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WOMEN ENTREPRENEURSHIP: PROBLEM AND PROSPECTS: A STUDY OF CHITTOOR DISTRICT

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ABSTRACT

The emergence of woman entrepreneurs and their contribution the national economy is quite visible in India. The number of women entrepreneurs has grown over a period of time, especially in the 2000s. women entrepreneurs need to be lauded for their increased utilization of modern technology, increased investment, finding a niche in the expect market, creating a sizable employment for others and setting the trend for other women entrepreneurs in the organized sector. Women's entrepreneurship needs to be studied separately for three main reasons. The first reason is that the topic of women in entrepreneurship has been largely neglected both in society in general and in the social sciences. A second reason concerns the sectoral issue: not only have women lower participation rates in entrepreneurship than men, but they also generally choose to start and manage firms in different industries than men tend to do. The third reason is that women's entrepreneurship has been recognized during the last decade as an important untapped source of economic growth. Women entrepreneurs create new jobs for themselves and others and by being different also provide society with different solutions to management, organization and business problems as well as to the exploitation of entrepreneurial opportunities. However, they still represent a minority of all entrepreneurs. Thus there exists a market failure discriminating against women's possibility to become entrepreneurs and their possibility to become successful entrepreneurs. This paper aims to explore the Problems & Prospects of women entrepreneurship The study is conducted in Tirupati city in Chittoor district by taking a sample of 100 women entrepreneurs who are independently running their enterprise.

KEYWORDS

entrepreneurship, problems and prospects, woman business.

INTRODUCTION

Join this dynamic world, women entrepreneurs are an important part of the global quest for sustained economic development and social progress. In India, though women have played a key role in the society, their entrepreneurial ability has not been properly tapped due to the lower status of women in the society. Entrepreneurship can help women's economic independence and improve their social status. Automatically the women get empowered once they attain economic independence. The development of women entrepreneurship enables society to understand and appreciate their abilities. It enhances their status and leads to integration of women in nation –building and economic development. It provides them psychological satisfaction and imbibes a deep sense of achievement to create their enhanced identity in society.

QUALITIES OF ENTREPRENEURS

To be successful entrepreneurs one has to acquire and develop certain qualities, namely:

- High motivation for achievement of goal,
- Insatiable drive and persistent enthusiasm,
- Ready to take risk and face challenge,
- Technical expertise
- Spirit of innovation
- Hardworking, dedication, commitment and self-confidence,
- > Willingness to take advice / learn from the failure and use of feedback
- Effective management of time.

TO WOMEN ENTREPRENEURS IN CHITTOOR DISTRICT

In Chittoor district, comprise 60% of the population. Yet they have secondary position in the society. Their role is confined within the four walls of the household activities. In the male dominated society discrimination against the fair sex is still being practiced in different forms. At this juncture can we expect that a woman can act as entrepreneurs. Last decade, the life of women was like a well-defined predictable master plan. It began with a girl playing with dolls and built to the crescendo of marriage.

However, in this modern age things have been changed a lot. Spread of education coupled with a revolutionary change in the field of information and technology brings a significant change of the status of women in the society. "Women entrepreneur refers equally to someone who has started a one women business to someone who is a principal in family business or partnership or to someone who is shareholder in a public company which she runs".

The Government of India has defined a women entrepreneur is "an enterprise owned and controlled by a women having a minimum financial interest of 51% of the capital and giving at least 51% of the employment generated in the enterprise to women." the role of women in the economic activity of the nation was practically ignored. The increasing participation of women in the work-force, the multiple role of women as mothers, homemakers and paid workers and misunderstandings of the nature of unemployment among women, therefore, suggest the usefulness of redefining trends and relationships, in participation of women in corporate. The aim of the study is to attempt to identify the qualities and analyze the major challenges of women entrepreneur in Chittoor district.

Problems faced by women entrepreneurs in rural are mainly low access to credit and marketing networks, lack of access to credit and marketing networks, lack of access to land and property and reduced risk-taking capacity, lack of access to modern technology, lack of personal security and risk of sexual harassment, severe competition from organized units both in the domestic as well as the international markets, low level of self confidence, and social and cultural barriers such as exclusive responsibility for household work, restrictions on mobility. In some regions in India women entrepreneurs do not enjoy the same opportunities as men due to a number of deep-rooted discriminatory socio-cultural values and traditions

REVIEW OF LITERATURE

A comprehensive survey of the literature shows that specific studies pertaining to the problem and issues of women entrepreneurs are very few. The only available reports on the issue, which are mainly from developed nations, indicate that women entrepreneurs of these nations enjoy a comparatively good work life balance (Key R, 2013; CIBC, 2014; Carter & Eleanor, 2006; Godwyn, 2009). On the other hand, no serious efforts have been made to analyse the problems faced by women entrepreneurs of developing and underdeveloped countries where societal etiquette, male dominance and deep-rooted discriminatory socio-cultural values and traditions (UNIDO, 2001) persist. The limited studies available from India on women entrepreneurship (Khanka, 2010; Mann & Phukan, 2010; Anitha & Lakxmisha, 1999) either concentrate on the reasons for female emancipation or highlight the contributions of the few successful women entrepreneurs.

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Previously, the female workforce in India was mainly employed in non-managerial, subordinate or low-profile positions. Now, they occupy almost all categories of positions in the workplace. These changes in work culture have added to women's duties and responsibilities to their family as well as to society (Mathew & Panchanatham 2009a; 2009b). Despite this newfound work culture, and even though more and more women are joining the workforce, women in entrepreneurial roles are limited. The probable reason for this phenomenon are the conflicts between competing work demands and personal and family needs. According to Peeters, Montgomery, Bakker and Schaufeli (2005), pressures from the job and family domains are often incompatible, giving rise to imbalance. Therefore, the concept of problems of women, along with its implications, is a core issue that must be investigated as more women become entrepreneurs in Indian society.

RESEARCH METHODOLOGY

Inferential and descriptive research has been adopted to conduct the present research. The research was conducted on 100 women entrepreneurs in the district who are working independently. Primary data was collected with the help of structured questionnaire which had the following dimensions: Personal profile, details of enterprise and finally problems faced by women entrepreneurs.

OBJECTIVES OF THE STUDY

- 1. To study the position and role of Women Entrepreneurs
- 2. To find out the extent of support to Women Entrepreneurs.
- 3. To find out the problems and prospects of Women Entrepreneurs.

HYPOTHESIS

H1: Investigating the Problems of women entrepreneurs on basis of overall women entrepreneur's problems.

DATA ANALYSIS AND INTERPRETATION

Data were subject to statistical analysis such as descriptive statistics and frequency distribution. This part presents the collected data in the form of tables to reveal the various aspects of the respondents.

Table 1 shows that 26% respondents are of the age between below 35, 55% respondents are of the age group of 36-45 and 19% respondents are of the age group of 46-55. Many women come into business after marriage and some of them often do jobs for some years and then start their venture. So, the maximum number was in the age group of 36-45.

EDUCATION OF RESPONDENTS

The respondents were categorized in three categories according to their qualification. Table 1 shows that 26% respondents are below graduate, 31% respondents are graduate and 43% respondents are post graduate. Literacy is one of the biggest obstacle in the path of women and so female education must be emphasized. **PROFESSION WISE RESPONDENTS**

The women entrepreneurs were divided into four categories of professions-professional services, apparels, food & beverages and manufacturing industries. The above table shows that 18% of respondents are from professional services, 27% of respondents are apparels and accessories, 44% of respondents are from food & beverage sector and 11% of respondents are from manufacturing industry. Nearly 18 out of 100 respondents said that their businesses were in the areas of Professional Services like academics, IT, etc. 27 women were having business in Apparels, maximum 44 were engaged in food & beverages industry and only 11 are in manufacturing industry. Statistics also showed that most women entrepreneurs from this survey had small to medium sized businesses and more than 70% had less than 5 employees working for them.

S.No	Variable	Per cent	S.I	No	Variable	Per cent	
1	Age		5.		Enterprises by size		
А	Below 35 years	26			Large	2	
В	36 -45 years	55			Medium	11	
С	46 -55 years	19			Small	87	
2.	Qualification		6.		Type of family		
	Below Graduate	26			Nuclear	75	
	Graduate	31			Joint	25	
	Post Graduate	43	43 7. Family support		Family support		
3.	Profession				Locating business	5	
	Professional service	18			Idea of enterprise	4	
	Apparels & accessories	27			Planning choice	2	
	Food & beverages	44			Establishing business	16	
	Manufacturing industry	11			Financial support	48	
4.	Source of finance				Govt. Formalities	12	
	Personal savings	53			Banking	10	
	Loans from non-bankers	23			General management	3	
	Loans from banks	19					
Other sources 5							

TABLE 1: DEMOGRAPHIC CHARACTERISTICS OF THE RESPONDENTS (N= 100)

SOURCE OF FINANCE

Source: Primary data.

The survey revealed source of finance was a big problem and it was generally overcome through loans from non-bankers i.e. friends, relatives, money-lenders etc. More than half of the respondents (53%) accessed funds from traditional sources, 23% started their business with personal savings, 19% approached financial institutions for loans and 5% raised finance from other indigenous sources. One of the most inspirational finding for budding young to-be entrepreneurs is the fact that 60% of these respondents started with a capital of less than 1 lac loans from friends and family, personal savings and loans from external parties emerged as the top 3 sources of funding. Not surprisingly, finance was the most important challenge and roadblock these women entrepreneurs faced.

ENTERPRISE BY SIZE

The enterprises in the sample were divided into large, medium, and small depending upon the amount of investment and number of labourers. The bulk of women enterprises were small (87 percent) while 11 percent were of medium size. The reason for this variation is the difference in risk-taking. It is quite clear that women entrepreneurs in general do not take more risks. If they had the strength to take calculated risks in business they could have graduated into at least the medium scale, which itself is quite below the family limits.

FAMILY TYPE

The respondents were identified on the basis of family i.e. nuclear or joint. The above table shows that 75% of the sampled women entrepreneurs live in nuclear families which proves that today also traditional joint families restrict women entry in the area of business.

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WOMEN ENTREPRENEURS ON THEIR FAMILIES FOR SUPPORT

The type of support received by women entrepreneurs from their family in initial stage the main areas identified are financial management and adherence to government formalities. In fact, family support was resorted to by more than 75 percent of the cases in respect of all the areas of support. However, in the cases of support excessive dependence was found only in the case of financial matters i.e. 48 %. In all other matters, dependence was far less. We can see from the table that only 2% support in the form of planning choice & setup was received that clarify that the concept was their own and no support was offered in the general management of the business which proves that they are capable enough to manage the ins and outs of business enterprise.

PROBLEMS OF WOMEN ENTREPRENEURS

The problems of women entrepreneurs were examined using factor analysis based on 22 individual variables and the reliability of the subsequent factor structures was then tested for internal consistency of the grouping of the items.

The 22 statements regarding problems of women entrepreneur attributes in Table 2 were factor-analysed using principal components analysis and the varimax rotation method to determine the underlying dimensions. The Kaiser-Meyer-Olkin (KMO) measure of sampling adequacy and Bartlett's test of sphericity were also implemented to test the fitness of the data. Regression analysis was carried out to determine the strength of association between the respondents' overall problems of Women entrepreneur and the predictor variables.

H1: Investigating the Problems of women entrepreneurs on basis of overall women entrepreneur's problems.

In order to access the women problems of independent variables on overall women entrepreneur's problems as dependent variable, enter method of multiple regressions was applied.

The principal components factor method was used to generate the initial solution. The eigenvalues suggested that a seven- factor solution explained 93.41% of the overall variance after the rotation. The factors with eigenvalues greater than or equal to 1.0 and attributes with factor loadings greater than 0.4 were reported. Table 1 illustrates the results of the factor analysis. The seven factors were: Financial problems, marketing problems, personnel problems, social problems, facilities factor and family problems.

The overall significance of the correlation matrix was 0.000, with a Bartlett test of sphericity value of 19481.482. The statistical probability and the test indicated that there was a significant correlation between the variables, and the use of factor analysis was appropriate. The Kaiser-Meyer-Olkin overall measure of sampling adequacy was 0.782, which was meritorious (Hair, Anderson, and Black 1999).

From the varimax-rotated factor matrix, six factors with 22 variables were defined by the original 22 variables that loaded most heavily on them (loading \geq 0.4) (see Table 4-5). No attribute was dropped due to the failure of loading on any factor at the level of 0.40 (or higher).

To test the reliability and internal consistency of each factor, the Cronbach's alpha of each was determined. The results showed that the alpha coefficients ranged from 0.758 to 0.980 for the six factors. The results were considered more than reliable, since 0.50 is the minimum value for accepting the reliability test (Nunnally, 1967).

The six factors underlying women entrepreneurs' perceptions of motivational factors attributes in the Chittoor district were as follows:

(Factor 1) contained five attributes and explained 33.219% of the variance in the data, with an eigenvalue of 7.308 and a reliability of 76 %. The attributes associated with this factor dealt with the financial problems of women items, including unawareness of borrowing money, Bad recovery of dues from buyers etc.

TABLE 2: FACTOR ANALYSIS WITH VARIMAX ROTATION AND RELIABILITY TEST FOR PROBLEMS OF WOMEN ENTREPRENEURS (N = 100)

	Component							
Variables	FinancialMarketingproblemsProblemsFactor 1Factor 2		Personal Social Problems Problem Factor Factor		Facilities Problems Factor	Family problems Factor	Commu- nalities	
Unawareness about the sources of borrowing		.104	.071	.017	.230	.177	.949	
Limited working capital	.912	.092	.068	.040	.258	.225	.895	
Amount is Inadequate	.911	.097	.049	.022	.263	.199	.980	
Penal interest is levied for late repayment of loan	.861	.094	.030	.025	.223	.343	.951	
Bad recovery of dues from buyers	.677	.486	.064	.096	.175	141	.967	
High cost of advertising/sales promotion	.104	.981	011	.021	.014	.024	.975	
Rivalry from competitors	.110	.974	019	.016	.013	.015	.934	
Poor ability to fix the price	.095	.968	044	.013	.016	001	.916	
Lack of information on changing market trends	.117	.941	.028	.023	.042	.042	.948	
High labour absenteeism	.056	007	.985	016	.065	.043	.966	
High salary/wages/bonus demands	.051	001	.980	007	.072	.052	.961	
Inefficiency of workers	.061	011	.961	043	.068	.023	.863	
Attitude of employees and workers are good	.041	014	.956	.002	.028	.020	.935	
Family life adversely affected by the business	.056	.005	.002	.962	.070	.031	.963	
Sexual harassment	.027	.023	014	.958	.081	.014	.922	
Complicated legal formalities	.028	.015	017	.944	.044	031	.904	
Bribe to get licenses/Approvals	.017	.042	033	.925	.063	013	.926	
Costly legal assistance	.334	.030	.073	.078	.903	.165	.971	
Lack of awareness regarding legal issues and formalities	.329	.035	.109	.083	.897	.180	.758	
Health Problems	.312	.043	.075	.143	.880	.152	.969	
The right place for women is home	.362	.029	.077	003	.247	.878	.919	
Opposition from family	.383	.016	.067	008	.246	.875	.978	
Eigen Values	7.308	4.030	3.616	3.245	1.293	1.058		
Variance (%)	33.219	18.318	16.437	14.75	5.877	4.811		
Cumulative Variance (%)	33.219	51.537	67.975	82.73	88.60	93.41		
Reliability of Alpha	0.761	0.720	0.817	0.796	0.714	0.710		
Number of Items	5	4	4	4	3	2		

Note: Extraction Method – Principal Component Analysis

Rotation Method – Varimax with Kaiser Normalization

KMO (Kaiser-Meyer-Olkim Measure of Sampling Adequacy) = 0.782

Bartlett's Test of Sphericity: <u>p</u> = 0.000 (x² = 19481.482, df = 231)

(Factor 2) contained four attributes and explained 18.318% of the variance in the data, with an eigenvalue of 4.030 and a reliability of 72 %. The attributes associated with this factor dealt with the marketing problems of women items including Rivalry from competitors, Lack of information on changing market trends. (Factor 3) contained four attributes and explained 16.437% of the variance in the data, with an eigenvalue of 3.616 and a reliability of 82 %. The main attributes associated with this factor dealt with the human resource problems of women items including Inefficiency of workers, Attitude of employees and workers are good.

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(Factor 4) contained four attributes and explained 14.750% of the variance in the data, with an eigenvalue of 3.245 and a reliability of 79.6 %. The main attributes associated with this factor dealt with the legal problems of women items including Family life adversely affected by the business, Complicated legal formalities. (Factor 5) contained three attributes and explained 5.877% of the variance in the data, with an eigenvalue of 1.293 and a reliability of 71.4 %. The main attributes associated with this factor dealt with the facilities problems of women items including Lack of awareness regarding legal issues and formalities, Health Problems (Factor 6) contained two attributes and explained 3.815% of the variance in the data, with an eigenvalue of 1.717 and a reliability of 71. %. The main attributes associated with this factor dealt with the tuff task problems of women items including The right place for women is home, Opposition from family. **REGRESSION ANALYSIS**

In table-3 the first table is summary of the model. This summary table provides the value of r, r2 and adjusted r2 for the model that has been derived.

'r' represents the value of the multiple correlation coefficients between the predictors and the outcome (Field, 2005). Here, r has a value 0.997, this value represents the simple correlation between financial problem marketing problems, personal problems, social problems facilities problems and family problems and overall women entrepreneurial problem.

 $r^{2'}$ is a measure of how much of the variability in the outcome is accounted for by the predictors (Field, 2005). The value of r^2 is 0.992 which tells us that these major seven problem variables can account for 99.2% of the variation in the overall women entrepreneurial problems. This means that 0.8% of the variation in overall women entrepreneurial problems, personal problems, social problems facilities problems and family problems variables. So, there must be other variables too that have an influence.

TABLE 3: REGRESSION ANALYSIS Model Summarv^b Model R R Square Adiusted R Square Std. Error of **Change Statistics** the Estimate **R** Square Change F Change df1 df2 Sig. F Change .902 1 .902ª .889 .02838 .904 485.822 7 1808 .000 a. Predictors: (Constant), REGR factor score 7 for analysis 1, REGR factor score 4 for analysis 1, REGR factor score 6 for analysis 1, REGR factor score 3 for analysis 1, REGR factor score 1 for analysis 1, REGR factor score 5 for analysis 1, REGR factor score 2 for analysis 1

b. Dependent Variable: Overall women entrepreneurial Problems

The adjusted ' r^2 ' gives an idea of how well the model generalizes and ideally its value is likely to be the same or very close to, the value of r^2 (Field, 2005). Here, the difference between r^2 and adjusted r^2 is 0.2% (0.997 – 0.992= 0.5). This means that if the model were derived from the population rather than a sample it would account for approximately 0.5% less variance in outcome.

ANOVA TABLE ANALYSIS BETWEEN INDEPENDENT AND DEPENDENT VARIABLES

ANOVA ^a								
Model		Sum of Squares	df	Mean Square	F	Sig.		
1	Regression	273.778	7	39.111	485.82**	.000 ^b		
	Residual	1.457	1808	.001				
	Total	275.235	1815					

a. Dependent Variable: Overall women entrepreneurial Problem

b. Predictors: (Constant), REGR factor score 7 for analysis 1, REGR factor score 4 for analysis 1, REGR factor score 6 for analysis 1, REGR factor score 3 for analysis 1, REGR factor score 1 for analysis 1, REGR factor score 5 for analysis 1, REGR factor score 2 for analysis 1

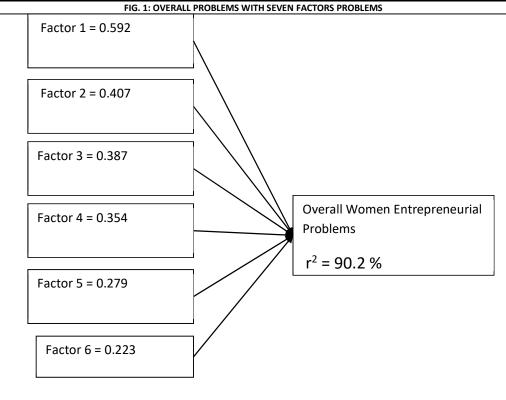
Table 3 is the output reports of an analysis of variance (ANOVA). "F-ratio" represents the ratio of the improvement in prediction that results from fitting the model, relative to the inaccuracy still exists in the model (Field, 2005). "A large value of 'F' indicates that most of the variation in 'Y' is explained by the regression equation and that the model is valid. A small value of 'F' indicates that most of the variation in 'Y' is unexplained" (Keller, 2009, p.679). From the table we can see, F is 485.321, which is significant at p (sig.) value <.001, i.e. 0.000< 0.001. This result tells us that there is less than a 0.1% chance of F-ratio being this large. Therefore, the regression model significantly improved our ability to predict overall women entrepreneurial problem (outcome, or dependent variable). **COEFFICIENT OF THE REGRESSION MODEL**

COEFFICIENTS®											
Model		el Unstandardized Coefficients		Standardized Coefficients	t	Sig.	Correlations			Collinearity Statistics	
		В	Std. Error	Beta			Zero-order	Partial	Part	Tolerance	VIF
1	(Constant)	3.247	.001		4824.795	.000					
	Factor 1	.229	.001	.592	345.992	.000	.613	.993	.592	.998	1.002
	Factor 2	.161	.001	.407	237.343	.000	.420	.984	.406	.995	1.005
	Factor 3	.149	.001	.387	226.049	.000	.414	.983	.387	.999	1.001
	Factor 4	.135	.001	.354	206.669	.000	.355	.979	.354	1.000	1.000
	Factor 5	.112	.001	.279	162.650	.000	.289	.967	.278	.997	1.003
	Factor 6	.090	.001	.223	130.103	.000	.237	.951	.223	.999	1.001
a Dependent Variable: Overall Problems											

The b-values in the table 3 represent the relationship between overall women entrepreneurial problem and each predictor (i.e. service quality variables). If the value is positive, we can tell that there is a positive relationship between the predictor and the outcome whereas negative coefficient represents a negative relationship. The b-value also tells us to what degree each independent variable affects the dependent variables if the effects of all other independent variables are held constant (Field, 2005).

In the table 3 all seven women entrepreneurial problem variables have positive b-values; which indicates the moderate relationships between the women entrepreneurial problem variables and overall problems. As Financial problems of women (factor 1) decreases, women problems decrease; as Marketing problems decreases, women problems decrease; likewise, as legal problems, personnel problems, etc. increases, so do the women entrepreneurial increase. Here, for e.g., if financial problems (factor 1) decreases by one unit, women problems will decrease by 0.229, other variables held constant.

The beta value tells us the number of standard deviations that the outcome will change as a result of one standard deviation change in the predictor (Field, 2005). Higher beta value signifies stronger correlation with the dependent variable. In table 3 financial problems have the highest beta (0.592), followed by factor 2 (0.407), factor 3 (0.387), factor 4 (0.354), factor 5 (0.279), and factor 6 (0.223). This represents as if the major problems are financial problems decreases by one standard deviation, overall women entrepreneurial problem standard deviation decreases by 0.592, if the factor 2 decreases by one standard deviation, overall women entrepreneurial problem standard deviation decreases by 0.407, if the factor 3 decreases by one standard deviation, overall women entrepreneurial problem standard deviation decreases by 0.407, if the factor 3 decreases by one standard deviation, overall women entrepreneurial problem standard so on. But the interpretation is true only if the other variables are held constant while measuring the relations ship between dependent variables and one of the independent variables. So, from the results of multiple regression we can infer that financial problems influences the overall women entrepreneurial problems the most followed by factor 2 factor 3 factor 5 and factor 5.



PROBLEMS FACED BY WOMEN ENTREPRENEURS

Women entrepreneurs face a series of problems right from the foundation till the enterprise functions.

Patriarchal Society: Entrepreneurship has been traditionally seen a male preserve field and idea of women taking up entrepreneurial activities considered as a distant dream. Women also have to face role conflict as soon as they initiate any entrepreneurial activity. The greatest deterrent to women entrepreneurs is that they are women. A kind of patriarchal - male dominant social order is the building block to them in their way towards business success.

Absence of Entrepreneurial Aptitude: The male – female competition is another factor, which develop hurdles to women entrepreneurs in the business management process. They have lack of knowledge about the insights of running a business

Marketing Problems: Mobility is a big challenge as they are unable to overlook and ignore their family and social responsibilities which limits their marketing of products and services.

Financial Problems: Obtaining the support of bankers, managing the working capital, credit resources are the issues which still remain in the male's domain. Women are yet to make significant mark in quantitative terms. The financial institutions are skeptical about the entrepreneurial abilities of women. The bankers consider women loonies as higher risk than men loonies.

Family Conflicts: Women also face the conflicts between family and professional life as they are not available to spend enough time with their families.

Credit Facilities: Women in developing nations have little access to funds, due to the fact that they are concentrated in poor rural communities with few opportunities to borrow money (Starcher, 1996; UNIDO, 1995a). The women entrepreneurs are suffering from inadequate financial resources and working capital. The women entrepreneurs lack access to external funds due to their inability to provide tangible security.

Fine balance: Married women have to make a fine balance between business and home. More over the business success is depends on the support the family members extended to women in the business process and management. The interest of the family members is a determinant factor in the realization of women folk business aspirations.

Low-level management: Women entrepreneurs have low-level management skills.

Heavy Competition: Many of the women enterprises have imperfect organizational set up. But they have to face severe competition from organized industries. Knowledge of latest technological changes, know how, and education level of the person are significant factor that affect business. The literacy rate of women in India is found at low level compared to male population.

Shortage of raw-materials: Women entrepreneurs encounter the problems of shortage of raw-materials.

High Production cost: Finally, high production cost of some business operations adversely affects the development of women entrepreneurs. The installation of new machineries

PROSPECTS FOR DEVELOPMENT OF WOMEN ENTREPRENEURS

Right efforts on from all areas are required in the development of women entrepreneurs and their greater participation in the entrepreneurial activities. Following efforts can be taken into account for effective development of women entrepreneurs.

Entrepreneurship basically implies being in control of one's life and activities and women entrepreneurs need to be given confidence, independence, and mobility to come out of their paradoxes. The following measures are suggested to empower the women to seize various opportunities and face challenges in business. Women should be considered as specific target group. Regular entrepreneurship awareness programs should be conducted with the intention of creating knowledge among women about the various areas to conduct business. The standards of education of women should be enhanced and effective practical experience and personality development and training programs should be conducted to improvise their over-all personality standards.

Educational institutes should tie up with various government and non-government agencies to assist in entrepreneurship development mainly to plan business projects.

Develop professional competencies in managerial, leadership, marketing, financial, technical, production process, profit planning, etc. Training on professional competence and leadership skill to be extended to women entrepreneurs. Vocational training should be provided to women which enables them to understand the insights of production management. Women in business should be offered soft loans & subsides for encouraging them into industrial activities. Micro credit facilities to the women entrepreneurs will overcome the financial problems to some extent.

CONCLUSION

Entrepreneurship among women, no doubt improves the wealth of the nation in general and of the family in particular. Women today are more willing to take up activities that were once considered the preserve of men, and have proved that they are second to no one with respect to contribution to the growth of the economy. Women entrepreneurship must be molded properly with entrepreneurial traits and skills to meet the changes in trends, challenges in global markets and also to be competent enough to sustain and strive for excellence in the entrepreneurial arena. Women entrepreneurs have become a strong driving force in today's corporate world. Not only are they able to equalize their duites of both motherhood and entrepreneurship but they also comprise of almost half of all businesses owned today. Women have the potential and the determination to set up, uphold and supervise their own enterprises in a very systematic manner. Appropriate support and encouragement from the Society in general and family members in particular is required to help them scale new heights in their business and they can contribute.

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