitude of social, economical and cultural dimensions. Immigrant groups can be one of the most important factors for urban growth performance (Eraydin et al., 2010, p.522).

According to Storen (2004, p.74) immigrants have more risk of unemployment then natives. Although immigrants have much attention by Swedish government but the unemployment rate of the country allow them to start their own business. Many immigrants are unskilled and that is the barrier for them to find a job in the Swedish market. On other hand, open a company to start new business is a step which is taken by mostly immigrants to save their livelihood and future. They like to start their business on small level. Besides the skilled labor migration, refugees, asylum seekers are major immigration categories. Due to the high immigration rate, the unemployment among immigrants is very high.

Due to the economic crises all over the world, the unemployment rate of every country increased and Sweden is also affected by this economic crises era. But, when we study the social system of the country, we can realize that this system is also very helpful for the people who are living in Sweden. On the other hand, social system is big barrier for the immigrants to find a job. Consideration of the country is based on social values and then
on industrial and economical issues. Due to this reason the employment rate is not high and immigrants are facing unemployment. When market offers the new jobs, the employer always prefer native people instead of immigrants because local employee already knows the working culture and other necessaries about local environment.

Hammarstedt (2009, p.281-288), discusses the theories about the first, second and third generation of immigrants and their earning positions. The 3rd generation of immigrants is better than their forefathers and fathers. Their earning rate is better than 1st and 2nd immigrants’ generation. In Sweden people are immigrants, if their parents was just born in Sweden and the parents of their parents were not born in Sweden. In labour market of Sweden the immigrants have more influence then natives. Their earning rate is better and the facilities by Swedish government, like ALMI and other organizations are playing the major role to help immigrants to be an entrepreneurial. These organizations help them to develop their plan and also help them in post implementation process.

Little earnings encourage immigrants to take steps toward entrepreneurship. They have lot of responsibilities of themselves and also of their families. Orrenius & Zavodny (2008, p.546) also strengthen the argument that immigrants have low payments than natives. This is a major factor for the immigrants to divert their attention towards their own businesses. Entrepreneurs use their qualities and abilities to start their own businesses and develop strategies (Cheng et al; 2009, p.330).

1.2 Research Question

After discussing the above factors and investigating other factors we can portray a picture of the experience of immigrant entrepreneurship in Sweden. In this study we are going to explore the immigrant entrepreneurship in Sweden and our research question is;

“How do the immigrants experience entrepreneurship in Umea? Reasons and problems, which are facing by immigrant entrepreneurs”.

1.3 Research Objectives

The aim of this dissertation is to portray a clear picture of entrepreneurial experience of immigrants residing in Umea. This study analysis the process of immigrant entrepreneurship, social behavior and the facilities by the government that how they are helping the immigrants. Other aim is to identify the factors which are forcing by immigrants entrepreneurs and challenges that appealing immigrants have their own businesses? The study will also discuss some factors which may become obstacles for new immigrant entrepreneurs, such as language, discrimination by authorities, educational level, previous experience about entrepreneurship and their future plans etc.

Such study will be helpful for the future entrepreneurs especially in the process of starting a new business. From our study, different new research avenues will open for the future researchers. This study will provide a new platform for the business students in the area of entrepreneurship.
1.4 Research Limitations

This study has some limitations of research. The study focuses on one city only, Umeå. And specific area of the people with specific purpose makes it limited. The research will be done only in Sweden and findings about the immigrants entrepreneurship experience in Umea. Only first generation immigrants are included in this study, its application on second generation immigrants may not yield same results. These limitations on study will make it more interesting. This is the technique of researchers that how researchers analyzes the findings and how much understanding researchers have with the specific study.
2. RESEARCH METHODOLOGY

In this chapter, the basic research methods and strategies are discussed for the readers, which are considered for the research work. The chapter is based on the research philosophy, approach, design, methods. Furthermore, the chapter ends with research strategy.

Research methodology chapter will show the direction that how researchers conduct the required research and how they approach the required data. Business researches always provide us the new possibilities and also show the current situation of the organization and present the problems that need to have the solutions. Research also suggests that how to make the better situation if needed. According to Bryman & Bell (2007) “Research methods help design, create the study and give general view of how it was done.”

2.1 The nature of the research

In our point of view the most interesting research consideration refers to Saunders et al. (2009) which is belong to the business studies and management research approach. The present study about immigrant entrepreneurship in Sweden is related to the discipline of business administration and all study materials about research methodology study directly concern a research in business. The main ambition of the research in the business field is for some findings to develop new knowledge. On other hand, the research we are doing in business field should be clearly describing the area of study with the probabilities to use it in practice. However, it depends on the arguments (Saunders et al., 2009, p. 5, 6, 7).

We highly agree about this scientific approach in the business area domination should be without any differences to its practical scientific approaches and these should be useable in practice. We see that studies are presented in different journals and magazines, where they belong to different scientists. This is a reason for low spreading of research and new information from researcher to firm about new knowledge of business field. Due to this, there are lot of studies done with similar results, conclusions and arguments on different issues. At same time, looking to these issues we find the problem, which is not considered properly on large scale according to Sweden. When we study the book it clearly shows that the main goal of a new research should about one specific problem (Saunders et al. 2009, p. 5). Our case is study and understandings about the behavior of immigrants which attract them towards entrepreneurial activities.

2.2 Research Philosophy

Different issues derive methodological assumptions but it is wondering that what issues have these assumptions? Are they having any results and outcomes? Saunders et al. (2009, p. 107, 108) describe that assumptions lead to a research philosophy. In easy way, researchers should have their own view of philosophy during the whole research process and it put impact on the research development. Anyway, we have to consider and accept the assumptions in the research. Our view in this study based on reality but it can be
against others. Assumptions send our views to ontological considerations and epistemological considerations.

Epistemological considerations talk about the knowledge of social groups and social world. Our main study under this section is understandings of probabilities, when we use the natural methods for social problems. It is about some internal problems such as realism, interpretivism and positivism (Bryman & Bell 2007, p. 4-26).

We use the positivism position in epistemological rules for the study of social science world with the use of natural methods. When we argue that the natural methods are not useable for social science problems and talk against the positivism theory we talk about interpretivism. Realism is close to positivism, this study explores that we can find same results when we use natural science and social science parallel for social problems (Bryman & Bell 2007, p. 4-26).

Ontological considerations talk about the knowledge of a reality. It is a study of what social world is exactly and its reality? Social world is a macro environment. It is a combination of different factors. It is created by our work and response. Objectivism and constructionism lies in ontology (Bryman & Bell 2007, p. 4-26).

Objectivism talks about social problems and says that these problems are due to the social actions from social world. But it has some particular and independent actor. The position of constructions says about social phenomenon that it is due to social actors and it is performed with the social relations and interactions. It is always in the rebuilding stage with new experiences (Bryman & Bell 2007, p. 4-26).

Our research is more near to the interpretivism position because we are not using the natural method for our findings and research about immigrant entrepreneurship in Sweden. Our study is about exploring the immigrant entrepreneurs experience. Peoples they are doing entrepreneurship are the social actors and due to their actions the situation of the market is created. We also consider the constructionism position of the ontological consideration, because we present that what is the social world? We are using constructions because our work is based on social realities and it supports our work but objectivism is little far from this phenomenon.

2.3 Research Approach

Ghauri & Gronhaug (2010, p.29-30) presented that all research problems are derived from past studies and these are the base for the future research. Saunders et al. (2009) provide logical and scientific understandings about theory of the research and Bryman & Bell (2007) explain two approaches with well structure in the research. According to Bryman & Bell (2007, p. 7-15) deductive theory represents the connection between theory and results. We can show this connection with hypotheses that is required to be deducted by research findings. An inductive theory is the vice versa of a deductive theory. We use our findings in the theory. Theory is a term and we can use it in different ways. In qualitative study we use this term about the explanation of observations. Inductive study allows the research in previous explanations and finds the new research question, in this case, theory comes after the analyzing of data (Creswell 2009, p.57-58). Therefore, researchers use deductive approach because it is more near to our study.
The aim of our study is to explore the main reasons of the immigrant entrepreneurship. As we mentioned earlier that this aim comes from different observations that immigrant entrepreneurship is a big deal in Swedish economy. We also have personal interest in the following research as one of the researcher want to be an entrepreneurial in future. Our approach is to explore the reasons for starting business in Sweden by immigrants. We use deductive theory because it is more close to our study. We will build new knowledge after analyzing our theoretical frame work and our findings. Building of new knowledge will certify our chosen research as deductive approach seems more appropriate for this research. In deductive approach we work from general to specific and same in our work we give new knowledge from existing theories. We do not develop new theory but we will do research on old theories and also analysis with our findings and present new knowledge and results, it is according to deductive approach.

2.4 Research Design

According to Bryman & Bell (2007, p. 39-71) a research design shows the connections between variables, different individuals and general groups and their behavior in specific social area. We can present research design by different styles, such as: cross-sectional and experimental. Different designs are used in different studies, but in business studies we mostly use case study design in qualitative research. Case study design is a connection of qualitative research approach, which we are going to use (Bryman & Bell 2007, p. 62).

According to Creswell (2009, p.115) the main goal of a case study is to describe different factors that can be helpful for research by their knowledge. ‘‘Case study is an empirical investigations of a particular phenomenon within real life context using multiple source of evidence.’’ The data collection techniques in case study are a combination of interviews and findings by interviews (Saunders et al. 2009, p. 146).

Our present study explores reasons and problems of immigrant entrepreneurship’ and why mostly immigrants want to open their own company. The main objective of the research is finding the reasons. We chose Sweden generally and Umea specifically as a location of the study. The data collection from: different scientific articles and journals, interviews with the immigrant entrepreneurs in Umea. According to the discussion of Bryman & Bell (2007), Creswell (2009) and Saunders et al. (2009) we believe that our research refers to a case study design.

Yin (2003, p. 17) presents a theory about case study design. He says that if the researcher finds the three answers of his research question than case study design is more effective and fit for his research. Our research question is “How do the immigrants experience entrepreneurship in Umea? Reasons and problems which are facing by immigrant entrepreneurs”. According to Yin (2003) we could find out some answers. 1) The unemployment ratio in the Swedish market is increasing; 2) discrimination factor is a big reason to start own company; 3) language and other barriers always come in the immigrants way.

After studying the literature we believe that interview approach is fit for our research. As we mention earlier that we narrow our research and choose Umea for our research place. We also believe that our consideration on one specific area will allow us to explore in details.
2.5 Research Strategy - Qualitative

When we study the research strategies, we know that they are presented in two forms. This presentation is in qualitative and quantitative shape. We can find differences to study that how the research is conducted in both ways.

1. Theory related to research,
   I. Quantitative: (Deductive) theory - to - observations/findings
   II. Qualitative: (Inductive) observations/findings – to – theory

2. Epistemological consideration,
   I. Quantitative: Positivism
   II. Qualitative: Interpretivism

3. Ontological consideration,
   I. Quantitative: Objectivism
   II. Qualitative: Constructionism

4. Nature of research,
   I. Quantitative: collection of numerical data
   II. Qualitative: presented in words

Bryman & Bell 2007, p. 14, 28-29, 154, Differences between qualitative and quantitative

Our main objective of the research is to explore the reasons that why immigrants start their own business instead of doing jobs and which type of problems they face in entrepreneurial process? It is interview based research and we already discussed that for case study the qualitative technique of the research is appropriate than quantitative. When we use the qualitative approach of data collection, we analyze and interpret it in the words. It seems to be more narrative and include a case study design. It is different from quantitative approach, where researchers arrange surveys and express it in numerical data (Creswell 2009, p.153- 207). According to Saunders et al. (2009, p. 482) qualitative data is expressed in words and show the meanings and researcher can explain their thoughts in easy way. Interpretivism and constructionism are near to the present philosophy of study. We go for narrow research and concentrate only on immigrant entrepreneurship in Umea. We will try to make some base for further studied in this area. Numerical and statistical data will not use. We will develop qualitative research approach and qualitative strategy.
3. PRACTICAL METHODOLOGY

The approaches and methods discussed in the previous chapter will give them practical shape in this chapter. Through which ways we reach to our concern empirical data and which factors we entertain during our data collection and sample design. Furthermore, the chapter will end with quality criteria of the study.

3.1 Choice of the subject

The choice of our present subject is based on some following reasons. Firstly, our main field of study is entrepreneurship and business development. It was good for us that we use the knowledge which we earn already from our entrepreneurial studies. We also dedicated to be an entrepreneurial in the future so we chose it as our research topic and it is a big challenge for us personally. We also have good chance to promote our career in this field in near future.

In the beginning of the research we tried to find out scientific information about immigrants, entrepreneurship and immigrant entrepreneurship. The literature we used mostly highlighted the reasons of the immigrant entrepreneurship. We get more well-structured over view by the book, Faist, T. (2000) and different articles.

3.2 Pre understandings of the study

We cannot relate the preconception value just with the personal view of researcher. It also has some scientific values, because the special interest in doing business one of researcher was informed with the value of entrepreneurship. On other side all data we used indicate the main reasons and forces for immigrant entrepreneurship. With the studies our personal understandings also raised the questions that why researcher did not pay attention on the reasons to attract immigrants towards entrepreneurship in Umea. Hammarstedt (2001, 2006, and 2009) worked on the immigrant entrepreneurship but it was not particularly about Umea. We found this problem with the guidance of our supervisor and our main research question is immigrant entrepreneurship in Umea, explore the reasons and forces and give value to the study. (Bryman & Bell, 2007, p. 30, 31).

3.3 Method for Data Collection

The qualitative research approach is combination of a primary and secondary data collection. In the interview research design, there are no specific rules and regulations for research, researchers always develop their mode according to the access to literature and availability of facilities. According to Saunders et al. (2009, p. 139-146) Observations, interviews, questions and analysis are the primary source of the data, and newspapers, journals are the secondary source of the data collection.

Mostly interview study designs are connected with the field and location of the research. Our present research is about immigrant entrepreneurship, and research design requires an object which is by the researchers. In our case the object is ‘reasons’ and ‘forces’ for
In our research we use both, primary and secondary data. For secondary data we use USBE database, journals and books. The primary data has been collected through semi-structured interviews by different entrepreneurs working in Umea. A semi-structured interview is based on different questions and guide. In semi structure interview, mostly we use open ended questions and this technique help to gather data with deep information. This type of interview is helpful to develop an interactive environment between interviewer and interviewee for conversation in effective way. That is why we chose the semi-structured interviews for research. Interview study also shows the face expression and emotions at the time of interview and this is very helpful for researchers to explain their findings in effective and useful way. In this type of interview, Interviewer also can change the question order to make the interview easy and friendly and then these interviews analyzed later. (Bryman & Bell 2007, p. 474).

3.4 Respondents and the Research Sample

We chose the respondents on the basis of their entrepreneurial activities in Umea. We take these samples from market due to their different time being experience in the market as entrepreneurial. In first stage researchers have more than 10 options but researchers choose their 5 samples on the bases of past and present experience, type of the business and different nationalities. One of our samples is doing entrepreneurial activities for 10 years and one is just for 2 years. It would be very fruitful for research results when we will get new knowledge. According to Bryman & Bell (2007, p. 190-195) knowledge is a main goal in qualitative research but in quantitative research we create observations. We need samples to get information from the whole community of population (Saunders et al. 2009, p. 212). Researchers arrange interviews with five entrepreneurs, they are working in Umea. Here we are going to present some of their background and experience.

**Respondent 1** – EL Patrone (RONYAS Restaurant) Vasa plan, Umea. He belongs to turkey and came here in 1990 and starts his business with restaurant. He is the owner of the 3 restaurants in the Umea. These are Ronyas, Alanya, Tre kroner.

**Respondent 2** – Steve Galloway (Rodhus Restaurant) Saga Gallaren, Umea. His mother is from USA and father is from Jamaica, he is an owner of the restaurant and deal with all operations and marketing of the restaurant.

**Respondent 3** – Jalal Kurd (NYA Studio, Kliporama) Vasa Plan, Umea. He is from Iraq and running this business with the help of his Swedish wife. He took hair dressing diploma from Sweden and then starts his business. Both are managing all operations and other activities.

**Respondent 4** – Abbas Raza (Abbas Pizzeria) Teg, Umea. He is from Pakistan and came in Umea just before 4 years with his wife as co-applicant and starts his business in 2009. His wife came here for the purpose of study. First he did work on some Irani peoples on pizzeria and then plan to start his own business.

**Respondent 5** – Eman (Alidham Kiosk) Alidhem, Umea. He starts the business with this shop in 2008. He is here on political stay and has master’s degree in sociology. He belongs to Lebanon. These all respondents are chosen due to their different experience of
entrepreneurship in Umea. We want to explore the different reasons that old and new entrepreneurs are facing which type of problems and what reasons are behind their decisions.

3.5 Interview Guide

As mentioned earlier we choose the semi-structured interview type and select the questions according to the chosen format. According to Saunders et al. (2009, p. 320-322) interviewer can omit some question according to the situation and order of the questions also varies on the flow of conversation. We divide our interview guide into different parts, such as the background of the respondent and past; present situation and reasons to start the business and future plan about the expansion of the business. We arrange short and open questions because open questions help to avoid bias and these types of questions describe the topic in effective way and we can find our required knowledge (Saunders et al. 2009, p. 332) and (Ghauri & Gronhaug 2010, p. 102) also tells about the semi-structured interviews that they can decrease research bias due to the different techniques. This theoretical framework support our way of doing interviews and also provide us a great background for research. Interview guide also show the sub-questions, actually these are the checks about information, the interviewer provides all necessary information or something is missing. Researchers also ask to the respondents for interview recording but two of them were agreed but others refuse because they do not prefer recorded interview. (Appendix, 1)

Researchers chose semi-structured interviews with the connection of the literature framework. Literature framework presents the knowledge of previous researches and also provides guidelines for future researchers that how they can develop future research. Hammarstedt (2001, p150) argue that self-employment of immigrants are the big risk for them due to the involvement of the finance. Such type of arguments by previous studies enable and motivate us to explore new results and the interview technique to find the regarding information is more fit for this study. Researchers develop the interview questionnaire with the connection of their theoretical framework. For example, why did you start your own business? What problems you are facing as entrepreneurial? Our theoretical frame work is connected with our interview guide, for example (Vinogradov 2008, p8) argue that self-employment increase the income of immigrants and it is the one of the possible answer by immigrants for first question that why did you start your own business? Researchers create a connection between theoretical framework and their findings and then try to get some new results after analysis.

3.6 Interviews Conduction by Researchers

The best way to conduct interview is face to face. But the qualitative research give permit to the researcher to adopt the alternative ways such as internet, telephone etc. fortunately our respondents are available for face to face interview. First interview give us more information about the reasons to start the company and business by immigrants. Second and third interview provide the more information about the problems and advantages which are immigrant entrepreneurs facing. Fourth and fifth interview help to strengthen our knowledge and make us sure for our research findings. We also record some interviews and we face the situation when we change the question order to take more information regarding the matter. We skip some questions when we find specific answers in discussion about other questions.
3.7 Analysis of the given Data

Quantitative and qualitative data analyses have different techniques to find results. We have to present the desired knowledge when we analyze the qualitative data. It’s very tricky to take the results from words. Researcher should send back their analysis to respondent for confirmation. We have data in shape of words, in written and recorded form. Researchers analyze their findings with their studied literature. In qualitative data analysis we have two approaches, deductive and inductive as we discussed earlier. According to Saunders et al. (2009, p. 490-495) data process have three steps, first we summaries the data which mean that researcher find the key points and main findings from all conversations, And then categories the data in the different forms to interpret and analyze, last step is recognize the data that which part is fit for which theory.

After getting the findings by summarizing and categorizing the data researcher use these findings to develop conclusion. We try to provide the answer of our research question with the using of interviews, literature study and with other sources. To develop the theory we use our own logic and arguments. In the research, researcher used deductive approach to analyze the data. Researcher analyzed the data and found relations between their theoretical research, interviews and then presented it in the text.

3.8 Quality Criteria

The use of reliability and validity criteria of quantitative research for the qualitative work can create problems for the researchers. In qualitative research we can use this criterion just to make our results trustworthy. Our research quality is more near to the trustworthiness criteria of the quality. It is divided into four parts: (Bryman & Bell 2007, p. 410, 415)

1. Credibility: our research findings avoid to misinterpretation. It is clear and used in the right direction for analysis. The credibility of our research is ensure because researchers collect the data by self and also announce their sources. The other thing that shows its credibility is the research work is done under a qualified supervisor.

2. Transferability: The results of the research should be used in different aspects of the research studies. Our results can be used for the research about other areas in Sweden. And also can use for the other regions of the world. Study results also will helpful to start same study in other direction and researchers are sure that this research is not just knowledge but it can be the base for future researches.

3. Dependability: It is the validation of the research, either it is audited or just presented without audition. We make audit with our research and analyze it with our theoretical framework which is based on scientific journals and recommended books. Research is connection of theoretical framework and the findings by practical methodology with the use of theoretical methodology.

4. Confirmability: Its shows the level of merit in the research that researcher worked according to the objective and did not put any personal influence on it. Researcher used two main parts for the desired results. One was the theoretical framework and other was the interviews by immigrant entrepreneurial. Researchers just analyze them on merit and show results and develop recommendations. Researchers just make connections with
previous studies and try to develop new knowledge. (Bryman & Bell 2007, p. 410-415)

In our research we conduct interviews with the persons they have knowledge about entrepreneurship and they are also involve in entrepreneurial activities. Thus, our most of the respondents have same views so the trustworthiness criteria of quality are more effective for us. (Bryman & Bell 2007, p. 410-415).

3.9 Ethical Considerations

We always take care of ethics in the whole research work. Researchers behave well and interact in manners with the different organizations, individuals and all subjects that were the part of the research. According to (Saunders et al. 2009, p. 183-184) we care of the ethical issues such as privacy about the information provided by respondents, founded data and rejection of questions by respondents. Our all chapters were the little steps towards the answer of the given research question. We show the answers to the respondents for verifications and we believe that our research follow the ethical consideration. Researchers are allowed to mention the names of their respondents and respondents have no objection with this.
4. LITERATURE REVIEW

This chapter is about the theoretical phenomena of immigrant entrepreneurship and researchers have presented the relevant theories. Researchers try to take the review of existing and previous studies in the particular field. This study helps to understand the study area and give knowledge to develop basic concept about the subject.

4.1. Immigrant Entrepreneurship in literature review perspectives

Many writers have been developed theories for the phenomenon of immigrant entrepreneurship. The behavior of entrepreneurial by many immigrants led to raise a new phenomenon that is called immigrant entrepreneurship or ethnic entrepreneurship (Baycan-Levent & Nijkamp, 2009, P377). Immigrant entrepreneurship plays a vital role to overcome unemployment in ethnic relations. Classifying and reviewing of theories related to immigrant entrepreneurship is a hard work (Fairie & Meyer, 1994, p3). Different studies based on some facts about immigrant entrepreneurship, study analyze the effects and causes relationship between different factors like educational background, culture, their abilities and entrepreneurial expertise. Immigrants like to be self-employed then native born skilled workers (Baycan-Levent & Nijkamp, 2009, P378).

In Europe self-employment among immigrants is increasing and in different countries immigrant entrepreneurship is an important issue for debate. In Europe, different characteristics of the social and economic culture also develop the ground for different entrepreneurial activities (Baycan-Levent & Nijkamp, 2009, P377). In Sweden immigrant entrepreneurial are more than natives. They are 27.2% in retailing and natives are just 14.9% in retailing and immigrant entrepreneurial are 21.5% in hotel and restaurant market and in this market natives are just 1.9% in hotel and restaurant (Baycan-Levent & Nijkamp, 2009, P390). Sweden has long tradition of immigration and immigrants entrepreneurial are increased in last recent years (Hammarstedt & Shukur 2009, p746). Self-employments among different immigrant groups are different due to the age, social culture and educational background (Hammarstedt & Shukur, 2009, p747). According to Hjerm (2004, p741) the situation of Swedish labor market increase the entrepreneurial activities of immigrants. This ratio is increased during last 2 decades.

Objective of this research is explore the reasons that why mostly immigrants want to start their own company instead of employment. It is easy to proposed different theories about immigrant entrepreneurship. Supposed factors for Immigrant entrepreneurship such as differences between culture among host and home country, immigrant’s educational level, past experience of entrepreneurship by immigrants, business size, situation of the market, characteristics by person to person, characteristics of immigrant business, discrimination by authorities and other factors. These factors related theories are described in this literature review section.

4.2 Immigrants

We can define immigrant in simple words that one who moves from one place to another for employment or for betterment of his/her economic conditions. But
sometimes the simplicity of the definition can raise confusion when we study the movement of peoples with in country from one state to another. According to (Faist 2000, p17) the movement from one unit to another unit of the country is relocation rather than migration. (Faist 2000, p18) define the term immigrant in broad way as “A migrant is one who moves from one country to another with the intention of taking up residence there for a relevant period of time”. When some individual make their first migration decision they do so in the absence of past relevant experience (Bailey 1993, p317). Faist (2000, p. 1-25) more categorize the immigrants according to their status in the country, if the person moves again to the original country of immigration with the thinking of taking up residence again there is called a re-emigrant. And if the person’s movement is characterized by habitual movement between places such as like seasonal laborers etc. They are called circular migrant (Faist 2000, p. 1-25). If a person moves for second time to the country of immigration with the thinking of taking residence there for relevant period of time she/he will consider as a second-time immigrant (Vinogradov 2008, p 35).

(Vinogradov 2008, p 36) more characterize the immigrants into first and second generation of immigrants on the basis of their and their parent’s country of origin. If the person born outside his current country of residence with both parents born abroad is called first generation immigrants, and if the individual born inside the current country of residence and both parents are born in abroad is considered as second generation immigration. And on other hand an individual is consider as native if he was born within the country of his current residence with both parents born in the same country (Vinogradov 2008, p 36).

4.3 Entrepreneurship

The issue to define entrepreneurship has not been resolved yet. No one definition is accepted generally to define entrepreneurship. According to Fillis & Rentschler (2010, p50) “Entrepreneurship can be defined as the process of creating value for business and social communities by bringing together unique combinations of public and private resources to exploit economic, social and cultural opportunities in an environment of change.” Entrepreneurship always work on three different dimensions such as innovation, risk taking and proactiveness, innovation mean when entrepreneur looking towards for new opportunities, risk taking mean when entrepreneur decide for innovation, and proactiveness mean when entrepreneur take steps for something new on their own decisions (Fillis & Rentschler 2010, p50).

After the above discussion about entrepreneurship definition, we can see that the activities of entrepreneurship are working in three dimensions such as economic innovation, organization creation and profit seeking in market sector. Vinogradov (2008, p 31) by applying fuzzy set approach, named all three entrepreneurial activities as ‘what, how and where’ of the entrepreneurship. ‘What’ of the entrepreneurship mean create the new resources and values that do not have before. ‘How’ of the entrepreneurship shows organization creation that mean entrepreneurial develop new organization to achieve the innovation. ‘Where’ of the entrepreneurship shows the profit seeking, that mean the goal of the entrepreneurship is to get more profit from market. In the initial steps we can divide entrepreneurship into two basic parts, large and small or medium size entrepreneurship. According to APEC (2003, p173) we can further categorize small scale entrepreneurship as micro, small and medium. In micro enterprise maximum 10 employees working, in small enterprise the employees can be maximum up to 50 and in
medium size company employees can exceed till 250 persons. In the last we can say that the
term entrepreneur is the person who takes risk and take initiative for business by producing
finances and organizing other resources to take advantage of new opportunities in the market.

4.3.1 Entrepreneurship and small businesses

As we already studied that three characteristics of entrepreneurship such as potential for
growth, innovation and strategic management. But when we study the small and micro level
entrepreneurship, we can find that there are lot of differences between these two
entrepreneurial activities and above three factors cannot fulfill all requirements for them.
According to Cheng et al. (2009, p330) small firms are the behavioral manifestation of
entrepreneurship. Mostly entrepreneurial start their operations with micro and small
teprises. After this study we can say that small businesses and entrepreneurship can be
interchangeable when immigrants start small business with the combination of all other
factors and with taking risk for innovation and their entrepreneurial activities.

4.3.2 Entrepreneurship by Immigrants

In simple words we can describe that ‘firms owned by immigrants’ is called immigrant
entrepreneurship. Chrysostome & Lin (2010, p78) classified the three level of integration for
immigrant entrepreneurship. Low level of integration, middle level of integration and high
level of integration. Author also discussed the categories of entrepreneurs, ethnic
entrepreneurs are the people they have one same background and they have common goal for
future. Immigrant entrepreneurs are the persons they just arrive in the country and have to
start new business; they make connections with other natives and immigrants. Transnational
entrepreneurs are the peoples they belong to different origins but they start company with
some agreement (Chrysostome & Lin 2010, p 80, 81).

After studying the different definitions and categories of immigrant entrepreneurship, and
looking for all arguing studies, our research study will focus on immigrant entrepreneurship in
Sweden and we will limited it in Vasterbotten County. After different studies we can develop
an definition of our research topic. A person who born outside of the Sweden with parents
born abroad and they owns business in Sweden by using all business techniques and earning
market share are called immigrant entrepreneurs.

4.4 Immigrant entrepreneurship and its role

In two aspects, economically and socially immigrant entrepreneurship plays a vital role in the
life of the country. Due to unfair behavior with their qualifications and skills, immigrants
cannot find the position according to their skills. When immigrants face this situation in the
working market, they think and take step for self-employment and recognize them as an
entrepreneur. It is the natural phenomena that men always start from little so immigrants start
their business from small business in the market. This type of entrepreneurship always put
healthy impact on the society and economy of the host country (Chrysostome & Lin 2010, p
78).

Previous studies shows that immigrants done well in Swedish labor market (Hammarstedt
2001, p147). Immigrant entrepreneurial are very effective for to develop the good relations
between two countries, that is a way to open new links between two countries for agreements,
sometime entrepreneur invest in original country for existing company and also in host
country for new venture. On other hand individual need some skills to develop new business
and also need some capital, and it’s very hard for the new immigrant that they entre in the
host country and start the company because they did not know about the needs of the customers and manufacturing goods process (Hammarstedt 2001, p150).

4.4.1 Immigrant Entrepreneurship, Advantages and Disadvantages

The disadvantage theory tells about the disadvantage of speaking language of the host country, poverty, unemployment rate and discrimination cause allows just some groups for self-employment (Hammarstedt 2001, p151). Immigrant entrepreneurship shelter illegal and criminal businesses, they adopt informal employment and give jobs to undocumented immigrants, other disadvantage is ethnic problem, and there are many cases of conflicts between immigrants and natives (Vinogradov 2008, p10). Self-employed immigrant is in more risk than others because of financial investment in business (Hammarstedt 2001, p150).

According to Vinogradov (2008, p8) self-employment increase the income of immigrants, it is helpful to create the employment opportunities for other immigrants including women and elderly, also create employment opportunities for natives, they present new innovations to the host country. Immigrant’s entrepreneurs are helpful to open new links for international businesses, and they are also useful to develop some role models for other immigrants (Vinogradov 2008, p9).

4.4.2 Immigrants businesses in Sweden and its characteristics

Immigrants are rapidly increased in Sweden during last 50 years and composition of immigrant population in Sweden has changed, and there are many differences between immigrants and natives for self-employment (Hammarstedt 2001, p 147, 157). Mostly immigrants in the different countries have small businesses and they prefer to start a small business that requires few workers and have low standards of businesses. In Sweden immigrants entrepreneurs also have small businesses and they are highly concentrated in restaurants, retail food shops, small stores, fast food, clothing and other related activities. According to Slavnic (2004, p 7) Sweden can run its established system with small businesses instead of general economic, political and social adjustment, and the employee of the small businesses are more aware of market pressure then other peoples.

Small businesses by immigrants such as restaurants, café, hot dogs etc. serves to both, natives and other immigrants also and this required some knowledge of Swedish language. Swedish immigrants are more participating more in food business rather than others. Welfare state has many benefits from small businesses such as unemployment lower, tax increment, and lower welfare expenses. Small businesses are also helpful to ensure economic and political stability in the country (Slavnic 2004, p 7).

4.5 Size of the Business by immigrants

Worth of any business is important factor to look the experience of business owner in any market. Prior studies also prove that in all over the world mostly immigrants have small businesses and this fact also imply on Sweden. When we look towards Vastarbotten generally and Umea specifically, it is an area which is full of restaurant businesses and most of immigrants have small scale business of different foods. So it would be worth full to discuss small scale business in this part.
4.6 Small Scale Businesses

There is no single definition of small businesses, different groups have different definitions. There are also no general criteria for small businesses definition. In business studies we classified the businesses by their size, market worth and management team. We can define small business in the relation of the personnel are working there, but it’s also vary for business to business. Small business is a business where maximum 50 and minimum 5 employees are working (APEC 2003, p173). But it’s varies for different industries, it’s different for manufacturing industry and different for service industry.

According to small business administration, “a small business concern shall be deemed to be one which is independently owned and operated and which is not dominant in its field of operations” (Peterson et al. 1986, p 64). The differences between different definitions are interesting, it’s not mean that one party is right and other is wrong, all groups are right on their ways (Peterson et al. 1986, p 67).

4.6.1 Characteristics of small business

Features of small business are described different by different studies. Small businesses have healthy effects on economies and these effects works from different ways. It’s already discussed that small businesses help to overcome unemployment and provide jobs to them, they want to work part time or even full time. On other hand it’s a fact that employee with small business cannot earn the same that one is earning with big or large company. (Michelle 2006, p 22) Owner of small businesses pays little salaries to their employee and also pay little compensation such as medical allowance and other taxes.

According to Fairlie & Robb (2004, p 10) age, sex, region, urbanity of the firm, education level, marital status and previous experience of the owner is very important, and race and ethnicity are also the important for small business outcomes. As we early discussed that small businesses have high risk and they have high rate of death and birth. And they have less capability to face difficulties and pick opportunities due to lack of finance, education and training. Family business background is also very important for good outcomes in small business; workforce of small business is also different from large business, previous managerial experience by family also put good impact on small businesses (Fairlie & Robb 2004, p 15).

4.6.2 Networking of small business

When small businesses develop and build social relationships in society is called networks. A network can be consisting of different factors. A business network can be the name of relation between owner, supplier, stakeholders and buyers. Swaminathan & Moorman (2009, p 52) talk about network centrality, it is the study of connection with other firms. Network efficiency, it is the study of firm’s networks provides firm access to new capabilities. Network density, it is the study of firm’s network involves interconnection between firms. Network reputation, it is the study of strong reputation of firms network (Swaminathan & Moorman 2009, p 52). In small business network, there are many actors such as family, friends, customers and other organizations are the part of its business network. These connections are depends on the type of the specific business.

Business network considered one of the important network for the small firms. Influence by family and friends on the firms network with their social interaction and personal contacts is
very healthy. Network between buyer and seller is depends on the interaction between suppliers and contractors. Tolstoy (2010, p 385) talk about the role of network development in knowledge combination, structure of network, which provide access to the network relationships; technology and products play an important role in the development of the business network. The network between organizations based on the relationship between ownership, investment and membership of industry organization.

Fig.2, Business network

![Business network diagram]

Source: Le & Nguyen (2009, p 870)

Figure 2 shows the different networks of the business, business have official networks with the governmental departments, when an immigrant starts his new business he make appointments with governmental authorities and build a network. This network assists the entrepreneurs in legal and official necessities. Network with customers and consumers build a relation with entrepreneurial for the sake of revenue. Businesses have network with suppliers; they fulfill the demands of the business. Business also has the social networks with friend and family members and other social groups such as sport committees and town committees etc. These groups provide moral and financial support to the new businesses. (Le & Nguyen (2009, p 870).

4.6.3 Immigrants and business network

Immigrant entrepreneurs always have edge of their community and ethnic resources. This edge put efficient and effective impact on immigrant businesses. Mostly this network consists of the family members and from community. This network help them to get permanent loyal customer, labor with low pays and this attract them towards entrepreneurship. Ethnic enclaves could be effective for immigrant business in different ways such as one hand they allow the immigrant business for the specific product to achieve the maximum market share for ethnic products, on other hand they can develop some hurdle for new venture to save their share in the market (Toussaint-Comeau 2008, p 30).

The startup of the small business has very important influence to characterize the need of effective for strong or weak tie (Sequeira & Rasheed 2006, p 358). Immigrants come to the host country with different level of human capital, if they arrive with higher level of human capital, they have strong ties and they are not dependent for other immigrant communities and ethnic groups, if someone come with low level of human capital than they can face the different problems and they can be dependent of other immigrant communities and ethnic
20

groups (Sequeira & Rasheed 2006, p 368). **If immigrant entrepreneurs have strong community and ethnic relations in host country, they are on strong ties and they have no need of others help. If the immigrant entrepreneurs have little community and ethnic relations then they are on weak ties and its shows that they need help by other communities to build the business. Human capital works on two ways in same time but on one side it provide a strong growth to the business and on other side it just help to start the business.**

This figure shows the impact of human capital on different levels of businesses with different strong and weak ties.

Fig.3, Human capital

![Diagram showing impact of human capital on different levels of businesses with strong and weak ties.](source)

Source: (Sequeira & Rasheed, 2006, p 371)

It’s a natural phenomenon that when someone has support and someone do not have any support, the results always different in same fields. In the beginning when entrepreneurial have no more recognition in the market and have low market share, this business shown on weak ties and if the business is running and have strong market, its strong ties. But on other hand when we study the case of immigrants, its mean that when immigrant entrepreneur start a company with low contacts and low human capital in market, this business is on weak tie and when an immigrant start a business with big human capital and more contacts then business is on strong ties and will bear all pressures by market.

### 4.7 Past experience of the immigrants in businesses

The past businesses experience of the immigrants plays a vital role for the future entrepreneurship activities in host county. Hammarstedt (2001, p 151, 152) claims that experience of self-employment in the host country develop the dare to start the company in host country, and this experience also provide some background influence on the individuals. Self-employment rate is different between immigrants in Sweden and native peoples; if we take some factors constant such as age, education, gender etc. (Hammarstedt 2001, p 154).

Education level in Sweden is very high and the people who migrate to Sweden, mostly are not highly educated, self-employment is high among the low educated individuals so that the
entrepreneurial ratio is low among natives in Sweden (Hammarstedt 2001, p 158). The income of salaried worker is accedes then the income of self-employer in both cases, if they are immigrants or they are natives. Study also show the earning of immigrant from other world and immigrant in Sweden, in both cases the earning of self-employer is low either they are immigrants or natives but on other hand the earning of salaried persons are more than entrepreneurial. But in Sweden the reason for interest in jobs by natives is their high income in jobs, and research also strengthen their views, they are more educated and use their skills in the market. Table also shows the deep research from different regions. Where situation is same among natives and immigrants (Hammarstedt 2001).

In different eras the income of salaried personas and self-employed persons are different, it varies on the regions and the peoples origin. Table shows that the native Swedes have high income with salary statistics but they are low in self-employed side. Table also shows that the graph of income is raised with high changing’s between 1986 to 1990. (Hammarstedt 2001, p 154) (Appendix. 1)

These changing’s were in both earnings, salaried persons earn high income than past and also self-employees earn more than before. Immigrant groups also show the different figures in earning. Salaried persons of Western Europe earn more than salaried persons of Eastern Europe and its changes between other immigrant groups.

Table shows that when education increases than wage employment earning also increase and this result put the effect on self-employment earnings. Model B shows the different variables of different regions, its shows that earning of northern immigrants is more than earning of non-European immigrants. Model C shows that when immigrants entre in Sweden, it’s about time variation and its control on earning. It’s also shows the low earning with self-employment and high earning with other works (Hammarstedt 2006, p 625) (Appendix. 2)

4.8 Selective Immigration

When someone want to migrate for new destination, it is really a hard decision because of leaving the place where you spend your many year of life. But people migrate to a new country and take risk of migration, because they are safe in their home land with their families. Immigration process mostly selects the people who have kinship connections in the host country and have some financial support for self-employment. Andersson & Brama (2004, p 535) claims that selective out and in-migration has not only affected the balance between natives and immigrants, it also alert other groups of immigrants. Selection from both sides such as host country and immigrant both are crucial. Immigrants think about their benefits and advantages, but on other side host country think about their benefits by this immigration. They think that how much this individual would be helpful for society and economy and on other hand immigrant also think in same way. The process of the selection by migration authorities also develop some positive response for immigrant to think about their future plans in host country. Aslund & Olof-Rooth (2007, p 423) says about some laws that in 80s and 90s immigrants were not allowed to choose the place for their residence on their behalf.

4.9 Immigrants education level

There are little difference between immigrants and natives in educational level. The ratio of compulsory education between Swedes and immigrants is 931 immigrants are educated out of
1106 and Swedes are 1010 out of 1106 (Tasiran & Tezic 2006, p 499). Social class differences put some impacts on the education of immigrant’s children and economical differences also play the vital role in this issue. It also depends on the parents that how much educated they are and how much interested they are in their children’s education. One other thing that is hurdle for immigrant education is their social and economic issues, one immigrant get educated and when go to market for job he/she face discrimination and unfair behavior, so they lose their interest in education and try to start their own business instead of jobs.

In Sweden language barrier is also the one of most important factor which is the reason to not get the job in the Swedish market for immigrants. Mostly immigrants are doing jobs which are totally irrelevant from their education but they are doing just for their livelihood. In Sweden the welfare income is significant but negative for immigrants and Swedish peoples, which make them easy from their education (Tasiran & Tezic 2006, p 500).

4.10 Immigrants economic mobility

According to (Boman 2011, p 284) native Swedes are more mobile instead of immigrants in some contests immigrants are more mobile than natives such as for job searching behavior. But the economic mobility of immigrants are blocked in many ways and they are facing many barriers such as the language problem in new land, education level etc. these barriers encourage them to think about entrepreneurial activities. Attachment with market is also the main point that how many Swedes and natives are attached with the labor market, natives were more attached with labor market than first and second generation of immigrants but on other hands the third generation of immigrants are more conscious with labor market (Boman 2011, p 286, 287). The 2nd and 3rd generation of immigrants was less successful than natives in economic market but 1st generation take more benefits and hold on more market, unskilled and less educated labor face the blocked mobility in the market against natives, and it’s also depends on the active ness of the population (Hammarstedt 2009, p 284, 288, 289).

Cohen-Goldner & Eckstein (2008, p 838) also help the above arguments that language skills, past experience and occupational training are the main reasons to elaborate economic mobility between natives and immigrants. When some barriers block the immigrant mobility in labor market then they look towards to start their own company. Governmental forces provide some training facilities to develop equal opportunities for both, immigrants and natives (Cohen-Goldner & Eckstein (2008, p 868).

Figure 3. Interprets the summarized form of the literature review, which provides the concrete information about the Immigrant Entrepreneurship process. The steps highlighted in the diagram are explained more in detailed pattern above in the chapter. As we know that immigrants and their entrepreneurial decisions play very important role in opening new avenues of business, these are the Immigrants who want to start their own business and what kind of problems they faced during this process are shown by the researchers in this diagram in a very nice and accurate way, that will provide readers a crystal clear understanding of their literature chapter. In This chapter, firstly, we discussed what immigrant’s entrepreneurship, immigrants and then entrepreneurship with the help of theories provided by authors and writes. Afterwards we discuss advantages and disadvantages of immigrants’ entrepreneurship and their characteristics. We discussed scales of businesses run by entrepreneurs, networking and networks of immigrants, their educational level and past business experiences.
Fig. 3, Flow Chart of Literature Review

- Immigrants
  - Immigrants Entp. Characteristics
- Entrepreneurship
  - Entrepreneurs by Immigrants
  - Immigration and Small Businesses
  - Small Scale Businesses
    - Characteristics of Small Businesses
    - Networking and small Business
    - Immigrants and Business networks
- Size of Business by Immigrants
  - Past experience of Immigrants in Business
    - Selective Immigration
      - Immigrants Education Level
      - Immigrants economic mobility
5. EMPIRICAL FINDINGS

This part of the study describes the data collected through interviews. We considered five respondents for the interview in Umea region. Each entrepreneur thought about the questions asked during interview can be explained in the following.

The data collection of the case study consists of a combination of primary and secondary data, such as: published reports and interviews with immigrant entrepreneurs as a primary source. Secondary data is presented by scientific articles, which are related particularly to Immigrant entrepreneurship.

The chapter is presented findings and structures them with the five case studies. Each case study is about one respondent. The division is according to case study rules; cases are close to literature review and interview guide and therefore, easy to follow. As in thesis our aim is to explore the experience of immigrant entrepreneurs who are working at Umea. We are making an attempt to portray a clear picture of what immigrants feel while running their business at Umea. So to collect relevant and useful data, we picked out some vital factors and points and asked about those factors to each respondent. These factors or the issues about which the questions were asked are: reasons for starting up business, level of education, problems they face, the facilities and cooperation they expect and get from municipality, their working hours and their future plans etc. Responses to each question by the respondents are stated briefly under each case study.

RESPONDENT: 1 (case: 1)

Background and Experience

It is very interesting to note that respondent has background of two different businesses but he chooses restaurant business in Sweden. His journey consists of almost 20 years. From Stor Restaurant to Ronyas and then Tre Kroner, he faced many ups and downs in the business. He moved to Umea in 1990 and doing his business since 1990. His interest developed in doing business because his family and other relatives having such type of business in their home land. In the beginning he bought a ‘Står Restaurant’ in 90s and sold it and now he has four restaurants in Umea. His first business encouraged him to take further initiatives in the restaurant field. He narrates that “My family has very old business of restaurants and gold in the turkey and family experience gave me strength to start business in Sweden. I like restaurant business field because I have lots of experience in this field”. His past experience and family business enabled him for taking bold steps. Before coming to Sweden he was working in his family restaurant and in gold store. He selected restaurant business in Umea instead of Gold business. Gold business needed more finance as compare to food business. His better strategy and experience has been made him an owner of more than one restaurant in the Umea market.
It is found out during the interview that he had no plan to come in Sweden. It was happened by chance because he was working in the restaurant with his family, where he met with his girlfriend who came there for visit after that they decided to live in Sweden. He came to Sweden with his girlfriend and in financial point of view he was very strong but in new country he decided to start the business in which he was experienced. He also told that “My girlfriend was not ready to live there, so we decided and moved to Sweden, where I did not have any job and on the other hand, I must have to do something for our better survival. So that I decided to start a restaurant as I was experienced in this field”. He failed to find any job so he started a restaurant business as he has experienced in his home country. He has spent very long time in Sweden and his children’s are in the same age when he came here.

**Education Qualification and Language Proficiency**

He also express his views that many immigrants failed to get jobs due to lack of skilled education and the compulsion of new language that’s why they prefer to start their own business.

“I have intermediate level (Swedish gymnasium) of education and I think it is enough for doing business. I felt some language problems in the early days when I came to Sweden; I joined language school and learnt Swedish language”. He passed intermediate exam from his country. He never visited the school for further education in Sweden. He said that in his family, they prefer work instead of going to school for education. His most of the family is uneducated but they are fully expert in businesses. He learnt Swedish language from SFI (Swedish for immigrants). Now he is expert in Turkish, English and Swedish and also he can read and write in these languages. Although this is not the big level of education in turkey but in early years of his life he involved in business activities with his father.

He is quite satisfied with his business activities. It was good time for entrepreneurial when he started business in Sweden. As he told that “I did not face any big problem to start and run the business because Swedish government was very cooperative and they were promoting the new businesses in the country. I started my business without any hurdle; even government helped me in overall process”. He is very ambitious and never afraid by any problem during his entrepreneurial activities. He said that when he started business in Umea, it was a good time for immigrants to start the business as such he did not face any big problem to start and run the business. His business is almost same in winter and summer because he is here been long time and he developed his goodwill and people want to visit his place and eat. In his early days in Umea, he felt that he will not stay here for long time due to the cold weather in winters but after some time everything goes normal.
“My parents provided me sufficient finance to start business in Umea. My father is a business minded person, he never missed any opportunity to start business at suitable position and my family always helps me in case of any problem. I always feel my family and friends with me when I need”. He said that his parents financed him to start business in Umea. His family already has restaurant and gold shop in turkey and they realize that it would be very beneficial investment for them, that’s why they provided him according to his demands. Now he has strong position in the market. He is an owner of 4 restaurants and he has strong relations with banks. He also share that any type of bank loan is not out of reach for him. He thinks he can solve his all problems by self because he has awareness about the market variations and about legal requirements to run the business.

Role of Authorities and Future plans

He is fully satisfied with authorities that they are co-operative and helping for entrepreneurs. “I think, they are very cooperative with immigrants and they always help us, when we contact with them in any problem. I am living here for 20 years and whenever I need assistance, authorities give me proper time and listened my problems and try to resolve”. He told that authorities are very cooperative with immigrant entrepreneurs. He is living in Umea for 20 years and he always try to solve his problems by self but sometimes when he went to authorities for help they deal with him in very convenient way. He also tells that authorities lead him till the solution of the problem. They do every thing in the favour of applicant under the existing law. He is really happy with them.

Weather is not the big issue for his business but he likes summer instead of winter. “In summer, I do not have any time to look on other sides because the load of work comparatively double in summer. Winter gives me some rest and I try to spend some time with my parents in Turkey”. He spend very busy time in summer and according to him, he wind up all personal activities except business even he hire some new employees for summer time to catch-up the work speed. In winter season his earning is not bad but we cannot compare this with summer. Long working hours during summer put effect on his management and he spend more time in business activities. He says that summer is very hard and winter is cool for him and for his business. Respondent is very happy with his present situation and have no plan to expand his business in near future. “I have four restaurants and I think it is enough for me because I want to give more time to establish existing business, maybe after some years I open some new branches of my business but I will not change my field”. According to respondent he has a large business in Umea and it is enough for him. He says that he already spend too much time on his business. He has plans to put some responsibilities on his senior employees to handle the business. In future, he would like to live in Umea, because everyone knows him and he feels more secure and better in Umea. He wants to take some time for his personal life and for his family. He also wants to travel in different regions and want to know about their cultures and in near future he has plan to go in south Asia for visit.
RESPONDENT: 2 (case: 2)

Background and Experience

The question cannot be explained by unanimous factors; that why immigrants started their businesses? Because the immigrants started their businesses owing to different reasons but there are two most prominent reasons, noted during the interviews with the entrepreneurs. Some of them got chance of buying/hiring a running business from their friends or family and the other who could not get job that best suits to their qualifications and skills. Respondent two is an example of first reason which we discuss above. He was a sportsmen and played football in UK and his objective to came in Sweden was just to play football but after long time he got a chance to own the business and he availed the opportunity.

He said, “I was playing football in UK and came to Stockholm to play football. I spend 2 years in Stockholm and then came to Umea and play 10 years for Umea football team. Once my friend offers me to own the business and I accepted it”. He was playing football in USA and UK. He came to Sweden for playing the football and spend two years with Stockholm football team and then came to Umea and led it for 10 years. He is living in Umea from last more than 15 years. His parents are belongs to two different countries and he spend his most of time in third country and it is very interesting that now it is his fourth country where he is doing business. He involved in entrepreneurial activities due to his friend. His friend had a restaurant in Umea and he offered him for business share and after thinking he decided to start the business. He realizes that in future when he would have nothing to do, then what he will do? With this thinking he started restaurant and now he is running it on good level. He still spends some of his time with the game and provides his coaching on different levels. According to him, there are many facilities provided by the government and many organizations are working to support entrepreneurship that’s why immigrants are willing to avail the advantage of these opportunities and they are starting their own business.

Education and Language Proficiency

Researchers noted about educational background that most of the immigrants are educated, but just some of them have skilled education about specific fields. Respondent did his bachelor in arts from USA. He said that he spends very busy life. His objective for further education was postponed due to lack of time but he could not start it again. He also admitted that education enables him to take some fast decisions and these decisions put the long term effects on his life. He learned Swedish language by the interaction with people and he also spend little time in SFI to learn the rules of language. He can read and write in Swedish very well and also maintaining all his business documentation by himself. He is expert in
language as any other Swede can be.

“I did my bachelor from USA and soon I moved to England for playing football. I tried to continue my education but due to the lack of time I could not get more education. After some time I avail opportunity from Sweden and I came here in early 90’s. I learnt Swedish language by the interaction with people and I also spend little time in SFI. Language never create hurdle in my way but I was really afraid by the Swedish environment, although USA and London are also very cold but here it is on its extreme. The other reason which enforced me to start the business was future charm in restaurant field and friendly environment of the Swedish people. In the beginning I faced some problems due to unavailability of professional skills in restaurant field”.

**Problems and Demands**

Respondent is exploring his problems faced by him in Sweden. He was afraid by the Swedish weather that how he will survive after some time, but now he has been inhabited. He also describes that he was playing football on good level so he decided, that no problem will occur to start the business and living in Umea. He said People feel that they are paying lot of taxes but in his opinion it is for their betterment. They are getting many facilities by government if they are paying to them; he think it is not the problem. His past was totally different so he faced some problems in the starting phase of business for the management of the staff and running techniques. But these problems waved off with passage of time.

On the question of financial arrangement respondent told that he earned the money by playing football. He played football on high levels such as he played for British clubs, Stockholm football club and for Umea football team and earn reasonable money to invest in restaurant business. He also took some loan from bank for the growth of his business. He thinks if he would need more finance the bank will provide him due to his previous relations with bank. He replied with little smile about problems. He said that he never face such a big problem but small problems always gives him lots of experience and he also took some steps accordingly to overcome those problems. “I earned handsome amount from football so it was not the problem to invest in the new business. My bank also provides me some loan on easy conditions because I am the reliable client of them and if more finance needed, my bank will provide me. I always try to solve my problems by self but in case of any hurdle I can contact with my friends and family. He also expresses his views about Swedish authorities that how much they are helping and contributing in the entrepreneurial activities. He said, they are helping for business and municipality also provides lot of facilities to the people, authorities always provide me help in legal and social manners”. He thinks authorities are behaving on equal bases with natives and immigrants. He never feels any discrimination by authorities. He says that authorities are helping and provide facilities to the peoples such as facilities about living standard and for immigrant entrepreneurs they
provide useful information. ILMI and other organizations are proving this help.

**Future Plans**

Researchers noted about the respondents views, when they raise the question about weather conditions and the future plans of the respondent. He said, “*I always feel that winter is not for me because my business and also my personal life do not match with cold weather, I like summer when my business goes up and I also enjoy my social life. I have plans to expand my business but it is sure this expansion would be out of Umea, such as Stockholm and Gothenburg would be the great for my future business plans.*” He thinks winter is really not for him, his winter time gives him some rest but in summer he worked almost 12 to 14 hours a day. If he wants to take some rest in summer, he cannot find any time. Revenues in summer time enable him to expand his business. He always divides his work according to the weather, maximum work in summer and limited working time in winter. He thinks it is good to work in two extreme weathers and it is the unique experience of the life. His personal feelings are same to Swedes because he has been here for long time. He wants to expand his business but not in Umea, he wants to go in Stockholm for new restaurant. He hoped that he will start new restaurant in next two years. He says I never want to be a billionaire, I just want to live my life in simple way and I am happy with my achievements. Now he just wants to do something for the better future of his family. When he was playing football he never thought about business but now he felt a professional businessmen in restaurant field.

**RESPONDENT: 3 (case: 3)**

**Background and Experience**

Immigrant entrepreneurship needs very hard work to build the business on effective way. Respondent three belongs to Iraq and approximately more than one decade he had been in Sweden. He was not sure about future that he would have business or he will involve in any entrepreneurial activities. He is living here for 9 years and took diploma in hair dressing and after taking the diploma in this field, he think about the business and his wife is Swedish native and she is also a diploma holder in same field. His family in Iraq were doing other works instead of business and long time ago they shifted to Iran. “*I am living here from 9 years and when I took diploma in hair dressing then I think about my own business. My family is related with different jobs, I did not have business background, my expertise before came here were in different clerical and office works. I think my decision about start my own work was very good for me. On the other hand, in early days I failed to get job, because I was not familiar with new language, so I put my all intentions to learn Swedish language. I had a gymnasium level education from home country and this education helps me to learn language and for further education of my existing field. When I felt that now I am*
perfect in language, I got admission in Comvox and get diploma”. He did not have sufficient skills for job. He came in Sweden on asylum and after learning the Swedish language he took diploma in hair dressing due to his personal interest in the field. After completion of the studies he had two options, he worked with others as employee or he starts his own work. But he prefers to start his own work because his wife was also in same field. Respondent also explore his views that most of the immigrants failed to get job due to many reasons, such as language, lack of skills, so they try to open their company. Now he speaks Swedish language as like his mother language. He said that after learning Swedish language, opportunities come automatically to him. His wife also helps him to be expert in language. He never feels any problem to learn new language.

Problems and Demands

When someone tries to accommodate in new field, it is natural phenomenon that they face many problems and it is same in the case of immigrant entrepreneurship. Our respondent talked about his problems that in early times, when he started the business, he faced some problems to hire new employees, because it was difficult for him to control his work. Now position has been changed and he has some full time employees. He expressed that the situation has been changed to get a shop, now it is little difficult but in early times it was very easy for a new person who was entering in the market. He also told about the Weather that it was a big problem for him to accommodate here in Umeå, but he took initiative and he was fully supported by his wife who belongs to this weather. “It was very difficult for me to pay for many employees because I was new in the field and I need some workers but due to the unavailability of the funds I worked very hard and establish my business, but now situation is changed for me and I have some good workers. He also said about other problems, Weather was the big deal for me to adjust myself here, I was used for living in warm conditions and Sweden has extreme cold weather, but after some time I was happy in this weather. Respondent also discuss his financial problems, I did some temporary jobs to save money for my business. It was not sufficient amount for good business but I took step with little finance and my wife also very much supportive to me for business. Government institutions help me in legal and technical perspectives”.

It is quite amazing that before this business he did some temporary jobs in different companies, such as he worked with cleaning companies and also worked in restaurant. At the end he started this business with his savings and with the share of his Swedish wife. They made successful to their business by mutual understanding. Sometimes they contact with governmental institutes in the case of any problem. They also got loan by bank for their business and they are returning it in easy installments. “Authorities are really helping but when they have two choices that on one side immigrant and other side they have natives, they more take care of their own people. Authorities also protect labour than owners; labour is protected more then necessary. When I analyzed overall situation, I felt satisfaction that in my home country the situation is worse, but here at least they listen us and try to make us satisfied”.

The collected data reveals that the immigrants are not fully satisfied with the level of
cooperation/facilitation that they got from the municipality. Some of them still view that they are not treated the same way as their Swedish counterparts are treated. According to our respondent authorities are helping but when they have choice between two parties like immigrants and natives they always prefer to natives. Some time he feels that after many years when he have Swedish wife and children, why authorities not treated him as Swedish. He think that he will always treated as immigrant even he spend his whole life here. He also claims that immigrants are facing more problems than natives in entrepreneurial process. He also told about Working and living facilities that they are best in the world and these facilities are equal for everyone.

Weather Conditions and Future Plans

It is interesting to note that despite the low business in winter; the immigrants in Umea do not close their businesses. They prefer to work in winter as well. Respondent three likes the summer season because of the high revenue. He says People want to look beautiful and smart so that’s why they come to me for that. Due to the extreme weather in Umea peoples prefer to stay at their homes in winter and in summer they want to show themselves to others. His summer business is three times more than winter. He put many responsibilities on his wife during summer season due to the pressure of work load. He need more employees in summer but in winter few are enough. His working hour’s in summer is also more than winter. He works eight hours in winter and twelve hours in summer.

“I like summer because of the huge increment in the business; it is also fit for my natural life because I belong to the warm area. I am also think about the expansion of my business, Near future I will be open a new branch of our business and hopefully my wife will run that branch independently, then I will give my more time to this branch with my workers. I am also thinking about open the new branch in other European country, because in this case I will pay just 7% of tax and remain income would be mine”.

He is very sure that soon he will expand his business with new branch and his wife will run this. They have planned to hire new employees to divide their burden. He planned to move for other business but now it is not possible for him because he has goodwill in market and his customer do not go on other sides. He have some long term plans that he will expand his business in different regions and he want to build an effective chain of his business in the market. He think that if he opens his new branch in any other country than he can save more than Sweden but it will take some time.

RESPONDENT: 4 (case: 4)

Background and Experience

Researchers noted that respondent four have different background as compare to his existing business in Umea. His family has business in Pakistan but the mode of business in Pakistan is very different. They have car showroom there in Pakistan and
in Umeå he owned a pizzeria. He claims that he never think about food business due to the previous background in automobile industry. After arriving at Umeå in 2007 he worked in pizzeria and he learnt that how to run pizzeria business, in 2009 he think that he should have his own pizzeria. So he took this step to be an owner. He also know about his little experience in the food market but he is hopeful for success. “We have car business in Pakistan and here I have pizzeria. It was very difficult for me to start with new business but my little experience of pizza baking with Iranian enable me to take step toward entrepreneurship. In earlier I worked with some Irani people in their pizzeria. Where they did not pay well and working time was also very tough, I worked almost 10 hours in a day and paid just for 4 hours”.

Education, Language Proficiency and Different Problems

Question about reason that why he came to Sweden, he said that he came in Sweden with his wife as co-applicant because she got admission in Umeå University for master program. In early days he worked with some Irani peoples in pizzeria. Where they did not pay well and working hours were also very tough so he thinks about his own business and in 2009 he opened a pizza house. He had no plan to start the business but low wages and long working time motivate him to be entrepreneur. Respondent also described that in starting period in Sweden he was failed to get any type of job, so he think that something is better than nothing and he started work on black wages. It is noted that respondent is educated like most of the immigrant entrepreneurs. He did his masters from Pakistan in natural sciences and he is not expert in Swedish language. He also talks about his education that he never uses in the practical field. He learnt Swedish by SFI but he think that he should do more work on it to be an expert. He also admitted that without proficiency in language he cannot do his job in effective way. Because he need a language to communicate with authorities and also for his customers. In the starting phase of the business he faced many problems regarding legal and documentation issues. “I did my masters in natural sciences from Pakistan but I never use my education in practical field due to the different background of family business. I learnt Swedish language by SFI but I have to do more work on it. I think I am not hundred percent expert in the Swedish language but I hope after some time I will catch it in effective way. I really feel problem in documentation. Regarding other problems, he said, my business revenues goes down in winter due to the little number of customers but summer give me good earnings”.

Most of the immigrants from Asia and Middle East always face problem of weather due to the big changes in temperature. He is facing the problem of extreme weather. He talks about his sale which goes down in winter and also personally it is very opposite to his home country’s weather. He also facing the problem of language but he think weather is a big problem than others. It is also noted by researchers that respondents give some suggestions to the authorities to make helpful laws and regulations for immigrant entrepreneurs. Respondent also talk about the tax system which are very high and he feels that governmental authorities should provide some relaxation to the new entrepreneurs. He also shared some information that if government reduce tax ratio, the entrepreneurial activities will increase and people
will attract to start their own businesses. In the early days in Umea he worked with Irani peoples in pizzeria. He gets finance for business from three ways. His family helps him for business and he used his savings to start his own work and he takes some loan from his friends. His father provides him some money to start his own business and he borrowed some money from his friends. He always makes contact with governmental authorities in case of any problem. But some times when he face any problem about business market then he use his experience and take help from his friends who are working in same field.

“My family helps me for business and I also use my own savings. I already have some savings and my father provide me finance for business, remaining finance I borrow from some of my friends. When I feel any problem, I contact with my family and in any legal issues I try to contact with Swedish authorities. Umea municipality is also very helping for entrepreneurial and they are providing their services to the entrepreneurs for the starting and the running of the business, they also encourage new business in the market, some of my friends have different views about authorities but I think they are co-operative”.

Demands and Future Plans

When he planned to start the business he feels that there are many organizations for his help. He contact with ILMI and they guide him in perfect way and he also describe that Umea municipality is also helping for entrepreneurial activities. Municipality provides all necessary information to the individuals to start the new business. He did not face any problem to start the business. He suggest to the different organizations that it would be more helpful for entrepreneurial if they provide information in different languages. Respondent especially share his views regarding weather, He told us that Weather is really a big problem for immigrants, and especially for new peoples. They take time for adjustment in this weather. He belongs to Pakistan and it is a warm area and here in winter, temperature goes to -30. His business also affected by cold weather. He open late and close early in the winter season but in summer, he open early and close very late. He also express that he just wait for the customers in winter but in summer customers wait for him. Due to cold weather in Umea and high tax ratio he is planning and searching some new opportunities in his home country.

“I am looking for some new opportunities in my home country because here I am not fully satisfied. Weather is very extreme and I am paying near to half of my income to the government in the shape of different taxes. I have some plans to start business in Pakistan, due the rich market of food industry. If I will go back then I will do same business of pizza because I will introduce new style and new dimensions which are I learnt in Sweden”.

He is looking for some golden opportunity to go back and start new business there. He says weather and tax system is not suitable for him. So that’s why he want to start same business in Pakistan. He says just pizza hut and some other companies are working there on big scale and big market is waiting for someone. He thinks, it would be better for him if he start business over there.
RESPONDENT: 5 (case: 5)

Background and Experience

When about the age of his business and business experience in Umea were asked. He replied that he already has an experience of store business because his father has a big store in Beirut. He worked over there for many years that’s why he already know that how to handle the business. He is here from last 3 years and running his kiosk in the heart of student Centrum. Now his goodwill is established among his customers who are mostly students and living in the surroundings of his shop. It was his goal to be an entrepreneurial and his past experience and aim enables him to achieve it. He came to Sweden on political stay. He is educated and has a master’s degree in sociology. In his early days in Sweden he tried to find some job but failed. So he thinks that he should use his previous business experience and start the business. He said that if he got a job in the Swedish market then he starts his own business to make him stronger in social life.

Respondent share his information to researchers that, “My family has a big store in Berot, Lebanon and I was worked there in my spear times from my studies and soon I was expert in the running of a big store. Many times when my father went out of city I managed it in effective way and such experience helps me in Umea to start my own store. In the beginning, when I came here I try to find some job but failed. So I think that I should use my previous business experience and own the company. My education in sociology helps me to learn fast about Swedish society and norms about market. I choose the place where we have customers all over the year. I face some problems regarding new language in Sweden because my mother tongue was Arabic, but most of the people in Sweden knows English very well and this helps me in starts. I join the SFI and learnt Swedish language in proper way, now I can speak Swedish fluently.”

In his early days in Sweden he realizes that without the knowledge of Swedish language he cannot do anything in the business market. He was good in English and this helps him but soon he joined SFI and learnt Swedish language in proper way. Now he is expert in this language and he is doing all his documentation activities himself. He negotiates with authorities and doing all documentation with suppliers in Swedish language. He did his masters in sociology from Lebanon and he think it is too enough for him and for his future. He claims that his degree in sociology teaches him to survive in new society but his job does not need any degree, it needs just experience.

Problems and Demands

All respondents face different problems in Sweden, some them are same but we cannot explain all problems together. Respondent five faces the problem of legal issues in the early stage of starting the business because he did not known that how to hire a new shop in the market and he also face difficulties to build his trust. He faced the language barrier to penetrate in the Swedish market. He said if he already knows
about Swedish then his position in market might change. He also talk about the ratio of taxes that he is paying more than 30% in the taxes. He says tax ratio should be around 20% of the earning.

“Legal issues to start the company were the problems that I face and the language barriers in my early days in Sweden were the main issues which I faced. I also want to put authorities intention on tax ratio. me and other entrepreneurs are paying near to 40% of our earnings for taxes. If authorities give some relaxation for new entrepreneurs in tax ratio, it would be very helpful for us to make our business more successful. My family has same business in Lebanon and they also support me for doing business in Umea. My business is financed by my father and family and they are in touch with me in my all matters. I try to solve my problems with the help of my family but some time when I face some problems regarding Swedish market, I make contact with authorities and they always provide me their help in the shape of useful information and guideline”;

He told us that his family has same business in Lebanon and they also support him for doing business in Umeå. He always shares his all problems with his family and they help him in any matter. He also contact with different governmental departments in case of any problem and he except that they are very helping. Same as the most of the immigrants, his business is totally financed by his family and in future if he need more they will provide him because he has a plan to expand this business on large scale. He is thinking about the big store, same as, his family have in Berot. Respondent also give some suggestions to the authorities. He told us that there are no more market places in the city, where he can open another store. If he want to open another store it is little difficult for him to find a place on suitable location for new business. There are just some shopping areas in the Umea city. He suggests that authorities should create some new market places for the population of Umea.

**Authorities Behavior and Future Plans**

He also claims that authorities never create any problem for him to start and run the business and it is sufficient for him. He want that they minimize the tax ratio for small businesses and impose more tax on large scale companies. He also wants that municipality motivate the peoples to live in Umea and invites to different big organizations to start their production and operations in Umea. In this case market will groom and Umea would be a big market in Sweden.

“They never create any problem for me to start and run the business. I am satisfied with the authorities and I would like to suggest them, if they create new market places and invite new companies to start their operations in Umea, it would be very beneficial for entrepreneurs and also for the economy of Umea. He also talk about weather and his future plans, I do not think that weather is really a cause for my business, I am from Lebanon and it is also ha cold place and my most of the customers are students of Umea university. They are here in both conditions of weather. I am looking for my future that how I will expand my business. I have some plans but I am not in any hurry, I will work slow and steady and will open a big store very soon”.

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He thinks that weather is extreme but not effected for his business. His sales never changes with the change of the weather. His timings are same in winter and summer. He also describe that his customers are mostly permanent, So it does not matter for him and his business that which weather is going on, but personally he want to live in warm weather. He also describe that his mostly customers are the students because this store is located in the middle of student housing. Students are living here in the most time of the year.

Our respondent is motivated to expand his business on large scales. He knows that it will take some time but he do not have any hurry. He is following the policy ‘watch and wait’. It is his family business. His family has a same business in Lebanon and he is very sure that in future he will achieve his goal. He wants to be an owner of big store like ICA. He also have plan that in future he will try to call for his family members to come in Umea and help him to expand and operate the business. It is noted that respondent five have same plans as other respondents have to expand the business and open new branches of the company.

Researchers present the given data by respondents in honest way. We try to present this study in interesting way to attract the reader. It is true that all respondents were more than agree to express their views and show their problems. Even we listen that they said you are the first people in Umea they come to us and talk about our problems. The detailed analysis of the study will present in chapter 6.

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![Diagram]

**Fig: 4.** Flow of the investigations by researchers.

Figure shows the direction and the flow of research by researchers. Firstly, researchers took the overview of the relevant literature (secondary data) and then explain the primary data into different cases. In the last, researchers put their analysis and conclusion to make the study effective.
6. ANALYSIS

This section of the study is based on analysis and we adopt qualitative techniques for our data collection and analysis. We try to relate collected data from our respondents with our theoretical study. Our results indicate the main issues that could be included for immigrant entrepreneurship experiences in Umea. We try to develop some theories and formed them in textually. We take some points and present them one by one.

6.1 Which type of background needed by entrepreneurial process from immigrants?

Many reasons have been noted for starting up a small business by the immigrants. It is hard to come up with only one or two reasons for the immigrants to start their businesses. Our research shows that all of our respondents came from different countries and they started their own businesses due to different reasons, they all categorized in the first generation of immigrants Vinogradov (2008, p 36) claims that the person who born outside the current country of residence and his/her parents also born abroad is called first generation of immigrants. They all have different previous background and came here with different reasons. Some came with families, some are here on political stay due to the instability in their home lands, some came as co-applicant and started business and some came as sportsmen and then start their own business. Hammarstedt (2009, p.281-288) present the three generations of the immigrants. according to him some immigrants are here from the age of their grandfathers, some are 2\textsuperscript{nd} generations mean their parents came here and some are 3\textsuperscript{rd} generation mean they came here individually or with family but they came themselves.

Shane & Venkataraman (2000, p.217) also strengthen our analysis that immigrant entrepreneurs found new opportunities to achieve their goals. Deep analysis of collected data enables us to express the real conditions of the immigrant entrepreneurs and their back ground. They are belongs to different regions but they have something common. For example, all of our respondents belong to the countries where the structure of the society is collectivistic and in that structure the individuals’ care each other and they give importance to their family and relatives and help them in numerous ways. In a new and strange country, this sense of collectivism and spirit to help each other becomes stronger and immigrants become more inclined to assist their fellow immigrants. When we studied the behavior of different respondents we came into know that if they have different businesses background then also they can take new line of action. For example, respondent 2 and respondent 4 have no background of current activity but they are doing, respondent 2 got offer by his friend and he availed it, and respondent 4 was working on a pizzeria due to some circumstances he started his own work. Just respondent 1 and respondent 5 have previous background of same businesses.

6.2 When immigrants work towards entrepreneurship.

There are many causes which motivated the immigrants for started their own businesses; these causes might be positive or negative. In the literature part we have
discussed that the immigrants started their businesses due to many reasons such as ethnic relations of the immigrants, facilities by friends, relatives and governmental level, their blocked mobility, unemployment and discrimination in the current market etc. Baycan-Levent & Nijkamp, (2009, P378) helps our theory and state that immigrants want to start their own business due to their education level, skills, and other expertise, immigrants want to be entrepreneur as compare to natives. But if we take two main causes for starting the business by immigrants than we should take the factor of low wages jobs according to their skills and qualifications, the help and facilities by government and their ethnic relations. These two factors play a vital role for immigrants to be an entrepreneur.

Researchers found from their deep analysis that education and self motivation enable them to take step toward entrepreneurship. The theory of Hammarstedt & Shukur, (2009, p747) helps our findings that educational level matters in entrepreneurial activities. When we talk about the discrimination for immigrants in the labor market, it is not only a reason for immigrants that they have no jobs in the market. Herm (2004, p741) also support us by saying that Swedish labor market increase the immigrant entrepreneurship. There are many other reasons as well, it is true that they are qualified but they did not learn about new technologies. Sweden is one of the advanced countries in the world and they are using high level of technologies in their lives. Immigrant entrepreneurs have good academic qualifications but they were unfamiliar with new technologies so authorities did not offer them for jobs, as a result they started their own business.

Hammarstedt & Shukur, (2007, p. 458) also claims that approximately 12% population of the Sweden are immigrant. It is very difficult for the government to provide jobs for more than one million immigrants. In this scenario when immigrants are jobless and they have no opportunity to take steps for future; their ethnic relations come to help them. Beside of these two main factors, there are many other reasons which effect the entrepreneurial decisions. For example, our 1st respondent had previous experience of the current business and he started the same business in earlier days of his arrival in Umea, Respondent 5 also got same experience in his home country, so we can say that relevant experience is also matters to start a business in migrated country.

6.3 Features of immigrant entrepreneurship in Umea

Umea is a place where mostly immigrants have restaurant and pizzeria businesses. They all are small scale businesses and our 3 out of 5 respondents have restaurants and pizzerias. Other two are representing the business of store and hair dressing. The theory of Cheng, Stough, & Jackson (2009, p. 330) also supports our research that mostly immigrants have micro and small level businesses. These businesses need little cost to start the operations and it is helpful for immigrants to test the market behavior. Therefore many risks attached to these immigrant entrepreneurs which are not so high but limited. This habit of immigrant entrepreneurs equipped them with a unique experience of market. These immigrant entrepreneurs are related to service sector rather than production and manufacturing. Therefore these businesses of immigrants are highly labour intensive and do not call for technical skills and competencies from the employees. Umea is a university town where more than 30000 students are studying and living. Total population is approximately 100000. So we
think food business is quite well in such type of towns. Chrysostome & Lin (2010, p 78) also strengthen our findings that entrepreneurs always put healthy impact on the country’s economy and business.

Furthermore, most of the immigrants start their businesses by borrowing money from banks and mostly from their ethnic network, and they choose self-employsments as they do not want to stand at the end of the queue in labour market who are hired at last and fired first, this situation shows high pressure on them to succeed in their businesses. Therefore they work for long hours and try to even involve their family members instead of hiring native people in order to ensure more profits and low losses and eventually success of their businesses. Toussaint-Comeau (2008, p 30) and Tolstoy (2010, p 385) also strengthen the researchers analysis that their social circle help them toward entrepreneurship. For example our 1st respondents have 4 restaurants in Umea and in his restaurants three of his family members are working. His brothers, daughter and sometimes his wife and other employees are also from his country. Respondent 4 have all employees from his own country and same situation is with respondent 5. They are working on low wage rate and minimum facilities but on other side natives working on maximum salary with full compensations.

6.4 Problems that Immigrant entrepreneurship are facing

Immigrant entrepreneurship is facing different types of problems; it can be easy to understand if we divide these problems into two parts like primary problems and secondary problems. Weather is a big problem for immigrants, in the winter season almost all of our respondents faced the problem of decrease in sales with same tax ratio as summer. This problem is not only in Umea but in all cities of Sweden immigrant entrepreneurship are facing this. There are some more problems that were reported by the immigrants; like unfair treatment or discrimination by the authorities, such health and environment protection authorities, municipality or tax office. As one of the immigrant stated that we are suddenly and frequently visited by the authorities as we are thieves and hiding something from them.

William J. & Dennis Jr. (2011, p.151) supports our findings with argue that policy does not equally behave with individuals it becomes a big problem for immigrants. The other problem that immigrants are facing is discrimination by government authorities. It’s the general phenomenon that in all over the world government organizations dealings are different and system is also not supporting with immigrants. The market also shows that workers have more powers and rights than owners.

Storen (2004, p.74) argues about the risk involvement, in immigrants businesses due to non availability of money they face high level of risks because they are not much expert to do business in a strange country so in bad conditions they need help to protect their businesses. Our findings present that in developed countries authorities behave with due respect and try to provide equal rights and opportunities to everyone in the country. In Umea our respondents talk about it and we analyze that authorities are not discriminating with immigrants. Actually no jobs opportunities for immigrants are all because of their unskilled education. They are not really expert in the Swedish
language, in conversation with authorities they feel discrimination due to the lack of understandings.

When we particularly talk about the immigrant entrepreneurs in the Umea, some of them say that they are facing discrimination but most of them are happy with authorities. Respondent 1 said that he is satisfied with the authorities and happy to live with equality. But respondent 5 have little bit different views. We think if they improve their communication skills the problem will be solved automatically. Swedish authorities do not have any system to communicate with others; we observe that students that came from different countries with different languages and they also not familiar with Swedish language and authorities do not have any other system to contact with them.

The other thing is the general and working culture difference between current country and their home country. Our respondents are from Turkey, Iraq, Lebanon, Pakistan and USA. Most of them are from the areas where distance between boss and worker is very wide but in Sweden this difference is at minimum level, here the employers think that their workers are their bosses.

6.5 How does immigrant entrepreneurship solve their problems?

The network of immigrant entrepreneurs has key importance, and it plays a vital role to make an immigrant’s business successful. Therefore situation of the immigrant entrepreneurs in Umea is same as well, because none of the respondents ruled out the possibility to contact with their family members and relatives to seek help in the case of any difficulty like financial cover. Tolstoy (2010, p 385) supported our analysis and said that immigrants take help from their social groups such as friends, family members etc. With different findings we can say that immigrants have great relations with their relatives, friends and family. They always try to help and support them in any problem. The situation of immigrants in Umea is relatively better. Our respondents have different views about their problem solving matters. Respondent 1 is living here for long time and due to the large business in restaurant sector he can arrange finance by bank and his family which always ready to help him. Respondent 5 started his business with the help of his family. Toussaint-Comeau (2008, p 30) also supports our arguments that the ethnic relations of the immigrants help them in solving their business problems.

Furthermore, mostly immigrants have small businesses, it is very easy for them to finance and manage the business rather than large size of businesses. Study also proves that especially in the beginning and normally in the under process business the ethnic and family relations support them through providing information and finance. After getting the stability they help others, this help can be in the shape of finance and moral help. They provide jobs and work opportunities for those people who are related to their ethnic relations and in the circle of friends and family.

6.6 Demands of Immigrant Entrepreneurships from the Authorities and Municipality

Umea is a University town and more than half population of the city is directly and indirectly influenced by the Umea University. The market is not highly fluctuated by customers. Immigrant entrepreneurs are demanding from the municipality that they should make some arrangements to attract the people toward Umea region. In summer
most of the students go to their homes and local citizens want to go for traveling, here the business is not too much high as compare to other tourist areas. Entrepreneurial demands some actions that attract the tourists to come here. This demand presents their behavior towards more flow of customers in this area.

Orrenius & Zavodny (2008, p.546) claims that immigrants have low payments than natives. This argument support the immigrants demand that authorities should have more check and balance in the market on equal bases. On other hand entrepreneurs demand a soft tax system. Current tax system is very tough and the documentation process is very complicated for new comers. They are paying extra money to accountants to look after their accounts. Vinogradov (2008, p 31) also supported our findings that an entrepreneur is involved in many dimensions at the same time such as economic innovations, organizational creations and looking for new markets.

Immigrant entrepreneurs also need the facilities which should be helpful for them to safe their finance. Immigrants are new in the market and the probability of lose is more than win. Hammarstedt (2001, p150) is agree with our findings that entrepreneurial immigrant is on high risk than others. Authorities should communicate with immigrants in the language that should be easy and understandable for them. Immigrant entrepreneurs also want an independent institute which just deals with entrepreneurial cases. They are also demanding that municipality should behave in same manners with them as they are behaving with native Swedes. Some of the immigrant entrepreneurships also complained about the system and two of respondents pointed out that here in Sweden your employee is your boss. But it cannot be considered as their problem. Probably they complained about it because of their culture and countries of origin where the power distance is high between the employees and the employers.

6.7 Role of authorities and community

However, the community and the concerned authorities are playing their role but they prefer to focus on the fulfillment of the requisitions, formalities as set by the government. William J. & Dennis Jr. (2011, p.151) refer the role of the authorities that their policies are not equal for everyone. It is true, authorities play the vital role in immigrant entrepreneurship process but they always deal with already said framework of rules and regulations given by government. They should make it sure that everyone obeys these rules and regulations. They do not listen any demand by immigrant entrepreneurs or maybe they do not have any power to listen their demands, there is no flexibility. Even when they know about their problems but they never come in the market to solve their problems.

However, Umea has been announced the world’s cultural city 2014, but municipality does not have any strategy to use the immigrant entrepreneurs in an effective way for this event. This shows by the arguments of the immigrant entrepreneurs whom we met. According to Hammarstedt & Shukur, (2009, p747), Immigrant self-employees have different social cultures and economical backgrounds so they can be very helpful for the success of 'Umea 2014' event. Government authorities are not creative and innovative they are just doing their jobs in already developed framework. It is right that municipality is good but they should interact with immigrant entrepreneurs and develop two sides’ relations.
Moreover, the respondents are confessed that the municipality does not have any strategy or facilitation for the people with different backgrounds to reach it. The role of authorities is no doubt good but there are still many deficiencies which require serious attention and efforts.

6.8 Working hard and self exploitation in immigrant entrepreneurs

In Umea working conditions and hours are very hard for immigrant entrepreneurs. They are facing very tough weather conditions in winter and some of them are working 12 to 14 hours but mostly works for 8 to 10 hours in winter. It is very difficult for them to work longer in such cold weather. But in summer they used to work 16 to 18 hours a day. This shows the motivation for achievement of their goals. There are different reasons for long working hours. They are very productive and want to fulfill their desires in sufficient way; they also have some responsibilities of their family and relatives. These responsibilities enable them to work hard and earn more money for better and comfort life.

On the other hand most of them are supported by their families and they have to show them their skills to win their believes and confidence. Hammarstedt (2001, p147) also supports this theory that immigrants done well in Swedish labor market. It proves that how much hard workers they are? Furthermore immigrant entrepreneurs have some past experience of doing jobs, they know very well, when they were working as employees, their employers got maximum and paid little so that’s why they work hard for their own business and feel satisfaction. The other reason of long working hours by immigrant entrepreneurs is the low earning in winter. People does not want to come out from their houses and it become main reason for low earning, but in summer people want to come out and visit the market this is a suitable condition for them to get their market share.

6.9 Future Plans of immigrant entrepreneurships

Cheng, Stough & Jackson, (2009, p.330) supports the immigrant entrepreneurs plan that if they use their qualities and skills for themselves they can get more success instead of using any other way. Immigrant entrepreneurship in Umea has different future plans. Some of them are living here for more than 10 years and some are just for 3 to 5 years. They all have different plans for future. One of our respondent want to go back because of hard working conditions in Umea such as extreme weather in winter and high tax ratio. Some have strong roots in Umea and now it is their homeland and they want to live here for whole life. Some want to expand their business in Umea and some want to open new branches in other big cities like Stockholm and Gothenburg.

Cheng, Stough & Jackson, (2009, p.330) also strengthen our findings that their families have adjusted themselves in the environment of Umea. As every year they earn money and they are now with the system where they pay taxes and get social facilities from the government. Whereas in their home countries the situation is reverse like no strong tax and social system and weak infrastructure for doing businesses etc. Their children are studying here and they adopted the Swedish culture so that’s why it is not easy for them to make any other plan due to the collectivism approach about family life by immigrant entrepreneurs. In the home countries of some immigrant entrepreneurs, the situation of law and order is not well, the living
standards and social behaviors are not like developed countries. These factors require to make clear plans for future.

6.10 Summary of analysis

Researchers are doing new research about immigrant entrepreneurship in Umea. They did not found any previous research particularly about Umea. We found some researches generally about Sweden but it is the first attempt to explore the reasons of immigrant entrepreneurship and problems which they are facing in Umea. Older researches talk generally about the reasons to start a business by immigrants but they just focus on the whole country and also talk on their assumptions but now we select one specific area and approached the selected samples and showed practical results. Older researches talk about some common reasons to start business by immigrants such as the unemployment ratio of the country, unskilled immigrants’ labor, lack of education and language barriers. But we found some new reasons like our some respondents started their businesses due to their family background and due to their life partners. In some businesses, their wives are involved with them on equal shares. Some start business due to their friends, their friends offer them and they put their share and then standup individually.

Past researches show that immigrants are facing some problems such as discrimination by authorities and high tax ratio in the country. But our studies explore some other problems like cold weather in Umeå is a big factor it is found that most of the immigrant entrepreneurs are really worried about their business due to cold weather in winter. Their sales decreases and they face too much burden of the taxes. Immigrant entrepreneurs are also facing the communication problem because governmental authorities always communicate with them in Swedish language, authorities does not have any other way of communication. Immigrants are also worried that authorities are not innovative and productive; if they face any new problem then authorities have no answer. They are just doing their duties on already developed format. They cannot take any initiative to facilitate them.

Our study also presents the demands of immigrant entrepreneurs. They are demanding from authorities to impose low tax rate on small businesses and develop a specific organization that deals with immigrant entrepreneurs issues. They are paying same tax ratio as paying by the huge businesses. They also want that authorities behave with them as they behave with Swedish natives. Immigrant entrepreneurs admit that authorities behave well with them but when they have choices than they give preference to the natives. They think when they are paying same tax and spending their lives to serve the nation so they should have equal rights. They demand that the authorities should use them for the economic development in the country and can be very helpful for the upcoming event of ‘Umea 2014’ cultural city of the world.
7. CONCLUSION AND RECOMMENDATIONS

In this chapter researcher will present the conclusion and results of this whole study and will give some recommendations to the concern authorities. We also define the gap for future research in this area.

7.1 Conclusion

The purpose of the study was to explore the immigrants entrepreneurship experience in Umea and the reasons and problems they are facing during and after entrepreneurial process. Firstly, we investigated some factors which are causes by immigrant entrepreneurship. These causes that we found in our study should improve; one of the factors is discrimination as we found lack of information regarding it in previous study the same as in our evidence.

We presented some suggestions of such improvements in analysis part. As we expected the immigrant entrepreneurship mostly consists of unemployment, language barriers and lack of skilled education that would not present a full picture of immigrant entrepreneurship experience. We also indicated some other factors that would be helpful to solve the problems of immigrant entrepreneurs, such as: Tax system, weather conditions, invite new multinationals to Umea region etc. we also agreed with our respondents that problems of immigrant entrepreneurs can finish just with special interest by authorities.

Furthermore, in the start of the study we aimed to answer some other questions as according to Yin (2003) a case study must identify 3 questions to give answers. We find out that not all factors from previous studies lead to the immigrant entrepreneurship. The most problematic is the no communication between the immigrant entrepreneurs and authorities. The best solution of this could be establishment of a single unit by authorities who especially communicate with immigrant entrepreneurs and work to solve their problems.

Investigation of immigrant entrepreneurship experience in Umea also shows that immigrants’ entrepreneurs have no connections between them to solve their problems. If they establish one circle of communication between them and also with authorities, it would be very effective to solve some of their problems by self. This communication could be in the shape of groups or one to one communication. Communication between entrepreneurs and communication between authorities and entrepreneurs will make the situation better.

After the combination of theoretical framework and observations we can develop a theory in the case-study design. This should have connections with the research topic and should be useable in practice, especially in business research. We believe that the following factors could be considered in practice to for the improvement of immigrant entrepreneurship problems.
The overall discussion and situation indicate that the immigrant entrepreneurship working at Umea, however earning money but they are not totally satisfied it. They have plans to return back to their home countries to do business there or to shift their businesses in big cities of Sweden. Our analysis shows they will not be able to go back their home countries to live their rest part of lives because of many reasons such as their children have grown up in Sweden and they also have become addicted to the environment, facilities and culture of Sweden and they earn money every year. But it can be said that if the situation will keep on moving towards declining trend and the authorities will not take any supportive steps, then they probably move to other big cities where they will find more people as their customers.

7.2 Recommendations

Researchers have set some recommendations for immigrant entrepreneurs and authorities.

It is noted that some of the immigrant entrepreneurs want to expand their business but they prefer the south side of the country. It is called inside out immigration. We already discussed all possible reasons and problem. Authorities should develop some future plans that should be attractive for immigrants and provide them some facilities which they want by authorities. Authorities should behave equally with natives and immigrants and listen both of them. Municipality should announce some benefits for the immigrant entrepreneurs and provide extra facilities to attract the people in Umea. Government make some special department or give some special powers to existing departments to deal the immigrant entrepreneurs on consistent time frame and listen them and educate them for their rights.

Government should reschedule the tax ratio for new and small businesses. In Umea the population is already very low and it is working as a university town. To develop it as a big city of the northern part, some crucial decisions should be made by
government such as low lax for small businesses and for immigrant entrepreneurs. Provide the job opportunities to the peoples and start the new projects for the city. These projects would be helpful for immigrant entrepreneurs and also for the development of the city. Authorities should try to deal with immigrant entrepreneurs on their level and according to their demands.

Existing immigrant entrepreneurs, they just want to quit their businesses due to high tax ratio and extreme weather, they should wait more and try to adjust in Umea. Because it is natural phenomenon that when you live in small town, you are more recognized, but in big cities recognition is very tough. If immigrant entrepreneurs stay in Umea for some more years they will never think to leave it because some entrepreneurs are happy and they think that life is easier in small town. When after some time the business of immigrant entrepreneurs will develop in good ways, they will not feel any problem to pay more taxes. On other hand, they are enjoying many facilities against their taxes. They are living in a country that have high quality living standard in the world.

We also recommend to the authorities that they make their check and balance more strong on the employers they are using the immigrants for their black profits. They are paying little bit to their workers and taking full time work. Authorities stop this violation strictly and make it sure that such types of employers give the white job with facilities to their workers.

7.3 Future Research

The immigrants flow in Sweden is continuous and due to the small population it is very healthy for Sweden that this immigration fulfills the requirements of the labor market. The research study about this immigration phenomenon always attractive for researcher to do something new on it. Immigrant entrepreneurship still has many questions and researchers are welcome to find the answers of these questions.

Researchers can explore immigrant entrepreneurship in many ways. We just try to present the immigrant entrepreneurship in Umea and its forces that why they motivate to start the company and what problems they are facing. But new researchers can make comparison study between different ethnic groups and also they can explore their natural behavior towards business. We work just on the views on immigrant entrepreneurs that what they feel about authorities but future researchers also can explore this with the comparison of natives.

Future researchers can divide the immigrant entrepreneurships into their fields, such as if they just take the restaurant business of immigrants and then they try to explore them and make a comparison study. They also can use the behavior of different municipalities with the immigrant entrepreneurship. Our research is based on the first generation of the immigrants’ entrepreneurs; future researchers can make a comparison study between first generation and their children, who are second generation and they are entering in the labour market. Furthermore all over the Sweden and especially in Umea the immigrants are engaged into restaurants businesses, food shops and cafeteria etc. the exploration of rationales of this trend can also be of use.
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APPENDIX 1: Interview Guide

Respondent background

- What are your previous business background and how long you been running business here in Umeå?
  I. Is it your first business experience? or
  II. Had you any business in your home country?
- What was the reason to start the business in Umeå? Why not you prefer doing work as employee and why mostly immigrants start their own business?
  I. What benefits you were looking as entrepreneur?
  II. For what reason you came here in Sweden?

Respondent Present

- What are your educational qualifications? Are you expert in Swedish language?
  I. Do you think your education qualification helps you to work as entrepreneurial?
  II. How you learn Swedish language? What you feel in past when you did not know language?
- What problems you face to start the company and for entrepreneurial activities? On social and state level.
  I. Did you feel any hurdles in the entrepreneurial process?
  II. What was behavior of Swedish civil society towards your business?
- How can you solve the problem those you are facing? Which type of help you need by state and society?
  I. Do you think you will solve your problems with governmental and social help?
- Do you have any facilities by commune and what do you want from Umeå commune and other authorities?
- What are your working hours in different seasons? Do you run this business in whole year or it is seasonal?
- What advantages and disadvantages do you feel as immigrant entrepreneurial?

Respondent Future

- What are your future plans with your entrepreneurial activities?
  o Future plans about expansion of business
  o Future plans for your satisfaction
  o How you can be beneficial for Swedish society in future

✓ Do you have anything important to add?
APPENDIX. 2

Table 1. Mean income for self-employed and wage-employed workers (in SEK) in 1990

<table>
<thead>
<tr>
<th>Immigrant group</th>
<th>Mean annual income of salaried workers</th>
<th>Mean annual income of self-employed workers</th>
</tr>
</thead>
<tbody>
<tr>
<td>Nordic countries</td>
<td>146 000 (18 019)*</td>
<td>114 700 (755)</td>
</tr>
<tr>
<td>Western Europe</td>
<td>158 100 (39 288)</td>
<td>138 700 (293)</td>
</tr>
<tr>
<td>Eastern Europe</td>
<td>144 800 (41 022)</td>
<td>110 700 (231)</td>
</tr>
<tr>
<td>Southern Europe</td>
<td>131 000 (44 354)</td>
<td>85 700 (424)</td>
</tr>
<tr>
<td>Latin America</td>
<td>109 800 (19 671)</td>
<td>101 500 (31)</td>
</tr>
<tr>
<td>Africa</td>
<td>117 600 (1 116)</td>
<td>97 000 (39)</td>
</tr>
<tr>
<td>Asia</td>
<td>103 300 (3 790)</td>
<td>69 300 (215)</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Immigrant cohort</th>
<th>Mean annual income of salaried workers</th>
<th>Mean annual income of self-employed workers</th>
</tr>
</thead>
<tbody>
<tr>
<td>Immigrant to 1967</td>
<td>155 600 (13 625)</td>
<td>116 600 (874)</td>
</tr>
<tr>
<td>Immigrant 1968–1975</td>
<td>143 600 (8 563)</td>
<td>104 500 (470)</td>
</tr>
<tr>
<td>Immigrant 1970–1980</td>
<td>134 000 (4 857)</td>
<td>91 300 (324)</td>
</tr>
<tr>
<td>Immigrant 1981–1985</td>
<td>124 800 (3 845)</td>
<td>75 100 (230)</td>
</tr>
<tr>
<td>Immigrant 1986–1990</td>
<td>105 500 (6 956)</td>
<td>128 600 (90)</td>
</tr>
<tr>
<td>Native Swedes</td>
<td>149 100 (13 252)</td>
<td>117 200 (853)</td>
</tr>
</tbody>
</table>

* The figures within parentheses indicate the number of individuals in each group.
* Also includes immigrants from the USA, Canada and Oceania.

Source: (Hammarstedt 2001, p 154)
APPENDIX 3

Table 2, Estimated earning equations (1999)

<table>
<thead>
<tr>
<th>Variable</th>
<th>Model A</th>
<th></th>
<th>Model B</th>
<th></th>
<th>Model C</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Self-employment</td>
<td>Wage-employment</td>
<td>Self-employment</td>
<td>Wage-employment</td>
<td>Self-employment</td>
<td>Wage-employment</td>
</tr>
<tr>
<td>Constant</td>
<td>3.69** (0.946)</td>
<td>3.42** (0.076)</td>
<td>6.78** (1.822)</td>
<td>3.94** (0.098)</td>
<td>5.53** (2.135)</td>
<td>4.20** (0.082)</td>
</tr>
<tr>
<td>Age</td>
<td>0.039** (0.0215)</td>
<td>0.155** (0.0044)</td>
<td>0.033 (0.0313)</td>
<td>0.142** (0.0036)</td>
<td>0.052 (0.0324)</td>
<td>0.140** (0.0036)</td>
</tr>
<tr>
<td>Age sq</td>
<td>-0.001** (0.0002)</td>
<td>-0.002** (0.0001)</td>
<td>-0.000 (0.003)</td>
<td>-0.002** (0.0003)</td>
<td>-0.001 (0.0003)</td>
<td>-0.002** (0.0003)</td>
</tr>
<tr>
<td>Education 1</td>
<td>-0.032 (0.0504)</td>
<td>0.265** (0.0143)</td>
<td>-0.413 (0.0458)</td>
<td>0.207** (0.0119)</td>
<td>-0.070 (0.0510)</td>
<td>0.154** (0.0119)</td>
</tr>
<tr>
<td>Education 2</td>
<td>-0.108 (0.1888)</td>
<td>0.326** (0.0199)</td>
<td>0.170 (0.1367)</td>
<td>0.361** (0.0159)</td>
<td>0.017 (0.1616)</td>
<td>0.372** (0.0157)</td>
</tr>
<tr>
<td>Gender</td>
<td>-0.590** (0.1149)</td>
<td>-0.423** (0.255)</td>
<td>-0.392 (0.1838)</td>
<td>-0.416** (0.0154)</td>
<td>-0.325** (0.2045)</td>
<td>-0.448** (0.0153)</td>
</tr>
<tr>
<td>Civil Status</td>
<td>0.051 (0.0729)</td>
<td>0.010** (0.0163)</td>
<td>0.033 (0.0729)</td>
<td>0.108** (0.0112)</td>
<td>0.066 (0.0879)</td>
<td>0.137** (0.0113)</td>
</tr>
<tr>
<td>Metropolitan area</td>
<td>0.014 (0.0547)</td>
<td>0.042** (0.0144)</td>
<td>-0.018 (0.0557)</td>
<td>0.070** (0.0114)</td>
<td>-0.014 (0.0570)</td>
<td>0.071** (0.0113)</td>
</tr>
<tr>
<td>Northern Region</td>
<td>0.128 (0.1089)</td>
<td>-0.082* (0.0279)</td>
<td>0.079 (0.1124)</td>
<td>-0.125** (0.0238)</td>
<td>0.151 (0.1145)</td>
<td>-0.112** (0.0235)</td>
</tr>
<tr>
<td>Western Europe</td>
<td>-0.255 (0.1326)</td>
<td>-0.041* (0.0197)</td>
<td>-0.255 (0.1326)</td>
<td>-0.041* (0.0197)</td>
<td>-0.115 (0.1429)</td>
<td>0.030 (0.0199)</td>
</tr>
<tr>
<td>Eastern Europe</td>
<td>-0.255 (0.1339)</td>
<td>-0.212** (0.0192)</td>
<td>-0.255 (0.1339)</td>
<td>-0.212** (0.0192)</td>
<td>-0.100 (0.1583)</td>
<td>-0.153** (0.0194)</td>
</tr>
<tr>
<td>Southern Europe</td>
<td>-0.222 (0.0313)</td>
<td>-0.396** (0.0167)</td>
<td>-0.222 (0.0313)</td>
<td>-0.396** (0.0167)</td>
<td>-0.098 (0.1338)</td>
<td>-0.255** (0.0179)</td>
</tr>
<tr>
<td>Africa</td>
<td>-0.222 (0.1306)</td>
<td>-0.607** (0.0225)</td>
<td>-0.222 (0.1306)</td>
<td>-0.607** (0.0225)</td>
<td>-0.143 (0.1399)</td>
<td>-0.501** (0.0238)</td>
</tr>
<tr>
<td>Asia</td>
<td>-0.565** (0.1172)</td>
<td>-0.322** (0.0213)</td>
<td>-0.565** (0.1172)</td>
<td>-0.322** (0.0213)</td>
<td>-0.438** (0.1801)</td>
<td>-0.226** (0.0211)</td>
</tr>
<tr>
<td>Latin America</td>
<td>-0.437** (0.1158)</td>
<td>-0.437** (0.0203)</td>
<td>-0.437** (0.1158)</td>
<td>-0.437** (0.0203)</td>
<td>-0.472** (0.1748)</td>
<td>-0.394** (0.0214)</td>
</tr>
<tr>
<td>Middle East</td>
<td>-0.381* (0.1359)</td>
<td>-0.309* (0.0299)</td>
<td>-0.381* (0.1359)</td>
<td>-0.309* (0.0299)</td>
<td>-0.369 (0.4427)</td>
<td>-0.548** (0.0397)</td>
</tr>
<tr>
<td>Immigrant 1976-1980</td>
<td>0.045 (0.1076)</td>
<td></td>
<td>0.045 (0.1076)</td>
<td></td>
<td>0.045 (0.1076)</td>
<td></td>
</tr>
<tr>
<td>Immigrant 1981-1985</td>
<td>-0.120 (0.0911)</td>
<td></td>
<td>-0.120 (0.0911)</td>
<td></td>
<td>-0.120 (0.0911)</td>
<td></td>
</tr>
<tr>
<td>Immigrant 1986-1990</td>
<td>-0.299** (0.0595)</td>
<td></td>
<td>-0.299** (0.0595)</td>
<td></td>
<td>-0.299** (0.0595)</td>
<td></td>
</tr>
<tr>
<td>Immigrant 1991-1995</td>
<td>-0.416** (0.0963)</td>
<td></td>
<td>-0.416** (0.0963)</td>
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<td>-0.416** (0.0963)</td>
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</tr>
<tr>
<td>Immigrant 1996-1999</td>
<td>-0.604** (0.1270)</td>
<td></td>
<td>-0.604** (0.1270)</td>
<td></td>
<td>-0.604** (0.1270)</td>
<td></td>
</tr>
<tr>
<td>Lambda</td>
<td>0.400 (0.2844)</td>
<td>-1.544** (0.2780)</td>
<td>-0.355 (0.5105)</td>
<td>-0.755** (0.2010)</td>
<td>0.111 (0.6437)</td>
<td>-0.615** (0.2000)</td>
</tr>
<tr>
<td>N</td>
<td>3,693</td>
<td>70,474</td>
<td>3,693</td>
<td>70,474</td>
<td>3,693</td>
<td>70,474</td>
</tr>
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Source: (Hammarstedt 2006, p 626)