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# Social Entrepreneurship - A Review and a Proposal of New Integrated Framework

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#### Abstract

The study systematically reviews 149 articles on Social Entrepreneurship (SE) published between the years 2005-2021 and proposes an integrative "Characteristics-Context-Consequences" (CCC) framework. The thematic analysis revealed that social entrepreneurs' characteristics, supported by traditional entrepreneurship skills, relate to social empathy, problem-solving, and social capital building. Additionally, various contexts, such as institutional support, the innovation ecosystem, and social legitimacy, largely determine the success of SE endeavors. SE characteristics and contexts drive the consequences of social innovation, social change, and social and economic well-being.

**Keywords:** Social Entrepreneurship; Characteristics; Context; Consequences **IEL Classifications:** E24; E41; E64; I18; I28; I31

## Introduction

Social Entrepreneurship (SE), a term coined by Bill Drayton in the early 1980s, is a subset of entrepreneurship (Lortie & Cox, 2018; Haugh, 2007; Rosengard, 2004). Existing research defines SE as an innovative activity with a social objective in a hybrid structural form (a mix of for-profit and non-profit approaches). The hybridity of SE economic and social components is well explained by Erpf et al. (2022), Akbulaev et al. (2019), and Martin and Osberg (2007). In its broadest sense, SE is an activity of a social enterprise that is both commercially viable and socially constructive (Erpf et al., 2022; Austin & Wei-Skillern, 2006). In its narrowest sense, SE firms are characterized by virtuous behavior to achieve a social mission (Bartling et al., 2015).

The character traits of social entrepreneurs resemble traditional entrepreneurial features but are supported by social empathy, solution-finding, social capital building, resourcefulness, and a motivated desire to engage in social good (Madjdi & Zolfaghari, 2022; Mueller et al., 2013). Existing research also shows that SE varies across contexts and is locational dependent, for instance, on the type of economy (developed/developing) or societal attitudes (more-less tolerance for SE) (Musinguzi et al., 2023; Omorede, 2014; Bloom & Chatterji, 2009). For example, a market-oriented approach helps develop economies. In these markets, social entrepreneurs are adept at resourcefulness, utilizing open innovation and community

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organizations to reduce suffering and create social and economic wealth (Akter et al., 2020; Svirina et al., 2016; Zahra et al., 2009). Thus, SE integrates the creation of economic and social values and is an essential pillar in society that complements the public and private sectors (Amini et al., 2018; Yanto Chandra, 2017; Mair & Martí, 2006). The consequences of SE are envisaged in the extant literature as creating systemic change that solves social problems and creates a social impact through social innovation (Lee et al., 2021). Alegre et al. (2017) explained that SE results depend on social and financial goals, community ideals, and innovation requirements.

SE has a strong intuitive appeal, and studies on it have gained momentum in the last two decades, focusing on various aspects of SE (Luc Phan Tan, 2022; Tien et al., 2020). However, despite some excellent reviews, the SE research is fragmented and requires synthesis (Luc, 2020; Rey-Marti et al., 2016; Easter and Conway Dato-on, 2015; Gawell, 2013; Lumpkin et al., 2013). The extant literature shows a substantial debate on the heterogeneity of SE phenomena combined with definitional, theoretical, and methodological challenges, requiring the need to situate SE research within practical frameworks creating value for SE praxis (Saebi et al., 2019; Lehner & Kansikas, 2013). The authors noted that the existing three levels of individual, organizational and institutional are inadequate to deal with the diversity of SE discipline and suggested that in the tradition of hallmarks of good management research, SE research should benefit from analysis of antecedents, contingency, and outcome variables and well-delineated boundary conditions. The study thematically organizes and analyzes the existing academic literature on SE within the Characteristics-Context-Consequences framework to address this need in SE research. The non-traditional nature of social venture characteristics (the focus on economic and social components), its success attributed to varying contextual backgrounds, and SE's multiple outcomes make it logical to organize SE research around a characteristics, context, and consequences framework. The objective of creating a causal framework was to illustrate how these interrelated themes connect to provide a holistic view of SE.

## Materials and Methods

The study adopted multiple steps to search and analyze the literature on SE. Following the tenets of Vuong (2020) and Tranfield et al. (2003), it initially used a systematic review, which draws on purposeful sampling procedures. The study applied four specific inclusion criteria to the thematic review. Firstly, the study only included SE research focused on the thematic framework. Secondly, the study reviewed those SE articles published between 2005-2021. This specific time restriction was considered as the amount of research on SE before 2005 was limited. Thirdly, only empirical research was utilized due to the practical nature of the CCC framework. The empirical papers represented an excellent geographical representation. Based on the critical need to bridge entrepreneurship research with practice as envisaged by Muñoz (2023), the study aimed not only to utilize the practical implications of SE research but propose the CCC framework that makes the critical variables operable to address many SE challenges. In addition, the ability of the CCC framework to reach out to SE practitioners was crucial for this inclusion criteria. Finally, only indexed journal articles were considered for analysis.

The keyword search of social entrepreneurship, SE characteristics, SE context, and SE consequences returned 175 relevant articles, and 149 research papers met the inclusion criteria. Further, based on the opinions of prominent researchers in the field, journals with special issues on SE were included, which immensely improved the quality of the article selection (Echchakoui, 2020; Narayanan et al., 2009). The initial screening included going through the

abstracts and identifying the impact of the papers through their citations. The second round of screening included downloading the entire paper and examining it.

Min and Park (2019) and Bastian (2009) suggested that data to be analyzed using network visualization. Using a network diagram, this technique analyzes the text's narrative structure comprising themes. The themes were qualitatively identified and hand coded (Hevey, 2018). Text mining further helped to construct network maps of co-occurring keywords sourced from research articles (Kristanto & Padmi, 2020). Subsequently, a multi-task visual architecture software, 'Gephi' (version 0.9.2), was utilized to visualize similarities within a network. Gephi uses a unique 3D render engine to produce graphs that take account of the entire content in real-time (Cherven, 2015; Hu, 2005). For its visualization, the 'ForcedAtlas2' algorithm is used for network spatialization, transforming structural proximities into visual proximities. Furthermore, 'ForcedAtlas2' (tolerance 1.0, approximation 1.2 & gravity 1.0) allows nodes to repel each other. Simultaneously, edges attract nodes until the movement configures a balanced state (Venturini et al., 2014). In addition, the default weight to the edges was maintained because the 'Edge Weight Influence' was set to 1.

#### Results and Discussion

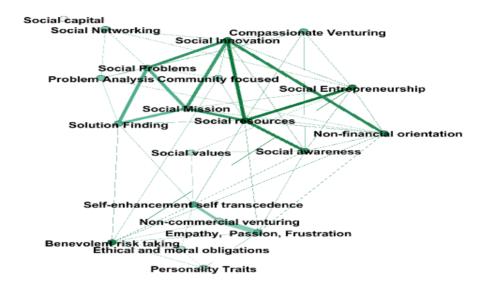
#### **Characteristics of Social Entrepreneurs**

Korosec and Berman (2006, p. 448) define social entrepreneurs as individuals or private organizations that take the initiative to identify and address critical social problems in their communities. Existing literature highlights unique skills and personality traits as critical drivers of SE (Akbulaev et al., 2019). Farmer et al. (2021) and Urban (2017) conducted comprehensive studies to understand how beliefs and competencies - conceptualized as self-efficacy influence social enterprises. Mueller et al. (2013) identified seven specific skills social entrepreneurs need to accomplish their social missions. These skills include interpersonal, information, analytical, and action skills (for example, creating and implementing solutions to address problems). Prayukvong and Hoopes (2016) and Guo and Bielefeld (2014) argue that entrepreneurs are adept at building social capital by utilizing social resources. Social entrepreneurs are passionate and emotionally attached to social causes, leading them to create social enterprises (Usman et al., 2021). Ghalwash et al. (2017) explained that an attitude towards embracing risk (instead of being 'risk averse') is needed within social enterprises. Hence, social entrepreneurs must also be risk-takers. Finally, Tran and Korflesch (2016) illustrated that a juxtaposition of personality traits (agreeableness, conscientiousness, extraversion, neuroticism, and openness) and contextual factors (role models, education, and perceived support) also characterize social entrepreneurs.

Tucker et al. (2016) contend that entrepreneurs can show signs of negatively characterized 'Machiavellian' traits, which is beneficial at various stages of the entrepreneurial process. Similarly, Bacq et al. (2016) challenge the idealistic image of the social entrepreneurial 'hero' or 'heroine' with high ethical and moral credentials (Ranville & Barros, 2021). However, the literature needs to reveal the extent to which the latter applies to social entrepreneurs. Ranville and Barros (2021) argued that weak commercially oriented entrepreneurs led to social venturing because they needed more confidence and competence to deal with challenges in running commercial ventures. Despite the critique, creating social value over retail value distinguishes social entrepreneurs from their commercial counterparts. Social entrepreneurs intend to serve collective interests over private interests and demonstrate self-efficacy in establishing non-

commercial ventures. The study suggests that ethical and moral obligations emanate from a solid entrepreneurial orientation (e.g., previous experience of mission drift and exposure to non-profit direction). Osberg and Martin (2015) posited that for social entrepreneurs, envisioning a new future begins with a belief in the power of human beings to transform their lives. Therefore, personal values determine SE characteristics (Yang et al., 2015). Table 1 summarizes the contributions and main findings of the articles, which explain the characteristics of social entrepreneurs.

The major themes in the SE characteristics network are illustrated in Figure 1 using the 'Gephi' network visualization. 'Gephi' assigns factors as nodes linked through edges in the network. The nodes and edges demonstrate paths, clusters (homophily), centrality, eccentricity diameter, and density that make up the network.



**Figure 1:** Visual Network Using Forceatlas2 Algorithm for SE Characteristics. **Source-** The Authors.

The thicker edges (geodesic paths) in figure 1 represent the shortest paths between distinct clusters of nodes (Cherven, 2015). The nodes within the network in the visualized architecture showed two major homophilies with low densities. The first cluster (nodes that are closely linked and attract each other) represents social entrepreneurs' personality characteristics, such as empathy, passion, moral values, and self-transcendence. The second homophily depicts characteristics of social ventures and contains multiple closed-triplet nodes (cluster coefficient between 0-1). For example, one closed triplet comprises social problems, social missions, social capital, social resources, and compassionate ventures that influence the network. The network diagram also indicates a low diffusion level between these two clusters, indicating a limited amount of literature related to these themes.

## Context of Social Entrepreneurship

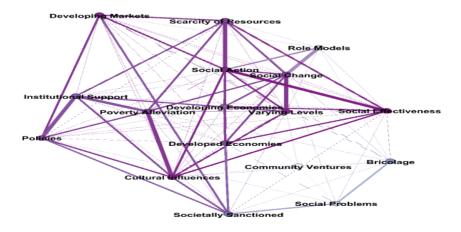
Anderson and Gaddefors (2016) and Newth and Woods (2014) surmise that context determines social entrepreneurship. They emphasize that entrepreneurship is formed from a context rather than being only an individual or social creation. Developing economies have

significant social problems but are often sacrificed at the altar of economic and monetary contingencies (Bogoviz et al., 2021). Moreover, SE in developing economies is constrained by weak institutional support and cultural considerations in favor of commercially viable ventures. In developing economies, marketing orientation is helpful, allowing SE firms to improve their competitiveness and performance. Vrgović and Vrgović (2018) and Svirina et al. 2016) explain that entrepreneurs cannot leverage open innovation benefits in developing economies because of limited resources, education level, and competence. They suggest that social entrepreneurs can utilize technological platforms with wider networks. In developing economies, SE continues because of social networks, personal social capital, and the beneficial use of social capital in the face of scarce public resources (Guerrero et al., 2021; Krige & Sutherland, 2016). By contrast, due to robust legislation, structured intellectual property infrastructure, and overall good institutional support, social entrepreneurs in developed economies are better positioned to create and exploit open innovation (Walter et al., 2021; Voegel & Voegel, 2020).

Highlighting the antecedent of geographical disparities in motivation, De Pillis and Reardon (2007) considered that becoming a social entrepreneur variously occurred across cultures. This emergence then affected personality traits, perceptions of entrepreneurship, and self-perceptions. Social entrepreneurs in developed economies perceive entrepreneurship as a socially sanctioned and appropriate motivation for achievement (Ghalwash et al., 2017). Thus, they believed that being a social entrepreneur was consistent with their self-image.

According to Kachlami et al. (2018), SE is affected by economic development and institutional frameworks. Jiao (2011) argued that social entrepreneurs' cognitive desirability and feasibility influence the initiation of SE, which in turn pushes social impact and creates social value for society as a whole. Therefore, supportive institutional policies lead to higher levels of SE. Milway (2014) proposes three ways social enterprises can impact the economy. These include collaborations between economic institutions, amplifying stakeholders' voices, and scaling the social impact, not just the organization. Table 2 summarizes the contributions and main findings related to the various contexts of social entrepreneurship.

The major themes in the SE context networks are illustrated in Figure 2



**Figure 2:** Visual Network Using 'Forceatlas2' Algorithm for SE Context. **Source-** The Authors.

The clustering behavior in the network visualization (Figure 2) demonstrates multiple closed triplet nodes. Statistical analysis showed an eccentricity value of 3 for 80 percent of the nodes, requiring three steps to reach the farthest node in the network, indicating a close-knit network. This figure shows the collective proximity between developing markets, social change, resource scarcity, and weak institutional support. On the other hand, community ventures and 'bricolage' common to both developing and developed economies should be well-diffused in studies of the cultural context in SE research.

## Consequences of Social Entrepreneurship

The consequences of SE relate to sociality, which requires measurement, analysis, and evaluation of social venture performance. Parenson (2011) identified three main discussion topics regarding the outcomes of social enterprises: (1) innovative solutions, (2) sustainability of social enterprises, and (3) opacity of evaluation standards. The author proposed an evaluation methodology to analyze an organization's social impact, including assessing the positive and negative effects of activities, analyzing the selection of stakeholders, social and financial allocation/outcomes, and comparing organizations. However, the evaluation of the consequences of SE needs to be improved by the absence of a consensus for measuring social outcomes (Rawhouser et al., 2019). For instance, Schuler and Cording (2006, p. 540) defined social performance at the organizational level somewhat loosely as "voluntary" (i.e., not directly mandated by government regulation).

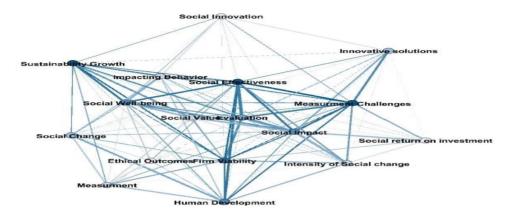
On the other hand, Salazar et al. (2012) explained that stakeholders could assess the impact of SE at the project level, and firms could thereby achieve their human development goals (Sen, 2005). Furthermore, a seminal study by Bloom and Chatterji (2009) proposed the degree of social impact achieved by a social entrepreneurial organization or how the organization had impacted a broad population and positively influenced poverty, the environment, human conditions, and conflict. In addition, Bruder (2020) suggested that the success of social enterprises should not be evaluated based on organizational performance but on the success of the organization's mission, resource allocation, and human resource development. Similarly, Sharir and Lerner (2006) recommend an evaluation framework comprising goal achievement, sustainability growth, and resource utilization.

Lane and Casile (2011) proposed a comprehensive framework of performance measurement in SE ventures. Early work on the performance measurement of SE shows a consensus that social impact is at least as necessary as organizational viability, albeit more difficult to measure. The SE performance measurement framework links firm viability, direct social action, and long-term social impact on society's technical, political, and cultural aspects. Lane and Casile (2011) proposed a comprehensive measurement framework to define performance measurement in SE ventures. Further, Diochon and Anderson (2009) developed a typology using social enterprise process parameters. Effectiveness is defined according to goal achievement, resource utilization, and adaptability (Diochon & Anderson, 2009).

Another social impact measurement approach is social return on investment (SROI), akin to business return on investment (ROI). In their paper, Moody et al. (2015) addressed a different but essential question about SROI measurements: what processes are used to implement those measurements in organizations, and what are the challenges during organizational implementation? Diochon and Anderson (2009) developed a typology that sets social enterprise process parameters. To define the success of SE, the authors proposed a synergy between strategy, goal achievement, resource utilization, and adaptability. Carraher et al. (2016)

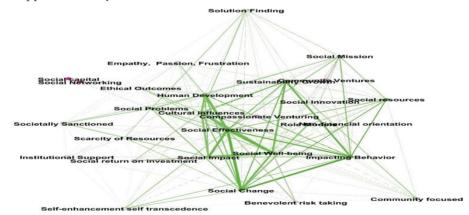
tested an 11-item measure of SE using a sample of social and general entrepreneurs. They also correlated SE, job satisfaction, and intergroup relationships. They also examined the differences between traditional and social entrepreneurs and found significant differences in the SE scale and intergroup relations. A list of articles on social entrepreneurship's consequences summarizing their critical contributions and findings is tabulated in Table 3.

The major themes in the SE consequences network are illustrated in Figure 3.



**Figure 3:** Visual Network Using 'Forceatlas2' Algorithm for SE Consequences. **Source-** The Authors.

The clustering pattern in the network visualization (Figure 3) shows that the majority of nodes are connected through a single homophily. The network diagram also shows multiple closed triplet nodes. Statistical analysis showed that 85 percent of the nodes were well connected, with a density value of 0.574, indicating a robust information flow within the network. The figure highlights the collective proximity and prominent position between social impact, firm valuation, and organizational viability. Similarly, social well-being, sustainable growth, and social effectiveness form another high-density closed-triplet node indicative of a strong connection. These closed triplets are connected to measurement challenges, a critical consideration in SE research. The major themes within the CCC framework are illustrated in Figure 4 to support the analytical robustness of the CCC model.



**Figure 4:** Visual Network Using 'Forceatlas2' Algorithm for CCC Framework. **Source-** The Authors.

The clustering behavior in the network visualization (Figure 4) shows a robust high-density framework with multiple closed and open-triplet nodes. Numerous paths led to specific prominent nodes, indicating good betweenness. The clustering-oriented statistic of many edges showed values less than 0.5 and, in most cases, values ranging between 0.34 and 1.0, and betweenness centrality >300 for six nodes. In other words, the most efficient paths are consequence-driven, such as social change, social impact, social effectiveness, sustainable growth, and human development.

# Thematic Analysis and Implications of the CCC Framework

Thematic analysis shows that the CCC model is a practical framework with valuable practical implications for SE praxis. A thematic analysis of SE characteristics revealed distinct themes underpinning this component's research. First, entrepreneurial characteristics and the motivations of social entrepreneurs are closely linked, implying that in the absence of concrete financial reasons, passion for social solutions drives SE practice, and entrepreneurs develop and refine characteristics based on SE needs. Second, SE is characterized by social empathy, compassion, personal values, and ethical focus, which outweigh financial incentives. A compassionate, entrepreneurial outlook requires characteristics superior to traditional entrepreneurs, contributing a critical differentiating feature. Third, conventional entrepreneurial skills, such as risk-taking and creativity, are also relevant for social entrepreneurs, but mainly in the context of problem-solving. Finally, social entrepreneurs can utilize limited financial resources and augment social resources to solve social problems. However, there are also shades of grey associated with SE research. For example, the literature notes that entrepreneurs who find commercial space challenging move toward SE. Therefore, SE is not always driven by personal values, desire for self-enhancement, or self-transcendence.

The context is essential for understanding the complexities of SE. It is established that different social and economic contexts require different levels of social intervention and innovation, and social entrepreneurs act accordingly. The larger the social problem, the greater the requirements for invention, risk, social networking, and resourcefulness. Therefore, they have become reliant on social resources and community-based enterprises. The context has a dual impact on characteristics and consequences. First, entrepreneurs require empathy and compassionate risk-taking to engage in SE because developing countries are generally beset with more extensive social problems. However, weak institutional support and a lack of encouragement to pursue non-commercial initiatives are constraining SE performance.

Further, developing economies generally provide weak infrastructure, lower social spending, and need more institutional support for SE and open innovation. Most supporting infrastructures and institutions are dedicated to commercially viable entrepreneurial ventures. In addition, some help available to social entrepreneurs generally comes from the government sector. Such contexts make the pursuit of SE even more challenging. Further, SE receives social sanctions and recognition in developed economies, while these are mainly private initiatives in less-developed societies.

These findings have implications for institutional and government support for SE. Firstly, varying regulatory, economic, and social contexts may drive SE-related antecedents and skills. Secondly, institutional and government support can be designed to support SE by understanding the context. One of the reasons for the effectiveness of the institutional and government support for SE has been the need for more specific characteristics and context analysis, which, done in the light of the CCC framework, can address some of the shortcomings related to practical SE support.

The consequences of SE are generally expected to solve societal and environmental problems, be a catalyst for social change, and create a social impact. The context is vital in analyzing social impact as developing and transitioning economies and societies with even smaller social innovation outcomes can benefit them significantly. Social entrepreneurs in developed economies can utilize learning from developing economies, and societies as social entrepreneurs in these contexts have developed skills to function under resource constraints and bring sustainable solutions at the bottom of the pyramid. Social entrepreneurs in developed economies have excelled in providing sustainable solutions in healthcare, education, and technology and, therefore, can be a source of learning for social entrepreneurs in developed economies. The consequences of SE measurement of social influence, social well-being, and sustainable growth will remain subjective outcomes. Value creation for stakeholders, trade sectors, societies, and economies should be SE practice's central focus and effect. Such SE consequences imply that the characteristics of social entrepreneurs and ventures are a means to an end. In approach, the consequences of SE lie in value creation rather than value capture. Similarly, SE consequences should have a broadened scope encompassing social processes, resource utilization, and sustainable solutions built around the logic of empowerment rather than control. Combined with the cultural context, SE characteristics facilitate the achievement of outcomes; therefore, SE's consequences implicitly play a central role.

#### 1. Directions for Future Research

This study's systematic literature review of the CCC framework provides novel insights that can guide future research. First, findings from the thematic analysis suggest a relationship between the three components of the CCC framework. Some indicators suggest that context influences both characteristics and consequences, and future empirical investigations should examine the validity of this relationship. For example, the literature needs to be more conclusive on whether social entrepreneurs in developing economies possess higher social empathy and resource management skills than those in developed economies. Second, the literature on SE consequences needs to be more comprehensive, and there is a need for reliable and valid scale development to measure the effectiveness of the outcomes. Third, the literature needs to shed more light on the direct relationship between contextual characteristics and consequences. The varied consequences of SE ventures have been the most challenging aspect of SE research and require further attention. Measuring the effect of SE through social impact in varying contexts requires attention from SE researchers especially as the social entrepreneurs show negative sentiments associated with social impact.

# Limitations of the Study

The current research provides a literature review on the crucial aspects of SE, covering 149 selected academic and business journal articles. However, this study had some limitations. The first relates to the characteristics of the database searches. Databases are constantly being updated with new journal articles; therefore, data collected for this study only represents a "snapshot" of data in those databases during data collection. Thus, despite all efforts, there is a possibility of missing relevant academic journal articles. Second, the decision to include articles in this research was based on their value and inclusion in journals that followed a rigorous peer review process, representing a crucial pool of evidence. However, additional sources, such as books, contributions to edited volumes, and conference papers, may also provide further evidence of knowledge.

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Table 1

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Characteristics	Theme	Discussion Summary
Nguyen et al. (2021), Liu et al. (2020), Mueller et al. (2013), Amini et al. (2018), Mitchelmore and Rowley (2010), Chinchilla and Garcia (2017)		SE firms have diverse business models with either Edominant social component or a financial model. Distinctive characteristics of social entrepreneurs include problem identification and solution-finding for the social cause, self-efficacy, co-creation, networking, and bricolage.
Guritno et al. (2019), Kummitha (2018), Amini et al. (2018), Roundy (2017), Wood et al. (2012)	Supportive SE skills	Achievement orientation, persistence, risk-taking, design thinking, and innovativeness are associated with entrepreneurial skills for social entrepreneurs.
Usman et al. (2021), Abebe et al. (2020), Ruskin, et al. (2016), Amini et al. (2018), Tucker et al. (2016), Yang et al. (2015), Miller et al. (2012)	Social entrepreneurs' emotions	Entrepreneurial passion, sympathy, and empathy are precursors for social-oriented motivations, such as altruism and social justice.
Garcon et al. (2021), Urban (2020), Urban (2017), Ghalwash et al., (2017), Yitshaki & Kropp (2016), Aileen Boluk and Mottiar (2014), Miller et al. (2012)	Social entrepreneurs' motivations	Social entrepreneurs are compassionate risk-takers motivated to address social problems in innovative ways. In addition, compassion elicits pro-social motivation, fostering more flexible thought processes and significant commitment to action.
Tiwari et al. (2022). Urban (2020), Tran and Korflesch (2016), Yang et al. (2015)	Social entrepreneurs' intentions	The intention of social value creation and preference over economic value is a key differentiating characteristic of social entrepreneurs. Presence of SE role models' education and perceived support influence SE intentions.
Schaefer et al. (2022), Garcon et al. (2021), Dickel et al. (2021), Sastre-Castillo (2015), Renko (20123), Germak and Robinson (2014)	Social entrepreneurs' values	Thoughts, feelings, self-awareness structure values, social values are imprinted in social entrepreneurs through their early life experiences: self-enhancement, self-transcendence, and conservation values.

# Table 2

Context	Theme	Discussion Summary
Sengupta and Sahay (2017), Anderson & Gaddefors (2016), Diochon and Ghore (2016), Lumpkin et al. (2013), Zahra et al. (2009)	Context and Content	Besides the geographical context (Macro environmental conditions), meso-conditions determine entrepreneurship within the macro context (people & institutions).
Walter et al. (2021, Bogoviz et al. (2021), Neumann (2021), Voegel and Voegel, (2020) Popkova and Sergy (2020), Bacq and Eddleston (2018), Vrgović and Vrgović (2018), De Paulo et al. (2017).	Legitimacy and support for SE in developed economies	Social entrepreneurs in developed economies perceive entrepreneurship as societally sanctioned and consistent with their self-image. There is greater social recognition and institutional support for SE in developed economies as there are adequate resources available for SE to flourish. SE is an appropriate outlet for achievement motivation, and social entrepreneurs are role models for others.
Solomon et al. (2021), Voegel and Voegel (2020), Kachlami et al. (2018), Sengupta et al. (2018), Ghalwash et al. (2017), Krige and Sutherland (2016), Pache and Santos (2013), Litzky et al. (2010), Mair and Marti (2009)	Market orientation and sustainable development in developing economies	Social components are not counted towards economic effectiveness in developing markets. However, in developed economies, social enterprise contributes towards social effectiveness mainly by developing human potential and creating open innovation. Thus SE promotes sustainable development and community-based enterprises to support poor populations and exploit social capital.
Guerrero et al. (2021), Fakoussa et al. (2020), Deng et al. (2020), Hossain et al. (2017), Fisac and Moreno-Romero (2015), Littlewood and Khan (2018), Ghalwash et al. (2017)	supporting institutions in developing	In developing economies, informal social networks and bricolage play an essential role in supporting SE and open innovation. In highly regulated emerging economies, open innovation business models enable social entrepreneurs leveraged to counter resource constraints and achieve social innovation.

# Table 3

Consequences	Theme	Discussion Summary
Morris et al. (2020), Choi et al. (2019), Rawhouser et al. (2018), Maniam et al. (2018), Han and McKelvey (2016), Haski-Leventhal and Mehra (2016), Salazar et al. (2012), Doherty et al. (2014)	Sociality- measurement challenges of socia ventures	SE outcomes are complex and highly debated in the literature. Criteria for success parameters of non-profitable social ventures are challenging and use differing indicators.
Pinheiro (2021), Bruder (2020), Andersson and Self (2015), Lepoutre et al. (2013), Duchon and Anderson (2009)	Evaluation framework	Consequences of social venture success are demonstrated through strategic intent, goal achievement, resource utilization, and adaptability. Evaluation through market orientation is another suggestion.
Turner et al. (2014), Carraher et al. (2016)	Validity and reliability of measures	Work remains to improve the measurement of constructs. Future research must adopt a measure that assesses constructs through multiple indicators to ensure validity and reliability.
Bruder (2020), Dey et al. (2016), Chell et al. (2016), Dey and Steyaert (2012), Nicholls (2010),  Zahra et al. (2009)	Normative grounding of SE outcomes	SE should not only be evaluated by social impact. The normative grounding of SE also needs to be challenged. For example, instead of only considering SE as an ethical venture, stakeholders should evaluate SE as mission-centric.
Yang et al. (2022), Ferreira et al. (2017), Goh et al. (2016), Stephan et al. (2016), Randoy et al. (2015), Casselman et al. (2015)	Social value and social change	Creation of social value, value co-creation Poverty-focused social performance Finance-focused social performance Social change
Hamby et al. (2017), Thomas and Ramakrishna (2013), Lane and Casile (2011), El Ebrashi (2013), Jo et al. (2015) Urbano et al. (2016)	Social innovation	Social innovation is a necessary consequence of SE. Further, solving complex social and economic problems are crucial outcomes of SE. Thus, the evaluation framework focuses on firm survival in the absence of profits within economic, political, and cultural conditions.
Van Lunenburg et al. (2020), Hervieux and Voltan (2018), Svirina et al. (2016), Kim et al. (2016), Yusr (2016)	Open innovation and sustainable models	Open innovation enables social entrepreneurs to create value across the social chain and among social partners. Social ventures generate value for social ends, and surplus is mainly used to allow for reinvestment and sustainability of the business.
Castellas et al. (2018), Moody et al. (2015), Millar and Hall (2013), Rotheroe and Richards (2007), Osberg & Martin (2015), Ross and Kelly (2013)	Social return on investment	Studies address an arguably more important question about SROI measurement. Researchers emphasize the need to measure non-economic values and use organizational resources effectively to create those values.
Eng et al. (2020), Urban (2017), Kroeger and Weber (2014), Poon et al. (2009)	Social well-being	SE consequences consider social well-being of stakeholders. Research support a proposition that human capital development positively relate to implementing a social vision and social well-being.
Ranville and Barros (2021), Maas and Grieco (2017), Waddock and Steckler (2016)	Impacting behavior	across significant sections of society.
Molecke and Pinkse (2017), Tobia et al. (2013), Bloom and Chatterji (2009)	Social Impact	Proposes that the "Scale of Social Impact" is achieved by a social entrepreneurial organization, e.g., alleviating poverty, reducing conflict, saving the environment.