CHAPTER NO.II
RESEARCH METHODOLOGY

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2.1 LITERATURE REVIEW

Introduction

This section covers the review of the existing literature on Entrepreneurship Development through studying books and research based articles.

The main purpose of this chapter is to review the nature and content of Entrepreneurship Development as discussed in books and researched based articles. It is an attempt to identify the gap in the existing literature and make a modest effort to fill – up the gap though study, data analysis, interpretation of facts and figure and qualitative studies through interviews and opinion surveys.

The researcher has concentrated on following research-based books and research based articles in addition to general reviews of the various research articles in Entrepreneurship Development.

Though a systematic documentation of Entrepreneurship Development Programs and their effectiveness in India is yet to be done some limited facts available provide an insight into the spread and effectiveness of EDPs and, would help in identifying gaps.

General reviews of the various research articles in Entrepreneurship Development.

So far 16 evaluation studies have been conducted on entrepreneurship development program by various organizations and individuals.

A team of researchers and experts appointed by the Gujarat Corporation to evaluate the EDPs, which were pioneered and funded by them, made one of the earliest attempts in this direction. The study focused on the effectiveness of the
selection tools, training inputs, and impact of AMT, training pedagogy and faculty, and organizational structure of EDPs, conducted by EDP cell of GIIC in Gujarat. It supported the selection techniques based on behavioral /psychological instruments, EDP trainers' inputs and trainers' role. However it could not throw light on the performance of units started by EDP trained entrepreneurs, as most had not been in business for more than three years when the study was undertaken. Another study during the same period was conducted by SIET. However in this study program related issues were given only passing reference.

Almost thirteen years after the GIIC study, SBI's Evaluation and Monitoring Cell undertook evaluation of EDPs conducted by SBI. Major objectives of this study were to assess overall success of these EDPs in terms of startup rates, performance of the units started by EDP trained entrepreneurs and problems and prospects of the SBI-EDP.

Similar studies have been conducted by EDI in 1989, and 1991, to evaluate EDI-EDPs and EDPs conducted by NECON by National Institute of Small Industry Extension and Training (NISIET) to evaluate NISIET-EDPs organized in North Eastern states between 1985-90 and by North Eastern Industrial and Technical Consultancy Organization (NEITCO) conducted between 1985-1990.

Another set of studies was undertaken with similar objective as in SBI or EDI studies, but confined to specific states. These are the studies conducted by V.G. Patel (1985) for CED, Ahmedabad, MITCON (1988) for Maharashtra, Directorate of Evaluation Government of Gujarat (1988) for CED, Gujarat, and by Manajit Singh (1990) for NITCON, Chandigarh. All these studies were undertaken with the objectives of assessing the success of EDPs conducted by the EDP organizations in the respective states.

By keeping a control group of non-trained entrepreneurs the Patel study attempted to assess the effectiveness of EDPs including financial performance of the unit. However, Patel found that the EDP trained entrepreneurs had performed
significantly better in terms of successful management of the venture. This study was confined only to Gujarat.

These studies, though valuable in addressing the state specific and organization specific performance of EDPs, do not provide insight into the interstate or inter-organizational variations in their performance.

There are two more studies, which make inter organizational comparison of the performance of EDPs. The first study was conducted by EDI in 1987. Besides inter organizational comparison, the study carried out a comparative analysis of EDP trained and non - trained entrepreneurs. It observed that the performance of trained entrepreneurs was significantly better than the non - trained entrepreneurs. It also indicated that EDP inputs were reasonably effective. The second study was conducted by North-Eastern council to evaluate EDPs organized by NISIET, NITCO and NECON in the North- eastern states. However, the study did not focus its attention on inter-organizational differences in the performance.

However study, conducted by the Mahajan across two regions viz., Rajasthan and the North-Eastern region was different. The study compares the performance of the ventures launched by the EDP trained entrepreneurs vis-à-vis Non - trained entrepreneurs (control group), and observed that trained entrepreneurs were significantly better than the non-trained ones with regards to profits, earning, employment creations.

During the period of April 1970 to March 1986, 376 EDPs have been conducted in Gujarat and effectiveness of these EDPs was reported to be about 62%. In Pondichery, the effectiveness of 32 EDPs conducted during the period 1985-87 ranged between 22% in 1985 and 51% in 1987.

In the state of Maharashtra and Goa 88 potential entrepreneurs were trained during the year 1974 through several EDPs and the overall effectiveness was reported to be 35%. Effectiveness of EDPs conducted in other five districts of Maharashtra during the year 1976 and 1977 was reported to be 13%. The state Bank of India
had conducted 104 EDPs in its 13 circles till 1985 and effectiveness of these EDPs was reported to be about 28%.

From this limited available information it could be seen that EDPs have been conducted throughout the country and their effectiveness has been varying from one region to another.

60 to 70% success is expected from an EDP conducting agency from funding agencies like National Financial Institutions, Commercial Banks and Government Departments (Particularly Department of Science and Technology) to show good performance.

Not much information at present is available on the reasons for not setting up of enterprises by a good proportion of the candidates trained through a variety of EDPs. This shows the need of collection and analysis of such information for identifying weaknesses in the process of EDP, if any, and for evolving the strategy to overcome them in future. This is more important keeping in view the rapid growth of population, causing acute unemployment problem.

This situation can be seen from another side. Even though entrepreneurship has acquired one of the most promising research field in management, over the last one-decade, and this focus has resulted in a significant increase in the amount of research effort being devoted in the subject. However, not much attention has been given to some areas like effectiveness of these EDP training. Entrepreneurship research has surfaced in the areas of history, cultural anthropology, Sociology, Political Science, Economics, Education and Mass Communication\(^1\) During this period researchers have attempted to develop a typology of entrepreneurship and small business, which has given a shape to the research framework. Right from theory building entrepreneurship research has been extended to many facets of the subject\(^2\)
The paper presented at National Seminar on Current Research In Indian Entrepreneurship offers more elaborate information on this issue. As per research paper, the category encompassing most studies was Entrepreneurship Education and Training (41.76%), followed by Entrepreneurial Infrastructure and Government Regulations (21.98%), Sickness (14.29%), and Personality Characteristics (10.98%). Paper focuses highly on Entrepreneurship Education and Training, which can be attributed to two themes focused: conference \ workshops which exclusively deal with this theme. Otherwise, negligible work has been done in this area. The least addressed topic was Technology and R & D (2.20%). Other areas like Personal Management, start-ups, financing and venture capital, accounting practices, strategy and growth, were not even touched or they were ignored.

'Not much research has been carried out to ascertain the effectiveness of these entrepreneurship development programs being conducted by over 600 institutes in India'.

'Most of the studies are based on limited empirical research. They are by and large theoretical propositions or observations without the necessary support of data'.

While a comprehensive study of assessment of EDPs was conducted by EDI-I, much of the data pertains to the programs conducted in the state of Gujarat and is further limited to programs either conducted or sponsored by EDI-I itself. Thus these studies do not give an idea of the effectiveness of these programs in other milieus and when conducted by other institutions.

Invariably, different organizations, though running same program, will differ in many respects. Hence, there is a need to evaluate the training program run by different organizations so as to identify institutional variations, to improve the effectiveness.
Under the changing industrial / economical scenario, the government policy may gradually change. The subsidies may gradually vanish, incentives get reduced, and rate of interest made on par with other large scale or medium scale industries. Since banks will have the right to operate their own activities to suit their own interests, the interest rates may also vary, possibly negatively for new entrants in the field of entrepreneurship, i.e. the interest rates for new entrepreneurs may be higher than those for medium and large scale industries. In view of this changing scenario, the entrepreneurship development model in practice for the last thirty years may have to change substantially.

The existing EDII-EDP model consists of introduction to infrastructure agencies, government policies, entrepreneurial motivation, business opportunity guidance, project formulations, etc. In this model, more stress has been given to entrepreneurial motivation, infrastructure development, and government policies and schemes. Over a period, as a result of the changing scenario, even the government agencies will try their best to be self, which case, government help to the industrial sector may become a qualified one rather than a general welfare measure. Subsidies, incentives etc. are therefore likely to go on reducing. They will possibly vanish at a later date. Infrastructure may also have to be developed by private sector rather than government agencies. The current practice and business opportunities based on the list of reservation of industries for small-scale sector, etc. may also disappear. In its place new opportunities may have to be identified.

In addition to, researcher has concentrated on following research-based books and research based articles in Entrepreneurship Development.
ARTICLE 1:

Title


In this article author has examined the self-perception and career goals of management students and entrepreneurship potential among them through data collected from management students.

They have found that,

- One-fourth management students revealed their interest of engaging in business.
- Around 30 –35% students wanted to start new business and enter into family business.

On this background authors have come out with following suggestions.

- There is need to inculcate entrepreneurial spirit in the education system (right from the KG to PG) rather than inducing it deliberately when there is no other go.
- Creation of favorable environment to promote entrepreneurship among management students is necessary.
- Seminars, workshops and conferences on the topic should be arranged for reinforcing and sustaining student’s interest in the new career options.
- Training should include inputs for developing achievement motivation, skills for project identification, implementation and appraisal as well as other entrepreneurial skills.
- 6 weeks in-plant training should be arranged to observe management practices and business behavior.
- Real project should be given to the participants on similar lines of the ‘Junior Achievement Programme’ in the U.K. which would include formation of company, manufacturing, sales, selections of personnel etc. for the year.
Organization should have a consultancy division for solving problems of small and medium entrepreneurship.

Trainers should be committed and dedicated and should have industry / trade exposure.

Post training support and follow up till the entrepreneurs reach break-even point.

Care, counselling and guidance are necessary to help the students to initiate and sustain entrepreneurial activities.

**ARTICLE 2:**

*Title*


Author has tried to evaluate Entrepreneurship Development Programmes using secondary sources, mostly articles written by other authors. Most of the part of the article has been devoted to explain what are entrepreneurship, entrepreneurship development and problems associated with it, and role of entrepreneurs.

In the later part of the article, author has summarized the problems associated with EDPs and also has listed suggestions to overcome these problems.

*Problems author has noted are as follows:-*

- Society's security-oriented approach and non-encouraging attitude towards the entrepreneurship.
- Low Institutional commitment of the institutions for the local support to the entrepreneurs and marketing of the product as well.
- Casual approach of participants toward the training.
- Attitude of Participants. They only think about getting loan. Training is completed mainly to secure loan.
- No standard syllabus has been formed.
- Lack of feed back from participants.
Even though some courses have included Entrepreneurship Development, as a one of the subjects. However this is more academic than practical. Instructors or faculty members who are taking EDP are also not specialized. Students also take this as easy subject and easy to get through.

Suggestions:

- To develop positive attitude towards entrepreneurship, the subjects should be taught from school level.
- Entrepreneurship Development should be the Mass movement.
- Changing the attitude of the financial institutions / bank is necessary. These institutions should be more supportive.
- Need of wide comprehensive curriculum focusing towards changing the attitude and the mindset of the participants from service oriented (paid job) activities to risk bearing attitude (self employment).
- Proper identification and selection of the participants should be done.

ARTICLE 3:

Title

Entrepreneurship Development Programmes (EDPs) and the development of entrepreneurs: Uday Kumar M.A. (SEDME Dec. 2002 pp.88 to 95)

The paper attempts to see how EDP has succeeded in developing entrepreneurs and in achieving socioeconomic transformations through assessing:

- The role of EDP in converting potential entrepreneurial talent into actual entrepreneurs in terms of setting up of and managing a unit.
- The reasons for the failure of entrepreneurial trainees in terms of inability to set up a unit and managing it.

Other objectives of the study were,

- To analyze whether EDPs have succeed in widening the socioeconomic base of entrepreneurs.
To suggest modifications to the present EDPs in the light of the study.

Data was collected from entrepreneurs trained by Science and Technology Park (STEP) at the Karnataka Regional Engineering College (KREC).

Finding of the study are summarized in the following points.

- Majority of the participants had already decided to start a business prior to attending the EDP. In this case the main objectives of the EDP i.e. enhancement of the achievement motivation was less relevant since they are already motivated.
- Educational background of participants belonging to dominant communities was good.
- EDP has a marginal effect in converting potential entrepreneurs into actual entrepreneurs.
- Strong financial base and family support are necessary to start and marginalize a business.
- EDP has not succeeded in widening the socioeconomic base of entrepreneurs in Dakshina Kannada.
- Unless prospective entrepreneur’s socioeconomic support is strong enough to shoulder business related risks, one can hardly become an entrepreneur. Entrepreneurship is confined to these sections of the society, which are socially and economically strong. That is why EDP has not succeeded in attracting entrepreneurs from the lower strata of the society, which are socially and economically weak.
- Author has given some suggestions to improve the effectiveness of the programme. They are listed below.
- There is no need to take separated EDP for persons with science and technology background.
- Selection of participants should be strict according to the norms.
- Need of continuous support for entrepreneurs by disseminating information through circulars, workshops and seminars etc.
- Database useful to the entrepreneurs should be maintained.
The duration of the programme should be extended so as to extensively deal with important entrepreneurs related areas.

It is necessary to improve the managerial efficiency. Need based training should be provided.

ARTICLE 4:

Title

Education in Entrepreneurship Development: V. Murugesan and C. Thangamuthu. (Productivity Vol. 42 No.4 Jan-March 2002 Pp 630 to 635)

Author has tried to assess the effected of technical education on entrepreneurship development through data collected from First Generation entrepreneurs, were running business at the time of study.

Objective:

To analyze whether technical education makes a tangible difference in success of entrepreneurship Development.

Findings:

- Most of the entrepreneurs in all 3 groups of Industries i.e. small, medium and large have entered in to the field only after previous experience on the same are related lines.
- Majority of tiny scale entrepreneurs have been previously industrial workers, Small-scale entrepreneurs have worked as supervisors and medium and large-scale entrepreneurs had the experience as industrial managers.
- Majority of entrepreneur have been motivated mainly by urge to attain economic independence and get self-employment.
- Only 16.80 of tiny scale entrepreneurs had some technical education. 50% of small-scale entrepreneurs had higher and professional (technical)
qualifications. 40% of medium and large-scale entrepreneurs were engineering graduates.

- There is no significant difference between performance of technical and non-technical entrepreneurs in terms of capital utilization, workers, turnover and profit.
- More than the type of education (technical/non technical), experience and other promotional factors may play a vital in nurturing entrepreneur's qualities performance.

**ARTICLE 5:**

**Title**


**Objective:**

To analyze the impact of training on ED in the twin cities of Hubli- Dharwad

**Findings:**

- Other thing being equal, the better would be the benefit, with longer duration of course, than shorter one.
- Entrepreneurs who had been trained for 2 weeks are more in number in the manufacturing and trading units.
- 93% participants started their units within 6 months.
- Only 12.5% entrepreneurs preferred to continue with the started business.
- Shorter training period had created positive entrepreneurial skills than longer training period.
- Understanding of importance of a clear vision or mission is seen among all entrepreneurs.
- Programmes have heightened the importance of quality among entrepreneurs.
Suggestions

- Continuous monitoring of results of the training to ensure that benefits from training are felt continuously.
- Flexible training period taking into account the education and experience level of trainees.
- Highly competent, devoted and motivated faculty for imparting training should be appointed.
- Guest faculty from diverse fields like banks, insurance sectors, government department, successful businessman, officials from Chamber of Commerce should be invited.
- Training input also includes aspects like social or ethical side of business - dangers of profiteering; speculations adulteration, price manipulation etc. should be high-toned.
- Particular importance should be given on development of managerial skills.

ARTICLE 6:

Title

ED in India: A Review: S. Prem (SEDME XXV (3), Sep. 98, pp.1-5)

In this article the author has made SWOT analysis of the existing Entrepreneurship Development Programmes and emphasizes on induction of new approach to meet the emerging needs of the twenty first century.

Findings

According to the author,

- Growing awareness and positive attitude about entrepreneurship, involvement of large number of institutions in imparting entrepreneurial education, all aspects necessary for development of entrepreneurs are taught including finance, marketing and feasibility reports, arrangement of Implant training and follow up in the programme are some of the strong points of the programme.
• Inadequate spread of entrepreneurial education in the country, lack of goal clarity, poor network, outdated EDP model, programme input, a low quality, poor identification of the projects opportunities, bureaucratic attitude of the financial institutions, no match between the theory and practical experience, inability of training to develop skills in marketing among EDP participants, half hearted involvement of participants in the course, lack of implant training, weak follow up, are major weaknesses of the programme.

• Scope for entrepreneurial education at all levels, for research to develop new EDP model, for better networking among large number of EDPs, to change the attitude of the financial institutions through training, to give more emphasis on marketing skill development and preparation of feasibility report for the identified projects, for development of suitable mechanisms for implant training and follow-up support & guidance and counselling, are opportunities for the programme.

• Inadequate qualified personnel, skepticism about the ED education these are some of the important threats.

Suggestions:

• There is a need to change the thinking

• ED should be an integral part of school education at plus two level: The idea is to catch them young.

• Development of skills suited to the 21st century.

• Newer approach to be developed for ED

ARTICLE7:

Title

EDP model for 21st century – A futuristic review by Rahul Mitra, Chandrasekhar Bhosale Guided by S. L. Soman, Executive director, MCED
**Findings**

This is an experience from one of its programs organized at Thane. This program was non-funded one. i.e. the program was not supported by any organization. The participants paid a fee of about Rs. 3000/-. Most of the participants of this program put forth their views saying that they did not want any information in respect of MIDC, MSFC, and SICOM. etc., the state agencies for providing infrastructure support. According to participants, MIDC had no plots in Thane. The participants did not want to go far away from their houses to set up an industry. Naturally information related to MIDC was of no use. They had more or less similar observations about MSFC finance. They therefore insisted that they will be given information in the entrepreneurship development program on how to raise finance, arrange land / building etc. without government support.

**BOOKS**

**BOOK 1**

*Title*

Evaluation of Entrepreneurship Development Programmes By Dinesh N. Awasthi, Jose Sebastian, Saga Publications, New Delhi

The book is based on thorough research conducted by the authors. Various aspects like need of evaluation, effects of Entrepreneurship Development Programme, impact in term of creation of new enterprises, generation of new jobs, setting up of small industries, successfully running of business etc. , related to EDP.

Research study is based on fieldwork. Authors have enumerated various reasons for need for evaluation of EDP. The various reasons given are

1. No comprehensive evaluation of EDP at national level so far to measure its impact, study cost benefits analysis, to assure the fulfillment of the objectives.
2. There are some evaluation studies conducted on EDP by various organisations and individuals with varying objectives, coverage and context. However the common element he has identified is that in all the studies assessment of the impact of EDPs is loosely defined.

3. At the end authors have concluded that though several attempts are made to evaluate EDPs they are not comprehensive especially in terms of their coverage. Studies do not have a clear definition of impact and effectiveness to draw any meaningful conclusion, which could be generalized. There is need for comprehensive evaluation study enveloping all the major states and ED organization involved in conducting EDP.

Specific objectives of the study given are -

- To assess the degree of success of EDPs
- To find out the factors responsible for success of EDP
- To understand the role of support organization in the performances of EDP, and
- To evolve an effective strategy for EDPs for drawing attention for planning, policymaking and implementations

Authors has advocated two approaches to evaluate EDP, On hand it could be viewed as an enterprise building activity and on the other hand as a human resource development strategy.

That if, the objective of EDP is held to be enterprise creations, EDP can be evaluated in terms of the numbers of units started by the trainees. Thus higher the number of units started by the trainees, more successful will be the EDP.

Second view holds that the contribution of EDP, goes much beyond enterprise creation .It covers objectives like to inculcate entrepreneurial values in a society where environment for natural supply of entrepreneurs may not be very conducive, to widen the base of entrepreneurial supply by bringing such young potential entrepreneurs into the fold of entrepreneurship.
In study effectiveness is measured in terms of,

1. The number of new enterprises created by EDP trainees.
2. The type of emerging entrepreneurship (at first generation, non-business communities are encouraged to take up entrepreneurship career etc.)
3. Creation of viable units by the trainees.

Authors have come out with following major findings.

1. 66.6% trainees those who started business belonged to traditionally non-business communities. They have concluded that EDPs have helped in diversifying the base of entrepreneurial supply by reaching out to non-business communities.
2. More than 91% of the ventures are running successfully.

**In nutshell the need of the present study arise out of,**

- Not much research has been carried out to ascertain the effectiveness of Entrepreneurship Development Programs being conducted by over 600 institutes in India independently. Therefore there is no sufficient information available on effectiveness of the EDPs conducted by various organizations.
- To identify the reasons for not setting of own unit by large number of course participants.
- To study suitability of the existing model of the EDP in changing world.
- To evolve a new, changed model of EDP, if required which suits to the changing world.
- While a comprehensive study of assessment of EDPs was conducted by EDI-I, much of the data pertains to the programs conducted in the state of Gujarat and is further limited to programs either conducted or sponsored by EDI-I itself. Thus it does not give an idea of the effectiveness of these programs in other areas and when conducted by other institutions.
- Different organizations, though running same program, will differ in many respects. Hence, there is a need to evaluate the training program run by
different organizations so as to identify institutional variations, which improves the effectiveness.

- And more importantly, when training is out come of the long-term strategy, part of long range planning, requires huge organizational set up, large money and human resources. It becomes necessary to evaluate ALL programmes for their effectiveness, understanding strong points and weaknesses, for taking correctives steps to increase it overall effectiveness and impact.

References


2. Wortman. Maxs. (Jr)." A unified framework, research typologies and research prospectus for the


19. Singh Manjit, an Evaluation Study of Entrepreneurship Development Program (EDPs) conducted by NITCON Patiala Department of Management Studies (Punjab University) August 1990.


2.2 RESEARCH METHODOLOGY

2.2.1 Introduction

The study is mainly descriptive in nature. As the specific objectives of the study were to understand the effectiveness of the EDPs, the study covers aspects like socio-economic background, the nature of enterprises and participants, perceptions/opinion on various aspects related to their entrepreneurial activities including the feedback on the EDPs attained by them.

The entire Research Study was carried out in various stages. These stages, with activities carried out in each stage, are discussed below under various headings.

2.2.2 Planning of the Research Study

The planning of the research study and collection of Secondary Information was the prime activity undertaken at this stage.

The planning of the study included activities like identification of the respondent, preparing questionnaire, testing of questionnaire through pilot field study, finalizing of questionnaire, collection of data through finalized questionnaire, etc.

After decision on the research topic was taken, the next work was to inform and obtain official permission from MCED authority to conduct research study. That permission was obtained from MCED Head Office located at Aurangabad.

2.2.3 Desk research

Desk research was carried out to gather necessary secondary data (data which has already been published) and other information for completing planning of research study. The information and data thus collected through desk research was then used for planning the research study. All this information was gathered from various sources, like Libraries, Institutions, etc. A special visit was done to MCED offices at Aurangabad and Pune to understand details about EDPs conducted by them.
2.2.4. The respondents
The study specially based on the feedback received from the participants who had participated in the EDPs (General Category) conducted by the MCED. Therefore the main respondents were these participants of the EDP.

2.2.4a Source of respondents
MCED, Pune was the main source of EDP trained candidates. The list of the EDP trained candidates was obtained from MCED. Classified list of the EDP trained candidates based on their present position of occupation / Income source was not available with MCED. Therefore the available list was collected.

2.2.4b Classification of the EDP trained candidates.
Classification of the EDP trained candidates based on their entrepreneurial career was very necessary to get an overview of the present status of income source. However this type of detail information was not available with the MCED.

To collect this necessary information it was decided to send letters to the trained candidates asking them to furnish information on their present occupational status. A special form was prepared to get this information and this was sent to trained candidates with covering letters. Initially, letters were sent to 50 candidates irrespective of their geographical location. However the response was very poor, even though the information expected was very primary and was limited to only one page. Only two candidates responded positively to this type of exercise. Five letters came back with Post Master’s remarks of ‘Not Found’.

With this experience, it was then decided to contact personally, few trained candidates to get better view of the present status of the EDP trained candidates for finalizing the research study. Therefore around 25 candidates from Pune City were contacted and meetings were arranged with them. The information was utilized for deciding the categories of the trained Entrepreneurs. Based on this information EDP trained candidates were classified in to following five categories:-
1. Those who have existing business
2. Those who have set up business and then closed down.
3. Those who have tried to set up own business however could not set up.
4. Those who are still in the process of setting up of the business.
5. Those who did not even try to set up business.

2.2.5 Geographical coverage
Pune based (Municipal Limits of the Pune City and Pimpri – Chichwad) EDP trained candidates were considered for the present study purpose. Taking into account poor response obtained from the candidates to initial letter, and size of the questionnaire, it was planned to fill the questionnaire by personnel interview method. Again considering the geographical spread of the candidates and time required to fill each questionnaire it was decided to contact only Pune based candidates.

2.2.6 Universe or Population
"Trainees who had completed Entrepreneurship Development Program (General Category) organized by Maharashtra Center for Entrepreneurship Development. (MCED) Pune during 1992 to 2002.

2.2.7. Sampling
2.2.7.1. Sample size
Out of list of 359 trained candidates it was planned to contact 100 (around 30%) trained candidates/participants to gather information through questionnaire. The number was decided, after considering the experiences obtained from the fieldwork, during the pre pilot and pilot study. During these phases, several participants either could not be contacted in spite of repeated attempts. Some participants directly or indirectly expressed their unwillingness to grant an interview. Thus, the study is based on data collected from 100 participants, who constitute 30% of the universe.
List of 359 participants who had completed EDP during the period 19991 to 2000 was obtained from the MCED. The list also had participants from the other cities like Satara, Wai etc. and near by villages. This list was edited removing the names of the participants, those who had registered out side residential addresses. 61 participants found to be from out side Pune. They were not considered for the contact purpose. Remaining list of participants became the list of contact for the Research Study. Details of contacts made are presented in the following table.

<table>
<thead>
<tr>
<th>Geographical location of the EDP participants</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Geographic status</strong></td>
</tr>
<tr>
<td>Within limit of Pune (PMT) &amp; Pimpri-Chichwad (PCMC)</td>
</tr>
<tr>
<td>Out side of the Limit</td>
</tr>
<tr>
<td><strong>Total</strong></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Status of the contacts made (1)</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Status of contact</strong></td>
</tr>
<tr>
<td>Contacted</td>
</tr>
<tr>
<td>Not Contacts</td>
</tr>
<tr>
<td><strong>Total</strong></td>
</tr>
</tbody>
</table>

160 (53.70% ) participants were contacted during the data collection phase to collect 100 fruitful questionnaire complete with all respects.

<table>
<thead>
<tr>
<th>Status of the contacts made (2)</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Status of contacts</strong></td>
</tr>
<tr>
<td>Fruit full contacts</td>
</tr>
<tr>
<td>Incomplete / wrong address</td>
</tr>
<tr>
<td>Shifted to other place</td>
</tr>
<tr>
<td>Out side India</td>
</tr>
<tr>
<td>Non co-operation</td>
</tr>
<tr>
<td>Incomplete Questionnaires</td>
</tr>
<tr>
<td><strong>Total</strong></td>
</tr>
</tbody>
</table>

Those 53.70% participants contacted during the field study, details of the status of the contacts have been presented in the above table.
23.13 % participants had given the wrong or incomplete addresses or the addresses recorded with the MCED were wrong. 6.25 % participants had shifted to other places, in most of the cases out side Pune. One participant (.62%) had gone out side India at the time of the fieldwork. 5% participants were repeatedly non cooperative even after making several phone calls and visiting more than four TO five times. 2.50% questionnaires found to be incomplete at the time of the editing / coding phase, so these were not considered for the analysis purpose. Remaining 62.50% questionnaires were considered for the analysis purpose and have been the base for this Research Study.

2.2.7.2. Sample Selection
Probability sample method has been used for the selection of the sample for the research study. Further simple random sampling method has been used, as population number was small, list of respondents also was available. Other than list, no other information was available like present status of the participants with respect to their entrepreneurial status / occupation, steps taken after completion of EDP etc.

2.2.8. Questionnaire

2.2.8.1 Drafting of questionnaire
To gather desired information to fulfill the objectives of the study, questionnaire was drafted. While drafting of the questionnaire, category of the respondents was taken into consideration to gather maximum information. Broadly questionnaire was divided into 4 main parts namely, personal background, family background, related to their post EDP activity, and feedback on the EDP attended.

2.2.8.2 Testing of the Questionnaire (Pilot Study)
The drafted questionnaire was tested through pilot field study. The purpose of the pilot field study was to test the responses to the questionnaires designed for the research study. A review was taken after few contacts. Necessary changes were made in questionnaire to make questionnaire simpler and friendly to the respondent.
2.10 Collection of data / Field Survey

After the satisfactory result from the pilot field study a detailed field study was undertaken. The data was collected through personal interview, and discussions, with the respondent. The detailed discussions were held with them. In a majority of the cases the researcher contacted each participant 2 to 4 times. In some cases even 5th time. On an average the total time required to complete one interview for filling of questionnaire was two hours. The data was collected during January 1999 to January 2001.

2.11 Data scrutiny, analysis and Thesis writing

The data collected through field study and desk research was then thoroughly scrutinized and analyzed in the line with the objectives of the study. Editing of the questionnaire was done to eliminate errors.

Questionnaire had both type questions i.e. closed ended and open ended. Coding was done for open-ended questions. The codes were manually entered into the code sheeted. This data was then entered into, and processed by a computer. The data has been presented in the form of simple – univariate and bivariate tables. Both actual frequencies as well as percentages (ratio expressed as a rate per hundred) have been mentioned in the tables. Graphic presentation has been done for some data depending upon importance and suitability of graphic presentations. Relationships between different variables have been examined throughout report.

Properly structured data has been analyzed and systemically disseminated in chapters logically linked to arrive at unbiased conclusion.

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