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# Facilitating Entrepreneurial Creativity through Innovation Networks: A Digital Entrepreneur Perspective

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*Abstract:* Nowadays digital entrepreneurs outreach to achieve a better competitive position as well as gain the rewards from social media environment. This increasing attention for a range of alternative approaches in emerging technological fields has given rise to produce solutions aimed at established knowledge about network development in the business activities. There are significant increasing number of women entrepreneurship globally, the analysis therefore focuses on individual women entrepreneurs in entrepreneurial creativity on digital platforms at the organization level rather than on capacity for execution in global scale. To theorize the entrepreneurial creativity in contribute entrepreneurial success to digital entrepreneur perspective, our research focused on Thailand, according to how Thailand has a diversified industrial economy. Most importantly, the great strength of its economy lies in the presence of the fashion sector as innovation have a unique context regard to their creative nature, continuous and almost infinite process within the short product life cycles and competitive nature. To explore the current digitalization phenomenon, triangulated data were collected from primary and secondary sources through the observation, semi-interview and extant literature with 3 founders as the case studies. The result showed that the integration of creativity and innovation networks are incorporated in all entrepreneurial activities within 5 stages includes: 1) opportunity recognition, 2) idea generation, 3) idea validation, 4) commercial implementation and technology utilization as well as 5) sustain business growth. Entrepreneurial creativity plays an important role throughout entrepreneurial networking process from starting point to achieving the success in the marketplace.

#### Key Terms - Creativity Process, Digital Entrepreneur, Entrepreneurship, Innovation Networks

#### I. INTRODUCTION

Entrepreneurs are widely known as an innovative people in which creating and doing business in the broad range of entrepreneurial venture form that address economic and social needs (Tobji, 2021). As digital economy is perceived a broad notion within the innovation context, the emergence of interwoven global networks allow reconciliation and communications in the digital era through social media's prevalence and consumer behavioral preference. The role of digitalization substituted by business patterns restructure and economic growth between different dimensions in all industrial sectors (Satalkina & Steiner, 2020) in which market areas may obtain a worldwide coverage. To date the major part of the business transfers into the broad domain of social media in the dynamic and rapidly uncertain changing environment, long generated opportunities to engage directly with consumers within digital economy and advancing technological surroundings in which beyond what traditional entrepreneurship can enable (Kilgour, Sasser, & Larke, 2015).

The innovation network may be considered a metasystem as of offering new challenges and multitude of technological opportunities to its global presence and success. Confronting with the adoption of fast growing and advancing technologies in Information Technology, mobile technology and new media in a hypercompetitive environment (Hosu & Iancu, 2016). Also faces increasingly dynamic paths associated with the diverse in businesses operate throughout the whole entrepreneurial process can mean major threat as well (Kraus, Palmer, Kailer, Kallinger, & Spitzer, 2018). The ubiquity of virtual world creates a social media landscape that is rapidly growing in which take place in the information society. Although digitalization phenomenon have long generated high-tech business opportunities for digital entrepreneurs, simultaneously, they also causes new vulnerability spaces and disruptive transformation. Interestingly, the internet based entrepreneurship works through promising opportunity into a viable business online. More recently, Entrepreneurs outreach to achieve a better competitive position as well as gain the rewards from social media environment. As entrepreneurs often facilitate and maintain creative performance, this process, in turn, fosters entrepreneurial creativity in business models.

Creativity is not only lead to generate new ideas for business in the process of innovation (Tom, 2012), but also, or to play a critical role for enterprises in providing the stimulus for opportunity discovery and make strategic decisions throughout entire venture creation process (Tu & Yang, 2013). Social relations and network connections between individuals spontaneously bridges between people. Dynamic platform settings allow new online entrepreneurial developers able to engage with end customers and stakeholders more attractive through social networks and mobile technologies (Srinivasan & Venkatraman, 2018). Even though the entrepreneurial creativity are adopted within innovation can be complex, variable process and extended, however, there are also particular to improved

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understanding in how such entrepreneurial creativity that can be reached and how successful entrepreneurship can be initiated by focusing on a more multi-dimensions in innovation and entrepreneurship (Fillis & Rentschler, 2010).

Innovations are normally the mechanisms through prolonged collaboration and interaction in entrepreneurial activities between a variety of actors and stakeholders. It has been recognized that Innovation is an essential element in enterprises, in particular startups have noted influence and implement creative cognitions to infuse in the action of launching a new venture, or to deliver products or services, in more efficient and hence innovative way throughout the entire entrepreneurship process (Kabukcu, 2015). In an age of economic globalization and rapidly change of technology, innovation and creativity play substantial roles for achieving success in the business arena. Over recent years although there has been several contexts provide the nature and dynamics of the creativity process in general, however there has been a growing call to adopt the entrepreneur perspective as an analytical lens for understanding the emergence of a network's structure within creativity. If entrepreneurial creativity is an entrepreneurial process of pursue success in developed economies, then it would be necessary to clarify the creativity components and stages of the entrepreneurship and investigate whether networks is potentially embedded to all these components and stages (Zhou, 2008).

Besides, given the upward topic and literature related to the digital entrepreneurship is quite scarce. This study also give guidance by providing an overview through the innovation network by with the perspective of digital entrepreneurship. Accordingly, creativity, innovation and entrepreneurship on business success was studied in the larger number of different approaches, given the broad implications of what is said, there is a relationship and involvement factors between innovation and business success conceptually and in practice. In specifically restricted to across all levels and dimensions of the innovation system and the ecosystem of entrepreneurship, there is no clear yet in any distinction of what such entrepreneurial creativity and their subsequent can be applied through entrepreneurship and innovation network aspects for pathway towards global business. Our goal in this article is to theorize the entrepreneurial creativity in contribute entrepreneurial success to digital entrepreneur perspective.

- To clarify the crucial components and stages of the innovation network within entrepreneurship process
- To facilitate that by what mechanisms does the entrepreneurial creativity adopt to entrepreneurship from the perspective of digital entrepreneur
- And to provide an overview of creativity process across all innovation network with the perspective of digital entrepreneurship.

#### **II. REVIEW OF LITERATURE**

Interestingly, the terms creativity and innovative approaches are often used interchangeably in the academic literature, apparently alongside much entrepreneurship literature. Recently, increasing value for globalization and technology effects positively on business and social communities, requires an enhanced connectivity to evidence the constructive conjoining of previously elements of entrepreneurial creativity. In order to creating innovative products or services, balancing and integrative mechanism for an existing business, there is still a great need to develop concepts and suggested approaches in Innovative entrepreneurial business perspective. This study goes beyond existing network studies and contributes current understandings, to explore the empirical relevance of this phenomenon in the entrepreneurial performance, the entrepreneurial creativity and innovation networks as well as their formation in achieving success in enterprises to its environment are the main study to focus on.

#### **Digital Entrepreneurship**

While the initial definition of "entrepreneur", back in the 1776, Cantillon was the economist who first introduced the term and the main characteristics of entrepreneurship as the man of business who are risk-bearing and search for market opportunities (Szaban, 2018). Such idea also appears among others scholar in a very similar way. Entrepreneur emphasizes person who are seeking and exploring new opportunities and willing to take risk and taking advantage of the opportunities exist that converted business ideas into reality in a form of product or services (Nizam, Mohamad, Awee, Mohsin, & Kadir, 2015). Entrepreneur are the ones who creates a good new ideas to market (Verma, 2020) or seeks out to identify profitable for the business and industrial ventures. Entrepreneurs differ both at the individual level and the distribution of entrepreneurial innovativeness that they introduce to the economy, in which provide the means for investment and possess pure capital (Koellinger, 2008).

By using the skills and combine productive factors and capitalists, entrepreneurs play the imperative key factor to prove rewarded with profits, fame, and continued economic opportunities. Innovation becomes a specific tool for entrepreneurs according to information technology has grown dramatically. There have been significant related developments which lead a strong and long generated opportunity for investment and business activity for innovators (Geib & Swenson, 2012), in the context defined an effort of both exploit and explore the competitive advantage as a new notion within the innovation network. Nowadays digital entrepreneurship underlines the impact of new digital technologies to invent competitive edge on business in communication potential and knowledge, as the significant success impact in the overall entrepreneurial process for global entrepreneur. The term digital entrepreneurship execute most of the processes in generated by digital platform settings (Davidson & Vaast, 2010), they are considered to align their knowledge and business into collaborative dynamics in communication and cooperation regulatory environment. In doing so, these kinds of global entrepreneur are also referred as digital entrepreneur.

Digitalization phenomenon which arose through technological assets in diverse opportunities causes various transformative change. Those entrepreneurial activities got created, ultimately, affects a mechanism process and an outcome related to the formation of businesses system or manifest Internet-enabled service innovations (Satalkina & Steiner, 2020). Based on the contextualized digital economy, digital entrepreneurs are coupling their outcomes around the convergence of digital infrastructure. This embeddeness in specific platforms has important implications for the ability to provide important benefits and plays an important role in their success in extensively modify all aspects of entrepreneurial actions (Yoo, Henfridsson, & Lyytinen, 2010). As consequent performance, a person matches his intellectual capital in the intensity of digital technologies to facilitate, deal and leverage through digital infrastructures and social platforms initiating new ways of doing business online. It changes the networking mechanisms of the overall business structures and systems under dynamic shifts of technical architectures.

Digital entrepreneurship developed their talent resources to building upon other types of business activities in an entrepreneurial environment, today, they are adopting digital technologies to drastically reshaping entrepreneurial approach. Not only by completely changed the ways of doing business, but also shifts in platform architecture we communicate on the diverse networks in everyday life (Kraus et al., 2018). Digital entrepreneurship determine as a critical role within the innovation system. In this sense novel ways interact with fields that becomes a driving force behind organizational-creativity contexts, entrepreneurs and innovators

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move beyond the traditional industry boundaries (Rippa & Secundo, 2019). Taken together, continuing evolution of technology and the range of actors involved in the evolution of digital entrepreneurial process regarding time frames into an entrepreneurial ecosystem (Ojala, 2016). Therefore, develop new forms of that to include networks, driving force and role of a pool of talented people, thus accelerating the evolution, allowing creating fruitful connections in entrepreneurship ecosystems to lead to creative innovation in the various levels and dimensions.

#### **Entrepreneurial Creativity**

Entrepreneurship as the process for the purpose of incremental wealth, survival in business, personal independence and sustainable economic growth, by devoting the necessary time and effort with dynamic force related to vision, change and creation to creating new value (Ologundudu & Ojo, 2017). In order to gain a competitive edge, generating growth and ensuring survival for enterprises, the creativity in entrepreneurial activities through entrepreneur personal skills and attitude are the major focusing. Creativity is defined by the essential role to create something new, bring into existence, make a change whether a new solution, new materials, or a new form potentially creative through imaginative skill (Okpara, 2007). Entrepreneurship strives to combining, navigating, reapplying existing ideas or providing economic innovation adapt to technological change (Krishna & Swathi, 2013). Consequently, the process in which they are involved most importantly requires a performance that promotes nature creativity so that one could be aspirations, self-confidence, significant active, innovative, broad interests and independence of judgment (Okikiola, 2017; Tom, 2012).

Rather than a fixed mechanism, creativity is a phenomenon whereby the result of a dynamic process to form something new and somehow valuable, (Nyström, 1993). Creativity is conceptually changing pattern of activities, whereas innovation emphasizes implementation of creative idea production as a starting point in an unfolding evolutionary process. Within variability and individual diversity, these essential subjectivist perspective can drive complex systems and dynamic environments (Buchanan & Vanberg, 1994). From divine inspiration to being a key constituent in a perspective formation (Barnard & Herbst, 2018), entrepreneurial creativity has been defined as openness to new sources of materials, new markets, manufacture new goods and so on. Moreover, further implementation in organizational contexts is novel, appropriate methods to establish a new venture as well as demonstrate operational execution involving cognition at high levels, from which decisions will be made.

Both innovation and entrepreneurship demand creativity in which consists of anticipation and commitment for business success. Creativity is inseparable from entrepreneurship and innovation, therefore saying that creativity is particularly relative to entrepreneurial skills (Pretorius, Millard, & Kruger, 2005). Creativity is ability of creating innovative thought, recognized process is involved, a new mastermind within every individual so often creative person is innovator (Fadaee & Abd Alzahrh, 2014). Individual's creativity have long been indicative to divergent and cognitive thinking, creative ideas can thus come from almost anywhere. An sequence of activity to create innovation by converting creativity into action or result, as a mental process consist of four distinct phases: preparation, incubation, illumination and verification (Wallas, 1926). Interestingly, the stage model of the creativity presents interesting line of research in yet another way unfold progressively from problem finding as starting point, the process, mechanisms concerning individual attitudes in the stage of : problem identification, preparation, idea generation, and idea validation (Amabile, 1988). As an aside, creative processes are intended to generate vary in phase models included five main phases of the creative process is proposed: task presentation, preparation, idea generation, idea generation and outcome assessment (Amabile & Pratt, 2016). Although in a creative process studies have conceptualized by examining process of creativity into variety of models, however, these models differ but main stages of the process including idea generation and idea implementation phase are consisted in most theories (Yao, Wang, Dang, & Wang, 2012).

Manifested in the entrepreneur's capabilities and reliability of starting up and scale-up venture requires align with a strong interdependence between entrepreneurship, innovation and creativity. Intriguingly, dynamics of entrepreneurial activities requires creativity and innovation as the central to entrepreneurial process which is in turn transforms individual capability into a profitable venture alter by partition the industry ecosystem (Adebayo et al., 2017). The essential element of creativity refer to divergent thinking requires cognitive flexibility to openness to "outside of the box" ideas, whereas the result in innovation is the successful component and economic implementation of a "creativity trait" (Heunks, 1998). Psychological researchers have found that, producing creative output required multiple cognitive processes in both divergent and convergent method, whether entrepreneurs setting a creative context upon problem-finding or problem-solving processes (Mandel, 2011).

Confluence theories of creativity in which considered part of creative processes be present by identify creative output into the contribution of individual creativity, supportive work environment and forming effective teams in creative organizations as well as championing ideas externally (Tom, 2012). However, the mix between these processes will be significantly dependent on different types of innovation, some innovation will based on several contributing factors included time-consuming, fluid open boundaries, while other innovation may occur from organizing circles of exchange moment of the context. Psychological studies yield valuable elements in three broad areas to represent a creative achievement such as divergent/convergent thinking processes, motivation, and collaboration. Critically, in cognitive steps no need to be completed by the same individual, somehow in accord with those entrepreneurial activities may provide the most efficient and most proper means to achieve a creative breakthrough.

Creativity can lead to different types of successful commercial exploitation through the production, essentially, in order to provide a creative advance as the end result. Both originality and adaptivity can be derived from any elements to the specification of creativity, whereas provides insight into two different cognitive processes. Originality is referred to novelty of the production in which requires divergent approach as of involving with significantly intuitive cognitive function, meanwhile adaptivity is referred to appropriate of the production, thus requires convergent evaluation in order to a more identically analytic approach (Mandel, 2011). Evaluating the creativity have been adopted in variety of quantitative and qualitative methods and researches. Creativity is therefore not just involves the sum of the individual pursuit of tasks, but also associated with creative work by team members and collaboration. Successful accelerated ideas involves individuals building in a synergistic manner, can enhances a valuable driver of advanced achievements and specialization as collective creativity. Also, other important factors within every individual include expertise (Okpara, 2007), individual creativity further seeking to construct a set of creative entrepreneurial competencies in the resources, skills and knowledge in the environment and society (Kor, Mahoney, & Michael, 2007).

#### **Innovation networks**

Entrepreneurship is a term broadly regarded as the opportunity exploitation and innovation transformation into the purpose of sustainable firm that generates value (Bruns, 2005), whereas entrepreneurial innovators are those individuals who embracing creativity and business processes. Every entrepreneur and well-run companies need creative innovation to constantly growing business success (Dorcas, 2017). Innovation is defined as the forms of creative inspiration or convert of a new idea into a product or service, extend the range of challenges and opportunities, marshal resources or improvement in organization or process for development (Sokolova, 2015). Innovation occurs broadly to products, processes, solution or across different entrepreneurial activities (Dodgson, 2011), in the organizational context innovation can occur at various levels from individuals to team members and it even can be incremental or radical (Ologundudu & Ojo, 2017).

Innovation have been used to categorize widely and there are many different approaches among academic to describing the phenomenon. The broad concept of an innovation can be entailed as level of originality or production of novelty. Creativity is mostly studied at the individual level as the a set of possessing uniquely personal characteristics and, meanwhile, innovation is mostly studied at the team or organizational level as the result of further well established supporter of the creativity output within the interaction between individuals, organizations firms and systems. According to the increased digitization of organizational processes rise its potential value through developing new combinations, therefore, it can be recognized to create value even as scientific inventions, patents, or technological breakthroughs for the various stakeholders in organizations (Lee, Olson, & Trimi, 2012). Innovation can be applied as a key role to develop competitiveness and a sure path to success in the market, between these various dimensions of the economic, social, technological and ecological system.

In the sequential process different tools have been used to study innovation term, technology is viewed as the creation of the future in which bringing change and innovation into digital businesses (Kraus et al., 2018). Today, advances in digital technologies and fast new product development, networks are particularly viewed as dynamic and constantly thriving in often rapidly market uncertainties (Halinen & Törnroos, 1998). With e-business tools, innovation and creativity are highly path dependent in entrepreneurial achievement in which characterize today's economy as a creative economy (Howkins, 2002). In digital platforms where hypercompetition is very high and technological changes force globalization and advances in information technology, important activities for digital entrepreneurs rely on their complex socio-technical networks and their innovation behaviors (Srinivasan & Venkatraman, 2018).

The triple helix model (Leydesdorff & Etzkowitz, 1996) concentrates on the mutual relationships between a knowledge generator, a creator environment and a regulatory body, these actors are involved in various dimensions at different stages of the innovation process in order to supplement their knowledge bases to coordinate without restricting their individual goals (Frenken, 2000). The so-called cellular form (Miles, Snow, Mathews, Miles, & Coleman Jr, 1997) that together in accomplishing entrepreneurial opportunities, sharing knowledge and experience from their natural flexibility and reconfigurability. Innovation networks have become widely consider as an efficient mean of important organizational form in complex processes (Gilbert, Pyka, & Ahrweiler, 2001), in which required for all types of innovative activities, radical innovation as well as adoption (DeBresson, 1999). To establish and to operate effectively in networks, today in hypercompetitive environment, the efforts of heterogeneous actors in interrelated processes requires a network of independent organizations with different competencies transforming interrelationship existing between the economic, techno-scientific and society spheres.

To date with respect to firms innovative activity, the interplay and the interaction within the structure between innovation and networks have extensively emerged in scientific inquiry (Powell & Grodal, 2005). An innovation network is a conceptualization of a logical effect (Calia, Guerrini, & Moura, 2007) based on a complex and pluralistic pattern of communications, exchanges and relationships between actors participating in the domain (Jones, Conway, & Steward, 2001) from the impregnate the creation and invention for bring products and services into the marketplace. With different cognitive and social translations to identify, share and assimilate knowledge in each network involving, four types of emerging innovation networks supported by digitalization categorized into: project innovation networks, clan innovation networks, federated innovation networks and anarchic innovation networks (Lyytinen, Yoo, & Boland Jr, 2016). Furthermore, another pervasive use of digital technologies conceptualize four types of innovation networks into singular innovation, open source innovation, internal markets of innovation, and doubly distributed innovation networks (Yoo, Lyytinen, & Boland, 2008).

In the complex business environment, networks can distribute into many types of value. Innovativeness appears to be associated with the creation of new products, the exploitation of new markets and new methods of production, as well as technologically feasible, new sources of supply, and organizational structures (Cruickshank, 2010). From entrepreneurial person's networking behavior evolve into mutual intertwined business processes, the formation of entrepreneurs networking are required for all types of innovative activities as of the entrepreneur's social network. This evolution becomes more manageable from actors-based, path dependent networks and Inter-firm networking together during the early stage of firm development growth, the network based on the entrepreneur's social linkage changes into a more strategic network (Konsti-Laakso, Pihkala, & Kraus, 2012). In general, the differing views researchers may have from the overall performance of firms, networks may relate to physical configurations and virtual networks. Many networks have a local sense, in which also broaden towards global stage (Nijkamp, 2003). Such networks can be seen as evolutionary perspective for new forms of creative entrepreneurship in terms of diversity, economic exchanges, cooperative industrial system and resource mobilization.

#### **III. SCOPE OF RESEARCH**

Entrepreneurship is known to be characterized as the perceiving opportunities and ensuring achievement by generating wealth, changing existing ideas into improved quality of future goods and services through the basis for technological innovations and business growth. There are significant increasing number of women entrepreneurship globally, more than one-third of all firms operating by women already. They are tend to contribute into the world economy in various industries than men tend to do (Obadeyi, Oba-Abimbola, & Oladejo Moruf, 2017). Understanding the perspective of women entrepreneurs, through process of entrepreneurial creativity is important, similarly, a bias remains in accordingly with the creative abilities of entrepreneur's gender. In recognition to women entrepreneurs, it is important to distinguish creativity from innovation networking process for this study through the characteristics and competencies which include innovativeness and creativity.

This increasing attention for a range of alternative approaches in emerging technological fields has given rise to produce solutions aimed at established knowledge about network development in the business activities. Various definitions were collected

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during the literature review procedure. The analysis focuses on individual women entrepreneurs in entrepreneurial creativity on digital platforms at the organization level rather than on capacity for execution in global scale. Our research focused on Thailand, according to how Thailand has a diversified industrial economy. Most importantly, the great strength of its economy lies in the presence of the fashion sector as innovation have a unique context regard to their creative nature, continuous and almost infinite process within the short product life cycles and competitive nature. This paper aims to explore the current empirical relevance of entrepreneurial creativity phenomenon as well as the performance of innovation networks in digitalization. Content analysis of various definitions of creativity in networking process led to the conclusion in the entrepreneurial domain.

#### IV. PROPOSED METHODOLOGY AND DISCUSSION

The focus of our research is the entrepreneurial creativity at the individual level for successful enterprise. Qualitative case study methodology is the most appropriate methodology, in accordance with entrepreneurial activities paradigm focused on the activities involvement of entrepreneurs as the unit of analysis. Specifically, we focus on those insights entrepreneurs engage in networking process that changes existing courses. Indeed, the objective was to gain a comprehensive understanding of how creativity mechanisms were used and how they might vary as a function in each stage of business processes within innovation networks. This study provides a theoretical framework in order understand the vehicle that drives entrepreneurial creativity within networking process better.

Our aim is to enable forming the implementation involved in the dynamics building between the innovation networks and entrepreneurship, especially in overall dimensions and stages that contribute to improving our understanding of the entrepreneurial creativity by the study. 21 sample diversifications were sought by highest ranking social media influencer in Thailand with individuals playing different roles in the Thai apparel entrepreneurship scenario according to StarNgage Instagram marketing platform and Socialbakers social media marketing company during the research period starts from January 2019 to December 2020. For this study, 3 successful digital entrepreneurs have been chosen as part of samples (Table 1). An additional criterion was that we selected cases in which had the following common characteristics that leads the innovation process successfully as this research was limited to gain more general results in digital entrepreneur perspective.

With triangulated data collected from primary and secondary sources through the observation, semi-interview case study interviews and extant literature with 3 founders. Primary data has been collected through the indirect interaction with entrepreneurs through online observation without the researcher's influence and direct interaction through online semi-structured interview. As well as the secondary data to compare the areas of opportunities which we may ignore, the availability of information from the websites and online archives were conducted to understanding the mechanisms and conditions underpinning the creativity in innovation network.



Table 1: Selected Case Profile

Apparel	Founder	Establish	Name of the	Online	Offline	Other
brand			enterprises	channel	store	products
Basics by Sita	Khemmanath	2013	N/A	-Instagram	-SOS	-Primaya
	Chuleekiet			@basicsbysita	Multi	Clinic
	@yykhemmanath			-Facebook	store	-Life
				@Basicsbysita	-CAMP	Innova
BASCS				-Shopee	Multi	
UX SITA				Basicsbysita	store	
				-Lazada	-Basics	
				Basicsbysita	by Sita	
				-Line official	HQ	
				@Basicsbysita		
				-Tres E-		
				commerce		
Apparel	Founder	Establish	Name of the	Online	Offline	Other
brand			enterprises	channel	store	products
Coat Over	Sopita	2014	COATOVER	-Instagram	N/A	-Her
	Intarawicha		(THAILAND)	@coatover		Kloset
	@paplengpapleng		COMPANY	-Facebook		-Somemer
<[co]> COAT OVER	- r - r		LIMITED	@coatover		Over
				-Youtube		Please
				Coatover		Sleep
				-Line official		Nails &
				@coatover		Salon
				-Web official		Sulon
				https://coat		
				overthailand.		
				com		
Flat2112	Rassarine	2016	FLAT 2112	-Instagram	-CAMP	-Ted A
1 1412112	Tanachaiwattanap	2010	COMPANY	@flat2112	multi	Car
FLAT2112	@katheryn_lee		LIMITED	-Facebook	store	-Babykiss
FLAIZIIZ	C Ruther Jn_100		LIMITED	@flat2112	store	-Friends
				-Youtube		by
				Katheryn Lee		Flat2112
				-Shopee		-Life
				flat2112		Saver
				-Lazada	. 15	-Life
				flat2112	1.1	Innova
				-Line official		-Flat Café
				@flat2112		& Space
				-Pomelo E-		1
				commerce		
				-Web official		
				https://flat211		
				2.  com/		
All images and int	formation contained i	n this study ar	e copyright to their		and are pro	tected under
international copy		- ins study un	spyright to their		inte are pro	
ee-opy						

#### V. ANALYSIS AND INTERPRETATION

To identify the different stages in the innovation activities in which firms interact with creativity, during the semi-interviews we then focused on their responses to the question 'What are specific stages in running apparel business? The coding scheme for analysis as the key concepts for innovation and creativity were identified within entrepreneurial domains, based on the results allowed us to create different headings corresponding to 5 stages in the networking process following by:

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Table 2: Stage 1 mentioned by the founder during the interviews

Stage 1	Innovation construct	Creativity construct
	in digital entrepreneurship	
Basics by Sita		
I love dressing and travelling, then I did ask myself	Desire	
why not am I produce the beautiful clothes for myself		
and for everyone in even more affordable price		
range than existing market offer.		
Started clothing business with friends in the label	Collecting	experiences
"Sita Pisha", however the customer targeted in the		
specific group with high price and finest quality. So I	Analyzing	
want to expand the customer size with lower price		
but still good quality.		
Coat Over		
I love dress up, then having an idea after <b>noticed that</b>	Observing the	e environment
everyone else order the clothes online.		
Tried to channel myself into the online, by pre-order	Collecting experiences	
stuffs from China to sell in the name of "Her Kloset"		
shop. However the picture and the real objects		
sometimes differently.		

Stage 1	Innovation construct	Creativity construct
	in digital entrepreneurship	
During pre-order from China, others competitors also	Thinking about the problem	
order in same exact products, I then realized that my		
shop lack of brand recognition.		
I had a chance to travel abroad during the winter	Thinking abou	it the problem
vacation, after that I had been posting the picture into		
my own Facebook, many of my audiences asked	Analy	yzing
where they could buy the same winter clothes as I		
wore. This was the good opportunity, I then firmly		
believed that my sense of style was the trust		
customer relied on.		
Thailand is the tropical country, the market size for	Analy	yzing
winter clothing during that time still quite too small,		
finally I decided to launch "Coat Over" for the long	Intui	tion
run.		
With quick success in the business since starting	Analy	yzing
point, I did not ready yet. In the first year of the brand		
I could not have the quick responses to all requests	Thinking abo	ut constraints
from <b>customers</b> . During that time even we had 10		
administration team members but however with the		
limit on single user by online accounts provided by		
Line Platform for customer services, we cannot		
response in time.		
Flat2112		
I have grown up in family with clothing business,	Des	sire
since I was young I enjoyed seeing my mom		
dressing. After I was studying in university, I would	Motiv	vation
like to have my <b>own pocket money</b> .		
I am in small size, so every time buying clothes I	Thinking abo	ut constraints
always need to resize to fit me in. I then started to		
selling pre-order stuffs and launched apparel "Made	Collecting e	experiences
of Fabric" womenwear fashion boutique with the		
adorable and elegant style.		
After some experiences I flew to study more in	Observing the	environment
Fashion business management in Britain, after		
graduation and back to Thailand I had continually		
launched apparel brand "Flat2112" for everyday		
casual wearing with lower price when compare to the		
first brand. I want to encourage young designer to		
work on this.		
Many of the my target customers are still in school-	Listening to	the customer
aged, so I would like to create clothe that they all can		
have in affordable price so recently I have just		
launching "Friends by Flat2112"		

In the stage 1, we found out that these 3 founders mentioned about "opportunity" and their "motivation" to build up the firm. The narration from the interview allow us to propose stage 1 as "**Opportunity Recognition**" stage, supporting with the six stage of innovation process by Couger, Higgins, and McIntyre (1990) in which stated that in the first phase of the innovation process requires ability to recognition of technical feasibility and/or recognition of potential demand by the individual creativity. As the starting point of the business, not only the mechanisms concerning individual attitudes in the stage of problem identification (Amabile, 1988), but how entrepreneur have an ability to identifying and defining an issue in creativity process (Keyvan Gholami & Karimi, 2014). This **"opportunity identification"** is market or business opportunity that usually present itself in the sense of the profitability where the situation is changing (Timmons, Spinelli, & Tan, 2004).

Table 3: Stage 2	montionad	hu tha	foundar	during	the interviewe
Table 5. Stage 2	menuoneu i	ov ule	Iounder	auring	the milerviews

Stage 2	Innovation construct Creativity construct	
	in digital entrepreneurship	
Basics by Sita		
Not only <b>fashion trends</b> that I am <b>always up to date</b> ,	Technology	
Hopping to the new café or tourist spots becomes a	Researching the customer	
trend nowadays especially amongst my target		
segment I have focus on.		
Stage 2	Innovation construct Creativity construct	
	in digital entrepreneurship	
Technology tools are the most important nowadays.	Technology	
Not only that I can reach to my target customers		
everywhere, every time, but also I can get back all		
<b>responds</b> from the customers directly from them and from the data provided by the directly from the data		
from the data provided by the <b>digital tools</b> .	Decembing the sustainer	
Age 25-35 is the customer segmentation that brand is focusing on, <b>brand recognition</b> is really important.	Researching the customer	
Not only online platform but brand also still provide		
traditional store shopping experience for them.		
Coat Over		
Focus on the design in which uniqueness, and	Researching the customer	
especially in Thai body size standards and favored	Researching the customer	
color that <b>suit Asian characters</b> .		
<b>Customer nowadays enjoy</b> buying clothes for the	Technology	
purpose of posting to <b>social media</b> , so as my clothes	reemiology	
is for this occasional season, I need to encourage my	Divergent thinking	
team to come up with the fashionable design ideas and		
in the same time, product need to be in affordable	Involve the right people	
price range so customer can buy many pieces in the		
same time for travelling.		
I learn from the experience that <b>backup</b> plan is	Set constraints	
important for customer services when my business		
faces <b>uncertain situations</b> that may happen		
unexpectedly.		
Flat2112		
Fashion trend is always moving forward, we need to	Searching for a concept	
always come up with the fresh ideas and even	<b>X 1 1 1 1</b>	
beyond by trend forecasting. I will always set the	Involve the right people	
timeline for next seasons with my design teams. I		
will give them with the theme and key concepts.	D'accord d'allan	
My followers enjoyed watching me travel from	Divergent thinking	
Instagram and YouTube channel, I am always wearing		
difference styles in difference places. They are always <b>keep asking questions</b> related to what am I wearing,		
everything from clothes, bags to shoes. Some of my		
collections finally have been launching the bags,		
shoes and hat as well.		
Fashion means working dealing with the time frame,	Involve the right people	
so better to <b>choose the right ones</b> to work in the	involve die light people	
right places. I can save the time to focus more on		
tracks. <b>Invest</b> in professional stylists and fashion		
photographers to work as investment for <b>brand</b>		
image.		
Followers in every <b>online platforms</b> are important,	Technology	
especially increase exposure to the customer and		
make the brand stand out in the marketplace as another		
brand awareness strategies.		

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Clothing business need cash flow, profit earning from	Benchmark	
the investment just only a part of <b>KPIs</b> .		

Forming and identifying an idea are considered creative in the business context (Zhou, 2008). In stage 2, the ideas are then developed and refined as an organizational process. Communication and personal initiative between founders and others engagement in the creative process during this "**idea generation**" stage, foster an individual's motivation to find a creative solution and validation (Binnewies, Ohly, & Sonnentag, 2007). Idea can either be generated within the teams or by founders oneself, however, founders enable to manipulating knowledge and skills somehow better than collectivists because their characteristics such openness for new experiences, high self-esteem, autonomous and impulsive. The study by Tiessen (1997) highlights that individualists can encourage idea generation during the stage of idea generation whereas collectivism can be more responsive into promote idea implementation.

Table 4: Stage 3 mentioned by the founder during the interviews

Stage 3	Innovation construct Creativity construct		
	in digital entrepreneurship		
Basics by Sita			
Invest in performing tests practically for product	Choosing solutions		
development process. I work closely with design and	Mock-up		
QC teams for make sure every steps will run smoothly			
and perfect.			
Digital advertising agencies becomes one of my	Visualizing details		
business partners in proper operations.			
When working with the virtual platform, I need			
professional team in related field to visualize and			
enhanced strategies.			
Targeting the value concept at the end client	Being critical		
Coat Over			
Pre-order stuffs from China to test the market first,	Mock-up		
however after the business run smoothly I decide to			
settle my own design with the factories.			
I try to <b>use new technology on production</b> , especially	Being critical		
how to retain the heat to keep customer feel warm at the			
same time still make customer feel beautiful in those			
looks.			
Carefully <b>creating</b> a <b>total solution</b> , from goods to end	Choosing solutions		
service.			
Focusing on technical feasibility in material selection,	Validation		
product performance and production process.			
Flat2112			
Tailor-made for small size customer, whereas the	Visualizing details		
customer enjoyed choosing their own material in			
customizing design.			
Creating a functional product concept	Choosing solutions		
Targeted at direct customer segmentations	Validation		
Reaching to the new customer in every way as	Exploring		
possible.			

"Idea Validation" needs time to reflect on the evidence gathered (Kabukcu, 2015). With unpredictable elements, to reduce the risk and make sure in real demand and be sustainable business, entrepreneurial domain need to be validated in this process. This stage is reinforced by working together with the teams and other stakeholders to research product or service viability, idea validation is the process of testing the problem and creating a solution. To be perceived as economical and practical across many different organizational activities, firms requires success that precede a creative outcome by this stage. The involvement of the team members empower them to exposure their idea in equal opportunity in this transparent and systematic procedures (Arham, Boucher, & Muenjohn, 2013). Table 5: Stage 4 mentioned by the founder during the interviews

Stage 4	Innovation construct	Creativity construct
~~~ <u>~</u> ~	in digital entrepreneurship	
Basics by Sita		• <b>p</b> ••••••
Need to have a photoshooting schedule in every 5-7	Expo	sition
days. The models I have chosen, all are online	I -	
influencers, so brand can broaden to reach audiences		
from their platforms.		
In the <b>official brand platform</b> , customer can see 360	Expo	sition
degree of the product with the VDO clip and IG story.	1	
I am going out everyday, so always <b>stocking</b> those	Expo	sition
upcoming collections in the car. I go to difference	I	
places such as hang out in cafés or restaurants, playing		
outdoor sports or go for shopping, I will always change		
to the new outfits to share on my own Instagram and		
another official platforms to promote the products.		
Provide the convenience technology options for	Digital	artifacts
customers from order, payment and shipping services.	C	
Stage 4	Innovation construct	Creativity construct
~		repreneurship
Coat Over		
Every season, I will fly to those tourist spots around the	Expo	sition
world to take a picture to promote my brand. Let the		
customer easy to imagine on how to mix & match the		
apparel when they want to go to travel in those		
destination.		
Warehouse service and logistics are the important	Digital	platform
partners, choose wisely.		F
Allow customers to have <b>consistent</b> experience with	Expe	rience
the brand, by sharing their picture on official	Digital artifacts	
Instagram brand and Facebook fan page.		
Provide the tools that help operations team work	Digital inf	rastructure
become <b>more efficient</b> . We do business in the cloud and	0.0	
integrate some platforms together with their features for		
the friendly-used technology to interact between each		
teams.		
Lives streaming on Facebook in appoint date, we will	Digital	artifacts
announce earlier in every online channels.	-	
Flat2112		
When I started "Made of Fabric", I only made a sample	Expo	sition
size to wear, during that time I was the model by myself		
and using freelance photographer to shoot a commercial		
online lookbook, I did graphic design and motion clip		
by myself for the pre-order in Facebook.		
Ensure that customer can <b>reach to us in every virtual</b>	Digital	platform
channels, front-end user developer teams is a must.		L
Not only my company's team, we are hiring outsource		
to handle the data entry tasks.		
Flat2112 Collection, from designer, processing, drafting	Expe	rience
and after all in the fitting and adjustment process. I have	-r -	
contribute my job and business insider tips in the		
YouTube channel, to let <b>audience experience how the</b>		
collection finally launching.		
Customer should have choices <b>to experience</b> apparels	Exne	rience
before make a decision, so <b>actual shop</b> is still important.	Zhpe	
With multi store capability, so I		
Using a <b>reliable communications platform</b> to keep	Divital	platform
Using a reliable communications manning to Reed		

In Stage 4, to transform the idea into reality, "**commercial implementation and technology utilization**" stage is materialized in products and services with many persons involved with. The idea must be demonstrated by an organization form or others in a development process (Kabukcu, 2015). Generation of creative ideas and applying technological resources are typically viewed as a key leads to achieve instructional goals with business strategy and the successful business implementation (Keyvan Gholami & Karimi, 2014).

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Table 6: Stage 5 mentioned by the founder during the interviews

Stage 5	Innovation construct	Creativity construct	
	in digital entrepreneurship		
Basics by Sita			
Decision has to come from a good amount of	Developing values		
researches, planning, and right timing.			
Building a reputable and trustworthy brand, so	Reframing values		
capitalized the brand.			
Embrace the <b>proper technology</b> .	Redirecting values		
<b>Experimenting</b> with <b>different distribution channels</b> .	Redirecting values		
Coat Over			
Providing a total solution with sustainable	Extending value		
revenues and market value			

Stage 5	Innovation construct Creativity construct	
	in digital entrepreneurship	
Cooperation agreements with competitors. In the	Extending value	
same time clusters help the business on reduction of	Reframing values	
the risk and the cost of development.		
Establish standard operating procedures for goals	Reframing values	
Flat2112		
Developing value network for joint market	Developing values	
Stressing sustainable value	Extending value	
Sustainable growth will not be possible to work alone,	Reframing values	
It demands collaborative team and business partners		
with the same goal.		
<b>Investing</b> time in creating an online presence.	Developing values	
I have never stop <b>learning</b> , when they have any business	Developing values	
related courses to improvement and development.		

it is the managerial processes in which innovation and creativity being all encompassing whereas technological innovation occurs in final stage "**sustain business growth**", it is a significant development that continuously and people manifest the desire to developing and improving (Arham et al., 2013). This sustain performance impact on dramatic business growth and survival. Dynamic capabilities of the firms maintain or improve its performance over time by adapt and respond to demonstrate the opportunities, emerging threats, problems and pitfalls and opportunities, and thus its sustainability (Bititci et al., 2011; Page & Jones, 1989).

#### VI. CONCLUSION

Creative ideas and innovative approaches play a crucial role in fostering entrepreneurial achievement. Creativity process goes hand in hand with innovation networks to which those businesses operate in the digital world. Accordingly, aspects such creative process stated that the role of individuals creativity and social collectivism are important in all creative environment (Keyvan Gholami & Karimi, 2014), it is becoming more important for digital firms that while innovation is supported by organization management and while each one of the them can achieve the goals, only the combination of the two individuals enable an ongoing successful implementation that is manifested to achievement motive and initiative are key characteristics for successful digital entrepreneur efficient processes and the competitive advantage in the network economy (Arham et al., 2013).

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