Chapter-VI
Research Findings
Demographic Profile of the EDP Trainees

- Majority of trainees (71%) are male participants and majority of the participants (61%) are married.
- More number of respondents were from Belgaum (46%) followed by Bagalkot and Bijapur Districts (27% each).
- The vast majority of the respondents (92%) are Hindus followed by Muslims (8%).
- 61% of respondents are from OBC category which constitutes the highest participants followed by GM, SC and ST (24%, 11% & 3%) respectively.
- Majority of the respondents are not well educated, 53% respondents had education of SSLC to PUC. Other respondents had education below SSLC (20%), the respondents who have well educated Degree (18%) followed by Technical (5%).
- Majority of the respondents are unemployed (63%) and those are employed they are in own business, service, farming and other occupation.
- Majority (47%) of the respondents fathers occupation is farming followed by own businesses, services and other occupations.
- The majority (51%) of the respondents work experience is less than one year followed by prior work experience of 1-2 years and 5-10 years constituted 31% and 8% respectively.
- More number of respondents from rural areas (74%). Those from urban area and semi urban areas constituted 17% and 9%, respectively, of the sample.
- Respondents’ annual income has increased considerably from mean score of 10.20 to 11.36 after undergoing EDP.
• Majority (89%) of the respondents are not associated with any type of business activity before undergoing EDP and majority (80%) of the respondents associated with different business activity after EDP such as services, manufacturing, trade and others.

• Start up rate is very high in case of Belgaum followed by Bijapur and Bagalkot. The start up rate is high in case of male (74%) compared female (26%). On the basis of marital status married are of 62% and unmarried are of 38%. Religion wise start-up rates are Hindus are 90% and Muslims are 10%. Caste wise start up OBC (60%) GM (26) SC (11%) and ST (3%). Education wise start up rate of SSLS to PUC (54%) Below SSLC (19%) Degree (18), Technical (5%) and No formal education (4%). On the basis of respondents occupation wise start up rates are as follows Unemployed (62%) Own business (14%) Services & farming (10% each) & others (4%). Start up rate on the basis of respondents fathers occupations are as follows Farming (46%) Own business (27%) Service (20%) & Others (7%). On the basis of prior work experience Less than one year is (48%) 1 to 2 year (34%) 5-10 years(9%) 2-5 years (6%) & more than 10 years (4%). Locality wise start up rate is Rural (74%) Urban (17%) & Semi urban (9%).

• To know the significant differences existing between starting of business after EDP across various demographic variables, chi-Square test has been done and the result shows that the mean differences exist across districts, marital status, caste, education, fathers occupations, locality and year undergone EDP for 'Have you started a business after the EDP' are not significant (at 5% level). Hence there is no significant difference exist
among these demographic variables in start-up rate. In case of gender, occupation and prior work experience the significance value is less than 0.05, the mean difference existing across these variables for 'Have you started a business after the EDP' is significant (at 5% level). Hence, there is significant difference exist among these demographic variables in startup rate.

- To know the perceived business success among the entrepreneurs and demographic profile of the entrepreneurs, t-test and ANOVA is used. In case of marital status, religion, caste and locality of respondents the significance value is more than 0.05, the mean difference existing for Overall satisfaction about Business success across all these demographic profile of respondents is not significant (at 5% level). Hence, the perceived business success among the entrepreneurs is same in these demographic profile of the entrepreneurs. In case of location, education, occupation, fathers occupation and prior work experience the significance value is less than 0.05. The mean differences existing for overall satisfaction about business success across these demographic variables among the respondents are significant (at 5% level). Hence, the perceived business success among these entrepreneurs differs in these demographic profiles of the entrepreneurs.

Satisfaction of Trainees from EDP

- Majority (95%) of the respondents opine that EDP is going to help them for establishing the unit and running it smoothly.
• It is widely held that duration of the training programme is sufficient (73%) and content of the training programme (98%) is useful for establishing the unit.

• The perception of the trainees towards training programme in relation to content, quality of the training and satisfaction with EDP is positive.

• The trainees who attended the EDP 97% of which are recommending this programme to friends and colleagues.

**Overall Effectiveness of EDP**

• EDP is effective in meeting the expectations of the trainees. The expectations of respondents from EDP average mean score was 3.63 to 4.34 after EDP.

• There is a remarkable change in the Knowledge and skills of the trainees after EDP. From the average mean score 1.78 to 3.66, and there is also a transformation entrepreneurial competency has taken place from average mean score of 2.23 to 4.29 which signifies that EDP is effective in transferring of knowledge and skill among the trainees.

• Majority of the trainees who attended the training programme are not undertaking any business activity before EDP (89%) and meagre (11%) number of trainees undertaking business activity.

• To know significant differences in the perception of knowledge and skills among the trainees before and after the EDP programme a t- test (Paired Samples Statistics) was used. An analysis brings out that the significance value is less than 0.05 in all the parameters. The mean difference existing for all the parameters before and after the EDP programme is significant (at 5% level). Hence, the perception among various parameters differs
before and after the EDP programme which proves that the EDPs are effective transforming of knowledge and skills among trainees.

- Through the Pearson correlation it is identified that there is relation between Perceived skills enhancements and Overall Business success which is .232 and sig value is .000 which is less than .05. Hence there is statistically significant relation is established between these two variables. So the EDP is very effective in making overall business success.

- The EDP programme is very effective in delivering its objective as 80% of the respondents are established the business units with overall satisfaction about business success with mean score of 3.72. Out of the respondents who established the business units, majority of them 52% are in service, followed by manufacturing 32%, trade 14% and other business 2%. 97% of respondents are started business with proprietorship and only 3% in partnership form.

- Trainees effectively applied the skills learnt in the training in establishment of enterprises with mean average score of 3.46.

- Majority (56%) of the respondents expanded their business and 16% of the respondents has more than double expansion with increase in annual sales turnover which shows effectiveness of EDP.

- Trainees who have not established their business, 52% of them gave up starting the business immediately after the EDP and by 25% of them gave up after submitting the loan application and 12% of them gave up after completing loan application and 11% of them closed their business after the establishment of the business. The 74% of the trainees not approached the trainer or institution and only 26% of them approached the institution.
Those who approached the institution of which 55% of respondents opine that institution helped but not to the extent required and 45% of them opine that institution helped.

- Overall it is proven that EDP is very effective in fulfilling its stated objectives with overall mean score 4.06.

- To know the effectiveness of EDP the correlation has been done between attainments of expectations by the trainees from EDP, application of skills in business achieved through EDP and overall satisfaction about business success. An analysis of this brings out that both 'Attainment of Expectations' and ‘application of skills in business achieved through EDP’ were found to have positive and significant (at 1% level) correlation with Overall satisfaction about business success. Hence it is proven that EDP is effective in application of knowledge and skills by the trainees in business performance.

- Regression analysis was used to find out the effect of EDP and demographic variables on overall satisfaction about Business success. It is seen from the correlation coefficient value (R) is 0.618 for Model1, which exhibits a fair amount of correlation between Independent variables (EDP & demographic variable) and dependent variable (Overall satisfaction about Business success), with the F-ratio being 46.75 and its associated significance level being small (P<0.000). The R square value gives us the goodness of fit of the regression model. That is, the amount of variability explained by the whole of the selected predictor variables in the model for 38.0% (R2%=.38* x100) of variation in the dependent variable (overall satisfaction about EDP).
This analysis shows that Overall satisfaction about Business success has a linear relationship with EDP. So we can say that EDP plays effective role in overall satisfaction about business success.