CHAPTER-3

RESEARCH METHODOLOGY

3.1 Introduction

The present study entitled as “Performance Appraisal of Rural Entrepreneurship Development Programs’ has been an attempt to understand and document the following two dimensions of the rural entrepreneurship development programs/initiatives/interventions in the documented study area-

1. Performance evaluation [in terms of financial, operational] of the select Development Institutions/Agencies with respect to such REDPs

2. Performance evaluation [in terms of Physical & Financial performance, and Socio-economic Impact evaluation] of the select development programs/Schemes of each of such Development Institutions/Agencies

This study makes an explicit effort to define entrepreneurial development in a way that might be applied to an examination of rural economic development efforts. The overall objectives of the study is to examine and evaluate the Socio-economic Impact and performance of various government schemes, programs and institutional support in achieving the target of fostering rural entrepreneurship and promote, support and sustain rural entrepreneurs & micro and small village enterprises [MSVEs] in the state of Haryana. The documented objectives relates to the following-

1. Documenting the institutional network and the involvement of support agencies, profiling the select various entrepreneurship development organizations and documenting their rural entrepreneurship development programs, policies and schemes in Haryana.

2. Documenting the credit & financial assistance, management & technical assistance, infrastructural support and entrepreneurship education and training provided by the development organizations to the prospective rural entrepreneurs in Haryana.

3. Evaluating the performance of development programs and their impact on the economic well being of the rural population, growth of SSI and Village industries in the State, and generation of employment opportunities in rural areas of Haryana.
3.2.1 Rationale for the study

The concept of rural entrepreneurship development has remained almost unexplored in India and at a larger scale in Asia as a whole. One such unexplored area is that of the Indian rural economy and rural industrial sector which has been experiencing the futile attempts of the policy makers and supporting agencies meant for fostering rural entrepreneurship development in the country. At the same time, the country is in the midst of coping with liberalization and globalization. The transition is more difficult for Indian micro and small village enterprises and entrepreneurs as the experience of rural industrialization policy scenario itself is vague to them. Hence to diffuse the understanding of the concept of rural entrepreneurship development and evaluating the performance and impact of supporting institutional network and government developmental schemes has become the need of the hour.

Further, several studies have been conducted on rural development, entrepreneurship development, evaluation of Government sponsored self-employment programs for rural people, impact studies on rural development etc. with different objectives, by various stake-holders such as NABARD, National Institute of Rural Development (NIRD), KVIC, Department for International Development (DFID), Academy of Rural Development (APARD), Centre for Economic and Social Sciences (CESS), Council for Social Development (CSD), Department of Women Empowerment & Self Employment (WE & SE), and District Rural Development Authorities (DRDAs). These studies were conducted as part of assessment, monitoring and evaluation, and have focused on a range of issues such as impact studies in different states, micro finance and enterprise, sustainable livelihoods, SHG success and failure, rural employment generation, social and economic empowerment of rural women etc. They have raised many questions for further inquiry. However, there have been no studies specifically on rural entrepreneurship, entrepreneurship development in rural areas, and on different government sponsored schemes focusing particularly on the development of rural entrepreneurship in general and the growth of MSVEs in particular.

Entrepreneurship and entrepreneurship development is often stressed as being crucial for the socio-economic development of rural India and poverty alleviation [K. B. Nidheesh, 2009], yet it generally neglected in reference to the concept of Rural entrepreneurship and rural entrepreneurship development. Only a few studies have addressed the construct of rural entrepreneurship and rural entrepreneurship development
and its impact on country’s rural socio-economic and human development [Kalyani B., P. R, 2011]. Though some noteworthy studies in this area have been conducted by many researchers, there has been far less interest in researching the connection between the performance & impact of rural entrepreneurship development efforts with reference to employment generation, growth of micro and small village enterprises, and socio-economic upliftment of the rural people [Sheela Purohit, 2012]. In order to address these gaps, besides direct effects, this study is also conducted to examine several indirect effects of rural entrepreneurship development programs and schemes on socio-economic well being of the rural people. It is in this context that the researcher thought to incubate the present study particularly in the context of rural Haryana.

The study attempts to add incrementally to the existing literature in three ways. First, a few studies have been conducted to examine the impact of rural entrepreneurship development programs of various development and supporting institutions on promotion, development and sustenance of micro and small village enterprises in the state of Haryana. However, development of micro and small village enterprises and employment generation, so vital for the socio-economic and industrial development of the rural areas, has never been the subject of these research works. Second, an indirect impact of rural entrepreneurship development initiatives, mediated by socio-economic outcome in the form of micro and small village enterprises, is assesses for the first time. Finally, while examining the relationship between the performances of selected rural entrepreneurship development institutions & government schemes and its resulting socio-economic and employment outcomes, this study makes use of responses both from the beneficiaries’ and the people from such institutions responsible for the desired physical and financial outcomes. This might serve a purpose to validate the previous findings, whereby the perceived policy framework of the government, supporting institutional network and the schemes and programs initiated over a period of five year planning was based on poverty alleviation and employment generation only.

Evaluation is an integral part of the planning process. Plan schemes are formulated at National/State Level Planning Commissions and implemented all over the Country/State without sufficient understanding of the project area, target groups, local institutions, and behavior/attitudes of beneficiaries as well as personnel charged with implementation. Feedback from monitoring/evaluation studies provides an important input for assessment of the appropriateness of scheme's design and/or implementation.
strategy. This enables, if necessary, putting in place corrective measures to improve performance levels. This is the rational for taking up such studies.

There are a number of schemes of the Government which are being operated and run for rural development in the rural areas of the country. Evaluation taken up so far for these schemes has been more or less in a piecemeal form, i.e. generally for each scheme separately. It thus becomes difficult to get an overall picture of the development in totality in the rural areas and is difficult to assess the impact of any one particular scheme, since most of the schemes are complementary and supplementary and most of the time they all are contributing to the impact. Hence, a need was realized that prompted the researcher to form a view to take up studies to assess the role and impact of the developmental infrastructure and important schemes as a whole in rural entrepreneurship development in selected villages of the selected districts of the state of Haryana.

3.3 Statement of the Problem

Because of the quite laudable efforts and promotional and protectionist policies, Micro and small village enterprises (MSVEs) and rural entrepreneurship have emerged as a vital and dynamic sector of the economy. It has widened its operational ambit by entering to various non-traditional areas and there is a substantial increase in the number of Micro and small village enterprises (MSVEs).

Right from its birth in 1966, Haryana has progressed on all fronts specially agricultural and industrial parameters and now a days it enjoys a status of one of the most prosperous states in terms of per capita income, agricultural yield and industrial output of machinery and capital goods. This study will open new horizon of the impact of entrepreneurial development schemes, programs and promotional activities on economic growth and development of people of Haryana.

Today, developing an entrepreneurial culture and supporting innovative new and small firms in the rural areas, are high on the government agendas. In this context, the present study is quite relevant to deal with the analysis of the impact of such Entrepreneurship promotional activities by the Government agencies on the Rural Development and on the social and economic well being of the people in the state of Haryana. In the Indian context it has been observed that certain vital issues related to the Rural Entrepreneurship needs to be addressed. And this is in this context that the
researcher would like to study the issues to set out reasons why promoting entrepreneurship is a force of economic change that must take place if many rural communities are to survive; and Secondly, it will also deal with the policies are necessary in order to create an environment in rural areas conducive to entrepreneurship.

This envisages a study to understand and appraise the Role of various Entrepreneurship Development Institutions fostering rural entrepreneurship and development of micro and small village enterprise (MSVEs) in Haryana and evaluation of various governmental efforts and schemes intended for rural industrialization through rural poverty alleviation programs aiming at entrepreneurship development in the rural areas of the economy.

The problem to be investigated in this study stated as performance evaluation of elected Rural Entrepreneurship Development institutions and government assistance schemes- is proposed to undertake an in depth study on the evaluation of performance of rural entrepreneurship development programs & schemes, evaluation of the role of and the Institutions fostering rural entrepreneurship and development of micro and small village enterprise (MSVEs) and to evaluate the impact of Entrepreneurship Development programs of various entrepreneurship development organizations on the economic well being of the rural population of Haryana. It has been captioned as “Performance appraisal of Rural Entrepreneurship Development programs”.

3.4 Objectives of the Study

In an effort to better understand the current state of rural entrepreneurship development policy, the study sought to understand the overall return on investment from such programs and to document the economic impact of support for the creation and growth of new rural businesses. The overall objective of the study is to examine and evaluate the performance of various government schemes, programs and institutional support in achieving the target of fostering rural entrepreneurship and promote, support and sustain rural entrepreneurs & micro and small village enterprises (MSVEs) in the state of Haryana. It also tends to examine the major concerns involved in the rural entrepreneurship development and the factors that inhibit and obstruct rural people and communities in advancing in the field of entrepreneurship and from availing of the opportunities open to them.
The problem to be investigated is designed with the specific objectives demarcated below:

1. To portray a profile of various entrepreneurship development organizations fostering rural entrepreneurship in the state of Haryana.

2. To study and document Entrepreneurship Development programs, policies and schemes of various entrepreneurship development organizations fostering rural entrepreneurship in the state of Haryana.

3. To analyze and document the institutional network and the involvement of support agencies in promoting rural entrepreneurship in Haryana.

4. To analyze and document the management and technical assistance and infrastructural support provided by the development organizations to the prospective rural entrepreneurs in Haryana.

5. To analyze and document the credit and financial assistance and support provided by the development organizations to the prospective rural entrepreneurs in Haryana.

6. To critically examine the roles played by the development organizations to generate employment opportunities in rural areas of Haryana.

7. To study the impact of Entrepreneurship Development programs of various entrepreneurship development organizations on the economic well being of the rural population of Haryana.

8. To study the impact of Entrepreneurship Development programs of various entrepreneurship development organizations in the growth of SSI and Village industries in the State of Haryana.

9. To study and document the initiatives taken up by development organizations to provide entrepreneurship education and training to rural youth of Haryana.

10. To evaluate the performance of various entrepreneurship development programs fostering rural entrepreneurship in Haryana.

11. To suggest the measures to improve the role performance of such entrepreneurship development institutions fostering rural entrepreneurship in Haryana.
3.5 Hypothesis

Keeping in view the above objectives of the study and on the basis of the researchers’ own experience, the following Hypotheses were formulated:

1. The rural Entrepreneurship development Programs of various entrepreneurship development organizations have significantly contributed to the economic growth and development of Haryana.

2. The Rural Entrepreneurship development programs and policies of various entrepreneurship development organizations have generated significant employment opportunities in rural areas of Haryana.

3. The various entrepreneurship development organizations fostering rural entrepreneurship in Haryana have performed significantly on financial and operational front.

4. The initiatives taken up by the development organizations to provide entrepreneurship education and training to rural youth of Haryana have created significant awareness about rural entrepreneurship.

5. Small Scale Industries (SSI), Tiny and Village industry in Haryana has shown Significant growth after implementation of Rural Entrepreneurship development programs by various entrepreneurship development organizations fostering rural entrepreneurship in Haryana.

3.6 Scope of the study

3.6.1 Locale of the Study

The spatial scope of present study relates to the state of Haryana only and that too with a limited number of Development institutions engaged in rural industrialization in state of Haryana. The proposed study has been incubated to cover the Districts of Rewari, Mahendergarh and Gurgaon in the State of Haryana.

The study focus on the state of Haryana only because right from its birth in 1966, Haryana has progressed on all fronts specially agricultural and industrial parameters and now a days it enjoys a status of one of the most prosperous states in terms of per capita income, agricultural yield and industrial output of machinery and capital goods. This study will open new horizon of the impact of entrepreneurial development schemes,
programs and promotional activities on economic growth and development of people of Haryana.

The study is being conducted in the three districts of Haryana namely Rewari, Mahendergarh and Gurgaon. The criteria for selection of these districts is based on the Backwardness and forwardness because of inter-districts regional disparities indicated by disparities in economic infrastructure, per-capita income, industrial backwardness, prevailing rurality (percentage of rural population) in various parts of the state that reflects clearly the regional imbalances and the level of development of a district with respect to socio-economic and demographic characteristics in the state. In view of the ranking of districts based on composite index of socio-economic development of districts by Ram and Shekhar (2006) and considering Rewari and Mahendergarh being the neighborhood districts having regional influence on each other, districts Rewari and Mahendergarh is selected. Further, district Gurgaon is taken as suggested in the DRC meeting to represent economically and industrially forward district for the sake of comparison.

3.6.2 Reference Period (The period of study)

The present study made an attempt to examine, analyze and document the performance of entrepreneurship development organizations fostering rural industrialization in the Haryana and the role of various sponsored schemes and programs aimed at rural entrepreneurship development in the country particularly with reference to a period from 1991-2009 in the three districts of Haryana. I.e. study will be done under 18 years of performance.

3.6.3 Institutional coverage

The scope of this study is limited to a few selected institutions fostering rural entrepreneurship in Haryana. The researcher made an attempt to understand and appraise the Role of selected Entrepreneurship Development Institutions fostering rural entrepreneurship such as:

a. National Bank for Agriculture and rural Development (NABARD),
b. District Rural Development Agency (DRDA),
c. Directorate of Industries of the Haryana State (DICs),
d. Khadi & Village Industries Corporation and state Board (KVIC & HKVIB),

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e. Haryana State Industrial and Investment Development Corporation (HSIIDC),
f. Haryana Financial Corporation (HFC),
g. Small Industries Development Organization (SIDO)

The appraisal of these Entrepreneurship Development Institutions fostering rural entrepreneurship in Haryana will certainly provide a comprehensive picture of various institutional set up to promote the growth of entrepreneurship in rural areas as well as the programs and activities that help promoting potential entrepreneurs specially in rural areas and foster rural entrepreneurship.

3.6.4 Development Programs/ Govt. Schemes coverage

The scope of this study is limited to a few selected self- employments programme and entrepreneurship development schemes of the selected institutions fostering rural entrepreneurship in Haryana. The researcher made an attempt to understand and appraise the role of selected rural development and self- employment generation schemes and programs meant for fostering rural entrepreneurship and rural socio-economic development such as follows:

- Entrepreneurship Development under Swarnjayanti Gram Swarozgar Yojna (SGSY), implemented by District Rural Development Agency (DRDA)
- Rural Entrepreneurship Development under PMRY, implemented by District Industries centers (DICs)
- Rural Employment Generation Programme (REGP), implemented by Khadi and Village Industries Corporation (KVIC) / Haryana Khadi and Village Industries Board (HKVIB)
- SHG- Bank Linkage Program initiated and supported by National Bank for Agriculture and Rural Development (NABARD)
- Mini-industrial estates (Udyog Kunj) scheme, implemented by HSIIDC in association with DICs in Haryana state
- Entrepreneurial education and training initiatives by Small Industries Development Organization (SIDO)
3.7 **Research Design**

The research design is an important aspect of the present study and facilitated in specifying the conceptual framework and defining structure within which research has been conducted. The present study was exploratory cum descriptive in nature. Exploratory because it ventured into areas with little knowledge about rural development institutions, their programs, policies and schemes, assistance and support provided by them and thus further provided valuable, even critical information for designing larger scale descriptive or explanatory studies (Buchinal, 2010). Further the present study also tends to have the nature of explanatory or descriptive research as it aimed at finding relationships among variables from theory based expectations and described a situation or context of rural entrepreneurship development and its impact on economic well being of the rural population and the growth of SSI and village industries (Malhotra & Grover, 1998).

3.8 **Data Collection Plan**

3.8.1 **Information Need**

The present study is based on both the secondary and primary data. The secondary data was needed pertaining to Institutional network, selected organizations and their development programs with reference to entrepreneurship development in rural India especially in the context of identified development institutions, support agencies; various govt. sponsored self-employment schemes and micro enterprises development programs aimed at improving and enhancing the socio-economic well being and quality of life in villages.

Primary data need was ascertained to fill in secondary data gaps on various unexplored topics and capturing first hand data from the rural people who are the beneficiaries of the various entrepreneurial development schemes/programs related to the present study in order to know the view of rural entrepreneurs, Govt. agencies & institutions and community at large etc. to analyze the impact of ongoing programs on socio-economic growth and development of rural population.

3.8.2 **Data sources**

a) Sources of Secondary Data: The present study is based on extensive review and use of secondary literature pertaining to ascertained data need. The needed secondary
data was available from agencies engaged in rural Entrepreneurship Development and promotional activities, various public, academic and research Libraries and Internet resources available online. The secondary data was collected from the annual reports and administrative & operational guidelines of govt. agencies (India/Haryana) like- Ministry of Rural Development, DRDAs, HIRD, NABARD, RBI, SIDO, HKVIB & KVIC; Directorate of Industries-Govt. of Haryana & DICs, HSIIDC and HFC.

The secondary data / information regarding the schemes and their implementation have been collected from the classified data available with the Govt. functionaries at different levels like state level coordinating departments, regional offices, District, Block and Gram Panchayts. Apart from these, printed, digitized and published material from Economic and Statistical Organization, Planning department (Govt. of India), Central Statistical organization, NIRD, AIES, HIPA, Newspapers, Magazines, Books, Journals, Published research papers, published conference proceedings, Statistical Abstracts of Haryana, Trade and industrial Associations Publications and websites etc. also formed the sources for the collection of secondary data for the study.

b) Sources of Primary Data: The primary data was collected from the program/scheme beneficiaries who were either individual beneficiaries or a member of SHGs. First hand data was collected from two sources: Individual beneficiaries (in case of schemes like PMRY, HSIIDC Udyog Kunj scheme and SIDO sponsored EDP participants) and SHG members (in case of SGSY, REGP, and BLP).

3.8.2 Data collection Methods and Tools

The methods of collecting primary and secondary data differ since primary data are to be originally collected, while in case of secondary data the nature of data collection work is merely that of compilation. Against this backdrop, following methods and tools of data collections were employed for the present study.

a) Secondary Data: Considering the suitability and adequacy of secondary data needed in the context of the present study, secondary data was collected by way of making personal visits to the offices of concerned program implementing agencies at the district and block level using the method of personal discussions, persuasion, browsing and obtaining photocopies of the available records, registers, reports and database, by making formal application for information or through RTI applications
wherever needed. Discussions were first held with the concerned functionaries in DIC, DRDA, HKVIB and NABARD at the district level and Block level program officers and relevant information were jotted down and obtained. Discussions with the Dy. Managers and Public relation and information officer of HSIIDC and HFC were held at Gurgaon office for further exploration, understanding and supplementing the secondary data gaps. Further, various web and online resources were browsed, accessed, review and compiled. Visits to various public, academic, and research libraries proved a fruitful approach in the present context.

b) Primary Data: The present study is empirical in character based on the survey method. The needed primary data was obtained from the sampled beneficiaries by conducting field study & survey, using techniques of formal and informal personal interviews, participatory discussions and relevant observations. Questionnaire-cum-interview schedule, as an accepted research instrument, was used for the purpose.

Data Collection tools and Pre-test: The variables used in the study were identified from extensive literature review and during the discussions with the officials of the DIC, DRDA, NABARD, HKVIB, KVIC, SIDO (MSME), academicians at HIRD, research scholars and a preliminary interview with the selected Self-Help Groups. The variables thus identified by the researcher were operationalised. Based on the variables identified for the study, separate Questionnaire-cum-interview schedule for the beneficiaries in case of PMRY, SGSY, REGP and SHG-BLP were drafted. The schedules so drafted were circulated among a few research scholars for a critical review with regard to wording, format and sequences. The schedules were suitably redrafted in the light of their comments. The schedules were further pre-tested in consultation with a panel of experts from the respective implementing agencies and senior academicians. It was pre-tested randomly with 10 beneficiaries each from the respective program excluding the already selected sample. Based on the results acquired during the pre-testing and in the light of their comments, suitable alterations were made in the schedule for data collection. The finalized interview schedule was administered for collecting the data.

Secondly, in case of MSME-DI (SIDO), developed a separate Questionnaire-cum-interview schedule and tested in consultation with a panel of experts from MSME-DI and is being administered for collecting the data about training and education initiatives from the beneficiaries of the MSME-DI (SIDO).
Thirdly, in case of HSIIDC implemented Mini-industrial estates (Udyog Kunj) program developed a semi-structured questionnaire to interview functionaries and to collect data from the sampled unit.

c) Construction of tools for Data collection (Questionnaire-cum-Schedule Design):
Separate Questionnaire-cum-interview schedule for the beneficiaries in case of PMRY, SGSY, REGP and SHG-BLP has been developed and tested in consultation with a panel of experts from the respective implementing agencies and senior academicians. It was pre-tested randomly with 10 beneficiaries each from the respective program excluding the already selected sample. Based on the results acquired during the pre-testing, suitable alterations were made in the schedule for data collection. The finalized interview schedule was administered for collecting the data.

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Thirdly, in case of HSIIDC implemented Mini-industrial estates (Udyog Kunj) program developed a semi-structured questionnaire to interview functionaries and to collect data from the sampled unit.

3.9 Sampling

Sampling started with defining the “accessible” or “available” population of beneficiaries according to select schemes under consideration. The universe comprised of rural people below poverty line, rural unemployed people and Artisans, educated unemployed rural people between the age of 18 and 40 years or as applicable with respect to different development programs, with the minimum qualification in the state of Haryana, Self Help Groups, and other micro-entrepreneurs.

3.9.1 Sampling Method

In pursuance of the documented objectives, Hypothesis and information need, the data for the Study has been collected through the multi-stage random sampling method.

3.9.2 Selection of SHGs and Respondents

The sample unit (Respondent) for collecting primary data comprises the program/scheme beneficiaries who were either individual beneficiaries or a member of
SHGs. SHGs were selected in case of schemes like SGSY, REGP, and BLP because the schemes entail a mechanism of extending micro finance assistance (loan cum subsidy) including technology infrastructure, marketing support and training etc., to individuals who are organized in a Self-Help-Group (in the form of SHG) or to all the members in the group for taking up income generation activities. Thus, the respondents selected for the study were of two categories: Individual beneficiaries (in case of schemes like PMRY, HSIIDC Udyog Kunj scheme and SIDO sponsored EDP participants) and SHG members (in case of SGSY, REGP, and BLP). Hence, the respondents were drawn from the respective schemes availed by them, through multi-stage random sampling technique which are detailed below:

a) At the first stage, the three districts of Haryana namely Gurgaon, Rewari and Mahendergarh were selected. For the purpose of the study, district wise lists of blocks were prepared accordingly and two blocks from each district were selected at random. Districts were selected according to high prevalence of SC, ST and OBC dominating populations, which usually form the bulk of the BPL category. In each district, two sub-districts (block) were selected with the same criteria of type of dominating beneficiary population category.

b) Further, at the third stage of sampling, a purposive random sampling technique was used to select SHGs. For this, separate lists of SHGs under SGSY and REGP, were prepared from the available and then accessible records and registers of the respective program implementing agencies. In case of NABARD- SBLP, list of the SHGs was obtained with the help of NABARD officials in each district. The list was further classified by the SHGs formed and financed by banks (Model type 1) and the year of formation and tenure of functioning. These three lists were further classified according to Development Blocks in each District and then used as a sampling frame. Further those SHGs which existed and survived for two or more years (as per records) were separated out from the lists of eligible to be selected for this study. From these three lists, 30 SHGs (10 SHGs from each District, thus total 30 SHGs) operating under SGSY guidelines, 24 SHGs (8 SHGs from each District, thus total 24 SHGs) operating under REGP guidelines and 30 SHGs (10 SHGs from each District, thus total 30 SHGs) operating under NABARD SHG-BLP guidelines formed and financed by Gurgaon Gramin Banks (RRB) were randomly selected for the study. The selected SHGs, which were found to be non-functioning and/or
converted to SGSY groups, were again substituted by other SHGs depending on the availability of the SHGs from the list obtained in the field itself. Care was taken to select SHGs from different blocks within a district to obtain a widespread sample of SHGs from the entire district. Thus, the total number of SHGs included in the sample for this study were 84 (30 under SGSY scheme, 24 under REGP scheme and 30 from NABARD BLP)

c) In case of PMRY, SGSY and REGP, program beneficiaries’ registers were used as the sampling frame and further for the sake of convenience, prepared lists of the individual beneficiaries under each scheme. Based on the sample frame and further in view of the time, cost and accession constraints with the researcher, beneficiaries were identified and selected through purposive random sampling technique. In case of PMRY, SGSY and REGP, sample-beneficiaries were selected from sample frame who met the criterion of attending EDP programs under the respective programs by concerned implementing agencies.

d) In the final stage, a complete list of members in the selected SHGs was obtained from the officials of the SHGs and eight SHG members per SHG were selected at random. In case of non-availability of the selected SHG members, other SHG members were called from the list and the required information was collected by canvassing the questionnaire. A sample of total 240 beneficiaries (10 SHGs from each district (thus total 30 SHGs selected), further comprising 05 SHGs each from the two select blocks and 08 individual members from each SHGs at Block level) were selected by adopting simple random sampling technique.

e) A list of the individual beneficiaries of the MSME-DI- (SIDO) Entrepreneurial education and training program selected during 1994-95 and 2006-07 belonging to three select districts was obtained from the available records/Registers of the MSME-DI- (SIDO) office at Karnal in Haryana. A sample of total 240 beneficiaries (80 from each District, further comprising 40 each from the two select blocks) were selected by adopting simple random sampling technique.

f) In case of Haryana State Industrial and Investment Development Corporation (HSIIDC), under Mini-industrial estates (Udyog Kunj) scheme implemented at village Suthani in District Rewari, at village Alipur-Ghamroj in District Gurgaon and further at village Nasibpur-Narnaul in District Mahendergarh, no record/Data of
the beneficiaries could be identified and located in the concerned offices. Under these circumstances, a list of 10 functionaries (2 from HSIIDC, 2 from DICs, and 6 from Gram Panchayts) each from the three districts were prepared. Further, in absence of any beneficiaries in case of Rewari, 05 rural people (non-beneficiaries) were decided to interview. In case of Gurgaon, only one beneficiary from the pilot study could be located and hence the same was interviewed in addition to 05 rural people (non-beneficiaries). In case of Mahendergarh, only 04 beneficiaries from the pilot study could be located and hence the same were interviewed in addition to 05 rural people (non-beneficiaries). Thus a sample of 50 people was selected.

3.9.3 Sample size and Distribution

The total sample size obtained for the empirical study happened to be 1250 sample units. The distribution of the sample, thus drawn, is given below-

<table>
<thead>
<tr>
<th>Program Beneficiaries</th>
<th>Gurgaon</th>
<th>Mahendergarh</th>
<th>Rewari</th>
<th>Gross Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>PMRY</td>
<td>80</td>
<td>80</td>
<td>80</td>
<td>240</td>
</tr>
<tr>
<td>SGSY</td>
<td>80</td>
<td>80</td>
<td>80</td>
<td>240</td>
</tr>
<tr>
<td>REGP</td>
<td>80</td>
<td>80</td>
<td>80</td>
<td>240</td>
</tr>
<tr>
<td>SHG-BLP</td>
<td>80</td>
<td>80</td>
<td>80</td>
<td>240</td>
</tr>
<tr>
<td>HSIIDC</td>
<td>16</td>
<td>19</td>
<td>15</td>
<td>50</td>
</tr>
<tr>
<td>SIDO (MSME)</td>
<td>80</td>
<td>80</td>
<td>80</td>
<td>240</td>
</tr>
<tr>
<td><strong>TOTAL</strong></td>
<td><strong>416</strong></td>
<td><strong>419</strong></td>
<td><strong>415</strong></td>
<td><strong>1250</strong></td>
</tr>
</tbody>
</table>

3.10 Performance Measures and Variables

The present Study made an attempt to evaluate the performance of REDPs with reference to Physical & Financial performance, and Socio-economic impact on rural population. The performance measures and variables further relates to the evaluation of financial and operational performance of selected development organizations and support agencies while implementing their respective schemes and passing on the program benefits to the people who availed the program/schemes.

The performance of selected institutions and government schemes has been evaluated using the variables like amount of financial assistance provided, actual number of MSVEs grounded, formation of SHGs, Training and Development programs (ESDP/EDP/MDP/SDP) conducted, employment generation, rural industrialization etc.
Fig 3.1: Sample Chart

- Number of Districts under Consideration - 03 (Mahendergarh, Rewari, Gurgaon)
- Number of Blocks under Consideration - 06 (02 from Mahendergarh- Ateli & Kanina) (02 from Rewari- Rewari & Bawal) (02 from Gurgaon- Sohna & Pataudi)
- Number of Programs under Consideration - 06 (PMRY, SGSY, REGP, SBLP, Udyog Kunj Scheme, SIDO-EDPs)
- Number of Beneficiaries (Sample Size) - Total 1250 Respondents (District wise- Block wise)
  - Mahendergarh (419)
  - Rewari (415)
  - Gurgaon (416)
  - PMRY - 40
  - SGSY (240) - 40
  - REGP (240) - 40
  - SBLP (240) - 40
  - HSIIDC (50) - 19
  - SIDO (240) - 40
  - Total - 40

- Program wise sample size
  - PMRY - 240
  - SGSY - 240
  - REGP - 240
  - SBLP - 240
  - HSIIDC - 50
  - SIDO-EDPs - 240
  - Total - 1250

- Number of SHGs Selected for study-Members (Sample taken from each Group-08 Members, thus 40 respondents from each Block)
  - Under SGSY Scheme (30 Groups) (240 Group Members)
  - Total 10 from Mahendergarh- (Ateli Block-5 & Kanina Block-5)
  - Total 10 from Rewari- (Rewari Block- 5 & Bawal Block- 5)
  - Total 10 from Gurgaon- (Sohna Block- 5 & Pataudi Block- 5)
  - Under SBLP Scheme- (30 Groups) (240 Group Members)
  - Total 10 from Mahendergarh- (Ateli Block-5 & Kanina Block-5)
  - Total 10 from Rewari- (Rewari Block- 5 & Bawal Block- 5)
  - Total 10 from Gurgaon- (Sohna Block- 5 & Pataudi Block- 5)
3.11 Research tools

Since the study is based on Primary and Secondary sources of information, the simple mathematical and statistical tools have been applied wherever applicable like Simple average, compound annual growth Rate, Ratio, Ratio analysis and percentage method will be used to achieve objective. The analyzed data has been presented using tables and graphs.

3.12 Relevance and Significance of the study

The study focus on the state of Haryana only because right from its birth in 1966, Haryana has progressed on all fronts specially agricultural and industrial parameters and now a days it enjoys a status of one of the most prosperous states in terms of per capita income, agricultural yield and industrial output. This study will open new horizon of the impact of entrepreneurial development schemes, programs and promotional activities on economic growth and development of people of Haryana.

Today, developing an entrepreneurial culture and supporting innovative new and small firms in the rural areas, are high on the government agendas. In this context, the present study is quite relevant to deal with the analysis of the impact of such Entrepreneurship promotional activities by the Government agencies on the Rural Development and on the social and economic well being of the people in the state of Haryana. In the Indian context it has been observed that certain vital issues related to the Rural Entrepreneurship needs to be addressed. And this is in this context that the researcher would like to study the issues to set out reasons why promoting entrepreneurship is a force of economic change that must take place if many rural communities are to survive; and Secondly, it will also deal with the policies are necessary in order to create an environment in rural areas conducive to entrepreneurship.

The research on rural entrepreneurship is scarce and there are few in-depth studies on this subject. There is an urgent need as well as wide scope for research on rural entrepreneurship in a developing country like India, which is riddled with the unique caste system non-existent anywhere else in the world.

The present research is an effort in this direction with fervent hope and sanguine belief to make positive contributions and bench-mark in the field of research & its implications on rural entrepreneurs. The study could be very handy in formulating policies and plan strategies for the upcoming Five Year Plan. The relevance of such
studies grows manifold in a liberalized economic scenario where opportunities for upward mobility through start-ups and small businesses have grown enormously due to outsourcing and sub-contracting.

3.13 Implications

Considering the paramount importance of Rural Entrepreneurship Development (RED) in the Indian context, the present study has been undertaken with the objectives of contributing a measure of clarity to the research on the issue of the performance of institutions meant for RED and the institutionalized policy and promotional efforts of the Govt. fostering rural entrepreneurship in the country. The research on Rural Entrepreneurship and Rural Entrepreneurship Development (RED) in the Indian context is scarce and there are few in-depth studies on this subject. There is an urgent need as well as wide scope for research on these issues of entrepreneurship in a developing country like India, which is riddled with the unique caste system non-existent anywhere else in the world.

The study intends to provide insight into the multi-dimensional facets of Rural Entrepreneurship Development (RED) framework in India. This would have implication for rural socio-economic development efforts and resource management and for the planners & Policy makers engaged in the cause of RED.

The research outcomes could be a guideline for the government, Developmental and Financial institutions in the country or other business development agencies/organizations to have a greater understanding of the growth patterns of micro and small village Enterprises (MSVEs) in India, which can enable them to cater for the needs of developing specific human capital, needed socio-economic and industrial infrastructure as well as providing a conducive environment and viable rural entrepreneurial eco-system for the development of opportunities for building MSVEs, human and social capital for existing or potential micro and small village or rural entrepreneurs.

The findings of the this study could be used by various institutions, agencies, departments of the Government, researchers, and development workers associated with rural development, rural industrialization, growth and development of cottage, small and tiny industries, poverty reduction, solving the problem of rural unemployment, strengthen the SHGs through various capacity building inputs, micro credit and finance, to bring appropriate changes in existing procedures and policies for better functioning of
the SHGs and more effective bank linkage, and to develop innovative strategies for the empowerment of the poor and sustainability of the rural poors.

3.14 Limitations

This evaluative study also suffers from certain limitations. In view of the dimension of exploration and geographical spread of the study area, the times as well as financial resources available were serious limiting factors for the study. Poor availability of secondary sources of data, particularly the lack of time series data on SHGs functioning and performances limited the portrayal of its past performance, which could have given a deeper insight into the future projections. Whenever the primary- data analysis demanded further probe into the issue which surfaced, it could not be undertaken since the revisit to the research area for further data collection was not feasible due to shortage of time as well as financial resources. However, the issues thrown in the present investigation would provide valuable insights for future studies to be undertaken to make explorations into the functioning and performances of developmental institutions and Interventions.

3.15 Chapter Scheme

The chapter scheme includes the following Nine (9) chapters-

Chapter-1 Introduction
Chapter-2 Review of literature
Chapter-3 Research Methodology
Chapter-4 Institutional Network and Support Agencies for rural Entrepreneurship:
Chapter-5 Review of Government Policies and Programs
Chapter-6 Profile of Study Area and Program Beneficiaries
Chapter-7 Analysis and Discussion-Program Performance and Impact
Chapter-8 Summary of Findings and Conclusion

Bibliography
Appendix-I Questionnaire