

## **DESCRIPTION FOR THE GENERAL PUBLIC**

Growing interest in the phenomenon of entrepreneurial exit in topical literature is presently becoming increasingly noticeable. What lies at the basis of this is the fact that every entrepreneur—company manager and owner—must ultimately face the challenge of leaving his or her company. What is understood by the term entrepreneurial exit is the “cutting” of ownership ties and ending any managerial function in the company. Such a departure may occur in various ways (e.g., sale, succession in a family business, or liquidation). Its basic effect is the dissolution of current relations with the owned and managed business.

The goal of the planned research will be an attempt to identify and assess the phenomenon of entrepreneurial exit subject to Polish conditions, including:

- Identification of exit strategies planned by entrepreneurs (exit intentions) and condition defining factors, such as human capital and relational capital;
- Identification of needs in connection with the actual performance of the exit strategy;
- The building of the entrepreneur profile depending on declared intention of exiting;
- Identification of the main spheres in which the entrepreneur expects support from surroundings external to the company in the process of implementing the exit strategy.

Both quantitative and qualitative methods shall be used in the research. The primary source of data for the quantitative analyses shall be the results of questionnaire-based research conducted among a group of 200–300 entrepreneurs planning on exiting over a period of from one to five years and active in the SME sector. The source of data for qualitative analyses shall be interviews conducted with a group of six–ten experts with experience in support for entrepreneurs in the process of exiting.

The basis for undertaking research into entrepreneurial exit phenomena in Poland is not only a desire to gain knowledge, but also a conviction that this is of great importance not only to the local economy and even to the national economy. A key outcome of implementation of an exit strategy aimed at continuing company operations is the maintenance of jobs as well as participation in the generating of the state budget. Companies continuing their operations have a competitive advantage over newly established ones. This is determined by the fact that they already have a market position as well as a network of business contacts. To a significant extent, these factors can translate into improved chances for survival as compared with newly established companies. The results should also prove of interest to the authors of Poland’s economic policy and call their attention to the importance of entrepreneurial exit phenomena in Poland. A desirable effect of their interest should be the development of assumptions for policies providing support for exiting entrepreneurs. After all, there is no need to convince anyone that the exit of an entrepreneur from his or her company is characterized by a significant level of complexity—not only in terms of business, but also emotions.