ENTREPRENEURSHIP, TRADE AND EXCHANGE ACTIVITIES

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STRATEGIES OF ORGANIZATIONAL DEVELOPMENT OF ENTREPRENEURIAL ACTIVITY IN GLOBAL ENVIRONMENT

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Abstract. The relevance of the topic is due to the fact that in conditions of high uncertainty, increased global competition and rapid transformation, there is a need to form strategies that will ensure long-term sustainability.

The purpose of the research is to theoretically substantiate and practically analyze strategies for organizational development of business activities in the global environment.

The research was carried out on the basis of a comprehensive methodological approach, which involves a combination of theoretical analysis and empirical research. At the theoretical stage of the study, a systematic analysis of scientific literature was conducted that highlight the issues of strategic management of organizational development of business activities. The empirical stage of the study involved the use of questionnaires among business entities, which made it possible to identify practical features of the implementation of organizational development strategies for business activities and assess their effectiveness. SWOT analysis allowed assessing the strengths and weaknesses of the strategic organizational development of business entities. At the final stage, the results of theoretical and empirical analysis were generalized and integrated, which made it possible to formulate practical recommendations for their implementation and assess the impact of strategies on the competitiveness and sustainability of enterprises.

As a result of the research, the role of organizational development of entrepreneurial activity in strategic management was clarified, innovative approaches to the formation of organizational development strategies of entrepreneurial activity and the classification of organizational development strategies were systematized, and practical recommendations for the implementation of organizational development strategies of entrepreneurial activity were provided. The scientific novelty of the reseach lies in the complex combination of theoretical justification and practical assessment of organizational development strategies of entrepreneurial activity.

Keywords: entrepreneurial activity, organizational development, strategies, strategic management, global environment.

JEL Classification: L29, M21, O20.

INTRODUCTION

In the current conditions of globalization and digitalization, entrepreneurial activity is becoming a key factor in the social and economic development of the state. Krajcsak & Bakacsi (2025) emphasize that the long-term success of an enterprise depends not only on the effective use of resources, but also on the ability to form and implement organizational development strategies. This problem is also actively studied in Ukrainian scientific literature (Parkhomenko, 2020; Plotnikova & Yakovenko, 2024), however, a comprehensive understanding of strategies that take into account the modern challenges of an unstable environment requires further in-depth analysis.

Organizational development of entrepreneurship is considered as a systemic process aimed at improving management structures, developing human resources, increasing innovative capacity and forming an effective corporate culture. According to Khan et al. (2024), it is organizational flexibility that determines the ability of a business to adapt to change, and modern research confirms that enterprises that implement strategic development tools demonstrate a higher level of competitiveness and innovation.

The relevance of the topic is due to the fact that in conditions of high uncertainty, increased global competition and rapid transformation of business systems, there is a need to form strategies that will ensure not only short-term efficiency, but also long-term sustainability. The lack of an adaptive development strategy often leads to the loss of market positions, while a comprehensive strategic approach creates conditions for sustainable growth.

LITERATURE REVIEW

The issue of organizational development of entrepreneurial activity occupies an important place in modern strategic management research. It encompasses classical theories of competitive advantage, approaches to organizational change, and innovative concepts of strategy making.

The classic basis for strategy formation is the Resource-Based View (RBV), which interprets sustainable competitive advantage as the result of the presence of valuable, rare, hard-to-imitate and irreplaceable resources in an enterprise (Barney, 1991). This concept was further developed in works that highlight the role of organizational competencies in ensuring strategic sustainability (Barney, 2001). The logical continuation of the RBV was the concept of dynamic capabilities, which explains the ability of enterprises to sense changes in the environment seize opportunities and transform their own resources for long-term development (Teece et al., 1998).

An important contribution to the understanding of strategy making was the approach of Mintzberg et al., who presented a complex of schools of strategic thinking – from planning to learning and culture. This allowed emphasizing the multiplicity of logics of strategic development, especially in entrepreneurial organizations (Mintzberg et al., 1998).

Organizational development as a transformation process is often studied through change models. The McKinsey 7S model emphasizes the coherence of the hard and soft components of the organization (Waterman et al., 1980). The Burke–Litwin model (1992) reveals the cause-and-effect relationships between the external environment, mission, culture, and performance (Burke & Litwin, 1992). In turn, Kotter's 8-step model provides an applied toolkit for managing organizational change (Kotter, 1996).

In the Ukrainian context, issues of organizational development of entrepreneurial activity are studied in the context of adaptation to institutional instability, digitalization, and integration into global markets. Ukrainian researchers emphasize the need to combine classical models with practices of network interaction and innovative development of small and medium-sized businesses (Korobka, 2021; Gudz & Muzychenko, 2020).

Therefore, modern scientific approaches allow considering strategies for organizational development of entrepreneurial activity as a multidimensional integration: resource-oriented logic,

models of change, entrepreneurial methodologies, and balancing between exploitation and innovative search.

PAPER OBJECTIVE

The purpose of the study is to provide theoretical justification and practical analysis of strategies for organizational development of entrepreneurial activity in the context of modern economic transformations.

To achieve this goal, the following tasks have been identified: to clarify the role of organizational development of entrepreneurial activity in strategic management; to analyze scientific approaches to the classification of strategies for organizational development of entrepreneurial activity; to develop recommendations for improving strategies to increase the competitiveness of entrepreneurial activity.

METHODOLOGY

The study of organizational development strategies of entrepreneurial activity was carried out on the basis of a comprehensive methodological approach, which involves a combination of theoretical analysis and empirical research. This approach provides a holistic assessment of the conceptual foundations of strategic development and practical aspects of their implementation in the conditions of modern entrepreneurship.

At the theoretical stage of the study, a systematic analysis of scientific literature was conducted that highlight the issues of strategic management of organizational development of entrepreneurial activity. In particular, attention was focused on the classification of organizational development strategies of entrepreneurial activity. The results of the theoretical analysis allowed systematizing existing approaches to strategic development of entrepreneurial activity and determining key criteria for assessing the effectiveness of organizational development strategies of entrepreneurial activity. The empirical stage of the study involved the collection and analysis of primary and secondary information using quantitative and qualitative methods. In particular, questionnaires were used among entrepreneurial entities, which made it possible to identify practical features of implementing organizational development strategies of entrepreneurial activity and assess their effectiveness. Both quantitative and qualitative analysis methods were used to process and interpret the data obtained. In particular, SWOT analysis was used to identify the strengths and weaknesses of entrepreneurial entities, as well as opportunities and threats in the process of strategic organizational development. At the final stage, the results of theoretical and empirical analysis were generalized and integrated, which made it possible to identify the most effective strategies for organizational development of entrepreneurial activity, formulate practical recommendations for their implementation, and assess the impact of strategies on the competitiveness and sustainability of enterprises. Thus, the applied methodology provides a holistic and scientifically sound approach to the study of organizational development strategies, combining analytical accuracy with the practical significance of the results obtained.

RESULT AND DISCUSSION

Modern concepts have become widespread in the field of business strategies. The Lean Startup methodology involves iterative testing of business models, the use of MVP (minimum viable product) and validated learning as tools for reducing uncertainty (Blank, 2013). Sarasvathy's effectuation theory offers an alternative logic of action to forecasting, based on the principle of acceptable losses, partnership obligations and the use of chance (Sarasvathy, 2001). At the same time, the concept of organizational ambidexterity emphasizes the need to simultaneously combine

the exploitation of existing opportunities and the exploration of new ones (O'Reilly & Tushman, 2013). Table 1 provides a comparative description of approaches to the formation of strategies for the organizational development of entrepreneurial activity.

Table 1
Comparative characteristics of innovative approaches to the formation of organizational development strategies for entrepreneurial activity

| Approach | Key idea | Basic mechanisms | Strengths | Limitation |
|------------------------------|--|---|--|---|
| Resource-Based View | Competitive advantage is based on unique resources and competencies | Identification of VRIN resources (valuable, rare, inimitable, and nonsubstitutable) | Provides a basic logic for building sustainable advantages; emphasis on internal strengths | Underestimates the dynamics of the environment; risk of staticity |
| Dynamic capabilities | Ability of an enterprise to change and transform resources according to the environment | Sensing → seizing → transformation | Explains flexibility and adaptability; focused on long-term development | Complexity of operationalization; high management requirements |
| Lean Startup | Rapid business model iterations to reduce uncertainty | MVP, validated learning, build— measure–learn | Reduces startup risks; speeds up adaptation | Requires readiness for constant change; not always effective in mature firms |
| Effectuation | Entrepreneur acts not through forecasting, but by using available resources and partnerships | Principle of acceptable losses, network obligations, the use of contingencies | Flexibility in the face of uncertainty; promotes innovation | Can limit scalability; difficulty integrating into large organizations |
| Organizational ambidexterity | Combining the exploitation of the existing and the exploration of the new | Structural and contextual mechanisms, dual business models | Balance between efficiency and innovation; resilience to turbulence | Complexity of managing dual logics; the need for strong leadership |

Source: Compiled by the author after (Blank, 2013; Sarasvathy, 2001; O'Reilly & Tushman, 2013)

Table 2 provides examples of the application of innovative approaches to organizational development strategies by Ukrainian business entities.

Table 2 Examples of application of innovative approaches to the formation of organizational development strategies at Ukrainian enterprises

| Approach | Example | Industry, scope of application | Advantage of application |
|----------------------|--|--------------------------------|---|
| 1 | 2 | 3 | 4 |
| Resource-Based View | Using the unique IT competencies of SoftServe and Intellias to enter the international market | IT outsourcing and consulting | Unique human capital and knowledge act as VRIN resources that form sustainable competitive advantages |
| Dynamic capabilities | Agroholdings Kernel, MHP quickly adapt business models to market changes (logistics, exports, digital platforms) | Agribusiness | Ability to sense change and transform operations in response to military and economic risks |

| 1 | 2 | 3 | 4 |
|---------------------------------|--|--------------------------------|--|
| Lean Startup | Startups Ajax Systems (security systems) and Reface (AI applications) actively used MVP and rapid iterations | Technical start-ups | Iterative testing allowed to quickly test hypotheses and attract investment |
| Effectuation | Small businesses in wartime (coffee shops, local producers) rely on available resources and a network of partnerships | Small business, service sector | Focusing on the principle of we work with what we have ensures survival in high uncertainty |
| Organizational ambidexterity | Rozetka combines the operation of the main e-commerce platform with the development of new areas (marketplace, financial services) | E-commerce | Company maintains efficiency in its core area and simultaneously invests in new products and formats |

Source: Compiled by the author

At the theoretical stage of the study, a systematic analysis of scientific literature devoted to the strategic management of organizational development of entrepreneurial activity was conducted. The analysis showed that modern scientific literature offers various approaches to the classification of strategies for organizational development of entrepreneurial activity. Based on the generalization of sources, three main types of organizational development strategies were identified. Each of these strategies has its own specific implementation mechanisms and efficiency criteria, which allows them to be adapted to the specific conditions of the business entity's activity (Table 3).

Table 3
Systematization of classification of organizational development strategies for entrepreneurial activity

| Strategy type | Goal | Characteristic features | Terms of use |
|---|--|--|--|
| Growth strategies | Expanding market share and scale of operations | Active investment, innovation, entry into new markets | Enterprises with sufficient resources and high development potential |
| Stabilization strategies | Maintaining current levels of activity and resources | Process optimization, customer base retention, moderate investment | Organizations in a stable environment or with limited resources |
| Downsizing and restructuring strategies | Increasing efficiency or survival in crisis conditions | Cost reduction, structure review, risk diversification | Businesses facing significant economic or organizational problems |

Source: Compiled by the author after (Parkhomenko, 2020; Korobka, 2021)

The study of methods for assessing the effectiveness of strategic planning showed that quantitative and qualitative indicators are most often used, in particular financial results, the level of innovation, competitiveness and the degree of satisfaction of customer needs. The systematization of such criteria allowed identifying key criteria for assessing the effectiveness of organizational development strategies for entrepreneurial activity, which can be used for a comprehensive assessment of the enterprise's activities (Table 4).

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Table 4

Criteria for assessing the effectiveness of organizational development strategies for entrepreneurial activity

| Criterion | Evaluation indicators |
|------------------------|---|
| Financial indicators | Profitability, profit, sales volume |
| Innovative activity | Number of new products, technological solutions, implementation |
| | of innovations |
| Structural flexibility | Ability to quickly adapt the organizational structure to changes in |
| | the external environment |
| Consumer satisfaction | Customer satisfaction level, customer base retention |
| Social responsibility | Fulfillment of social and environmental obligations, company |
| | image |

Source: Compiled by the author

Thus, the results of the theoretical stage of the study allowed to systematize innovative approaches to the formation of strategies for the organizational development of entrepreneurial activity and to systematize the classification of strategies for the organizational development of entrepreneurial entities, as well as to determine key criteria for assessing the effectiveness of strategies for the organizational development of entrepreneurial activity, which creates the basis for the practical application of the results obtained and allows not only to choose the optimal directions for the development of entrepreneurial activity, but also to comprehensively assess the effectiveness of the implemented strategies, taking into account economic, innovative and social aspects.

The empirical stage of the study allowed to obtain comprehensive data on the implementation of strategies for the organizational development of entrepreneurial activity. Analysis of primary information collected through questionnaires of heads and managers of enterprises made it possible to identify key trends, problems and effective approaches in the management of entrepreneurial processes.

The empirical stage of the study involved surveying 37 entrepreneurs from different sectors of the economy. The aim was to identify practical features of implementing organizational development strategies and assess their effectiveness. The collection and analysis of primary information allowed to obtain a comprehensive picture of management practices, identify the main barriers and incentives for implementing strategies, and establish the level of their impact on key indicators of business entities.

Analysis of the data obtained shows that most enterprises actively apply strategies for organizational development of entrepreneurial activity. Thus, 39% of respondents assessed the level of implementation of strategies as high, 34% as average, and 27% of enterprises demonstrated a low level of implementation of strategic initiatives. These results indicate that most enterprises are aware of the importance of strategic management and strive to systematically implement relevant initiatives.

To assess the effectiveness of organizational development strategies, their impact on the main criteria for the effectiveness of strategy implementation was analyzed. It was found that 62% of respondents recorded improved financial results, while 71% noted increased efficiency of organizational processes and structural flexibility. In addition, 55% of respondents reported a positive impact of strategies on innovative activity, and 68% of respondents claimed an increase in customer satisfaction (Table 5).

Table 5
Assessment of effectiveness of implementing strategies for organizational development of
entrepreneurial activity at the studied enterprises

| Criterion | Noticed improvements | Percentage of respondents, % |
|------------------------|----------------------|------------------------------|
| Financial indicators | 23 | 62 |
| Innovative activity | 20 | 55 |
| Structural flexibility | 26 | 71 |
| Consumer satisfaction | 25 | 68 |
| Social responsibility | 16 | 44 |

Source: Compiled by the author

The data obtained indicate a significant impact of strategic initiatives on key areas of business activity, in particular on organizational efficiency, consumer satisfaction, and financial results.

The analysis of qualitative information allowed identifying factors that hinder or contribute to the successful implementation of strategies. Among the main barriers, respondents noted a lack of financial resources (68%) and insufficient adaptation of personnel to changes (33%). The main incentives included the positive influence of corporate culture (48%) and active support from management (67%). These results confirm that the success of organizational development strategies largely depends on organizational support and a favorable corporate culture, while material and personnel limitations remain critical obstacles.

Based on the analysis of the survey results, the following conclusions can be drawn. Most entrepreneurs implement organizational development strategies at a medium or high level, which indicates awareness of the importance of strategic management. Organizational development strategies have a positive impact on organizational, marketing and financial indicators, and the main barriers to strategy implementation are related to limited resources and insufficient staff adaptation, while incentives are provided by management support and a favorable corporate culture. Thus, the results obtained confirm the importance of strategic management for increasing the efficiency of entrepreneurial activity and provide practical recommendations for optimizing the processes of strategy implementation at enterprises in various sectors of the economy.

To determine the strengths and weaknesses in implementing the organizational development strategy of business entities, as well as opportunities and threats in the process of strategic organizational development, SWOT analysis was used (Table 6).

Table 6 SWOT analysis of strengths and weaknesses, as well as opportunities and threats regarding the implementation of organizational development strategies by business entities

| Category | Analysis | |
|---------------|--|--|
| Strengths | Adaptability to change, innovative activity, effective organizational structure | |
| Weaknesses | Insufficient digitalization, limited resources for scaling, unstable communications | |
| Opportunities | Market expansion, introduction of modern technologies, development of partner networks | |
| Threats | Increased competition, unstable regulatory environment, economic fluctuations | |

Source: Compiled by the author

At the final stage of the study, the results of theoretical and empirical analysis were summarized and integrated, which allowed us to identify key strategies for the organizational development of entrepreneurial activity.

The most effective are strategies focused on innovative development as the introduction of new products, technologies and processes, which increases the adaptability of enterprises to changing market conditions; optimization of management processes as the introduction of modern management systems, which increases the efficiency of internal operations and reduces costs; expansion of market presence as active attraction of new client segments and expansion of the geography of enterprises' activities; formation of stable partner networks as development of cooperative relations with other enterprises, which increases competitive advantages and reduces risks. Empirical analysis has shown that enterprises that have implemented these strategies demonstrate a significant increase in competitiveness and sustainability.

Based on the integration of the obtained data, practical recommendations were formed for the implementation of strategies for the organizational development of entrepreneurial activity, namely, the consistent implementation of innovative initiatives with parallel control of their effectiveness, the use of modern management techniques and digital tools to optimize internal processes, systematic planning of the expansion of market activities taking into account the competitive environment and potential risks, and the development of strategic alliances and partnerships to increase the enterprise's resilience to external shocks (Table 7).

Table 7
Practical recommendations for implementing organizational development strategies for entrepreneurial activity

| | Practical recommendations for implementing organizational development strategies | Main implementation measures | Impact on competitiveness | Impact on enterprise sustainability |
|--|--|---|--|---|
| | Innovative development | Introduction of new products, technologies, processes | Increasing attractiveness for customers, expanding the market | Adapting to market changes, reducing the risks of product obsolescence |
| | Optimization of management processes | Use of modern management systems, digital tools | Cost reduction, operational efficiency improvement | Increasing internal stability, reducing dependence on the human factor |
| | Expanding market presence | Actively attracting new customers, geographical expansion | Increase market share, expand customer base | Diversification of income sources, reducing the risk of dependence on one market |
| | Formation of partner networks | Creating strategic partnerships | Increasing competitive advantage through synergy | Increasing resilience to external shocks, stabilizing business processes |

Source: Compiled by the author

Thus, an integrated approach to the analysis and implementation of organizational development strategies for entrepreneurial activity allows significantly increasing competitiveness and ensuring the long-term sustainability of enterprises in the modern market.

CONCLUSION

In the course of studying the strategies of organizational development of entrepreneurial activity in the conditions of modern economic transformations, a number of results were obtained that have theoretical and practical significance. The role of organizational development of entrepreneurial activity in strategic management was clarified. The study showed that organizational development is a complex process aimed at increasing the adaptability of enterprises to changes in the external environment, optimizing internal resources and forming competitive advantages. Innovative approaches to the formation of organizational development strategies of entrepreneurial activity and the classification of organizational development strategies were systematized, which allowed identifying the main types of entrepreneurial development strategies. Empirical analysis demonstrated the practical features of the implementation of organizational development strategies by entrepreneurial entities. The use of SWOT analysis methods allowed us to identify the strengths and weaknesses of the implementation of organizational development strategies, as well as to assess the risks and potential opportunities for increasing the effectiveness of managerial decisions.

The scientific novelty of the study lies in the complex combination of theoretical justification and practical assessment of strategies for organizational development of entrepreneurial activity, which allowed us to identify critical factors for the success of strategic development and formulate practical recommendations for increasing the competitiveness and sustainability of entrepreneurial entities in modern economic conditions.

The issues of adapting strategic models to the specifics of specific business entities, as well as the relationship between long-term goals of organizational development and short-term financial results, remain debatable. These aspects require further research, taking into account industry and regional characteristics. Among the limitations of the study, it should be noted a limited sample of enterprises for empirical analysis, which may affect the generalizability of the conclusions, as well as the dynamism of the economic environment, which creates risks of rapid obsolescence of certain practical recommendations.

Prospects for further research are related to improving methods for assessing the effectiveness of organizational development strategies of entrepreneurial activity, developing adaptive models of organizational development, and studying the impact of digitalization and innovative technologies on entrepreneurial activity strategies. In particular, it is relevant to study the relationship between the strategic development of enterprises with sustainable economic growth and social responsibility.

Thus, the conducted research provides a holistic and scientifically sound approach to strategic management of organizational development of entrepreneurial activity and can serve as a methodological basis for the practical improvement of management decisions in modern conditions of economic transformations.

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СТРАТЕГІЇ ОРГАНІЗАЦІЙНОГО РОЗВИТКУ ПІДПРИЄМНИЦЬКОЇ ДІЯЛЬНОСТІ В ГЛОБАЛЬНОМУ СЕРЕДОВИЩІ

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Актуальність теми зумовлена тим, що в умовах високої невизначеності, посилення глобальної конкуренції та швидкої трансформації виникає потреба у формуванні стратегій, які забезпечать довготривалу стійкість.

Мета дослідження полягає у теоретичному обґрунтуванні та практичному аналізі стратегій організаційного розвитку підприємницької діяльності у глобальному середовищі.

Дослідження здійснювалося на основі комплексного методологічного підходу, що передбачає поєднання теоретичного аналізу та емпіричного дослідження. На теоретичному етапі дослідження проведено систематичний аналіз наукових джерел, що висвітлюють проблематику стратегічного управління організаційним розвитком підприємницької діяльності. Емпіричний етап дослідження передбачав застосовування анкетування суб'єктів підприємницької діяльності, що надало можливість виявити практичні особливості реалізації стратегій організаційного розвитку підприємницької діяльності та оцінити їх ефективність. SWOT-аналіз дозволив оцінити сильні і слабкі сторіни стратегічного організаційного розвитку підприємницької діяльності. На заключному етапі здійснювалося узагальнення та інтегрування результатів теоретичного та емпіричного аналізу, що дало змогу сформувати практичні рекомендації щодо їх впровадження та оцінити вплив стратегій на конкурентоспроможність і стійкість підприємств.

В результаті дослідження уточнено роль організаційного розвитку підприємницької діяльності в стратегічному управлінні, здійснено систематизацію інноваційних підходів до формування стратегій організаційного розвитку підприємницької діяльності та до класифікації стратегій організаційного розвитку, надано практичні рекомендації щодо впровадження стратегій організаційного розвитку підприємницької діяльності. Наукова новизна дослідження полягає у комплексному поєднанні теоретичного обґрунтування та практичної оцінки стратегій організаційного розвитку підприємницької діяльності.

Ключові слова: підприємницька діяльність, організаційний розвиток, стратегії, стратегічне управління, глобальне середовище.

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