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ENTREPRENEURSHIP DEVELOPMENT PROGRAMMES IN HIMACHAL PRADESH

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ABSTRACT

Entrepreneur is the key feature of entrepreneurship and economic growth. Entrepreneurship is a recent incident and in the entrepreneurial process entrepreneurs have to face various problems. In this paper attempts have been made to study the demographic profile of entrepreneurs and analyze the major problems faced by entrepreneurs. For this purpose, primary as well as secondary data has been used. The secondary data have been collected from journals, internet, magazines, newspaper annual reports etc. For primary data a sample of 400 entrepreneurs was taken from high hills zone of Himachal Pradesh. Simple random sampling technique was used to conduct this research paper. Finally, the study reveals that relating to land, availability of raw materials, availability of labour skilled and unskilled, relating to building and machinery equipment, availability of transport facility, marketing and advertisement, registration, industrial licensing and long term finance, high cost of doing business were the major problems faced by entrepreneurs in the high hills zone. Government need to provide financial as well as others facilities like transport, communication and organize awareness programmes regarding different promotional activities and credit facilities for further expansion.

KEYWORDS

enterprises, entrepreneurial process, problems.

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1.1 INTRODUCTION

Entrepreneurship in India starts in the era of Indus Valley Civilization. Its economy depended majorly on trade, which was facilitated by advanced transportation technology. During the copper age, the Indus Valley Civilization area showed ceramic similarities with southern Turkmenistan and northern Iran which suggested considerable mobility and trade. During the Early Harappa period (about 3200–2600 BCE), similarities in pottery, seals, figurines, ornaments, etc. document intensive caravan trade with Central Asia and the Iranian country. There was an extensive navigation trade network operating between the Harappa and Mesopotamian civilizations as early as the middle Harappa Phase, with much commerce being handled by modern Bahrain and Failaka located in the Gulf. Such long-distance sea trade became possible with the innovative development of plank-built watercraft, equipped with a single central mast supporting a sail of woven rushes or cloth. History elucidates that Aside from the subsistence of agriculture and hunting, the Indus people supported themselves by trading goods. Through trade, the Indus Civilization expanded its culture, coming into regular contacts with faraway lands.

The story of the Indian entrepreneurship is fills with paradoxes. Entrepreneurship as the present era understands was definitely not forthcoming from this social segment. Political & economic factors had an extensive effect on the entrepreneurial spirit. There were many issues that impact negatively on Indian entrepreneurship like Lack of political unity and stability, absence of effective communication systems, existence of custom barriers and oppressive tax policies, prevalence of innumerable currency system until around the third decade of the 19th century. Indian Entrepreneurship ruled by the community system in the Historical past. Brahmans were learned men who had assisted the kshatriyas in the administration, vaishyas have performed trading and industrial productive activities and shudras engaged in an agricultural occupation. Also, the people were organized in a very simple type of economic and social system. In the way to implement this concept to modern entrepreneurship, it can compare with the villages are the organization and an entrepreneur is called as a craftsman. The independent India could claim to have created a conducive climate for spread of entrepreneurship. It is in this broad backdrop that the later evolution and growth of Indian entrepreneurship has to be located.

1.2 PROMOTION OF ENTREPRENEURSHIP

Government will continue to support first generation entrepreneur through training and will support their efforts. Large number of EDP trainers and motivators will be trained to significantly expand the Entrepreneurship Development Programmes (EDP). Industry Associations would also be encouraged to participate in this venture effectively. Women entrepreneurs will receive support through special training programmes.

The concept of entrepreneurial development involves equipping a person with the essential information and information used for enterprise building and polishing his entrepreneurial skills. In these days, entrepreneurship development programmes are treated as an important tool of industrialization, and provides employment to the people of state. Entrepreneurs shape economic future of nations by creating wealth and employment, offering products and services and generating taxes for government because of which entrepreneurship has closely been linked to economic growth of a country. Entrepreneurs convert ideas into economic opportunities through innovations which are considered to be major basis of competitiveness in an increasingly globalizing world economy. Therefore, most governments in the world struggle to expand supply of competent and globally cutthroat entrepreneurs in their respective countries.

2.1 REVIEW OF LITERATURE

Jagallnath Panda, (2005) focuses on small scale entrepreneurs who started their new ventures in Gujarat State in his study entitled 'Entrepreneurship and Economic Development'. An integral part of his development which have grown up to the stature of potential Indian Multinational like Cedilla, Torrent, Core, Ashima, Adani, Bakeri and the Reliance. Smaller entrepreneurs like Ajanta, Rasna and Syntex have their own success stories. The purpose of this study is to analyze the different facets of entrepreneur's development and its economic consequences in the State of Gujarat.

Venkatapathy, R. (2006) using purposive sampling technique studied 75 first generation and 58 second generation entrepreneurs. The results of the investigations suggested that first generation entrepreneurs perceive the father as a loving person and parents as encouraging and overprotective. They are influential by the father attribute greater importance to friendship, initiative venture to promote self employment, desire to be a model to others. They consider social awareness

and involvement as essentials for a business venture which are the second generation entrepreneurs perceive the father as being dominant, are not influenced by any one, attribute least importance to friendship adopt a venture to avoid unemployment consider social awareness and involvement as not essential for a business venture.

Ansari & Ahmed (2007) analyzed the relationship between risk taking behaviour and age among entrepreneurs. The late entry of entrepreneurs into business having a higher level of education could be on account of two reasons. First on account of the time they were required to spend on education and secondly on account of their failure to get another job which maintained parity with their higher educational qualifications.

Bholanath Dutta, (2009) in his book, *Entrepreneurship Management: Texts & Cases*, deals in detail on the factors influencing entrepreneurship, viz., education, legality, infrastructure, finance, procedures, IT and communication, rapid changes, size of the firm, R & D and technology, stakeholders and globalization. The author has elucidated the characteristics of a successful entrepreneur at length. According to him, there are many critical factors contributing success such as skills, innovative mind, providing completeness to the factors of production, decision making, creative personality, plan making, dynamic leadership, creator of wealth, self-confidence and ambitiousness, risk bearing, and adventurous mind.

Desai, (2009) in his published book "Environment and Entrepreneur" undertake a review of entrepreneur, entrepreneurship and environmental effects. As per his opinion the concept of entrepreneurship has assumed prime importance both in research and in action for accelerating economic growth in developing countries. He examined entrepreneur and entrepreneurship the person and the process are the critical factors for the growth of organizations. The study brings with the person and the process, conceptual frame work and geographical origins. Concept of entrepreneurial functions and gap in economic theory together with explanations of entrepreneurial talents as a model for environments.

Mohamed, Z., et al. in (2011) examines the effectiveness of informal entrepreneurship extension education among Malaysian farmers especially the members of Farmers' Organization Authority. They found that informal entrepreneurship education is not able to provide the entrepreneurship skills acquisition as expected. The study shows that the level of understanding on "what is entrepreneurship" is still low among the Farmers' Organization Authority (FOA) members. In this regard, efforts should be intensified to improve informal agri-entrepreneurial courses and training, and extension on developing entrepreneurial skill among the farmers.

Briggs Kristina, Henricson, (2013) conducted a study on entrepreneurship as a tool for economic development in Uganda. The main aim of the study is to contributing the knowledge around social entrepreneurship. The study highlighted that entrepreneurship is a key for economic growth is today an important part of national development strategies in both developed and developing countries. The study focuses on how entrepreneurs are supported through business incubators and discuss some implications of business incubators initiatives in developing countries. Further the study suggests that mobilization of entrepreneurship may be more fruitful than attempts to create it, and points that project initiation need awareness of the risk failing into ethnocentric perspective.

Legas Habtamu, (2015) conducted a study on "Challenges to Entrepreneurial Success in Sub-Saharan Africa: A Comparative Perspective". The objective of study was to explore and put in perspective the critical challenges entrepreneurs in Sub-Saharan Africa frequently face gaining ground to start a firm. The results show that cumbersome laws and regulations, corruption, poor infrastructure, lack of finance, lack of strong entrepreneurial training and small market came out as basic obstacles to entrepreneurial success.

3.1 OBJECTIVES OF THE PAPER

1. To study the demographic profile of entrepreneurs.
2. To analyze the major problems faced by entrepreneurs.

3.2 RESEARCH METHODOLOGY

The study was conducted in high hills zones of Himachal Pradesh. Random sampling technique was used for the selection of study area. A sample of 400 respondents was taken on the basis of standard that they should be running their enterprise separately and not in partnership. Enterprises taken up for the study were beauty parlors, handloom units, general stores and bag making units. Well-structured and pretested interview schedule was used for collecting primary data by survey method and secondary data was collected from magazines, newspapers, journals, periodicals, reports, text books and websites.

4.1 DATA ANALYSIS AND INTERPRETATION

This section presents data from the sampled respondents, comprising their Gender, Age, Educational qualification, Occupation, religion, caste and annual Income of the respondents in before business and the range of annual income after business. The Tables 4.1.1 to 4.1.11 contain the profile of the respondents.

Table 4.1.1. Gender wise Distribution of the Respondents

TABLE 4.1: GENDER WISE DISTRIBUTION OF THE RESPONDENTS

Sr. No.	Variables	Frequency	Percent
1.	Male	270	67.5
2.	Female	130	32.5
Total		400	100.0

Source: Field Survey

Note: Figures in the parentheses are percentages to the row totals.

Table 4.1 Shows that the gender wise distribution of the sample respondents. From the total sample a majority group 67.5 per cent are male respondents and 32.5 per cent are female. This refers that majority of the respondents are belonging to male group.

Table 4.1.2. Marital Status of the Respondents

The table 4.2 explains about the marital status of the respondents.

TABLE 4.2: MARITAL STATUS OF THE RESPONDENTS

Sr. No.	Variables	Frequency	Percent
1.	Married	300	75.0
2.	Unmarried	100	25.0
Total		400	100.0

Source: Field Survey

Note: Figures in the parentheses are percentages to the row totals.

Out of the total sample highest group 75.0 per cent were married and the remaining 25.0 per cent are unmarried. This shows that majority of the entrepreneurs were married, 75.0 per cent of the entrepreneurs started their enterprises after their marriage to decrease their family burden with their Family members.

Table 4.1.3. Age of the Respondents

TABLE 4.3 AGE OF THE RESPONDENTS

Sr. No.	Variables	Frequency	Percent
1.	Below 30	109	27.25
2.	30 to 40	190	47.5
3.	40 to 50	90	22.5
4.	50& above	11	2.75
Total		400	100.0

Source: Field Survey

Note: Figures in the parentheses are percentages to the row totals.

The table 4.3 shows that the age wise distribution of sample respondents. Out of the total sample 47.5 per cent were between 30-40 years age group, 27.25 per cent are below 30 years age group, 22.5 per cent are between 40-50 years and 2.75 per cent are 50& above years age group. It may be concluded that majority of the entrepreneurs are between 30-40 years age group.

Table 4.1.4. Education wise distribution of the Respondents

TABLE 4.4: EDUCATION WISE DISTRIBUTION OF THE RESPONDENTS

Sr. No.	Variables	Frequency	Percent
1.	Illiterate	96	24.0
2.	Middle School	161	40.25
3.	High School	66	16.5
4.	HSC Completed	25	6.25
5.	Graduation & above	29	7.25
6.	Any Other	23	5.75
Total		400	100.0

Source: Field Survey

Note: Figures in the parentheses are percentages to the row totals.

The table 4.4 depicts that the educational qualification of the sample respondents. From the total sample a major group 40.25 per cent of middle school followed by 24.0 per cent with illiterate, 16.5 per cent with high school, 7.25 per cent with graduation & above, 6.25 per cent with HSC Completed and the remaining 5.75 per cent with any other. Finally, the table shows that majority of the entrepreneurs are middle School passed.

Table 4.1.5. Religion wise distribution of the Respondents

The distribution of sample respondents by their religion-wise response presented in the above table.

TABLE 4.5: RELIGION WISE DISTRIBUTION OF THE RESPONDENTS

Sr. No.	Variables	Frequency	Percent
1.	Hindu	286	71.5
2.	Muslim	56	14.0
3.	Sikh	41	10.25
4.	Christian	17	4.25
Total		400	100.0

Source: Field Survey

Note: Figures in the parentheses are percentages to the row totals.

Table 4.5 explains the religion wise distribution of respondents. It is observed from the table that the major group 71.5 per cent from the Hindu religion, 14.0 per cent is Muslim religion 10.25 per cent are Sikh religion and 4.25 per cent are Christian religion. It may be concluding that majority of the respondents are from the Hindu religion.

Table 4.1.6. Caste wise distribution of the Respondents

TABLE 4.6: CASTE WISE DISTRIBUTION OF THE RESPONDENTS

Sr. No.	Variables	Frequency	Percent
1.	SC	166	41.5
2.	ST	115	28.75
3.	OBC	62	15.5
4.	General	57	14.25
Total		400	100.0

Source: Field Survey

Note: Figures in the parentheses are percentages to the row totals.

The distribution of sample respondents by their caste-wise response presented in the table number 4.6. The major groups 41.5 per cent from Schedule Caste, 28.75 per cent are Schedule tribes 15.5 per cent are OBC and 14.25 per cent are general categories. Finally, the table shows that majority of the respondents are from the Schedule Caste.

Table 4.1.7. Residential Status of the Respondents

TABLE 4.7: RESIDENTIAL STATUS OF THE RESPONDENTS

Sr. No.	Variables	Frequency	Percent
1.	Rural	227	56.75
2.	Urban	173	43.25
Total		400	100.0

Source: Field Survey

Note: Figures in the parentheses are percentages to the row totals.

Table 4.7 reveals that out of the total sample 56.8 per cent respondents are said that they belong to the rural area and 43.25 per cent are belong to the urban area. This shows that majority of the respondents, 56.75 per cent are belonging to the rural area of Himachal Pradesh.

Table 4.1.8. Type of the Family

TABLE 4.8: TYPE OF THE RESPONDENTS FAMILY

Sr. No.	Variables	Frequency	Percent
1.	Nuclear Family	253	63.25
2.	Joint Family	147	36.75
Total		400	100.0

Source: Field Survey

Note: Figures in the parentheses are percentages to the row totals.

It is observed from the table 4.8 that out of the total sample 63.25 per cent respondents are said that they belong to the nuclear family and 36.75 per cent are belong to the joint family. Further the table shows that majority of the respondents, 63.25 per cent are belonging to the nuclear family.

Table 4.1.9. Employment Status of respondents

TABLE 4.9 EMPLOYMENT STATUS OF THE RESPONDENTS

Sr. No.	Variables	Frequency	Percent
1.	Self Employed	82	20.5
2.	Full time employee	28	7.0
3.	Unemployed	114	28.5
4.	Part time employee	121	30.25
5.	Any other	55	13.75
Total		400	100.0

Source: Field Survey

Note: Figures in the parentheses are percentages to the row totals.

The employment status of the respondents is presented in the table 4.9. From the total respondents' majority of them 30.25 per cent are in Part time employee followed by 28.5 per cent unemployed and 20.5 per cent were self employed, and from the remaining 13.75 per cent involved from any other business and 7.0 per cent are full time employees. The results show that the majority of the entrepreneurs are 30.25 were part time employees.

Table 4.1.10. Annual Income of the respondents before business

TABLE 4.10: INCOME WISE DISTRIBUTION OF THE RESPONDENTS BEFORE BUSINESS

Sr. No.	Variables	Frequency	Percent
1.	below 1 lakh	219	54.75
2.	100000 to 200000	140	35.0
3.	200,000-300,000	27	6.75
4.	300000 & above	14	3.5
Total		400	100.0

Source: Field Survey

Note: Figures in the parentheses are percentages to the row totals.

Table 4.10 examined that the income wise distribution of respondents before business and the range of annul income at their entry time. From the total sample major groups 54.75 per cent were between less than 1 lakh, followed by 35.0 per cent 1 lakh-2 lakh, 6.75 per cent were 2 - 3 lakhs, and the remaining 3.5 per cent were 3 lakhs and above. It can be observed that majority of the respondents have less than 1 lakh, per annum at the time of their entry.

Table 4.1.11. Annual Income of the respondents after business

TABLE 4.11: INCOME WISE DISTRIBUTION OF THE RESPONDENTS AFTER BUSINESS

Sr. No.	Variables	Frequency	Percent
1.	below 1 lakh	142	35.75
2.	100000 to 200000	158	39.5
3.	200,000-300,000	71	17.75
4.	300000 & above	29	7.0
Total		400	100.0

Source: Field Survey

Note: Figures in the parentheses are percentages to the row totals.

Table 4.11 depicts that the income wise distribution of respondents after business and the range of annul income after entry into business. From the table it is observed that the majority of respondents were 39.5 per cent fit in between 1 lakh -2 lakh, followed by 35.75 per cent less than 1 lakh, 17.75 per cent were 2 - 3 lakhs, and the remaining 7.0 per cent were 3 lakhs and above. It can be observed that majority of the respondents have 1 lakh-2 lakh, per annum after entry into business.

TABLE 4.12: PROBLEMS FACED BY RESPONDENTS IN CONSTRUCT THE ENTERPRISES

Sr. No.	S.A.	A.	N.	D.	S.D	Total	Mean	S. D.	Skw	Kurto-sis	Chi-square	P-value	D.F
1	43(10.75%)	57 (14.25%)	122(30.5%)	131 (32.75%)	47 (11.75%)	400 (100.0)	2.80	1.15	.368	-.615	91.90	.000	4
2	103 (25.75%)	32 (8.0%)	58 (14.5%)	102 (25.5%)	105 (26.25%)	400 (100.0)	2.81	1.54	.304	-1.417	55.32	.000	4
3	89 (22.25%)	29(7.25%)	58 (14.5%)	105 (26.25%)	119 (29.75%)	400 (100.0)	2.66	1.51	.459	-1.258	55.33	.000	4
4	121 (30.25%)	75 (18.75%)	48 (12.0%)	102 (25.5%)	54 (13.5%)	400 (100.0)	3.26	1.45	- .146	-1.445	48.62	.000	4
5	71 (17.75%)	160 (40.0%)	63 (15.75%)	65 (16.25%)	41 (10.25%)	400 (100.0)	3.38	1.23	- .530	-.783	106.45	.000	4
6	62 (15.5%)	145 (36.25%)	121 (30.25%)	64 (16.0%)	8 (2.0%)	400 (100.0)	3.47	1.00	- .241	-.602	145.88	.000	4
7	61 (15.25%)	140 (35.0%)	118 (29.5%)	68 (17.0%)	13 (3.25%)	400 (100.0)	3.42	1.04	- .266	-.604	125.47	.000	4
8	57 (14.25%)	182 (45.5%)	120 (30.0%)	20 (5.0%)	21 (5.25%)	400 (100.0)	3.58	.972	- .800	.714	245.17	.000	4
9	53 (13.25%)	191 (47.75%)	74 (18.5%)	65 (16.25%)	17 (4.25%)	400 (100.0)	3.50	1.04	- .624	-.336	216.0	.000	4
10	21 (5.25%)	67 (16.75%)	183 (45.75%)	104 (26.0%)	25 (6.25%)	400 (100.0)	2.89	.936	.152	-.037	223.25	.000	4
11	112 (28.0%)	141 (35.25%)	81 (20.25%)	33 (8.25%)	33 (8.25%)	400 (100.0)	3.66	1.20	- .766	-.236	114.55	.000	4

Source: Field Survey

Note: Figures in the parentheses are percentages to the row totals.

Notes:

1. Relating to land
2. Availability of raw materials
3. Availability of labour skilled and unskilled
4. Relating to building and machinery equipment
5. Availability of Transport facility
6. Availability of Technical facility
7. Marketing and advertisement
8. Registration, industrial licensing and long term finance
9. New opportunities in respect of Marketing and production
10. Lack of knowledge of science and technology
11. High cost of doing business

4.12 ANALYSIS OF PROBLEMS FACED BY RESPONDENTS IN CONSTRUCT THE ENTERPRISES

RELATING TO LAND

It is obvious from the table that the respondents are disagreed with relating to land. The mean value is 2.80. This is lower than the average mean score. The standard deviation is 1.15. The positive value of skewness.368 shows the responses are towards lower side of mean value. The value of kurtosis -.615 shows that the distribution of opinion is platy kurtic. On the application of Chi square test, calculated value has been found significant at 5 per cent level of significance, therefore a null hypothesis rejects and alternative hypotheses accepts. It can be concluded that the respondents faced problems in construct the enterprises.

AVAILABILITY OF RAW MATERIALS

It is evident from the table that the majority of the respondents are disagreed with availability of raw materials. The mean value is 2.81. This is lower than the average mean score. The calculated value of standard deviation is 1.54. The positive value of skewness.364 shows the responses are towards lower side of mean value. The value of kurtosis -1.417 shows that the distribution of opinion is platy kurtic. On the application of Chi square test, calculated value has been found significant at 5 per cent level of significance, therefore a null hypothesis rejects and alternative hypotheses accepts. It can be concluded that the availability of raw material is not adequate.

AVAILABILITY OF LABOUR SKILLED AND UNSKILLED

It is observed from the table that majority of the respondents are strongly disagreed with availability of labour skilled and unskilled. The mean value is 2.66. This is lower than the average mean score. The calculated value of standard deviation is 1.51. The positive value of skewness.459 shows the responses are towards lower side of mean value. The value of kurtosis -1.258 shows that the distribution of opinion is platy kurtic. On the application of Chi square test, calculated value has been found significant at 5 per cent level of significance, therefore a null hypothesis rejects and alternative hypotheses accepts. It can be concluded that the availability of labour skilled and unskilled are not sufficient for construct enterprises.

RELATING TO BUILDING AND MACHINERY EQUIPMENT

It is observed from the table that mean value is noted more than the average score i.e. 3 at five point scale. The standard deviation is 1.45. The negative value of skewness -.146 depicts that the responses are towards higher side of mean value. The value of kurtosis -1.145 shows that the distribution of opinion is platy kurtic. On the application of Chi square test, calculated value has been found significant at 5 per cent level of significance, therefore a null hypothesis rejects and alternative hypotheses accepts. It can be concluded that the respondents are strongly agree with relating to building and machinery equipment.

AVAILABILITY OF TRANSPORT FACILITY

It is apparent from the table that respondents are agreed with availability of transport facility. The mean value is noted more than the average score i.e. 3 at five point scale. The standard deviation is 1.23. The negative value of skewness -.530 depicts that the responses are towards higher side of mean value. The value of kurtosis -.783 shows that the distribution of opinion is platy kurtic. On the application of Chi square test, calculated value has been found significant at 5 per cent level of significance, therefore a null hypothesis rejects and alternative hypotheses accepts. It can be concluded that the availability of transport facility is suitable for respondents.

AVAILABILITY OF TECHNICAL FACILITY

It is clear from the table that availability of technical facility is quite better. The mean value is noted more than the average score i.e. 3 at five point scale. The standard deviation is 1.00. The negative value of skewness -.241 depicts that the responses are towards higher side of mean value. The value of kurtosis -.602 shows that the distribution of opinion is platy kurtic. On the application of Chi square test, calculated value has been found significant at 5 per cent level of significance, therefore a null hypothesis rejects and alternative hypotheses accepts. It can be concluded that the respondents are agree with availability of technical facility.

MARKETING AND ADVERTISEMENT

From the table it is estimated that majority of the respondents are agree with marketing and advertisement. The mean value is noted more than the average score i.e. 3 at five point scale. The calculated value of standard deviation is 1.04. The negative value of skewness -.266 shows the responses are towards higher side of mean value. The value of kurtosis -.604 shows that the distribution of opinion is platy kurtic. On the application of Chi square test, calculated value has been found significant at 5 per cent level of significance, therefore a null hypothesis rejects and alternative hypotheses accepts. It can be concluded that the marketing and advertisement are suitable for construct enterprises.

REGISTRATION, INDUSTRIAL LICENSING AND LONG TERM FINANCE

It is revealed from the table that majority of the respondents are agree with registration, industrial licensing and long term finance. The mean value is noted more than the average score i.e. 3 at five point scale. The calculated value of standard deviation is.972. The negative value of skewness -.800 shows the responses are towards higher side of mean value. The value of kurtosis .714 shows that the distribution of opinion is leptokurtic. On the application of Chi square test, calculated value has been found significant at 5 per cent level of significance, therefore a null hypothesis rejects and alternative hypotheses accepts. It can be concluded that respondents are agree with registration, industrial licensing and long term finance for enterprises.

NEW OPPORTUNITIES IN RESPECT OF MARKETING AND PRODUCTION

From the table it is estimated that majority of the respondents are agree with new opportunities in respect of marketing and production. The mean value is noted more than the average score i.e. 3 at five point scale. The calculated value of standard deviation is 1.04. The negative value of skewness.624 shows the responses are towards higher side of mean value. The value of kurtosis -.336 shows that the distribution of opinion is platy kurtic. On the application of Chi square test, calculated value has been found significant at 5 per cent level of significance, therefore a null hypothesis rejects and alternative hypotheses accepts. It can be concluded that the majority of the respondents are agree with new opportunities in respect of marketing and production for enterprises.

LACK OF KNOWLEDGE OF SCIENCE AND TECHNOLOGY

It is revealed from the table that the respondents are lack of knowledge of science and technology. The mean value is 2.89. This is lower than the average mean score. The calculated value of standard deviation is.936. The positive value of skewness.152 shows the responses are towards lower side of mean value. The value of kurtosis -.037 shows that the distribution of opinion is platy kurtic. On the application of Chi square test, calculated value has been found significant at 5 per cent level of significance, therefore a null hypothesis rejects and alternative hypotheses accepts. It can be concluded that the respondents are not fully aware about science and technology.

HIGH COST OF DOING BUSINESS

It is clear from the table that the respondents are agree with high cost of doing business for enterprises. The mean value is noted more than the average score i.e. 3 at five point scale. The calculated value of standard deviation is.120. The negative value of skewness -.766 shows the responses are towards higher side of mean value. The value of kurtosis -.236 shows that the distribution of opinion is platy kurtic. On the application of Chi square test, calculated value has been found significant at 5 per cent level of significance, therefore a null hypothesis rejects and alternative hypotheses accepts. It can be concluded that the respondents are agree with high cost of doing business for construct enterprises.

Table 4.13 Reliability Statistics**TABLE NO. 4.13**

Cronbach's Alpha	Cronbach's Alpha Based on Standardized Items	Number of Items
0.685	0.691	11

The results of reliability statistics have been presented in table 4.2. The reliability of the construct is determined by computing the Cronbach's alpha. Cronbach's coefficient alpha value of 0.6 is considered acceptable for the exploratory purposes, 0.7 is considered adequate and 0.8 good for confirmatory purposes. The reliability of the construct is determined by computing the Cronbach's alpha.

Further, table reveals that the Cronbach's alpha value based on standardized items obtained is 0.691 which shows considered acceptable reliability of the scale. The overall reliability and validity of the scale as depicted by Cronbach's alpha is nearest 0.7, therefore it is valid to use this scale.

MAJOR FINDINGS

- The majority of the respondents are belonging to male group.
- The majority of the respondents are belonging to male group.
- It may be concluded that majority of the entrepreneurs are between 30-40 years age group.
- It may be concluding that majority of the respondents are from the Hindu religion.
- The majority of the respondents are from the Schedule Caste.
- The majority of the entrepreneurs were part time employees.
- It can be observed that majority of the respondents have less than 1 lakh, per annum at the time of their entry.
- It can be observed that majority of the respondents have 1 lakh-2 lakh, per annum after entry into business.

CONCLUSION

Entrepreneurship development programmes may be defined as a programme designed to help an individual in strengthening his entrepreneurial motive and in acquiring skills and capabilities necessary for playing his entrepreneurial role effectively. Entrepreneurs faced following problems i.e. financial and marketing production, work place facility, health problems, availability of long-term finance, regular and frequent need of working capital, poor location of shop, lack of transport facility, non-availability of raw material. The government needs to take necessary action and organize awareness programmes on Entrepreneurship development and training programmes. Guidelines framed as a solution to these problems can help entrepreneurs to deal with these problems effectively.

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