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Journal Name:	<u>British Journal of Economics, Management & Trade</u>
Manuscript Number:	Ms_BJEMT_31399
Title of the Manuscript:	APPROACH TO ASSESS AND SELECT SMALL AND MEDIUM ENTERPRISES (SMEs) FOR INCUBATION ON THE BASE OF ANGEL MODEL – a case on developing economies and ENGINE program
Type of the Article	Original Research Article

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SDI Review Form 1.6

PART 1: Review Comments

	Reviewer's comment	Author's comment <i>(if agreed with reviewer, correct the manuscript and highlight that part in the manuscript. It is mandatory that authors should write his/her feedback here)</i>
<u>Compulsory</u> REVISION comments	- A significant editing would need to be made throughout the paper since there are many spelling/language mistakes. For example, in line 187 the paper mentions "this study discover" while it should be "this study discovers". Similar mistakes are repeated quite often within the manuscript. - In lines 70-71 it is mentioned "This process of selecting SMEs for incubation has many flaws, prone to biases and in most cases leaves the most promising SMEs out of the competition.". I find this language very strong and would suggest rephrasing. Are there any evidence that the promising SMEs are left out of the competition? Has there been any assessment? On which evidence is this statement based? - This comment also applies on this sentence in lines 97-98: " but not their skills in developing successful business plan". - I would suggest to avoid very strong language such as in line 147: "have proved clearly that". The same comment applies for lines 196-197. I would strongly suggest using more scientific language instead of expressions such as "it is a complete mistake". - Lines 380-390 explain the collection of data from the interviews. Has there been any validation of this data and if yes how? Validation should be clearly explained in this session.	Thanks, all language mistakes have been corrected. There are clear evidences that the process used by the NGOs to select SMEs for incubation is prone to all points stated in line 70-197. When you analyze fig 1 in this study carefully you will notice that even applicants are not even made aware of the selecting criteria, all they are told is to submit a business plan. -Also, fig 1 through the study revealed the following: i. No reasons are given to unsuccessful applicant. ii. Some of the selection committee members have made themselves business plan writing consultants who indirectly promote their own customers. iii. Most potential and successful SME applicants are illiterate who cannot even express themselves in English, this language barrier automatic kick them out from the completion. iv. These and many more are the reasons behind the expression "This



SDI Review Form 1.6

		process of selecting SMEs for incubation has many flaws”. v. I have to project the image of the study organization that is why I did not state some of those revelations in the text. vi. All sentences identified as strong, I have modified them. - Line 380 -390 has been explained
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SDI Review Form 1.6

Minor REVISION comments	- I am not sure what is the reference style required by the journal. In some parts of the paper I see this style: "Carroll and Hannan (2000)", while in others this one: [19,33]. Reverences should be consistent. - I would recommend to avoid using first person within the paper, like for example in line 28 where it is mentioned "'I identified the index". In my view it would be better to use language such as "this paper identifies an index", or this "study identifies" etc. - In lines 128-130 it is mentioned: "If economists and scholars claim that small and medium enterprises are the backbone of the economy, how come they don't have a universal definition of SME, and a well-accepted model that allows for gauging the success of SMEs?" This is a good point but I am not sure if realistically such a definition could be agreed at the global level. - In lines 134-136 it is mentioned that "none of the literatures reviewed by this study did mentioned that a business plan can be used to determined SMEs success. Therefore, the business plan competition has no scientific justification". I understand that there are no scientific papers that justify the use of a business plan as a detriment of SME success. However, are there papers that show the weaknesses of having a business plan as a factor of success? This is quite important since the language used here and throughout the paper is quite strong. - The paragraph that starts in line 147 and finishes in line 186 is perhaps too long, it -could possibly be split.	- The reference style in the text has been worked on. However, in some part to the desk review the study make mention of names of references. -line 28 has been corrected - Line 128-130, this study revealed that SMEs share similar characteristics. Also, we are in a globalized economy where business share similar problems. Therefore, having such a universal definition is possible and would also help solve most of the confusions surrounding the SME sector. -line 134-136, one of this study's objectives is to prove that business plan is not a perfect gauge to determine SMEs success. Also several scholars such as the Rosalind Resnick (2010): Are Business Plans a Waste of Time? Published in the Wall Street Journal. Available at: https://www.wsj.com/articles/SB10001424052748703312504575141832683785168 ManagementStudyGuide team have published much about the weaknesses of business. Available at: http://www.managementstudyguide.com/planning_disadvantages.htm Get Revising (2015) indicated that Success for any business depends upon a variety of factors, not just a business plan. Available at: https://getrevising.co.uk/grids/business_plan also, Devra Gartenstein who is a successful and experienced SMEs owner has also written about some the weakness of business
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SDI Review Form 1.6

	- In pages 17-21, the results of the survey are first presented very briefly, followed by a presentation of the literature for each category. Perhaps it would be better to first have a section dedicated only to the results of the survey and then a section that discusses the results of the survey and compares them with previous literature.	plan. Available at: http://yourbusiness.azcentral.com/disadvantages-business-planning-11116.html - Line 147 to 186 has been worked on - Line 17 -21, the logic behind this writing style is to help readers who may not have time to read the whole research to know and get a clear picture of what is entailed in this research at a glance. It is also intended to keep those who may read the abstract in suspense and to motivate all who may come upon this research to read the full text.
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SDI Review Form 1.6

<u>Optional/General</u> comments	The paper strongly criticises the use of a business plan for selecting SMEs for funding. While I do understand that there is no scientific evidence that this is the optimal approach, I did not see any evidence in this paper that this approach is completely wrong, especially considering the very strong language used by the paper to criticise this approach. If there are issues with corruption etc, then this would need to be highlighted in the paper and supported by evidence or an existing independent assessment. The index proposed by the paper is interesting from an academic point of view. However, I am not convinced that such an index can be used in practice from administrators assessing SMEs for funding. When the European Commission, for example, awards a project for funding, it does so by assessing the project proposal, not by using an index that also includes subjective elements (such as the personal traits of the company owner). Are there any examples around the globe of using such an index for providing funding to companies? If yes they should be highlighted in the paper. Overall, I do think that there is good research in this manuscript (the results of the survey are very interesting) that can be useful for future research in the field of SMEs, but I am not convinced that the two major conclusions of the paper (a. the use of a proposed business plan for awarding funding is a complete failure b. It would be better to use an index) are sufficiently supported by the evidence presented in the paper.	- This study goal is not to expose any corruption etc. in SMEs selection for incubation and funding. This study objectives among others are to prove that several factors contributes to SMEs success and therefore the use of a business plan competition as a tool to select SMEs for incubation has not academic and professional scientific prove. - It is because this study has identified the problems in using a business plan as a yard stick for funding SMEs that is why it has come up with an effective alternative solution. - The study has develop an excel sheet program which is user friendly, more convenient and less time consuming compared to the time one would spend reading through a whole business plan. This same program is presented in a paper manual form which can be filled manually. - This study is scientific study which captures all index to consider in SMEs funding. A typical case where the European Commission (EC) directly or indirectly pay critical attention to personality traits is the emphasis they lay on the competencies , funding applicants and project team background checks and past records assessment the EC conduct on all EC-funded project . They sometimes
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SDI Review Form 1.6

		even look at the general character of the community leaders (eg. maintenance culture of the project beneficiaries and all stakeholders) before funds are release. All these and many more information are captured in the project angle model of the EC. - Thank you.
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As per the guideline of editorial office we follow VANCOUVER reference style for our paper.

Kindly see the following link: <http://sciencedomain.org/archives/20>