

# The Management of the Manabí Sports Federation and Its Impact on the Development of Enterprises

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**ABSTRACT:** The investigative work aimed to determine how the administrative management of the Manabí Sports Federation affects the development of enterprises in the city of Portoviejo, identifying for this the national and local sporting events that can take place in the sports facilities, these Sports events generate internal administrative processes such as contracting of goods and services, on the other hand, administrative procedures with a professional sports body allow them to host sports events, including professional football matches at the Reales Tamarindos stadium, which can generate the opportunity to develop ventures. The applied methodology was of the exploratory, descriptive, cross-sectional type in which inductive-deductive, synthetic and statistical methods were used, with the latter the data obtained from the application of surveys to formal and informal entrepreneurs and to the Legal representative of the institution, with these data I was able to verify the scope of the objectives and the fulfillment of the hypotheses, it was also concluded that if there is an incidence of the Sports Federation of Manabí in the development of enterprises in the city of Portoviejo, through the hiring of goods and services for the participation of their athletes in national sporting events and through the organization of local or national sporting events that are carried out in the institution's venues in which many entrepreneurs are formal and informal and undertake new commercial activities related to the needs of the spectators of the events of sports.

**KEYWORDS:** Management, Business Administration, Entrepreneur, Freelancer.

## I. INTRODUCTION

Administrative management is known worldwide as the way in which resources are used to achieve the desired objectives, using four specific functions of scientific administration: planning, organization, direction and control, these functions are executed through administrative processes.

In Ecuador, the administrative management of training sports is reflected in the direction and organization of the organizations that are articulated within a pyramidal system, at the base are the Cantonal Sports Leagues, in the middle part the Provincial Sports Federations and in the upper part the National Sports Federations by sport, these interrelate with each other to achieve from the initiation, training and sports improvement to high performance athletes; However, currently all these organizations are affected by the budget reduction that is carried out year after year.

The Manabí Sports Federation is located in the middle part of the pyramid, being directly in charge of planning, promoting, controlling and coordinating the activities of provincial sports associations and cantonal sports leagues, as indicated by the Ecuadorian Sports Law[1] in its article 33. - The Provincial Sports Federations whose headquarters are the provincial capitals, are the organizations that plan, promote, control, and coordinate the activities of the provincial sports associations and cantonal sports leagues, who make up their General Assembly. Through their technical methodological department, they will contribute to the development of sports in charge of the provincial sports associations and cantonal sports leagues, respecting the technical regulations issued by the Ecuadorian Sports Federations and the Sectorial Ministry.

The Ministry of Sports injects the economic resource to the Provincial Sports Federations through the approval of the Annual Operational Planning (AOP), in which the planning and subsequent execution of the following activities and administrative processes are contemplated: Operation and Administrative Maintenance of Sports Organizations, Operation and Maintenance of Sports Venues, Expenses on Sports Training Issues, General Sports Expenses, Concentrate, Camps, Evaluation, Training Base, Selective,

Championship, Games, Recreational Activities, Sports Implementation.

Therefore, technical processes are part of administrative management and must be identified, understood, and managed as interrelated processes within the same system, thereby seeking to achieve institutional objectives, complying with the principles of efficiency, effectiveness and quality.

[2]. According to the statute of the Manabí Sports Federation and its technical department, sports are divided into four sports groups which are: Combat Sports Group: Boxing, Judo, Karate, Olympic Wrestling, and Taekwondo; Time and Brand Sports Grouping: Athletics, Cycling, Weightlifting, Swimming and Triathlon; Competitive Art Sports Group: Chess, Climbing, Rhythmic Gymnastics, Artistic Gymnastics; Ball Sports Group: Table Tennis, Soccer, Basketball, Futsal and Beach Volleyball.

For the participation of these sports in the national sporting event such as the championships organized by the Ecuadorian Federations by sport and the National Sports Games organized by the Ministry of Sports in its different categories, the following needs for goods and services are generated which are: Sports implementation by sport, official presentation exterior uniforms, interior and specialized competition uniforms, accident insurance for athletes, transportation, hydration and rehydration services, accommodation and food.

These generate many administrative processes due to the use of public and / or private funds for the acquisition or contracting of the aforementioned items.

In the same way, through administrative procedures, they can host sports events at a training (amateur sport) and professional level, these are carried out in the sports facilities and stages of the Manabí Sports Federation (La California Sports Complex, Picoaza Sports Complex, Reales Tamarindos Stadium and Eloy Alfaro Delgado Coliseum), these sporting events are: National Championships for sports and professional soccer matches of series A, B and the rise of Ecuadorian soccer.

[3].The sports industry employs a large number of industries both directly and indirectly and is one of the most globalized in the world, it also indicates that entrepreneurship in sports is a set of values that influence the propensity to create or develop activities innovative in organizations or individuals. Therefore, entrepreneurship in this area is generally described by behaviors of innovation, risk-taking and proactivity within the sports context.

[4]. The sports industry involves a wide variety of companies, economic activity or entrepreneurial projects, both large and small. For example, there are health club facility owners, sports fields and facility operators, league owners, sporting goods store owners, sports ticketing agencies. Interested people, as well as business administration students in the national framework, attend sports entrepreneurship courses in order to learn the skills that are necessary to operate this type of sport-related business. This same author points out that one of the ways to produce more entrepreneurs in the sports area is education, however, a review of the literature on entrepreneurship education shows that sports programs lack a specific design and content in their courses of entrepreneurship.

In the country, some government institutions dictate courses on entrepreneurship in which these topics of interest should be involved, in order to increase the number of entrepreneurs in sport, and even more knowing that the 197 Cantonal Sports Leagues, the 24 Provincial Sports Federations, the 47 Ecuadorian Federations, the Ecuadorian Olympic Committee and the Ecuadorian Paralympic Committee, receive public funds and need to purchase goods and services following current legal regulations,

[5].The idea of products or businesses is nothing more than the basic elements that lead to the creation of an innovative product or service, it focuses on discussing the need to find problems that are worth solving and describing a series of techniques that help us to get it. The Product is responsible for converting the resulting idea into a fully defined and potentially successful product focused on The Business, part of the product with which it is intended to generate recurring and scalable income.

Micro, small and medium-sized enterprises in many cases are consequences of entrepreneurship, entrepreneurs, a word conceptualized by the Dictionary of the Royal Academy of the Spanish Language, as those who undertake innovative actions or companies with resolution, for Therefore, they are all those who express their ideas with determination and execute the business idea, but it should be noted that one of the most frequent problems that an entrepreneur faces is the lack of business knowledge regarding how management, organization would be and address of your company, and, most importantly, how to create it.

Business ideas are identified through positive and creative thinking about possible services or products to be offered, these ideas can originate from different sources, such as local resources owned by the person, needs discovered

from observation or application of some instruments or scientific technique, activities carried out by environmental organizations, interests in general and hobbies or passionate about some sporting activity, in general the business idea is a short and precise description of the basic operations of a business that is you plan to open in order to satisfy the needs of a certain segment of people.

[6]. The Business Plan is a document with a fundamental role when creating a company, and it is one of the essential tools for large or small companies, since through its preparation an evaluation is made of how feasible the Business idea, describing the activities and planning of a company for its operation, as well as all aspects related to the Business, the objectives, characteristics, financial analysis and strategies to carry out the production process, taking into consideration the investment that is made. required and what are the expected earnings in each period.

Los emprendimientos formales en torno al deporte los pueden realizar las personas naturales o jurídicas que cuentan con Registro Único Contribuyente, que declaran sus impuestos al Servicios de Rentas Internas, que cuentan con Registro Único de Proveedor y Patentes Municipales, estas pueden postular dentro del sistema de contrataciones públicas para ser proveedores de bienes y servicios para las instituciones y organizaciones deportivas que manejan fondos públicos, siguiendo las normas tipificadas en la Ley Orgánica del Sistema Nacional de Contratación Pública.

[7]. While informal enterprises are carried out by those people who see the opportunity to carry out informal sales (seasonal and itinerant), some due to illness, few studies or a low budget to set up a business, they are included in informality; It also collects, mostly younger or older workers, the former either due to the economic need that may arise or as a complementary activity to their studies; the oldest or those who are left behind by the system, made up of retirees with particular skills, seek to compensate their pension and those who leave the companies displaced by generational change or because they have been dismissed due to restructuring and are unable to find a new job In any case, informal sales absorb workers who wish to enter the formal market but who for various reasons cannot do so, consequently street or informal sales correspond to a structural phenomenon with cultural, political, social and economic implications.

## II. RESEARCH OBJECTIVES

The general objective of this research was to analyze whether the administrative management

of the Manabí Sports Federation affects the development of enterprises in the city of Portoviejo.

## III. RESEARCH METHODOLOGY

The applied methodology was of the exploratory, descriptive cross-sectional type in which inductive methods - deductive, synthetic and statistical were used.

The technique used was the survey through the elaboration of structured questionnaires and carried out to formal and informal entrepreneurs.

The population of formal entrepreneurs is comprised of 78 people registered in the Institution's database, to extract the sample the formula was used:

$$n = (PQ * N) / ((N - 1) E^2 / K^2 + PQ)$$

$$n = (0.25 * 78) / ((78 - 1) [(0.03)^2 / 2^2 + 0.25])$$
$$n = 19,5 / 0,42325$$

n= 46 Formal entrepreneurs.

To whom the instrument was applied randomly.

The population of informal entrepreneurs is made up of people who have applied for permits to sell their products inside and outside the sports facilities, therefore the administration of the institution has a record of 130 informal entrepreneurs, 100% of this population was taken to the survey application.

La recolección de datos se la realizó mediante la aplicación de los instrumentos antes detallados, para poder evaluar la información, se utilizó técnicas cuantitativas en la que se presentan números y porcentajes para ello se utilizó el software Excel y el método estadístico para describir, resumir y comparar los datos mediante la técnica del Chi Cuadrado lo que permitió comprobar la hipótesis.

Data collection was carried out by applying the instruments detailed above, to evaluate the information, quantitative techniques were used in which numbers and percentages are presented, for which the Excel software and the statistical method were used to describe, summarize and compare the data using the Chi Square technique which allowed us to check the hypothesis.

Secondary sources such as books, magazines, internet, brochures, similar works, among others, were also used to obtain information on the types of undertakings that can be generated through the execution and organization of sporting events and scientific research related to the business Administration.

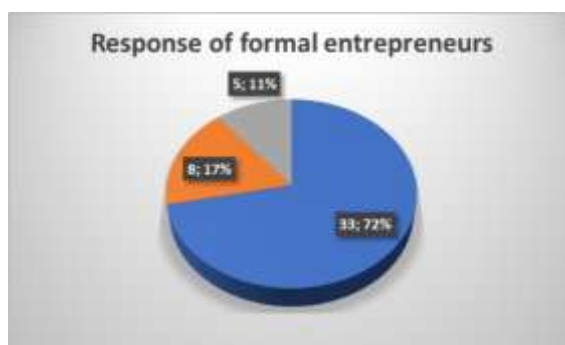
**IV. DATA ANALYSIS AND RESULTS**

According to the question asked of the formal entrepreneurs, the following result was obtained:

Do you think that the administrative management of the Manabí Sports Federation affects the development of enterprises?

OPTION	ALTERNATIVE	FREQUENCY	PERCENTAGE
A	Incides Enough	33	72
B	Incides Little	8	17
C	Does Not Incide	5	11
Total		46	100

**Table 1.** - Formal EntrepreneursSurvey



Source: Formal Entrepreneurs  
Elaboration: The Author

Of the total of 46 people surveyed, 33 chose option a that had "Incides Enough" as an alternative, this is equal to 72%, 8 people chose option b that had "Incides Little" as an alternative, which is equivalent to 17%, while 5 people chose option c that had as an alternative "Does Not Incide" this is equivalent to 11% the sum of these percentages is equal to 100% of people surveyed.

With this question, formal entrepreneurs indicate that the administrative management of the

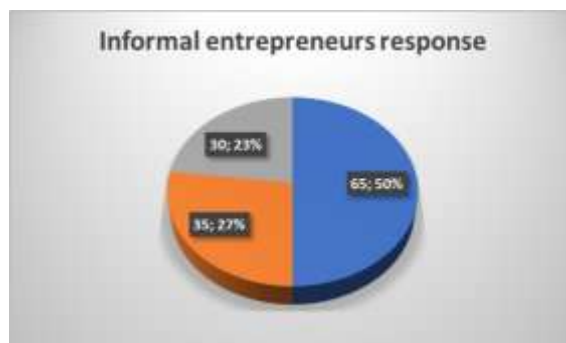
Manabí Sports Federation affects the development of enterprises because the processes in which they can participate to provide the goods and services are loaded into the public procurement system. services required by the institution.

According to the question asked of informal entrepreneurs, the following result was obtained:

Do you think that the administrative management of the Manabí Sports Federation affects the development of enterprises?

OPTION	ALTERNATIVE	FREQUENCY	PERCENTAGE
A	Incides Enough	65	50
B	Incides Little	35	27
C	Does Not Incide	30	23
Total		130	100

**Table 2.** - Informal entrepreneursurvey



Source: Formal Entrepreneurs  
Elaboration: The Author

Of the total of 130 people surveyed, 65 chose option a that had "Incides Enough" as an alternative, this is equal to 50%, 35 people chose option b that had "Incides Little" as an alternative, which is equivalent to 27%, while 30 people chose option c that had as an alternative "Does Not Incide" this is equivalent to 23% the sum of these percentages is equal to 100% of people surveyed.

With this question, informal entrepreneurs indicate that the administrative management of the Manabí Sports Federation affects the development of enterprises due to the fact that intercantonal, national and international sporting events are held, as well as professional soccer matches of series A, B and promotion at the Estadio Reales Tamarindos, these scenarios that are administered by the Sports Federation of Manabí.

Once the data have been analyzed and interpreted, the results of the investigation are used to verify the hypothesis by means of Chi Square, which is calculated based on the observed frequencies and expected frequencies taking as

reference question number 6 of the survey aimed at formal and informal entrepreneurs.

a. Null hypothesis (Ho): The administrative management of the Sports Federation of Manabí does not affect the development of enterprises in the city of Portoviejo.

b. Alternative hypothesis (H1): The administrative management of the Sports Federation of Manabí affects the development of enterprises in the city of Portoviejo.

Definition of the Level of Significance: A level of significance of 5% (0.05) is chosen to test the hypothesis.

Choice of the Statistical Test: To verify the hypothesis, the chi square test was chosen, whose formula is the following:

$$X^2 \text{ calc} = \sum \frac{(f_o - f_e)^2}{f_e}$$

$f_o$  (o): Observed value frequency

$f_e$ : Expected value frequency

To carry out the cross-tabulation matrix, question 6 of the survey addressed to formal and informal entrepreneurs described below has been considered:

Do you think that the administrative management of the Manabí Sports Federation affects the development of enterprises?

Formal Entrepreneurs Survey			
Option	Alternative	Frequency	Percentage
A	Incides Enough	33	72
B	Incides Little	8	17
C	Does Not Incide	5	11
Total		46	100
Informal Entrepreneurs Survey			
Option	Alternative	Frequency	Percentage
A	Incides Enough	65	50
B	Incides Little	35	27
C	Does Not Incide	30	23
Total		130	100

Real Values of the Chi Square Calculation

Observed Frequencies

	Incides Enough	Incides Little	Does Not Incide	Total
Formal Entrepreneurs	33	8	5	46
Informal Entrepreneurs	65	35	30	130
Total	98	43	35	176

Expected Frequency  
Formula:

$$fe: ((\text{total or marginal of the region})(\text{total or marginal column}))/N$$

	Incides Enough	Incides Little	Does Not Incide	Total
Formal Entrepreneurs	25,61	11,24	9,15	46
Informal Entrepreneurs	72,39	31,76	25,85	130
Total	98,00	43,00	35,00	176

Degrees of freedom

Degrees of freedom = (Rows -1) (Columns -1)

Degrees of freedom = (3-1) (2-1)

Degrees of freedom = 2

Level of significance 5%

The tabulated value of X<sup>2</sup> with 2 degree of freedom and a significance level of 0.05 is: 5.9915, according to the chi square distribution table.

Distribución de Chi Cuadrado X <sup>2</sup>						
v/p	0,001	0,0025	0,005	0,01	0,025	0,05
1	10,8274	9,1404	7,8794	6,6349	5,0239	3,8415
2	16,2660	11,9827	10,597	9,2104	7,3778	5,9915
3	18,4662	14,32	12,838	11,3449	9,3484	7,8147
4	20,5147	16,424	14,86	13,2767	11,143	9,4877
5	20,5147	18,386	16,75	15,0863	12,833	11,0705
6	22,4575	20,249	18,348	16,8119	14,449	12,5916
7	243,213	22,04	20,278	18,4753	16,013	14,0671
8	26,1239	23,774	21,955	20,0902	17,535	15,5073
9	27,8767	25,463	23,589	21,6660	19,023	16,9190
10	29,5479	27,112	25,188	23,2093	20,483	18,3070

Mathematical Calculation: Once the expected frequencies have been obtained, the following formula is applied:

$X^2 = \sum \frac{(O - E)^2}{E}$		O	E	O-E	(O - E) <sup>2</sup>	$\frac{(O - E)^2}{E}$
Formal Entrepreneurs Survey	Incides Enough	33	25,61	7,39	54,56	2,13
	Incides Little	8	11,24	-3,24	10,49	0,93
	Does Not Incide	5	9,15	-4,15	17,2	1,88
Informal Entrepreneurs Survey	Incides Enough	65	72,39	-7,39	54,56	0,75
	Incides Little	35	31,76	3,24	10,49	0,33
	Does Not Incide	30	25,85	4,15	17,2	0,67
Total		176	176		X <sup>2</sup>	6,6934



Chi squared= 6,6934//

Interpretation: the chi-square value is higher than the tabulated value with degrees of freedom for which the null hypothesis (Ho) is denied and the alternative hypothesis (H1) is accepted.

## V. CONCLUSIONS

The administrative management of Sports Federation of Manabí has a sufficient impact on the development of enterprises in the city of Portoviejo, through the contracting of goods and services for the participation of selected athletes from the province in national championships by sport and national games that are the fundamental sporting events for the provincial Federations at the national level, and through the organization of local and national sporting events that take place on the institution's stages in which many people undertake new commercial activities related to the needs of the spectators of the events sports.

The items that the Manabí Sports Federation contracts for the participation of athletes in national games were established, as well as which are the sporting events that are carried out in the Federation's facilities where informal entrepreneurs can distribute their products, this served as an indicator to establish that the Manabí sports federation does contribute to the development of diverse enterprises such as formal and informal enterprises.

## VI. RECOMMENDATIONS

The Manabí Sports Federation must disseminate through the local media and social networks which are the sporting events that take place in its sports facilities in order to demonstrate the administrative management around the preparation and participation of the athletes who will represent the province in national championships and national sports games and the steps that are necessarily carried out for the organization and execution of sports events, this will undoubtedly make suppliers and entrepreneurs interested in actively participating in the promotion and / or distribution of its goods and services.

The Manabí Sports Federation must develop a schedule for the use of its facilities for local and national events and disseminate it through local media and social networks, so that the general

population and the research actors are aware that through the administrative management will carry out these events in the facilities of the institution.

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