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THE RELATIONSHIP BETWEEN EMOTIONAL INTELLIGENCE AND THE PROPORTION OF ENTREPRENEURIAL RATE AMONG SPORT CLUB MANAGERS IN ISFAHAN

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ABSTRACT

Nowadays, a paucity of existing evidence indicates emotional intelligence (EI) plays a substantial role in the creation of entrepreneurial. Due to the limited attempts with this regard, the present study aims at the investigation of the relationship between EI and entrepreneurial levels in Isfahan health club management. The methodology of this study is based on the descriptive data collection and its correlation. Also, the population from which this research was performed was 270 sport managers i.e., two groups-200 managers from private sector and 70 from public sector- reported by the main sport administration and Isfahan youth center. In the present research, in order to determine the volume of the sample, Kirsches and Morgan chart was being used and categorical stratified sampling was performed; therefore, the whole sampling was comprised of 130 participants from both private and governmental clubs (97& 33 respectively). Data collection materials included Petrides and Furnham questionnaire with 30 questions, Likert scale 7 whose focus was the investigation of five aspects namely, self-awareness, self-motivation, self-control, enthusiasm, and social skills, the reliability of Petrides and Furnham questionnaire which was %787 and the entrepreneurial questionnaire designed by Moghimi and Ramazan which included 17 questions of scale 5 questionnaire whose reliability was %.795. The face and content validity of the mentioned questionnaires were examined and confirmed by 8 university professors. Our findings clearly showed a positive meaningful relation between EI and rate of entrepreneurial in sport club managers. The correlation of EI and entrepreneurial, is 0.473, and the coefficient of determination is 0.224 which would be meaningful with α being assumed 5%. What is found and established by this article is absolutely converged with other limited findings in this field and confirms them as well. It's good to know that self control item has no meaningful relation with entrepreneurial.

Keywords: *Emotional Intelligence, Entrepreneurial, Sport Club, Managers*

INTRODUCTION

Objective

Nowadays, a paucity of existing evidence indicates emotional intelligence (EI) plays a substantial role in the creation of entrepreneurial. Due to the limited attempts with this regard, the present study aims at the investigation of the relationship between EI and entrepreneurial levels in Isfahan health club management. It is not long the term the creation of job opportunities is being used in Iran and in every field, attempts have been made to investigate and to research it. Moreover, development of job opportunity creation is an integral part of the development of the whole country in areas such as economy, politics, society, and sports especially in the last few years. However, this question has always been posed, "who is the true Entrepreneur?" and "what are his/her characteristics?" Past research has revealed that job entrepreneurs have had specific traits and such traits can be found in all prosperous members of this group of people. Nowadays, a paucity of existing evidence indicates emotional intelligence plays a substantial role in the creation of entrepreneurial.

"Mc Clelland" has presented the theory of relations between individual features and the improvement of the economy in the occupational fields and has been found out that the improvement is not depended to a

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specific religion and with improving and developing of some features in the people; improvement of the economy could be available in different society (Mc Clelland, 1998).

Therefore the most important factor in entrepreneurship is the personality of the entrepreneur person (Drissen and Zwart, 1997) the entrepreneurial personality of each person is under influences of many variables. The researchers in most of the sciences have investigated on the nature of the human to know why people sometimes will do something that have no logics and reasons (Goleman, 2003). In this regard many researchers have been done which show us some other factors are effective; the people who have a very high level of intelligence were not very successful, but the people who have a very normal level of intelligence are more successful than the mentioned group of people. These factors will include other aspect of success that the “Goleman” named it as emotional intelligence. Emotional Intelligence is ability of recognition of meaning of emotions and its relations and reasons and solving the problems (Mayer and others, 1990). “Goleman” believes that the Emotional Intelligence is ability of recognition, understanding and adjusting the emotions and using them in the life that will cause of exiting the people and using their emotions in their relations with the other peoples. “Robbins” believes that nowadays for improving the performances of the organizations, it could be used the knowledge of emotions and feelings (Robbins, 2010). Also in the point of view of “Mont and others” the abilities of emotional intelligence in the workplace has a very important role (Aghayari & Daramadi, 2006).

Using the emotional intelligence in the workplace means finding more skills for understanding the presence of the emotions in different situations, better controlling of emotions and letting to oneself for doing new actions and behavior in order to reaching more improvement (Bradbury and Others, 2007).

MATERIALS AND METHODS

Method

The methodology of this study is based on the descriptive data collection and its correlation. Also, the population from which this research was performed was 270 sport managers i.e., two groups-200 managers from private sector and 70 from public sector- reported by the main sport administration and Esfahan youth center in 2011. In the present research, in order to determine the volume of the sample, Kirsches and Morgan chart was being used and categorical stratified sampling was performed; therefore, the whole sampling was comprised of 130 participants from both private and governmental clubs (97 & 33 respectively). Data collection materials included Petrides and Furnham questionnaire with 30 questions, Likert scale 7 whose focus was the investigation of five aspects namely, self-awareness, self-motivation, self-control, enthusiasm, and social skills, the reliability of Petrides and Furnham questionnaire which was %787 and the entrepreneurial questionnaire designed by Moghimi and Ramazan which included 17 questions of scale 5 questionnaire whose reliability was %.795. The face and content validity of the mentioned questionnaires were examined and confirmed by 10 university professors.

RESULTS AND DISCUSSION

Table 1: Results of the Emotional Intelligence Descriptive the Data

Index	Average	Variance	Mine	Max
self-awareness	5.22	0.86	2.8	7
Enthusiasm	5.28	0.85	0.86	7
self-motivation	2.43	0.93	1	4.57
self-control	4.61	1.05	2.29	7
social skills	4.65	1.1	2.17	7
emotional intelligence	4.44	0.48	3.15	5.8

Results

A descriptive statistics was used in order to investigate the measures of dispersion and measure of central tendency and at inferential statistics, appropriate statistical analyses like Kalmograovesmirnove (to assure

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the normality of the distribution), Levin test for variance congruity, correlation coefficient, multiple and simple regression for variance statistical analysis along with the help of SPSS version 18 were being applied.

Our findings clearly showed that there is a significant meaningful relation between emotional intelligence and entrepreneurial. As is shown in the table above, following values were obtained:

- The average of self-awareness index is 5.22 with variance of 0.86
- The average of enthusiasm index is 5.82 with standard variance of 0.85
- The average of self-motivation index is 2.43 with variance of 0.93
- The average of self-control index is 4.6 with variance of 1.05
- The average of social skills index is 4.65 with standard variance of 1.1
- And the total average of emotional intelligence index is 4.44 with variance of 0.48

Table 2: Results of The Entrepreneurial Descriptive The Data

Index	Average	Variance	Mine	Max
entrepreneurial	3.8	0.418	2.88	4.88

As you can see in both table, the average of entrepreneurial index is 3.8 with variance 0.418, therefore the average of this index is higher than total average and the variance changed between values of 2.88 - 4.88.

Table 3: The Correlation of the Emotional Intelligence &Entrepreneurial

Index	n	r	r ²	df	t	P
EIand entrepreneurial	130	0.473	0.224	128	6.07	0.000

The table above illustrates that correlation value between EI and entrepreneurial is 0.473 and coefficient of determination is 0.224 which is interpreted meaningful when $\alpha=5\%$. There is a meaningful relation between EI and rate of entrepreneurial in sport club managers in city of Isfahan. The formula used to anticipate at this model was: $Y=0.473X$

Finding & Conclusion

Our findings clearly showed a positive meaningful relation between EI and rate of entrepreneurial in sport club managers. The correlation index of EI and entrepreneurial, as is shown in the table, is 0.473, and the coefficient of determination is 0.224 which would be meaningful with α being assumed 5%. What is found and established by this article is absolutely converged with other limited findings in this field and confirms them as well. It's good to know that self control item has no meaningful relation with entrepreneurial. We believe this incoherence may be due to the different statistical population in comparison to other researches (Powhnall & Lowson, 2011). Studies done in organizations demonstrated that about 2/3 of people with great performance, are those possessed specific characters this research also proved this point in some levels and showed that successful entrepreneurs in both leading and behavior got more social skills than others. For successful entrepreneurs having more effective social skills would make their path of success smoother. Since there has been inadequate research due to how the issue is novel, both in EI and entrepreneurial aspects, it seems with further investigation in different organizations at management levels, it would be possible to declare same results in the mentioned field (Wiesenger, 2007).

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