



Building Entrepreneurial Ecosystems for Industrial Growth: A Case on Youth Empowerment in Makassar, Indonesia

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ABSTRACT

Academic research demonstrates the relationship between entrepreneurial ecosystems and industrial growth, particularly when youth participate actively. Scholars present varied definitions and models of these ecosystems. They consistently recognize youth's capacity to introduce innovative approaches to business environments. The literature identifies strategies for developing capabilities and supportive environments where young entrepreneurs can succeed. Researchers have documented multiple frameworks specifically designed for youth entrepreneurship development, including their economic impacts. Studies also examine particular challenges and opportunities in developing these systems within emerging economies like Indonesia, with specific focus on Makassar in South Sulawesi. Research findings illustrate the intricate nature of entrepreneurial networks. They emphasize that targeted initiatives positioning youth as business leaders remain fundamental for sustainable industrial development.

Keywords: Entrepreneurial Ecosystems, Industrial Growth, Youth Entrepreneurship, Innovation Promotion, Capacity Building, Developing Economies, Indonesia, Makassar.

Introduction

Background: The Interplay of Entrepreneurial Ecosystems and Industrial Growth

Existing research shows entrepreneurial ecosystems drive economic development and industrial growth. Academic and policy circles have taken note of this relationship. These ecosystems form complex networks where people, organizations, institutions, and processes interact. Their interactions help new ventures start, survive, and grow. The success of these systems depends on how different stakeholders work together. This collaboration creates environments where innovation and business development flourish. Our understanding has evolved from basic models to complex, multi-layered frameworks. These newer approaches recognize how many different participants connect and influence each other within the system. The shift to Quadruple and Quintuple Helix Innovation Models shows an evolution beyond traditional government-academia-industry connections. These newer models now include civil society and environmental factors. This broader view emphasizes that entrepreneurship and innovation don't happen in isolation. They exist within wider social contexts and need cross-sector partnerships to create growth that's both inclusive and sustainable. Innovation stands as a fundamental element in these ecosystems. It drives the emergence of new industries and boosts productivity. Innovation also helps businesses develop lasting competitive edges in the marketplace. At its core, a vibrant innovation ecosystem forms the foundation for successful entrepreneurial networks. Such systems thrive on research culture, development activities, and adoption of emerging technologies. These elements provide essential groundwork for entrepreneurial growth. An ecosystem lacking innovation focus may struggle to maintain the necessary energy for industrial expansion. Without this dynamic quality, the system cannot support continued economic success over time.

The Focus on Youth: Nurturing Future Business Powerhouses

Young people actively joining entrepreneurial ventures now stands recognized as key to long-term industrial development. Their creativity, adaptability, and new outlooks make them tomorrow's innovators and business leaders. These qualities give them potential to transform industries and boost economies. The focus on empowering youth as "future business powerhouses" shows we must move beyond traditional employment models. We need to develop a generation capable of creating economic change. This requires specific support systems designed for young entrepreneurs.

Youth entrepreneurship offers a powerful approach to solving major social and economic problems like youth joblessness. It builds innovation culture, self-sufficiency, and economic strength. High youth unemployment rates in many countries highlight why youth entrepreneurship matters so much. This strategy aims to grow economies while addressing urgent social concerns. It creates meaningful career paths for younger populations that can sustain over time.

Research Problem and Objectives

The main question driving this review asks how to build entrepreneurial systems that boost innovation while encouraging young people with fresh ideas to step forward and grow into industry leaders. To tackle this broad question, this review examines scholarly literature discussing essential elements needed for building such dynamic, growth-focused ecosystems.

This review's specific objectives are:

1. To combine scholarly definitions and models of entrepreneurial ecosystems and examine how youth fit within these frameworks.
2. To identify and critically assess research on entrepreneurial training programs and capacity-building initiatives supporting young entrepreneurs.
3. To evaluate strategies that encourage innovation among youth and create environments where young entrepreneurs succeed.
4. To compare existing frameworks from literature for developing successful entrepreneurial ecosystems, focusing on effective youth engagement.
5. To analyze research on how well-functioning entrepreneurial ecosystems affect economic development and industrial growth, particularly through youth-led ventures.
6. To study unique challenges and opportunities in building these ecosystems in developing economies, using Indonesia as a case study, with special attention to Makassar, South Sulawesi.

Structure of the Report

This report follows a structured approach to address its research goals. It begins with a thorough review of entrepreneurial ecosystem concepts, setting up the theoretical foundation for later analysis. Next, it examines youth's specific role in these ecosystems, showing their

potential to drive innovation and growth. Later sections explore strategies that build capacity and promote innovation among young entrepreneurs. The report then analyzes existing frameworks designed for youth-centered entrepreneurial ecosystem development. It evaluates how these ecosystems influence economic development and industrial growth, particularly through ventures led by young people. The final section focuses on developing economies, using Indonesia as its main example, with special attention to challenges and opportunities in Makassar, South Sulawesi. The report concludes by summarizing key findings, identifying research gaps, and offering potential recommendations.

Conceptualizing Entrepreneurial Ecosystems

Defining the Entrepreneurial Ecosystem: A Multifaceted Perspective

This text explores definitions and frameworks of entrepreneurial ecosystems. Scholars define these ecosystems in various ways. The common element across definitions highlights interconnected components supporting entrepreneurial activities.

Kansheba and Wald (2020) in their systematic literature review notes growing academic and practical interest in this field. Their work reveals underdeveloped theoretical foundations, with conceptual studies outnumbering empirical research. This imbalance indicates that despite popularity, entrepreneurial ecosystems require deeper, evidence-based examination of their mechanisms and impacts.

Carayannis et al. (2018) present an alternative approach through "helix" frameworks. They reframe regional entrepreneurial ecosystems as Quadruple and Quintuple Helix Innovation Models. These expanded models build upon the standard Triple Helix (government, academia, industry) by adding civil society and environmental dimensions. This shift toward multi-helix models acknowledges that innovation and entrepreneurship extend beyond economic institutions. Effective sustainable development and entrepreneurial vitality require active cooperation among this wider range of stakeholders.

Key Components and Actors within the Ecosystem

Several essential components form a typical entrepreneurial ecosystem, working together to create functionality and effectiveness. These elements include a supportive culture, available financial resources, skilled human capital, solid infrastructure, enabling government policies, and entrepreneurial support services. Among these, entrepreneurial culture emerges as especially important.

A healthy entrepreneurial culture creates an environment where trust, safety, and collaboration thrive among stakeholders. This cultural foundation encourages risk-taking behavior and innovation while promoting open sharing of ideas and resources.

The ecosystem contains diverse, interconnected participants. Entrepreneurs drive new venture creation, while investors supply necessary capital. Academic institutions contribute through education and talent development. Government bodies establish policies and provide

support systems. Mentors share guidance, and organizations like incubators offer essential resources.

Universities have become particularly influential in developing regional entrepreneurial ecosystems. Jansen et al. (2015) demonstrates how universities across different national settings promote student entrepreneurship through educational programs, motivational activities, and incubation resources. This research highlights academia's significant role in developing future entrepreneurial talent.

The Dynamic Nature of Entrepreneurial Ecosystems

Entrepreneurial ecosystems function as dynamic, evolving systems rather than fixed structures. These ecosystems constantly transform through interactions between technological progress, changing market demands, and policy initiatives. Such inherent fluidity requires stakeholders to adapt continuously for the ecosystem to remain effective and viable long-term.

Creating successful entrepreneurial ecosystems represents an ongoing process. It demands persistent attention and adjustment to changing conditions rather than being a finite project with clear completion points. The ecosystem must constantly respond to evolving circumstances to maintain its relevance and vitality.

The Role of Youth in Fostering Innovation and Growth

Youth as Drivers of Innovation: Fresh Perspectives and Adaptability

Young people bring fresh outlooks, creativity, and adaptability to entrepreneurship, making them key innovation drivers in entrepreneurial ecosystems. Free from established conventions, young entrepreneurs often lead in adopting new technologies and creating innovative solutions for emerging societal problems. Their readiness to embrace novelty and respond quickly to changing needs makes them essential change agents who stimulate economic advancement.

Geldhof et al. (2014) examining youth entrepreneurship through a relational developmental systems approach emphasizes the importance of certain psychological and behavioral characteristics in predicting entrepreneurial intentions among young people. Their initial findings stress the significance of developed self-regulation abilities, healthy financial risk tolerance, and strong innovation orientation. This research indicates that youth entrepreneurship programs should extend beyond business knowledge to actively develop these fundamental personal qualities that underpin entrepreneurial achievement.

Encouraging Youth with Ideas: From Intention to Action

A common problem in youth entrepreneurship involves closing the divide between entrepreneurial intentions and actual business creation. Many young individuals express strong interest in launching businesses, yet the number who successfully establish lasting ventures remains relatively small. This gap highlights the need to understand and address

obstacles preventing young people from converting entrepreneurial ambitions into concrete business activities.

Supportive ecosystems serve an essential function in easing this transition by offering young entrepreneurs necessary resources, mentor guidance, and networking connections that help transform ideas into viable enterprises. Eilert and Cherup (2021) examining youth social entrepreneurs' ecosystem stresses the importance of influential figures, accessible resources, and supportive mindsets in enabling young people to start and develop social ventures. Though focused on social entrepreneurship, their framework provides insights applicable to youth entrepreneurship across different sectors.

Addressing Barriers to Youth Entrepreneurship

Young entrepreneurs face specific challenges that can block their progress. These obstacles include restricted access to financial resources and funding, insufficient business experience and management skills, and social pressures that may discourage entrepreneurial careers. Financial constraints emerge as a particularly significant barrier for young people starting businesses, especially those without established networks or personal savings. This financial limitation emphasizes the urgent need to develop specialized financial tools, new funding approaches, and targeted support initiatives designed specifically for young entrepreneurs' unique financial situations and needs.

Building Capacity Through Training and Initiatives

The Role of Entrepreneurial Training Programs

Entrepreneurial training programs serve an important function in providing young people with basic business knowledge, key skills, and constructive attitudes needed for entrepreneurial success. These programs can boost crucial entrepreneurial qualities in youth, including business task confidence, innovative thinking, and calculated risk-taking abilities. Well-crafted training initiatives can deeply influence the development of entrepreneurial mindsets and skills essential for creating successful ventures.

Adeosun et al. (2022) in Nigeria emphasizes the need for sustainable development policies that use entrepreneurship to combat youth unemployment. Research from developing economies like Nigeria shows how entrepreneurial training addresses specific youth unemployment challenges in these contexts. This suggests that entrepreneurial programs must be designed to match local economic conditions, social factors, and cultural aspects of target environments to maximize their effectiveness.

Capacity Building Initiatives for Young Entrepreneurs

Capacity building for young entrepreneurs goes beyond formal training to include mentorship, business incubation access, and networking opportunities. Business incubation centers with experienced mentor guidance provide critical support to developing ventures. These initiatives offer essential resources like flexible workspace, shared infrastructure, and industry

connections, significantly enhancing young entrepreneurs' potential and refining their business capabilities during crucial early stages. This demonstrates the importance of practical, hands-on guidance for new ventures to improve their survival and growth prospects.

Praba (2023) emphasizes capacity building and youth empowerment's important contribution to economic growth and competitiveness in Indonesia. This view shows national recognition of strategic investment in young entrepreneur development as a key economic driver in Indonesia.

Evaluating the Impact of Training Programs

There has been a strong evidence that entrepreneurship promotion and skill development programs positively affect youth employment rates and earnings (Kluve et al., 2017). This meta-analysis combined results from studies across different geographic and economic settings, providing solid evidence that these interventions effectively improve young people's labor market outcomes.

Additionally, Adeyanju et al. (2021) examined how agricultural programs affect youth participation in agribusiness. Their research indicates that industry-specific training programs tailored to agriculture's unique aspects work well in attracting young people to the sector. These programs equip youth with specialized knowledge needed to start and run agricultural businesses. This research highlights why training programs must align with local economic opportunities and industry needs.

Strategies for Encouraging Youth Innovation

Promoting a Supportive Environment for Young Entrepreneurs

Creating a truly helpful environment for young entrepreneurs needs many approaches. These include building a positive entrepreneurial culture, providing access to key resources, and removing unnecessary barriers facing young business owners. A crucial element involves developing a culture that welcomes risk-taking and innovation while offering visible role models young people can follow. Forming positive attitudes toward entrepreneurship as a good career choice helps encourage more young people to pursue business ventures.

The Youth Entrepreneurship Framework, jointly created by Youth Business International (YBI) and the Global Entrepreneurship Network (GEN) in 2024, presents detailed steps for policymakers and support organizations to empower young founders. This framework focuses on important areas like improving education to include entrepreneurship, simplifying regulations for business creation and growth, and expanding access to financial and non-financial resources. It works as a roadmap with specific recommendations for building better ecosystems for young entrepreneurs (YBI & GEN, 2024).

Motivating Youth to Come Forward with Their Ideas

Various methods can motivate young people to present innovative ideas and follow entrepreneurial paths. These include showing success stories of young entrepreneurs,

organizing innovation contests, and creating platforms where youth share ideas, get feedback, and develop their concepts. Innovation challenges and startup events work well by giving young people chances to present ideas to wider audiences, receive feedback from experienced professionals, and connect with potential investors and mentors who help advance their ventures. Such exposure motivates young innovators, building their confidence to pursue entrepreneurial goals.

Research by Jansen et al. (2015) emphasizes how "stimulation" activities in universities encourage students to explore entrepreneurship. These activities include opportunities for students to pitch business ideas and access initial support, motivating them to pursue their concepts and take first steps toward launching ventures. This shows why incorporating such engaging activities into educational institutions and curricula matters for building entrepreneurial culture among students.

The Importance of Early Exposure and Education

Introducing entrepreneurship education early helps develop an entrepreneurial mindset in young people and provides foundational skills valuable in any career path. This early exposure builds essential life skills including creativity, innovative thinking, problem-solving abilities, and capacity for teamwork. The benefits of entrepreneurship education go well beyond business creation; they contribute to developing well-rounded, capable individuals.

Frameworks and Models for Youth-Focused Ecosystems

Existing Frameworks for Entrepreneurial Ecosystem Development

Several established frameworks guide understanding and developing entrepreneurial ecosystems. One key example is the Main Street Entrepreneurial Ecosystem Approach, which stresses using unique local assets and building strong cross-sector partnerships to support local entrepreneurs and small businesses. This approach recognizes that effective ecosystem building needs deep understanding of local context and active involvement from community stakeholders.

Another important framework is the Ecosystem Development Framework (EDF), created by the African Green Revolution Forum (AGRF) in 2024. This framework focuses on enabling youth participation and entrepreneurship in agriculture (agripreneurship) through comprehensive strategies including networking, funding access, specialized training programs, knowledge sharing platforms, and promoting innovation throughout agricultural value chains. This industry-specific framework shows the need for customized support systems designed for particular industry requirements and opportunities.

Models Specifically Focused on Youth Engagement

Building on general entrepreneurial ecosystem frameworks, several models address the specific needs of youth entrepreneurship. The Youth Entrepreneurship Framework by YBI and GEN 14 serves as a thorough guide for policymakers creating supportive ecosystems for young

entrepreneurs. This framework targets four key policy areas: developing the youth entrepreneurial pipeline, improving business environments for young ventures, enhancing access to financial resources, and providing growth support mechanisms. Its practical recommendations help develop targeted interventions addressing specific barriers young entrepreneurs face at different stages.

Another important model is the four-pillar approach introduced by Lebrón Kuri et al. (2024) for developing entrepreneurship ecosystems in schools. This model focuses on four core pillars: Empowerment, Action, Visibility, and Sustainability. It offers a structured approach to building entrepreneurial culture and skills in educational settings. The model emphasizes empowering educators and students, applying knowledge through action-based initiatives, showcasing achievements to build support, and ensuring long-term impact. This framework provides valuable guidance for integrating entrepreneurship into education systems early.

Key Elements and Principles of Youth-Focused Frameworks

Youth-focused entrepreneurial ecosystem frameworks contain several essential components for supporting young entrepreneurs. These frameworks typically include programs tailored to youth-specific needs, mentorship connections with experienced professionals, financing options accessible to young people, and policies that reduce administrative barriers for young business owners.

A critical aspect these frameworks emphasize is the need for financial support mechanisms designed specifically for young entrepreneurs. Young founders often lack traditional collateral or credit history required by conventional lenders. This recognition shows how standard financing models fail young ventures and highlights the need for alternative financial instruments better matched to young entrepreneurs' financial situations and requirements.

Impact on Economic Development and Industrial Growth

The Contribution of Youth Entrepreneurship to Economic Growth

Youth entrepreneurship now stands recognized as a key driver of economic development, especially in developing economies with limited traditional job options. Ventures started by young people boost economic growth by creating jobs, introducing new products and services, and diversifying economic activities. These contributions show how vital youth entrepreneurship is for stimulating economic activity and building more resilient, dynamic economies.

Țurcan and Țurcanu (2023) examines how internet access affects broader economic development. This relates directly to youth-led digital ventures that depend on digital infrastructure for operations and market reach. Their findings show the increasingly important role that robust digital infrastructure plays in business success and economic impact, particularly for ventures started by young entrepreneurs in the expanding digital economy. This highlights the need for strategic investments in digital connectivity to support youth-led business growth.

Evaluating the Impact of Entrepreneurial Ecosystems on Industrial Growth

Research doesn't always directly evaluate youth-focused entrepreneurial ecosystems' impact on industrial growth metrics, but studies indicate a strong correlation between entrepreneurial activity and economic development. Effective entrepreneurial ecosystems foster innovation culture, enable new venture creation across sectors, and promote competition, leading to productivity increases and enhanced economic competitiveness. These factors drive sustained industrial growth. The evidence suggests thriving entrepreneurial ecosystems catalyze industrial advancement, even if through indirect pathways.

World Bank (2016) perspective supports the idea that promoting youth entrepreneurship represents a key strategy for economic growth and reducing youth unemployment, particularly in developing nations. This view reflects global recognition of youth-led initiatives' potential to contribute to economic progress and improve young people's economic independence.

Challenges in Measuring the Impact

Measuring the direct impact of youth entrepreneurship ecosystems on industrial growth presents significant challenges. These difficulties stem from the long-term nature of such development initiatives and problems with isolating specific ecosystem effects from many interacting economic and social factors. Research studying the long-term economic impact of youth entrepreneurship programs shows that early gains in entrepreneurial activity don't always continue over extended periods. This finding highlights the need for longitudinal studies tracking young entrepreneurs and their ventures across several years. It also emphasizes the importance of using sophisticated evaluation methods to accurately assess these initiatives' true, lasting impact on economic development and industrial growth.

Challenges and Opportunities in Developing Economies: The Case of Indonesia and Makassar, South Sulawesi

Specific Challenges in Building Youth Entrepreneurial Ecosystems in Indonesia

Indonesia, as a key developing economy, encounters distinct challenges in building strong youth entrepreneurial ecosystems. The country's education system and society traditionally emphasize conventional employment over entrepreneurial paths. This cultural preference for traditional jobs can inhibit entrepreneurial mindset development among young people.

Young Indonesians, especially in rural areas, struggle with limited access to financial resources needed for business development. Complex regulations and bureaucratic processes create additional barriers for young entrepreneurs. The gap between educational outcomes and market-required skills further complicates the entrepreneurial landscape for youth.

Access to critical entrepreneurial resources—business incubators, mentorship networks, and seed funding—varies significantly across Indonesian regions. This geographic disparity creates obstacles for students and aspiring entrepreneurs in rural and underserved areas. Such

regional differences hamper the development of a unified, nationwide entrepreneurial ecosystem that offers equal opportunities to all young people regardless of location.

Opportunities for Youth Entrepreneurship in Indonesia

Indonesia has notable strengths and opportunities for developing youth entrepreneurial ecosystems despite existing challenges. The country's large youth population represents a significant demographic advantage and a rich source of potential entrepreneurs. Growing entrepreneurial interest among Indonesian youth receives support from government programs like Startup Indonesia. This enthusiasm combined with supportive policies creates a solid foundation for ecosystem development.

The rise of grassroots innovation and successful young Indonesian entrepreneurs provides inspiring examples for aspiring youth. These real-world success stories demonstrate how young people can overcome obstacles and build impactful businesses, encouraging others to view entrepreneurship as a viable career option. Highlighting these achievements can effectively motivate the next generation of Indonesian entrepreneurs.

The Local Context of Makassar, South Sulawesi

Makassar functions as South Sulawesi's capital city and stands as an economic center in Eastern Indonesia. The city maintains its historical significance as a trading port while supporting numerous industries, including agriculture, fisheries, and manufacturing. Such established economic foundations offer potential frameworks for youth entrepreneurship initiatives that connect with local expertise and traditional skills available within these industries. This points to possibilities for creating specialized support mechanisms tailored to the local economic landscape.

The Indonesian government actively works to develop entrepreneurship across the country with programs supporting startups and young business owners. Local organizations in Makassar also focus on SME development and entrepreneurship cultivation. These established programs constitute resources that could be used to bolster youth entrepreneurship specifically in the Makassar region. Working with these existing structures could strengthen local entrepreneurial development efforts.

Makassar's position as a major Eastern Indonesian port city, along with current infrastructure improvements like port expansions, may generate increased economic activity for youth-led ventures in logistics and trade. Industrial developments such as the Makassar Industrial Estate (KIMA) create space for young entrepreneurs to build businesses that complement these industrial activities. These industrial and infrastructure developments should be factored into strategies for strengthening the local entrepreneurship ecosystem.

Conclusion

Summary of Key Findings

This scholarly literature examination shows how entrepreneurial ecosystems propel industrial development and reveals the significant role youth can play in these systems. The analysis presents a nuanced view of entrepreneurial ecosystems. It emphasizes how culture, finance, human capital, infrastructure, policy, and support services interconnect within these environments.

Youth participation in these ecosystems proves essential for economic growth. They introduce innovative thinking, adapt quickly to change, and provide fresh viewpoints necessary for economic advancement. Many obstacles remain, particularly regarding resource accessibility and cultural expectations.

The substantial size and increasing entrepreneurial interest among young people create notable opportunities, especially in developing economies such as Indonesia. This review also stresses the need for specialized training programs, capacity development, and supportive structures to strengthen young entrepreneurs.

Models like the Youth Entrepreneurship Framework and the Four-Pillar Model provide practical direction for those creating effective youth-centered ecosystems.

Gaps in Current Research and Future Directions

More longitudinal research is needed despite growing literature on entrepreneurial ecosystems and youth entrepreneurship. Studies should assess youth entrepreneurship programs' long-term effects on career paths and economic indicators. Additional research must evaluate specific interventions' effectiveness, especially in developing economies' unique contexts.

Regional studies focusing on areas like Makassar, South Sulawesi could offer insights into grassroots ecosystem development. Future research questions might examine how youth innovation drives industrial growth, which teaching methods best develop early entrepreneurial mindsets, and how digital technologies help young entrepreneurs in developing economies overcome geographic limitations.

Recommendations for Building Effective Youth Entrepreneurial Ecosystems

Based on the literature review, these recommendations can guide policymakers, educators, and practitioners in building effective youth entrepreneurial ecosystems:

- **Promote an Entrepreneurial Culture:** Launch nationwide campaigns highlighting entrepreneurship benefits and showcasing young entrepreneurs' successes to change societal attitudes.
- **Enhance Entrepreneurship Education:** Incorporate entrepreneurship into educational curricula at all levels, focusing on hands-on learning, problem-solving, and innovation.

- **Improve Access to Finance:** Create youth-specific funding options including grants, microloans, and loan guarantees that address young entrepreneurs' financial challenges.
- **Strengthen Capacity Building:** Expand incubation and acceleration programs offering mentorship, workspace, and business support services customized for young ventures.
- **Reduce Regulatory Hurdles:** Simplify business registration and compliance processes for young entrepreneurs, reducing bureaucratic complexities.
- **Promote Networking and Collaboration:** Create events, workshops, and platforms connecting young entrepreneurs with experienced business leaders, investors, and peers.
- **Address Regional Disparities:** Develop targeted initiatives supporting entrepreneurial ecosystem growth in rural and underserved areas, ensuring equal opportunities.

For Makassar, South Sulawesi specifically:

- **Leverage Existing Industrial Base:** Create entrepreneurship programs building on local agriculture, fisheries, and manufacturing, encouraging youth innovation within these sectors.
- **Collaborate with Government Initiatives:** Work with government agencies supporting entrepreneurship to deliver customized training for Makassar youth.
- **Capitalize on Infrastructure Development:** Identify opportunities for youth businesses to support the expanding port and Makassar Industrial Estate.
- **Promote Digital Literacy and Access:** Improve digital infrastructure and provide training enabling young Makassar entrepreneurs to participate in the digital economy.

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