7.1. Introduction

In this chapter, the summary and conclusions of all the chapters are given.

Chapter 1, provides a focus on the entrepreneurship which is a process undertaken by an entrepreneur to augment his/her business interest. It is an exercise involving innovation and creativity that will go towards establishing his / her own enterprise.

One of the qualities of entrepreneurship is the ability to discover an investment opportunity and to organize an enterprise, thereby contributing to real economic growth. Among other things, it mainly involves taking or risk and making the necessary investments under conditions of uncertainty and innovating, planning and taking decisions so as to increase production in agriculture, business, industry etc. Economic backwardness of an economy or region is characterized by the co-existence of unutilized or under-utilized manpower, on one hand, and unexploited natural resources, on the other. Economic development means a process of upward change whereby the real per capita income over a period of time. Entrepreneurship is an important input influencing the industrial development. The unique contribution of entrepreneurship is that, it is low cost strategy of economic development, job creator and technical innovation, promotion export trade, reduces concentration of economic power, effective resource mobilization. This chapter mainly provides a brief focus
on performance and success rate of young entrepreneurs, along with importance, objectives, hypothesis, sample and methodology of the study.

The Chennai metropolitan city and its environs have been chosen for the present study in view of its distinct and unique historical importance. The present study is different from other studies as it considers SWOT of the women entrepreneurs and the motivational factors towards the entrepreneurial development, and the role of entrepreneurs with regard to SSI sector.

In Chapter 2, the researcher has made an attempt to study the entrepreneurial development in India and Tamilnadu in Section ‘A’, and the review of literature in Section ‘B’.

In Chapter 3, an attempt has been made by the researcher to examine the socio-economic profile of the respondents in Section ‘A’, and the hypotheses are framed and tested in Section ‘B’.

In Chapter 4, an attempt has been made by the researcher to study the support system and the assistance rendered by various financial and promotional institutions in Tamil Nadu in Section ‘A’ and the analysis relating to the data are discussed in Section ‘B’.

In Chapter 5, an attempt has been made by the researcher to examine the major motivational factors to start the unit and the data relating to it.

In Chapter 6, an attempt has been made by the researcher to study and examine the performance, success rate and problems of young entrepreneurs and the data relating
to it. In this chapter, the researcher has also suggested a model based on the review of literature as well as on the present study with regard to performance and success rate of women entrepreneurs.

In Chapter 7, the researcher has summarized the conclusions of every chapter. Besides, major findings of the study as well as suggestions based on the study are also given in this chapter.

7.2. Findings of the study.

- It is found that 32.5 percent of the entrepreneurs are running sole proprietorship form of organization, 42.3 percent of the entrepreneurs are running partnership firms and remaining 25.1 percent of the respondents are running private limited company.

- It is found that 37.2 percent of the entrepreneurs are running their units in backward areas.

- It is found that 78.2 percent of the entrepreneurs do not have labour unions.

- It is found that 16.7% of the entrepreneurs running food processing units, 15.1% manufacturing building materials, 13.6% manufacturing textiles, 10.3 percent of them produces rubber and plastic products, 10 % manufacturing chemical products, 7.9 % Engineering, 7.8% agro based product and 6.6 % of the entrepreneurs manufacturing metallic products.
• It is found that that **36.7% of the entrepreneurs are in the age group of 41-50 years**, 36% of the entrepreneurs are in the age group of 31-40 years, 15.8% of them are in the age group of 21-30 years and 11.4% of the respondents are above 50 years.

• It is found that **4.6, 41.6% of the respondents belong to most backward class**, 31.9% of the respondents are from backward class, 15.7% of the entrepreneurs are from other community class and 10.8% of the respondents belong to SC/ST class.

• It is found that 22.3% of the entrepreneurs are living single and **77.7% of them are married**.

• It is found that **33.9 % of the entrepreneurs studied up to higher secondary level**, 28.7% of them up to degree/ diploma and 21% of the respondents are post graduates and 16.4% of the entrepreneurs are having professional qualification.

• It is found that **82.7 % of the women entrepreneurs have undergone training before entering in to the manufacturing sector**, whereas 17.3% of them did not undergo any training before entering the manufacturing sector.

• It is found that **58.1% of the women entrepreneurs were self employed**, 35.9% of them worked in the private sector, 3.1% of them worked in government sector and 2.9% of them worked with other fields.
- It is found that **14.95 of the women entrepreneurs needed incentives and concessions**, 11.9% of them needed training facilities, 9.7% of them needed favorable government policy.

- It is found that **63.1% of the women entrepreneurs are first generation entrepreneurs** and 36.9% of them are continuing their father’s business.

- It is found that **52.2% of the respondents prepared their project report by self source**, 36.4% of them were helped by ITCOT and 11.4% of them prepared their project reports by other agencies.

- It is found that **95.1% of the women entrepreneurs said it took 60-90 days for provisional registration**, 9.4% of the entrepreneurs said it took 30-60 for them to do provisional registration, 5.5% of the women entrepreneurs said it took more than 90 days for the provisional registration.

- It is found that **61.1% of the women entrepreneurs said it took 31-60 days for getting loan from TIIC and Commercial banks**, 24.5% of the entrepreneurs said it took less than 30 days for them for getting loan from TIIC and Commercial banks, 14.4% of the women entrepreneurs said it took 60-90 days for getting loan from TIIC and Commercial banks.

- The mean responses given by the women entrepreneurs for **Motivation factor are higher** than the average response; the standard deviations are also within the limits and therefore **the motivations are high for women to become entrepreneurs**.
- The mean responses given by the women entrepreneurs for subsidiary motivating factors are higher than the average response, and the standard deviations are also within the limits and therefore, the subsidiary factors have encouraged women more to become entrepreneurs.

- The mean responses given by the women entrepreneurs for problems while getting loans are lesser than the average response, and the standard deviations are also within the limits and therefore the problems while getting loans are less for women entrepreneurs.

- The mean responses given by the women entrepreneurs for Strength of entrepreneurs are higher than the average response, and the standard deviations are also within the limits and therefore the Strengths factors are higher with women entrepreneurs.

- The mean responses given by the women entrepreneurs for Weaknesses of entrepreneurs are lesser than the average response, and the standard deviations are also within the limits and therefore the Weaknesses factors are less with women entrepreneurs.

- The mean responses given by the women entrepreneurs for opportunities are higher than the average response and the standard deviations are also within the limits and therefore the opportunities factor are more for women entrepreneurs.
The mean responses given by the women entrepreneurs for threats faced by the entrepreneurs are lesser than the average response, and the standard deviations are also within the limits and therefore the threats faced are less by the women entrepreneurs.

The mean responses given by the women entrepreneurs for general problems are lesser and the standard deviations are also within the limits and therefore the general problems are less.

The mean responses given by the women entrepreneurs for Assistance for running the unit successfully are greater than the average response, and the standard deviations are also within the limits and therefore the Assistance for running the units successfully are sufficient by the women entrepreneurs.

Married persons got good motivation to start the units.

Married persons got good encouragement to start the units.

Married persons are facing more problems while running the units.

Married persons are comfortable in getting assistance.

Entrepreneurs who have undergone training face fewer problems in getting loans.

Entrepreneurs who have undergone training got the assistance needed.

Entrepreneurs who have undergone training face less threat.
• Hence, it is found that the respondent’s units situated in backward area facing more problems while getting loans from financial/ banking institutions.

• Thus, it is found that the respondent’s units situated in backward areas face more problems while running the units.

• It is found that the respondent’s units situated in backward areas get less opportunity.

• It is found that the first generation entrepreneurs face more problems while getting loans from financial/ banking institutions.

• It is found that the first generation entrepreneurs are facing more problems while running the units.

• The mean values of the variables measured for strength shown in the table 5.1.3 indicates that the strength of the entrepreneurs are more than the average score (3). This shows that the entrepreneurs are having more strength factors.

• The mean values of the variables measured for weaknesses shown in the table 5.1.4 indicates that the weaknesses are less than the average score (3). This shows that the entrepreneurs are not feeling weak.

• The mean values of the variables measured for opportunities shown in the table 5.1.5 indicate that the opportunities available for the entrepreneurs
are more than the average score (3). This shows that the entrepreneurs are getting good opportunities.

- The mean value indicates that there is significant mean difference between the variables measured for threats faced by the entrepreneurs and average score. The mean values of the variables measured for threats faced by the entrepreneurs shown in the table 5.1.6 indicates that the threats faced by the entrepreneurs are more than the average score (3). This shows that the entrepreneurs are facing fewer threats.

- Relationship between weakness and threats faced is significant, good and positive ($r = .530$) which shows that threats cause the weakness of the entrepreneurs. Threats faced and opportunity available shows significant and negative correlation ($r = -.522$).

- Chi-square value (33.59) shows that the null hypothesis Ho 6 (a) is rejected at 1% level. It is found from the analysis that there is a close association between form of organization and unit situated in backward area. The respondents who run the sole proprietor organization are not situated in backward area.

- Chi-square value (4.01) shows that the null hypothesis Ho 6(b) is accepted at 5% level. It is found from the analysis that there is no close association between form of organization and labour union in the unit.
- Chi-square value (87.06) shows that the null hypothesis Ho 6 (c) is rejected at 1% level. **It is found from the analysis that there is a close association between form of organization and training undertaken.**

- Chi-square value (10.03) shows that the null hypothesis Ho 6 (d) is rejected at 1% level. It is found from the analysis that there is a close association between form of organization and nature of Entrepreneurship. Thus, the respondents those who were first generation entrepreneurs are running partnership firms and sole proprietorship organizations.

- Chi-square value (182.32) shows that the null hypothesis Ho 6 (e) is rejected at 1% level. It is found from the analysis that there is a close association between form of organization and Preparation of Project Report. **Thus, the entrepreneurs running sole proprietorship and partnership organizations are preparing the project reports of their own.**

- Chi-square value (7.376) shows that the null hypothesis Ho 6 (f) is accepted at 5% level. **It is found from the analysis that there no association between form of organization and Time for provisional registration.**

- Chi-square value (56.10) shows that the null hypothesis Ho 6 (g) is rejected at 1% level. **It is found from the analysis that there is a close association between form of organization and problem in purchasing raw materials. Thus, the entrepreneurs of partnership firm are facing non-availability of raw materials.**
Chi-square value (1.51) shows that the null hypothesis Ho 6 (i) is accepted at 5% level. It is found from the analysis that there is no association between training undergone and unit situated in backward area.

Chi-square value (25.32) shows that the null hypothesis Ho 6 (k) is rejected at 1% level. It is found from the analysis that there is a close association between training undergone and labour union in the units.

Chi-square value (50.53) shows that the null hypothesis Ho 6 (m) is rejected at 1% level. It is found from the analysis that there is a close association between training undergone and age.

Chi-square value (70.14) shows that the null hypothesis Ho 6 (o) is rejected at 1% level. It is found from the analysis that there is a close association between training undergone and educational qualification.

Chi-square value (17.49) shows that the null hypothesis Ho 6 (q) is rejected at 1% level. It is found from the analysis that there is a close association between training undergone and marital status. Thus, most of the entrepreneurs who were married have undergone training.

Chi-square value (41.44) shows that the null hypothesis Ho 6 (s) is rejected at 1% level. It is found from the analysis that there is a close association between training undergone and preparation of project report. Thus, most of the entrepreneurs who have undergone training are preparing project reports of their own.
Hence, the problems while getting loans from financial/banking institutions, general problems faced by the entrepreneurs while running the units, threats faced by the entrepreneurs and weaknesses of entrepreneurs serves as significant predictor variables for successful running of the unit.

7.3. Suggestions based on the study.

Right efforts on from all areas are required in the development of women entrepreneurs and their greater participation in the entrepreneurial activities. Following efforts can be taken into account for effective development of women entrepreneurs.

- Consider women as specific target group for all developmental programmers.
- Better educational facilities and schemes should be extended to women folk from government part.
- Adequate training programme on management skills to be provided to women community.
- Encourage women's participation in decision-making.
- Vocational training to be extended to women community that enables them to understand the production process and production management.
- Skill development to be done in women's polytechnics and industrial training institutes. Skills are put to work in training-cum-production workshops.
• Training on professional competence and leadership skill to be extended to women entrepreneurs.

• Training and counseling on a large scale of existing women entrepreneurs to remove psychological causes like lack of self-confidence and fear of success.

• Counseling through the aid of committed NGOs, psychologists, managerial experts and technical personnel should be provided to existing and emerging women entrepreneurs.

• Continuous monitoring and improvement of training programmers.

• Activities in which women are trained should focus on their marketability and profitability.

• Making provision of marketing and sales assistance from government part.

• To encourage more passive women entrepreneurs the Women training programme should be organised that taught to recognize her own psychological needs and express them.

• State finance corporations and financing institutions should permit by statute to extend purely trade related finance to women entrepreneurs.

• Women's development corporations have to gain access to open-ended financing.

• The financial institutions should provide more working capital assistance both for small scale venture and large scale ventures.
▪ Making provision of micro credit system and enterprise credit system to the women entrepreneurs at local level.

▪ Repeated gender sensitization programmers should be held to train financiers to treat women with dignity and respect as persons in their own right.

▪ Infrastructure, in the form of industrial plots and sheds, to set up industries is to be provided by state run agencies.

▪ Industrial estates could also provide marketing outlets for the display and sale of products made by women.

▪ A Women Entrepreneur's Guidance Cell set up to handle the various problems of women entrepreneurs all over the state.

▪ District Industries Centers and Single Window Agencies should make use of assisting women in their trade and business guidance.

▪ Programmers for encouraging entrepreneurship among women are to be extended at local level.

▪ Training in entrepreneurial attitudes should start at the high school level through well-designed courses, which build confidence through behavioral games.

▪ More governmental schemes to motivate women entrepreneurs to engage in small scale and large-scale business ventures.
▪ Involvement of Non Governmental Organizations in women entrepreneurial training programmes and counseling.

7.4. **Scope for future study.**

Entrepreneurship among women, no doubt improves the wealth of the nation in general and of the family in particular. Women today, are more willing to take up activities that were once considered the preserve of men, and have proved that they are second to no one with respect to contribution to the growth of the economy. Women entrepreneurship must be moulded properly with entrepreneurial traits and skills to meet the changes in trends, challenges global markets and also be competent enough to sustain and strive for excellence in the entrepreneurial arena. However, a study involving first generation women entrepreneurs and the relative strength, weaknesses, opportunities and threats can be taken up in future.