CHAPTER 6

6.1 Findings, Suggestions and Conclusion

After a thorough analysis of all the classified primary and secondary information collected during the study period certain observations and findings could be summarized in regard to the relationship between entrepreneurs and FIs providing finance in the study area and period covered. Based on these observation and findings, some suggestions have been incorporated in this chapter that may be useful for further research on the subject. These can also lead to certain policy decisions in this regard.

6.2 Observations

The overall observations may be enumerated in the following sub-headlines in a categorical manner.

6.2.1 Age of the respondents: To know about the active age of the entrepreneurial activities of the respondents and exceptions thereon in the study area.

6.2.2 Educational qualification: This observation leads to know the requisite qualifications of the entrepreneurs in the study.

6.2.3 Type of family: This observation helps to know the feasibility of the respondent family engaged in entrepreneurial activities in the study area.

6.2.4 Promotion of new enterprises: This observation helps the study to find out the trend and risk taking tendencies amongst the respondents in entrepreneurial activities.
6.2.5 Credit flow: The FIs responsible to assist the entrepreneurs, their involvement in this field can be understood from this observation.

6.2.6 Income generation: The study has shown some important facts regarding income of the respondents. Some of the respondents have been able to earn or enhance their income after involvement in entrepreneurial activities.

6.2.7 Employment generation: The respondents together can generate employment in the study area. The study has observed the service sector has been able to create more employment opportunities than the other sectors in the study area.

6.2.8 Participation in the training: It is observed from the study that participation in training by the entrepreneurs of the study area is almost satisfactory.

6.2.9 Satisfaction: The study has revealed that almost all the respondents in the study area are reported to be satisfied involving themselves in the entrepreneurial activities in the area.

6.2.10 Registration: The study also revealed that most of the respondents’ enterprises are registered under DI and CC in the study area.

6.2.11 Problems faced by the entrepreneurs: From the study it can be disclosed that the entrepreneurs have lack of confidence to start a new enterprise due to some unavoidable circumstances.

6.2.12 Family attachment: It is observed from the study that too much of family attachment gives less time to the entrepreneurs.

6.2.13 Awards etc: During the study it has been found that some respondents have received ‘performance awards’ from the study area. This proved that the respondents’ in the study area has talents to do better for the study area as well as for the country.
6.2.14 In the same way, the study reveals some interesting facts regarding supply of raw material to the study area for these activities, participation in trade fair, expo’s etc., involvement in social activities by the entrepreneurs of the study area

6.3 **Findings:** The following are the findings of the study during the study period (i.e. 2002-03, 2003-04, and 2004-05)

**6.3.1 Financial Assistance (credit flow):** It has been found from the study that most of the entrepreneurs (76%) have not received financial assistance from financial institutions, government sponsored schemes etc. Only 7 per cent entrepreneurs have received financial assistance from the institutional sources and 7 per cent have received from the government sponsored schemes. Other institutions like, SIDBI has been able to finance only 5 per cent financial assistance to the entrepreneurs of the Sivasagar district. Kith and kin have provided 5 per cent of financial assistance to the entrepreneurs of the district. A few members of NEWEA have taken financial help from DI and CC and Co Operative and Commercial banks (Table 4.7).

**6.3.2 Training:** It is revealed from the study that participation in training of entrepreneurs of the district is almost satisfactory. 17 per cent of the total respondents have not at all participated in the training. 40 per cent have attended training in government institutions and 43 per cent have attended in private institutions (Table 4.13).

**6.3.3 Promotion of new enterprises:** The study also reveals that most of the respondents are engaged in manufacturing and service sector than agro and
allied sector. With the spread of education, expertise and awareness, entrepreneurs of Sivasagar have shifted from the handicrafts and traditional cottage industries to priority sectors i.e. ground level activities. The study shows that 35 per cent of respondents have engaged themselves in manufacturing establishments, 36 per cent in service sector, 21 per cent in agro and allied sector and only 8 per cent in other sector (Table 4.5).

6.3.4 Problems faced by the trained entrepreneurs: From the study it can be concluded that, 20 per cent of the respondents stated that they have lack of confidence, support by family to start a business. 20 per cent of the respondents faced the managerial problem i.e. labour absenteeism, transportation problem, lack of skilled labour and lack of knowledge of general management, 14 per cent of the respondents faced technical problem like inadequate availability of land, plots and premises, non availability of agency to guide, poor record keeping and control. 24 per cent of respondents faced financial problems like non availability of loan and subsidies due to red tapism, price fluctuation of finished products, lack of working capital, price fluctuation and variation in raw material sectors. 12 per cent of the respondents faced problem of training and support from the government as the advisory organization, because of its exploitative nature. The study reveals that the respondents have no problem of raw material and marketing (Table 5.1).

6.3.5 Employment Generation: The entire respondent takers together have generated employment also. They have as many as 414 employees as helpers and assistants. Some of the employees are working as trainee especially in beauty parlours. The members of part time workers are 120 and numbers of permanent
workers are 294. Service sector employed more permanent workers than other sectors (Table 4.10).

6.3.6 **Income Generation:** The study revealed that a comparison between the tables 4.8 and 4.9 shows that the respondent’s monthly income had increased after establishment of new enterprises. Individual income is a secret affair and nobody wants to disclose their own income. Therefore, it is not possible to trace out exact figures of the income of the entrepreneurs (Table 4.8 and 4.9).

6.3.7 **Educational Qualification:** All the respondents are educated and active. Among them 26 per cent have completed their H.S.L.C examination, 4 per cent have completed their Pre-Degree examination. 60 per cent have completed their graduation and 10 per cent have completed post graduation (Table 4.2).

6.3.8 **Age of the respondent:** The age of the respondents range from 21yrs to above 50. However it has been observed that highest number of respondents fall within the age limit 31yrs to 50 years. One of the respondents age is 55 and she received ‘Best Entrepreneurs Award’ from district administration in 2003 (Table 4.1).

6.3.9 **Satisfaction level:** Out of the total respondents, no one reported to be dissatisfied. All respondents got proper place of environment, suitable market and support. The study shows that though 77 per cent of the sampled respondents were satisfied, they were still making more efforts for betterment. About 23 per cent respondents reported that the overall returns were as the goals set by them. The interviews with the respondents revealed that the psychological gain for them is greater than monetary gain. By psychological gain, they mean mental satisfaction brought by means other than economic gain (Table 4.14).
6.3.10 **Type of family**: The study reveals that most of the respondents i.e. 63 per cent is nuclear family and 37 per cent are from joint family. Domestic burden is less in income of nuclear family (Table 4.3).

6.3.11 **Registration**: The study also revealed that most of the respondent’s enterprises i.e. 84 per cent are registered under District industries and commerce centre. Number of unregistered respondent’s enterprises 16 per cent only. Unregistered respondents are engaged in beauty parlour, agro and allied activities which are home based. However the study reveals an encouraging picture of urban self employed women in Sivasagar District. Almost all respondents lead a planned business life with proper management of time. Family members are also co-operative (Table 4.15).

6.3.12 **Family Involvement**: The study also revealed that too much of family involvement gives them less time to them for any other work so, part time participation in business activities can reduce their earning.

6.3.13 **Co-operation**: During the survey, only one respondent said that family member is not co-operative. Major portion of respondent’s earning is spent for the welfare of the family.

6.3.14 **Traditional Home Industry**: It has also been found that women are more innovative in nature, because only women entrepreneur of Sivasagar are coming in to the new field, like candle making, banana fibre craft, Dalmut making factory, idol making, terracotta, cement craft.

6.3.15 **Traditional Food and delicacy**: In agro industries, traditional delicacies like Hurum, Akhoi, Kumol rice, Mithoi (Assamese food) and pitha have been able to receive popularity among people.
During the study, it has also been found that in weaving and textile-industry, traditional dress like Mishing mekhela chador, Karbi mekhela, cotton mekhela chador, have gained popularity and created a market. In the time of Bihu, the principal festival of Assam, gamocha (Assamese towel), has greater demand.

6.3.16 Recipients of Award: During the survey, it has also been found that one respondent has received “outstanding performance award” by Sivasagar District administration in 2003. It has also been found that two respondents received “Voice of women International trade fair and Expo 2008” organized by AWAKE (Association of women Entrepreneurs of Karnataka). One respondent is involved with idol making, terracotta, one respondent who is master of fine art from M.S University Boroda and that respondent is also a member of Lalit kala Academy. One respondent is the owner of M/S Urmila cement craft, one respondent is the owner of M/S Gogoi stone crusher. One respondent is the owner of almost 64 cars and Buses. One respondent is the owner of M/S Build Assam Industry an Industrial Estate. So, women entrepreneurs in Sivasagar District are now involved in various economic activities which are non farm in nature. After all, women entrepreneurship is a way of crossing the stygian ferry for women community of Sivasagar District of Assam.

6.3.17 Supply of Raw material: It is found that most of the raw materials are being collected locally, but raw fibre jute are generally collected from the district of Nagaon, Guwahati and Kolkata and thereby, transport charges being higher in case of raw jute.
6.3.18 Participation in trade fair, Expo etc: The respondents have the tendency to participate in various trade-fairs held within the state and even outside the state i.e. Delhi, Kolkata, Dehradun, Greece, Slovenia. NEWEA, Sivasagar branch, Khadi, village industries commission, District industries and commerce centre also organizes trade fair.

6.3.19 Involvement in social activities: Some respondents seem to have involved with social activities also. Such social activities are – Mahila Samiti, women cell, NGO, handloom and Textile institute training for SC/ST, SHG act.

6.3.20 Future vision and action: From the sample analysis and the overall empirical observation, some self employment prospective avenues can be delimited in the Sivasagar district of Assam. Such areas are- Tourism based small scale industries, Horticulture based small scale industries, Manufacturing industries, Forest based industries, Transport sector based industries, Pisciculture industries, Recreation related industries, Petro chemical industries and diary development etc.

6.4 Suggestions/ Recommendations

6.4.1 The ground level trained as well as untrained entrepreneurs are the future of our economy. Therefore, efforts should be made to bring them out to join in the competitive and globalised economy as participants.
6.4.2 The study has noticed that this force must be in an organized form. It has been found that this force is lying in a scattered form in our economy.

6.4.3 The study has found that the financial institutions always try to avoid the ground level entrepreneurs, despite their talent. This is because; these people are unable to offer the margin of amount, which is needed to be deposited in the banks. For this reason, these entrepreneurs are supposed to be backward.

6.4.4 Though the entrepreneurs are born, yet training is an integral input of managerial development which train hand and mind. The shortage of trained personnel is one of the serious problems in a developing economy. This study has found, training could be helpful in entrepreneurial activities which can enhance production and quality of a product in comparison to untrained ones. Therefore, there is ample scope for trained personnel’s in the study area, through which the study area can be able to compete with other areas, this will reduce regional imbalances.

6.4.5 Now-a-days, more and more thrust areas for entrepreneurial activities have been identified. Some priority areas are considered to be more effective and call of the time. These areas should be investigated and could be for better accommodation for our upcoming generation. The researcher can concentrate their mind in such areas.

6.4.6 The study has shown, our present generation has been facing want of government job and the government is also unable to offer them requisite opportunities. A huge force is waiting to do something new and seeking their cooperation to the nation’s economy. This mighty force has to be studied in a methodical manner so that our country, state and region as well as the study area could be developed and in future there would be no such trend to desperate.
6.5 Conclusion

Based on the above observations and findings and suggested recommendations, to conclude it can now be said that- It is believed that economic strength is the base of socio-political and socio-psychological power in the society. Entrepreneurship can help economic independence and improve their social status. So; trained entrepreneurship movement can gain momentum by providing encouragement appropriate awareness, training, environment and support. In Sivasagar District also, though there has been a positive growth in trained entrepreneurship more and more encouragement and support needs to be provided so that it would certainly enhance their socio economic status, which is a pre-requisite for economic development. The future of trained entrepreneurs of Sivasagar district is very bright and hopeful. There is a radical and admirable change in the attitude of society. The help from government and the financial institutions is bound to improve their attainments in life. By their participation in economic activity, their dreams will come true through their education labour and endless efforts. There is no doubt that tomorrow will bring a beautiful dawn for trained entrepreneurs of Sivasagar district. In the new century, the women have stood with a self dependent, self confident, assertive personality to fight against all constraints. They are spreading their wings to the sky unlimitedly. In the present age of globalization trained entrepreneurs of Sivasagar will play a greater role and emerge themselves in yet another new dimension to the universe by enlightening the society with a glorious future.

It can be said that government as well as the non-government organizations should take certain measures for the development of trained entrepreneurs. From the above analysis of the study, it can be said that the number of trained entrepreneurs of Sivasagar district engaged in non-farm sector is more than agro
and allied sector. But it is not satisfactory. They suffer from various constraints in the path of development. That’s why it is necessary that Government should take more steps for removing their constraints. The Non Government Organizations have also to come forward to help trained entrepreneurs of Sivasagar district. Entrepreneurship development, which will ultimately play a positive role in the development of commoners as a human resource will be a major factor of nation’s progress. Honest and sincere attempts should be under taken by Govt., social Organization and mainly by the academicians and research scholars to increase efficiency, economic independence and self reliance among people through entrepreneurship development. This study has forwarded some recommendations for future course of action, through which the new researcher’s can be able to concentrate and bring more development in further study of this area and subject. This study has just thrown a light on the area and there is more scope to study in this field.

To conclude, this study has just initiated a humble attempt on the vital issues untouched in the study area. There may be more scope to analyze and further research work in this field.
References

- Field Survey
- Economic Survey, Assam 2009-10 Directorate of Economics and Statistics, Govt. of Assam