

# Identification of the Demand of Entrepreneurs for the Establishment of a Business Incubator with Specialization in Artificial Intelligence (AI) And Internet of Things (IOT): A Questionnaire Research in Lower Silesia, Poland\*

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## Abstract

This study investigates the demand among aspiring entrepreneurs in Lower Silesia for the establishment of a Business Incubator focused on Artificial Intelligence (AI) and the Internet of Things (IoT). Despite the growing importance of these technologies, the region lacks dedicated infrastructure to support early-stage ventures in this field—a gap that hinders innovation and regional economic growth. Addressing this void, the study combines document analysis, desk research, and survey data from 163 university students intending to launch their own businesses. The methodology provides both qualitative and quantitative insights into entrepreneurial expectations and technological priorities. Findings reveal a strong interest in AI and IoT, with respondents emphasizing the need for infrastructural resources, expert advisory services, and targeted training programs. Particular interest was noted in the application of these technologies in 'Life-supporting technologies' and 'Industry 4.0' sectors. The study concludes that establishing a specialized Business Incubator is both necessary and feasible, highlighting the importance of collaboration between local government and academic institutions to foster innovation and support tech-driven entrepreneurship in the region.

**Keywords:** artificial intelligence development, internet of things development, business incubators, academic business incubators,