

The impact of entrepreneurial vigilance on innovation by business model: An analytical study of opinions of a sample of administrative leaders in civil banks in Middle Euphrates Provinces

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Abstract:

The current study aims to test the impact of entrepreneurial vigilance in its dimensions (careful scanning and research, vigilant interconnectedness and communication, assessment and judgment) on innovation with the business model in its dimensions (renewal-based business model, competency-based business model). The research was based on the descriptive analytical approach. The study sample included 120 members of the directors and division chiefs of the civil banks in the central Euphrates governorates (Diwaniyah, Babylon, Holy Karbala, Najaf Al-Ashraf, and Al-Muthnah). In order to achieve the objective of the study, a virtual model was created to illustrate the nature of the relationship between the three variables of the study and the resolution was adopted as a main data collection tool. The resolution was distributed to (142) sample subjects and (130) resolution was restored, and many statistical methods were used including mean, standard deviation, variance factor, and structuring equation modeling, using (AMOS,20 and SPSS V.25) in diagnosing study variables and testing hypotheses.

The study reached several conclusions, the most important of which is the direct effect of entrepreneurial vigilance on innovation in the business model, which points out that bank managers have a strong desire to research for information, are keen on observing new ideas and have good capabilities in creating links between the unconnected fields of information. Their high ability to distinguish between profitable and unprofitable opportunities will strengthen their ability to apply new business models and cutting-edge banking delivery techniques.

Keywords- Entrepreneurial vigilance, business model innovation.

INTRODUCTION .I

The term entrepreneurship has been one of the most common terms especially in recent times, because it plays an important role in promoting and supporting the progress of the global economy and community development, as we are not surprised when everyone becomes entrepreneurs, wants to become entrepreneurs, or is seen as entrepreneurs. The scope of entrepreneurial vigilance is wide-ranging, and among these are the projects for mobile or food and delivery applications, since many pilot projects focus on technical aspects and mobile applications. Organizations should also endeavor to learn about all developments and changes in their external environment in order to prevent their work from unknown future risks and to take advantage of the opportunities that they sometimes offer for the continuous development, modernization and improvement of the overall work they do. The market still needs qualitative and innovative projects in areas that may be basic or secondary, but unserved and far from the radar of the general pioneers, through innovation and value-added technology.

While innovation in business models is critical to the success of new projects, understanding the emergence of business model innovation is daunting, as scientists have pointed out that the mechanisms that lead to business model innovation are under consideration. For new projects in the early stages of development, entrepreneurs play a dominant role. For example, the characteristics of entrepreneurs strongly shape the process of creating business models. Entrepreneurial vigilance is a characteristic that distinguishes business leaders from non-entrepreneurs. It allows businessmen to scan and research for new information, link and link previously disparate information, and assess and judge whether the new information represents an opportunity.

Study Methodology .II**First: problem of research**

The study problem can be clarified by raising the following questions:

1. What is the level of availability of entrepreneurial vigilance dimensions in the study sample banks?
2. 3. What is the level of availability of innovation dimensions in business models in the sample banks?
4. What is the relationship between entrepreneurial vigilance and business model innovation?
5. What is the impact of leading vigilance dimensions for business model innovation?

Second: importance of research

The importance of the study is summarized in its contribution to achieving the following:

1. Drawing the attention of the administrative entrepreneurial in the civil banks toward the importance of entrepreneurial vigilance as it represents an important and vital factor in achieving innovation in business models and consolidating their belief that it contributes to a great extent to achieving the best fit between the changing environment and their business model through employing entrepreneurial learning.
2. The importance of the study is reflected in the sector studied, namely the banking sector, which represents the basic pillar of economic development in the country in a way that promotes the growth and development of banking institutions, which constitute a vital component of the national economy.

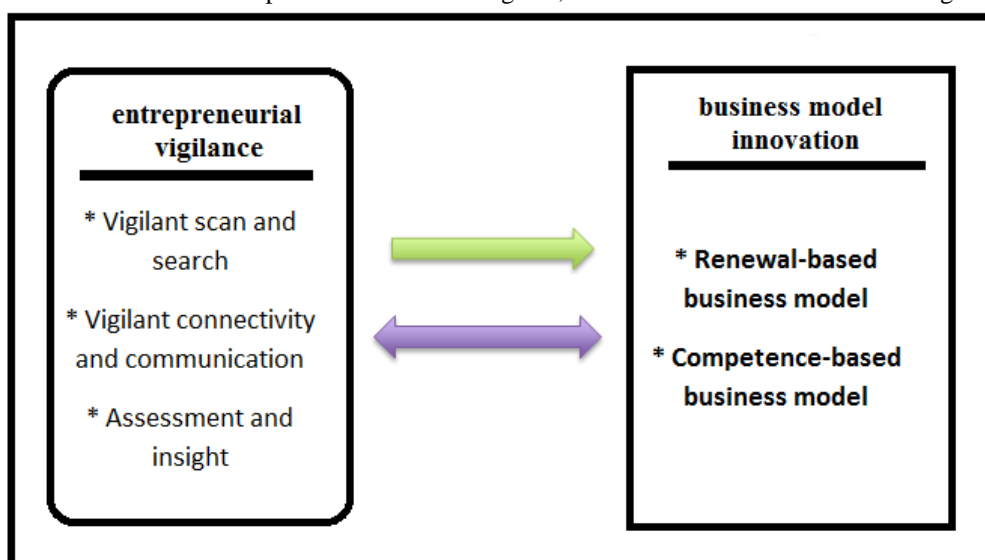
Third: objectives of Research

The study aims at:

- 1.1 Reveal the level of availability of leading vigilance dimensions (vigilant survey and research, vigilant interconnectedness and communication, careful assessment and insight) in the sample banks.
- 1.2 Check the level of capabilities available to the sample banks in business model innovation.
- 1.3 Test the direct impact of leading vigilance dimensions (vigilant scanning and research, vigilant connectivity and communication, vigilant assessment and insight) on innovation in business models.

Fourth: hypothesis scheme of research

Based on research problem and research goals, the default research schema is designed:



Figure(1) Research hypothesis chart

Fifth: Research hypotheses

According to the research schema, the following hypotheses arose:

- (H1: There is a significant correlation between the dimensions of entrepreneurial vigilance and innovation in business models. The following sub-assumptions emerge:
1. There is a significant correlation between vigilant research and innovation dimensions in business models.

There is a meaningful correlation between vigilant connectivity and communication and the .2
dimensions of innovation in business models.

There is a meaningful correlation between assessment, vigilant insight and the dimensions of .3
innovation in business models.

H2: There is a significant direct effect on the dimensions of entrepreneurial vigilance in innovation in
business models.

Part Two: Theoretical Framework

First: The concept of entrepreneurial vigilance

Entrepreneurial vigilance is defined as the tendency to observe and be sensitive to information about things, incidents and environmental behavior patterns, taking into account the problems of the organization and staff, unmet needs and preferences of customers, and new collections of resources (Fitouri & Zouaoui, 2021:235).

In order to provide a clearer picture of entrepreneurial vigilance and the intellectual and philosophical theses that I have addressed, it is desirable to mention a set of definitions that deal with entrepreneurial vigilance and that reference is made to its concept and table 1 showing these definitions.

Table 1 the views of some researchers on the concept of entrepreneurial vigilance

No.	Researcher/ year	Concept
1	Machado, et al., 2016: 86	A permanent state of constant awareness of the FAO environment, allowing entrepreneurs to capture market opportunities.
2	Samo, 2016: 127	The ability to add and make a big leap in understanding how to get new, distinct ideas to understand the opportunity recognition process.
3	Patel, 2018: 3	The ability of an individual to collect, select and transform information from external sources to identify market and industry gaps.
4	Wamdia, 2019: 337	The tendency to spend a significant part of the time on environmental stewardship to look for profitable opportunities.
5	Adomako, 2020: 5	3-D behavioral construction involving survey, research, connectivity, judgment and evaluation.
6	Bueckmann-Diegoli & Gutierrez, 2020: 2	Conscious awareness and the ability to see opportunities better than others.
7	Chavoushi et al., 2020: 15	Having distinct mental models in response to environmental incentives that arise from differences in cognitive richness and connection.
8	Cavaliere et al., 2021:1	The ability of an individual to recognize new opportunities that others are not aware of.
9	Fitouri & Zouaoui, 2021:235	Entrepreneurial ability to detect changes in the environment and profitable opportunities previously ignored.
10	Al-Murshedi, 2021:337	The process of differentiating pioneers with a high degree of innovation, thinking and observability in the business environment enabling them to seize profitable investment opportunities and benefit from them and avoid potential threats.

Second: The importance of entrepreneurial vigilance

Entrepreneurial vigilance brings many advantages to organizations, the most important of which can be identified as follows:

1. Significantly helps to highlight the entrepreneurial opportunities (Daed & Bashkali, 2020:500).
2. Entrepreneurial vigilance plays a central role in generating new and exciting ideas and successful businesses in the context of creating new or existing projects (NENEH,2019:274).
3. Entrepreneurial vigilance plays a key role in improving the entrepreneurial behavior of pioneers by helping to identify patterns and opportunities in the early stages of the organization's development, and

by contributing to the formation of a continuous base for adaptation during the opportunity development phase (PATEL, 2018:4).

4. Entrepreneurial vigilance provides the pioneer with the opportunity to constantly test his environment, gain more knowledge about it, and take advantage of profitable opportunities (BHATT et al., 2020:720).

5. It helps individuals develop the ability to discover opportunities, enabling them to identify market gaps that others have ignored (Samo & Hashim, 2016:7).

6. It plays an important role in the creation, performance, growth and survival of the new organization, as well as enhancing its strategic agile (sharma, 2018:5).

Third: The dimensions of entrepreneurial vigilance

(Tang et al., 2012:9) three dimensions of entrepreneurial vigilance are identified: Vigilant scanning and Research, vigilant correlation and communication, and judgment and insight Evaluation and judgment.

1. Vigilant Scan and Research

Careful scanning and research allows businessmen to be hard-working and unconventional in their attempts to probe new ideas. This dimension of vigilance helps entrepreneurs build a wide range of industry-relevant information. The information sought is the individual's sensory store, which provides a brief store of information in its original form (Tang et al., 2010:8). This dimension corresponds to the claim that opportunity perception involves pre-existing knowledge, preparedness, and preparedness for new opportunities (Adomaco et al., 2017:6).

2. Vigilant connectedness and communication

Vigilant connectedness and communication focus on receiving new information, innovation and building extensions in logic. It's how to apply or extend information. Interconnectivity enables people to connect in a large way so that unprecedented long distance communication can be made (Tang et al., 2010:9). Accordingly, individuals eventually link new information to areas that seem irrelevant to generate a new idea. This dimension focuses in particular on the application and expansion of information in relation to the area of interest. The process of interpreting information gathered from stage 1 helps individuals make specific connections and modify their current views (Kadile & Biraglia, 2020:6).

3. judgment and vigilant vision

Individuals assess whether the new information collected in relation to existing information fits their knowledge framework, and evaluate the content of new information as a business opportunity (Kadile & Biraglia, 2020:6). It focuses on judging whether the opportunity has a profit potential, that the objective of the organization can be measured quantitatively (financially) and qualitatively (non-financial) (FATOKI, 2014:725). In assessing and assessing whether the opportunity has arisen from new information, the entrepreneur exercises two-stage insight (Tang, 2012:80). :

First: Attention and opportunity for the third person

Second: Evaluation and first person's opportunity

Fourth: The concept of business model and innovation of the business model

The concept of the business model has become a common concept in business and management. However, he suffers from a contradiction between high popularity and severe criticism, which hampers the positive development of academic discourse about the concept of the business model and the approach to business model innovation (Lindgren, 2017:127-128). Although the term is widely used in recent strategic literature and practitioners' discussions, the concept of the business model itself is criticized for its lack of clarity. This is due to a number of different methods and definitions that have been introduced over the past decade (Waldner & Poetz, 2015:5).

Table (2) Business Model concepts

No.	Researcher/ year	Concept
1	Hartmann et al., 2013: 5	Modify or introduce a new set of key components – internally focused or externally shared – that enable an organization to create the right value.
2	Foss & Saebi, 2015:5	The architecture chosen by FAO for the creation of value and acquisition mechanisms.
3	Mustafa, 2015:344	Design or architecture "defines or narrates the flow of products, services and information" by "forming cross-border transactions" in order to "generate value and capture part of it" "in the network of various actors and their roles".
4	Andreini & Bettinelli, 2017:31	A guiding logic that links technical potential with the recognition of economic value.

5	Kriss,2020:1	An outline of how the organization plans to make money through its products and customer base in a given market.
6	Al.Sudane&Saheb, 2020:348	The way in which the Organization creates, brings and benefits value.
7	Shakeel et al.,2020:8	The logic of the organization that helps develop proposals, deliver value, and achieve a viable cost and revenue.
8	Hamani&Simon, 2020:3	A new unit of analysis that provides a systematic perspective on how to do business, including cross-border activities (performed by a central organization or others), focusing on value creation as well as value acquisition.
9	Daulay et al.,2021:4	A conceptual tool consisting of a set of elements and their relationships in expressing the logic of the organization's work.
10	Hamani&Simon, 2020:1	A system of interrelated activities that transcend and cross the boundaries of the central organization.

Business model innovation is a dual-nature structure that combines two concepts, the Business and Innovation Model (Ibrra et al.,2020:4). Innovation involves innovation, modernity and change, and we usually think of it as a positive concept, and innovation is not just about new products and services - it's about business model innovation, in other words, changes in the way organizations create, deliver, and benefit from value (jørgensen&Pedersen, 2018:68).

The concept of innovation does not differ according to the different points of view of the books and researchers, as well as the different approaches that each of them is interested in and the goals to be achieved. Although there are many definitions of innovation, they all refer to something new (act) (Taran& Boer, 2015:303-304). It is known as a process that leads to the kind of change that organizations want, including contributing to the profit that results from the use of new technologies or products (Mozher, 2009:116).

Fifth: The importance of business-model innovation

One key explanation for the great interest in the business model is that the business model can create a new form of innovation, which is likely to create more sustainable competitive advantages than other forms of innovation (Harima& Vemuri, 2015:33). According to (Abdelkafi et al.,2013) Business model innovation addresses changes in the value dimension of the organization's business model, and provides a sustainable competitive advantage and facilitates responsiveness to change in the environment (Hamani&Simon, 2020:1). To ensure that the Organization remains competitive and increases its market share, organizations must adopt an effective business model to manage their core capabilities. Organizations should rely on a business model that is appropriate to their activities and area of work, and a good knowledge of the needs of stakeholders (Al.Sudane&Saheb, 2020:347). The business model illustrates the logic, data and other evidence supporting the value proposition to the customer and a workable revenue and cost structure for the organization providing that value. In short, he talks about "how an organization can earn income or make money" (Zhao, 2021:3).

A wide range of literature emphasizes that business-model innovation is vital to the survival of the Organization and the performance of business. I have thus started to attract considerable attention due to the increased opportunities for the new business model enabled by changing customer expectations, technological progress, and deregulation (Ramdani et al.,2019:2). In addition, the business model can also serve as a link between technological innovation and customers or between technology and resources in an organization, the business model can also be used as a tool to mediate between technology or ideas and potential customers, as this objective will have an impact on the way the organization can obtain and present value to customers (Daulay et al., 2021:4-5).

Sixth: Dimensions of innovation by business model

There are several dimensions to the business model, but our study focused on the Renewal-based Business Model and the Competency-based Business Model:

1. Renewal-based Business Model

Innovation-based business model innovation points to new ways of conducting economic exchanges among different participants (Yu et al.,2020:3). This can be achieved, for example by linking previously unconnected parties, by connecting participants in transactions in new ways, or by designing new transaction mechanisms. These design attributes are not perpendicular (for example, new design elements may lower transaction costs), nor are they inconsistent: Both may exist in the design of any particular business model (Zott& Amit, 2006:3).

2. Competency-based business model

Entrepreneurs have an alternative way of creating wealth by replicating existing business models or offers. In other words, traditional entrepreneurs may choose to do things similar to existing organizations, but do them more efficiently (ZOTT&Amit, 2006:10). Competency-based Business Models refer to the efforts that organizations can take to achieve transactional efficiency (i.e. reducing transaction costs for all participants) (Zott and Amit, 2008: 4). The innovation of the efficiency-focused business model aims to reduce transaction costs for participants in the business, and points to new measures being taken by organizations to achieve business efficiency (Yu et al.,2020:3).

Part Three: The practical aspect .III**First: Test normal distribution of data**

The test of natural distribution is one of the most important distributions used in many fields, ranging from the human sciences to the pure sciences. The main objective is to determine the type of distribution to which the data is subject, its accuracy and how it is centered if it is at or near the origin or if its distribution is skewed or flat, which can be determined by the normal distribution curve determined by the evaluation of the data under study (Goncharenko, 2017:95).

Table (3) Tests the normal distribution (bloating and twisting) of research variables

Variables and dimensions	Bleach Kurtosis	Standard error	Z Kurtosis	Twisting Skewness	Standard error	Z Skewness
ASS	-0.552	0.222	-2.486	-1.036	0.44	-2.355
AAC	-0.531	0.222	-2.392	-1.032	0.44	-2.345
EJ	-0.261	0.222	-1.176	-1.013	0.44	-2.302
Entrepreneurial vigilance EntAle	-0.434	0.222	-1.955	-0.768	0.44	-1.745
NCBM	-0.485	0.222	-2.185	-0.424	0.44	-0.964
ECBM	-0.211	0.222	-0.950	-1.068	0.44	-2.427
Innovation with the business model BusModInn	-0.456	0.222	-2.054	-0.414	0.44	-0.941

Second: Stability of measuring tool

This is because the measurement tool is fixed in the light of certain conditions and data, and it is affected by the time and place times of measurement, the specific problem and the characteristics of the evaluators. Stability testing is one of the most important pillars of measurement tools and it is important for research results to be highly confident and appreciative (Livingston et al. 18:23). It is a gauge (Cronbach alpha) is one of the most important and popular measures used to measure resolution stability, if the test value is less than 60%, this is a poor indication of stability while stability is acceptable over 70% and stability is good at (80%) and above (Sikrana, 2003: 311). Table 4 shows the structural truthfulness and stability parameters of the current research measurement tool.

Table (4) Stability and structural truthfulness coefficients at the level and sub-dimensions of the main variables

No.	Key variables And its sub-dimensions	value of alpha Cronbach	value of the structural validity coefficient
1	Vigilant scan and research	0.931	0.965
2	Vigilant connectivity and communication	0.885	0.941
3	Evaluation and judgment	0.901	0.949
6	Entrepreneurial vigilance	0.948	0.973
10	Renewal-based Business Model	0.893	0.945
11	Competency-based Business Model	.8780	0.937
12	Innovation with the business model	.9380	0.969

Third: Analysis, description and diagnosis of the results of the study

1 describe and diagnose the entrepreneurial vigilance variable

– Description and diagnosis after a vigilant scan and research

The general weighted mean of the vigilant survey and research dimension was 3.889 with a general standard deviation of 0.956 and a relative difference factor of 24.57% and the severity of the response (77.79%), and this dimension received a " high " response level which confirms its importance at the sample level.

Table (5) Descriptive statistics for the following day of vigilant scanning and researching

No.	mean	S.D	C.V	%	Answer level	Order
The bank's management has frequent interactions with other banks to obtain new information.	3.857	1.011	26.21	77.14	high	4
Bank management is always keen to monitor new ideas when researching for information.	3.908	1.097	28.07	78.15	high	3
The bank's management is interested in following news, reading magazines and commercial publications regularly to obtain new information.	3.849	1.055	27.41	76.97	high	5
The bank's management is keen to surf the Internet every day for new ideas.	3.790	1.040	27.45	75.80	high	6
The bank's management has a strong tendency and desire to seek information.	3.983	1.135	28.49	79.66	high	1
The bank's management has the characteristic of actively researching for new information on an ongoing basis.	3.950	1.185	30.00	78.99	high	2
The general average of the scan dimension and the vigilant Research	3.889	0.956	24.57	77.79	high	-

- Description and diagnosis of the following vigilant interconnection and communication:

The general weighted mean of the vigilant correlation and communication dimension (3.824), with a general standard deviation of 0.958, a coefficient of relative variation (25.07%) and an intensity of the response (76.47%), was achieved with a " high " response level, which confirms its importance at the sample level.

Table (6)

Descriptive statistics for vigilant networking dimension and communication

No.	mean	S.D	C.V	%	Answer level	Order
The bank's management has the ability to create linkages between parts of information that appear to be unrelated.	3.798	1.046	27.54	75.97	high	3
The bank management has good interconnection capabilities.	3.874	1.070	27.62	77.48	high	1
The bank's management has the ability to create links between previously unconnected areas of information.	3.798	1.030	27.11	75.97	high	2
The overall rate of a dimension AAC vigilant Interconnect and Communication	3.824	0.958	25.07	76.47	high	-

- Description and diagnosis after evaluation and judgment

The general weighted mean of the evaluation and judgment dimension (3.672) with a general standard deviation of 1.018 and a variation coefficient of 27.71% and the severity of the response (73.45%), this dimension has received a " high " response level which confirms its importance at the sample level.

Table (7)

Descriptive statistics for the evaluation and judgment dimension

No.	mean	S.D	C.V	%	Answer level	Order
Bank management has an internal sense and intuition of potential opportunities.	3.672	1.018	27.71	73.45	high	3

Bank management can easily distinguish between profitable and unprofitable opportunities.	3.815	1.104	28.95	76.30	high	1
The bank's management has the ability to invest high-value opportunities and ignore low-value opportunities.	3.496	1.261	36.08	69.92	high	4
When a bank's management faces many opportunities, it is able to choose the best opportunities.	3.714	1.165	31.38	74.29	high	2
The overall rate of a dimension Assessment and judgment EJ	3.672	1.018	27.71	73.45	high	-

Thus, the leading vigilance variable achieved a general weighted arithmetic mean of 3.796 and its standard deviation value (.8080), which indicates that the sample's answers are dispersed from its mean. The relative difference factor (21.30%) and the achieved response strength (75.92%) thus achieved a "high" response level indicating that this variable has a high importance rating according to the responses of the sample members.

Table (8)
Descriptive statistics for the leading vigilance variable

Dimensions	mean	S.D	C.V	%	Answer level	Order
Ass. Vigilant Scan and Scan	3.889	0.956	24.57	77.79	high	1
AAC vigilant Interconnect and Communication	3.824	0.958	25.07	76.47	high	2
Assessment and judgment EJ	3.672	1.018	27.71	73.45	high	3
The general rate of a variable Entrepreneurial vigilance Entale	3.796	0.808	21.30	75.92	high	-

2 describe and diagnose innovation with the business model – Describe and diagnose the renewal-based business model

The general weighted average of the business model dimension of renewal was 3.687 with a general standard deviation of 0.877 and a relative variation coefficient of 23.78% and severity of the answer (73.73%), which received a " high " response level, which confirms its importance at the sample level.

Table (9)
Descriptive statistics for the renewal-based business model dimension

No.	mean	S.D	C.V	%	Answer level	Order
The bank's business model offers new sets of services and information.	3.778	1.037	27.45	75.56	high	1
The bank is keen to offer new incentives to participants in joint deals with it.	3.487	0.964	27.65	69.75	high	10
The business model gives the bank access to an unprecedented variety of services.	3.647	0.962	26.37	72.94	high	8
The bank's business model links the participants in transactions to new ways.	3.664	0.914	24.94	73.28	high	7
The bank's business model adopts new trading methods.	3.597	1.115	30.99	71.93	high	9
The bank's business model is creating new and consistently profitable ways.	3.714	0.940	25.31	74.29	high	6
The bank's business model creates new revenue windows.	3.756	1.025	27.28	75.13	high	3
The bank's business model offers new ideas, techniques and services.	3.731	1.014	27.18	74.62	high	4
The Business Model introduces the bank to new business procedures, practices, and specifications for services.	3.773	1.037	27.48	75.46	high	2
In general, our bank's business model is new compared to its competitors.	3.723	1.073	28.82	74.45	high	5

The overall rate of a dimension Renewal based Business Model NCBM	3.687	0.877	23.78	73.73	high	-
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– Describe and diagnose the dimension of the competency-based business model

The general weighted mean of the competency-based business model dimension was 3.619 with a general standard deviation of 0.841 and a relative variation coefficient of 23.24% and severity of the answer (72.39%), which received a " high " response level, which confirms its importance at the sample level.

Table (10)
Descriptive statistics for the competency-based business model dimension

No.	mean	S.D	C.V	%	Answer level	Order
The bank is keen to reduce transaction costs for participants in the business model (e.g. partners, suppliers, customers)	3.420	1.161	33.94	68.40	high	9
Most customers believe that the bank's transaction procedures are simple.	3.067	1.240	40.43	61.34	Moderate	10
The business model provides a bank with a small number of transactional execution errors.	3.639	1.047	28.79	72.77	high	7
The bank is interested in reducing costs (e.g. marketing and sales costs, transaction costs, communications costs)	3.706	0.960	25.90	74.12	high	5
The bank's business model is changeable (i.e. it can handle a small number plus a large number of transactions)	3.689	1.031	27.95	73.78	high	6
The bank has a business model that allows participants to make wise decisions.	3.571	1.046	29.29	71.43	high	8
Transactions at the bank are transparent: The flow of transactions and the use of information and services can be verified.	3.731	0.997	26.73	74.62	high	4
The bank is keen to provide information to participants to reduce their unequal level of knowledge regarding the quality and nature of the service	3.782	1.035	27.36	75.63	high	2
The bank is interested in providing access to a wide range of services, information and other business model participants.	3.815	1.049	27.51	76.30	high	1
The bank's business model generally provides a high transaction efficiency.	3.773	1.029	27.26	75.46	high	3
The overall rate of a dimension ECBM Competency-based Business Model	3.619	0.841	23.24	72.39	high	

The business model innovation variable achieved a general weighted average of 3.653 and a standard deviation value of 0.770, which indicates that the sample's answers are dispersed from its mean. The relative difference factor (21.09%) and the severity of the response achieved was (73.06%) thus achieving a "high" response level indicating that this variable was of high importance according to the responses of the sample members.

Table (11) Business model innovation variable metadata

Dimensions	mean	S.D	C.V	%	Answer level	Order
After the business model Renewal based on NCBM	3.687	0.877	23.78	73.73	high	1
After the business model ECBM efficiency based	3.619	0.841	23.24	72.39	high	2
The general rate of a variable Innovation with the Buscomadv business model	3.653	0.770	21.09	73.06	high	

Fourth: Research hypotheses

correlation hypothesis .1

In order to accept the first key hypothesis of non-acceptance, the simple correlation coefficient between the leading vigilance variable (independent variable) and the business model innovation variable (adopted variable) has been tested. In fact, it is clear from table 12 that there is a very strong and significant positive correlation between entrepreneurial vigilance and innovation in the business model, as the value of the correlation coefficient between them (0.731**), which is a moral value (1%), i.e. a confidence rate (99%).

Table (12) The coefficients linking leading vigilance with its dimensions and innovation with the business model

independent variable Dependent variable	Vigilance Entrepreneurial	Entrepreneurial vigilance dimensions		
		Vigilant scan and research	Vigilant connectivity and communication	Evaluation And governance
Innovation with the business model	.731**	.650**	.645**	.600**
Sig. (2-tailed)	.000	.000	.000	.000
There is a very strong and meaningful positive correlation at 0.01 between leading vigilance and innovation in the business model				Result (decision)

influence hypothesis .2

Test Main hypothesis 2: (There is a significant direct impact to the dimensions of entrepreneurial vigilance in innovation in business models.)

Figure 2 shows the significant effect of the entrepreneurial vigilance variable in business model innovation. The value of the standard parameter estimate has been (0.73), which means that a change in the level of entrepreneurial vigilance in one unit will affect innovation in the business model by a rate of (73%) at the level of the sample national banks. When you check this value, we notice that it is significant because the critical ratio value (C.R.) The amount (11,634) shown in the table (36) is a significant value at a significant level (0.000).

The apparent value above the business model innovation variable in Figure 2 is the determination factor (R²) of 0.53, which means that changes in business model innovation (53%) are due to the change in entrepreneurial vigilance and the remaining 47% due to other variables not included in the study model. The results of the model matching indicators were in the assigned acceptance rule, with RMR (0.052) less than its acceptance value (0.08).

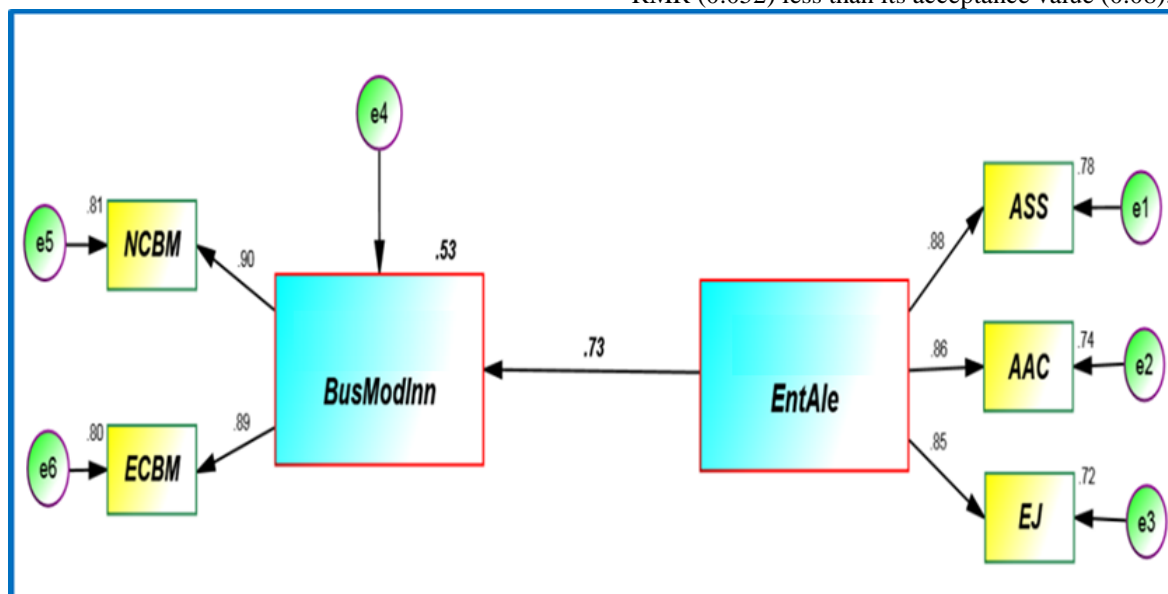


Figure (2)

The impact of entrepreneurial vigilance on innovation by the business model

Table (13) Paths and parameters to test the impact of entrepreneurial vigilance on business model innovation

path			Standard slope weights	Non-standard Rating	Standard error	Critical ratio	Significant ratio
Entrepreneurial vigilance	- - >	Innovatiby business model	.731	.740	.064	11.634	***
Entrepreneurial vigilance		ASS	.884	1.025	.050	20.536	***
Entrepreneurial vigilance		AAC	.859	.952	.052	18.220	***
Entrepreneurial vigilance		EJ	.849	1.023	.059	17.463	***
Innovation with the business model		ECBM	.892	.974	.045	21.451	***
Innovation with the business model		NCBM	.901	1.026	.045	22.585	***

Four Part: Conclusions and recommendations .IV

Conclusions .a

This section reflects the results of the study derived from the process of statistical description and hypothesis testing, as follows:

1. The results of the study showed that sample individuals (bank managers) have a good level of vigilant scanning and scanning capability.
2. The results of the study found that the sample individuals have a good level of vigilant interconnectedness and communication capabilities.
3. The findings of the study concluded that the sample individuals have a good level of governance and assessment capabilities, i.e. they have a high capacity to assess opportunities and distinguish between profitable and unprofitable opportunities, thus increasing their ability to choose the best opportunities available in the environment.
4. The results of the study revealed a high level of interest on the part of the sample banks in the dimension of the innovation-based business model.
5. The results of the study showed a high level of distance from the efficiency-based business model, which was clearly demonstrated by the interest of bank administrations and their keen interest in achieving efficiency in all banking transactions.
6. The analysis results showed that there are moral linkages between entrepreneurial vigilance and its dimensions (careful research and survey, careful engagement and communication, assessment and governance) and business model innovation.
7. The results of the study revealed a direct impact of entrepreneurial vigilance on business model innovation. .

Recommendations .b

1. Banks should give the sample of the study great attention to developing the survey and research capabilities of bank managers and enhancing their knowledge stock.
2. Initiating a training and development program for the managers of the sample-studied banks to enhance their capabilities in the field of assessment, judging the available opportunities, choosing the best opportunities and distinguishing between profitable and unprofitable opportunities.
3. Sample research banks should benefit from investigation, research, interconnection, communication, evaluation and insight of bank managers in the field of entrepreneurial vigilance.

Committed to experimenting and implementing new business models, offering a new and diverse .4
range of banking services that have never been provided by competing banks, and finding new ways to
profit consistently.
Companies need to constantly rethink their business models by rethinking what banks offer in .5
banking, or by continuously redesigning the value chain of their services to achieve higher value.
Banks in the study sample need to enhance and develop the connectivity and communication .6
skills of bank managers, continuously enrich their strategic ideas portfolio, and improve their ability to
achieve correlation between seemingly unrelated information.

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