CHAPTER-I

INTRODUCTION
1.1: Introduction

The concept of entrepreneurship is an age-old phenomenon that relates to the vision of an entrepreneur as well as its implementation by him/her. Entrepreneurship is a composite skill which means that it is a mixture of many qualities and traits such as imagination, risk taking ability to harness factors of production i.e. land, labour, capital, technology and other various factors. Entrepreneurship culture implies a set of values, norms, and traits that are conducive to the growth of entrepreneurship. It consists of five main elements such as:

- Creativity and Innovations
- Ability to apply the creativity
- Changes
- Creating values.
- Ability to manage

Thus, entrepreneurship is a process of creating new ventures for production of goods or rendering of services through gathering skill and knowledge in order to generate income. It can also be termed as a course of action undertaken by an individual or a group of individuals or a group of association to create or to initiate new ideas into action in a productive way with profit motive through production of goods or rendering of services to the society. Entrepreneurship in recent years has been playing a tremendous role to the economy of the nation. It creates opportunities of employment for the unemployed youth to be self dependent. The greater role of entrepreneurship is to promote the
existing level of entrepreneurs and bring a change to the scenario of entrepreneurship. No doubt an individual may feel more secured in Government service; however it is also true that all types of unemployed youth can't be absorbed by the Government. Therefore greater emphasis should be given to develop entrepreneurship as an alternative to public sector employment and checking wastage of human resource. Assam is predominantly an agricultural state where more than 75% people are absorbed in primary sector employment. Thus, the agro base industry too has come to occupy a crucial role for Assam as well for the north eastern states. The potentiality of entrepreneurship in this specific sector namely agriculture may be considered as a tool to pick up the growth rate of industrialization.

Nalbari District is situated in between Kamrup and Barpeta district. For better administration, old Kamrup District has been divided into three Districts. Nalbari was declared a sub division of undivided Kamrup District in 1967. Nalbari Sub Division is formally declared as a District in 14th August, 1985. Shri V.K. Pipersenia, IAS, was the first Deputy Commissioner in Nalbari.

1.2: Geographical profile of Nalbari district

Nalbari District is situated in between 26°N and 27°N latitude and 91°E and 97°E longitude. The northern side of the district is bounded by the Indo-Bhutan International boundary and the southern side by the mighty Brahmaputra River. The Darrang and the Kamrup District fall in the eastern side of the district whereas the district of Barpeta is situated in the western side of the district.
Table 1.1: The following table shows the Area and Administrative division of Nalbari district before and after reorganisation (as two separate district i.e. Nalbari and Bodoland Territorial Autonomous District)

<table>
<thead>
<tr>
<th>Particulars</th>
<th>Before reorganization*</th>
<th>After reorganization** (excluding BTAD)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Area</td>
<td>2257 sq.km.</td>
<td>1009.57 sq. km.</td>
</tr>
<tr>
<td>Sub division</td>
<td>1</td>
<td>1</td>
</tr>
<tr>
<td>Revenue circle</td>
<td>9</td>
<td>9</td>
</tr>
<tr>
<td>Development Block</td>
<td>12</td>
<td>8</td>
</tr>
<tr>
<td>No. of Gaon Panchayat</td>
<td>110</td>
<td>65</td>
</tr>
<tr>
<td>No. of villages</td>
<td>827</td>
<td>456</td>
</tr>
</tbody>
</table>

*As per 2001 census **As per 2011 census

Source: Nalbari district, NER databank and Statistical Handbook of Assam, 2007 and 2011

The table reflects the area and administrative division of Nalbari district before reorganisation and after reorganisation into two parts; such as Nalbari and Bodo Territorial Autonomous District (BTAD).
1.3: Area and Administrative Division

Nalbari District covers an area of 2257.00 sq. km., out of which 2242.80 sq. km. is rural and 14.20 sq. km is urban (as per 2001 census) area.

Here, a comparative analysis of population, literacy rate etc. of Nalbari district, Assam and the country (India) has been displayed.

Table 1.2: Profile of Nalbari district, Assam and India about geographical area, population, literacy level etc.

<table>
<thead>
<tr>
<th>Sl. No.</th>
<th>Particulars</th>
<th>2001 census</th>
<th></th>
<th>2011 census</th>
<th></th>
<th>2011 census</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Nalbari</td>
<td>Assam</td>
<td>India</td>
<td>Nalbari</td>
<td>Assam</td>
<td>India</td>
</tr>
<tr>
<td>1</td>
<td>Geographical area (Sq.km.)</td>
<td>2257</td>
<td>7843.08</td>
<td>3287240</td>
<td>1009.57</td>
<td>7843.08</td>
</tr>
<tr>
<td>2</td>
<td>Population (no)</td>
<td>1148824</td>
<td>26655528</td>
<td>1027015247</td>
<td>769919</td>
<td>31169272</td>
</tr>
<tr>
<td>3</td>
<td>Male</td>
<td>592375</td>
<td>13777037</td>
<td>531277078</td>
<td>395804</td>
<td>15954927</td>
</tr>
<tr>
<td>4</td>
<td>Female</td>
<td>556449</td>
<td>12878491</td>
<td>495738169</td>
<td>374115</td>
<td>15214345</td>
</tr>
<tr>
<td>5</td>
<td>Male %</td>
<td>51.56</td>
<td>51.69</td>
<td>51.73</td>
<td>51.41</td>
<td>51.19</td>
</tr>
<tr>
<td>6</td>
<td>Female %</td>
<td>48.44</td>
<td>48.31</td>
<td>48.27</td>
<td>48.59</td>
<td>48.81</td>
</tr>
<tr>
<td>7</td>
<td>Rural</td>
<td>1121338</td>
<td>23216288</td>
<td>741660293</td>
<td>687368</td>
<td>26780516</td>
</tr>
<tr>
<td>8</td>
<td>Urban</td>
<td>27486</td>
<td>3439240</td>
<td>285354954</td>
<td>82551</td>
<td>4388756</td>
</tr>
<tr>
<td>9</td>
<td>Rural %</td>
<td>97.61</td>
<td>87.1</td>
<td>72.18</td>
<td>89.28</td>
<td>85.92</td>
</tr>
<tr>
<td>10</td>
<td>Urban %</td>
<td>2.39</td>
<td>12.9</td>
<td>27.82</td>
<td>10.72</td>
<td>14.08</td>
</tr>
<tr>
<td>11</td>
<td>Density (Per Sq. Km)</td>
<td>683</td>
<td>340</td>
<td>325</td>
<td>763</td>
<td>397</td>
</tr>
<tr>
<td>12</td>
<td>Sex ratio</td>
<td>932</td>
<td>935</td>
<td>933</td>
<td>945</td>
<td>954</td>
</tr>
<tr>
<td>13</td>
<td>Literacy rate (%)</td>
<td>72.66</td>
<td>63.25</td>
<td>64.8</td>
<td>79.89</td>
<td>73.18</td>
</tr>
<tr>
<td>14</td>
<td>Male (%)</td>
<td>80.95</td>
<td>71.28</td>
<td>75.3</td>
<td>85.58</td>
<td>78.81</td>
</tr>
<tr>
<td>15</td>
<td>Female (%)</td>
<td>63.71</td>
<td>54.61</td>
<td>58.7</td>
<td>73.85</td>
<td>67.27</td>
</tr>
<tr>
<td>16</td>
<td>Villages (no.)</td>
<td>827</td>
<td>26312</td>
<td>638588</td>
<td>456</td>
<td>26395</td>
</tr>
</tbody>
</table>

Source: Compiled from Statistical Handbook of Assam 2007-2011, Economic Survey

Assam, 2011-12 and net source www.nalbari.nic.in
The table reveals that the literacy rate of Nalbari district is higher than the literacy rate of Assam and the Country as per the census of 2001 and 2011. Gender wise both male and female literacy rate of Nalbari district are higher than the state and country. Most of the people (i.e. 97.61% and 89.28% as per 2001 and 2011 census) live in rural areas of the district which is even higher than the rate of people live in rural areas of Assam and the country.

1.4: Topographical Features

The entire area of the District is situated at the plains of the Brahmaputra Valley. The tributaries of the Brahmaputra, Nona, Buradia, Pagaldia, Borolia and Tihu which are originated from the foothills of the Himalayan Range are wild in nature and have enormous contribution towards the agrarian economy of the district. Nalbari, being an industrially less developed district, needs to be developed through creating new opportunities in entrepreneurship. The talent of the youths of the district can be explored with greater efforts in their interested area of work. The main focus should be how the youths could be induced to start new ventures with sustainability for which the primary requirement is an entrepreneurial mind. They should have a fixed target to achieve their determined goal with the available basic infrastructure facilities. The economic condition of the people of the district is very poor and the growing complexity of today’s social life has turned the minds of the youth towards rebellion and distrust witnessed by the militancy and insurgency occurring in the district.
Notwithstanding, agriculture being the primary source of income for majority of the population, there has been increasing pressure on land which has proved as a hurdle to retain sustainability of income forcing population to adopt or switchover to industrial income. To mitigate this problem, harnessing the potentiality of resources of the district of Nalbari could be a viable option. Looking at the emerging scenario of entrepreneurship of the district, there is immense possibility of setting up small and medium enterprises with the use of local resources. The industrial scenario of the district is not well developed in commensuration to the resources available for growth of enterprises. The district has a large number of households with low income, for which they are not able to attain a fair standard of living in their everyday life. For the upcoming youths, it can nevertheless be said that finance is a standing hurdle for majority of first generation entrepreneurial minds. The present business scenario is not helpful to the emergence of new businesses in small and tiny sector because of stiff competition offered by medium and large scale businesses dealing in the same product with advantage of cost effectiveness.

1.5: Definition of Entrepreneur

Entrepreneur refers to the person or an individual who takes initiative for starting enterprise in his/her interested area of work. The idea to set up new units or to expand the area of business activity must possess certain qualities which are essential to the very nature of an entrepreneur. The function of an entrepreneur is to promote, to
organize, to conceive and to operate the activities according to their pre-determined objects. Entrepreneur involves himself to a whole range of aptitude like capacity to bear risk, to forecast prospects of the products, confidence and competency to meet any unforeseen and adverse situation. An entrepreneur should have an ardent mind to set up new ventures. To perform any entrepreneurial work a person has to take the responsibilities, which may be considered as quality of an entrepreneur. A sincere person is able to carry out his/her duty to achieve in determined goal. Entrepreneurs are born and also can be made.

Entrepreneur can be defined as an individual who bears the risk of operating a business in the face of uncertainty about the future conditions. According to ILO (International Labour Organisation)\(^1\) “Entrepreneurs are the people who have the ability to see and evaluate business opportunities, together with the necessary resources to take advantages of them, and to intimate appropriate action to ensure success”.

Entrepreneurs have to build up their mind for the projected work and to devote the whole time in that projected work. The success or failure of an entrepreneur depends on how he/she works in the organization in order to achieve the targeted goal. However the success of an entrepreneur also depends on his/her qualities. Before taking entrepreneurial career one should determine whether he/she has the required qualities within himself/herself or not. Generally an entrepreneur is guided by three basic qualities Viz.-Drive, Keenness and Ability. Drive refers to the interest of the individual for the work, Keenness identifies the guidance to bring success to his/her career and
Ability refers the outer reflection of the action undertaken by him/her during the definite time frame.

Now the qualities (2006)\textsuperscript{2} required for an entrepreneur can be pointed out as follows:

- Enthusiastic to establish his/her own status
- Risk bearing capacity
- Attitude towards entrepreneurial work
- Eagerness of hard work
- Leadership
- Farsightedness
- Motivation
- Quick but perfect decision
- Strong urges to create newness
- Systematic approach
- Learning from feedback
- High achievement
- Optimistic for good performance of work
- Behavioral attitude
- Tendency to use latest technology
- Target orientedness
The qualities can also be derived from the term **ENTREPRENEURSHIP** as:

- **E**- Eagerness
- **N**- Need based process of activities
- **T**- Theory of evaluation in the process of the society
- **R**- Risk taking factors which is responsible for end result
- **E**- Expandable activities to changing scenario
- **P**- Process of categorized activities
- **R**- Resource utilization process
- **E**- Expert functioning system
- **N**- Novel activities
- **E**- Extra-ordinary activities
- **U**- Uniqueness of function
- **R**- Resoluteness of decision
- **S**- Self engagement work
- **H**- Human resources development process
- **I**- Ingredient of economic development
- **P**- Purposeful activities of an individual or a group of individual.

Entrepreneur is an ambassador of modern economic system. A person who performs functions as a professional, honestly starts initiating ideas and affixes the value of work to improve the prevailing condition of the society may be called as an entrepreneur. The word entrepreneur is derived from French term 'entreprendre' which means the
undertaker. Based on the areas, location and environment, the definition is explained differently by different people.

In 19th century J.B. (1803)\(^3\) differentiated entrepreneurs from capitalists. He considered entrepreneur as an organizer of factors of production for productive activity.

In 20th century, Joseph A Schumpeter (1934)\(^4\) was the first economist to identify the human agent as a center of the process of economic development who introduces a new product, a new production process, and to find out new market, a new source of raw material or introduces a new type of organization.

Ultimately it refers to one who applies his strategy to take the forthcoming opportunities and utilizes all for benefit of him as well as for the society. Entrepreneurs may be defined in modern era as one who is mentally ready to perform an economic activity with innovative ideas and to calculate risk as per his/her capabilities with a long term planning. It means the entrepreneur is an organizer, a creator, a leader or a manager who can coordinate all elements of entrepreneurship like capital, land, labour, building, machinery, technology and market. He conceives the ideas and amalgamates them in order to achieve the objects. An engineer, a doctor, a teacher, a cultivator, can also be an entrepreneur performing efficiently the duties.

An Irishman, Richard Cantillon (1803)\(^5\) living in French was the first who used the term ‘entrepreneur’ to refer economic activities. An entrepreneur bear risk of uncertainty with profit motive. He brings overall change through innovations and
actions for benefit. It is needless to say that each and every individual has a social responsibility; likewise entrepreneurs fulfill the social needs through achievement. He can manage all required documents/ license etc and arrange finance from bank or other financial institutions.

In this sense ‘Maslow’s Need Hierarchy Theory’ fulfills the human needs to motivate as entrepreneur can be stated as follows:

- Self actualization needs
- Esteem and Status needs
- Social needs
- Safety and security needs
- Physiological needs

- Physiological need refers food, drink and shelter
- Safety and Security need refers physical safety, job security and to climb ladder of self progress one after another
- Social need refers need for love, affection and acceptance
- Esteem need refers identity, achievement, accomplishment, worth and value
- Self-actualization need refers to a complete and fulfilled person who has complicity of mind with his objectives.

So an entrepreneur can be classified namely as ‘Risk bearer’, ‘organizer’ and ‘innovator’.
The entrepreneur retains certain common characteristics of independence, motivation, optimism, dynamism, and innovativeness and risk bearing ability. The entrepreneurs emerging from within the confines of organizations are called ‘intrapreneurs’. Intrapreneurship serves as a seed-bed for the development of innovative entrepreneurship.

1.6: Meaning and Definition of Entrepreneurship

Entrepreneurship is a very popular term in the present world. The terminology of entrepreneurship differs from country to country. Psychologist, Scientist and authors have provided different definition based on their areas of work. The process of giving birth to a new enterprise by own skills with a motive to earn profit, to reach in sustainable development and to serve the society through goods and services at an affordable cost may be called entrepreneurship. The innovative idea of a person with certain determined goals can be converted to a system and can be used to set up new units essential for him/her. Thus entrepreneurship can be defined as “creation of value through people working together to implement an idea through the application of drive and willingness to take risk.

Entrepreneurship has typically been referred to as an action, process, or activity, in which innovation plays a significant role. The recent Green Paper on Entrepreneurship in Europe by the European Commission (2003b) defines it as
“Entrepreneurship is the mindset and process to create and develop economic activity by building risk-taking, creativity and/or innovation with sound management, within a new or an existing organization”. However some of the thought on Entrepreneurship are given below:

**According to Robert C. R.** Entrepreneurship is the dynamic process of creating incremental wealth by assuming risk of business in terms of equity, time, or career commitment or provides value for the same product or service to create the wealth. The product or service may or may not be new or unique but the entrepreneur must somehow infuse value by receiving and locating the necessary skills and resources. Entrepreneurship can be defined as the propensity of mind to take calculated risk with confidence to achieve a per-determined objective. According to **A. H. Cole**

“Entrepreneurship is the purposeful activity of an individual or a group of associated individuals, undertaken to initiate, maintain or organize a profit-oriented business unit for the production or distribution of economic goods and services”.

**Peter F. Drucker (2009)** defined as: “Entrepreneurship is neither a science nor an art. It is a practice. It has a knowledge base. Knowledge in entrepreneurship is a means to an end. Indeed, what constitutes knowledge practice is largely defined by the ends, that is, by the practice.”
1.7: Definition of Small and Medium Enterprises

The definition of small and medium enterprises is a dynamic one. It changes from time to time and place to place and the definition presents different things within the same country from time to time. In the traditional pattern, tiny enterprises were truly referred as small and other small scale enterprises in terms of investment which is higher than that of the tiny sector could be referred as small and medium enterprises (SMEs). The earlier definition of Small and Tiny industry has been drastically changed under the new guidelines of the MSMED Act. However in earlier time, as per the recommendation of the expert committee under the Chairman of Shri Abid Hussain, and to offset inflation, Govt. of India, the investment limit in Plant and Machinery increased to Rs. 3 crore from the existing level of Rs. 60 lakhs for SSI and 75 Lakhs for export oriented SSI units. The Abid Hussain Committee stated that the time had come for the policy of protection to be replaced by one of promotion. Thus entrepreneurship development has been found to be a forceful movement to fight the acute problem of growing unemployment. It may generate tendency to adequate entrepreneurship with self employment.

The revised amount of investment in plant and Machinery in small and medium enterprises helps in modernization and technical upgradation in particular in several exports and imports oriented enterprises and also encourages economies of scale in industry. The definition of small and medium enterprises has been changed from the year 2006. In the same year an act has been implemented mainly for micro, small and medium enterprises.
The Small and Medium Enterprises Development (MSMED) Act, 2006 has defined enterprises as follows:

The earlier concept of 'Industries' has been changed to 'Enterprises' which is classified broadly into:

A. Enterprises engaged in the manufacturing/production of goods pertaining to any industry and

B. Enterprises engaged in providing /rendering of services.

A. Manufacturing enterprises have been defined in terms of investment in plant and machinery (excluding land and building) and further classified into:

i. Micro enterprises-investment up to Rs.25 lakhs.

ii. Small enterprises-investment above Rs. 25 lakhs and up to Rs. 5 crore.

iii. Medium enterprises –investment above Rs. 5 crore and up to Rs. 10 crore.

B. Service enterprises have been defined in terms of investment in Plant and Machinery (excluding Land and Building) and further classified into:

i. Micro Enterprises-investment up to Rs. 10 lakhs.

ii. Small enterprises –investment above Rs. 10 lakhs and up to Rs.2 crore.

iii. Medium enterprises- investment above Rs. 2 crore and up to Rs.5 crore.
The earlier concept has been modified and the present definition has been designed to facilitate activities in a more realistic and meaningful way.

1.8: Rationale of the Study

Entrepreneurship has been identified as a burning issue for the policy makers, Government as well as for the social institutions of the region in the wake of dearth of employment opportunities in the society. Considering the fact of unemployment, employment generation has been the focus area in the planned era and special initiative for employment generation has been made in the successive five years plans by the Govt. of India.

With an impressive history of small firm development policy in the post Independence period of India, SMEs dominate the industrial scenario through its contribution of generating employment and income which tackle the problems of regional disparities, increase in per capita income, and growth of state domestic product. Small enterprise promotion has continuously remained as integral part of India’s developmental strategy much before the First Five Year Plan, even dating back to 1938 when the National Planning Committee documents were being prepared. The small enterprise sector has continued to contribute immensely in creating large scale job opportunities across the space and, through this process helped to reduce interregional and rural urban disparities in growth. Remarkably diverse range of products manufactured in this sector (estimated to a staggering over 800 distinct products), often available at affordable
prices, has successfully catered to a calibrated yet vast domestic market. Certain products in this sector have also been consistently figuring in the export basket during the recent decades, although the export performance in the global market has been unimpressive.

The Micro, Small and Medium Enterprises Development (MSMED) Act came into existence from the year 2006. The study on the specific sector like the SME with special reference to Nalbari district is a unique one and therefore its utility is expected to serve as a torch bearing instrument to the need of the researcher and the planners as well. For the purpose of enhancing the quality of the entrepreneurs and to make the people aware about the scope of entrepreneurship, many organizations and institutions have already taken various steps. The institutions have already conducted a number of training programs such as: skill development training, awareness Programme on self employment, Faculty Development Programme, specific training programme for SC, ST and other minority category, cluster development programme on Scheme of Fund for Regeneration of Traditional Industries (SFURTI), etc. among the first generation entrepreneurs and existing entrepreneurs. It is necessary to undertake more initiative on more reliable and dependent source in the field of entrepreneurship which will increase the income status of the entrepreneurs.

It is obvious for development of a society to have a large body of entrepreneurial talents. There is no reason why should the youths not been able to develop vast entrepreneurial talents in the district. Owing to lack of industrial climate our young men are more prone to the temptation of getting secured job. Generally an entrepreneur
promotes a new venture, raises the wherewithal for it, assembles various factors of production and sets the business going. It is necessary for the entrepreneurs to exercise utmost care and caution in the matter of selecting the type of enterprises.

The economic development of the region (NER) has mainly been hamstrung by its isolation or relative isolation from the rest of the country, natural calamities, lack of investment, lack of entrepreneurial culture, frequent disturbance by insurgent groups etc. The north east has bountiful of natural resources like minerals, agriculture, horticulture, forest, hydropower and human resources. To help and motivate unemployed youth and also for proper utilization of vast resources for taking up entrepreneurial career as an alternative to job seeking, a large number of institutions like Indian Institute of Entrepreneurship (IIE), State Institute of Rural Development (SIRD), Institute for Development of Entrepreneurship of Assam (IDEA), National Small Industries Corporation (NSIC), Khadi and Village Industries Commission (KVIC) Micro, Small and Medium Enterprises-Development Institutions (MSME-DI), Development Corporation (DC) Handicrafts & Handloom, Spice Board, District Industry Centre (DIC), Central Silk board, coffee Board, Coconut Development Board, Rubber Board, Coir Board, CIPET etc. and Financial institutions like State Financial Corporation (SFC), Small Industries Development Bank of India (SIDBI), National Bank for Agriculture and Rural Development (NABARD), North East Development Financial Institution (NEDFi) etc. have been set up by the Government. Their branches have spread out in the entire north east region to supplement the financial and other help to the local entrepreneur.
The detail engagement of the people of Nalbari in different occupation is given below.

**TABLE 1.3: The occupational profile of Nalbari district**

<table>
<thead>
<tr>
<th>Type of occupation</th>
<th>No. of persons engaged</th>
</tr>
</thead>
<tbody>
<tr>
<td>State Govt. Employee</td>
<td>16160</td>
</tr>
<tr>
<td>Central Govt. Employee</td>
<td>1423</td>
</tr>
<tr>
<td>State semi Govt. Employee</td>
<td>771</td>
</tr>
<tr>
<td>Central semi Govt. Employee</td>
<td>609</td>
</tr>
<tr>
<td>Local bodies Employee</td>
<td>140</td>
</tr>
<tr>
<td>Cultivators</td>
<td>134043</td>
</tr>
<tr>
<td>Agri Labourers</td>
<td>49552</td>
</tr>
<tr>
<td>Other industries</td>
<td>12350</td>
</tr>
<tr>
<td>Trade &amp; Commerce</td>
<td>17659</td>
</tr>
<tr>
<td>Others</td>
<td>105723</td>
</tr>
<tr>
<td>Total main workers</td>
<td>319327</td>
</tr>
<tr>
<td>Number of unemployed Youth (as on 31/12/2000)</td>
<td>78790</td>
</tr>
</tbody>
</table>

*Source: Statistical Handbook, 2007*

It is found that majority of the people are engaged in agricultural sector from which a huge number of households are getting their livelihood. At the same time people involved in industrial activity is very less. The no. of unemployed persons is 78790, which is a quite big number and hence these people should be engaged in such a way
that they will get their livelihood as well as help in the economic contribution of the states.

At present there are 32 industrial estates including Integrated Infrastructure Development (IID) projects, 17 Industrial areas, 14 Growth Centers, One Export Promotional Park spread over the different parts of the states, providing infrastructural facilities to the entrepreneurs of the state. Assam has ample scope for Bamboo based industry especially in Paper making industry. This region (NER) has the highest concentration of bamboo based units i.e. around 60% of the total Bamboo of the country. The Ministry of Agriculture, Govt. of India, has recently launched the National Bamboo Mission and under this Mission, it has proposed for plantation of selected spices of Bamboo in the state, in an area of 176000 hectare as a raw material for Bamboo based industry.

Sericulture, a major cottage industry of the state, is practiced in 9537 villages and provides employment to 2.4 lakh families. Assam has the monopoly in production and marketing of ‘Muga’, the ‘Golden Thread’ in the world and 99% of India’s Muga Silk output is produced in Assam. Assam has also achieved the right of “Geographical indication” in production of ‘Muga Silk’.
1.9: Objectives of the Study

The objectives of the study are as follows:

1. To examine prospect of creating new enterprises in SME sector and also to find out entrepreneurship as a source of income generation through self employment.

2. To find out the innovative potentialities among the youths.

3. To identify the socio economic problems faced by the entrepreneurs.

4. To assess the importance of Entrepreneurship Development Programme (EDP) for further enhancement of existing skills and to improve knowledge of the entrepreneurs.

5. To assess the sectoral contribution of SME sector towards the growth of state’s economy.

1.10: Research Questions Investigated

For the purpose of the study following questions were investigated:

1. To identify the potentialities of creating new ventures

2. To investigate the level of awareness of the rural youths about entrepreneurship development
3. To investigate the extent of participation of the entrepreneurs for development of SME

4. To determine whether there is any need of entrepreneurship development programme for development of entrepreneurship

5. To find out the difficulties faced by prospective and existing entrepreneurs of Nalbari

6. To know the role played by Government and other than Government organisation for entrepreneurship development.

7. To examine the contribution of the entrepreneurs towards development of economic status of the state.

1.11: Methodology

In order to meet the objectives of the study, the information have been collected both from primary and secondary sources. The study area for the research is Nalbari district of Assam which is one of the advanced districts of Assam in literacy standard. The district was earlier divided into 12 blocks before reorganisation of districts (as Nalbari and BTAD) and now it has been divided into 8 blocks after reorganisation. For the purpose of data collection, a multi staged criterion has been applied in selection of sample for the study. The entire samples have been taken from heterogeneous groups.
and samples have been taken randomly from different sources looking at the potentiality and prospects in entrepreneurship development. Based on certain criteria such as population of the area, existence of number of enterprises in the area, awareness about entrepreneurship development, self employment through entrepreneurship etc. altogether 4 blocks have been selected covering all the sides of the district out of 8 blocks of the district.

The selected blocks of the district are:

a) Barkhetry Development block, Mukalmua
b) Pachim Nalbari Development block, Chamata
c) Madhupur Development block, Madhupur
d) Tihu Development block, Tihu

The aim of visiting the blocks was to identify the role of the blocks in entrepreneurship development through formation of Self Help Groups (SHGs) (Refer to Table No. 4.18). The information has been gathered from the block official about the total number of SHG groups formed under each of the visited blocks and how the groups have been working in diverse field of entrepreneurship. The SHG groups have got preferential allotment in financial assistance under the system of first grading and second grading. Therefore, sample sizes of 20 SHG groups (10% SHG groups from 2nd grading) from all the selected blocks have been visited and information has been collected from the SHG groups which have obtained second grading (Refer to Table No. 4.19).

The role of Non-Government Organisations (NGOs) is another landmark in the process of entrepreneurship development. They have been working in each their locality.
providing employment to the unemployed in getting self employment through entrepreneurial initiatives together with providing them guidance for sustainability of their businesses. They provide project formulation expertise, financial support, training facility, marketing assistance linkage, information for sources of raw material etc. to the upcoming youths and to the prospective entrepreneurs. In order to know the Non Government Organisations role towards entrepreneurial promotion, 4 NGOs have been selected out of total 15 registered NGOs in the district. The NGOs of the district have been selected mainly looking at the operational activity of the organisation. Under each of the NGOs a good number of entrepreneurs established their units (Refer to Table No: 4.22) with the support of the NGO. Besides that the visited NGOs are also actively working in diverse activities.

The visited NGO are:

a. "GWUDAN MUGA" is a non-profit making voluntary organisation situated at Katahhuchi located in Allia in Nalbari district, Assam.

b. Barnibari Yubak Sangha, Barnibari, Nalbari which is pioneer organisation in north Barkhetry area of the district.

c. AASHA, Tilana, Nalbari is a very active organization running smoothly their activity with providing employment scope to the youths.

d. Barkhetri Unnayan Samity, Mukalmua is another NGO which conducts different training programme among the local men and women to involve them in self dependence work.
The NGOs have also expanded their area of activity by setting up wings near to the place of the artisans and skilled persons (Refer to Table No. 4.23). The wings have been established in such a way that each of the wing cover the operational area of the entrepreneurs.

The coverage of the blocks almost represents 50% of the blocks of Nalbari district outside the BTAD administration and 33.3% of the total districts inclusive of BTAD administration.

Another sample of 120 existing entrepreneurs has been selected and information was collected, also from 130 participants of different EDP training programmes of the ongoing EDP training programmes. There has been felt the immense role of training personnel in entrepreneurship development, in this regard 10 training personnel have been interviewed from 8 no. of training programmes and required information have been collected.

Visits were undertaken at the training programmes while the participants were undergoing training on entrepreneurship and necessary information were collected from the training groups. The selected numbers of participants were 130, out of which 108 participants responded to their questionnaire and rest 22 participants didn’t provide any information in response to the serving of the questionnaire.

The information has also been gathered from the trainers who involved in providing training to the participants (Refer to Table No. 4.16).
The detail classification of the samples has been mentioned below.

1. 12: Classification of Sample Size

A. Institutional Entrepreneurship:

<table>
<thead>
<tr>
<th>Nature of Sample/Category</th>
<th>Universe (in no.)</th>
<th>Sample size</th>
</tr>
</thead>
<tbody>
<tr>
<td>Self Help Group (SHG)*</td>
<td>199</td>
<td>20</td>
</tr>
<tr>
<td>Non-Government Organisation (NGO)**</td>
<td>15</td>
<td>4</td>
</tr>
<tr>
<td>Existing individual Entrepreneurs</td>
<td>193</td>
<td>120</td>
</tr>
<tr>
<td>representing business unit***</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

* The SHG detail about the universe and samples taken for survey has been mentioned below:

The no. of SHG groups selected for the survey relates to the period of three years i.e. from 2006 to 2008 from within four blocks of the district:

<table>
<thead>
<tr>
<th>Name of the Block</th>
<th>1st grade</th>
<th>2nd grade</th>
<th>Samples taken (10% of second grading)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Madhupur Development Block</td>
<td>213</td>
<td>39</td>
<td>4</td>
</tr>
<tr>
<td>Pachim Nalbari Development Block</td>
<td>221</td>
<td>82</td>
<td>8</td>
</tr>
<tr>
<td>Tihu Development Block</td>
<td>121</td>
<td>7</td>
<td>1</td>
</tr>
<tr>
<td>Barkhetry Development Block</td>
<td>393</td>
<td>71</td>
<td>7</td>
</tr>
<tr>
<td>Total</td>
<td>948</td>
<td>199</td>
<td>20</td>
</tr>
</tbody>
</table>
The sample of SHG groups has been taken only from those groups who have obtained second grading (with sustenance and expanded activity) under the system of grading of the block.

** Non Government Organisations have been selected mainly from those organisations who have been actively working in diverse field of entrepreneurship such as micro finance, providing employment opportunity to the unemployed etc.

*** Existing individual entrepreneurs representing business units includes 30% of sample have been taken from registered MSME units (i.e. MSME registered 193 units from 2007-08 to 2010-11) and rest 70% sample were drawn from outside the formally registered entrepreneurs. The rest entrepreneurs were those, who were engaged in micro enterprises and tiny industry undertaking under the erstwhile definition of industry.

** Non-Institutional Entrepreneurship:**

<table>
<thead>
<tr>
<th>Nature of Sample/Category</th>
<th>Universe</th>
<th>Sample size</th>
</tr>
</thead>
<tbody>
<tr>
<td>Participants of EDP training*</td>
<td>205 (8 no. of programmes)</td>
<td>130</td>
</tr>
<tr>
<td>Training personnel of EDP**</td>
<td>12-15 (8 no. of programmes)</td>
<td>10</td>
</tr>
</tbody>
</table>

* Participants include first generation entrepreneur, second generation entrepreneur and some existing entrepreneurs of the district.

** Training personnel were the trainers of the EDP programme.
The primary data have been analyzed with the help of some of the statistical tools such as table, chart, percentage etc. appropriate to the study. Secondary data are presented with the help of table; diagram, graph etc. to show their effectiveness in entrepreneurship development.

TABLE 1.4: List of EDP from which participants were selected within the district of Nalbari for interview and to fill up questionnaire

<table>
<thead>
<tr>
<th>Sl. No.</th>
<th>Conducted by</th>
<th>Place</th>
<th>EDP name</th>
<th>Year</th>
<th>No. of participants</th>
<th>Sample drawn</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>IIE</td>
<td>DIC, Nalbari</td>
<td>EDP training on Coir products</td>
<td>2006-07</td>
<td>25</td>
<td>15</td>
</tr>
<tr>
<td>2</td>
<td>NEITCO, Guwahati, ITI, Nalbari</td>
<td>Centre for practical Livelihood training (CPLT)</td>
<td>2006-07</td>
<td>25</td>
<td>15</td>
<td></td>
</tr>
<tr>
<td>3</td>
<td>Gwudan Muga, NGO, Office of the NGO</td>
<td>EDP training on Jute products</td>
<td>2007-08</td>
<td>20</td>
<td>10</td>
<td></td>
</tr>
<tr>
<td>4</td>
<td>EDI, Kahikuchi, Nalbari Town</td>
<td>EDP on &quot;Footwear and Leather Goods&quot;</td>
<td>2008-09</td>
<td>30</td>
<td>20</td>
<td></td>
</tr>
<tr>
<td>5</td>
<td>DIC</td>
<td>DIC, Nalbari</td>
<td>PMRY training</td>
<td>2008-09</td>
<td>30</td>
<td>20</td>
</tr>
<tr>
<td>6</td>
<td>Barkhetry Unnayan Samity, Naroa School</td>
<td>SFURTI-on silk and Khadi and cluster</td>
<td>2009-10</td>
<td>25</td>
<td>15</td>
<td></td>
</tr>
<tr>
<td>7</td>
<td>IDEA, Nalbari, Ghohkuchi, Nalbari</td>
<td>EDP On Cane and Bamboo products</td>
<td>2010-11</td>
<td>30</td>
<td>20</td>
<td></td>
</tr>
<tr>
<td>8</td>
<td>IDEA, Nalbari, Nalbari Town</td>
<td>EDP on Comp. Hardware and Repairing services</td>
<td>2010-11</td>
<td>20</td>
<td>15</td>
<td></td>
</tr>
<tr>
<td>9</td>
<td>TOTAL</td>
<td></td>
<td></td>
<td></td>
<td>205</td>
<td>130</td>
</tr>
</tbody>
</table>

Source: Self compilation of the data collected from participants of the training programmes
The secondary data have been collected from institutions which had conducted entrepreneurship training and collected feedback from participants regarding training programmes as it was available in their official records. The entrepreneurship development institutions and organisations which had conducted a good no. of training programmes on skill development and other product specific training such as Training on Handloom and handicraft, weaving, fishing, poultry farm, piggery etc. were also visited. It is a well known fact that some development institutions and organisations are working for promotion of the entrepreneurial activities. Institutions and organizations such as District Industries centre (DIC), Nalbari; State Institute of rural Development (SIRD), Sarohtoli; Institute for Development of Entrepreneurship Assam (IDEA), Kahikuchi; EDI, Nalbari; North East Development and Financial Institutions (NEDFi), Guwahati; North Eastern Institute of Technical Corporation (NEITCO); National Small Industries Corporation (NSIC), Bamunimaidam, Guwahati; Micro, Small and Medium Enterprises- Development Institute (MSME-DI), Bamunimaidam, Guwahati; Indian Institute of Entrepreneurship (IIE), Lalmati, Guwahati; etc. have also been visited and information have been collected as secondary source of information about entrepreneurship development. The institutes provide different training programmes for the budding entrepreneurs, first generation entrepreneurs, existing entrepreneurs etc.

1.13: Periodicity of the study

The duration of the study covers from 2007-08 to 2011-12.
1.14: Review of Literature

Various authors and researcher have given their ideas on entrepreneurship development from different points of view dealing particular aspects or areas of specific analysis. Many organizations and institutions of the state of Assam and the country as a whole have also published literature related to entrepreneurship development.

Nayan Barua and Aparajeta Borkakoti discussed in their book “Women Entrepreneurship” (2005) about the service orientation of promoting organizations and problems and prospects of Women Entrepreneurship in Assam. The book also discusses marketing of training problems by service provider organizations through empirical works.

In the North East, the Government of Assam started a novel experiment on entrepreneurship development under the leadership of Sarat Chandra Sinha, the then Chief Minister of Assam. The Government of Assam adopted an integrated model on entrepreneurship development evolved by Small Industry Extension Training (SIET), Hyderabad (now National Institute of Small Industry Extension Training (NISIET)). Based on the model, the Govt. of Assam set up district level agencies known as Entrepreneurial Motivation Training centre (EMTC) to identify, select and train prospective entrepreneurs and provide them escort services to set up enterprises and to run them successfully. On the occasion of completion of 25 years by the EMTCs, the Indian Institute of Entrepreneurship which was set up in 1979 at Guwahati under the Ministry of Industry, Govt. of India organized a National Seminar on Entrepreneurship.
Development in association with North Eastern Council, the Small Industries Development Bank of India and the Department of Industries, Assam to share their experiences on entrepreneurship development and to evolve an action plan for making entrepreneurship development programmes more effective and useful.

Jatin Hazarika, a leading civil servant of the state in his article "Perspective of Entrepreneurship Development in the 21st Century" emphasized the importance of entrepreneurship in economic development. He observed that lack of entrepreneurship in a country can't be compensated by capital equipment, good planning or by foreign consultant. The existing education systems in most of the developing countries, however, have not helped in the emergence of entrepreneurship. He felt that our education system should provide opportunity and promote entrepreneurial attitude and capability. He stated that Industrial Development cannot take place without promotion of entrepreneurship movement. Promotion of small industry for ameliorating the scourge of unemployment is intimately linked with development of entrepreneurship. He also emphasized that entrepreneurship is the capacity in an individual to innovate. He laments that there is a general tendency among the entrepreneurs to take up similar kind of activities making it difficult for all to succeed in their entrepreneurial venture. A project was sponsored by IIE on Rural Industries Programme (RIP) in Nagaon district of Assam in November 1996 with the support of Small Industries Development Bank of India (SIDBI).

DD Mali has mentioned about the project in his book "Entrepreneurship Development in the North East" in chapter 7 as "Area Approach of entrepreneurship".
Development: An experiment by IDE. The programme was conducted for two years among 254 persons. Out of 254 prospective entrepreneurs trained/enrolled with the IDE field office, Nagaon, 169 persons were trained, 137 prepared project reports, 104 applied for loan and 76 units have been established up to the end of September 1998.

S. S. Khanka in his article “Small Enterprises in International Business” stressed the importance of Small Scale units which emerge a strong global player especially in the exports of some products such as: Food Processing Industries, Leather Goods, Electronics Goods, Plastic Goods etc. to increase its exports in the coming years. The share of small scale enterprises in the country’s exports has risen from 11 percent in 1970-71 to 35 percent in 1994. Realising the good export potential to small sector, the Board of trade of commerce have identified 8 sectors and 15 items respectively for boosting exports from the small scale sector.

Rabindra Nath Das in his article “Entrepreneurship Development: Role of Educational Institution” found that if Entrepreneurship Education is appropriately included in the course curricula with right earnest and necessary infrastructure facilities, then certainly the institution could play a positive role to cultivate and nurture these essential traits in the students to become a successful entrepreneur in future. If the student is properly introduced with those traits mentioned in p-111,112 such as desire for success and achievement, capacity to assume risk, opportunity explorer, desire for independence, facing uncertainty, persistence and hard work, good communicator, motivation, innovativeness, stress taker, ability to Marshall resources; and can develop themselves, they will certainly be encouraged to start new venture instead of haunting
for job. Let us not forget—"Foresight and Hard Work is the key to new age entrepreneurs."

Recently a study was done and completed in the year 2010\textsuperscript{15} by Darshana Goswami Deka on Human Resource Practices in Small and Medium Manufacturing Enterprises and found that there are various factors such as Credit Assistance to Micro and Small Enterprises which has contribution towards rapid increase in the number of SMEs in India. She also stated that the enactment of MSMED Act, 2006, amendments to the Khadi and Village Industries Commission Act, announcement of comprehensive packages for promotion of MSMEs, setting up of a National Commission for enterprises in the unorganized sector, the National Manufacturing Competitiveness Programme, the Rajiv Gandhi Udyami Mitra Yojana, the MSME cluster development plan and many such programmes have strengthened and developed the sector. She has also observed in her study that MSME sector greatly contributes towards employment generation, production and exports.

Entrepreneurship shows prospective entrepreneurs to execute how to plan, execute those plans and become innovative and successful. J C Kalita, in his book Self employment through entrepreneurship(2006)\textsuperscript{16} stated that Entrepreneurship Development is concerned with the qualitative development of an individual that it is the key to the progress and prosperity of a community and also of a region. While entrepreneurs acting as an agent in the development process; the economic development creates a favorable environment and encourages more number of potential persons to join in the entrepreneurship. The development of entrepreneurship for underdeveloped
areas could be a key to expedite the development process, capitalizing the existing skills and utilizing local resources. The small and micro enterprise has a specific advantage of low investment with high scope for employment generation. The unemployment situation in India as well in the North Eastern region has become a problem that deserves immediate attention of the researchers. Neither the Govt. nor the public/private sector is in a position to provide employment or so as to say any white-collar jobs. Hence the creation of entrepreneurs in Small and medium enterprises to enhance employment opportunities through entrepreneurship development process may be considered as one of the way to overcome the situation.

He has also opined that to achieve sustained growth and put a region into first track of development, it is important that there is a productive utilization of resources both human and natural. Such a thrust on the development of these resources can ensure removal of inter and intra regional imbalances, create employment opportunity thereby reducing socio-economic problem that might arise due to this (p-18). But the issue is how to achieve this and how to make best utilization of the available resources; the answer could be found in entrepreneurship and in the present socio-economic framework it is seen as the best possible option for economic development.

U. Sami stated in his book “Entrepreneurship Development in India” that the solution for acute unemployment among educated persons mainly matriculates/ higher secondary and non technical graduates and above in rural areas lies with the avenues for self employment. He also said that though the whole issue of educated unemployment in rural India is one which has been the centre of attraction of the Government both at
centre and state and policy makers in the country for quite some time but no significant work has been done to mitigate this problem through entrepreneurship development. Initial attempts of entrepreneurship development were made during the early sixties in the form of intensive campaign, spread over a few days, on all India basis. During the eighties, the prospect of Entrepreneurship Development drew the attention of many small industry promotion agencies because of the need to tackle unemployment by creation of self employment facilities in the non-farm sector.

"Technology Transfer and Women Transfer" A B Rajkonwar, in her article expressed the importance of women to be involved in the field of entrepreneurship. The women are now getting more experienced in owning business and the number of women business owners has increased significantly not only in India but also throughout the world. She stated that technology transfer in women entrepreneurship has also important to bring a change in the application of method and techniques in entrepreneurship (p-61). She also stated that women remain ignorant of improved farm technologies; extremely difficult market outlets for own products; Educational and vocational training opportunities remain limited; inadequate access to proper health care facilities; lead a very hard life style due to lack of facilities and work environment.

K Mishra stated that Development of village, micro and small enterprises in India has a special significance with regard to bridging up the disparities between urban and rural sectors of the economy on the one hand and the more industrialized and the less industrialized states on the other. Mahatma Gandhi had envisaged this long back, but Indian planners exhibited their preference to develop of large scale industries first.
However, after having taken step further to Globalisation and liberalization, India has recognized the relevance of small enterprises. Small and Medium enterprises by RK Rishikesh Sinha has observed that it is pertinent to mention that in India, the small and medium enterprises constitute a major bulk of the industrial base, almost 50% of industrial output and 42% of India’s total exports. Likewise, in UK, the SMEs represent 99.9% of the country’s 4.7 million private sector companies, and almost 60% of the private sector employment. In China, the sector makes up almost 60 percent of its Gross Domestic Product, 50% of tax revenues, 68 percent of exports and creates 75 percent of new jobs every year. RK Rishikesh Sinha said from the Assam Vision 2020 that the state will have one of the best infrastructures in the Asia to facilitate the largest volume of ‘trade’ between India, China, Bangladesh and the ASEAN countries. To meet this objective the small and medium enterprises (SMEs) in the state must be seen in a different colored glass. The ubiquitous looking SMEs must be invigorated, taken care of with robust state incentives and initiatives by financial institutions. In short, a new lease of life has to be infused in the state SMEs.

Worldwide, the sector has been accepted as the engine of economic growth and for promoting equitable development. It constitutes an important segment to the industrial production, exports, employment and creation of and entrepreneurial base of any country. Hence, urgency on the part of the state is required to understand and gauge the potential of the SMEs and support them with adequate credit, funds for technology upgradation and modernization; modern testing facilities and quality certification laboratories; assistance for better access to domestic and export markets etc. However,
there are schemes like Prime Minister Rojgar Yojana (PMRY), Chief Minister's Swamiojan Yojana (CMSY), Central Assistance to State for Developing Export Infrastructure and other Allied Activities (ASIDE), Scheme for Promotion of Industrialisation in North East (SPINE), Food Processing Industries Tenth Plan Schemes and Credit Guarantee Fund trust for Micro and Small Enterprises (CGTMSE) set up by Government of India and Small Industries Development Bank of India (SIDBI), that the entrepreneurs can avail to leverage their business potential. Among many aspects required in the strengthening of the state's SMEs, which make up only three percent of the total SME in the country, it is the element of research. FISME, the Federation of Indian Micro, Small & Medium Enterprises, which has been spearheading the SME cause in India since 1995 in the national level, alongside many initiatives, has been involved with carrying out research to this sector.

Although there are various studies done on entrepreneurship development in respect with diverse field of entrepreneurship in Assam and in the country in the context of economic development, no proper study has been carried out on prospect of entrepreneurship development in small and medium enterprises particularly on Nalbari district, so this study has a greater relevance which will meet the demand of the researcher, society and the entrepreneurs as a whole.

The World Bank has approved a $120 million loan for Small Industries Development Bank of India (SIDBI) to improve the Access of small and medium enterprises (SMEs) to finance. Backed by a Government guarantee, this loan is aimed at improving SME access to finance and business development services, thereby fostering SME growth,
competitiveness and employment creation, the bank said. The $120 million loan from the international bank for reconstruction and development (IBRD) is a fixed-spread loan, repayable in 15 years (including a five year grace period). Through a multi-pronged approach the Small and Medium Enterprise Financing and Development Projects will address key constraints to SME financing and development. “This Project is an important step towards ensuring that small and medium enterprises have a fair shot at accessing financing and other services, which are critical to their competitiveness”, said Michael Carter, the Bank's country director for India. “SMEs are potentially a key engine of economic growth, job creation and greater prosperity in India”, said Priya Basu, Senior economist at the World Bank. “But SMEs in India have been unable to achieve the competitiveness that would allow them to drive manufacturing sector and overall economic growth, employment and poverty reduction. In large part, this is because of the problems that SMEs face in accessing adequate financing and business development services”, Ms Basu said. Bankers reluctant to lend to SMEs because of the high transaction costs and perceived risks, in the face of insufficient credit information, inadequate credit appraisal and risk management skills, poor repayment records and low market credibility of SMEs. “Through its various components, we hope the project will demonstrate that it is possible for banks to scale up lending to SMEs in a profitable manner without compromising on loan quality”, Ms Basu added.

A study was conducted on Effectiveness of State Sponsorship and Intervention in Small and Medium Enterprises (SMEs):
A strategic insight into the working of support system variables in the sector by A Borkakoty and D Goswami Deka and stated that:

- Post Liberalization accelerated state support and facilitation
- Effectiveness dependent on macro economic environment
- State sponsorship pervasive in small sector
- Periodical policy, making interventions and resultant implications.

SMEC has operated in India since 1975. SMECs first project in India was the Kalpasar project for which SMEC undertook feasibility studies. SMEC permanently opened a head office in Delhi in 1991. SMEC has recently signed a contract with Assam State Electricity Board (ASEB) to provide project implementation services for their transmission and distribution network system enhancement.

Despite an elaborate and dynamic policy framework, the progress of Indian SMEs continues to be hindered by some of the basic constraints as limited exportability and inadequate or no basic infrastructure, both physical and economic. It is too early to assess the impact and effectiveness of a plethora of new policy measures, announced very recently. A case for proper implementation and following up of numerous schemes has been made, as also to develop policy-sensitive database for both SMEs as well as clusters. The challenge to policy lies in broad-basing benefit to SMEs across space and sector and also keeping the decent employment generation role of SMEs in focus. (SMEs in India: Issues and Possibilities in times of Globalisation, Keshob Das). After pursuing at least four decades of 'controlled' industrialization-protecting infant industry
and supporting an import-substitution strategy—in 1991, through the formal pronouncement of economic reforms of the Indian economy, the hitherto protected small enterprise sector began to come to terms with the imperative of Globalisation.

An important initiative has been taken called Prime Minister Rojgar Yojana (PMRY) in the year 1993 in the country to create and provide sustainable self-employment opportunities to one million educated unemployed youth during 8th five year plan period. The scheme covers all economically viable activities including agriculture and allied activities but excluding direct agricultural operations like raising crop, purchase of manure etc.

S K Paneer Selvam in his article on Entrepreneurship and Higher Education: An Employability perspective stated that Entrepreneurship is one expression of that drive to create a knowledge a society. His finding was that the entrepreneurship can also be seen as a special form of employability. When Universities and Colleges promote employability, they are also promoting elements of entrepreneurship. Students need to understand what it means to be self employed, what sources of help are available and where the main evidence about interesting and effective practices; about ‘quality signals’- Indicators that provision is of the highest quality; and about the connection between entrepreneurship, employability and mainstream in higher education curricula in all subject areas at postgraduate and undergraduate level (p-45) pitfalls lie. The lack of research in this field means that there is a shortage of a study by S A, H S and B R S, Gujrat on “Entrepreneurship Development through
Agripreneurship in India” 2011, envisaged that Agriculture is the backbone of Indian economy accounting for 25 percent share in the Gross Domestic Product (GSDP).

A study conducted by C J Sonowal (2008) said that absence of an appropriate industrial and entrepreneurial climate and lack of access to relevant technology appears to be the crucial constraints for the developing communities to achieve a meaningful economic development. He stated in his study that there is a big gap between industrial set up in the developing countries and subsequent manpower planning for a meaningful participation of rural and tribal people in industrial economy. Most of the existing industrial ventures in the tribal domain are not beneficial for the local people as they ignore the development of local skill and environment resulting in non participation of the tribal people in the process of development.

A study which was conducted by Dr. A I Chanu (2011) stated that at present, the dominant form of economic production and distribution are unable to meet the needs of millions of people and at the same time damaging the nature on which the various form of economic production dependent. Hence, there is an urgent call for a sustainable form of entrepreneurship development. Sustainable entrepreneurship development means developing enterprises which are ecologically and socially sustainable. In other words, it may mean to develop entrepreneurship which is ecologically friendly, socially equitable and economically viable. Many findings also show that entrepreneurship is a prime mover in development (Pertin, 1990). In India, the entrepreneurs with green approach may play an important role in the development of various sectors including agriculture, dairy, medicine, housing which may lead to poverty alleviation, food
security and employment generation. Here, it may be assumed that innovations in entrepreneurship may be used a carrier for sustainable development.

Here, it may also be mentioned that India Human Development Index rank has slipped from 121 (of 160 countries) in 1991 to an even more miserable 134 (out of 182 countries) in 2007. However, in terms of economy, India is claiming as the tenth largest economy by nominal GDP and fourth largest by purchasing power parity (PPP). Another report also claims that India will become the third largest economy by 2030. In this context, there is a need of addressing issues more seriously and encouraging young entrepreneurs with innovative ideas in order to reduce the problem of unemployment, poverty and regional imbalance otherwise, growth oriented policies for few will not bring any sustainable development. Various studies also show that the problem of militancy in the North eastern region of India is highly related to the problems of poverty, unemployment and slow pace of development (Chanu, 2005, Anand, 1981). Hence, the new paradigm of development should be based on a ‘jobs for all’ strategy which is economically viable, socially equitable, gender sensitive and eco-friendly.

Today, Globalisation is a major driver that has impact on every business houses. The internationalization of market for sales and purchasing have influenced directly or indirectly on every business organizations. Globalisation has the much impact that Larry Downes mentioned it as one of three new drivers in business life in his much discussed article Beyond Porter. Downes says that technological progress in logistics and distribution enables nearly every business to buy, sell and cooperate on a global scale. Similarly consumers have the best chance to compare prices globally in order to
find the best offer. In the result, even smaller and locally oriented businesses have to see themselves in a global context. Probably, a major strength for many SMEs is their close customer contact and their ability to maintain close customer relationship. Especially for growth-oriented SMEs, export will be an important strategic option to achieve continued business growth. The internationalization of a business involves a process of profound change. This change requires taking risks, opening up the firm’s culture and a great capacity to learn. None of this happens spontaneously but requires planning and clear leadership. (Dagmar Recklies, October, 2001)

Several institutes and development organisations are involved in training and various awareness programmes related to entrepreneurship development. Indian Institute of Entrepreneurship (IIE) is one of the pioneers Institute in the field of providing training to the people in diverse field of entrepreneurship especially in North East India. It was established in the year 1993 with an aim to explore the idea of starting new ventures in the different state of the country. The institute has expanded its activities to a great extent covering all facets of MSME activities. Since its establishment and up to March 2007, the institute has organized 1167 training programmes/workshops/seminars/meets with a cumulative participation of 38524 persons. The institute regularly organizes training programme and undertakes research and consultancy services in the field of promotion of MSMEs and entrepreneurship.

Apart from the institutional initiatives undertaken by the state and central Govt. agencies the Non Government organisations and the Self Help Groups are also involved in giving birth to new enterprise in various fields. The NGOs of the district have been
conducting various programmes for entrepreneurship development. The NEDFI and a large number of institutions like IIE, MSME-DI, NSIC, NEITCO, NECON, DIC, and SIRD etc. are directly or indirectly organized different programmes to train, to finance, the entrepreneurs through banks to attain the objectives of the entrepreneurs.

1. 15: Limitation of the Study

Research is a continuous process of searching new things or an effort to develop the existing state of affairs. There are always some advantage and disadvantage in each field of work. Likewise doing research in a particular field have some problems which arises due to host of reasons such as vastness of the area, climatic condition, seasonal variation, lack of proper response of the respondents from the officials, less time given by the entrepreneurs for filling up questionnaire, dissimilarity between official data and real data etc. It is not easy to take a larger sample than the one mentioned in the study owing to the fact that the single researcher faces time and resource constraints for exhaustive and all pervasive field studies.

The officials have no proper system of keeping records in a chronological order except a few. The major limitation of the study is that there is not a single small and medium enterprise exists as per the data available in DIC 2010-11 in the district of Nalbari which is redefined under the MSMED Act, 2006. Almost all the enterprises are micro enterprises whether in manufacturing or service sector. So their arises a problem in selecting small and medium enterprises which was warranted by new definitional
interpretation. The details of the existing/registered enterprise number can be known from the table given in Chapter 3.

The major limitations can be identified as follows:

1. One limitation is that there is a discrepancy between the registered number of enterprises and the actual in existence. A good number of enterprises which have closed down their business have not been removed from the official register, so research in this field always suffers because the data are not updated.

2. In taking the sample of individual entrepreneurs a random selection was done because the numbers of individual entrepreneurs are very large.

3. Although the number of NGOs is 15 but all of them are not operational. So only five NGOs have been visited.

4. There is more number of SHG formed under different blocks but 10-15% of those SHG are not working for which difficulty arises in selecting SHG from the study area.

5. The existing entrepreneurs are not aware about the proper concept of small and medium enterprises for which they need briefings first before any questionnaire served them.

6. Since the objective of the study requires collection of data from official sources, therefore, the availability or non-availability of these data specific to certain years may hamper total projection of the facts. Since the definition of the size of business units under various regulations of the Governments are subject of changes from time to time as per Govt. policy, therefore, comparison of record between two periods may not fulfill the objects of a correct projection.

1.16: Conclusion

Entrepreneurship development strategy is being pursued extensively in all over the country for promotion of Micro, Small and Medium enterprises. Depending on the level of industrialization of a region, and typical problems faced in the promotion of small
enterprises promotion as well as for development of entrepreneurs, a special need based programme has to be tailored to meet specific local needs. Based on the information it is observed that people of Nalbari district have the potential of creating new ventures. They need to be given some training on skill development, product formulation, knowledge about the market area of local products etc. However some poster campaigning, hoardings, advertisement in the media, news published in the newspaper and television should be made to bring a change in the mindset of the youth. There is also need for pragmatic institutional support to the entrepreneurs in time without any red-tapism for the growth of enterprises in several districts of Assam. The greater emphasis on economic development in the developing countries like India and with technology as the prime instrument for economic development, importance of entrepreneurship is accepted by all as a main drive engine of economic upliftment and self sufficiency.

Hence, more the number of entrepreneurs will be the more number of enterprises. So, the greater emphasis should be given to utilize potentials of the youths to explore the knowledge and skills of the youth of the district to create a business environment, so that no one remains away from this urgent initiative of entrepreneurial career.
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