

A localised participatory research agenda for social enterprises: an application in Palestine

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Enrico Testi

*ARCO Action Research for CO development and Yunus Social Business Centre
University of Florence, PIN srl, Prato, Italy*

Fadi Kattan

*Faculty of Business Administration and Yunus Social Business Centre,
University of Bethlehem, Bethlehem, Palestine*

Rabeh Morrar

*Economic Department, An-Najah National University, Nablus,
Palestine, and*

Vittoria Vineis

ARCO Action Research for Co-development, PIN srl, Prato, Italy

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Abstract

Purpose – The purpose of this paper is to propose a methodology to create a localised participatory research agenda (LPRA) for social enterprises (SEs) to bridge the gap between the information needs of stakeholders in SE ecosystems (SEEs) and academics.

Design/methodology/approach – The methodology incorporates a literature review, semi-structured key informant interviews and a questionnaire. A participatory approach was used engaging stakeholders of the SE sector in Palestine to elaborate the research agenda.

Findings – The proposed LPRA methodology, centred on localised and participatory engagement, has shown effectiveness in bridging the gap between stakeholders and academics in SEs research. Piloted in Palestine, it provided relevant insights and enabled the grassroots identification of policy directions to improve the local SEE. Being tested in the specific context of Palestine, the methodology demonstrates considerable adaptability to different maturity levels of SEEs and varied socio-economic environments. Nonetheless, further research is necessary to refine the LPRA methodology and determine its suitability in diverse SE contexts.

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Practical implications – The present methodology offers the advantage of involving local stakeholders, enabling their participation in the construction of knowledge and serving as a possible tool for researchers to fulfil the Third Mission of the university. The methodology could be particularly useful in contexts that have uncommon political, economic or social features and need a tailored approach when building research questions and answers for local stakeholders; in contexts where non-local researchers could use the methodology to mitigate biases stemming from the application of non-local perspectives; and when the research is aimed at the creation of useful knowledge for the development of the ecosystem.

Originality/value – Conventional research agendas are typically developed by academics based on literature reviews. Such agendas, even if valuable for furthering research, often do not have a geographical focus and neglect the needs of diverse stakeholders in the SEE. The LPRA for SEs addresses this gap by providing a methodology able to include local SE stakeholders in building a research agenda tailored to address their specific information needs.

Keywords Social enterprise, Research agenda, Social enterprise ecosystem, Stakeholder engagement, Palestine

Paper type Research paper

1. Introduction

Social enterprises (SEs) are widely recognised as a significant instrument for offering innovative solutions to environmental and social issues. Additionally, they play a crucial role in creating inclusive employment opportunities for individuals who are typically marginalised from the labour market, as noted by [Defourny and Nyssen \(2006\)](#). Scholars often refer to SEs as “hybrid organisations”, aligning the pursuit of social and environmental objectives with economically sustainable business models, as asserted by [Battilana and Lee \(2014\)](#), [Doherty et al. \(2014\)](#) and [Eldar \(2017\)](#).

The substantial contribution of SEs to sustainable development and human flourishing has been thoroughly explored by researchers. The social mission of SEs frequently aligns with the fundamental principles and priorities of sustainable development, as documented by [Huybrechts \(2017\)](#) and [Seelos and Mair \(2005\)](#). In this regard, SEs are viewed as potential catalysts for grassroots innovations, addressing local needs by interpreting the demands articulated by local communities, as highlighted by [Seyfang and Haxeltine \(2012\)](#). The connection between SEs and sustainable development has been extensively examined, with [Hudon and Huybrechts \(2017\)](#) providing in-depth analysis. Recent contributions on this topic underscore the role of SEs, and the social economy in general, in localising the Sustainable Development Goals ([Lee, 2020](#); [Neiva et al., 2020](#)).

However, despite the international debate on SEs and their potential role in alleviating societal drawbacks and in promoting human development, in many countries, there is still not a definition or clear understanding of the features of SEs and the role they can play in local and human development. Indeed, this ambiguity poses challenges to the legitimacy of the concept and the formulation of policies supporting the growth of SEs ([Short et al., 2009](#) and [Koa et al., 2018](#)).

Consequently, research and academic institutions in such countries are tasked with a significant role in the initial development of the SE ecosystem (SEE), which entails both clarifying the concept of SEs and related terms such as social business ([Yunus, 2010](#)), social entrepreneurship and social innovation to diverse stakeholders and proposing culturally, socially and economically sound actions and policies to support their robust development. This role, which falls largely into the Third Mission of universities, could be supported by using research tools that use participatory mechanisms to offer a bridge between their activities and the needs and expectations of external stakeholders ([Pinheiro et al., 2015a](#); [Pinheiro et al., 2015b](#); [Compagnucci and Spigarelli, 2020](#)). The design of localised research agendas that can aggregate and address the information needs of local stakeholders, translate them into research questions and, subsequently, deliver useful research results to such stakeholders could be a

useful tool to enhance universities' role in developing the SEE. However, as we will show in the literature review, research agendas often embrace a purely academic perspective overlooking the needs and points of view of other stakeholders such as policy makers and SE support organisations. For this reason, the present paper aims to develop a methodology for constructing research agendas on SEs by directly engaging a diverse array of stakeholders within a specific territory: we term the outcome of this participatory approach a localised participatory research agenda (LPRA). The methodology has been tested in Palestine thanks to a project financed by the Italian Agency for Development Cooperation.

The proposed methodology was tested in Palestine, a country which is plagued by adverse political and economic conditions and faces a multitude of unmet institutional, technical, economic, social, and environmental needs. The already precarious situation has been further exacerbated in the past years by the economic and social repercussions stemming from the COVID-19 pandemic and the current and continuous political unrest in the country. Given the economic, social and environmental challenges hindering Palestine's attainment of a satisfactory level of human and economic development, SEs could be a valuable tool for addressing pressing social issues while fostering sustainable economic growth. It should be noted that the SEE in Palestine is still at an early stage of development, SEs are not well known to the government and other stakeholders and their potential is still underused (Koa *et al.*, 2018). Therefore, by focusing on this complex environment, the study pursues a twofold aim: providing insights into the adaptability and practical utility of the proposed methodology for a LPRA, while simultaneously supporting the development of the SEE in Palestine by outlining the research questions and topics intended to inform and guide both national and international stakeholders.

The paper is structured in four parts. In the first part, we propose a literature review on research agendas on SEs. In Section 2, we propose a methodology to build a participatory research agenda; in Section 3 of the paper, we describe how such methodology has been used in Palestine, the stakeholders involved and the results. The conclusions analyse the advantages and limits of the methodology and future research avenues.

2. Literature review

Given the methodological focus of our research, this section does not aim at providing a comprehensive literature review of the topic of research agendas; rather, it aims at outlining how most research agendas, on the topics of SEs and related concepts such as social entrepreneurship and social business, have been built.

According to Webster and Watson (2002), a literature review should not only scrutinise past research but also identify crucial knowledge gaps, motivating researchers to address these gaps in future studies. Various approaches to reviewing existing literature have been outlined by authors to gain a comprehensive understanding of a research topic, provide a conceptual foundation for future research and identify areas requiring further investigation (Paré *et al.*, 2015; Paré and Kitsiou, 2017; Snyder, 2019).

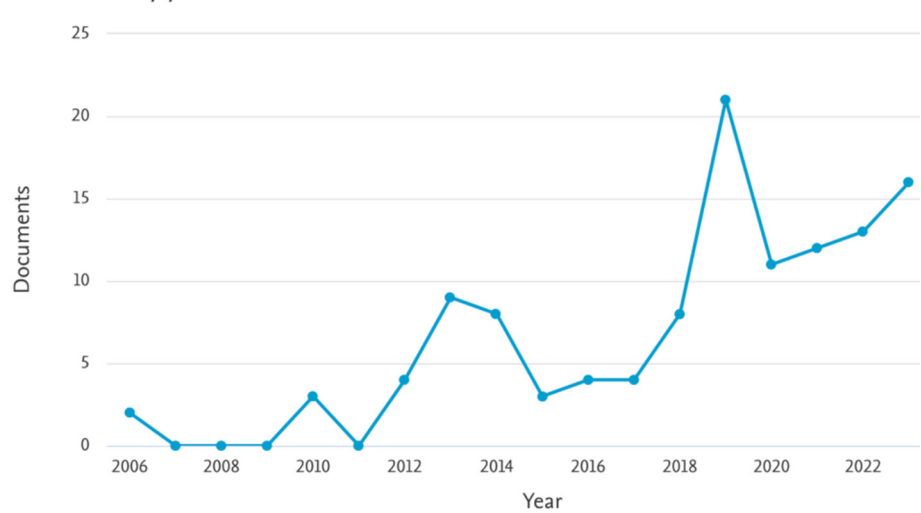
First, a narrative literature review offers an overarching view of a topic, recognising general trends over time. This approach involves gathering and synthesising literature to highlight the significance of a specific perspective, allowing researchers to strategically prioritise certain studies to emphasise a particular argument (Paré and Kitsiou, 2017). Integrative or critical reviews serve distinct purposes by assessing, critiquing and synthesising existing literature to foster the emergence of new theoretical and conceptual frameworks. Integrative reviews are commonly applied to new topics, aiming to "reveal strengths, weaknesses, contradictions, controversies, inconsistencies, and/or other important issues with respect to theories, hypotheses, research methods or results" (Paré and Kitsiou, 2017). Systematic reviews aim to identify all empirical research meeting pre-specified inclusion criteria to answer a clearly

formulated research question on a particular topic. Researchers can screen all relevant articles on a comprehensive citation database like Scopus or Web of Science. [Paré and Kitsiou \(2017\)](#) also identify scoping reviews (or semi-systematic reviews) that seek to present an overview of a potentially large and diverse body of literature pertaining to a broad topic. The authors posit that scoping reviews determine the value of undertaking a full systematic review to refine the research. Bibliometric analysis is an analytical technique sometimes used in systematic literature reviews to uncover themes, trends, topics and gaps ([Lim and Kumar, 2023](#)). Additionally, descriptive reviews extract specific characteristics from each study, such as publication year, research methods and data collection techniques, to identify patterns or gaps. Finally, realist reviews, commonly used in social sciences and management, aim to explain complex contexts, using case studies to test and modify initial theories.

To select meaningful sources for the literature review, a search on SCOPUS was performed using the following keywords “Research Agenda” AND “Social Enterprises” OR “Social Business” OR “Social Entrepreneurship”, in the time range 1996–2023 (4th December 2023). The search generated 118 results that fitted into one of the above-mentioned categories. Among these, 62 were articles, 17 reviews, 21 book chapters, 12 conference papers, 4 editorials, 1 conference review, 1 book and 1 erratum. We decided to select only articles and book chapters, to ensure credibility because of the process of peer-review, which resulted in a list of 82 documents. Of these, over 70% (58 of 82) were published during the period 2018–2023 ([Figure 1](#)).

All 82 documents were then further analysed using a two-step approach to select those that referred specifically to research agendas for SEs. The first step involved reading all the abstracts and excluding the papers that were not related to the topic of our research, for example, when “Social Business” was associated with “Social Capital” or “Impact Investing”. Papers that

Documents by year



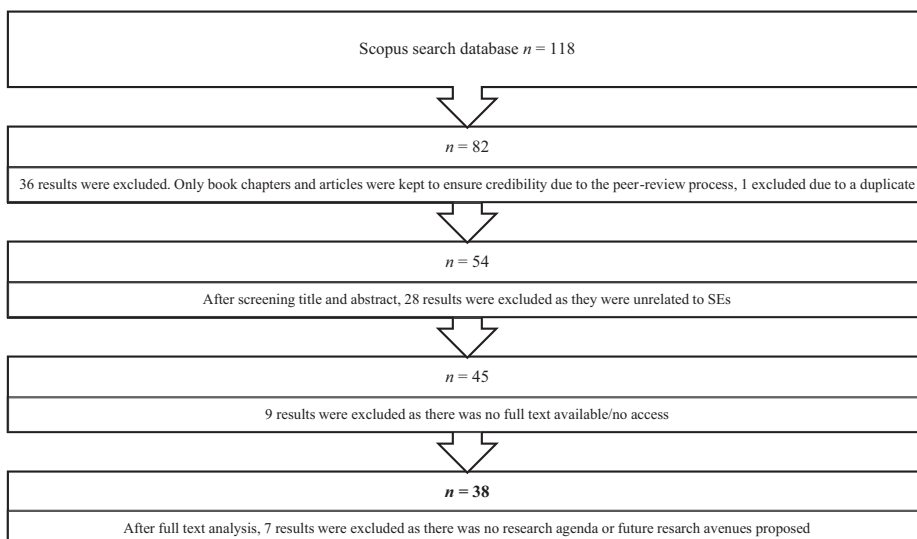
Source: Authors’ own elaboration on scopus

Figure 1. Papers and book chapters by year as a result of the search on Scopus for the words “research agenda” and “social enterprises” or “social business” or “social entrepreneurship”

consider SEs as a peripheral theme, for example, if the central topic was the “Circular Economy” but addressed SEs within that topic, were still considered. In addition, papers that focused on a specific aspect of social entrepreneurship, such as “Community Engagement” or “Value Creation”, were also kept. Following the first step, the number of documents object of our analysis was reduced to 54. Then, chapters of books and articles that were not accessible online were excluded from the analysis and did not pass to the next step. The number of documents was, thus, reduced to 45. In the second step, we read all the papers and divided them into two distinct clusters: papers proposing future research avenues on a specific topic and papers proposing a broad research agenda for SEs. Documents were excluded if the researchers were solely contributing to future research agendas but not proposing one. The second step resulted in the exclusion of seven papers. Overall, the final list contains 38 publications (cut-off: 4th December 2023, see [Appendix_1](#) research activities for the full list), of which 60.5% (23) propose a broad research agenda for SEs and 39.6% (15) outline research questions and avenues on a specific dimension of SEs ([Figure 2](#)).

[Table 1](#) shows the research activities used to develop the research agenda or research avenues.

In all, 11 documents built their research agenda using a systematic literature review to identify the gaps in the current literature; 4 performed a narrative review; 2 critically assessed a chosen number of articles in a Special Issue, of which one also did a systematic literature review; and 3 performed a detailed bibliometric analysis. The research agenda is usually elaborated with the author’s suggestions and conclusions, but in one case (Rapid Evaluation Assessment), the authors’ enlarged the brainstorming to a group of other academics during research workshops and events. The research avenues generally stemmed from an integrative literature review, which allowed the elaboration of a conceptual framework (53.3% of research avenue cases). These conceptual frameworks permitted to outline some precise sub-topics of the SE domain, allowing to identify detailed research



Source: Authors’ own elaboration

Figure 2. Flow chart depicting the process of the study selection for the literature review

Table 1. Research activities to elaborate research agendas and research avenues

Research activities	Research agendas	Research avenues	Total
Integrative literature review	1	8	9
Integrative literature review and quantitative study	0	12	12
Narrative literature review and quantitative study	0	1	1
Systematic literature review	11	1	12
Bibliometric analysis	3	1	3
Narrative literature review	4	2	6
Critical analysis of articles part of a special issue	1	1	2
Systematic literature review and critical analysis of articles part of a special issue	1	0	1
Narrative literature review and case study	1	0	1
Rapid evidence assessment	1	0	1
Total	23	15	38

Source: Authors' own work

avenues and questions. This short literature review shows that there is no evidence of authors involving stakeholders, other than from the academic field. Considering these results, in the next section of this paper, we propose a methodology for the construction of a participatory research agenda for SEs.

3. Methodology

The methodology that was elaborated and applied in the Palestinian context, consisted of seven steps (Figure 1). The first step (Step 1) covered a literature review and desk analysis of policy documents/grey literature on social enterprises (and related concepts such as social entrepreneurship and social business) in Palestine. The aim of this step was to not only understand the existing knowledge and research gaps useful for the construction of the research agenda but also identify an initial list of key informants, such as public officials of relevant ministries, academics and practitioners involved in the field of SEs, for example, consultants, project managers of non-governmental organisations (NGOs) promoting SEs, social entrepreneurs, etc. After the literature review, the research team ended with a first list of 11 key informants (Step 2).

The third step (Step 3) consisted of key informant interviews (KIIs). The interviews were semi-structured (Appendix 2_KIIs) and served a dual purpose: understanding the topics that the key informants deemed important and needed to be addressed in research on SEs (Step 4); and identify other key informants through the snowballing technique (Step 3.1) (Parker et al., 2019).

During the interview, the key informants were asked initial questions concerning their role in the organisation and experience in the field of SEs. To ensure that responses pertained specifically to SEs and not to other types of organisations, such as NGOs or for-profit companies engaging in corporate social responsibility, researchers asked the key informants to provide their definition of SE and clarified that all questions in the interview would refer to SEs meeting four criteria among those proposed by EMES: a continuous activity producing goods or selling services; a significant level of economic risk; a minimum amount of paid work; and an explicit aim to benefit the community. These criteria were considered by the research team as the basic criteria for determining the eligibility of the SE in the present research project. The second set of questions sought to identify the topics to be researched,

the reason why they should be researched and their relevance for the Palestinian context on a scale from 1 “slightly relevant” to 5 “definitely relevant”.

The third set of questions aimed at identifying the drivers and constraints for SE development in Palestine. Interviewees were asked to list the determinants influencing the development of the ecosystem. For each determinant, they had to say if the influence was positive or negative (or neither) and provide a rating on their actual influence from 1 “very limited influence” to 5 “great influence”. This question was included to provide researchers with additional inputs for the research agenda.

The final set of questions was designed to identify the policy priorities for the development of SEs in Palestine, with the aim of incorporating them into the research agenda. At the end of the interviews, the participants were asked if they would be interested in taking part in the next steps of the research, specifically in answering the questionnaire to prioritise the topics to be researched (Step 6). Interviewees were also asked to identify people involved in the field of SEs and who fitted one of the following requirements: being considered experts of SEs or a related field in Palestine or that are in a decision-making position able to influence the development of the SE sector in the area. This technique increased the initial number of key informants from 11 to 18. The final list of key informants was composed of 13 people working in NGOs/SE Support Organisations, 3 in research centres, 1 in an academic institution and 1 in a semi-governmental organisation (Step 3.2).

The contacts of key informants and additional respondents who expressed their willingness to participate in the subsequent steps of the research and disseminate the questionnaire to their contacts were consolidated in a final list of contacts (Step 5).

The answers of the key informants were analysed and manually coded to identify the main research topics that were then compared to the research gaps identified in the literature using the constant comparative method (Glaser, 1965). The researchers merged the topics resulting from the literature review and those identified by the key informants and drafted the questionnaire (Step 6) ([Appendix 3_questionnaire](#)).

The questionnaire was then translated from English to Arabic by a Palestinian researcher and from Arabic to English by another Palestinian researcher to make sure that the meaning between the two versions was the same. The questionnaire was then piloted to assess whether it was understandable to the audience. Once definitive, the questionnaire was put on an online platform and sent to the consolidated list of informants. The elaborated questionnaire was, thus, distributed to 27 respondents, of which, at the time of the questionnaire, 23 were working in an organisation and 4 as individual experts. More specifically, of the 23 working in an organisation, 11 did in a NGO, 5 in a non-profit organisation (charity or community-based organisation), 3 in an international organisation, 2 in a non-profit company and 2 in a for-profit company. After collecting general demographic information and each respondent’s role and activities, the respondents were asked to define SEs in the Palestinian context by considering some core aspects of SEs: social mission, market activity, economic sustainability, staff, profit distribution and participation. Each of the aspects had different degrees of responses; for example, profit distribution ranged from “All profit is distributed among shareholders” to “All the profit is reinvested in the organisation”. This question had the aim to assess the respondents’ perception of what a SE is in the Palestinian context.

The third set of questions aimed at prioritising the research topics identified in Step 4. To do so, respondents had to distribute 100 points among the topics and had the possibility to add, and give points to, other topics they deemed important. Section 4 covered the drivers and constraints for SEs in Palestine. A comprehensive list of determinants was provided, and stakeholders were required to assess the current influence of each aspect on the development of SEs and their ecosystem in Palestine, using a scale ranging from 1 “very limited influence”

to 5 “great influence”. The final section addressed the most crucial dimensions that should be prioritised at the macro-level for the development of the sector. Such questions were also introduced in the KII of Step 3 to provide researchers with additional inputs for drafting the research agenda. The results were then analysed using STATA (Step 7).

After analysing the results, researchers drafted the agenda (Step 8) and organised a Restitution and Dissemination moment to the different stakeholders (Step 9; [Figure 3](#)).

4. Data analysis and results

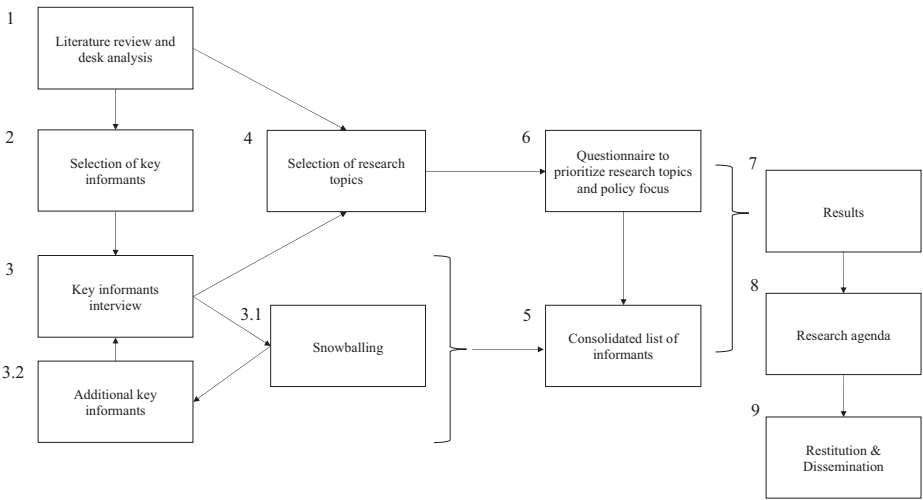
This section presents the data analysis process and results of the KIIs together with the questionnaire administered to the stakeholders.

During Step 3, the key informants identified a total of 28 general topics worthy of research ([Table 2](#)), some of which were mentioned more frequently than others and some considered more relevant for Palestine.

The researchers grouped similar topics to reduce their overall number and to highlight the most important ones. The results of the grouping led to the identification of the following topic list ([Table 3](#)).

To select the most important topics and include them in the questionnaire for the stakeholders, the researchers decided to insert a cut-off. A topic would be considered worth being included in the questionnaire if it received at least two mentions from the KII and totalled at least ten relevance points (which meant that at least two KII identified the topic as extremely relevant for the Palestinian context). By using this cut-off, the researchers selected nine most pressing topics to be researched (N1-8 in [Table 2](#)). Such topics were then translated into questions in the questionnaire ([Appendix_3](#) questionnaire).

As noted above, the questionnaire was distributed to 27 respondents knowledgeable of the SE sector, most of which were Palestinian (92.60%) and currently living in one of the governorates of Palestine (96%). There was a relatively equal gender representation, 48% of



Source: Authors’ own elaboration

Figure 3. Methodology to develop a localised participatory research agenda

Table 2. Importance and relevance of topics to be researched according to the key informants

Topic	KII mentions	Sum of points given to the relevance
Legal framework	14	64
Business models/economic aspects of SEs in Palestine	8	36
Definition of SE in Palestine	7	31
Access to finance/ financing tools and opportunities	6	25
SE awareness and acceptance	5	21
SE impact (social)	4	16
Societal needs	3	15
Features of enabling ecosystems (macro-level)	2	10
Success factors	2	9
Influence of Palestinian culture	2	9
Educational system	2	9
SE impact (economic)	2	9
Policy framework	1	3
Key stakeholders' analysis	1	3
Sectors with high potentials	1	4
Health sector potentials	1	4
Success stories (from abroad)	1	4
Governmental role	1	3
SE support system	1	4
Environmental sector potentials	1	5
Social aspects of SEs in Palestine	1	5
SE impact (environmental)	1	4
Common understanding of SEs	1	3
Israeli occupation- related factors	1	5
Support for innovation	1	5
SE impact (social)+ economic	1	4
SE potential role	1	5
Private sectors' involvement	1	5

Source: Authors' own work

respondents were women. All the respondents were educated, possessing at least a Bachelor or equivalent degree. Of all respondents, 63% had previously worked or currently worked in a SE, 93% worked for one or more organisations providing technical support/training/ consultancy to SEs and 44% carried out research activities for SEs and their ecosystem. Therefore, considering the expertise of the stakeholders and their involvement in the SE sector in Palestine, the questionnaire provides valuable information for the elaboration of a stakeholder-oriented and context-based research agenda for SEs.

When respondents were asked to outline the criteria defining SEs in Palestine, they gave responses that can be later used as a base to formulate a definition of an SE that considers the local environment. For example, results show that most stakeholders agree that the social and/or environmental mission should be explicit and the ultimate objective of the organisation (67%) and that business revenue is the fundamental way of generating income, but SEs can also rely on external funds such as donations and grants (67%). Stakeholders acknowledged that an SE should have a majority of paid staff (74%), and 22% expressed that an SE should have paid staff only. Regarding the market activity, stakeholders were less definite, although most agreed that a SE should engage in some kind of market activity, whether continuous or sporadic (93%). For 52% of respondents, market activity should be

Table 3. Grouping of topics to be researched according to key informant interview

No.	Topics	KII mentions	Relevance
1	Legal and policy issues	14	64
2	Economic sustainability of SEs	8	36
3	Palestinian definition of SE	7	31
4	Access to finance/financing opportunities	6	25
5	SEs' social impact/role	6	25
6	General awareness, understanding and acceptance of SEs	5	21
7	SE's economic impact/role	4	18
8	Societal needs	3	15
9	Sectors with high potential for SE	2	10
10	Macro-level enabling factors	2	9
11	Success factors of SEs in Palestine	2	9
12	Influence of Palestinian culture	2	9
13	Educational system: role and potentials	1	5
14	Private sectors' involvement in SE: practises and potentials	1	5
15	Israeli occupation-related factors influencing SEs	1	5
16	Key stakeholders' analysis	1	5

Source: Authors' own work

continuous and the unique activity of the SE; 52% stated that it should be not only a continuous activity but also complementary to other non-market activities, and 30% expressed that the market activity can be sporadic and residual compared to non-market activities. Regarding the participation of stakeholders in the decision-making process of an SE, the respondents stated that the stakeholders should be involved in the processes and discussions (59%) or just informed about the actions implemented by the organisation (44%). In addition, only 19% of respondents stated that there should be a formal participatory governance not based on capital ownership.

Respondents were then asked to allocate a total of 100 points across ten topics, with the intention of determining the most pressing topics to be investigated in the field of SEs and their ecosystem in Palestine. The results show that the most critical topics to be researched, according to the stakeholders working in the field of SEs, are Legal and Fiscal Issues, Economic Sustainability of SEs, General Awareness and Understanding and Acceptance, respectively, although all ten topics were considered worthy of future research. [Table 4](#) presents the ranking of the main topics of the Research Agenda developed through the participatory process with the stakeholders working in the field of SEs.

The biggest constraints of SEs in Palestine identified by the stakeholders are: “Poor awareness and/or understanding of SEs”, “The challenging political and economic situation”, “The poor governmental engagement and leadership on SEs” and “Lack of capacities to deal with SEs at Ministerial level”.

Finally, according to 56% of stakeholders, the most crucial dimension to be targeted and prioritised at the macro-level to facilitate the establishment and operability of SEs in Palestine is Law and Regulations. It was followed by Education and Training which was ranked first by 19% of the respondents.

Table 4. Ranking of most relevant aspects of a research agenda for social enterprises in Palestine

Topics	Points allocated
Legal and fiscal issues	492
Economic sustainability of SEs	354
General awareness, understanding and acceptance	258
Palestinian definition of SE	256
SEs' social impact/role	254
Access to finance/financing	252
Policy framework	250
Societal needs	224
SE's economic impact/role	188
Sectors with high potential of SEs	163

Source: Authors' own work

Some other suggestions regarding potential actions that should be put in place to promote the development of SEs in Palestine included: “putting in effect a clear policy regarding SEs in the new upcoming entrepreneurship laws”; “Establishing a legal framework, with a strong and effective judicial system, as soon as possible, coupled with an easy process to register as a SE”; “adding Social Enterprises on the Ministerial Agenda”; and “raising awareness through training in the Palestinian community regarding the impact and benefit of SEs.”

After analysing all the results, the researchers drafted the following research agenda for SEs in Palestine (Table 5). The research agenda comprises 33 research questions to better substantiate the general topics identified by the stakeholders. Research questions were decided by the research team by triangulating information coming from the literature review, KII and the results of the questionnaire. The research agenda was then shown and discussed with stakeholders during the final event of the project and subsequent meetings.

5. Conclusions

At present, research agendas in the field of SEs are typically developed by identifying gaps in the existing literature. However, if research agendas were built involving stakeholders within a specific region, then they would have the potential to further the Third Mission of Universities in support of SEs, bridging the gap between academic research and the needs of stakeholders in the SEE.

This paper presented an alternative methodology to build a research agenda, namely, the LPRA. This approach uses a participatory process involving stakeholders in the field of SEs to determine the most pressing topics to be researched regarding SEs and their ecosystem within a territory. The methodology underwent testing in Palestine, aiming to assess its viability and outcomes. While the resulting research agenda from this test may not be exhaustive, it serves as a valuable guide for researchers aiming to address critical questions posed by Palestinian stakeholders about SEs.

During the implementation of the methodology, certain aspects surfaced as areas for improvement in future applications. The first one relates to the involvement of the local academic community in the LPRA. While the primary emphasis of the LPRA should be on involving stakeholders beyond academia, omitting the involvement of the academia community from the outset could hamper a fast uptake of the research agenda by local researchers. It has to be underlined that despite the efforts of the researchers applying the methodology, the low involvement of the local academic community was also because of the low number of local

Table 5. Research agenda for social enterprises in Palestine

Topics	Research questions
Legal and fiscal issues	-Under which legal form(s) should SEs be introduced in Palestine? Should SEs co-opt existing legal forms or a separate legal form should be created for SEs? -How can fiscal policy stimulate SEs in Palestine without having distortive effects? -What laws and regulations, even not directly referring to SEs, could be introduced to enhance the development of SEs?
Economic sustainability of SEs	-How does an ineffective and inefficient judicial system affect SEs? -Are current SEs in Palestine economically sustainable? -What are the key drivers of success for Palestinian SEs? -What business models could be adopted by Palestinian SEs to enhance their economic sustainability? To what extent are sustainable SE models replicable and/or scalable? -How does the political situation of Palestine affect the economic sustainability of SEs? What are the survival strategies of SEs in Palestine in the face of multiple crisis? -What is the role of international donors in the economic sustainability of SEs? -Which type of support should the Palestinian SEs be endowed with to improve their economic sustainability? Who are the key SE ecosystem actors that should be involved in this process?
General awareness, understanding and acceptance	-What are the cultural and religious factors that help/hinder the development of SEs in Palestine? -How do awareness and acceptance of SEs in Palestine vary according to personal factors such as gender, age, religion, place and education? -What is the perception of SEs among the business (or other type) community in Palestine? -How can the education system in Palestine support building awareness and knowledge of SEs?
Palestinian definition of SE	-Should there be a formal definition of SE for Palestine? -How should a Palestinian definition of SE differ from internationally accepted definitions of SE?
SEs' social impact/role	-What is the potential and/or actual social impact of SEs in Palestine? -What are successful examples of impactful SEs in Palestine? -How SEs' impact could be measured in Palestine?
Access to finance/financing	-What funding sources are accessible to SE in Palestine? -How to develop new forms of financing for SEs in Palestine?
Policy framework	-What are the best policies to promote SEs in Palestine? -What policies adopted by other countries, could be adopted in Palestine? -How does an unclear policy framework affect the development of the SE ecosystem in Palestine?
Societal needs	-Which social needs do/should SEs in Palestine address? -How can SEs in Palestine help to innovate the answer to social needs?
SE's economic impact/role	-What could be/is the overall economic impact of SEs in Palestine? -What role could SEs play in the sustainable economic development of Palestine?
Sectors with high potential of SEs	-Are there any economic sectors which are more conducive for the sustainability of SEs?

Source: Authors' own work

researchers interested in SEs in Palestine at that time. The second noteworthy consideration is that it could be useful to ask stakeholders to not only identify the general topics to be researched but also propose specific research questions. This approach may reduce the research team's involvement in defining the research questions and enhance the input of the stakeholders. It is worth noting, however, that stakeholders have differing capabilities of articulating research questions and that even in the best-case scenario researchers might still need to integrate stakeholder input with existing academic literature. The third point concerns the geographical context in which future LPRA development and stakeholder involvement will occur. Despite facing numerous challenges, Palestine has a much simpler SEE compared to other countries. The SEE in Palestine is in its early stages, resulting in a limited number of stakeholders to involve and academic literature on SEs specific to the region. On the contrary, more mature ecosystems (e.g. Italy and other European countries) could present challenges to researchers in terms of effort needed to engage a greater number of stakeholders and to navigate extensive academic and grey literature on SEs in the country.

The present methodology offers the advantage of involving local stakeholders, enabling their participation in the construction of knowledge and serving as a possible tool for researchers to fulfil the Third Mission of the university. Because of its participatory approach, the methodology could be particularly useful in the following situations: First, in contexts that have uncommon political, economic or social features and, therefore, need a tailored approach when building research questions and answers for local stakeholders. Second, in contexts where there are few or no local researchers interested in the topic of SEs, non-local researchers could use the methodology to mitigate biases stemming from the application of non-local perspectives, values and theoretical frameworks in the construction of knowledge that should serve local stakeholders. The third situation in which this methodology could prove to be useful is when the research is part of a larger set of activities aimed at developing the SEs ecosystem in a locality. In this case, the participatory approach allows for the continued engagement of local stakeholders and the creation of useful knowledge for the development of the ecosystem.

Additional research is needed to understand the methodology's limitations and benefits and to further refine it. For instance, testing it across different SEEs could yield valuable insights into engaging larger and more diverse stakeholder groups. Conducting the LPRA during sensitive moments, such as major legal reforms in the SE sector, could provide information on how the methodology copes with power structures, incentives and self-representations of different groups.

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Corresponding author

Enrico Testi can be contacted at: enrico.testi@pin.unifi.it

Table A1. Research activities used for each paper in the literature review

Title	Future research avenues	
	Author	Research activities
Agents of change? An inter-organisational research agenda on hybrid new ventures	Bergman B.	Normative literature review
A framework for antecedents of social entrepreneurial intention: Empirical evidence and research agenda	Bergner S., Palmer C., Devaney M. and Kruse P.	Integrative literature review and quantitative study
The Emergence of Dual-Identity Social Entrepreneurship: Its Boundaries and Limitations	Busenitz L.W., Sharfman M.P., Townsend D.M. and Harkins J.A.	Integrative literature review
Whose value? Problems in valuing social enterprise and research implications	Chandra Y.	Integrative literature review
Traversing the Terrain of Context in Social Entrepreneurship	De Bruin A. and Lewis K. V.	Integrative literature review
Social enterprises as hybrid organisations: A review and research agenda	Doherty B., Haugh H. and Lyon F.	Integrative literature review
Social impact scaling strategies in social enterprises: A systematic review and research agenda	Islam S.M.	Integrative literature review
Advancing research on project management in hybrid organisations: insights from the social enterprise literature	Jewer J., Jugdev K. and Amini M.F.	Systematic literature review
Social enterprises in quasi-markets: exploring the critical knowledge gaps	Mason C., Roy M.J. and Carey G.	Normative literature review
A mission of service: social entrepreneur as a servant leader	Petrovskaya I. and Mirakyan A.	Normative literature review and quantitative study
Managing social-business tensions: A review and research agenda for social enterprise	Smith W.K., Gonin M. and Besharov M.L.	Integrative literature review
A Bibliometric Analysis of Social Entrepreneurship and Entrepreneurial Ecosystems	Trabskaia I., Gorgadze A., Raudsaar M. and Myyryläinen H.	Bibliometric analysis
Seizing the moment—Strategy, social entrepreneurship, and the pursuit of impact	Williams T.A., Nason R., Wolfe M.T. and Short J.C.	Critical analysis of articles part of a special issue
Defining the Universe of Social Enterprise: Competing Metaphors	Young D.R. and Lecy J.D.	Integrative literature review
Emotions as the glue, the fuel and the rust of social innovation	Zietsma C. and Toubiana M.	Integrative literature review
<i>Research agendas</i>		
Convergences and divergences in sustainable entrepreneurship and social entrepreneurship research: A systematic review and research agenda	Bonfanti A., De Crescenzo V., Simeoni F. and Loza Adauí C.R.	Systematic literature review
Social enterprises as rural development actors	Eversole R. and Duniam M.	Literature review and case study

(continued)

Table A1. Continued

Title	Future research avenues	
	Author	Research activities
A Systematic Literature Review of Technology Social Ventures: State of the Art and Directions for Future Research at the Micro-, Meso- and Macro-Level	Grassi E. and Toschi L.	Systematic literature review
Social entrepreneurship research: A review and future research agenda	Gupta P., Chauhan S., Paul J. and Jaiswal M.P.	Systematic literature review
Social Entrepreneurship in Tourism, Hospitality and Events: A State of the Art	Gürlek M.	Systematic literature review
Pathways to social value and social change: An integrative review of the social entrepreneurship literature	Hietschold N., Voegtlin C., Scherer A.G. and Gehman J.	Systematic literature review
Hybrid social entrepreneurship in emerging economies - a research agenda	Holt D. and Meldrum B.	Normative literature review
Integrated Organisational Identity: A Definition of Hybrid Organisations and a Research Agenda	Jäger U.P. and Schröe A.	Integrative literature review
Researching bricolage in social entrepreneurship	Janssen F., Fayolle A. and Wullaume A.	Systematic literature review and critical analysis of articles part of a special issue
Towards a precise understanding of social entrepreneurship: An integrated bibliometric-machine learning based review and research agenda	Kaushik V., Tewari S., Sahasranamam S. and Hota P.K.	Bibliometric analysis
Social entrepreneurship organisations and collaboration: taking stock and looking forward	Kosmynin M.	Systematic literature review
Social entrepreneurship as a collaborative practice: literature review and research agenda	Kovanen S.	Systematic literature review
Gender and health social enterprises in Africa: A research agenda	McKague K. and Harrison S.	Rapid evidence assessment
Towards a geographical research agenda for social enterprise	Muñoz S.-A.	Normative literature review
Social Innovation	Nicholls A. and Dees J.G.	Normative literature review
Antecedents of the Social Impact of Social Enterprises: A Systematic Review and Agenda for Future Research	Quilloy K., Newman A. and Pyman A.	Systematic literature review
Social, Environmental and Sustainable Entrepreneurship Research: What Is Needed for Sustainability-as-Flourishing?	Schaefer K., Corner P.D. and Kearins K.	Systematic literature review
SOCIAL BUSINESS PERFORMANCE: IS IT POSSIBLE TO MEASURE? REVIEW AND RESEARCH AGENDA	Schmitt T. and Alberton A.	Systematic literature review

(continued)

Table A1. Continued

Future research avenues		
Title	Author	Research activities
Reconsidering capitalism: The promise of social innovation and social entrepreneurship?	Shaw E. and de Bruin A.	Critical analysis of articles part of a special issue
Technological interventions in social business: Mapping current research and establishing future research agenda	Soni G., Mangla S.K., Singh P., Dey B.L. and Dora M.	Bibliometric analysis
Rural social enterprise — Evidence to date, and a research agenda	Steiner A., Farmer J. and Bosworth G.	Normative literature review
A review of entrepreneurship and circular economy research: State of the art and future directions	Suchek N., Ferreira J.J. and Fernandes P.O.	Systematic literature review
A Decade of Research Published in the <i>Journal of Social Entrepreneurship</i> : A Review and a Research Agenda	Weerakoon C.	Bibliometric analysis

Source: Authors' own work

KEY INFORMANT INTERVIEW OUTLINE

GENERAL DETAILS

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Interviewee:
Organization:
Contact information (email and/or mobile):
Date of the interview:
Interviewer:

BRIEF INTRODUCTION

"This research is designed and carried out by the Yunus Social Business Centre of Bethlehem University and the University of Florence (Italy).

It is aimed at outlining the first Participatory Research Agenda on Social Enterprise in Palestine and identifying potential policy suggestions to enhance the Palestinian SE ecosystem.

All the provided information will be kept confidential and use for the sole scope of this research.

Prior consent, this meeting will be recorded to facilitate the proper collection and analysis of data. The recording will not be disclosed outside the research team nor used for any other purpose."

A. PALESTINIAN DEFINITION OF SE

A1. Objective: asking the interviewee about a Palestinian definition of SE

"If you were asked to provide a definition of SE in Palestine, what would it be? Which are the key features of an enterprise operating in Palestine to be labeled as SE?"

Open answer

A2. Objective: Sharing with the interviewee the requirements to identify a SE, we use in our research

"To be sure that we are on the same page, I will share with you a list of basic requirements we use to identify a SE, in the framework of this research. From now onwards, please take into consideration these requirements, while answering my questions.

To be identified as a SE an organization should be characterised by:

- 1. A continuous activity producing goods or selling services**
- 2. A significant level of economic risk**
- 3. A minimum amount of paid work**
- 4. An explicit aim to benefit the community"**

(continued)

B. PALESTINIAN RESEARCH AGENDA ON SE

B1. Objective: Identifying the most relevant SE-related topics that be part of a Palestinian Research Agenda

“Which are the most relevant SE-related topics that need to be studied more in-depth, in the Palestinian context, in your opinion? Why?”

Besides mentioning the topics and the main reasons why they are relevant to the Palestinian context, please provide a score from 1 to 5 to quantify the relevance of each topic.”

TOPICS TO BE STUDIED	MAIN REASON(S)	PERCEIVED RELEVANCE FOR THE PALESTINIAN CONTEXT from 1 (“slightly relevant”) to 5 (“definitely relevant”)
1) <i>insert topic</i>	<i>insert reasons</i>	☐ 1 ☐ 2 ☐ 3 ☐ 4 ☐ 5
2) <i>insert topic</i>	<i>insert reasons</i>	☐ 1 ☐ 2 ☐ 3 ☐ 4 ☐ 5
3) <i>insert topic</i>	<i>insert reasons</i>	☐ 1 ☐ 2 ☐ 3 ☐ 4 ☐ 5
4) <i>insert topic</i>	<i>insert reasons</i>	☐ 1 ☐ 2 ☐ 3 ☐ 4 ☐ 5
5) <i>insert topic</i>	<i>insert reasons</i>	☐ 1 ☐ 2 ☐ 3 ☐ 4 ☐ 5
<i>add rows, if necessary</i>	...	...

(continued)

C. DRIVERS AND CONSTRAINTS FOR SE DEVELOPMENT IN PALESTINE

C1. Objective: Identifying the key positive and negative determinants affecting SE development in Palestine

“What are in your opinion the most important determinants (drivers and constraints) that may either positively or negatively affect the development of SE in Palestine?”

Please identify the most important cultural/social, religious, economic/financial, political and environmental factors. Then qualified them by providing a score from 1 to 5, according to their actual influence/weight in the boosting (positive connotation) or preventing (negative connotation) the development and consolidation of SE model in Palestine”

IDENTIFIED DETERMINANTS	SPHERE <i>More than one option is eligible</i>	INFLUNCE ON SE AND SE ECOSYSTEM	ACTUAL INFLUENCE/ WEIGHT <i>from 1 to 5</i>
1) <i>insert determinant</i>	☐ cultural/social ☐ religious ☐ economic/financial ☐ political ☐ environmental ☐ legal ☐ technological	☐ positive ☐ negative ☐ both positive and negative ☐ uncertain	☐ 1 ☐ 2 ☐ 3 ☐ 4 ☐ 5
2) <i>insert determinant</i>	☐ cultural/social ☐ religious ☐ economic/financial ☐ political ☐ environmental ☐ legal ☐ technological	☐ positive ☐ negative ☐ both positive and negative ☐ uncertain	☐ 1 ☐ 2 ☐ 3 ☐ 4 ☐ 5
3) <i>insert determinant</i>	☐ cultural/social ☐ religious ☐ economic/financial ☐ political ☐ environmental ☐ legal ☐ technological	☐ positive ☐ negative ☐ both positive and negative ☐ uncertain	☐ 1 ☐ 2 ☐ 3 ☐ 4 ☐ 5
4) <i>insert determinant</i>	☐ cultural/social ☐ religious ☐ economic/financial ☐ political ☐ environmental ☐ legal ☐ technological	☐ positive ☐ negative ☐ both positive and negative ☐ uncertain	☐ 1 ☐ 2 ☐ 3 ☐ 4 ☐ 5
5) <i>insert determinant</i>	☐ cultural/social ☐ religious ☐ economic/financial ☐ political ☐ environmental ☐ legal ☐ technological	☐ positive ☐ negative ☐ both positive and negative ☐ uncertain	☐ 1 ☐ 2 ☐ 3 ☐ 4 ☐ 5
<i>add rows, if necessary</i>	...	...	...

(continued)

D. MACRO-LEVEL PRIORITIES AND POTENTIAL ACTIONS

D1. Objective: Identifying the macro-level priorities to boost SE development in Palestine and collecting suggestions on potential policies/initiatives to be implemented

“In your opinion, what are the most important macro-level priorities or objectives that should be pursued to boost the development of SE sector in Palestine? Which kind of policies/initiatives should be undertaken to achieve those objectives?

Please try to provide us with suggestions which are as much concrete as possible”

PRIORITIES/OBJECTIVES	CONCRETE ACTIVITIES THAT COULD BE IMPLEMENTED
1) <i>insert priority/objective</i>	<i>insert concrete activities that could be implemented</i>
2) <i>insert priority/objective</i>	<i>insert concrete activities that could be implemented</i>
3) <i>insert priority/objective</i>	<i>insert concrete activities that could be implemented</i>
<i>add rows, if necessary</i>	...

E. FUTURE AVAILABILITY

E1. “After consulting the most relevant Key Informants, we will design an online survey to validate, through a participatory approach, both the topics and the determinants we have identified at this stage. We aim at administering the survey to a wider pool of stakeholders in the Palestinian ecosystem.

Would you be available to share the link of the survey with the stakeholders in your network?”

- ☐ Yes
☐ No

E2. “For what concerns the policy dimension, we aim at creating a list of policy suggestions and concrete action to be advocated and potentially implemented in the Palestinian context.

Would you be interested and available in taking part in a Focus Group Discussion to further validate the policy advice and identified concrete steps, together with other relevant experts and stakeholders? It will be approximatively carried out in November”

- ☐ I am interested and available
☐ I am interested but I am still not sure to be available at that time.
☐ I am not interested/not available **“Can you suggest the name of one colleague of yours that may be interested in joining the FGD?”**

Appendix 3

SURVEY QUESTIONNAIRE

This survey is related to a research project designed and implemented by the Yunus Social Business Centre of Bethlehem University and the University of Florence (Italy).

This research aims at outlining the first Participatory Research Agenda on Social Enterprise in Palestine as well as identifying potential policy suggestions to enhance the Palestinian SE ecosystem. It also aims at investigating the definition of Social Enterprise in the Palestinian context.

For this purpose, we kindly ask you to fill out this questionnaire. It will only take you 10 minutes of your time, but you will provide a crucial contribution to the research.

Please note that the information you will provide will be kept confidential and will be used only for the specific purpose of the research.

Do you want to participate?

By selecting "Yes, I want to participate", you are giving your consent to the use of the information you will provide in the questionnaire, solely for the purposes of the research described above.

Thank you for your cooperation!

- ☐ Yes, I want to participate

A) GENERAL INFORMATION**A1) Citizenship**

- ☐ Palestinian
☐ Other (please, specify): ____

A2) Current residence in Palestine (Governorate):

- ☐ Currently not resident in Palestine
- ☐ Bethlehem
☐ Deir al-Balah
☐ Gaza
☐ Hebron
☐ Jenin
☐ Jericho
☐ Jerusalem
☐ Khan Yunis
☐ Nablus
☐ North Gaza
☐ Qalqilya
☐ Rafah
☐ Ramallah and al-Bireh
☐ Salfit
☐ Tubas
☐ Tulkarm

A3) Year of Birth: ____**A4) Gender**

- ☐ Female
☐ Male

(continued)

- ☐ Other
- ☐ I prefer not to answer

A5) Highest level of education achieved

- ☐ Primary education
- ☐ Secondary education
- ☐ Bachelor or equivalent
- ☐ Master or equivalent
- ☐ Doctorate or equivalent
- ☐ I prefer not to answer

A6) Have you ever...

	Yes	No	I prefer not to answer
a. ...run/managed a Social Enterprise?	☐	☐	☐
b. ...worked in/for a Social Enterprise?	☐	☐	☐
c. ...personally provided financial or other types of support to Social Enterprises?	☐	☐	☐
d. ...worked in/for one or more organizations providing technical support/training/consultancy to Social Enterprises?	☐ <i>[please, specify the name of the organization(s)]</i>	☐	☐
e. ...personally provided technical support/training/consultancy to Social Enterprises, <u>as freelance/independent expert?</u>	☐	☐	☐
f. ... carried out research activities regarding Social Enterprises and their ecosystem?	☐	☐	☐

A7) Based on your previous answers, for how many years have you been dealing with Social Enterprises?

- ☐ Never
- ☐ Less than one year
- ☐ From 1 to 3 years
- ☐ From 4 to 6 years
- ☐ More than 6 years
- ☐ I prefer not to answer

A8) (If A7 ≠ "Never") Where were/are located the Social Enterprises you have been dealing with?

- ☐ In Palestine only
- ☐ Outside Palestine only
- ☐ Both in and outside Palestine
- ☐ I prefer not to answer

A9) Are you currently working for/in any particular organization?

- ☐ Yes (if you want, please specify the name of the organization) : _____
- ☐ No, I am not working in/for any particular organization at the moment (e.g in case of freelancing)
- ☐ I prefer not to specify

A.9.1) (If A.9= "Yes") Legal form of organization you are currently working in/for:

- ☐ Non-profit company
- ☐ NGO
- ☐ Non-profit organization (Charity/Community based organizations)
- ☐ For profit company
- ☐ Cooperative
- ☐ Semi-governmental institution

(continued)

- ☐ Governmental institution
- ☐ Chamber of Commerce
- ☐ Trade Union/Federation
- ☐ Financial institution
- ☐ International Organization (e.g. United Nations)
- ☐ International Cooperation Agency
- ☐ The organization is not registered
- ☐ Other (please specify): _____

A.9.2) (If A.9= "Yes") Your role in the organization (it is possible to select more than one option)

- ☐ Founder
- ☐ President
- ☐ Manager/Chief Executive officer
- ☐ Member/shareholder
- ☐ Employee
- ☐ Temporary worker/ Consultant
- ☐ Intern
- ☐ Volunteer
- ☐ Other (please specify): _____

B) DEFINING A SOCIAL ENTERPRISE IN PALESTINE

B1) In your opinion, **under which of the following conditions/requirements** an organization can be considered a Social Enterprise in Palestine? Please select all the applicable options. *You can select more than one option in each group.*

a. Social mission

- ☐ **Explicit** social and/or environmental mission as **core and ultimate objective** of the organization (specified in the statute and/or other official documents of the organization)
- ☐ **Explicit or implicit** social and/or environmental concern in designing and carrying out the activities implemented by the organization
- ☐ Social and/or environmental focus as part of **Corporate Social Responsibility**, but not necessarily part of the core activities carried out by the organization
- ☐ Focus on **profit maximization only**
- ☐ I do not know

b. Market activity

- ☐ **Continuous market** activity producing and/or selling goods and services, as unique activity of your organization (e.g. in case of full-fledged enterprise)
- ☐ **Continuous but limited market** activity producing and/or selling goods and services, **complementary to other non-market activities** carried out by the organizations (e.g., in case of organizations not being enterprise but carrying out some activity in an entrepreneurial manner on a continuous basis)
- ☐ **Sporadic** market activity producing and/or selling goods and services, **residual** compared to other non-market activities carried out by the organizations (e.g., in case of organizations not being enterprise, sporadically carrying out some business-like activities)
- ☐ Not engaged at all in any market activity consisting in producing and/or selling goods and services (e.g., in case of pure non-for-profit organizations).
- ☐ I do not know

c. Economic sustainability

- ☐ Business revenue as **unique** source of income

(continued)

- ☐ Business revenue as **fundamental but not unique** source of incoming funds (presence of donations, grants and other types of external funds)
- ☐ Revenue from business/business-like activities is a **residual** source of income, if compared with other sources such as donations grants and other types of external funds.
- ☐ **Complete reliance on donations, grants and other types of external funds.**

☐ I do not know

d. Staff

- ☐ **paid staff/members only**
- ☐ **prevalence of paid staff/members** and a residual amount of volunteers
- ☐ **prevalence of volunteers** and a few paid staff/members
- ☐ **volunteers only**

☐ I do not know

e. Profit distribution

- ☐ **All profit is distributed** among **shareholders**
- ☐ **Part of the profit is distributed**, and part is reinvested in the organization (*i.e., used for investments or organizational savings*)
- ☐ **All the profit is reinvested** in the organization (*i.e., used for investments or organizational savings*)
- ☐ I do not know

f. Participation

- ☐ The organization is characterized by a **formal participatory governance** and **decision-making power is not based on capital ownership**
- ☐ Even if they are not endowed with a formal decision-making power, the most important people affected by its activities (*i.e., the stakeholders*) are **intentionally kept informed about and properly involved** in the processes and discussions regarding the organization.
- ☐ Even if not influencing the decision-making process of the organization, the most important people affected by its activities (*i.e., the stakeholders*) are **intentionally kept informed** about the actions implemented by the organization and their effects (*e.g organizations implementing Social Reporting*).
- ☐ Apart from the founders/shareholders who are endowed with decision-making power, **no other people are intentionally informed about nor involved** in the processes and activities regarding the organization.

g. Other conditions/requirements (please specify)

- ☐ Condition/requirement 1: _____
- ☐ Condition/requirement 2: _____
- ☐ Condition/requirement 3: _____

C) RESEARCH AGENDA ON SOCIAL ENTERPRISE

****While replying to the following questions, please refer to Social Enterprises as organizations being characterized by**

1. *A continuous activity producing goods or selling services*
2. *A significant level of economic risk*
3. *A minimum amount of paid work*
4. *An explicit aim to benefit the community*

C1) Which are **the most relevant/crucial aspects** regarding the Social Enterprises and their ecosystem in Palestine that **need to be further investigated**, in your opinion?

(continued)

Kindly distribute **100 points** total among the following topics, according to their importance/urgency to be studied:

	Points (Total must be equal to 100)
a. Legal and fiscal issues (e.g. potential legal forms for SEs, tailored registration process, fiscal incentives, etc.)	
b. Policy framework (e.g policy initiatives that may be beneficial to SEs, public funding, etc.)	
c. Economic sustainability of SEs (e.g., SE Business models, access to market, etc.)	
d. Palestinian definition of SE	
e. Access to finance/financing opportunities (e.g., potential financial tools, role of microcredit and financial institutions, angel investors, etc.)	
f. SEs' social impact/role (e.g., impact measurement frameworks, assessment of SEs' impact on Palestinian community)	
g. General awareness, understanding and acceptance of SEs	
h. SE's economic impact/role (e.g., SEs' contribution to Palestinian national economy/vulnerable people's economic empowerment)	
i. Societal needs (e.g., assessment of Palestinian community's needs that may be tackled by SEs)	
j. Sectors with high potential for SEs	
k. Other topics not mentioned in this list	

C.1.1) Are there additional aspects/topics (not mentioned in the previous question) that you think would be important to investigate more in-depth?

- ☐ No, I am fine with the previous list
- ☐ Yes (please specify which aspects/topics)

D) DRIVERS AND CONSTRAINTS FOR SOCIAL ENTERPRISES IN PALESTINE

D1) In a scale from 0 to 3, please assess how much each of the following aspects is currently influencing the development of SEs and their ecosystem in Palestine.

Scale
0 = No influence
1 = Slight influence
2 = Moderate influence
3 = Significant influence

(continued)

	This aspect does not exist in/ is not applicable to the Palestinian context	0	1	2	3
a. Limited access to financing opportunities	☐	☐	☐	☐	☐
b. Not suitable financial tools for SEs	☐	☐	☐	☐	☐
c. International donors and organizations positively contributing to the development of the SE ecosystem	☐	☐	☐	☐	☐
d. Presence of several Palestinian organizations (e.g. NGO, incubators etc.) effectively supporting SEs	☐	☐	☐	☐	☐
e. Mismatch between SEs' needs and the offered support	☐	☐	☐	☐	☐
f. Educational and Training system not adequate to SEs	☐	☐	☐	☐	☐
g. Relevant SE skill gap/poor human capital	☐	☐	☐	☐	☐
h. Presence of unmet needs (societal and environmental challenges) that could be tackled by SE	☐	☐	☐	☐	☐

	This aspect does not exist in/ is not applicable to the Palestinian context	0	1	2	3
i. Lack of incentives to become social entrepreneurs	☐	☐	☐	☐	☐
j. Social norms hindering vulnerable groups' economic participation (e.g., women, People with disabilities, etc.)	☐	☐	☐	☐	☐

(continued)

k. Palestinian culture stimulating solidarity behaviours towards community	☐	☐	☐	☐	☐
l. Religious factors stimulating solidarity behaviours towards community	☐	☐	☐	☐	☐
m. Poor awareness and/or understanding of SEs	☐	☐	☐	☐	☐
n. New opportunities for SEs thanks to digitalization	☐	☐	☐	☐	☐
o. Poor digital skills and/or limited access to digital infrastructure	☐	☐	☐	☐	☐
p. Challenging political and economic situation	☐	☐	☐	☐	☐

	This aspect does not exist in/ is not applicable to the Palestinian context	0	1	2	3
q. Not enabling legal and tax systems	☐	☐	☐	☐	☐
r. Reliance on external aid and support, generating distortions for the SE ecosystem	☐	☐	☐	☐	☐
s. Lack of macro-level shared strategies/alignment for SE development	☐	☐	☐	☐	☐
t. Poor governmental engagement and leadership on SEs	☐	☐	☐	☐	☐
u. Lack of capacities to deal with SEs at Ministerial level	☐	☐	☐	☐	☐
v. Shift in governmental priorities due to Covid-19 pandemic	☐	☐	☐	☐	☐
w. Widespread corruption	☐	☐	☐	☐	☐

(continued)

x. SEs' bad reputation due to previous fiscal abuses by organizations registered as Non-profit companies	☐	☐	☐	☐	☐
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D2) Besides the aspects mentioned above, are there **any other factors which are either positively or negatively influencing the development of SEs and their ecosystem in Palestine**, at the moment? Please specify them and assess their level of influence.

Scale

0 = No influence

1 = Slight influence

2 = Moderate influence

3 = Significant influence

	Please specify	This aspect does not exist in/ is not applicable to the Palestinian context	0	1	2	3
Additional factor 1		☐	☐	☐	☐	☐
Additional factor 2		☐	☐	☐	☐	☐
Additional factor 3		☐	☐	☐	☐	☐

E) MACRO-LEVEL PRIORITIES

E1) What are the **most crucial dimensions/fields** that should be **targeted and prioritized at macro-level** to facilitate the establishment and operativity of SEs in Palestine? *Please rank the reported dimensions/fields, in order of priority.*

- a. Law and regulations (including tax system)
- b. Education and Training
- c. Political engagement and policy framework (including specific funds, support initiatives)
- d. Networks and coordination within the key actors in the ecosystem
- e. Entrepreneurial culture and awareness

E2) Do you have any suggestion regarding potentials actions that should be put in place to promote the development of SEs in Palestine (either referring to the dimensions reported above or to other dimensions)? *(Open answer)*

F) UPDATES AND FURTHER CONTACTS

F1) Would you like to be kept updated on the next steps of this research and its key findings?

- ☐ Yes *(please specify your email address):* _____
- ☐ No