

The role of entrepreneurial mindset skills in strategic niche management: An applied study in the Training and Development Department Presidency of ministers.

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- **Abstract:** The entrepreneurial mindset is one of the modern and important strategic topics, because of its impact on the business, and decisions taken by the entrepreneur, and the activities he undertakes to improve the reality of the organization and obtain a competitive advantage and a good strategic niche. The emergence of new businesses and jobs, and the possibility of their development in the future, and the necessity of requiring for people with unique characteristics such as discovering opportunities, foreseeing the future, creativity, innovation and taking risks to advance the reality of organizations to a better position in the labor market is the basis for preparing this research. The importance of this research lies in assisting organizations in determining the specifications of their employees, knowing what is required of them in the future, and the availability of the entrepreneurial mindset skills in the organization, as well as knowing what the organization possesses of characteristics that contribute to managing its strategic niche. This research applied in the Training and Development Department - Presidency of ministers. As the research community was represented by (406) individuals, (220) questionnaires were distributed and (203) were retrieved. Data collected based on personal interviews and a questionnaire, and the statistical package for social sciences SPSS v22 used to obtain the results. The research concluded that there is an impact relationship and a significant correlation between entrepreneurial mindset skills and strategic niche management, and suggested several recommendations, the most important of which are: holding courses and seminars for preparing people with an entrepreneurial mindset. The need to include the requirements of intellectual patterns when determining the job description for all available jobs to make the right person in the right place.
- **Keywords:** Entrepreneurial mindset, Entrepreneurial mindset skills, Strategic niche management.