CHAPTER VII

SUMMARY OF FINDINGS, SUGGESTIONS AND CONCLUSION

The final chapter presents the findings of the study and lists down the various aspects and developments of women entrepreneurs in Tirunelveli district. It also includes the suggestions and conclusion of the study.

The objectives of the present study were accomplished in four stages. First of all, the profile of the women entrepreneurs and organizational profile of their enterprise were analyzed to understand the background of the women entrepreneurs. It was followed by the study on various developments among the women entrepreneurs through several development variables under the head of personality development, social development, personal development, innovational development, embankment development and intellectual development. It was carried out to analyze the level of development and its correlates. In the third stage, the analysis was carried out to analyze the different types of constraints faced by the women entrepreneurs during their enterprising. In the last stage, the analysis was carried out to analyze the perception of women entrepreneurs on banking services. The relationship between the women entrepreneurs and the officials of the banking sectors was also analyzed. Results of the analysis were presented and discussed in earlier chapters. The various steps of the study and its findings are summarized in this chapter to draw specific inferences and their policy implications.

The specific objectives of this study are:

I. to know the profile and background of the respondents

II. to bring out the organizational profile of the enterprises of the respondents
III. to analyze the developments in personality, social, personal, innovational, embankment and intellectual of the respondents

IV. to analyze various constraints faced by the women entrepreneurs to run their enterprise

V. to study the overall perception of the respondents on banking service

VI. to offer suitable suggestions based on the findings

The concepts and methodology were formulated according to the objectives of the study with the help of comprehensive reviews of previous studies. The secondary data about the women entrepreneurs were collected from the journals, books, websites and the district profile.

For primary data, 20 women entrepreneurs were identified from each block of Tirunelveli district. Since the district consists of 19 blocks, the total sample size was arbitrarily determined as 380. In each block, 20 entrepreneurs were identified with the help of known entrepreneurs, small traders associations and the local Panchayat-Union Presidents. The data were collected from the women entrepreneurs with the help of a structured interview schedule.

The collected data were analyzed with the help of appropriate tools to examine the profile of the women entrepreneurs, organizational profile of their enterprise, various developments, constraints faced by the women entrepreneurs and perception of the respondents on banking service. The various findings of the present study are summarized below:

7.1 MAJOR FINDINGS OF THE STUDY
7.1.1 Findings on the Personal Profile of the Women Entrepreneurs and the Organizational Profile of their Enterprises

1. 62.63 per cent of the women entrepreneurs do their business as sole proprietorship venture as women managed units in Tirunelveli district. 27.37 per cent and 10 per cent of the total respondents do their business with partnership such as jointly managed unit and men managed unit respectively.

2. The dominant age groups among the respondents are 36 to 45 years (26.58 per cent) and 46 to 55 years (25.79 per cent). The respondents who are in the group of 25 years and below and above 55 years are comparatively less in number.

3. The sample respondents are well educated and 36.05 per cent of the respondents are under graduate degree holders and 21.58 per cent of respondents are post graduates.

4. Regarding the marital status respondents married respondents dominate in all the categories with 56.31 per cent. A maximum of 77.63 per cent of the total respondents belongs to the nuclear family system. 42.63 per cent of the total respondents have a family size of 3 to 4 members and 19.74 per cent have 5 to 6 family members.

5. The study also found that 49.21 per cent of the respondents have two earning members in the family and 20.53 per cent have only one earning member. 40 per cent of the respondents have ₹10001 to ₹15000 as personal income and 30 per cent of the respondents have ₹15001 to ₹20000 as personal income.
The personal income of women managed unit respondents is higher than the income of other category respondents.

6. The occupational background among the respondents is entrepreneurs and private employees with 30.26 per cent and 28.42 per cent respectively. The occupational background of labourer is less quantity among the respondents. The other notable occupational backgrounds among the respondents are government employees and farmers.

7. A maximum of 53.42 per cent of the total respondents were housewives before starting their enterprise and 18.69 per cent of the respondents were unemployed. Minimum of the respondents were either students or in another enterprises.

8. 40.26 per cent of the respondents have not received any training so far and 22.63 per cent of the respondents underwent the training just before starting their business. Only a minimum number of respondents (8.95 per cent) got the training before and after starting the business.

9. Regarding the nature of enterprise, maximum of 26.84 per cent of the respondents run their enterprise related to services based and 25.79 per cent of the respondents run their enterprise related to manufacturing based. Most of the respondents engage themselves in printing and computer based jobs (41.05 per cent) and garments, textile and tailoring (25 per cent). A few number of respondents run beauty parlours (6.32 per cent).

10. The greater part of the respondents (36.85 per cent) has 10 to 12 employees in their enterprise, 29.47 per cent of the respondents have above 12 employees in
their enterprise. A few respondents (2.89 per cent) have 1 to 3 employees in their enterprise. 37.63 per cent of the respondents run their enterprise in their own premises. 28.16 per cent of the respondents run their enterprises in rented premises. 16.05 per cent of the respondents run their enterprises in leased premises.

11. A maximum of 46.84 per cent of the total respondents have 1 to 5 year old enterprises. Only 8.16 per cent of the total respondents have above 15 year old enterprises. Out of 380 respondents, the maximum of 37.37 per cent of the respondents have monthly turnover of above ₹1 to ₹3 lakh in their enterprise and 21.32 per cent of the respondents have monthly turnover of ₹1 lakh or less in their enterprise.

12. Majority of the respondents (37.63 per cent) get ₹20,001 to ₹30,000 as monthly profit in their enterprise followed by the respondents (27.11 per cent) who get ₹10,001 to ₹20,000 as monthly profit in their business.

13. A maximum of 38.68 per cent of the total respondents have become proprietors by created the enterprises themselves. 31.05 per cent of the total respondents have bought the enterprises from others, 18.16 per cent of the total respondents run their family enterprises (Inherited) and 8.95 per cent of the total respondents have leased one.

14. A maximum of 30.79 per cent of the total respondents have registered their enterprises in the District Industries Centre (DIC) at the time of bank loan and a minimum of 18.95 per cent of the total respondents have not registered their enterprises so far in the District Industries Centre (DIC).
15. Out of 380 respondents, the maximum of 42.63 per cent of the respondents have association membership with related trade association, 24.47 per cent of the respondents are members of other local associations, 16.32 per cent of the respondents have association membership with association of women entrepreneurs, 10.26 per cent of the respondents have association membership with self help groups and 6.32 per cent of the respondents do not have any association membership.

7.1.2 Findings on Various Developments of the Women Entrepreneurs

1. There is a significant development on the selected variables such as planning, information seeking, problem solving, confidence, honesty, faithfulness, persuasiveness, positive environment, social and family responsibilities, decreasing social barriers, financial, workplace, environmental, marketplace, values, managerial skill, best quality production, effective communication and negotiation, advertisement, discount & prizes, prompt delivery & supply, writing planning, money transaction through bank, using bank loan, prompt loan payback, prompt communication, accounting & auditing and examining the business network.

2. There is no significant development on some variables such as women business network, administrative and legal support, admiration at public places, assets, low margin, more sales & more profit, direct approach to the bank officials, avoiding mediators for loan, regular contact with bank officials, using mobile banking, internet usage, budget preparation and computerized work.
3. All categories of women entrepreneurs such as women managed unit, jointly managed unit and men managed unit have developed their personality development, personal development and innovational development.

4. Regarding the social development, only the women managed unit has developed it but the jointly managed unit and the men managed unit have not developed it.

5. Regarding the embankment development, the women managed unit and the jointly managed unit have developed it but the men managed unit has not developed it.

6. Regarding the intellectual development, the women managed unit and the jointly managed unit have developed it but the men managed unit has not developed it.

7. The first factor ‘Personality Development’ is a linear combination of seven variables namely, planning, information seeking, problem solving, confidence, honesty, faithfulness and persuasiveness. These seven variables have high loadings on Factor I. The variable ‘Planning’ has the highest loading on the factor personality development. The factor has Eigen value 95.478 which explains 67.383 percent of the variance.

8. The second factor ‘Social Development’ comprises of six variables namely, positive environment, family and social responsibilities, decreasing social barriers, women business network, administrative and legal support and environment at public places. These variables have high loadings on Factor II which can be called ‘Social Development’. The variable ‘Women Business
Network’ has the highest loading on the factor social development. Its Eigen value is 14.431 and it explains 10.184 per cent of the total variance.

9. The third Factor ‘Personal Development’ captures the core of these seven variables namely, assets development, financial development, workplace development, environmental development, marketplace development, values development and managerial skill development. The variable ‘Values Development’ has the highest loading on the factor personal development. Its Eigen value is 12.221 and it explains 8.625 per cent of the total variance.

10. The fourth Factor ‘Innovational Development’ captures the heart of these seven variables namely, low margin, more sales and more profit, best quality production, effective communication and negotiation skills, advertisement, discount and prizes, prompt delivery and supply and writing planning. The variable ‘Low Margin, More Sales and More Profit’ has the highest loading on the factor innovational development. Its Eigen value is 9.642 and it explains 6.805 per cent of the total variance.

11. The fifth Factor ‘Embankment Development’ is a linear combination of seven variables namely, money transaction through bank, using bank loan, direct approach to the bank officials, avoiding the mediators for loan, prompt loan payback, regular contact with bank officials and using mobile banking. These seven variables have high loadings on Factor V. The variable ‘Avoiding the Mediators for Loan’ has the highest loading on the factor embankment development. The factor has Eigen value 5.749 which explains 4.057 per cent of the variance.
12. The sixth Factor ‘Intellectual Development’ captures the heart of six variables namely, internet usage, prompt communication, maintenance of accounting, budget preparation, examining the business network and computerized work. The variable ‘Examining the Business Network’ has the highest loading on the factor intellectual development. Its Eigen value is 4.173 and it explains 2.945 per cent of the total variance.

13. The development factors namely, personality development, social development, personal development, innovational development, embankment development and intellectual development have loadings of 0.561, 0.768, 0.860, 0.895, 0.771 and 0.866 respectively. There Eigen values are 95.478, 14.431, 12.221, 9.642, 5.749 and 4.173 respectively and they explain 67.383, 10.184, 8.625, 6.805, 4.057 and 2.945 per cent of the total variance respectively.

14. The correlation coefficient result proves that the various development factors of the women entrepreneurs are significantly highly correlated, inter linked and inter dependent.

15. There is a significant difference among the mean rank of variables of personality development, social development, personal development, innovational development, embankment development and intellectual development.

16. There is a significant difference among the mean rank of factors of personality development, social development, personal development, innovational development, embankment development and intellectual development. Post-hoc test reveals that there is a significant difference between all the combination
except the combination of personal development and embankment development and personal development and intellectual development.

7.1.3 Findings on Constraints Faced By the Women Entrepreneurs

1. The constraint such as health problems, gender discriminations, social barriers, insecure communication system, religious beliefs & traditional customs, family restriction, sexual harassment and multiple roles of the women entrepreneurs have high loadings of 0.930, 0.929, 0.924, 0.924, 0.918, 0.906, 0.905 and 0.851 respectively.

2. Other constraints such as marketing competitions with males and negative attitudes of society have low loadings of 0.466 and 0.272 respectively. There is a significant difference among the mean rank variables of constraints faced by the women entrepreneurs.

3. As far as the mean rank of various constraints is concerned, the women entrepreneurs suffer very much the constraints such as social barriers, health problems, marketing competitions with males, sexual harassment, multiple roles, negative attitudes of the society and gender discriminations.

4. The present study also has found that the constraints of family restriction, religious beliefs & traditional customs and insecure communication system do not affect the women entrepreneurs much.

7.1.4 Findings on Perception of Women Entrepreneur on Banking Service

1. The banking services of drinking water facility, handling and response to customer complaints, processing of loans, parking facilities, professional
approach, and understanding of systems & procedures should be considered highly critical area for the improvement of the performance dimensions.

2. The processing of other services, knowledge and skill level, ventilation, ATM location and attitude level of the banking services are to be given critical consideration and further needs for improvements.

3. The women entrepreneurs are satisfied with the processing of cheques, cash deposit, lighting, man power availability, banking hours and availability of challans and forms in the banks.

4. Majority of the women entrepreneurs has awarded least value to the tangibles. Among the factors, the drinking water facilities and the parking facility were rated the least by the women entrepreneurs followed by ventilation, ATM location and lighting of the banks.

5. Similar to the tangibles, on the reliability, women entrepreneurs rated least on the services provided by the banks. On the reliability dimension the women entrepreneurs are not satisfied with the understanding of systems & procedures of the bank.

6. In the assurance dimension, the women entrepreneurs are not satisfied with the professional approach of the employees and the attitude level of the bank.

7. The same trend could also be found in the responsiveness dimension. The women entrepreneurs are not happy about the handling & response to customer complaints by the employees but they appreciate man power availability of the bank.
8. In the empathy dimension, the women entrepreneurs do not like the way of processing of loans and processing of other services of bank but they do not complain about the processing of cheques and cash deposit.

7.2 SUGGESTIONS

In the changed environment, the women entrepreneurs in small scale industries need to integrate themselves with the overall domestic economic and global marketing by gearing themselves to greater independence and by networking and sub contracting. Building competitive strengths, introducing technology upgradation and quality improvement in their enterprises are the vital issues which need to be addressed in order to build the capability to withstand emerging pressures and to ensure sustained growth. The following suggestions are given on the basis of the result of the study in order to overcome the hurdles, to face the constraints and to elevate the socio-economic status of women, which in turn will lead to the economic growth and overall development of the district, state and nation.

1. In Tirunelveli district, the potentialities of women entrepreneurs are not properly identified. Hence the Government and NGOs should conduct programmes to identify the potentialities of women who could become successful entrepreneurs so that cent per cent of women managed unit can be generated.

2. The majority of the respondents are above 35 years of age so the training and retraining of women over 35 years is important. Such training programmes should include the psychology of doing business, new dimensions of life skills for business, building self-esteem, negotiation skills, marketing, international competition, etc.
3. The district has well educated women entrepreneurs. Education has been instrumental in increasing the participation of women in entrepreneurial activities. Good academic background makes women confident in dealing with problems in business in an effective manner. Education is a powerful tool in breaking down the barriers to successful entrepreneurship. Government should provide better educational facilities and schemes to women folk.

4. As most of the women entrepreneurs are married and most of them live in nuclear families with 3 – 4 members, husbands and men folk should be made to realize the significance of women entrepreneurship. Then, their attitude, role and expectation will change and they will provide the necessary capital, guidance and moral support to the women entrepreneurs.

5. The personal income of the women entrepreneurs is not appreciable in the study area. Income generating activities should be introduced and developed among the women entrepreneurs.

6. The untrained women entrepreneurs are more than trained ones in the district. There is a need for training the already existing women entrepreneurs in the various aspects of management. The Government must make genuine efforts to publicize the various schemes announced from time to time to attract women entrepreneurs who have not undergone the training so far.

7. Even though some of the respondents are running their family enterprise (Inherited), they should shift from the traditional sectors of entrepreneurship and adhere to the modern trend in order to earn more.

7.2.1 Suggestions to Personality Development
1. Training in entrepreneurial attitudes should be started for women at the high school level through well-designed courses, which will build their confidence level and enable them to prepare a plan, seeking information, solving problems and honesty, faithfulness and persuasiveness will be achieved through behavioral games.

2. Women training programme should be organized to encourage more passive women entrepreneurs. They should be taught to recognize their own psychological needs and express them.

3. Counselling through the aid of committed NGOs, psychologists, managerial experts and technical personnel should be provided to the existing and emerging women entrepreneurs.

4. Training and counselling on a large scale for existing women entrepreneurs should be organized to remove psychological factors like lack of self-confidence, lack of planning, lack of problem solving and fear of success.

5. There should be an incessant attempt to motivate, give confidence, inspire and assist women entrepreneurs.

6. To improve their over-all personality standards, personality development training should be arranged and after such programmes, continuous monitoring and practical exercises should be given.

7. Proper training institutes for women entrepreneurs should be established for enhancing their level of business planning, work-knowledge, skills, risk-taking abilities and enhancing their capabilities. Training centres should provide training to prospective women entrepreneurs free of cost and entrepreneurship
development programmes should be much more practical oriented. Inculcation of self-confidence amongst women should be one of the prime motives of these programmes.

8. The elaboration of a business plan by new women entrepreneurs should be encouraged by lending institutions and entrepreneurs. Organizations such as DIC, SIPCOT and the planning division of the entrepreneurs have to assist women entrepreneurs in this regard. It is important that these organizations should guide potential women entrepreneurs.

7.2.2 Suggestions to Social Development

1. Positive attitudinal change in the society recognizing the role of women as entrepreneurs may lead to the development of appropriate environment in which women will be able to exhibit their entrepreneurial talents.

2. A women entrepreneur should herself set up an example in the society by being successful and should act as a role model. Since children have a tendency to emulate their parents, the resultant effect would be automatic.

3. The most critical factor here is recognition in the society. The existence of the women entrepreneurs first of all need to be recognized. Secondly, they need to be recognized as a group contributing towards the economic growth and development of the country. To achieve this, they need the support of the Central Government, State Government, Donors, Non-Governmental Agencies, Women’s Networks, national Corporate Organizations and national Entrepreneurs. As long as these women entrepreneurs are not recognized and
given the priority, their economic potential and entrepreneurial capacity will remain undermined.

4. Role models can be used as a source of inspiration for girls and women. Successful women entrepreneurs or other prominent women could, for example, be invited to give lectures. The introduction of an annual award to honour a woman who excels in business may also be considered.

5. In order to promote the organization and networking of women entrepreneurs with like interests, key organizations may designate a coordinator, whose responsibility would be to first identify existing groupings of women entrepreneurs. The coordinator should furthermore assist in the strengthening of existing groupings and if necessary, help in the formation of new associations. The coordinator may also provide a reference to other relevant institutions for information, training and assistance to interested women entrepreneurs.

6. The establishment of a mentor system should be considered. Through such a system, successful businesswomen could be matched with other businesswomen to share experiences and develop a network of women business owners. NGOs and business associations should prevent the backstopping of such an initiative.

7. Entrepreneurs should keep abreast of the knowledge about new techniques, financial institutions, training institutions and marketing linkages. Some agencies working for women entrepreneurs are:

   a. SISI (Small Industry Service Institute)
   b. DIC (District Industry Centre)
   c. STEP (Science and Technology Entrepreneurship Park)
d. Behavioural Science Centres

e. Indian Institute of Technology (Delhi)

7.2.3 Suggestions to Personal Development

1. Organizations that provide services to small scale industries and organizations with the aim of raising the status of women should train potential women entrepreneurs in personal development and in their attitudes towards business.

2. Women have a tendency to allow men to register assets in their name despite the fact that the woman may have contributed to their acquisition. There is a need to sensitize women and men about the advantages of registering assets in both the names.

3. Creating provision of micro credit system and enterprise credit system to the women entrepreneurs at local level should be encouraged.

4. Offering seed capital, up-lift schemes, women entrepreneurs fund etc. should be developed to encourage them economically.

5. Provision should be made to provide land and sheds to deserving women entrepreneurs on priority basis. Group Women Entrepreneurship (GWE) may be promoted in rural sector by reinvigorating activities and skills on traditional crafts or practices with which they are acquainted.

6. Pollution control department could organize a training or workshop on pollution control and environmental development to the women entrepreneurs.

7. Safety in the work place is important. Machines, chemicals and other raw materials (i.e. oils, paints, etc.) used for the production should be stored safely,
kept under control and put out of reach of children’s hands. This may be relevant especially for home-based manufacturing where children are around.

8. Adequate training programmes on managerial skills and business ethics should be conducted to women entrepreneurs.

9. Women's participation in decision-making should be encouraged.

10. Industrial estates could also provide marketing outlets for the display and sale of products made by women entrepreneurs.

7.2.4 Suggestions to Innovational Development

1. The study reveals that Low margin, More Sales & More Profit is not a successful one in the study area and it will not bring success in all times in the business. It is also one of the risky techniques for women entrepreneurs. It is suggested only for women entrepreneurs who have more capital in business to use this innovational technique.

2. It is a common fact that all customers like to purchase best quality products. It is the responsibility of a company to give products of best quality for the customers. At the same time the degree of quality will vary according to the economic status of the people. The women entrepreneurs are recommended that they have to study the economic status of the area where the enterprise is to be initiated to fix the quality condition of the product.

3. Government organization could organize a training programe with the help of specialists on communication and negotiation skills to the women entrepreneurs for their business development.
4. With regard to lack of customers and competition and marketing the most common solution proposed is advertising. Strategically placed proper advertising is suggested to the women entrepreneurs.

5. The discount and prizes is the best innovational technique as well as good advertisement to uplift the business when the net margin decreases. The respondents are suggested that they could use this technique on either festival period or specific period.

6. The way of distributing the products and delivering services involves both the cost factor and the clients' satisfaction factor. Transportation of goods to a shop or a client can be done by air, sea, rail or road. Each method of transportation has its advantages and disadvantages depending on timeframe, volume, access to suppliers and cost. The respondents are suggested that they have to concentrate on prompt delivery and supply.

7. The respondents should begin the process of preparing action plan by focusing on a few key elements: i) to establish the basic business goals, ii) to determine what challenges and opportunities the business may face, iii) to identify clearly the target markets and competition and iv) to consider and plan all the operational and financial requirements needed to achieve the goals.

7.2.5 Suggestions to Embankment Development

1. In order to increase the embankment development for women entrepreneurs, it has been suggested a) to organize an awareness programme on banking sector among the women entrepreneurs; b) to appoint women managers in banks to deal with women entrepreneurs. This would remove the inhabitation of the
women entrepreneurs and would resist the mediators; c) to advocate for awareness-raising amongst banking staff towards women’s higher re-payment rates, and advocate for more female staff working in micro finance institutions. This would increase mutual trust between women entrepreneurs and the bankers and therefore generate a more comfortable and conducive environment for women entrepreneurs within the banking system; and d) to conduct micro finance awareness raising training, which would combine the topics on how to access micro finance and the benefits and procedures connected with it. This would take away the mysteriousness of micro finance, and therefore decrease the fear of women entrepreneurs related to micro finance.

7.2.6 Suggestions to Intellectual Development

1. In modern era, mobile banking is unavoidable for every individual especially entrepreneurs. But in the study area the women entrepreneurs have no significant development in mobile banking. The banking sector should take necessary steps to implement the mobile banking schemes for women entrepreneurs.

2. The women entrepreneurs should be given training in bookkeeping and cash management, since many have no formal methods for the good management of their receipts and expenditure and are therefore not able to rightly judge the profit or loss, of their business. Such training also requires follow-up to ensure that entrepreneurs keep track of their business developments.

3. Without a budget in business is like a journey towards an unknown village. The respondents should learn the management skills such as budgeting and accounting and auditing through various training programmes organized by the
management institutions. Adequate training programmes on management skills should be provided to women entrepreneurs.

4. More than 50 per cent of the women entrepreneurs in the study area are computer illiterates. They are not aware of how information technology can help them shorten business processes, improve product quality, communicate by e-mail, study the business network, improve customer service and increase marketability of their products and services. These women need to be trained on the benefits of technology and internet.

5. Banking sectors should provide a special loan for women entrepreneurs for purchasing computers. A ‘Soft Skills Training Institute’ would greatly enhance the computer skills of these women entrepreneurs and improve their productivity and profitability.

7.2.7 Suggestions to overcome the constraints

1. Women entrepreneurs have faced many health problems such as tension, backache, eyestrain, fatigue and headache. In order to overcome these problems, they should involve in regular physical exercise, yoga and meditation.

2. When women work outside their homes, they face the problem of dual role and they are in a conflicting frame of mind whether to give priority to home or
career. Hence, their partners and other family members should share the household activities.

3. Organizations should also consider employing of female business advisors or hiring of advisory services of successful businesswomen, since several sources indicate that factors outside the business such as family circumstances, gender discrimination, negative attitude of the society, social barriers and sexual harassment may affect the performance of the business. Women may be willing to discuss these matters with other women. The advisors or businesswomen can provide advice and warn them of the pitfalls.

4. A women entrepreneur’s guidance cell should be set up to handle various problems of women entrepreneurs all over the district.

5. In the district, there is no association of women entrepreneurs. They can form an association and meet at a central place on a regular basis so as to discuss their needs, problems, experiences and achievements.

6. Self-help groups must be formulated to overcome the common entrepreneurial problems.

7.2.8 Suggestions to Banking Sectors

1. Even though the respondents appreciate the availability of challans & forms in the bank, all the other factors on the five service dimensions need to be improved for better quality perception. It is suggested that the performance delivery of the banks has to be enhanced to leverage and improvise the level of service quality dimensions.
2. Though the respondents are aware of the banking procedures to get loan, they feel that the procedures are complicated and time consuming. Hence, the procedure and formalities of the bank should be simplified and the required documents should be minimized. Moreover, all the documents should be in regional language.

3. Repeated gender sensitization programmes should be held to train bank officials to treat women with dignity and respect.

4. Banks should have a thorough knowledge about the different types of businesses and their specific banking necessities. The bankers ask for reimbursement too quickly and do not understand that the money is tied up in the business during the start-up period. It is suggested that bankers should get rid of their negative attitude towards women entrepreneurs and should give sufficient time for them to repay the loan.

5. Finance is sine-qua-non for any enterprise. The banking system is not sufficiently responsive to social banking needs and has not been able to deal with barriers that hinder women from using or gaining access to credit. Adequate arrangements must be made for the supply of credit facility at concession rate for the women entrepreneurs in view of their growing needs.

7.3 CONCLUSION

India is a male dominated society and women are assumed to be economically as well as socially dependent on male members. The absolute dependence seems to be diluted among the high and middle class women as they become aware of personal needs and demand absolute equality.
Women entrepreneurs face lots of problems at their personal as well as entrepreneurial development. Technological advancement and information technology explosion have reduced the problem of women entrepreneurs to a great extent. But the mental revolution of the society is needed to change the attitude of the society and provide women with democratic and entrepreneurial platform.

Moreover with increasing assistance from Government, Non-Government and other financial institutions for various women entrepreneurs, there can be significant increase brought about in the growth of women entrepreneurship process. Still efforts are being made to coordinate with the enterprise activities of women providing them with utmost financial, morale, psychological support by various institutions working within the country and world-wide.

The small scale industries are considered as ideal nurseries for the rapid growth and development of women entrepreneurs. The need of the hour is the growth of women entrepreneurs in the country to accelerate the process of economic growth. From the point of view of long-term perspective, however, the capacity of small scale industries to become economically viable, technically progressive and efficient and to develop competitive strength shall be the only justification for their continuance. In the present study, an attempt has been made to assess the personal and occupational profiles, various developments, various constraints and perception on banking services of women entrepreneurs on small scale industries in Tirunelveli District.

The present study will help the planners and the decision makers who are involved in the development of women entrepreneurs in small scale industries to review the existing policies and to make suitable suggestions to amend the provisions of the act which governs the small scale industries. Based on the experience of the researcher
the following important issues have been identified for an in depth study. The researcher will feel amply rewarded if the present study helps to undertake similar studies in the areas suggested below.


2. Constraints on Women Entrepreneurship Development in Tamil Nadu: An analysis of familial, social, and psychological dimensions.

3. A Study on Quality of Service of Banking Sector as a Tool for Enhancement of Women Entrepreneurs in Small Scale Industries.

4. An analysis of the factors responsible for the slow growth of women entrepreneurs in Small Scale Industries.

5. A study of the factors causing sickness of women entrepreneurs in Small Scale Industries.

It is hoped that the suggestions forwarded in the study will help the entrepreneurs in particular and policy-planners in general to look into this problem and develop better schemes, developmental programmes and opportunities to the women folk to enter into entrepreneurial ventures. It is also hoped that future research will feature an extensive quantitative survey of entrepreneurs in different locations throughout Tamil Nadu.

It is believed that women have the potential and the determination to set up, uphold and supervise their own enterprises in a very systematic manner. Appropriate encouragement from the society in general and family members in particular is required to help these women scale new heights in their business ventures. The right kind of
assistance from family, society and Government can make these women entrepreneurs a part of the mainstream of national economy and they can contribute to the economic progress of India.

The study is concluded with the words which emphasize the development of women entrepreneurs. Individually, business ownership provides women with the independence they crave and with economic and social success they need. Nationally, business ownership has great importance for future economic prosperity. Globally, women are enhancing, directing, and changing the face of how business is done today. Ultimately, female business owners must be recognized for who they are, what they do, and how significantly they impact the world’s global economy.