

Immigrant Entrepreneurship and Family Business in Nigeria

Osita, Leo Ebinim

Admiralty University of Nigeria, Ibusa, Delta State, Nigeria.

Corresponding author email: leoebinim@gmail.com

ABSTRACT

The study immigrant entrepreneurship and family business in Nigeria with specific objectives is to: Determine the concept of immigrant entrepreneurship and family business, determine the effect of Terms of Trade (TOT) and Gross Domestic Product (GDP) in immigrant entrepreneurship and family business and profound possible recommendations on factors militating against immigrant entrepreneurship and family business. The research adopted a qualitative data using secondary data from Central Bank of Nigeria (CBN) within the period of 2016 - 2020 (quarterly report) hence, Terms of Trade (TOT) as a variable of immigrant entrepreneurship and Gross Domestic Product (GDP) as a variable of family business in Nigeria. This is because the tittle of the study is immigrant entrepreneurship and family business in Nigeria. The study considered running an ANOVA with SPSS using the obtained secondary data to test the level of significant with 0.05 using SPSS to determine the effect of immigrant entrepreneur on family businesses in Nigeria. The study therefore recommended: The government should also ensure that immigrant entrepreneurs are protected by the legal framework of the country; this would also serve to increase immigrants' confidence and sense of security in Nigeria. The entrepreneur in a family business must act proactively by crafting succession plan early enough.

Keywords: Entrepreneur, socioeconomic, Immigrant, Family

INTRODUCTION

Migration and entrepreneurship are two of the most significant forces shaping contemporary economies and societies. Over the past century, global patterns of human

mobility have intensified as people cross borders in search of better opportunities, safety, and livelihoods. This mobility has reshaped the demographic and socio-



Article information
Received 13 July 2025
Accepted September 2025
Published 30 September 2025

Citation: Osita, L. E. (2025). Immigrant Entrepreneurship and Family Business in Nigeria. Direct Research Journal of Management and Strategic Studies. Vol. 6(1), Pp. 80-87.

This article is published under the terms of the Creative Commons Attribution License 4.0

economic structures of many countries, produced new forms of social organization and contributed to the complex process of globalization. In particular, immigrant entrepreneurship has emerged as a defining feature of this process, serving not only as a livelihood strategy for migrants but also as a catalyst for local economic development, innovation, and cross-cultural exchange (Rath, 2006).

Immigrant entrepreneurship broadly refers to the establishment of business ventures in host countries by individuals born abroad, often under circumstances marked by necessity rather than choice. Unlike multinational corporations, whose foreign direct investment decisions are driven by macroeconomic factors such as market size, political stability, and resource availability (Okeahalam & Dowdeswell, 2008), immigrant entrepreneurs frequently engage in small- and medium-scale ventures that operate in less formalized, niche markets. Their businesses often arise from structural disadvantages: exclusion from formal employment, discrimination, language barriers, limited access to credit, and restricted professional mobility (Kwak, 2002). Yet, despite these challenges, immigrant entrepreneurs have consistently demonstrated resilience by targeting underserved market segments, revitalizing underutilized urban spaces, and contributing to the host country's socio-economic integration (Chrysostome & Lin, 2010).

The challenges confronting immigrant entrepreneurs are multifaceted. The isolation experienced due to cultural and linguistic differences is often compounded by the absence of established networks of family, business contacts, and institutional support. These conditions shrink the opportunities available to immigrants, placing them at higher risk of business failure, low profitability, and precarious operations in the informal sector. Nevertheless, immigrant entrepreneurship has also been associated with remarkable stories of resilience and upward mobility, epitomized by concepts such as the "American Dream," which has inspired generations of migrants to pursue enterprise as a path toward prosperity and recognition. Host societies, particularly those with large immigrant populations such as the United States, Canada, the United Kingdom, and Australia, have increasingly acknowledged the dual significance of immigrant entrepreneurship: its direct economic benefits and its indirect contributions to ethnic community development, social integration, and cultural pluralism (Fatoki & Patswawairi, 2012).

In Nigeria, the dynamics of entrepreneurship are equally complex, shaped by both indigenous family enterprises and the presence of immigrant entrepreneurs. Family businesses represent one of the most enduring forms of enterprise, playing a vital role in employment creation, innovation, and socio-economic transformation. In a context where formal employment opportunities are limited, family businesses often provide the foundation for wealth generation and intergenerational stability. Over time, many Nigerian family enterprises have evolved from

modest sole proprietorships into larger, more sophisticated businesses with structured management systems, broader markets, and increased capacity for innovation. Such businesses are instrumental in navigating the competitive pressures of Nigeria's rapidly changing economy, where innovation has become essential for survival and growth (Katila, 2002; Nerkar, 2003).

However, the growth and sustainability of family businesses in Nigeria are hindered by a wide array of challenges. Internally, many enterprises grapple with inadequate financial management practices, poor record-keeping, and a lack of strategic planning. Externally, infrastructural deficiencies, erratic electricity supply, high taxation, weak institutional frameworks, and poor access to finance constitute significant barriers (Mori, 2014). Family businesses also face intense competition from multinational corporations and imported goods produced in countries with significant cost advantages. Such unhealthy competition often undermines domestic enterprises, leading to reduced sales, stunted growth, and, in some cases, outright business failure. While innovation has been identified as the cornerstone of family business sustainability (Carnes & Ireland, 2013; Zahra, 2005), the ability of Nigerian family businesses to innovate is frequently constrained by structural and financial limitations.

The intersection of immigrant entrepreneurship and family businesses is of particular interest in the Nigerian context. Immigrants, though facing exclusion and marginalization, often find pathways into the economy by establishing family-owned enterprises that rely on intra-ethnic solidarity, shared networks, and collective resource mobilization. These enterprises, while initially small in scale, can have transformative effects on both immigrant communities and host economies by creating employment, introducing new products and services, and stimulating competition. At the same time, native Nigerian family businesses operate in an environment fraught with infrastructural challenges, financial constraints, and regulatory hurdles that hinder innovation and expansion. The juxtaposition of these two forms of enterprise raises important questions about resilience, adaptation, and survival strategies under conditions of structural disadvantage.

Importantly, immigrant entrepreneurship in Nigeria does not only reflect a strategy of survival but also reveals broader socio-economic patterns of necessity-driven entrepreneurship. Many immigrants resort to self-employment not as a cultural inclination but as a response to systemic barriers in the labour market. Similarly, Nigerian family businesses often emerge and persist in environments marked by institutional voids, where entrepreneurial activity becomes the most viable option for income generation and intergenerational wealth transfer. Both groups, therefore, face similar challenges of inadequate financing, infrastructural deficits, weak institutional support, and market competition.

This shared vulnerability underscores the need to analyze immigrant entrepreneurship and family businesses together, as interconnected phenomena within the Nigerian entrepreneurial ecosystem.

Despite the growing significance of these enterprises, the existing literature highlights persistent challenges that undermine their potential. For immigrant entrepreneurs, barriers such as discrimination, limited access to financing, exorbitant compliance costs, excessive regulation, and high levels of crime and insecurity remain critical impediments (Kwak, 2002). For Nigerian family businesses, challenges include poor infrastructural facilities, unhealthy competition from foreign enterprises, financial mismanagement, and limited access to credit facilities. In both cases, the capacity to innovate and adapt is severely constrained, thereby limiting the potential of these enterprises to contribute meaningfully to sustainable national development.

This context highlights a crucial research problem: while immigrant entrepreneurship and family businesses are recognized as vital contributors to economic growth, job creation, and innovation, they remain trapped in fragile ecosystems marked by systemic barriers and structural inequalities. In Nigeria, where entrepreneurship is increasingly central to socio-economic transformation, understanding how immigrant entrepreneurs and family businesses navigate these challenges is essential. This line of inquiry not only sheds light on the resilience and adaptability of enterprises under constrained conditions but also provides insights into the policies and institutional frameworks needed to enhance their contributions to national development.

The aim of this study is to critically examine immigrant entrepreneurship and family business in Nigeria, with particular emphasis on clarifying their conceptual underpinnings, analyzing the influence of macroeconomic indicators such as Terms of Trade (TOT) and Gross Domestic Product (GDP) on their growth and sustainability, and providing well-grounded recommendations to address the structural, institutional, and financial challenges that continue to militate against their development and long-term contribution to national economic progress.

LITERATURE REVIEW

Immigrant Entrepreneurship

Immigrant entrepreneurship is described as the process by which an immigrant establishes a business in a country other than his or her native country. According to Nestorowicz (2011), immigrant entrepreneurship is defined as self-employment among immigrants at a significantly greater rate than the total rate. Ethnic entrepreneurship is a term that describes ethnic minorities who specialize in self-employment but are not necessarily

foreign-born. Immigrant entrepreneurship is the process through which an immigrant establishes a business in a country other than their home country (or place of settlement) (Fatoki & Patswairi 2012).

Immigrant entrepreneurs are also known for their propensity for risk taking as they invest their own and/or family savings as start-up capital. This injection into the host country's economy is a form of foreign investment into the host country.

In Nigeria, immigrant entrepreneurs are apparent in a small band of SMME activity, usually in retail or service rather than manufacturing. They offer curios, ethnic clothing and delicacies, motor vehicle repairs and panel pounding, and run hair salons, among other things. Restaurants, nightclubs, cafés, and music stores, as well as import-export enterprises and traditional healing practices, are among his other interests (Kalitanyi & Visser, 2010). The capacity to acquire human capital is closely linked to social capital. Immigrant entrepreneurs are able to find workers within their immigrant community, often at a lower cost. The immigrant community itself then benefits, because more job opportunities are made available to members who may have difficulty in finding employment through the host society's main stream labour market (Halkias, Harkiolakis, 2009).

Start-up Capital for Immigrant Entrepreneurs

Immigrant entrepreneurs from Nigeria usually utilize their own money to fund their firms. Personal savings alone (62.2 percent), business credit (16.9%), and personal savings with credit from family members (18.8%) were found to be the three most common sources of start-up financing (Tengeh, Ballard, 2011). Nigerian immigrants, according to Eraydin, Tasak-Kok, and Vranken (2010), tend to choose family assistance over other financial tools (such as bank credit, loans and entrepreneurship funds). External finance is still uncommon among Turkish enterprises. Physical infrastructure is vital in factor-driven countries, whereas market dynamics and commercial and professional assistance are significant in efficiency-driven countries; ultimately, market dynamics is the most important aspect to consider in innovation-driven economies. To summarize, immigrant entrepreneurial activity is more dependent on the overall status of the economy than on specific, and always required, governmental measures aimed at migrant integration.

Relevance of Immigrant Entrepreneurship over Other Entrepreneurs

Identifying new niche markets

Competing in existing markets is tough for start-ups. So most successful entrepreneurs try to identify new niche markets. Immigrants are particularly good at that. Being part of a separate community, immigrants understand

potential niches which are typically underserved. Some of them eventually go mainstream.

Serving existing customers differently

Another option for entrepreneurs to succeed is to provide more appealing offers to existing markets and customers. They don't need to stretch themselves to think out of the box. They are different by definition.

Connecting markets

Even established companies struggle to internationalize successfully. Immigrant entrepreneurs often succeed because they leverage their ability to connect markets.

Accessing distinct networks

Access to money and connections are crucial, possibly the most defining attribute of entrepreneurs. While most immigrants do not spring from wealthy families, they can rely on networks not accessible to outsiders. That helps them to negotiate contracts and hire loyal employees. Particularly in the early stages, entrepreneurs have limited proof that their idea will work. Here the trust and kinship felt among immigrants can provide vital support. Immigrant networks can also help entrepreneurs to find loyal employees. Initially, they might rely on family members, but the advantage reaches far beyond the cliché of the small corner shop.

Embracing risk

Entrepreneurial activities and migration have something in common: the outcome is uncertain. Both will try to add up potential costs and benefits but at the end, they are prepared to make a leap of faith. For migrants, it is reasonable to assume that they know their home country better than their potential host country. Leaving family and friends behind to seek better opportunities abroad is an indication that they are prepared to engage in activities that have the potential to improve their income even if the outcomes are hard to predict. Immigrants display a higher willingness to take on risk. As moving to another country encompasses even greater unknowns, we can assume that the same (probably higher) willingness to take on risk will be displayed by immigrants. However, immigrants are a self-selected group of risk takers. The uncertainty associated with starting a business is less of a deterrent for them (Christian Stadler 2019).

Family Business

Any organization in which members of a family [whether monogamous, polygamous, or extended families] own controlling interests and in which ownership and administration are not separated is referred to as a family

business. This means that the firm or enterprise is governed by the Founder/Visionary or his designated family members. There has been a lot of study on family companies in the previous decade, and it has been published in a rising number of periodicals. There is a great deal of research on family businesses and it has been published in a growing number of publications over the last decade. It is differentiated primarily by the wide range of issues linked with the study of family companies from various perspectives. A family business is defined by the prominent role played by family members in the organization's business activities. There is no universally agreed definition of a family business.

Importance of Innovation in Building a Successful Family Business

Innovation plays a very germane role in building a successful family business anywhere around the world. The roles of innovation in building successful family business includes:

Succession plan

Innovation has made it possible for several family businesses to embark on long term planning. Succession planning is a major concern for most family businesses, as such, these businesses employ innovation in planning the organizational hierarchy and who takes over from member/s of top management in case of death or incapability. In a study of 10 Zimbabwean family businesses, it shows that 6 out of ten businesses do not have a succession plan, while only 3 of the ten business owners engaged their successor in activities that would prepare them for the forthcoming responsibilities (Maphosa, 2006). Innovation within family business, enables the business owner and other members of management prepare effectively for unforeseen events and also train successor in line with the demands of the business.

Build competitive advantage

Innovation is a critical tool for gaining a competitive edge over competitors in the same sector and from other industries. Innovation is a catalyst that propels a company's long-term goals forward. Businesses become more appealing as a result of innovation, which fosters organizational transformation and increases the company's competitive edge. Innovation has an impact on a company's culture, which puts the company in a competitive position.

It promotes Product Innovation

Family businesses sometimes uses product innovation as competitive strategy to gain an advantage.

Businesses which fail to innovate their individual products will in no time discover those products have become obsolete. Family businesses makes use of new products with different technologies, methods and offer greater customer benefits than existing products (Khaled, Aboulnasr, Om, Edward & Rajesh 2008). Product innovation includes tangible produced goods or intangible services that have an impact on the quality of lives people live. The perspective of product innovation is that the uniqueness of the new product will persuade prospective customers to purchase it, and this will in turn achieve organizational goals. Product innovation occurs regularly in environment characterized by high level of uncertainty and competition. The dynamism of the business environment is reducing the life cycle of products gradually; managers now need to respond through product innovation in order to sustain such product in the market. Incremental product innovation focus is improving the features of an existing product, while radical product innovation is aimed at creating an entirely new product.

Theoretical Review

The study looked at a number of theories. The theories of immigrant entrepreneurship include the Cultural Theory, Mixed Embeddedness Theory and the Disadvantage Theory. According to the Cultural Theory of Hoselitz (1994), cultural characteristics, like religious beliefs, family ties, savings, thrift, work ethics, and compliance with social values serve as ethnic resources which partially explain the orientation of immigrants towards entrepreneurship. The Mixed Embeddedness Theory of Kloosterman (1999) agrees with the Cultural theory, but adds other factors, such as the socio-economic and political-institutional environment of the country of settlement, and how these forces shape the opportunities for entrepreneurship. Finally, according to the Disadvantage Theory of Ram & Smallbone (2001), immigrant entrepreneurship results from a context of disadvantage, because as a portion of immigrant workers are subject to labor market disadvantage, they are pushed into entrepreneurship.

The premise of the middleman minority theory is that immigrant entrepreneurs are drawn to certain types of business sectors to earn money quickly. The ethnic market niche theory is framed around the notion that immigrants find business start-up opportunities in market niches created by the interactions between opportunities in society and the characteristics of the immigrant group. The ethnic enclave economies theory is built upon the point of view that immigrant entrepreneurs typically find business start-up opportunities within immigrant communities and neglected business sectors in the broader economy (Halkias, Harkiolakis, Thurman, Rishi, Ekonomou, Caracatsanis & Akrivos, 2009).

The study adopted Family systems theory according to Rahmana (2018) which state that family business system

theory look at the family as a whole, it usually relatively closed in interactions between individual members. When a family owns and operates a firm, the family's open systems perspective tends to prevail. It stresses the family's engagement within the company. The interplay of the family unit, the company entity, and individual family members in family-influenced enterprises creates unique systemic circumstances and constituencies that affect the family business' performance results. Families have a strong effect on business because of their beliefs and goals. To fulfill their aim of developing a sustainable firm, they keep their entrepreneurial mindset across generations.

System theory

The Three Circle Model, which comprises family, business, and ownership as the three key components, is widely acknowledged as the standard model for family enterprises. For a family company, recognizing that there are three independent rings is a huge achievement. Too frequently, the rings become entangled. This leads to a breakdown in communication, animosity, and a lack of commitment to the future, all of which the business family is attempting to avoid. Each circle has its own governing structure as well as a strategy. The family would be governed by a family council, which would also draft a family plan. A management team would take charge of the company and design a succession plan as well as a business strategy. The owners or shareholders would be governed by a board of directors, which would be in charge of the strategy plan, continuity plan, contingency plan, and succession plan. Within the three circles, there are seven possible places that cross and overlap, each of which can be held by a different person. Managers and owners may be able to find prospective successors in these roles. People's roles change frequently during their lives when they enter and quit the business or ownership. Their family membership, on the other hand, remains consistent, even if their function in the family changes as they grow older.

Each circle contains various stages of development and each individual within the family, business or ownership circle can be at various stages of development. Therefore, consulting to family businesses is complex and requires the determination of the various stages of development for both the business and the key individuals and family members that are involved. The family stage depends on whether the next generation is working in the business or interested in working in the business, but this paper assumes that the family is at the passing the baton stage.

Agency theory

The link between owner and predecessor/agents in the business is known as agency theory. The goal of agency theory is to eliminate conflicts of interest between a firm's owners and management. When the owner employ the

agent to provide a service on their behalf, they create an agency relationship. Agents are frequently delegated decision-making authority by their owners. Another central issue dealt with by agency theory handles the various levels of risk between a principal and an agent. In some situations, an agent is utilizing resources of a principal. Therefore, although the agent is the decision-maker, they are incurring little to no risk because all losses will be the burden of the principal. This is most commonly seen when shareholders contribute financial support to an entity that corporate executives use at their discretion. The agent may have a different risk tolerance than the principal because of the uneven distribution of risk. Therefore, in view of family owned entrepreneurship and business sustainability should be put into consideration the above stated theories so as to stand the test of time.

Empirical Review

International migrants account for more than 215 million people (about 3% of the world's population). Remittances received by poor nations are projected to have totaled US\$ 325,000 million in 2010, significantly exceeding the level of official foreign aid and accounting for more than 10% of the Gross Domestic Product (GDP) of several developing economies. Migration and remittances lessen poverty in the communities of origin, according to a comparative study of nations and household survey findings. But these results are only part of the picture. Immigrants do not only go from developing to developed nations. Indeed, according to World Bank migration data, migratory flows between emerging economies (so-called South-South movement) are more intense than migration flows from impoverished southern nations to northern industrialized countries, particularly those belonging to the OECD (Rath., 2011). Existing migrant trends and their implications in a globalized environment provide new research problems, and current entrepreneurship research can help to solve some of them. For some years, the fundamental question in this subject has been the scale of immigrant entrepreneurial activity. In terms of international immigrant entrepreneurship, GEM includes statistics for 62 economies, which are divided into three development categories based on the Global Competitiveness Report's classification: factor-driven, efficiency-driven, and innovation-driven countries. The findings show that the magnitude of immigrant entrepreneurial activity varies greatly between economies, as immigrant entrepreneurship closely resembles the pattern of total entrepreneurial activity: average scores by economic group are higher in factor-driven countries, moderate in efficiency-driven countries, and lower in innovation-driven countries. This is statistically supported by the following ANOVA tests.

The study drew parallels between what is deemed as Foreign Direct Investment (FDI) by multinational enterprises, and the actions of immigrant entrepreneurs in

establishing their businesses in a host country as micro FDI. However, there are other characteristics that are associated with immigrant entrepreneurship that are not synonymous with multinational cooperatives, such as contribution to the informal economy and unregulated business practices. A questionnaire was distributed to 70 small businesses owned by immigrant entrepreneurs in Britain on two separate occasions and received 37 completed questionnaires were received back from respondents. Key findings revealed that, on average, three people are employed by a SMME business owned by an immigrant entrepreneur in the Britain area. 97% of immigrant entrepreneurs rent the business premises that they occupy from private individuals. The municipality is paid rates and taxes for services rendered. 61% of immigrant entrepreneurs don't have operating business licences. The study concludes that, at a municipal level, immigrant entrepreneurs can be classified as providing a form of 'micro' FDI, and contributes positively to the local economy which feeds to the Nigeria economy.

The arrival of the first Lebanese immigrant in Lagos in 1890 has been followed by an increase in the number of Lebanese immigrants in Nigeria. The immigrants get attached to their families on arrival. This is owing to the instrumental, financial, psychological and emotional supports they receive from their families to enable them assimilate into the Nigerian community (Aaltonen & Akola, 2014). In spite of their contributions to the economic and infrastructural development of Nigeria through the family-owned immigrant entrepreneurs they have developed, no study seems to have been conducted in this area. Consequently, based on data from selected Lebanese family-owned entrepreneurs, this study examines the relationship between emotional intelligence and immigrant entrepreneurship development. The study adopted a mail questionnaire survey design. The generated data through questionnaire were analyzed using Pearson's correlation. It was found that emotional intelligence is significantly related to the dimensions of immigrant entrepreneurship development, that is, entrepreneurial intention, entrepreneurial capabilities, entrepreneurial networking and entrepreneurial success (Abdelgawad, 2013). Based on the results, the study recommends exposing new immigrants and immigrant entrepreneurs to trainings and programs that will improve their emotional intelligence, entrepreneurial behaviour, capabilities, networking attitude and success mindset. The ultimate effect of these trainings and programs is an increase in the development of immigrant entrepreneurs. Two-thirds of the world's private companies are family owned. It is an organizational model that, despite the arrival of large corporations, remains and is still totally in place. The survival of these organizations is not easy, and is conditioned by multiple factors. The research that addresses the sustainability of family businesses is numerous and has been conducted from multiple disciplines.

The study investigates the trends in scientific production

related to family businesses and their sustainability, using bibliometric techniques and SciMAT software. A total of 286 articles were analyzed between 2003 and 2019 from the journals indexed in the Web of Science (WoS). The results suggest that, although there is a growing interest in the study of the sustainability of family businesses, there is instability in the centrality of the topics, which denotes the existence of a wide margin of development. The most influential and trend-setting themes emerge mainly concentrated in three lines: those that analyze factors that drive sustainability, such as socio-emotional wealth and stakeholders; those interested in knowing about methods or practices that favour sustainability, such as CSR, performance, management or innovation; and those that investigate factors that endanger survival, mainly intergenerational succession processes. The contribution of this work is that, through bibliometric techniques, it sheds light on the groups of topics that condition the sustainability of family businesses, which will help the scientific community in the orientation of future work in this field of research.

METHODOLOGY

The research adopted a qualitative data using secondary data from Central Bank of Nigeria (CBN) within the period of 2016 - 2020 (quarterly report) hence, Terms of Trade (TOT) as a variable of immigrant entrepreneurship and Gross Domestic Product (GDP) as a variable of family business in Nigeria (Table 1). This is because the title of the study is immigrant entrepreneurship and family business in Nigeria. The study considered running an ANOVA with SPSS using the obtained secondary data to test the level of significant with 0.05 using SPSS to determine the effect of immigrant entrepreneur on family businesses in Nigeria.

Table 1: Secondary data of Gross domestic product (GDP) and Terms of trade (TOT).

GDP	TOT
15,943.71	130.19
16,218.54	110.39
17,555.44	107.98
18,213.54	117.40
15,797.97	133.67
16,334.72	107.83
17,760.23	131.19
18,598.07	119.36
16,096.65	158.18
16,580.51	147.04
18,081.34	144.08
19,041.44	146.31
16,434.55	133.80
16,931.43	122.01
18,494.11	132.17
19,527.72	113.98
16,741.81	128.55
15,897.93	89.92
17,824.48	85.01
19,550.15	71.57

Source: CBN 2025.

RESULTS AND DISCUSSION

The ANOVA table indicate that there's no significant difference between Terms of Trade (TOT) and Gross Domestic Product (GDP) since the significance difference is 0.334 in agreement with Lofstrom, (2012) Labor market outcomes, including earnings and employment, are often less favorable for immigrants than for the native-born population. The extent of the gap is a function of the composition of the immigrant population. Refugee immigrants, for example, often face difficulties in finding jobs and have lower earnings than native-born workers. This factor is particularly relevant in some European countries, where refugees represent a high share of the total immigrant population. However, even in countries that receive immigrants who are motivated mainly by labor market opportunities (including Australia, Canada, and the US), immigrants have lower average earnings (Tables 2 and 3).

Table 2: Model Summary

Model Summary				
Model	R	R Square	Adjusted R Square	Std. Error of the Estimate
1	0.228 ^a	0.052	-0.001	1243.54930

a. Predictors: (Constant), TOT

Table 3: NOVA^a

ANOVA ^a					
Model	Sum of Squares	df	Mean Square	F	Sig.
1 Regression	1524084.410	1	1524084.410	0.9860	.334 ^b
Residual	27835467.610	18	1546414.867		
Total	29359552.020	19			

a. Dependent Variable: GDP

b. Predictors: (Constant), TOT

F (1, 18) =986, P < 0.334, R²=0.052.

SOURCE: SPSS ANOVA Table

In the context of this gap in labor market outcomes, immigrant entrepreneurship is promoted for its potential to improve immigrant labor market performance. Entrepreneurship has long been perceived to be an important stepping stone for economic assimilation and integration. In a number of countries, including Australia, Canada, Germany, and the US, evidence points to increasing success among immigrant entrepreneurs the longer they have lived in a country.

Conclusion

As a result, immigrant entrepreneurs' commercial activity might be considered a type of foreign direct investment. One factor that immigrant entrepreneurs bring to the table that multinational corporations do not is their contribution to the growth of the informal market and uncontrolled business practices. Using family companies as a case study, they came to the conclusion that the success of family businesses is a direct result of the firm's innovativeness. The family company plays a vital role in

society's economic fabric. They have distinct traits that have been documented in a number of studies. This bibliometric research revealed that scientific production has been quite diverse, with over 300 articles registered in WoS in little over 15 years, with 656 authors contributing to 180 journals from various scientific areas. Entrepreneurs are people who identify and operate a business, incurring risks in exchange for a prospective return. Entrepreneurs should not be self-centered, but rather share their ideas for the betterment and growth of society as a whole. Immigrant Entrepreneurship and family business is critical in the development of small medium entrepreneurship (SMEs) for long-term economic success. Immigrant Entrepreneurship may be defined as the process by which an immigrant establishes a business in a country other than his or her native country. Entrepreneurs that are unable to bring their ideas to completion might share their concepts with others, who can then turn them into reality. The above stated that the study has been able to clarify the role of immigrant entrepreneur as its correlation with family business. An entrepreneur, on the other hand, family business refers to any organization in which members of a family [whether monogamous, polygamous, or extended families] own controlling interests and in which ownership and administration are not separated.

REFERENCES

- Aaltonen, S. & Akola, E. (2014). Lack of trust –the main obstacle for immigrant entrepreneurship?
- Abdelgawad, S.G. (2013). Strategic leadership and entrepreneurial capability for game change. *Journal of Leadership & Organizational Studies*, 20(4), 394-407.
- Christian Stadler (2019) Five reasons why immigrants make great entrepreneurs; hat you consent
- Fatoki, O. & Patswawairi, T. 2012. The Motivations and Obstacles of Immigrant Entrepreneurship in South Africa. *J Soc Sci*, 32, 133 - 142.
- Fatoki, O. and Patswawairi, T. (2012). The Motivations and Obstacles of Immigrant Entrepreneurship in South Africa. *J Soc Sci*, 32, 133 - 142.
- Halkias, D., Harkiolakis, N., Thurman, P., Rishi, M., Ekonomou, L., Caracatsanis, S. M. & Akrivos, P. D. (2008). Economic and Social Characteristics of Albanian Immigrant Entrepreneurs in Greece. *Journal of Departmental Entrepreneurship*, 14, 143-164.
- Hoselitz, B.F. (1994): "A Sociological Approach to Economic Development", in Novach, D. & Lehachuan, R. (Eds.): *Development and Society*, NY: Harper & Collins.
- Khaled Aboulnasr, Om Narasimhan, Edward Blair & Rajesh Chandy (2008). Competitive response to radical product innovation. *Journal of marketing*.
- Kloosterman, R.; van der Leun, J. & Rath, J. (1999). 'Mixed embeddedness: (in) formal economic activities and immigrant businesses in the Netherlands', *International Journal of Urban and Regional Research*, 23(2), 253-67.
- Lofstrom, M. (2002). "Labor market assimilation and the self-employment decision of immigrant entrepreneurs" *Journal of Population Economics* 15:1 (2002): 83–114.
- Nestorowicz, J. (2011). Known Knowns and Known Unknowns of the Immigrant Self-employment selected issues. *Centre of Migration Research, University of Warsaw*, 45, 1 - 79.
- Okeahalam, C. & Dowdeswell, M. (2008). A model of foreign direct investment flow at municipal level in South Africa. *Journal of Modelling in Management*, 3, 249- 267.
- Rahmana, S.T. (2018). Comparison family business theories: system theory, agency theory, resources-based theory and stewardship theory part 1 binus university, Binus School.
- Ram, M. & Smallbone, D. (2001). "Ethnic Minority Enterprise: Policy and Practice", mimeo, Final report prepared for the Small Business Service, June.
- Rath, J. (2006). Entrepreneurship among Migrants and Returnees: Creating New Opportunities. *International Symposium on International Migration and Development* 1 -10.