

**26<sup>th</sup> Meeting of the Wiesbaden Group on Business Registers  
- Neuchâtel, 24 – 27 September 2018**

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Session N.3 - Integrated Statistical Register Systems

**The profile of entrepreneurs in international trade businesses**

**Abstract**

*The recent experience resulting from a European project (“BDTEC”) has led to the development of an integrated database allowing the identification of different types of enterprises and the production of statistical indicators related to TEC (Trade by Enterprises Characteristics), BD/EIP (Business Demography and Entrepreneurship indicator program), SBR (Statistical Business Register) and SBS (Structural Business Statistics) topics. Moreover, the availability of a consolidated informative data structure for self-employment and entrepreneur built upon the Linked Employer–Employee Database (LEED), allows the integration of additional information useful to describe socio-demographics characteristics of people involved in decisional processes (entrepreneurs) driving internationalized firms.*

*The resulting set of integrated data can be used to study the features of the entrepreneurial profile together with its company performance in terms of growth, job creation and productivity. Moreover, it is possible to analyze how the ethnic composition of the labor force affects the business internationalization strategy, as well as the presence of immigrant entrepreneurs has any positive effect on the access to the import/export trade from/to the country of birth.*

*This paper describes some results obtained by applying a multidimensional analysis carried out in order to delineate different profiles of traders taking into consideration the combination of countries import/export combined with the country of birth of the entrepreneur and/or the composition of workers.*

*Three clusters can be identified: 1) Domestic companies that export, no foreigners (neither entrepreneurs nor workers); 2) Companies that export, at least one foreign entrepreneur (calculation of the composition between foreigners and Italians, composition by country, calculation of the compositions of foreign / Italian workers); 3) Companies that export, all entrepreneurs are Italians, workers at least one foreigner.*

*For each type of cluster both the characteristics of the entrepreneur in terms of age, sex and education, and the characteristics of the enterprise in terms of growth and performance are analyzed.*

*Keywords: Trade, entrepreneurs, business demography*