# CENTRAL ASIAN JOURNAL OF INNOVATIONS ON TOURISM MANAGEMENT AND FINANCE



Volume: 03 Issue: 09 | 2022 ISSN: 2660-454X

https://cajitmf.centralasianstudies.org

## An Organization's Strategy that is Backed by the Values and Visions of its Employees' Families

- <sup>1</sup> R. Regin
- <sup>2</sup> S. Suman Rajest
- <sup>3</sup> Shynu T
- <sup>4</sup> Jerusha Angelene Christabel G
- <sup>5</sup> Steffi. R

Received 16<sup>th</sup>Jul 2022, Accepted 19<sup>th</sup>Aug 2022, Online 17<sup>th</sup> Sep 2022 Abstract: In contrast to the monetary and commercial considerations of a corporation, the emotional issues of a family are often front and centre during the planning process. A successful business cannot be established with this method. Both the family and the business have a right to hope for a bright future, but they will have to work toward their goals in different ways because of the inherent tensions between the two systems. It takes a lot of work to build trust between the company's leadership and the families who run it, and to ensure that the family members' vision, goals, and principles are aligned with and support the business's overall plan. Moreover, the history of wars and political incidents that they had to endure limited their worries about the future of Global. They believe that the potential advantages of their brother will last as long as there is money accumulating, rather than because the firm will continue to operate. Our paper examines industry trends going back 30–40 years, so it won't be relevant to the current generation.

**Keywords:** Employees' Families, Family Business, future of Global, Values, Vision, Strategies, Parallel Process Planning, generation.

<sup>&</sup>lt;sup>1</sup> Assistant Professor, Department of Computer Science and Engineering, SRM Institute of Science and Technology, Ramapuram, Chennai, India regin12006@yahoo.co.in

<sup>&</sup>lt;sup>2</sup> Professor, Bharath Institute of Higher Education and Research, Chennai, Tamil Nadu, India

<sup>&</sup>lt;sup>3</sup> Master of Engineering, Department of Biomedical Engineering, Agni College of Technology, Chennai, Tamil Nadu, India

<sup>&</sup>lt;sup>4</sup> Sathiyabama Institute of Science and Technology, Tamil Nadu, India

<sup>&</sup>lt;sup>5</sup> Assistant Professor, Department of Electronics and Communication, Vins Christian College of Engineering, Tamil Nadu, India

#### Introduction

It might be difficult for various family firms to articulate their overall business strategy. Typically, this falls on the shoulders of the creative type, who is capable of great feats despite lacking in a systematic approach. Reason given: they don't want to waste their time on such a pointless proposition [1]. They don't systematically share their expertise with others; instead, they exert unconscious authority over the dissemination of information [2]. As a result of this reliance on a single person or group, the next generation will have a difficult time stepping in and establishing necessary components for the firm to thrive. This creates an enormous vulnerability for the enterprise [3]. Looking at company experience alongside management and different approaches to the family business would help us overcome key challenges facing a family business and fix them to succeed before the next generation, in addition to the models required to maintain development and success over multiple generations [4-11]. The purpose of the business and the goal of the family would be to better understand how the companies achieve sustainability over several generations, and this thesis would represent various revisions on family business and attempt to reveal the variables impacting the management of a family-owned company to achieve this [12]. The success of any family business depends on its founders' ability to train the next generation of leaders and set up systems that allow them to pass on their knowledge of running the business to the next generation [13]. In a parallel planning stage, for instance, the values, vision, and goals of the family and the enterprise are taken into account [14].

If you want to get a handle on the family firm, it would help to outline its distinguishing features. There are nuances in generalising those needs that vary from family to family [15]. Families are businesses that were started by one or more relatives and encourage participation from additional relatives. Family-owned businesses share many of the defining characteristics of other types of businesses. There are two families involved, one as founders and the other as the legal entity that the business operates under [16-19]. A family business is started for the sole purpose of improving family life. The priorities of the family are taken into account while the company formulates its policies and organisational politics. The owner and the highest-ranking executive are one and the same person. Transitioning ownership and operation of the estate can be challenging [20].

Involvement from family members, a strong reputation, loyal employees, a focus on the future, a willingness to change and adapt, an awareness of the needs of the community, a shared sense of ownership and management, and a strengthening of family relationships are all hallmarks of successful family [21-23]. The firm's robust financial position can be attributed in large part to the family's undying devotion to it. The initial and ongoing finance for the business comes from family members. In times of financial stress, families often put personal gain on hold to prioritise the welfare of their businesses [24]. Members of the family continue to lend a hand to the company since they consider themselves to be part of it. The land could be put up for sale while the business is running [25-31]. Family-owned businesses will be in a better position to make that call than their rivals. Despite its many advantages, it might hinder the ability of professionals to think quickly on their feet and come up with novel solutions. Decisions in a family business don't take a lot of time to make or require a lot of signatures. It's easy to communicate by drawing on personal experiences from within a family [32-35].

In addition to contributing to market expansion, the improved long-term decision-making that family businesses foster is also helping to boost the economy. The long-term investment's potential would increase if corporations accepted savings plans that helped individuals live longer [36-39]. Disparities in ownership and management can cause difficulties that are invisible to outsiders in family-run businesses [40]. The owner's manager keeps both stickers face up. The firm often benefits from the workers' partnerships with their families. Long-term employment outside of family businesses is a major tenet of HR policies. The promise of a lifetime employment contract, on the other hand, tends to make employees more loyal and dedicated to their employers. Partnerships are strengthened and synergies are created

when family members work together [41-45]. Family businesses have an edge over non-family businesses in terms of settling on criteria, inspiring high performance, expanding and evolving rapidly, retaining an amateur spirit, and recognising the next generation's boss [46-51].

#### **Challenges Faced by Family-Run Companies**

Although family-run businesses frequently succeed, they also face certain special challenges [52-55]. Two costs, conservatism as an ownership issue and role complexity, best explain the downsides. Market and family disagreements, misunderstanding of roles, nepotism and poor management education, competitiveness among family members, succession concerns, populism, and central management are all areas where the family could improve [56-61]. The difficulties of institutionalising and properly running and transitioning a family business, as well as corporate issues with an owner who remains active in management, and family-related concerns frequently affecting the firm, are all disadvantages. Research on the ways in which family-owned businesses adopt new technologies and processes finds that, while these enterprises are familiar with the concept of IT, they do not make use of it [62-71]. The survival and success of family businesses depend on their willingness to adopt new technologies. There could be problems with the family members who have sway over the business because of the succession system. For family enterprises with more than one management contender, the difficulty in reaching a consensus on a next leader can spell doom [72]. This is the time when resistance to change is most vocal among family-owned businesses [73]. The previous administration has been handling commercial concerns and acting cautiously for quite some time [74].

#### Family Businesses: Pros and Cons

Conversely, because a family business starts off on a smaller scale, the amount of potential opportunities and hazards is greatly diminished. One of the most obvious advantages is that, with the right preparation, both financially and managerially, the company will gain a strong reputation with its suppliers and produce good consumer sustainability [75-81]. However, if the family business is unable to pay its expenses and keep cash flow, its prospective market viability will be jeopardised because the corporation will not be able to obtain the necessary funding from banks. In such a scenario, banks would no longer trust them. Another risk is market regulation that may impose substantial costs and difficulties on family businesses but cannot be enforced. Furthermore, as the business expands and additional people who are not immediate family members work there, the interpersonal link can become muddled. This will have an unspoken effect on family members' performance and may sow seeds of distrust throughout the succession process [82-85].

#### The Ebb and Flow of a Family Business

It is common for a family firm to go through several distinct stages of development. It's common knowledge that the career life cycle of the family business comes before these shifts. The aspirations of the patriarch form the cornerstone of the family's new business. The next stage of a company's development is a direct result of the founder's willingness to take risks and realise his vision [86]. The world and the spirit of time have an inexorable impact on the creator's aspirations and visions, and this must be understood. When his vision becomes a reality, the entrepreneur will take the appropriate steps to protect his work and shield his company from harm. It would appear that this "Invention & Populism" era is the natural consequence of a market leader's inability to save the acquired route during the extremely dull initial phase [87].

Later on, the family begins to actively involve the next generation, which brings with it new ideas and a strong desire to create a more efficient structure. To develop this "professionalization" phase of the family firm, the younger generation often leans on modern education and superior technical abilities. This more methodical approach can be used while the founder is still in charge, or it can wait until the second

generation takes over. Business success relies on a solid foundation, which is created during the professionalization process. In an ideal world, business leaders would have a firm grasp of their organisations, would work to improve their flagship products, and would be optimistic about the future. This tier represents the next set of cousins or siblings in a family's lineage [88-90].

An expansion and consolidation phase lie ahead, which will test the management team's dedication to innovation and caution. The technique is always being rethought and remade, as befits the times in which we live. The company's history is one of returning to the initial idea of its founder while also evolving to meet new obstacles. With growth comes the inevitable need to reorganise the family business [91-93]. In most cases, this means expanding the family and instituting stricter rules for managing the business and the family. When looking at the lifecycle of a family business, this is by far the most crucial time. It's a sign of a major decision: whether the family and the organisation will move forward or become irreparably broken. When a family business makes it through the "Extension & Restructuring" phase, it moves on to the "Consolidation" phase. In many ways, this time frame is reminiscent of the early stages of the organisation, when its founder was more conservative. Consolidation in the goods and services sector is characterised by an urgent need to prioritise integrated branding, strengthened distribution channels, and expansion into new domestic and international markets. This is a form of market recovery [94-97]. We are now at what is commonly called the "Confederation of Cousins" level, which is the third tier. What percentage of businesses can be attributed to families? Should countless generations be subjected to this, or is there another way? What if a family business skips the establishment phase altogether and jumps right into expansion? What role do traditions and beliefs within the family have in perpetuating the cycle? Life cycle models for family businesses are impacted by these and other factors, with responses varying depending on the specifics of each situation [98].

Even the most robust business model in family-run enterprises will fail if the many members of the group can't work together in harmony. Success in all of the phases will need careful planning and a strong sense of family solidarity. In most cases, this is a combination of competence and force [99]. It usually involves a dose of realism, since members of the family need to be made aware of even the slightest hint of strained relations within the family or the first warning signs of a possible breakdown in organisational structure. Even if they don't work for the family business, successors still have a wide range of duties to fulfil, from the dominant to the affective. Successors of regulated enterprises often had greater social status than their forebears had in the early days of the company. The first-generation family managers are successful entrepreneurs with extensive hands-on or commercial experience, both of which are crucial in the early stages of a company's development. The founder's siblings, on the other hand, have to attend meetings separately so that people who aren't related to them can play key roles in the company's growth and success.

#### **Ability to Make Choices**

The delegation of power in the family business is another type of impacts on the firm. Disputes could be avoided with the use of a system designed to distribute power for making decisions. It suggests that teams create decisions by dividing power between democratic members and authoritative leaders. The former group includes decision-makers such as parents, offspring, and siblings. The creator's actions in "letting go," transferring authority, and developing future leaders among family members are of paramount importance. Succession planning training is what it sounds like. Now is the time for startup entrepreneurs to think about whether or not their company's culture will help or hinder the company's performance. Unfortunately, non-family firms typically adhere to more formal and task-driven succession planning practises than do families. There are many moving parts in a family business, and the succession plan needs to take into account the family, the business, the employees, and the market. Family enterprises that have been around for a while and have flourished under the informal, individual, and paternalist leadership of older members tend to be more formal, impartial, and competent. Companies in this

position often require the services of third-party experts, such as consultants and contractors. These initiatives would utilise the group's knowledge to train administrators to be "skilled," so enhancing policymakers.

#### **Planned Actions**

There are numerous establishments that must make plans for the long-term, the survival, and the growth of their operations. It's possible for a strategy to take into account factors like market competition, economic conditions, money-related connections (such as taxation, banking, supplier networks, and customer needs), and even the values and requirements of the family unit as a whole. Due to the schedule's central role in driving the organisation forward, updates on the plans are required at regular intervals to allow for both methodical and ad hoc action. However, company-sponsored programmes for families can be undermined by factors beyond of the company's control. Founders are notoriously self-centered and dismiss the significance of planning. The way you see it, this is just a natural progression.

On the other hand, second-generation siblings want their offspring to participate in such discussions. Participants are encouraged to start thinking ahead and taking action as potential third-generation business owners and employees (dubbed "cousin partnership generation"). Workers at this stage need the means to govern a company that has developed and grown more dynamic over the past few years, thus preparedness is essential. Here, workers and their families face a number of obstacles:

- Family vocation and tax break
- > Progression in one's field and the subsequent sale of land
- > Payment of Bonus for Reinvestment
- > Discussions between generations prior to selecting a choice

The most significant challenges a company family will confront, even in good health, are inheritance and everyday troubles. The planning phase may be disconnected either directly or indirectly if unhappy family owners and employees use the BOD meeting to negotiate with the CEO about personal concerns. This is due to the fact that business planning and family planning are very much at odds with one another. It is essential to plan in parallel. To ensure success and prevent unpleasant arguments within the family and the business, it is essential that everyone participate in the planning and decision-making processes together. Therefore, it is essential to get ready, as the involvement and leadership of the family is a strategic advantage when the family's position is well recognised and established. Therefore, several obstacles, especially in succession and ownership position planning, may be prevented. In certain societies only. Land and estate are taboo topics of conversation. Family patriarchs and matriarchs in any community will put off preparing for a leadership handover because they fear for their own safety and believe that the following generation is "not trained" or that "things are too controversial and emotionally risky." Organizational meddling or a lack of input into policymaking. Individuals in business for themselves need to use personal financial statements and the structured strategy approach to consult with family and company representatives before making major financial decisions. The system of preparation must be precise in order to prevent some misunderstandings, unintended additions, and confusing wishes in future generations. In order to avoid future issues and various arguments, it is important to define and adhere to the family's guiding principles as part of the plan to promote intervention.

Due to the necessity of ensuring that the goals of both the family and the business are accomplished, the parallel preparation technique has assumed a central role. For instance, it's important to factor in the family's financial goals while creating a business strategy. Families, like all other organisations, require careful preparation to ensure an atmosphere conducive to critical thinking, constructive participation, and successful outcomes for its members. This manner, conflict is less likely to arise and communities are strengthened. Having a public forum to discuss the most pressing issues can help eliminate conflicts

between employees and family members. These unsolved questions may be broached in the planning stage with other, more conventionally difficult issues, such as money, work, and choice. It's a win-win since it gives employees a chance to deal with personal issues while still meeting work obligations. Family planning, like other forms of corporate strategy, can enhance a company's ownership and leadership by developing the knowledge and skills of its members, particularly those of the second generation. The first generation might not need to know this information. Confidence in one another's abilities is essential for forming a strong working relationship in the medium of touch, which is especially important in family planning due to the increased complexity introduced by dealing with several perspectives, goals, and values.

#### **Steps for the Parallel Planning Process**

Family businesses sometimes rely on guiding principles and visions to guide their decisions, but they gloss over the fact that predictable actions, funding, and management are required to ensure the company's long-term viability. In order for company families to learn the roles of the firm's owners, a five-step parallel planning process is required.

- ➤ Communication between the family and the businesses is limited.
- ➤ Both establishments suffer from an absence of expert decision-making procedures.
- Shared accountability for the outcome.

The five areas that need to be addressed are interconnected, and it is never easy to separate business from personal outcomes. The present Parallel Planning Method includes five interconnected and associated phases in family and business values, vision, forecasting, expenditure, and management. In theory, the initial step in the planning process should be a value discovery. Usually when a family has a disagreement, they talk it out and start working through the problem right away, without waiting for anything to be ready. However, because the five phases of preparation overlap, the philosophy and conduct of the family should be analysed to represent their aim, principles, strategy, and dedication. Because cultural principles reveal common values, assumptions, and goals, cultures are the driving force behind organisations. In order to kick off the process of changing people's overall perspective on families, parallel preparation places a strong emphasis on raising people's level of family value consciousness. If a businessman is serious about launching a company, he will first make an inside contribution to the company's performance, so reinforcing the organization's guiding principles and norms. In most cases, quality is what inspires and directs strategic planning, financial allocation, and organisational leadership.

After that, it's time to establish the family's needs and craft a set of guiding principles. Personal beliefs, family history, shared experience, and shared concerns all play a role. Families in either scenario may show an interest in a particular business, but this interest may be distressing or even harmful in certain circumstances. During generational transitions, the family would like to deploy its people and financial resources in a way that identifies family commitments and the family's goal. The first step in parallel planning is to develop a shared understanding of the enterprise's mission, policies, budget, and leadership by gathering stakeholder input during the values formation phase. The guiding principles often highlight a shared idealisation of the family member's dedication to the company's future prosperity. Evaluating the values process requires thinking about how to involve family, stakeholders, and employees. The family's guiding principles may stand for the bond between the family and the community at large. The family may, for example, give employees a day off on their birthday and make a cash contribution to those who are having trouble making ends meet. A worker's primary learning experience.

Values expressed by business families are important because they help create the organization's culture, mission, and decision-making. This is the primary action and force of the wheel, and it can hinder or promote progress or conflicts. There is no difficulty due to the fact that family representatives working in the same environment do not have a common understanding of what is meant. They set aside and came to terms with the diverse principles throughout the planning process. Thus, values are the set of beliefs that shape the character of an organisation and its backers. Because of this, if the planner is familiar with the fundamentals, they will have a firm grasp on the business's inner workings and its rationale. Once again, the company's culture will serve as a potent tool for fostering and enforcing the kinds of behaviour necessary to uphold the business's strategic goals. Owners and employees can respond with high standards of behaviour by adhering to simple concepts like respect, decency, and independence during times of strain and uncertainty. Having a sense of community is something that all businesses crave. Procedures, methods, and organisational structures are common tools for management in such establishments.

#### **Research Design**

Strategic planning in the market can be a useful tool for illuminating issues with established procedures. It also allows them to investigate alternative solutions and configurations for issues like resources, skills, etc. The family's interactions with the business's collaborators shape the final strategy. A crucial consideration. Creating a business strategy based on the family's vision will ensure that all family members are involved in the enterprise and are aware of its goals and objectives. The partners' strong commitment to seeing the development strategy through to fruition and the members' freedom to make informed investment decisions are further evidence of this. Management places a premium on gauging family loyalty by using their input on strategic planning and acquisitions as a means of gauging the value of those inputs.

#### **Participation Strategy**

The participatory approach to fostering multi-generational ownership begins with a conversation between members of the company family about their guiding values and ultimate goals. One of the main arguments against taking part in PPPs is the belief that it requires a wide range of skills, relationships, and emotions. There are two main channels of interaction between the company and its investors. Family businesses and their ties to the next generation. One is businesslike, open, and temporary, while the other is personal and long-lasting. As the number of generations in a family grows, the dynamics inside that family must evolve and be explored with greater nuance than one would with, say, a piece of furniture. It's true that the company will improve its ability to take action, and it should start taking questions of strategy and leadership more seriously.

The concurrent schedule's primary objective is to recognise that the aims, techniques and laws of the two structures are synchronised, allowing for the concentration of efforts and the avoidance of complications. Commitment of Fourth-Stage Human and Financial Resources Investment in both physical and financial real estate is the backbone of a family's ability to create and maintain a lasting legacy of wealth. Human resource management's ability to lead in the prevention of interpersonal conflicts calls for skills and discretion. The monetary one involves the absence of funds, which may exacerbate losses. Often, the emotional attachment members of the family have to the company is the sole factor considered when making investment decisions that affect the company's future. Any organisation with aspirations for the future must take stock of its intellectual capital, as well as its long-term prospects and level of strategic commitment.

When it comes to spending money, a family needs to give their undivided attention to the benefits and opportunities available in the market (e.g. business purchase and merger). When it comes to keeping the family business afloat, nothing is more important than investing in the people who work for it. Those

around him, be they family or coworkers, can benefit from all of his knowledge and experience and rely on him to rise to any challenge. Both types of investment attest to the firm's strategic advantages, which will ensure its continued success under the current owner. Fifth stage, family control of the business. Governance, the third phase of parallel preparation, is essential for establishing decision-making and accountability. Generally speaking, there are three types of organisational structures found in family businesses:

- > The corporation, its employees, and its owners stand in for the board of directors, and they are the ones who make the tough calls and keep the business afloat.
- ➤ Negotiations, dispute resolution, communication, and even their extracurricular activities are just some of the BOD-related issues that frequently come up at family meetings and family councils.
- > Rules, legislation, owners' liability, and employment are all spelled out in the final paperwork for the family arrangement.

#### Governance of industry

The board of directors is responsible for overseeing the performance of management and defining the company's long-term strategy, as well as establishing policies and procedures for handling financial matters, making investments, and disbursing funds. A management framework is required to make decisions and troubleshoot procedures as the family grows and policy implementation gets more complex. Job risks, board presentations, dividends, and expenses are all monitored by this apparatus. These issues are originally addressed and resolved by the creator, but when the siblings assume management roles in the second generation, a new decision-making framework is required. Parallel preparation is a significant benefit in a family business as we move through the five stages. It takes dedication, planning, and decisiveness to successfully run a family business. Vision, family members and authorities, and organisational strategies are the three main areas that require careful planning. The family business era is heavily influenced by the cultural and traditional heritage of the family. In the context of Arab family enterprises, the model could take into account a wide range of extra external and internal factors. There is debate regarding the claim that Arab society is market-oriented, despite the fact that many people in the region also acknowledge the strong traditional roots of their economies. This conventional outlook often conflicts with modern methods of production and innovation. Businesses owned by the Arab royal family, on the other hand, are thriving and expanding. They give the reader a solid grounding in the reality of how conservationist ideas might be applied in different contexts and in varying concentrations. The Arab family business is affected by cultural norms. The need to maintain credibility also affects how they interact with one another and the decisions they make. The customer enters into a "confidence contract" with the creator based on the creator's principles. That's why you see it most clearly when you first start reading 'Invention and Populism.' Now, shoppers are being prudent again. They seem to have gone back to thinking like people did before the era of widespread consumption of food. Arab family businesses can get an advantage in the modern economy by maintaining a certain level of traditionalism throughout the generations of the family. The end game should be assurance and growth at a level of risk that is tolerable. At no stage in the life of a family firm, in particular, should reputation be put at risk.

This is due to the fact that time cycles for both siblings and cousins have changed drastically since the original company's inception. Succession planning is a key aspect for every business, and understanding it is essential for setting up the organisation for future success. Sadly, even a developed nation like Global still has to deal with civic, political, and economic struggles. For future independence inside the enterprise, the Fattal party encouraged their offspring to learn and grow in their own ways. Many families in business mistakenly believe that granting their children complete independence is an effective means of instilling in them the values of faith, trust, leadership, and personal accountability. Whether or not they

plan to become members of the group in the near future. That way, once they reach the CEO level, they will be more likely to become active owners and to diversify the company's revenue streams through their various professional specialisations. The vast majority of corporations take this approach very seriously. In this way, younger generations can pass on their specialised expertise to the company's benefit.

The participatory approach to fostering multi-generational ownership begins with a conversation between members of the company family about their guiding values and ultimate goals. One of the main arguments against taking part in PPPs is the belief that it requires a wide range of skills, relationships, and emotions. There are two main channels of interaction between the company and its investors. Family businesses and their ties to the next generation. One is businesslike, open, and temporary, while the other is personal and long-lasting. Family dynamics will inevitably become more intricate as the number of generations increases; this is something that's better explored than contested. It's true that the company will improve its ability to take action, and it should start taking questions of strategy and leadership more seriously. The concurrent schedule's primary objective is to recognise that the aims, techniques and laws of the two structures are synchronised, allowing for the concentration of efforts and the avoidance of complications.

#### **Findings**

The company's primary goal is to set the industry standard for manufacturing efficiency. The long-term goal and ambition for the industry was to increase profits and benefits as much as possible from one generation to the next. This is the first generation of the organisation. Thankfully, this type of company was strongly linked to cultural celebrations and occasionally peak times. The company also used advertising campaigns during the slow times of year. As a result of their close relationship with their clientele, business owners have an in-depth understanding of consumer wants and needs as well as a solid grasp of the market. The owners had no access to an independent dispute resolution or management enhancement mechanism. It's promising that the siblings of the Founders' Generation had an enthusiasm for managing. Through performances, conferences, and lessons, the siblings are able to regularly engage, plan, and rehearse together. Organizations from the outside. The owners' children were again educated by the brother, and the owners' advantage and estate were preserved.

Appropriate pricing in relation to both quality and competitors was a key factor in the company's expansion and survival through difficult periods like war and economic downturn. The developers took a methodical approach by defining a privacy guideline for the recipes, which are traditionally handed down through generations. All these years, your sibling group has benefited from your dad's research abilities. Despite the lack of a systematic framework in the earlier stages, a successor has been selected, educated, and made ready for action. The second iteration was more nimble and used more standardised approaches and human resource management processes. The Ministry of Health's required and stringent processes and rules were followed in order to receive the certificates and permissions. They made sure that locals were employed at their factories, which boosted employment prospects at home and around the world. Their growth and formidable reputation were aided by their thorough, forward-thinking planning practises.

#### Conclusion

The data is just a bunch of gibberish until it's analysed. For analyses to be effective in reducing the available knowledge, its relevance, and its understanding, in-depth analysis is required. As far as the body of knowledge is concerned, it is self-evident that all founders belong to the same generation as the field of study. Although this study focuses on a wide variety of extreme locations in Libya, its founders appear to have experienced the same setting and been exposed to the same kind of community. This is why most evidence pointed to the conclusion that the preparation wasn't used properly. In the long run, they were mostly successful. Likewise, their handoff to the successors was a natural progression. No consideration

was given to the replacement's education, experience, or even level of consciousness. Most of them also pushed their siblings into entrepreneurship, and the winner ultimately ruled the monarchy. Siblings have an advantage in management, structure, and market efficiency since they are better educated and open to globalisation. In their minds, events like conferences, schools, the internet, and consulting businesses were helpful tools for expanding their knowledge of and engagement in the market, which in turn allowed them to foster strong family ties.

#### References

- 1. K. Kankaew (eds), Global Air Transport Management and Reshaping Business Models for the New Era. Hershey: IGI Global, 2022.
- 2. B. Worasuwannarak, K. Kankaew, "The image value of Southeast Asia airlines: A study of attribute that led to image value of choosing Southeast Asia airlines by Mean-End theory approach," In Global Air Transport Management and Reshaping Business Models for the New Era, K. Kankaew, Eds. Hershey: IGI Global, 2022, pp. 192-206.
- 3. K. Kankaew, K. Kangwol, A. Guzikova, S. Kungwol, B. Sitikarn, T. Suksutdhi, "Organizational Structure Enhancing Airlines Efficiency Amid the Pandemic: Low-Cost Carriers in Thailand as a Case," GeoJournal of Tourism and Geosites, vol. 38, pp. 1189-1194, 2021.
- 4. K. Kankaew, E. Tansiri, R. Waramontri, N. Paethrangsi, K. Kungwol, B. Sitikarn, K. Charernit, "Coping with the changes that challenges: The business and education sector in Thailand 4.0,"International Journal of Asian Business and Information Management, vol. 13, 2021.
- 5. B. Sitikarn, K. Kankaew, Y. Sawangdee, "Coffee value symbiosis toward a mountain geographical community-based tourism in Thailand," GeoJournal of Tourism and Geosites, vol. 42, pp. 657-663, 2022.
- 6. N. Gupta and A. Kumar, "Deepika Store: A Dilemma of Being Sustainable or Profitable," in Socially Responsible Consumption and Marketing in Practice, Singapore: Springer Singapore, 2022, pp. 113–129.
- 7. A. Kumar, N. Gupta, A. A. Shaikh, and P. Pujari, "Milkiana Cattle feed- an entrepreneurial saga of business integration: case study," Small Enterp. Res., pp. 1–9, Nov. 2021, doi: 10.1080/13215906.2021.2000484.
- 8. A. Kumar, N. Gupta, and P. Pujari, Educational material supplied by The Case Centre Entry of Parle Wheat Flour in Indian Market Dilemma of Daily Needs Supermarket. 2021.
- 9. N. Vasan, S., & Gupta, "Applications of POEM Marketing," in Second International Conference on Resilience for Sustainability: Revisiting Management Practices and Strategizing for the Future, 2021, pp. 272–279.
- 10. A. Kumar, P. Pujari, and N. Gupta, "Artificial Intelligence: Technology 4.0 as a solution for healthcare workers during COVID-19 pandemic," Acta Univ. Bohemiae Merid., vol. 24, no. 1, pp. 19–35, Jul. 2021, doi: 10.32725/acta.2021.002.
- 11. N. Gupta and S. Vasan, "Applications of POEM Marketing," 2021, [Online]. Available: https://www.researchgate.net/publication/355732278\_NIC'2021\_Second\_International\_Conference\_on\_Resilience\_for\_Sustainability\_Revisiting\_Management\_Practices\_and\_Strategizing\_for\_the\_Future.
- 12. N. Gupta and A. Kumar, Xiaomis Journey in India. 2020.

- 13. N. A. Utkarsh and N. Gupta, "Message strategy of promotional e-mails in India: a content analysis," Int. J. Electron. Mark. Retail., vol. 10, no. 4, p. 351, 2019, doi: 10.1504/IJEMR.2019.104212.
- 14. N. Gupta, Mobile Based Marketing Practices in Indian Context. LAP Lambert Academic Publishing, 2019.
- 15. N. Gupta and J. Chakravertty, "Bello Italiano: Stakes on Stake," Jaipuria Int. J. Manag. Res., vol. 4, no. 2, p. 92, Dec. 2018, doi: 10.22552/jijmr/2018/v4/i2/177081.
- 16. N. Gupta, Investigating Business Situations-Insights from Internship Based Case Studie. 2018.
- 17. Y. Saraswat, S. Singh, and N. Gupta, "Sampling Design," in Research Methodology, CEGR, 2018.
- 18. N. Gupta and S. Rana, "Perception toward Permission- based E-mails in Banks," Jindal J. Bus. Res., vol. 6, no. 1, pp. 86–95, Jun. 2017, doi: 10.1177/2278682117713579.
- 19. A. Anand, S. Rana, and N. Gupta, "Impact of Liberalization On The Insurance Sector In India," J. ofServices Res., vol. 16, no. 2, p. 1, Mar. 2017.
- 20. V. Varma and N. Gupta, "Excel Shoppee E-commerce Start Up: Road Ahead," FIIB Bus. Rev., vol. 5, no. 5, pp. 3–8, Dec. 2016, doi: 10.1177/2455265820160101S.IEEE
- 21. M. Alsoud and I. Othman, "Factors influencing online shopping intention in Jordan: an empirical study based on the Tam model", International Journal of Current Innovations in Advanced Research, vol. 1, no. 6, pp. 1-13, 2018.
- 22. R. Imtiaz, M. Alsoud, M. Ramish, A. Aziz and A. Anwar, "Impact of Face book on Advertising: Analysis of effectiveness of Face book on enhancing customer purchase intention", Elementary Education Online, vol. 20, no. 5, pp. 7130-7149, 2021. Available: doi: 10.17051/ilkonline.2021.05.806.
- 23. M. Alsoud and I. Othman, "The Determinant of Online Shopping Intention in Jordan: A Review and Suggestions for Future Research", International Journal of Academic Research in Business and Social Sciences, vol. 8, no. 8, 2018. Available: 10.6007/ijarbss/v8-i8/4507.
- 24. T. Majali, M. Alsoud, A. Omar and I. Alhassan, "Social Media Use as Health Awareness Tool: A Study among Healthcare Practitioners", Multicultural Education, vol. 7, no. 2, pp. 1-5, 2021. Available: 10.5281/zenodo.4487282
- 25. T. Majali, M. Alsoud, H. Yaseen, R. Almajali and S. Barkat, "The effect of digital review credibility on Jordanian online purchase intention", International Journal of Data and Network Science, vol. 6, no. 3, pp. 973-982, 2022. Available: 10.5267/j.ijdns.2022.1.014.
- 26. Trawnih, S. Al-Masaeed, M. Alsoud and A. Alkufahy, "Understanding artificial intelligence experience: A customer perspective", International Journal of Data and Network Science, vol. 6, no. 4, pp. 1471-1484, 2022. Available: 10.5267/j.ijdns.2022.5.004.
- 27. T. Majali, A. Omar, M. Alsoud and S. Barakat, "Use of Social Media in Promoting Breast Cancer Awareness among Malaysian Women of Generation Y: A Conceptual Framework", Multicultural Education, vol. 7, no. 2, pp. 58-67, 2021.
- 28. A. Al-Adwan, M. Alrousan, H. Yaseen, A. Alkufahy and M. Alsoud, "Boosting Online Purchase Intention in High-Uncertainty-Avoidance Societies: A Signaling Theory Approach", Journal of Open Innovation: Technology, Market, and Complexity, vol. 8, no. 3, p. 136, 2022. Available: 10.3390/joitmc8030136

- 29. M. Alsoud, M., and A. Mustafa. "The Impact of Security Protection on Online Shopping Intention upon Jordanian Markets", Merit Research Journal of Business and Management, vol.8, no.2, pp.023-027.
- 30. Alfadhl, M. M. A., Alabdullah, T. T. Y. (2016). Agency Cost and Management Behavior: The Role of Performance as a Moderator. International Journal of Science and Research (IJSR), 5(1), 1858-1864.
- 31. Ahmed, E. R., Alabdullah, T. T. Y., Ardhani, L., & Putri, E. (2021). The Inventory Control System's Weaknesses Based on the Accounting Postgraduate Students' Perspectives. Journal of Accounting and Business Education, 5(2), 1-8.
- 32. Alabdullah, T. T. Y. (2021). Ownership Structure and the Failure or Success of Firm Performance: Evidence from Emerging Market; Cross-sectional Analysis. International Journal of Business and Management Invention, 10(8), pp. 17-20.
- 33. FalihChichan, H., &Alabdullah, T. T. Y. (2021). Does Environmental Management Accounting Matter in Promoting Sustainable Development? A study in Iraq. Journal of Accounting Science, 5(2), 114-126.
- 34. Alabdullah, T. T. Y., Ahmed, E. R., (2020). A cross-sectional analysis of the influence of corporate governance features on the organizational outcomes: An assessment. International Islamic University Chittagong. 17(2). P.P 6-26.
- 35. Tariq Tawfeeq Yousif Alabdullah, Essia Ries Ahmed, Mohammed Almashhadani, Sara Kadhim Yousif, Hasan Ahmed Almashhadani, Raghad Almashhadani, & Eskasari Putri. (2021). How Significantly to Emerging Economies Benefit From Board Attributes and Risk Management in Enhancing Firm Profitability?. Journal of Accounting Science, 5(2), 100-109.
- 36. Essia Ries Ahmed, Md. Aminul Islam, and Alabdullah, TTY (2017). The moderating role of Shariah supervisory board on sukuk pricing benchmark", International Journal of Excellence Islamic Banking & Finance, Vol. 6, Issue 2, pp. 1-32.
- 37. Alabdullah, T. T. Y., Maryanti, E. (2021). Internal Control Mechanisms in Accounting, Management, and Economy: A review of the Literature and Suggestions of New Investigations. International Journal of Business and Management Invention, 10(9), pp.8-12.
- 38. Halkiopoulos, C., Antonopoulou, H., Gkintoni, E., Aroutzidis, A. (2022). Neuromarketing as an Indicator of Cognitive Consumer Behavior in Decision-Making Process of Tourism destination—An Overview. In: Katsoni, V., Şerban, A.C. (eds) Transcending Borders in Tourism Through Innovation and Cultural Heritage. Springer Proceedings in Business and Economics. Springer, Cham.
- 39. Antonopoulou, H., Halkiopoulos, C., Gkintoni, E., Katsibelis, A. (2022). Application of Gamification Tools for Identification of Neurocognitive and Social Function in Distance Learning Education. International Journal of Learning, Teaching and Educational Research, 21(5), 367–400. doi:10.26803/ijlter.21.5.19
- 40. Gkintoni, E., Halkiopoulos, C., Antonopoulou, H. (2022). Neuroleadership an Asset in Educational Settings: An Overview. Emerging Science Journal. Emerging Science Journal, 6(4), 893–904. DOI:10.28991/esj-2022-06-04-016.
- 41. Antonopoulou, H., Halkiopoulos, C., Barlou, O., & Beligiannis, G. N. (2021). Transformational Leadership and Digital Skills in Higher Education Institutes: During the COVID-19 Pandemic. Emerging Science Journal, 5(1), pp.1–15. DOI:10.28991/esj-2021-01252.

## Volume: 03 Issue: 09 | Sep 2022

- 42. Antonopoulou, H., Halkiopoulos, C., Barlou, O., & Beligiannis, G. N. (2021). Associations between Traditional and Digital Leadership in Academic Environment: During the COVID-19 Pandemic. Emerging Science Journal, 5(4), pp.405–428. DOI:10.28991/esj-2021-01286.
- 43. Antonopoulou, H., Halkiopoulos, C., Barlou, O., Beligiannis, G. (2020). Leadership Types and Digital Leadership in Higher Education: Behavioural Data Analysis from University of Patras in Greece. International Journal of Learning, Teaching and Educational Research, 19 (4), pp.110-129. DOI:10.26803/ijlter.19.4.8.
- 44. Antonopoulou, H., Halkiopoulos, C., Barlou, O., Beligiannis, G. (2019). Transition from Educational Leadership to e-Leadership: A Data Analysis Report from TEI of Western Greece. International Journal of Learning, Teaching and Educational Research, 18 (9), pp.238-255. DOI:10.26803/ijlter.18.9.13.
- 45. Gkintoni, E., Pallis, E., Bitsios, P., Giakoumaki, S. (2017). "Neurocognitive performance, psychopathology and social functioning in individuals at high-genetic risk for schizophrenia and psychotic bipolar disorder". International Journal of Affective Disorders 208, 512-520, DOI: 10.1016/j.jad.2016.10.032
- 46. B. Rayate and ". Datta, "Relationship Management Issues in the Management Education "ector of India," KRSCMS Management Journal, vol. 01, no. 1, pp. 15 21, January 2011.
- 47. B. Rayate and ". Datta, "An insight into some C"R practices of Indian Banks," KRSCMS Management Journal, vol. 02, no. 2012, pp. 22 31, January 2012.
- 48. B. Rayate and ". Datta, "CRM in Recession: "elling efficiently even in a low economy," in Management Transition Past Decade and Decade ahead, Himalaya Publishing House Pvt. Ltd., 2010, pp. 40 50.
- 49. Datta, "Application of Control Charts to Measuring Customer "atisfaction Levels in the Banking "ector," in XV Annual International Conference of the Society of Operations Management (SOM), Kolkata, 2011.
- 50. B. Rayate and ". Datta, "A study of the Green Initiatives of some prominent Indian Bank," KRSCMS Management Journal, vol. 4, pp. 3 10, Mar 2014.
- 51. Datta, "Big Data Analytics: An Overview," KRSCMS Management, vol. 5, pp. 7 12, Apr 2015.
- 52. Datta, "Big Data Analytics And The B"chool Curriculum," VISION Beyond.... International Journal of Management (Interdisciplinary), vol. 1, no. 1, pp. 21 26, Jan 2016.
- 53. Datta and ". Datta, "The Evolution of the First Balanced "core Card," in Emerging Markets: Case Studies Collection, Nagpur, IMT Nagpur, 2011, pp. 554 563.
- 54. Datta and B. B. Rayate, "Utility of Facebook Timeline in assisting CRM in the Banking "ector in India," in (National Conference on) Strategic Innovations in Management, Pune, Indira Institute of Management, Pune, 2013, pp. 1 9.
- 55. B. Rayate and ". Datta, "Emphasis on Predictive Analysis can enable the Indian Insurer to gain an edge in a fast changing economy," Journal of Applied Management, JIDNYASA, vol. 3, pp. 47 50, 30 Jan 2011.
- 56. Datta Khan, "A glimpse into the contribution of "ocial Media Marketing to Customer- Perceived Value," in Frontiers in Management Research, A. K. Baksi, K. Kundu and P. A. Alam, Eds., Kolkata, Allied Publishers, 2019, pp. 43 51.

### Volume: 03 Issue: 09 | Sep 2022

- 57. Datta Khan, T. Chowdhury and R. "anpui, "An exploratory study of the shopping experience of customers at Reliance Retail in Kolkata city," in Frontiers in Management Research, A. K. Baksi, K. Kundu and P. A. Alam, Eds., Kolkata, Allied Publishers, 2019, pp. 52-58.
- 58. Datta Khan, "Analyzing Customer "atisfaction Levels: A contemporary perspective in the "ervices "ector," in Exploring New Horizons in Management and Business Practices, Kolkata, Aliah University, 2018, pp. 289 296.
- 59. Datta Khan, "Marketing Communications in a Virtual Community: An Insight," Ajanta: An International Multidisciplinary Quarterly Research Journal, vol. VII, no. III (July September 18), pp. 50 60, 17 Aug 2018.
- 60. Datta Khan, "An Overview of the Utility of Big Data Analytics in a Contemporary "upply Chain Network," International Journal of Innovative Science and Research Technology, vol. 4, no. 11, pp. 504 508, 07 Dec 2019.
- 61. Datta Khan, "Analysis of Clickstream Data using Markov Chains," in Proceedings of Seventeenth AIMS International Conference on Management: Management Challenges in Uncertain Environment, Kozhikode, 2020, pp. 1134 1137.
- 62. D. A. Al-maaitah, T. Majali, M. Alsoud, and T. A. Al-Maaitah, "The Role Of Leadership Styles On Staffs Job Satisfaction In Public Organizations," J. Contemp. Issues Bus. Gov., vol. 27, no. 1, pp. 772–783, 2021.
- 63. Balas-Timar, D. (2014). Is It Psychology About Linear Or Dynamic Systems?. SEA-Practical Application of Science, 2 (2), 189-196.
- 64. Demeter, E., & Rad, D. (2020). Global life satisfaction and general antisocial behavior in young individuals: the mediating role of perceived loneliness in regard to social sustainability—a preliminary investigation. Sustainability, 12(10), 4081.
- 65. Rad, D., & Demeter, E. (2019). Youth Sustainable Digital Wellbeing. Postmodern Openings, (4), 104-115.
- 66. Balas-Timar, D. (2015). Relationship between job performance and job satisfaction viewed from the chaos theory perspective. International Journal of Education and Research, 3(3), 517-534.
- 67. Rad, D., & Demeter, E. (2020). A Moderated Mediation Effect of Online Time Spent on Internet Content Awareness, Perceived Online Hate Speech and Helping Attitudes Disposal of Bystanders. Postmodern Openings, 11(2 Supl 1), 107-124.
- 68. Rad, D., Balas, V., Lile, R., Demeter, E., Dughi, T., & Rad, G. (2020). Statistical Properties of a New Social Media Context Awareness Scale (SMCA)—A Preliminary Investigation. Sustainability, 12(12), 5201.
- 69. Balas-Timar, D., & Ignat, S. (2015). Conceptual applicant screening model with fuzzy logic in industrial organizational contexts. Procedia-Social and Behavioral Sciences, 203, 257-263.
- 70. Rad, D., Egerau, A., Roman, A., Dughi, T., Balas, E., Maier, R., ... & Rad, G. (2022). A Preliminary Investigation of the Technology Acceptance Model (TAM) in Early Childhood Education and Care. BRAIN. Broad Research in Artificial Intelligence and Neuroscience, 13(1), 518-533.
- 71. S. Pandya, T. R. Gadekallu, P. K. Reddy, W. Wang and M. Alazab, "InfusedHeart: A Novel Knowledge-Infused Learning Framework for Diagnosis of Cardiovascular Events," in IEEE Transactions on Computational Social Systems, doi: 10.1109/TCSS.2022.3151643.

- 72. J. Żywiołek, J. Rosak-Szyrocka, M. A. Khan, and A. Sharif, "Trust in Renewable Energy as Part of Energy-Saving Knowledge," Energies, vol. 15, no. 4, p. 1566, 2022, doi: 10.3390/en15041566.
- 73. J. Zywiołek, J. Rosak-Szyrocka, and B. Jereb, "Barriers to Knowledge Sharing in the Field of Information Security," Management Systems in Production Engineering, vol. 29, no. 2, pp. 114–119, 2021, doi: 10.2478/mspe-2021-0015.
- 74. S. Tiwari, J. Rosak-Szyrocka, and J. Żywiołek, "Internet of Things as a Sustainable Energy Management Solution at Tourism Destinations in India," Energies, vol. 15, no. 7, p. 2433, 2022, doi: 10.3390/en15072433.
- 75. J. Rosak-Szyrocka, J. Żywiołek, and M. Mrowiec, "Analysis of Customer Satisfaction with the Quality of Energy Market Services in Poland," Energies, vol. 15, no. 10, p. 3622, 2022, doi: 10.3390/en15103622.
- 76. J. Rosak-Szyrocka, J. Zywiolek, A. Zaborski, S. Chowdhury, and Y.-C. Hu, "Digitalization of higher education around the Globe during covid-19," IEEE Access, p. 1, 2022, doi: 10.1109/access.2022.3178711.
- 77. Ravi Kumar Gupta, "A Study on Occupational Health Hazards among Construction Workers in India", International Journal of Enterprise Network Management. Vol. 12, No. 4, pp. 325-339, 2021.
- 78. Ravi Kumar Gupta, "Adoption of Mobile Wallet Services: An Empirical Analysis", Int. J. of Intellectual Property Management, 2022, DOI: 10.1504/IJIPM.2021.10035526
- 79. Ravi Kumar Gupta, "Utilization of Digital Network Learning and Healthcare for Verbal Assessment and Counselling During Post COVID-19 Period", Technologies, Artificial Intelligence and the Future of Learning Post-COVID-19. Springer Nature, Switzerland, pp. 117-134, 2022.
- 80. Eliwa, M. M. The effect of some different types of learning within training programs in terms of self-determination theory of motivation on developing self-Academic identity and academic buoyancy and decreasing of mind wandering among university students in Egypt. Journal of Education -Sohag University, 92(92), 1–29, 2021.
- 81. Eliwa, M. M; Al Badri, A.H. Long and Short-Term Impact of Problem-Based and Example-Based STEM Learning on the Improvement of Cognitive Load among Egyptian and Omani Learners. Journal of Scientific Research in Education (JSRE)- Ain Shams University, 22(3), 713-742, 2021.
- 82. Eliwa, M. M. The Effectiveness of Digital Transformation of Learning on Students' Learning Experience, Students' Engagement and Perceived Intellectual Competence: A Mixed-Method Approach. Journal of Educational and Psychological Sciences- Fayoum University, 15(3), 848-890, 2021.
- 83. Eliwa, M. M; Alshoukary, H. A. (2022). Modeling Causal Relationships between Academic Adjustment, Academic Striving and Future Expectations on Psychological Resilience and Cognitive Modifiability among Elementary School Students. Journal of the Faculty of Education Beni-Suef University(JFE), 19(116), 655-694.
- 84. U. Zulfiqar, S. Mohy-Ul-Din, A. Abu-Rumman, A. E. M. Al-Shraah, And I. Ahmed, "Insurance-Growth Nexus: Aggregation and Disaggregation," The Journal of Asian Finance, Economics and Business, vol. 7, no. 12, pp. 665–675, Dec. 2020.
- 85. Al-Shqairat, Z. I., Al Shraah, A. E. M., Abu-Rumman, A., "The role of critical success factors of knowledge stations in the development of local communities in Jordan: A managerial perspective," Journal of management Information and Decision Sciences, vol. 23, no.5, pp. 510-526, Dec. 2020.

- 86. Abu-Rumman, Ayman. "Transformational leadership and human capital within the disruptive business environment of academia." World Journal on Educational Technology: Current Issues 13, no. 2 (2021): 178-187.
- 87. Almomani, Reham Zuhier Qasim, Lina Hamdan Mahmoud Al-Abbadi, Amani Rajab Abed Alhaleem Abu Rumman, Ayman Abu-Rumman, and Khaled Banyhamdan. "Organizational Memory, Knowledge Management, Marketing Innovation and Cost of Quality: Empirical Effects from Construction Industry in Jordan." Academy of Entrepreneurship Journal 25, no. 3 (2019): 1528-2686.
- 88. Alshawabkeh, Rawan, Amani Abu Rumman, Lina Al-Abbadi, and Ayman Abu-Rumman. "The intervening role of ambidexterity in the knowledge management project success connection." Problems and Perspectives in Management 18, no. 3 (2020): 56.
- 89. Abu-Rumman, Ayman. "Gaining competitive advantage through intellectual capital and knowledge management: an exploration of inhibitors and enablers in Jordanian Universities." Problems and Perspectives in Management 16, no. 3 (2018): 259-268.
- 90. Abu-Rumman, A. Al Shraah, F. Al-Madi, T. Alfalah, "Entrepreneurial networks, entrepreneurial orientation, and performance of small and medium enterprises: are dynamic capabilities the missing link?" Journal of Innovation and Entrepreneurship. Vol 10 Issue 29, pp 1-16. Jul 2021.
- 91. A.Al Shraah, A. Abu-Rumman, F. Al Madi, F.A. Alhammad, A.A. AlJboor, "The impact of quality management practices on knowledge management processes: a study of a social security corporation in Jordan" The TQM Journal. Apr 2021.
- 92. Abu-Rumman, A. Al Shraah, F. Al-Madi, T. Alfalah, "The impact of quality framework application on patients' satisfaction", International Journal of Human Rights in Healthcare, Jun2021.
- 93. Zafar, S.Z., Zhilin, Q., Malik, H., Abu-Rumman, A., Al Shraah, A., Al-Madi, F. and Alfalah, T.F. (2021), "Spatial spillover effects of technological innovation on total factor energy efficiency: taking government environment regulations into account for three continents", Business Process Management Journal, Vol. 27 No. 6, pp. 1874-1891.
- 94. T. A. Al-maaitah, T. Majah, M. Alsoud, and D. A. Al-maaitah, "The Impact of COVID 19 on the Electronic Commerce Users Behavior," J. Contemp. Issues Bus. Gov., vol. 27, no. 1, pp. 784–793, 2021.
- 95. Regin, D. R., Rajest, D. S. S., T, S., G, J. A. C., & R, S. (2022). An Automated Conversation System Using Natural Language Processing (NLP) Chatbot in Python. Central Asian Journal Of Medical And Natural Sciences, 3(4), 314-336.
- 96. Rajest, S. S. ., Regin, R. ., T, S. ., G, J. A. C. ., & R, S. . (2022). Production of Blockchains as Well as their Implementation. Vital Annex: International Journal of Novel Research in Advanced Sciences, 1(2), 21–44.
- 97. D.K. Srivastava and B. Roychoudhury, "Words are important: A textual content based identity resolution scheme across multiple online social networks," Knowledge-Based Systems, vol. 195, 105624, 2020.
- 98. D.K. Srivastava and B. Roychoudhury, "Understanding the Factors that Influence Adoption of Privacy Protection Features in Online Social Networks," Journal of Global Information Technology Management, vol.24, no.3, pp. 164-182, August 2021
- 99. A. Al-Adwan, H. Yaseen, A. Alsoud, F. Abousweilem and W. Al-Rahmi, "Novel extension of the UTAUT model to understand continued usage intention of learning management systems: the role of learning tradition", Education and Information Technologies, vol. 27, no. 3, pp. 3567-3593, 2021.
  - 96 Published by "CENTRAL ASIAN STUDIES" http://www.centralasianstudies.org