1.1: Introduction

India is a conservative nation and the majority of the population prefers regular monthly payment rather than embarking on any business venture of their own. The people of India do have innovative ideas, but translating these ideas into business enterprises involves various risks which they find difficult to tackle in time. This has led to an overall cautious mindset amongst the budding entrepreneurs. Even if an individual makes up his mind to start up an enterprise, he fails to attain proper motivation, financial backup as well as the proper sources of funding.

The most common obstacles faced by entrepreneurs in India are non-availability of flexible and better credit schemes along with the complexities in acquiring both long and short-term financial support from the government institutions. The Indian banking sector has shown a lack of interest in entrepreneurial projects and has been a major hindrance in processing the funding applicant’s request during the allocation of financial support for the startup ventures as well as established venture. Some of these constraints have made the entrepreneur paralyzed in initiating any kind of business venture. The finance companies, funding agencies as well as banks should develop certain processes to assess the feasibility of any new business venture
and based on this they should facilitate loans for potential business proposals which offer hope for survival and growth.

Karnataka state is considered as one of the most desired industrial locations for setting up industries in the country. Presently it stands in the first place for business and an investment, making it potential state for business and most sought places to start up’s as well. It is composed of large privately owned industries like Steel, Sugar, Textiles, Cement etc. In recent times, Karnataka has emerged as the leader in IT, BT and knowledge based industrial sectors, making rapid strides in IT/BT with a strong research and development base. The State has a number of traditional cottages, handicrafts, Micro Enterprises like handlooms, power looms, Khadi and Village Industries etc. Further, the State is endowed with rich natural resources across the State and such resources need to be optimally utilized for the benefit of local people. This has also ensured uniform spread of industries and economic activities throughout the State and has accelerated the pace of development, especially in the backward region of Hyderabad- Karnataka.

1.2: Review of Literature:

Review of Literatures includes Research Articles, Books and Ph.D Thesis pertaining to the topic on various aspects of entrepreneurship was summarized as below,
Cochran (1968)\(^2\) has opined that the performance of a businessman/ entrepreneur is influenced by three factors they are,
a) Attitude towards his occupation
b) His role and expectation in a group and
c) Operational requirement of the job.

He tried to characterize the entrepreneur as a model personality. He included some of the factors like levels of education, social status and types of cultural conditioning.

Kilby (1969)\(^3\) has stated that social cultural factors influences the development of entrepreneurs. The research has pointed out the entrepreneurial capabilities, as in India, Pakistan, Kenya and Nigeria; entrepreneurial class can be ‘forcibly’ created by exogenous circumstances. Development of Banking, which can foster entrepreneurship in African countries, the numbers of social scientists have contended that entrepreneurship is the key variable that links the socio-cultural milieu with the rate of economic development.

Sharma (1975)\(^4\) in his book explored the emerging pattern and growth of entrepreneurs, problems and socio economic growth in India. The Researcher has taken certain entrepreneurial growth in the state of Uttar Pradesh; he has selected 100 units as sample size which includes both industrial firms and the entrepreneurs. He has studied the caste, religion, family and occupational backgrounds of the entrepreneurs. The study brought to light the lack of response of entrepreneurs to the facilities, the ineffectiveness of the institutions
providing the facilities and the inefficiency of the personnel employed therein. The study concluded that there was severe lack of response of entrepreneurs to the facilities made available by the Government.

**Mashiuddin (1980)**, has studied personality differences between successful and unsuccessful entrepreneurs. The researcher has selected a set of 100 entrepreneurs, out of which 30 successful and 30 unsuccessful entrepreneurs were identified on the basis of:

a) Regular repayment of bank loans, and
b) Regular payment of real estate installments.

The industrial estate consisted of a number of units which were either sealed off by the bank or had to be closed down on their own due to lack of funds. The entrepreneurs of the closed or locked units and also those entrepreneurs running their units on day-to-day job work or temporary labor were considered as failed or unsuccessful.

Those entrepreneurs who were regularly paying bank loan were considered successful. The researcher further found that most of the successful entrepreneurs were relatively sociable or outgoing, emotionally stable and assertive. The unsuccessful entrepreneurs on the other hand were found to be more reserved, emotionally unstable or affected by feelings and hurts.

**Venkatapathy (1980)** studied the psychological characteristics of entrepreneurs of hosiery units of Trissure and Coimbatore in Tamil Nadu. The Researcher used primary and secondary sources for testing the hypothesis. It was observed that the primary and the secondary
samples used in the present study have some common characteristics that permit their comparison. The researcher found that the entrepreneurs in general were less psychotic and fatigable than non-entrepreneurs’, contrary to the expectations on extroversion dimension on the entrepreneurs. With regard to extroversion, the four comparisons made between entrepreneurs and non-entrepreneurs yielded inconsistent results. It was concluded that entrepreneurs in general distinguish themselves from non-entrepreneurs only with regard to certain specific personality traits and motivational characteristics, while an all-round, generalized personality and motivation theories could not be readily applied to interpret entrepreneurial behavior.

R.A. Sharma (1980) evaluated the performance of 316 joint stock companies incorporated after April 1947. In the familiar spheres the entrepreneurship was dispersed among various communities and in other spheres, it was thinly spread among socially well known communities. Analyzing the factors affecting entrepreneurship he found that strong desire to do something independent in life; technical knowledge and/or manufacturing experience, financial assistance from institutional sources, business experience in the same or related lines and accommodation in industrial estates have induced the new and small entrepreneurial class. He concludes that financial and developmental institutions have made a significant contribution to the growth of new entrepreneurship.
Sharma and Singh (1980)\textsuperscript{8} envisaged that entrepreneurial growth comprised of four stages, viz., entry into manufacturing, expansion of business, perception to business stability and commitment to expand units and examined the effects of political, social and psychological factors at each stage. They found that caste background (along with family background) of the entrepreneurs had significant influence on the entrepreneurs' entry into manufacturing, the expansion of business and perception of business stability. The political milieu was an effective determinant of commitment to expansion of business. They also found that government facilities were availed of largely by people with business background.

Heggade (1981)\textsuperscript{9} has suggested that entrepreneurship among women could be developed through encouraging self-employment and by organizing women's co-operatives. He has recommended that educational system should be modified to create increasingly diversified skills among women-folk and that a separate policy should be formulated for promoting entrepreneurship among women.

Deshpande (1981)\textsuperscript{10} has observed that Marathwada was backward due to the absence of right type of entrepreneurs. The objectives of the study were socio-economic origin of entrepreneurs; entrepreneurial role; the different stages of development of an industrial unit and locate the exact problem of small entrepreneurs at the various stages. For the purpose of the survey of the small-scale industrial units in the Marathwada region, three centres, i.e.
Aurangabad, Jalana, and Bhir (Bheed) were selected. The deliberate selection of these three centres had been effected with a broad spectrum of representative samples from places that have varied commercial and industrial backgrounds and uniqueness. The author concluded that Government was focusing on the development of entrepreneurs by providing incentives like central subsidy, development of the industrial areas and provision of infrastructure have initiated an accelerated process of industrialization and encouraged some people to take up entrepreneurship. It appears that the backwardness of the Marathwada region was mainly due to the absence of the right type of entrepreneurship.

The Management Development Institute (1983)\(^{11}\) in its study on the assessment of institutional assistance in the states of Uttar Pradesh, Punjab and Himachal Pradesh, found that the facility of institutional finance had a nominal impact in Himachal Pradesh but was quite significant in Uttar Pradesh. The study team also found that about 98 per cent of entrepreneurs did not receive any training in Punjab and yet most of them were successful mainly due to the natural entrepreneurial skill of the Punjabi community. But in Uttar Pradesh and Himachal Pradesh there seemed to be greater need for expanding training programmes to generate entrepreneurial motivation.

Venkatapathy (1983)\(^{12}\) has characterized the first generation and second generation entrepreneurs of Coimbatore District in Tamil
Nadu. The researcher developed the biographical data bank of 20 samples for studying the characteristics of the entrepreneurs. The items were classified into the major areas relating to personal and social variables and those relating to the industry. The personal data include the name of the entrepreneur and his industry, age, education marital status, attitudes towards parents and influential persons. The variables regarding industry consist of information relating to the attitudes towards production and he drew up the following profile of the first and second-generation entrepreneurs.

a) The age groups of first-generation and second-generation were 31-40 and 26-30 respectively.

b) He found that there was a personality in deference first-generation and second-generation entrepreneurs.

Gudi (1984)\textsuperscript{13} has listed out the type of assistance provided by the Karnataka State Social Welfare Board for women entrepreneurs. She has recommended the establishment of a Marketing Advisory Centre for women entrepreneurs which would provide information regarding marketing trends, consultancy services and also organize trade fairs to market their products. She has also called for the establishment of a separate industrial estate/complex for women entrepreneurs which would include servicing centres, training facilities, testing facilities for quality control, research and development support and marketing and counseling centres.
V. Lakshman Rao (1986)\textsuperscript{14} studied 51 entrepreneurs in a
district of Andhra Pradesh. The main aim of the study was to find out
the impact of the government programmes and policies for promoting
industrial entrepreneurship. He was of the view that the government
schemes have certainly boosted the entrepreneurship in Andhra
Pradesh.

Bhanushali (1987)\textsuperscript{15} has studied correlation between
performance of the entrepreneurs with their antecedents. He included
125 small scale engineering units in Kolhapur district of Maharashtra.
He suggested that environmental and physical improvements would
not only augment the supply of entrepreneurial talent but also improve
the chances of their success. The author is of the opinion that
environment and physical facilities would not only augment the supply
of entrepreneurial talent but would also improve chances of their
success.

Saravanavel (1987)\textsuperscript{16} identified the problems faced by women
entrepreneurs. According to him, attitude of the society towards
women and the constraints in which they have to live and work keep
women away from entrepreneurship. Women also faced difficulties in
obtaining finance and due to lengthy procedures. The delay and the
running around involved deter many women from venturing into
entrepreneurship. He recommends that in order to ensure adequate
credit flow to women entrepreneurs a sub-goal may be fixed under the
priority sector advances by banks. Also, banks and financial
institutions can waive the insistence for provision of collateral security.
Pillai (1989) has opined that the emergence of women entrepreneurs in Kerala state was facilitated by the financial and marketing assistance provided by the state government and also by the training provided by the training centres. The loans grants and subsidies provided by the nationalised banks, State Financial Corporations, Kerala State Handloom Development Board and District Industries Centre helped the small business community from getting out of the clutches of moneylenders and enabled women to get securely established in their businesses. According to him, the problems encountered by women entrepreneurs include, inadequate financial resources and working capital, insufficient arrangements for marketing, shortage of raw materials and other inputs, heavy competition and high cost of production.

Sharadadevi (1989) maintained that the active encouragement of government and the emergence of different official and non-official agencies at central and state level coupled with new schemes, departments and institutions have greatly facilitated the emergence of women entrepreneurs. She recommends that efforts should be directed towards encouraging women entrepreneurs in rural areas.

Kalpana Vaish (1993) in her book Entrepreneurial Role of Development Banks in Backward Areas quotes Prof. Schumpeter on his views on entrepreneurs. According to him, supply of entrepreneurs depends on the rate of profit and social contact. Profit induces the prospective entrepreneur to get into the business and start new
activities. But this does not necessarily imply that the entrepreneur is concerned only with pecuniary profits. He is basically an innovator, with an achievement motive which aspires for something more than money. It is for such entrepreneurs to function effectively that the necessary entrepreneurial culture and a social climate conducive to industrialization are needed. Development of entrepreneurship involves identification of potential entrepreneurs, training them and developing in them the characteristics or abilities required for entrepreneurial success and providing support to the trained entrepreneurs in all subsequent stages of actual enterprise building.

Paul (1996) in his book stated the major problems faced by the women entrepreneurs in India. The financial constraints, over dependence on intermediaries, scarcity of raw materials, intense competition, high cost of production, limited mobility, family ties and responsibilities, lack of education, skill acquisition and low motivation for achievement were some of the problems and he also observed that banks and financial institutions have a negative attitude towards women entrepreneurs while providing finance because they generally don’t have property rights and security.

Khairoowala, Sail Siddiqui and Jamal Siddiqui (2000) have stated that Muslim entrepreneurs emerged from various socio-economic and educational backgrounds. Majority of the entrepreneurs started their business at the age of 25 and they have not chosen fathers occupation. The education standard was low for both. Monthly
income was high for both but standard of living was low due to large family size. They face many business problems but they did not know how to solve them.

**J.S. Saini and B.S. Rathore (2001)** in their book titled *Entrepreneurship: Theory and Practice*, deal with entrepreneurial philosophy, where the success of entrepreneurs has been discussed. According to the authors, success of an entrepreneur depends on the entrepreneur’s willingness to hold responsibility for his own work. Though the risk of failure is always present, he takes risks by assuming responsibility for his actions. Learning from past experiences will help channel his actions to obtain better results and persistent efforts will yield success for sure.

**Neeta Baporikar (2002)** establishes the role of entrepreneurs in the economic and industrial development of countries in her book *Entrepreneurship and Small Industry*. Entrepreneur is not an inventor. The large number of innovations would have all gone waste had they not been made commercially viable by the entrepreneurs. That is why entrepreneurs are given the credit for the success of the Industrial Revolution. What qualities or traits were required to be a successful entrepreneur? It is difficult to answer this question definitely; it appears that a successful entrepreneur has the following qualities: Willingness to take sacrifices, leadership, decisiveness, confidence in the project, marketing orientation, and strong ego.
Saikh Anwar (2002)\textsuperscript{24} has stated that socio-economic factors which leads to unemployment in India. Educated youth is also an alarming problem which has become more pronounced in recent years. Therefore, efforts should be made to provide employment through the promotion of income generating subsidiary occupations, development of cottage and small scale industries, modernization of agriculture. He also emphasized on the role of entrepreneurship in the current era of economic liberalization, privatization and globalization. In modern era entrepreneurs have to be innovative, research and development oriented, and industrial activities should be conducted to keep pace with international standards.

Renu Arora and Dr. S.K. Sood (2004)\textsuperscript{25} in their book Entrepreneurial Development explained that an entrepreneur should possess all such characteristics with the help of which he can perform successfully. He should be a calculated risk taker, innovator, organizer, creative, achievement motivated, self confident, socially responsible, optimistic, equipped with capability to drive, blessed with mental ability, human relations ability, communication ability, decision making, business planning, visionary, ability to spot and exploit opportunity and courage to face adversities.

Dr. A. Peter (2004)\textsuperscript{26} in his book Youth Entrepreneurship explains youth entrepreneurship as a process of turning ideas into opportunities and opportunities into successful businesses through the practical application of one-to-one mentoring model,
entrepreneurship awareness-building skills, personal empowerment skills, entrepreneurial/enterprise skills, business planning skills, business management skills, support services availing skills and business improvement skills.

The author substantiates through the example of a growing child that enormous entrepreneurial potentials were hidden inside every youth. The hidden treasures were the entrepreneurial potentials hidden inside every youth waiting to be utilized. The author opined that all were entrepreneurial in nature, because everyone has been born with many entrepreneurial skills like courage, creativeness, initiative, self-confidence, self-motivation, risk-taking, failure managing, persistence etc.

Shankarnarayana (2007) in his work reports about women entrepreneurship, the types and the organizations supporting them. The researcher has also stated some of the problems faced by women entrepreneurs like stiff competition from male counterparts, non-cooperation from the family, etc. He suggests that all possible access to information should be given to the entrepreneurs and the government should come forward and provide special incentives to economically backward women entrepreneurs to boost their morale. The researcher suggests that women must be brought to the main stream by means of entrepreneurial activities, so that they can effectively contribute to the women community in particular through empowerment and overall economic development of the country in general.
Poornima M Charantimath (2008) in her book Entrepreneurship Development and Small Business Enterprises narrates some of the characteristics that every successful entrepreneur must possess in adequate measure. They were – creativity, innovation, dynamism, leadership, team building, achievement motivation, problem solving, goal orientation, risk taking and decision making ability and commitment. According to the author, ideas usually evolve through a creative process whereby imaginative people bring them to reality, nurture them and develop them successfully. The creative process for an idea involves five stages – germination, preparation, incubation, illumination and verification.

Lakshman Prasad and Subhasish Das (2008) in their book Entrepreneurial Climate: An Assorted Coverage made an intensive study on entrepreneurship involving psychological as well as socio-cultural milieu, viewing entrepreneurs as innovators. The integrated behavioral framework, suggests the pooling of traits such as achievement orientation, strategic vision, personal resourcefulness, innovativeness and opportunity seeking at high intensities in non-restrictive environment to give rise to an enterprise. Some surveys conducted by the authors on the subject of identifying entrepreneurial traits brought out a host of some distinguishing features of successful entrepreneurs. They are leadership and vision, creativity, dynamism, team building spirit, commitment and goal orientation and problem solving temperament.
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 were 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.

Dr. Bhawna Bhatnagar and Ankur Budhiraja (2009) quote Vasant Desai who has defined the modern entrepreneur. According to Vasant Desai, “the entrepreneur brings in overall change through innovation for the maximum social good. Human values remain sacred and inspire him to serve the society. He has firm belief in social betterment and he carries out his responsibility with conviction. In the process, he accelerates personal, economic as well as human development. The entrepreneur is a visionary and integrated man with outstanding leadership qualities. With a desire to excel, the entrepreneur gives top priority to research and development. He always works for the well being of the society. More importantly, entrepreneurial activities encompass all fields/sectors and foster a spirit of enterprises for the welfare of mankind.” Based on the above definition, it can be concluded that a modern entrepreneur tries to
keep himself updated by way of evaluating new situations and analyzing his environment to explore new prospects, takes risk and then arranges for necessary resources to start his enterprise.

**S.S.Khanka (2009)** in his book “Entrepreneurship Development” illustrates the personal characteristics of successful entrepreneurs as hard work, desire for high achievement, high optimism, independence, foresight, good organizing capacity and innovativeness. According to the author, success of a small enterprise was to a great extent, attributed to the success of the entrepreneur himself.

**Valarmathi (2010)** has stated some of the major challenges faced by Women entrepreneurs in India. The problems were easy finance, shortage of raw materials, cultural and social restrictions. The researcher also observed that lack of technical knowledge and availability of resources were major challenges. He suggests that an environment should be created for the success of women entrepreneurs and the researcher came to the conclusion that government sponsored development activities have benefited only a small section of women.

**Laxmi B. Parab R. L. Hyderabad (2014)** in their paper examines the state and institutional support for women entrepreneurship development using a sample of 136 women entrepreneurs from Dharward district of Karnataka by administering interview schedule. The study finds poor awareness level among
Only 85 per cent of women entrepreneurs having awareness have availed of the benefits of the programme. The analysis also reveals that women entrepreneurs receiving institutional support and not receiving support have earned the same rate of profit. This indicates failure of institutions involved in developing women entrepreneurs and needs area specific and case specific approaches in furthering the women entrepreneurship. Institutions should also lay more emphasis in providing quality improvement through the adoption of latest technology and utilization of modern human resource management practices in imparting necessary training to sample women entrepreneurs.

1.3: Statement of the Problem:

It has been observed from the review of literature that various researchers have undertaken research studies on entrepreneurship development with one or the other objective. The study conducted by the researchers were based on attitudes of entrepreneurs, socio-economic problems witnessed by entrepreneurs, problems of women entrepreneurs, government programmes for development of entrepreneurship, psychological characteristics of successful entrepreneurs etc. It is evident from the above review of literature that an independent work on KSFC in the development of entrepreneurship has not undertaken in this area.
Thus the present study entitled “Institutional Support to Entrepreneurship Development in Hyderabad Karnataka Region: A Study with Reference to Karnataka State Financial Corporation” has been undertaken to fill the research gap.

1.4: Need for the Study:

Various initiatives have been taken by both governments at central and state level for promoting entrepreneurship which can fill the gap between education and employment, thus turns to be the mechanism for employment generator in the process of making people self dependent and self reliant. State and central governments support to entrepreneurial efforts to promote entrepreneurship through financial and non financial assistance has not been studied in depth earlier. The present research made an effort to study this factor. Hyderabad Karnataka was termed as one of the backward regions in Karnataka State but rich in resources to start up of new ventures. Governments have been providing financial and non-financial assistance for development of entrepreneurs in this backward region, so that socio-economic status of the people can be uplifted.

The study become relevant to assess the financial support extended by the KSFC for the development of new as well as existing entrepreneurs in the sample area. It is needed to study the percentage of loans allocated by the KSFC to potential entrepreneurs. Further the study is needed to understand the issues of the entrepreneurs came across during availing the support from the KSFC. In turn this
understanding has helped them to take certain decision or frame certain policies for the development of entrepreneurs. The study was also helpful in knowing the financial and non financial assistance provided by the KSFC and Government.

1.5: Objectives of the Study:

The following objectives have been set for the purpose of carrying out the present study.

1. To examine the purpose of establishing KSFC and various types of financial assistance, incentives and concessions being offered and to evaluate the impact of these on the entrepreneurs.

2. To study the various non-financial measures taken by the KSFC to develop, promote the entrepreneurship and their effect.

3. To study the socio- economic conditions of the entrepreneurs.

4. To identify the problems being faced by the assisted entrepreneurs.

5. To scrutinize environmental factors affecting entrepreneurship and find out the factors that motivated the new entrepreneurs.

6. To offer suggestions for improving the Financial Institutions and Karnataka State Financial Corporation for Support to Entrepreneurship Development in Hyderabad Karnataka Region.
1.6: Scope of the Study:

The study attempts to analyze the problems faced by the entrepreneurs in Hyderabad-Karnataka Region. Based on the prevailing conditions the objectives were set for the study. It covers financial and non-financial problems faced by the entrepreneurs, identifying the problems being faced by the associated entrepreneurs in getting the assistance, emerging entrepreneurial class and to bring out its social, economic, educational and family backgrounds, scrutinize environmental factors affecting entrepreneurship and find out the factors that motivated the new entrepreneurs. The study covered past five years data of KSFC from financial year 2010-11 to 2014-15.

The study has provided research inputs to the KSFC in understanding the needs and requirements of entrepreneurs which were helpful in formulating policies and programmes. The study has thrown some light on type of financial assistance available, schemes, concession and discounts along with financial, non-financial assistance too which were provided by the institution.

The study has invited greater participation by financial institutions to promote entrepreneurship as overall development tool in the backward region like Hyderabad-Karnataka in the process of making it industrially well equipped for business.
1.7: Period of the Study:

The necessary secondary information was collected from various annual reports of KSFC for a period of past five years from 2010-11 to 2014-15.

1.8: Methodology:

The following methodology has been adopted to carry out the present study.

1.8.1: Sources of Data

The present study includes both primary and secondary data.

1.8.1. I: Primary Data

The primary data has been collected by administering a well structured questionnaire to the respondents of the Hyderabad Karnataka Region offering proper representation to each and every entrepreneur during collection of opinions were undertaken to draw clarity, so that analysis can be meaningfully drawn.

1.8.1. II: Secondary Data

The secondary data has been collected through KSFC manuals, books, magazines websites and prowess database published by the KSFC and the government along with Ministry of Industry Government of Karnataka etc.
1.9: Area of Study, Sampling and Sample Size:

The study focuses on the six districts of the Hyderabad Karnataka Region and survey process has been undertaken on the respondents who are running business at various locations and aims at knowing the usage of benefits claimed from the KSFC. Random sampling method has been adopted for the present study and the sample size was 200 respondents across the H.K Region.

Table 1.1: District wise Entrepreneurs

<table>
<thead>
<tr>
<th>Sl. No</th>
<th>Name of the District</th>
<th>Total Number Entrepreneurs Availed Assistance from KSFC *</th>
<th>Number of Respondents**</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Gulbarga</td>
<td>325</td>
<td>45</td>
</tr>
<tr>
<td>2</td>
<td>Yadgir</td>
<td>112</td>
<td>15</td>
</tr>
<tr>
<td>3</td>
<td>Raichur</td>
<td>187</td>
<td>20</td>
</tr>
<tr>
<td>4</td>
<td>Bidar</td>
<td>502</td>
<td>50</td>
</tr>
<tr>
<td>5</td>
<td>Koppal</td>
<td>280</td>
<td>30</td>
</tr>
<tr>
<td>6</td>
<td>Bellary</td>
<td>302</td>
<td>40</td>
</tr>
<tr>
<td></td>
<td><strong>Total Sample</strong></td>
<td><strong>1708</strong></td>
<td><strong>200</strong></td>
</tr>
</tbody>
</table>

Source: Annual report of KSFC* & sample respondent**

1.10: Statistical Tools and Techniques Used:

The collected data has been analyzed with the help of statistical tools like percentages, averages etc as required for the study.
1.11. **Limitations of the Study:**

The present study has some limitations as outlined below:

1. The study was confined only to Hyderabad Karnataka Region and data may not hold good for any other area or location.

2. The study was restricted to only major problems encountered by the entrepreneurs.

3. Opinions of entrepreneurs funded only by KSFC have been collected.

4. The study was limited to only sample size of 200 entrepreneurs who were running business in Hyderabad-Karnataka Region.

5. Time and cost were also major limitations of the study.

1.12: **Chapter Design:**

The present research report consists of seven chapters as shown below:

**Chapter-I: Introduction and Research Design:**

This chapter presents the introductory part of research. It covers Introduction, Literature review, Statement of the Problem, Need for the Study, Objectives of the Study, Scope of the Study, Period of the Study, Methodology, Area of the study, Sampling and Sample Size, Statistical Tools and Techniques Used and Limitations of the Study.
Chapter-II: Profile of Hyderabad Karnataka Region:

This chapter deals with the profile of Hyderabad-Karnataka Region- which includes the brief profile of all the six districts which have been accorded with special status and the same has been considered as sample for the present study.

Chapter-III: Entrepreneurship Development: A Theoretical Framework:

This chapter deals with the theoretical study of entrepreneurship which includes meaning, definition, evolution, characteristics, nature and other concepts of entrepreneurship. The study also focused on the concepts related to the institutional support to entrepreneurship development and to Micro, Small and Medium Enterprises (MSMEs).

Chapter-IV: Profile of Karnataka State Financial Corporation:

The fourth chapter deals with profile of Karnataka State Financial Corporation which includes historical background, mission and vision statement, objectives, functions, activities eligible for financial services, activities as listed out in the SFCs’ Act, activities specifically permitted by SIDBI, purpose and limit of assistance, limit of accommodation, lending policy – norms and parameters, industrial policy of government of Karnataka (2009 – 2014), organizational structure, achievements of the corporation.
Chapter-V: Role of KSFC in Developing Entrepreneurship

This Chapter includes various financial assistance, schemes and programme provided by KSFC in promoting entrepreneurs and financial performance from the year 2010-11 to 2014-15.

Chapter-VI: Data Analysis and Interpretation

This chapter is drafted mainly on the basis of primary data collected from the sample respondents on the various dimensions. It is focused mainly on the socio-economic aspects and the important problems encountered by the entrepreneurs.

Chapter-VII: Summary of Findings, Suggestions and Conclusion:

In this chapter the analysis of survey result is presented in the form of meaningful findings and suggestions.
References:


3. Kilby, Peter (1969), Industrialization in an Open Economy, Nigeria, University Press, Cambridge, Ch. 10, Section IV.


31. Bhawna Bhatnagar, Dr. and Ankur Budhiraja (2009), Entrepreneurship and Small Business Management, Vayu Education of India, New Delhi.

