

How The Level Of Emotional Intelligence Affects Opportunity Identification?

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Abstract: *Opportunity identification is emerging as a critical component of the entrepreneurial process representing the ‘most distinctive and fundamental entrepreneurial behavior’ (Hayton et. al. 2011; 15). Opportunity recognition has long been accepted as a key aspect of the entrepreneurial process (Ozgenve Baron, 2007:174). The issue why some individuals take advantage of opportunities and some cannot is usually studied. While some studies found that personality traits, psychological variables and demographic factors may affect on entrepreneurial activity, other researchers have looked to the importance of social capital and network ties to new venture creation.*

In this study, we focus on the effects of emotional intelligence on opportunity identification. We attempt to explain these effects by creating a theoretical framework that considers the interaction between emotional intelligence levels and opportunity identification. To test research hypotheses, data will be gathered from students at the Business Program of The Faculty of Economics and Administrative Sciences in a university in Turkey. The resulting data will be analyzed by appropriate statistical methods. In accordance with this analysis, it will be determined whether individuals' emotional intelligence level has an impact on opportunity identification skills.

Keywords: *Opportunity identification, emotional intelligence, entrepreneurial process.*

