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Competitive Advantage Leverage Determinants Study on Small Enterprises Managed by Women in Banten Province, Indonesia

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Abstract

The era of digital technology supported by the infrastructure of the industrial revolution 4.0 facing health issues during the Covid-19 pandemic requires small businesses to build a competitive advantage. The purpose of this study examines the relationship between knowledge management capabilities, entrepreneurial orientation, organizational agility, competitive action, and competitive advantage. In the Indonesian province of Banten, female business owners conducted this study on small enterprises. a quantitative approach to the explanatory survey method. The information was gathered via questionnaires as part of a survey on small enterprises run by women who are members of the Indonesian Muslim Women's Association (IPEMI) and the Indonesian Women Entrepreneurs Association (IWAPI). The data were analyzed descriptively-inferentially by structural equation modeling-partial least squares (SEM-PLS) analysis. The results showed

that competitive advantage was determined by knowledge management capabilities, entrepreneurial orientation, organizational agility, and simultaneous competitive action, although knowledge management capabilities and entrepreneurial orientation were partially positive, but not significant. The contribution of this research is empirical proof for academics and practitioners, especially in decision-making in empowering women entrepreneurs in Banten province, and Indonesia in general. Recommendations for policymakers and makers focus more on providing training and mentoring small businesses and other support so that small businesses have a competitive advantage with unique characteristics; and providing enlightenment in the field of entrepreneurship, both strategically in the process of capacity development and the process of entrepreneurial action typical of building a theory of the creation of resilient entrepreneurs.

Keywords

Knowledge management capabilities, entrepreneurial orientation, organizational agility, competitive action, competitive advantage.

Introduction

Small enterprises must develop competitive advantages in the era of information supported by the infrastructure of the fourth industrial revolution, which is addressing the health challenges caused by the Covid-19 pandemic. This is related to the increase in the number of small businesses during the Covid-19 pandemic, due to the increasing number of terminations in large-scale companies (Mao et al., 2016; Rezaei et al., 2015; Y. Kim & Ployhart, 2014; Nyberg et al., 2014; Wright et al., 2014; Rhou et al., 2016) in August 2020, there were at least 1.84 million people or 19.18 percent of the working-age population affected by the pandemic (BPS, 2020). Other data shows that 205 thousand people become unemployed, and 103 thousand people are not working, 1.51 million people are working people who experience a reduction in working hours, and the rest are non-labor force residents (BPS, 2020). One of these demographic phenomena occurred in Banten Province.

Responding to these conditions, several parties ranging from the government, private sector, and cooperatives care about driving the community's economy. One of them, the number of recipients of government assistance regency/city shows, Cilegon City 3,692 MSMEs, Serang City 9,906 MSMEs, Tangerang City 65,559 MSMEs, South Tangerang City 14,283 MSMEs. Serang Regency 935 MSMEs, Tangerang Regency 1,057 MSMEs, Pandeglang Regency 12,695 MSMEs, and Lebak Regency 11,735 MSMEs (Banten Province Cooperatives and MSMEs Office, 2020).

In 2018, there were 57.83 million small companies, with more than 60% of them being run by women. If the number of small enterprises is assumed to be 60 percent, then women entrepreneurs in Banten Province have successfully small enterprises to gain a competitive edge (Bank Indoesia, 2020). If it is related to the results of research (Aziz & Samad, 2016; Mahmood & Hanafi, 2013; Wingwon,

2012; Zainol & al Mamun, 2018), According to some, competitive advantage is a crucial factor in enhancing the performance of small businesses run by women entrepreneurs.

The company can build capabilities if it is calculated with the effect of managing knowledge assets (Delgado-Verde et al., 2011). Capabilities are *intangible* difficult to imitate and consequently belong to the company. This inherent ownership makes capability a source of creating competitive advantage (Grant, 2009; Malik et al., 2019). According to the notion of human capital, in order for small enterprises to have competitive advantages, expansion must also foster learning and innovation. These educational opportunities form the foundation for competitive advantages. (Shigang, 2010).

Concerning the ethical theory gap, such experts (D. Lim & Klobas, 2000; Pillania, 2008; Edvardsson & Durst, 2013) We propose that research on small business knowledge management pay attention to the typical small business knowledge management infrastructure and processes, such as small business knowledge is tacit knowledge. (Egbu, 2006), managed informally (Nunes et al., 2006), knowledge is easily disseminated (Senge, 1990) and constrained by resources.

An important agenda item that has to be investigated is the evaluation of competitive advantages in small enterprises during the past ten years. competitive advantages of small enterprises, according to Bressler (2012) and Jennings & Beaver (1997). Although the idea of competitive advantage is the subject of growing study on small firms, little attention is paid to small businesses in most studies, which concentrate on competitive advantages in medium-sized organizations. According to earlier research on competitive advantage, small firms can benefit from the conclusions of studies looking at how competitive advantages are evaluated, generated, and sustained in medium-sized enterprises or a combination of small and medium enterprises (Bressler, 2012).

Based on researchers' observations of the research and the Scopus scientific publication database. Researchers are relatively few in the Scopus database of scientific publications that focus on examining the competitive advantages of small-scale companies managed by knowledge-based female *entrepreneurs*.

Amini & Pirali, (2016); Chatzoglou & Chatzoudes, (2018a); Wagner & Hollenbeck, (2020), The contemporary competitive landscape is quite dramatic because of globalization, technological innovation, and a volatile economic environment, thus it is crucial to take note of today's competitive advantage. Companies acted and reacted swiftly because of the circumstance. Furthermore, Masood & Sunday (2020) found that small businesses that manage Organizations with knowledge as a competency tend to be more proactive and able to respond to changes in the environment and competition. Consequently, strategically cooperating knowledge management will become a capability for small business organizations.

Accordingly, the research issue is how knowledge management skills, a

focus on entrepreneurship, organizational agility, and competitive action impacts the advantages of small firms run by women in Indonesia's Banten region.

Literature Review

Referring to the results of previous studies, using mapping with VOS viewer obtained previous research gaps in the form of images and networks that display items that are interrelated with each other. Researchers used a database to analyze this study sourced from Scopus. The results of the co-occurrence analysis have image output, namely network visualization.

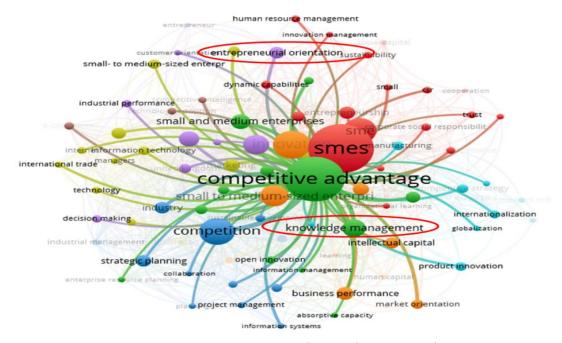


Figure 1. Co-occurrence Network Visualization Analysis

Based on Figure 1 of the network visualization, it shows that the analysis of co-occurrence gaps in previous studies related to existing competitive advantages, has not involved competitive action, knowledge management processes, and knowledge management infrastructure. This might serve as a suggestion for additional investigation into competitive advantage.

The scientific application of SMEs managed by women has involved knowledge as a resource of their organization and can be categorized into three major groups, namely: (1) Knowledge infrastructure in women SMEs; (2) The Knowledge Management Process of women's SMEs; and (3) Women's SME Learning Organizations. Mapping results (Ibidunni et al., 2018; Konstantopoulou et al., 2019; MacGregor & Vrazalic, 2005; Teoh et al., 2017; T. J. Watson, 2013) reset shows that there have been no publications that examine the variability of forming knowledge management capabilities in women-run SMEs. Research generally still separates knowledge management infrastructure from knowledge management processes.

Furthermore, the writer focuses on the publication group which focuses on the variables that shape knowledge management capabilities in women-managed SMEs. In other words, the study of knowledge management capabilities in SMEs managed by women is still in the exploration stage. The e-stage of exploration is mostly carried out on sub-variables related to aspects of knowledge management infrastructure. Meanwhile, in the sub-variables of the knowledge management process, only four studies were identified. Furthermore, for the consequent variables of utilizing knowledge as an SME resource managed by women, there are more people who research performance-themed variables.

Ireland et al., (2003) cite the fact that the resource-based view (RBV) perspective was used to create the input model, process, and outcome entrepreneurship strategies. This study provides input models, processes, and outcomes of entrepreneurial strategies from the perspective of KBV, considering this and advancements in knowledge management in SMEs. The opinion of is the following factor Bromiley & Rau (2016) Some contend that the essence of RBV is KBV. This is demonstrated by the organizational phenomenon, which demonstrates that the organization is a diverse entity that is rich in knowledge. (Hoskisson et al., 2011). Knowledge asset-based companies are eventually resource-based organizations (Roos & Roos, 1997; Stewart, 1997). Even the RBV itself suggests that organizations have unique intangible resources (Rosati & Faria, 2019). Building organizational capability will help you attain this KBV (Capability Building Process) (Kim et al., 2012).

The development of knowledge-based entrepreneurship methods also refers to the views of KBV-adherent specialists who assert that the primary function of businesses in the present information economy is Soto-Acosta et al., (2017) to produce, archive, and utilize knowledge regarding long-term survival (Grantham et al., 1997; Shi et al., 2015). Consequently, strategic knowledge management will be the capability of the SME organization. This allows SMEs to innovate and compete in a competitive and dynamic business environment. To preserve the existence of SMEs, knowledge management capabilities in SMEs play a role in utilizing organizational resources and competencies required to uncover new possibilities (Chierici et al., 2019; Bouwman et al., 2019; Zheng et al., 2019; Migdadi, 2020).

Capability building and entrepreneurial activity are the two most crucial activities in dynamic capabilities (Theriou & Chatzoudes, 2015). Then, (Yao & Qin, 2016) states that Competitive Advantage in the Action Based Dynamic Model there are three series involved namely: resource, action, and competitive advantage. In other words, the resources that act as inputs to the entrepreneurship strategy are Capability Building Process (CBP). Knowledge management methods and knowledge management infrastructure are two factors that work together to build KBV capabilities. Without a knowledge management process, an organization's knowledge management infrastructure would not be functional (Bolisani & Scarso, 2004). At the capability building process stage, the author added that there is a variable of entrepreneurial orientation. This refers to the findings of (Ferreira et al., 2020) which discovered that small and medium businesses value entrepreneurial

orientation as a resource and skill. Hjorth & Reay (2017) According to research on dynamic capabilities, entrepreneurial orientation helps entrepreneurial businesses reconfigure their capacities. In the inputs, processes, and outputs of entrepreneurship strategies, the entrepreneurial action process is positioned as a process of entrepreneurship strategy (Hitt et al., 2001; Moretti et al., 2020). Y. J. Kim et al., 92012) states that in the process of entrepreneurial action involves two variables, namely Organizational Agility and Competitive Action. Finally Output entrepreneurship strategys, namely Competitive Advantage.

Tseng (2016) the following: (1) Social knowledge management infrastructure correlates with technical knowledge management infrastructure; (2) Social and technical knowledge management infrastructure is not directly related to competitive advantage; and (3) Social and technical knowledge management infrastructure is a multi-dimensional variable that includes social knowledge management infrastructure, technical knowledge management infrastructure, and knowledge management process. These results differ from Torres et al., (2018) He studied the impact of each infrastructure on competitive advantage and discovered a direct correlation between knowledge management infrastructure and competitive advantage. This demonstrates (K. Lee & Yoo, 2019; Wagner & Hollenbeck, 2020) is based on RBV thinking. Furthermore, Lee & Yoo (2019) Furthermore discovered that the Knowledge Management Process mediates the interaction between Knowledge Management Infrastructure and Competitive Advantage with a dynamic capability approach.

(Emadzade et al., 2012) Iran's Isfahan University conducted an empirical study on knowledge management capacity in small enterprises. Conceptual model of research (Emadzade et al., 2012) referring to the research model of (Veit et al., 2014). (Emadzade et al., 2012) He tested the association between each Knowledge Management Infrastructure and Knowledge Management Process and organizational performance in his research utilizing a decomposite model approach. The study's findings revealed that, while technology and knowledge conversion are not directly related to organizational performance, organizational structure and knowledge applications are. The findings of the study by (Emadzade et al., 2012) consistent with the results of earlier study by (Veit et al., 2014)

Abubakar et al., (2018) conducted research on SMEs with fewer than 150 employees in manufacturing industries and agro-based industries in Malaysia. Research Abubakar et al., (2018) examines the relationships between organizational creativity, knowledge management infrastructure, and knowledge generation processes in an integrated manner. This research is an adaptation of (C. C. Lee, 1990). The results showed that all variables were positively related and had a significant effect. The results of this study need to be developed with the latest approach to test the relationship between constructs Abubakar et al., (2018). Currently SMEs are faced with changes in the global economy, for this reason, in subsequent research, it is better to examine the influence of knowledge management capabilities on Competitive Advantage Abubakar et al., (2018)

R. Watson et al., (2018) developing a conceptual model of the relationship between knowledge management capabilities and firm performance and came to the conclusion that there is conceptually no direct relationship between knowledge management capabilities and performance. R. Watson et al., (2018), suggests that organizational agility and competitive activity operate as a mediator in the relationship between knowledge management capabilities and organizational success. Such a design corresponds to Montoya et al., (2017) which highlights the capability-building process and entrepreneurial action process as the two key processes in the dynamic capability approach. Organizational agility and competitive action represent the entrepreneurial action process (Ahmadi & Ershadi, 2021). This opinion corresponds to the view Teece (2016) which states that under dynamic conditions the necessary is an entrepreneurial action, not a routine. Concept model Panda & Rath (2018), a fresh perspective on how knowledge management capabilities translate into corporate agility and competitive action. Panda & Rath (2018), suggests the significance of include entrepreneurial orientation factors in the model describing how knowledge management capabilities relate to the overall performance of the firm. Empirically, opinion Panda & Rath, (2018) supported by research (Chatzoglou & Chatzoudes, 2018; Tarek & Adel, 2016; Yaseen Zeebaree et al., 2018) which discovered that entrepreneurial behavior acted as a mediator in the relationship between capability and Competitive Advantage in the context of dynamic capability in KBV. The findings are further explained by Rauch et al., (2009) It claims that procedures that support entrepreneurial action to gain a competitive advantage show entrepreneurial orientation at the organizational level. Consequently, entrepreneurial action is determined by entrepreneurial orientation in the dynamic capability approach to KBV (Grimmer et al., 2016; Rauch et al., 2009; Teece, 2018).

Wagner & Hollenbeck (2020) defining the importance of entrepreneurial attitude, particularly the competitive aggressiveness factor, in enhancing business performance with relation to competitors. Previous research such as (Guerrero et al., 2016; Ibrahim & Mahmood, 2016; Sulistyo & Ayuni, 2020) suggests additional research be done on the connection between entrepreneurial orientation and competitive advantage because the test findings tend to show that there is a weak connection. Figure 2 below depicts the model you wish to test in this study.

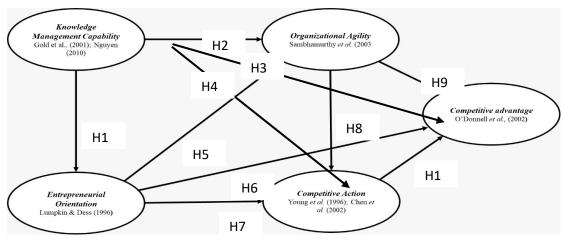


Figure 2. Framework of Mind

Research Methods

Explanatory survey methodology and a quantitative approach are used in this study. Aims to test the hypothesis that has been formulated before. Even though the description also includes descriptions, relational research focuses on illuminating the connections between variables. The operationalization of variables that are more basic to the concept and its indicators is necessary as a result of this research. According to the hypothesis put out in this study, structural equation modeling (SEM), an integrated technique between confirmatory factor analysis, structural models, and path analyses, was employed for inferential hypothesis testing / verification. This is in line with the view (George et al., 2014; Jöreskog, 1996) which claims that researchers can benefit from using SEM in three ways at once: (1) examining the instrument's validity and reliability (equivalent to a confirmatory factor analysis-CFA); (2) determining the relationship between latent variables (equivalent to path analysis); and (3) obtaining models that are useful for prediction (equivalent to regression analysis with Structural Models).

The studied variables are operationalized into 3 variables, namely: (1) **Knowledge management capabilities**, which include knowledge management processes such as knowledge acquisition, knowledge sharing, knowledge application, and knowledge questionnaire, as well as knowledge management infrastructure such as culture, leadership, benchmarking, and technology; (2) **Entrepreneurial Orientation**, Specifically, the propensity of Banten Province's small businesswomen entrepreneurs to be prepared to innovate, be pro-active, take risks, be aggressive, and grant staff autonomy in order to take advantage of opportunities and explore market potential; (3) **Organizational Agility**, (4) **Competitive Action**, and (5) **Competitive advantage**, the ability of small firms to develop knowledge management capabilities and engage in competitive activities, which can be used to win competition and preserve business continuity in the market, makes small businesses special. Competitiveness is determined by lower prices, more diverse and readily available products, better management techniques, and more cost-effective operational expenditures.

The sample size is chosen in accordance with the requirements for the Structural Equation Model (SEM). Using research tools in the form of questionnaires, data were gathered by interviewing owners of small enterprises. The data were analyzed descriptively and inferentially by structural equation analysis modelling partial least squares (SEM-PLS). Two methods are used to evaluate the acquired data, namely descriptive analysis and univariate analysis. Descriptive analysis seeks to understand the respondent's general profile and an overview of the conditions of the variables under study. Analysts that investigate single-variable situations by concentrating on the characteristics of the frequency distribution, average, and response mode of respondents utilizing the **Weighted Mean Score Method** approach are known as univariate analysts. Meanwhile, inferential analysis was carried out using Structural Equation Modeling (SEM) analysis with Smart-PLS software, in order to reveal the influence of exogenous variables on endogenous variables. Additionally, model tests are run based on the following linked table:

Table 1. Overall Model Scoring Guidelines

Criterion	Information	
ri T	Determining what percentage (%) if the model can	
FIT	account for the data fluctuation. FIT >0.05	
GFI (Goodness of fit	Range 0-1. If >0,09 then very good	
index)		
SRMR (Standardized	Range 0-1. It should be negligible or very near to zero.	
Root Mean square	Less than 0.05 well-fitting models	
Residuals)	Up to 0,08 acceptable	

Source: Hooper et al. (2008)

Results Of Research And Discussion

Research Results

Description of Each Variable

Knowledge management capability variables are constructed by 2 dimensions, namely infrastructure and knowledge management processes. The overall knowledge management capability variable score is 4.41 and belongs to the very high category. The entrepreneurial orientation variable *is* constructed by 5 indicators, namely: OE1, OE2, OE3, OE4, and OE5. The average rating for the entrepreneurial orientation variable falls into the high range, at 4.13. The variables competitive advantage, including 6 indicators each KK1, KK2, KK3, KK4, KK5, and KK6 achieved an average score of 3.98 and was included in the high category.

Composite reliability is not as important as tests with AVE values. The minimum AVE value that is advised is 0.50. The AVE Output from the PLS Algorithm Report SmartPLS 3.2.9 is shown in Table 2. Because each latent variable's AVE

Output is larger than 0.5, each latent variable has been deemed to be valid.

Table 2. Value of Average Variance Extracted (AVE)

Variable	Average Variance Extracted (AVE)	
Knowledge Management Capabilities	0.514	
Entrepreneurial Orientation	0.566	
Organizational Agility	0.510	
Competitive Action	0.675	
Competitive Advantage	0.525	

Source: Information handled with the SmartPLS program (2021)

Interrelationships between Variables

The interrelationships between the variables are presented in the following figure.

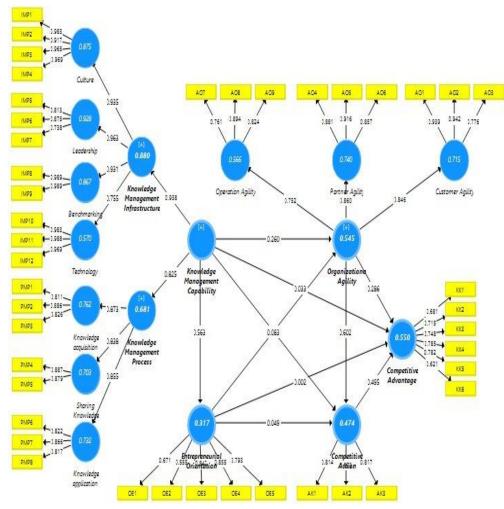


Figure 1. Results of Bootstrapping Research Model Source: SmartPLS Output, (2021)

Based on bootstrapping, the t-calculation of the relationship between entrepreneurial approach and knowledge management skill variables was 11,559 times larger than the t-statistic of 1.96. In other words, the entrepreneurial orientation variable is significantly influenced by the knowledge management capability variable. Knowledge management capability's t-count value relative to competitive advantage is 0.628 lower than its t-statistics 1.96. In other words, the Variable Competitive Advantage is not significantly impacted by the Variable Knowledge management capabilities. The entrepreneurial approach to competitive advantage has a t-count value that is 0.032 lower than the t-statistic of 1.96. In other words, the factor of entrepreneurial orientation has little bearing on the factor of competitive advantage.

Table 3. Path Coefficient (Mean, STDEV, T-Values)

No	Hypothesis	T Statistics	Р
	riypotilesis	(O/STDEV)	Values
1 H 1 1	Knowledge Management Capabilities →	11.559	0.000
	Entrepreneurial Orientation	11.559	0.000
l H2 l	Knowledge Management Capabilities → Organizational	4 926	0.000
	Agility	4.826	0.000
H3	Knowledge Management Capabilities → Competitive	0.639	0 520
	Advantage	0.628	0.530
H4	Knowledge Management Capabilities → Competitive	1.366	0.173
	Action	1.300	0.1/3
Н5	Entrepreneurial Orientation → Organizational Agility	11.435	0.000
Н6	Entrepreneurial Orientation → Competitive Advantage	0.032	0.974
Н7	Entrepreneurial Orientation → Competitive Action	0.593	0.553
Н8	Organizational Agility → Competitive Action	7.238	0.000
H9	Organizational Agility → Competitive Advantage	3.562	0.000
H10	Competitive Action → Competitive Advantage	7.662	0.000

Source: Data processed using SmartPLS-SEM software (2021)

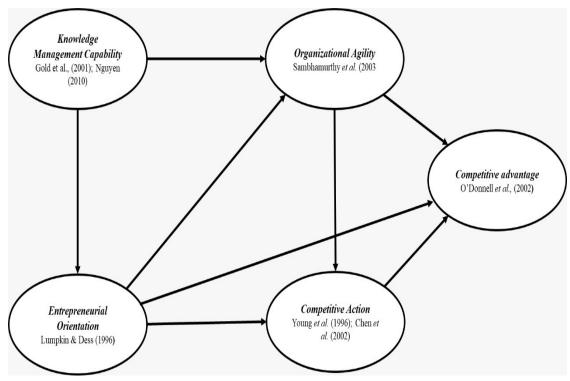


Figure 3. Hypothesis Testing Results

1. The Influence of Knowledge Management Capabilities Affects Entrepreneurial Orientation

The ability of knowledge management has a considerable impact on entrepreneurial orientation, according to the Path Coefficient from SEM-PLS. An entrepreneurial resource that enables businesses to be willing to innovate, be proactive, and take chances is knowledge management capability. The findings of this investigation are consistent with earlier (Adam et al., 2017; Rhodes et al., 2018; Rua & França, 2018) The success of small firms in surviving in a competitive environment is related to small company actors having innovativeness, proactiveness, and risk taking, according to research on entrepreneurial orientation in small enterprises. (Bouwman et al., 2019; Soto-Acosta et al., 2017; Zheng et al., 2019). So, increasing Knowledge Management capabilities affects the organization's willingness to carry out *entrepreneurial* actions.

2. The Effect of Knowledge Management Capabilities Affects Organizational Agility

The results of the *Path Coefficient* (SEM-PLS) show that knowledge management capabilities have a positive and significant effect on organizational agility. Today, knowledge has taken on a significant organizational resource function. This is justified by the fact that information technology is advancing quickly, and that the environment is evolving to become more competitive and networked, shifting the organization's strategic direction away from the utilization of physical resources and toward non-physical resources. Physical resources are

becoming less and less in demand because they are scarce, simple to duplicate, or can be replaced, whereas non-physical resources, like knowledge, are the exact opposite. Knowledge nowadays is increasingly used strategically to build organizational capacities. Therefore, building knowledge management capabilities as antecedents of organizational agility is in line with research results (Panda & Rath, 2018; Tseng, 2016; R. Watson et al., 2018)

This is reinforced by the results of observations to small entrepreneurs who are managed by female *entrepreneurs*, That the speed of information capturing the opportunities received is then responded to by creating products that are in great demand by the market. Examples of *frozen food* businesses have emerged in the pandemic era which demands that it is easy to get the desired product.

3. The Effect of Knowledge Management Capabilities Affects Competitive Advantage

The outcome of the Path Coefficient from SEM-PLS indicates that competitive advantage is not much impacted by knowledge management capacity. Today, knowledge has taken on a significant organizational resource function. This is because of how quickly information technology is developing and how the environment is changing to become more competitive and interconnected. As a result, the organization's strategic emphasis has shifted from using physical resources to using non-physical resources. Non-physical resources, including information, cannot be duplicated, or replaced, in contrast to limited physical resources. Knowledge of today is currently used strategically to build organizational skills. Building knowledge management capabilities might therefore give businesses a competitive edge (Tufan, 2018). The results of this study, however, show that knowledge management skills cannot be immediately translated into a competitive advantage. Small businesses managed by Banten entrepreneurs to achieve competitive advantage must have aggregation. Agility of the organization in opinion (Dove, 1999) "The ability to respond quickly to market changes". that is, the capacity to react fast to developments in the market. Consequently, knowledge management capabilities that are applied to or dealt with strong organizational agility will become a competitive advantage (Liu, 2018).

4. The Effect of Knowledge Management Capabilities Affects Competitive Action

The Path Coefficient of SEM-analysis PLS's shows that knowledge management competency has little impact on competitive results. The concept of knowledge management capabilities is discussed in the literature on strategic management and is considered in terms of the infrastructure and processes an organization utilizes to transform its inputs into desired outputs (Chierici et al., 2019; Migdadi, 2020). Knowledge management capabilities as the ability of organizations to manage organizational knowledge effectively and

efficiently(Tseng, 2016). Theoretically, Tseng (2016) has propositioned that companies with knowledge-based resources will perform well if they have competitive action. Chatzoglou & Chatzoudes, (2018) According to action theory, a company's competitive activities allow for learning about the effectiveness of those acts, the responses of competitors, and making corrections for following actions. Competitive action becomes a source for the creation of a competitive advantage for the organization, or without the presence of competitive action, the company cannot achieve a competitive advantage (Zultagawa et al., 2020). However, the results of this study show that knowledge management skills cannot be easily translated into competitive action. For Banten women entrepreneurs' small firms to be competitive, an organizational aggregation is necessary. Agility of the organization in opinion (Dove, 1999) "The ability to respond quickly to market changes". Having the capacity to act rapidly as the market changes. So that organizational agility, which is a quick response to market opportunities or develops opportunities that are competitive actions, is used to process or respond to knowledge management skills. The current dynamic business environment requires a quick response to the organization's best opportunities, not to explore organizational routines.

This is reinforced by the results of observations on small businesses managed by female entrepreneurs, because they are less quick to respond in the environment, such as the increase in online sales than offline. This is already known by small businesses, but because they lack good response or agility, they do not have competitive action.

5. The Effect of Entrepreneurial Orientation on Organizational Agility

The result of the Path Coefficient from SEM-PLS that entrepreneurial orientation has a significant effect on organizational agility. Entrepreneurial companies such as SMEs always try to maintain Organizational Agility to achieve expected goals (Carvalho et al., 2016). Due to the following factors, entrepreneurial orientation makes it possible for businesses to investigate and seize possibilities. First, innovativeness makes it easier for organizations to explore and exploit new ideas and help adjust to change (Burmann et al., 2017; Chatzoglou et al., 2018; Schmied, 2019). Second, proactiveness provides direction into the future and the search for opportunities (Ahuja & Medury, 2010; Rauch & Rijsdijk, 2013). This reflects the attitude to anticipate and act to be aware of market changes (Yildiz & Karan, 2019), and being a pioneer in using new methods, techniques, and products (Le & Lei, 2019; Nealis et al., 2017). Finally, the risktaking aspect. This aspect represents the willingness to expend resources to pursue believed opportunities even if the results are uncertain (Ahuja & Medury, 2010; Gras & Lumpkin, 2012). (Sharifi & Zhang, 1999) states that Organizational Agility is an organization's ability to see change as an opportunity. So, the existence of entrepreneurial orientation can improve the perceptual aspect of the organization in viewing change as an opportunity to achieve Competitive Advantage (Kim et al., 2012; Yao & Qin, 2016).

This is supported by the finding that small firms run by Banten women entrepreneurs are inventive since they can release new items by seeking and utilizing opportunities that can boost their company's value. Small businesses always want to grow and develop with entrepreneurial orientation and organizational agility.

6. The Effect of Entrepreneurial Orientation on Competitive Advantage

Based on the development theory of entrepreneurial action and the Path Coefficient from SEM-PLS, which measures the impact of entrepreneurial orientation on competitive advantage (Amini & Pirali, 2016; Chatzoglou & Chatzoudes, 2018a; Yao & Qin, 2016). is of the view that entrepreneurial orientation is a resource that facilitates a company to surpass competitors. (K. Lee & Yoo, 2019). This implies that businesses require an entrepreneurial mindset to get a competitive advantage. The outcomes of the hypothesis test reveal that the impact of entrepreneurial orientation on competitive advantage is minimal. The explanation of the findings is supported by those who suggest that the relationship between (Gras & Lumpkin, 2012; Hughes, 2016; Rauch & Rijsdijk, 2013) entrepreneurial orientation and competitive advantage is designed as an indirect relationship that needs to be explored further to find out what variables can mediate the relationship between entrepreneurial orientation variables and competitive advantages. The correlation between entrepreneurial mindset and competitive advantage according to (Clausen, 2020; Rauch & Rijsdijk, 2013). States that such relationships are rigid relationships, and such experts suggest that the variables of entrepreneurial orientation are not treated rigidly. This is in line with (Chabaud & Sattin, 2019; Gras & Lumpkin, 2012) It claims that an organization's entrepreneurial decisions go via a dynamic process.

7. The Influence of Entrepreneurial Orientation on Competitive Action

The result of *the Path Coefficient* of SEM-PLS that the influence of *entrepreneurial* orientation on competitive action is developed based on *the creation theory of entrepreneurial action* referring to (Amini & Pirali, 2016; Chatzoglou & Chatzoudes, 2018a; Yao & Qin, 2016), is of the view that *entrepreneurial* orientation is a resource that facilitates a company to surpass competitors. (K. Lee & Yoo, 2019) states that to respond to a competitive and dynamic environment, companies need to consistently transfer *entrepreneurial* orientation into strategic actions. Competitive Action here is a strategic action based on explanations (Iriyama et al., 2016) about Competitive Action in strategic *entrepreneurial* effectiveness. Based on effectiveness (Amini & Pirali, 2016; Chatzoglou & Chatzoudes, 2018a; Yao & Qin, 2016) claims that businesses

experiment with different strategies through the market. While some businesses lead the market with their actions, others simply follow and copy them. (Grimm et al., 2006) further explains based on the opinion that states that when strategic action does not involve Competitive Action as part of the behavior of an organization that seeks to achieve a certain goal then it does not describe reality. Paying attention (Yao & Qin, 2016) It is well known that entrepreneurial orientation has a significant impact on organizational agility, and organizational agility has a significant impact on competitive action. As a result, the variable path of entrepreneurial orientation, organizational agility, and competitive action is an ideal mediator of the relationship between other variables in the model. indirectly affect competitive action through organizational agility.

These findings illustrate that small businesses managed by Banten women entrepreneurs tend to use *entrepreneurial* orientation as a potential to explore and exploit the opportunities provided by such a discussion in accordance with such a discussion in accordance with such a discussion. (Hsu et al., 2017; Omar et al., 2016) It implies that an entrepreneurial orientation has the capacity to identify and seize new market opportunities in a quick-moving and cutthroat industry. Based on the above considerations, it is known that small businesses managed by Banten women entrepreneurs have been able to take advantage of the potential *of entrepreneurial* orientation. It was also found that competitive action is not determined by *entrepreneurial* orientation, but because the company already has organizational agility, it is a quick response related to environmental care. Such a relationship between variables shows that *strategic entrepreneurial* based on knowledge management capabilities in small businesses managed *by entrepreneur* women Banten so have fulfilled the principles of gestalt, especially the principles of *continuity of direction, common fate,* and *Pragnanz* (Theriou & Chatzoudes, 2015).

This is reinforced by the results of interviews with small businesses managed by *Entrepreneur* Women Banten, responding to the condition of the Covid-19 pandemic which decreased offline sales. Business actors are starting to multiply the focus on looking for new opportunities, so that sales to online stores or *e-commerce* with promos made to attract consumers. The rapid response of small businesses to market changes and creating opportunities and becoming strategus activities is a competitive action.

8. Organizational Agility towards Competitive Action

The results of the *Path Coefficient* of SEM-PLS agility organizations have a significant effect on competitive action. Previous research that Competitive Action is also a company movement that can be seen, specific, and initiated by companies to increase the company's competitive advantage (Amini & Pirali, 2016; Chatzoglou & Chatzoudes, 2018; Yao & Qin, 2016). The findings are aligned with Chatzoglou & Chatzoudes (2018) states that organizations with high agility will be able to carry out competitive actions. Organizational Agility in KBV is seen as a capability of

resources, in this case, knowledge, accumulated during the company's establishment. This is in accordance with *creation theory's* assumption that *entrepreneurial action is* built by the learning process. Each company will have different agility depending on how much the company has access to resources (Dodd, 2015; Sherehiy & Karwowski, 2014)

The study's findings are consistent with this theory, according to which the impact of organizational agility on competitive action on small businesses run by Banten women entrepreneurs is primarily reflected by indicators of examining the knowledge required for entrepreneurship from employees' experiences during entrepreneurship and the examples of significant company owners who have implemented knowledge management process practices in their organizations. Small businesses that explore related knowledge will tend to take competitive action by setting an example to the resources involved in the practice of the knowledge management process.

Agility The organization in practice will bring companies not only able to explore new market opportunities but also be able to exploit opportunities in the markets that have been entered. Agility Organizations will also enable companies to perform competitive actions with broader dimensions such as the volume of action, duration of action, complexity of actions, and actions that competitors cannot predict (Dykes et al., 2018). This potential is realized in the form of Competitive Action. (Grimm et al., 2006) According to Competitive Dynamic Theory, when strategic activity does not include competitive action as a component of an organization's conduct that strives to attain a certain goal, it does not accurately reflect reality. Therefore, when companies can improve Organizational Agility, they tend to be able to direct competition and know what competitive actions should be done (Chatzoglou & Chatzoudes, 2018)

This is reinforced by the results of *interviews* with small businesses managed by Banten women entrepreneurs, which can survive and develop in the current dynamic and uncertain business environment. Because with good adaptation, for example, the product sales process only relies on offline, but now it focuses on online.

9. Organizational Agility Towards Competitive Advantage

According to the *Path Coefficient* from SEM-PLS, competitive advantage is significantly impacted by organizational agility. The Creation Theory of *Entrepreneurial Action* was used to produce the study's analysis of the relationship between organizational agility and competitive advantage. (Alvarez-Torres et al., 2019; Amini & Pirali, 2016; Chatzoglou & Chatzoudes, 2018) states that the word search is less or even meaningless in *Creation Theory*. *Entrepreneurs* based on learning outcomes take action to create opportunities. The aski can be in the form of actions that are initiative or responsive. Every entrepreneur therefore has a different cognitive capacity or called Cognitive Bias. This assumption is in line with

the concept of Organizational Agility in KBV which views that Organizational Agility is a stock of resource capabilities, in this case knowledge, accumulated during the company's establishment. Each company will have different agility depending on the company's access to resources. Therefore, each company will have a different Competitive Advantage (K. Lee & Yoo, 2019)

Gaining competitive advantages in small enterprises run by Banten women entrepreneurs comes from organizational agility. Competitive Advantage in small businesses managed by Banten women entrepreneurs is in accordance with the statement (Grimmer et al., 2016) It claims that having a competitive advantage gives you a financial advantage. If the business can establish Partner Agility, several benefits can be attained. In other words, the company's knowledge capability from partner collaboration determines its competitive advantage.

Organizational agility in the context of small businesses is necessary to address strategic issues facing SMEs today, such as speed in response, short product cycles, and changing consumer demand (Uden, 2007). In these conditions, organizations need to be faster, more flexible, and participatory (Ahmadi & Ershadi, 2021) and sharper, and tenacious (Cai et al., 2017). Competitors will find it challenging to compete with and copy agile organizations. (Qosasi et al., 2019). Organizational Agility can be seen from the speed and flexibility to respond to market changes. Organizational Agility in kbv perspective is at the heart of knowledge management capabilities (Cai et al., 2017)

This is strengthened by the results of observations that small businesses managed by Banten women entrepreneurs can achieve competitive advantages. For example, the *fashion* industry is very fast in releasing the latest models, and business patterns that use *e-commerce* more. This gives Banten Province's small enterprises run by female entrepreneurs a competitive edge.

10. Competitive Action Against Competitive Advantage

Competitive advantage is positively and significantly impacted by the *Path Coefficient* (SEM-PLS) competitive action results. The *Creation Theory of Entrepreneurial* Action served as the foundation for the development of the influence of competitive action on competitive advantage Alvarez-Torres et al., (2019) and *Competitive Dynamic Theory* Grimmer et al., (2016). *Competitive Dynamic Theory* assumes that companies will take the initiative to carry out responsive competitive actions to achieve or maintain a competitive advantage (Grimmer et al., 2016). A competitive advantage is anything that may be achieved or maintained through taking tangible action (Grimmer et al., 2016). The assumptions in the theory are in line with *creation theory* which assumes that *entrepreneurs* do not seek opportunities but act and study how consumers and markets respond to action (Alvarez-Torres et al., 2019). Based on interviews, it is known that small businesses managed by female entrepreneurs in Banten are faced with the demand to always take competitive actions in order to test the level of competition and keep the company ahead. This finding is also in accordance with

the explanation of Competitive Action in *competitive dynamic theory* proposed by (Grimmer et al., 2016) that is, the company's competitive action will teach it about the effectiveness of the action taken, the competitors' responses, and adjustments for the future action. Competitive Action thus becomes the source for the creation of Competitive Advantage. Without the presence of competitive action, small businesses managed *by female entrepreneurs* in Banten cannot achieve Competitive Advantage. The explanation also reinforces the view (Sheng & Chien, 2016) which suggests that competitive action *is missing link* in *dynamic competitive theory* research.

The above discussion also proves that today competitive advantages are relevant in small-scale companies. To preserve their competitive position and company continuity, SMEs must have a competitive advantage (Henrekson & Sanandaji, 2014). Grimmer et al., (2016) argues that given how fiercely competitive the contemporary market is because of globalization, technical advancement, and an unpredictable economic climate, it is crucial to understand today's competitive advantage. As a result, interactions and responses between the business and rivals happen swiftly. As a result, the findings of this dissertation are consistent with those of the research. (Hjorth & Reay, 2017; Moretti et al., 2020; Theriou & Chatzoudes, 2015) who discovered that SMEs must have a competitive advantage in the KBV setting to increase their knowledge and actively pursue learning.

KMC and EO work together to influence CA. significantly and favorably Although partially both KMC on CA and EO on CA have no significant effect. This is perfectly logical given that: (1) knowledge is now seen as a crucial organizational resource. The organization's strategic orientation has shifted from using physical resources to non-physical resources because of the rapid development of information technology and changes in an environment that is becoming more competitive and interconnected. In contrast to physical resources, which are becoming less and less common because they are scarce and simple to duplicate or replace, non-physical resources like knowledge are the exact opposite. Today, knowledge is a strategic resource for building organizational capacities. 3) Develop entrepreneurial orientation and knowledge management skills in line with competitive advantages based on the creation theory of entrepreneurial activity.

The results of this study are contrary to (Tseng, 2016) Developing knowledge management capabilities can be a competitive advantage for businesses, according to the findings of a balanced study. However, these findings also suggest that knowledge management capabilities cannot always be easily translated into a competitive advantage. Small companies run by Banten women Entrepreneurs need agility to get a competitive advantage (Theriou & Chatzoudes, 2015). In other words, the capacity to react swiftly to market developments necessitates knowledge management capabilities that are processed or responded to with strong organizational agility (Yao & Qin, 2016).

The study's findings, which partially demonstrate that entrepreneurship has

no discernible impact on competitive advantage, are nevertheless applicable to the study's findings (Clausen, 2020; Rauch & Rijsdijk, 2013) who draw the conclusion that the link between entrepreneurial orientation and competitive advantage is inflexible and advocate against treating the factors of entrepreneurial orientation rigorously. However, the outcomes of this investigation are still consistent with those of the study by (Chabaud & Sattin, 2019; Gras & Lumpkin, 2012; Theriou & Chatzoudes, 2015) who asserts that an organization's dynamic process for making entrepreneurial decisions is.

The results of this study thus demonstrate that KMC and EO simultaneously have a favorable and significant impact on competitive advantage in SMEs run by entrepreneurial companies in Banten Province. Although partially unproven, these findings are supported by observations of small businesses run by Banten women entrepreneurs, which demonstrate that while knowledge resources are available in relation to information on market opportunities, organizations are unable to act quickly enough to take advantage of them. The quick response to the change was a competitive action. While adaptive and creative, namely entrepreneurial orientation is more towards competitive action which will be a competitive advantage.

Conclusion

The study's findings indicate that: (1) Knowledge management capabilities have a positive and significant impact on entrepreneurial orientation; (2) Knowledge Management capabilities partially have a positive and significant impact on entrepreneurial orientation; (3) Knowledge management capabilities significantly impact organizational agility; (4) Knowledge Management capabilities partially positively impact competitive advantage but not significantly; and (5) (6) Entrepreneurial Orientation Has a Partial Positive but Not Significant Effect on Competitive Advantage; (7) Entrepreneurial Orientation Has a Significant Effect on Organizational Agility; (8) Entrepreneurial Orientation Has an Insignificant Effect on Competitive Advantage; (9) Entrepreneurial Orientation Has an Insignificant Effect on Organizational Agility; Knowledge Management Capabilities as the Ability of Organizations to Manage Organizational Knowledge Effectively and Efficiently.

As a result of the observation that entrepreneurial orientation and knowledge management capabilities partially influence competitive advantage in a favorable and meaningful way. The contribution of this research is an empirical proof for academics and practitioners, especially in decision making for the empowerment of women entrepreneurs in Banten province, and Indonesia in general. Recommendation for policy makers and makers is more focused on providing training and mentoring for small businesses and other support so that small businesses in Banten have a competitive advantage with unique characteristics.

The organization's strategic emphasis has shifted from the use of physical resources to non-physical resources because of the quick growth of information

technology and changes in a more competitive and interconnected environment. Physical resources are becoming less and less in demand because they are scarce, simple to duplicate, or can be replaced, but information is the exact opposite. Knowledge of today is currently used strategically to build organizational skills.

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