Table 1: Previous empirical studies that used Storey's development framework to identify prosperity characteristics.

Previous studies	The entrepreneur's characteristics	Firm's characteristics	Strategy related characteristics	Research design	Context of study (Developed or developing economy)
Barringer et al., (2005)	College education Entrepreneurial story Social and professional network Experience	Commitment to growth Growth-oriented mission Effective planning Geographic location	Customer knowledge Product uniqueness Innovation	Content analysis	USA-Developed context
Feldman (2014)	Actions of human agency Role of entrepreneurs	Employee's attachment Organize and mobilize resources Geography	Teamwork Create value through resources Face to face interaction The exchange of tacit knowledge Government capacity Building and investment Local communities	Story telling	USA-Developed context
Williams & Ramdani (2018)	Strategic leadership capabilities Networking of entrepreneurs Knowledge of products and operations	Financial resources	Branding Market diversification	Case study	Caribbean-Developing context
Obeng et al., (2014)	Gender Age	Size and structure Business associations	Innovation Export Involvement	Ordinary least regression model	Ghana-Developing context
Hurley (2018)	Entrepreneurial personality and	Intellectual capital	Internationalization Strategy	Thematic analysis of	Small island economies

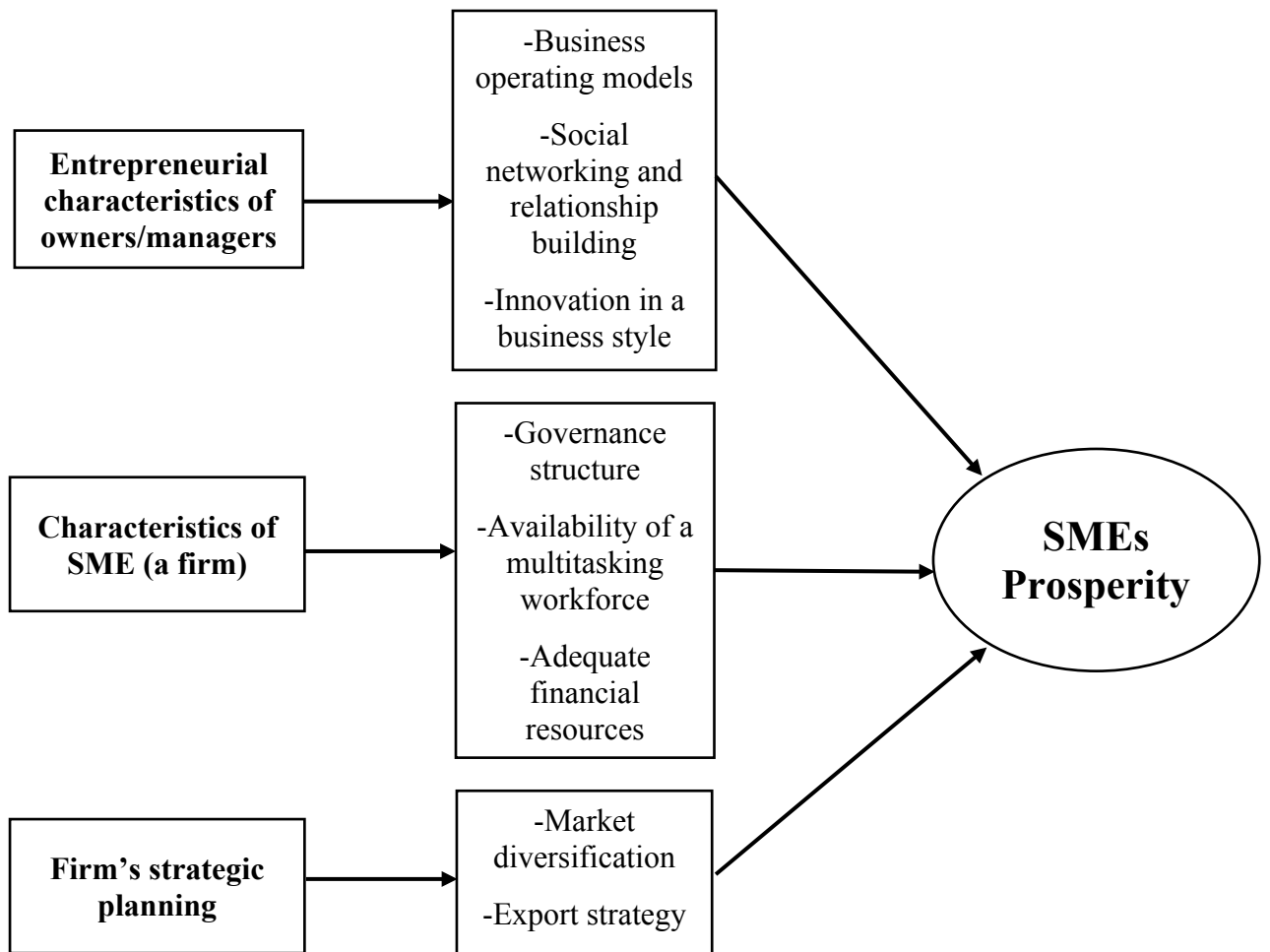|	social characteristics	Social capital Financial resources	implementation	the literature	(SIEs)-Developing context
Reddy (2007)	Entrepreneurial skills Entrepreneurial knowledge	Basic training in sales, marketing, and financial management	Government support Law and order Export opportunities Market conditions	Quantitative modelling	Fiji-Developing context
Freel & Robson (2004)	Technology mindset	Relative size Location	Customer dependency Export activity Competitors competition	Ordinary least square (OLS) large scale survey	UK-Developed context
Blackburn et al., (2013)	Educational qualifications Gender Business style	Size Structure Assets	Formal business planning External environment	Logit regression model	UK-Developed context

Source: Authors own creation

Table 2: Characteristics of participating SMEs.

No.	Total number of staff	SME sector	SME location	Owner/manager age and education	Importing/Exporting activities	Family business
1.	51	Solar Panel	Islamabad	41 & MBA from the UK	Yes	Yes
2.	65	Electrical cable	Rawalpindi	51 & MSc from Pakistan	Yes	Yes
3.	19	Toy store	Lahore	53 & B.com from Pakistan	Yes	No
4.	52	Designing and Architecture Printing	Islamabad	48 & MS in IT from the UK	Yes	Yes
5.	16	Billboard Printing and Advertising	Karachi	49 & Diploma in Business from Pakistan	Yes	Yes
6.	55	Kitchen Appliances	Rawalpindi	50 & MBA from the USA	Yes	Yes
7.	26	Renewable Energy	Lahore	42 & High School Diploma from Pakistan	Yes	No
8.	32	Electric Appliances	Karachi	49 & College Diploma from Pakistan	Yes	No

Source: Authors own creation

Figure 1: The characteristics of SMEs prosperity.

Source: Authors own creation