CHAPTER VIII

CONCLUSIONS AND SUGGESTIONS
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8.1 INTRODUCTION

In this chapter an attempt is made to present the conclusions based on previous chapters. Suggestions are given for the development of entrepreneurship among backward classes.

The main objectives here have been to understand the process of emergence and relevant factors that explain emergence growth process of entrepreneurship among the backward classes. Analysis of entrepreneurs family background was intended to help, to understand, the sources of supply of such growth oriented entrepreneurs and the environment from which they have emerged.

The need to conduct such study specifically of backward class entrepreneurship is based on the preposition that entrepreneurs from backward classes face problems in running the units. In Indian context self-employment has always been a long-term goal. The process of becoming an entrepreneur involves learning and re-learning many things relating to role functions, responsibilities, decision-making, control, product planning and development, etc. Many such problems one could tackle with proper experience that develops insight in that person. Learning through experience is the best learning technique which most of the entrepreneurs have approved. The entrepreneur plays an important role in the economic transformation of a country. India is having abundant natural resources but is not been able to harness these natural resources to uplift the people of this country. Lack of right type of entrepreneurs is the basic reason for enabling this country to harness these resources. The entrepreneurs
among the backward classes are not coming forward in a way they should. Social inhibitions, out molded cultural values, and unfavorable business environment are some of the factors responsible for discouraging entrepreneurship.

In India, caste system has been a dominating factor in social and economic fields. Persons belonging to certain class dominated the economic activity. A number of studies have supported the hypothesis the religion and caste factor inhibited the development of entrepreneurs. Government efforts for the creating a congenial atmosphere for the development of entrepreneurship helped for rapid industrialization.

8.2 CONCLUSIONS:

This study of entrepreneurial participation of backward classes in Latur district was conducted during the financial year 2000-2001. In order to study backward class entrepreneurship in Latur district, a survey of 120 selected entrepreneurs was conducted, efforts have been made to present some useful and interesting conclusions pertaining to present study.

1. In the class wise classification, it has been observed during the study that 85 per cent of the sample entrepreneurs, who have availed assistance from the special corporation, were from scheduled caste and 15 per cent entrepreneurs ware from VJNT categories.

2. In the religion wise classification it is observed that out of the total sample of entrepreneurs selected for the study 56.67 per cent are belonging to Hindu religion, 38.33 per cent are from Nav-Buddhas and only 5 per cent entrepreneurs are Muslims. As the Nav-Baudhas
are the convertees from Hindu religion after the revolutionary step of Dr. Babasaheb Ambedkar. An overall strata of 95 per cent can be said to be coming from the traditional Hindu society influenced by the 'varn' - caste system.

3. Age plays an important role to start enterprise. The young backward class entrepreneurs are energetic and enthusiastic with high ability and productivity. In the age wise study it was observed that the average age of backward class entrepreneurs at the time of starting the enterprise is 34.52 years. Average age of urban backward class entrepreneurs is 34.5 years and average age of rural backward class entrepreneurs 34.25 years.

4. In the study of marital status of the entrepreneurs it is observed during the study that 86.67 per cent entrepreneurs were married. Only 13.33 per cent entrepreneurs belongs to backward class were unmarried. It can be said that there is some relevance between the marital status and entrepreneurship as it was observed that majority of the backward class youth was inclined towards entrepreneurship only after marriage. It was further noted that there is no significant difference between the urban and rural backward class entrepreneurs as regards the relevance of martial status with entrepreneurship.

5. Education is an important variable influencing entrepreneurial talents. Education is a powerful weapon to empower and raise social and economic status of backward classes in the community. As a result of education wise classification of backward class entrepreneurs, it was
observed that 51.67 per cent entrepreneurs have studied less than S. S. C. and 6.67 per cent entrepreneurs were illiterate. 33.33 per cent have studied either S. S. C. or H. S. C. This shows that education of backward class entrepreneurs significant and it influences the development of backward class entrepreneurship.

6. It is true that educated parents can help better for entrepreneurial development. As an outcome of the classification of entrepreneurs on the basis of the education of their fathers it was observed that 70.83 per cent fathers and 80.83 per cent mothers of backward class entrepreneurs were illiterate. It revealed that backward class entrepreneurs fathers were illiterate in maximum number of cases and having no technical/professional education.

7. The education of spouse is said to play an important role in developing inclination towards entrepreneurship among backward class youth. Therefore, the sample of backward class entrepreneurs under study was classified in accordance with education of spouse and it was observed during the study that 49.67 per cent spouse of backward class entrepreneurs were illiterate. 2.5 per cent were graduates. Therefore it can be said that there is no significant relevance of the education of the spouse with the entrepreneurial activity of the backward classes. A majority of the backward class youth was inclined towards entrepreneurship in spite of the fact that the spouse is illiterate.
8. It is also generally opined that the family structure affects the entrepreneurial skill and there the researcher has classified the sample under in accordance with family structure and it has been observed during the study that 87.5 per cent of backward class entrepreneurs were from nuclear family structure and 12.5 per cent from joint family structure. It clearly shows that in case of backward class entrepreneurs the trend is towards nuclear family structure. Therefore it can be concluded that the structure of family influences entrepreneurial activities among backward class entrepreneurs. It has also been observed that there is significant difference between the rural and urban backward class entrepreneurs as regards the family structure. The researcher has studied the prior occupation of the backward class entrepreneurs. The sample under study was classified accordingly and it was observed that before entering in the entrepreneurial occupations 32.5 per cent entrepreneurs were unemployed. 53.33 per cent were in the private job. Where as 14.17 per cent entrepreneurs were in the traditional small business. Therefore, it indicates that previous occupation of backward class entrepreneurs exercise influence on entrepreneurs. It can be said that, unemployment and desire to start own business is the main reason among backward entrepreneurs that has made the backward class entrepreneurs to adopt entrepreneurship. It has been also been observed that there is significant difference between the urban and
rural backward class entrepreneurs as regards to their previous occupation.

9. It is observed during the study that the occupation of grand fathers has no role for the promotion of backward class entrepreneurs. 84.17 per cent grandfathers of the entrepreneurs were labourers, 11.67 per cent were farmers, 1.6 per cent grand fathers were in service, and only 2.5 per cent fathers were in business. It means 97.5 percent grandfathers were not related to any kind of entrepreneurial capabilities.

10. The researcher has also classified the sample under study in accordance with the occupation of the fathers of the backward class entrepreneurs and it clearly indicates that 78.33 per cent fathers of backward class were labourers and 13.13 per cent fathers were farmers. It means 91.46 per cent entrepreneurs father were not related to service or business. 8.33 per cent fathers of the entrepreneurs were having either service or they were in traditional business. Therefore, it can be concluded that occupation of fathers has no significant role in the promotion of backward class entrepreneurship.

11. The researcher has also classified the sample of entrepreneurs under study in accordance with the occupation of their mothers and it reveals that occupation of mothers of the entrepreneurs has no role for the promotion of entrepreneurship among backward classes. 67.16 per cent mothers of the entrepreneurs are labourer where as
10.83 per cent mothers are in the farming occupation. 20 per cent mothers of the entrepreneurs were housewives. Therefore it can be said that there is no significance relevance between the occupations of the mothers of the entrepreneurs with their entrepreneurial activity. It has also been observed that there is no significant difference between rural and urban backward class entrepreneurs as regards the occupation of their mothers.

12. The researcher has studied the sample on the basis of the family income of the backward class entrepreneurs and it is revealed that average annual income of urban backward class entrepreneurs was Rs. 17,437.50, where average annual income of rural backward class entrepreneurs was Rs. 12,675. This clearly indicates that, backward classes entrepreneurs were below the poverty line (urban poverty line limit Rs. 21,206 and in rural area Rs. 15,976).

13. The researcher has probed into the compelling reasons that has led the backward class youth towards entrepreneurship and it was observed that among the backward class entrepreneurs 32.5 per cent inclined toward entrepreneurship due to unemployment, 62.5 per cent were inclined towards entrepreneurship due to self-employment, only 5 per cent entrepreneurs were having business skills and as such they were inclined towards entrepreneurship. Therefore it can be said that majority of backward class entrepreneurs are inclined towards entrepreneurship because of some compelling reasons such as unemployment, self-employment, business skills, etc.
14. The researcher has studied the various reasons that have made the backward class youth to go for the present line of activity and it was revealed that 83.33 per cent entrepreneurs have selected present line of activity because of imitation of other's. 7.5 per cent have selected the present line of activity because of interest. 6.67 per cent of the entrepreneurs have selected the activity because they have heritage in business. Therefore it can be concluded that the backward class entrepreneurs are imitative entrepreneurs rather than innovative entrepreneurs.

15. The researcher has studied the motivating factors that have led the backward class entrepreneurs to take up entrepreneurship and it was observed that 35 per cent of entrepreneurs stated that self-awakening through education, and vocational knowledge is the facilitating factors for entrepreneurship. 59.17 per cent entrepreneurs have given to the inspiration through kins and friends. 5.83 per cent entrepreneurs have given credit to the persuasion of Special Corporation established for them. Therefore it can be concluded that the majority of the backward class entrepreneurs are motivated towards entrepreneurship either because of self-awaking or inspiration through family and friends.

16. The researcher has studied the channels through which the backward class entrepreneurs have approached the special corporations and it was revealed that, 69.17 per cent backward class entrepreneurs have personally approached the corporation, whereas 15 per cent have
approached through middlemen and only 10 per cent have used the source of close relatives and just 5.83 per cent have the advantage of persuasion programme conducted by special corporation itself. Thus it can be said that majority of backward class entrepreneurs have approached the special corporation either personally or through relatives or some middlemen. The share of special corporation efforts in motivating the backward class entrepreneurs to take advantage of their schemes is very negligible and needs improvement.

17. The researcher has studied the awareness of the backward class entrepreneurs regarding the revolutionary thoughts of Dr. Babasaheb Ambedkar and it was observed that, among the backward class entrepreneurs, awareness about the thought provoking socio-economic views of Dr. Babasaheb Ambedkar, 42.5 entrepreneurs were aware and 57.5 per cent entrepreneurs were not aware. As far as urban and rural are is concerned, in urban area, 46.25 per cent were aware and in rural area 35 per cent were aware. On the hand in urban area 53.75 per cent and in rural are 57.5 per cent were not aware respectively. This clearly indicates that, the thought provoking views of Dr. Babasaheb Ambedkar, regarding socio-economic development, have not yet reached the majority of backward classes who are still poverty striken and illiterate. It is also noticed that awareness has spread up more in the urban area than the rural area.
18. The researcher has studied the awareness of the backward class entrepreneurs about the constitutional provisions specially made for the socio-economic development of backward classes and it was observed that only 5.83 per cent of the backward classes entrepreneurs are aware about constitutional provisions for socio-economic development, whereas a majority of the backward class entrepreneurs i.e. 94.17 per cent are ignorant about constitutional provisions. This clearly indicates that, the awareness about constitutional socio-economic developmental provisions for backward classes is yet to be spread up. As far as urban/rural awareness is concerned, in urban areas 7.5 per cent and in rural areas 5.83 backward classes entrepreneurs were aware where as in urban area 92.5 per cent and in rural area 94.5 percent were ignorant about the constitutional socio-economic developmental provisions for backward classes. These observation clearly indicate that the awareness about constitutional socio-economic developmental provisions for backward classes has yet not spread among poverty stricken, oppressed, and suppressed, the last man of the country. It is a very deplorable situation because the very purpose of the constitution has bypassed and essence has not reached to the illiterate, depressed, oppressed persons. This is detrimental to the progress of the country and upliftment of the common man.

19. The researcher has studied the awareness of the backward class entrepreneurs about the special corporation schemes and it was
observed that 13.13 per cent backward classes entrepreneurs were aware about government of India’s special corporation schemes for the backward classes. On the other hand, 86.87 per cent were ignored about such special corporation schemes. As far as urban-rural awareness is concerned in urban area 15 per cent and in rural area 13.13 per cent entrepreneurs were aware on the contrary the ignorance about special corporation schemes in urban and rural area was 85 per cent and 90 per cent respectively. It indicated that, the awareness about government of India’s special corporation schemes for backward classes development yet not reach in accountable percentage.

20. The researcher has also studied the awareness of the backward class entrepreneurs about the schemes of Special Corporation established by the Government of Maharashtra. It is understood that 19.17 per cent entrepreneurs were aware and 80.83 per cent were ignorant. As far as rural urban awareness is concerned, in urban area, 20 percent were aware and 80 percent unaware on the contrary in rural area 19.17 per cent entrepreneurs were aware and 80.83 per cent were unaware.

21. The researcher has studied the selection of activity made by the backward class entrepreneurs. It can be said that success in entrepreneurship is decided by the very selection of the activity at the outset. If the first selection is right the entrepreneur succeeds and vice versa. It is further concluded that majority of the entrepreneurs
have selected trading and service industry as their field of entrepreneurship and only a minor proportion has opted for manufacturing and professional activities.

22. The researcher has studied the form of organization by backward class entrepreneurs and it can be concluded that all the backward class entrepreneurs are selecting proprietorship as the form of business organization for their business activity.

23. The researcher has studied the location of entrepreneurial activity of the backward classes and it was concluded that majority of the entrepreneurs have selected their own place of residence for their entrepreneurial activity for obvious reason. It was also observed that there is no significance difference between urban and rural backward class entrepreneurs as regards location of business.

24. The researcher has studied the extent to which the backward class entrepreneur have employed man power in their enterprise it has been reveled that the backward class entrepreneurs are not able to create employment out of their activities. Their Entrepreneurship is just self-supporting. It is very natural that out of small capital say 20 to 30 thousand whatever business is conducted is not able to create sufficient employment opportunities this needs a revision of structure of schemes formulated by state institutions. The present funding structure is not sufficient to bring up the downtrodden masses up to the level above poverty line.
25. The researcher has studied the level of training received by the backward class entrepreneurs and it was concluded that the backward class entrepreneurs are not sufficiently trained in the activity, which they are pursuing, and this situation is adversely affecting their performance. There are some schemes formulated by the special corporation for the training of the backward class beneficiaries availing finance from them, but unfortunately the entrepreneurs have failed to take an advantage of the same or the alternative possibility is that the corporations have failed to reach the entrepreneurs in this regard. It is not obligatory on the part of the beneficiaries to be technically qualified or to receive training in the programme conducted by the specialized institutions for the backward class entrepreneurs. It is therefore necessary to create such a regulation so as to improve the level of training of backward class entrepreneurs for the purpose of upgrading their technical skills.

26. The researcher has also studied the coverage of market and it was concluded that the backward class entrepreneurs as regards the coverage of market is very limited. The reasons being the very selection of activity is based on the concept of catering the local needs. Further, the availability of finance and technical know how required for a wider market coverage is lacking the specialized institutions have failed to create any special consultancy service which can guide backward class entrepreneurs in this regard. Efforts are to be made to improve on this regard.
27. The researcher has studied the variations in turnover and it was concluded that only a small percentage of backward class entrepreneurs has shown a decreasing trend. Majority has either remained constant or has shown a good performance. It can be further seen that the percentage of those who has improved there by increasing their turnover is more as compared to those who have remain constant.

28. The researcher has suited the profit earned by backward class entrepreneurs as a percentage of turnover and it indicates that majority of entrepreneurs were earning profit in the range of 15 to 20 per cent. Efforts need be made for improving the percentage of profitability of the activities of backward class entrepreneurs this can be achieved by improvement in overall performance and infrastructure availability.

29. The researcher has studied the own contribution of backward class entrepreneurs towards capital and it is revealed that own contribution of backward classes entrepreneurs into total investment of their business units is very meager.

30. The researcher has studied the extent of borrowings from the special corporations and it is revealed that borrowing from special corporations by backward classes entrepreneurs is just below Rs. 20,000. It can be said that the low range of finance by specialized institutions is acting as constraint on the performance of backward
class entrepreneurs if this amount is increased the entrepreneurs of backward class will be able to perform better.

31. The researcher has analyzed the extent to which the backward class entrepreneurs has borrowed from the bank and it is revealed that the range of bank finance to backward class entrepreneurs in the majority of the cases is less than Rs. 25,000.

32. The researcher has studied the amount of subsidy availed by the backward class entrepreneurs and it revealed that the amount of the subsidy, availed by backward classes entrepreneurs is small. However, the amount of the subsidy to backward classes entrepreneurs is one of the important sources of finance for poverty striken first generation backward classes entrepreneurs. The amount of subsidy increases entrepreneurial own stake in business. The percentage of subsidy also determines the burden of interest on borrowed capital from banks and acts as a booster to the economic development of backward classes.

33. The researcher has studied the adequacy of borrowed capital and it was observed that backward class entrepreneurs are neither happy with the working with financial institution nor banks, as regards the sufficiency of the capital. 100 per cent of the entrepreneurs feel that finance provided by these financial institutions is inadequate. The amount financed should be commensurate with the financial needs of the backward class entrepreneurs. The financing should be need based and not target based.
34. The researchers has analyzed the effects of insufficient capital and it was observed that 71.67 per cent entrepreneurs have expressed that borrowed capital is insufficient to purchase necessities and to meet the recurring expenses. Where as 28.33 per cent entrepreneurs are of the opinion that they are not in a position to face cut throat competition because of insufficient borrowed capital. It was also observed that there is significant difference between the urban and rural backward class entrepreneurs as regards the effect of insufficiency of borrowed capital.

35. The researcher has studied the rate of interest of the special corporation and it was observed that the rate of interest of Special Corporation is not so high as compared to the nationalized banks and other financial institutions. (range of rate of interest 12 to 18 percent). Still very few of the sample entrepreneurs feel that the rate of interest is very high.

36. The researcher has studied the rate of interest of the bank and opinions of the backward class entrepreneurs it was observed that, majority of backward class entrepreneurs feel that rate of interest on the borrowings from banks is very high. Where a part of the entrepreneurs feel that present rate of interest on the borrowings from banks is moderate. In fact, nationalized banks and cooperative banks are charging interest on their advances in the range of 12 to 18 per cent per annum. As the backward class entrepreneurs living below poverty line, they are unable to bear the rate of interest charged by
the nationalized banks on the borrowings. It was also observed that there is no significant difference between the rural and urban backward class entrepreneurs as regards their opinion regarding bank rate of interest.

37. The researcher has analyzed the affordability of the loan installment payable to the corporation and it was observed that the installment of corporation loan is in the range of Rs. 40 to Rs. 900 per month. As mentioned earlier backward class entrepreneurs are living below poverty line and they have no source of income, except the present line of business activity of their own.

38. The researcher has also studied the affordability of repayment of the installment of banks loan, and it was observed that though the installments are not so high, still it is unaffordable to poverty stricken backward class entrepreneurs. It has also been observed that there is no significant difference between urban and rural backward class entrepreneurs as regards their opinion about installment of bank loan.

39. The researcher has studied the reactions of backward class entrepreneurs regarding the delay in obtaining the corporation loans and it was observed that majority of the sample entrepreneurs got the loans' form the corporation only after six months of submitting their proposals. In some cases the time taken was more than two years.

40. The researcher has studied the reactions of backward class entrepreneurs regarding the delay in obtaining bank loan and it was observed that majority of the sample entrepreneurs got the loans'
form the banks only after six months of submitting their proposals. In some cases the time taken was more than two years.

41. The researcher has studied the main causes of delay in getting loans from bank and special corporation and it can be clearly said that majority of entrepreneurs have expressed the view that slow procedure at the bank is the main cause of delay in getting loans from banks.

42. The researcher has studied the regularity of repayment of loans and it was observed that the backward classes entrepreneurs have not been able to refund the institutional loans regularly.

43. The researcher has also analyzed the causes of irregular repayment and it is concluded that business losses, depressions and over burden of family responsibility are the main causes of irregularity in repayment of institutional loans among backward class entrepreneurs. The percentage of willful defaulters is observed to be very limited.

44. The researcher has studied the repayment scheduled and it observed that monthly repayment of loan is more convenient rather than annual installment for the backward class entrepreneurs.

45. The researcher has studied the opinions of backward class entrepreneurs regarding the role of special corporations, and it can be said that special corporations established by the Government of Maharashtra for the development of backward classes are performing
in proper direction and have proved themselves to be a tool for the betterment of backward classes.

46. The researcher has studied the behaviour of employees of special corporation and is concluded that majority of sample entrepreneurs have expressed their positive opinion about the behaviour of the concerned special corporation employees. Therefore it can be said that the attitude of the employees of the special corporation towards the beneficiaries coming from backward classes is favourable. It has also been concluded that there is significant difference between the urban and rural backward class entrepreneurs as regards their opinion about the attitude of special corporation employees towards them.

47. The researcher has applied SWOT analysis to the backward class entrepreneurs and following conclusion are drawn.

a. Earnest desire to raise the social status, Mobility, Tolerance, Humility, Self-Confidence, and Respect for others are the points of strength of backward class entrepreneurs.

b. Lack of encouragement from family and society, Lack of Proper Knowledge, Lack of Finance, Indifference towards wealth, Lack of opportunity to work independently, and Lack of confidence are the points of weakness of the backward class entrepreneurs.

c. The opportunities that are open for the backward class entrepreneurs are Government support, Constitutional
Responsibility of the government, Changing socio-environment, and Revolutionary attitude, Education, Equal opportunities.

d. Cutthroat competition, Lack of Access to the credit from the Market, Lack of access to Land, Heavy family burden, Lack of Finance, Fear of failure are the threats of the backward class entrepreneurs.

8.3 TESTING OF HYPOTHESES

The researcher has, in this section, tested the hypothesis of the study stated in relation to the participation and performance of the backward class entrepreneurs on the basis of statistical analysis and conclusions arrived at.

HYPOTHESIS 1: Backward Class Entrepreneurs do not have entrepreneurial heritage.

The researcher has drawn following conclusions with reference to the heritage of the backward class entrepreneurs and it was revealed that ...

1. It is shown in table 6.16 that 53.33 per cent entrepreneurs were having private jobs, while 32.5 per cent were unemployed and only 14.17 per cent entrepreneurs were in small business.

2. Table 6.17 shows that out of 120 grand fathers of backward class entrepreneurs, 84.17 per cent were labourers and have nothing to do with entrepreneurial heritage.

3. Table 6.18 also categorically shows that amongst the 120 fathers of backward class entrepreneurs 78.33 per cent were labourers.
4. Table 6.19 shows that 69.17 per cent mothers of backward class entrepreneurs were labourers.

The above conclusion lead to the proof of the hypothesis that The Backward Class Entrepreneurs do not have entrepreneurial heritage.

HYPOTHESIS 2: Lack of socio-economic background availability of finance, proper motivations, training, are the stumbling blocks in the ways of entrepreneurship development among the backward classes.

On the basis of the discussions in chapter VI, socio-economic background, availability of finance, proper motivation, necessary training are the important determinants for entrepreneurship development. The overall participation of the backward classes in the basic economic activities is negligible as compared to other social strata. The reasons are obvious. It is the socio-economic environment that determines the economic activity of backward classes. The inclination of backward classes towards entrepreneurial activity is decided by a number of factors such as age, birth, hereditary occupation, education, environment of the group in which he lives, family income, parents education, awareness of schemes, self-confidence, etc. Entrepreneurship is not an easy task. It is going to be more difficult in new economic era of privatization, liberalization, and globalization. Therefore, the hypothesis that Lack of socio-economic background availability of finance, proper motivations, training, are the stumbling blocks in the ways of entrepreneurship development among the backward classes is accepted.
HYPOTHESIS 3: Backward class entrepreneurs are not aware and awakened about the various schemes and programmes of special corporations established by government for backward classes.

1. The study reveals that table 6.27 shows that 86.87 per cent entrepreneurs of backward classes were ignorant about Government of India’s Special Corporation Schemes for them.

2. Table 6.28 shows that 80.83 per cent backward class entrepreneurs were not aware of Government of Maharashtra’s Special Corporation Schemes for them.

On the basis of above conclusions hypothesis that, The Backward class entrepreneurs are not aware and awakened about the various schemes and programmes of special corporations established by government for backward classes is accepted.

HYPOTHESIS 4: Special Corporations for backward classes are not generating positive environment for entrepreneurship development among backward classes.

It is evident from Table 7.30 that 67.5 percent backward class entrepreneurs are of the opinion that the special corporations established by the government are generating positive environment for entrepreneurship development among backward classes. Therefore, the hypothesis that, Special Corporations for backward classes are not generating positive environment for entrepreneurship development among backward classes is rejected.
8.4 SUGGESTIONS:

1. Financial assistance given by MPBCDC, LASDC, VNVJNTDC need be strengthened so that more number of backward class entrepreneurs can be benefited.

2. Seminars, workshops, and other consulting services should be provided to the backward class entrepreneurs from time to time.

3. State Government of Maharashtra should set up entrepreneurship development institute for the development of backward class entrepreneurship to develop their skill, to start the industry and managerial and marketing skills also.

4. Government should adopt a policy of helping the backward class entrepreneurship. Government should instruct different departments that they must help the backward class entrepreneurs.

5. As far as development of first generation entrepreneurship in backward classes is concerned there is need of more entrepreneurial talents. The entrepreneurial talents can be developed in the backward classes through proper training. MPBCDC, LASDC, VNVJNTDC should provide necessary training to these entrepreneurs. Special entrepreneurship development programme should be organized. These E.D.P. should develop self-confidence, and higher degree of achievement motivation among these people. Lack of information about entrepreneurial opportunity is a major obstacle in the process of participation of backward classes. Therefore, entrepreneurial opportunity guidance center should be established in each and every
district. This center will undertake survey and on the basis of survey can find out entrepreneurial opportunity.

6. Lack of knowledge, business administration and financial management is a major problem for the development of entrepreneurial participation. Therefore, entrepreneurs from the backward classes should be given adequate knowledge of business administration and financial management. Government through entrepreneurship development cell should design special courses for these entrepreneurs.

7. It is suggested that entrepreneurial development agency should arrange guidance camps for the budding entrepreneurs because there is ample scope for ginning and pressing, oil mills, printing press, leather goods, brick making, cement products, etc. in Latur district.

8. It is suggested that M. I. D. C. should establish market center for marketing the goods produced by backward class entrepreneurs.

9. It is suggested that the financial institutions and banks should make correct assessment of the requirements of the backward class entrepreneurs with reference to fixed as well as working capital and formulate such schemes as will be helpful for providing additional finance as and when needed by the backward class entrepreneurs.

10. It is suggested that the nationalized banks should formulate some schemes of providing loans to the backward class entrepreneurs at some subsidized rate of interest on the lines of long back discarded differential rate of interest scheme.
11. It is suggested that, corporations should determine the installment in such a manner that the entrepreneurs should afford repayment.

12. It is suggested that the range of installments determined by banks should be reconsidered and it should be determined on the basis of repaying capacity of the backward class entrepreneurs.

13. It is suggested that the corporations should streamline its process of sanctioning the loan. And see that the finance is made available within a short time.

14. It is suggested that the banks should streamline its process of sanctioning the loan. And see that the finance is made available within a short time.

15. It is suggested that the corporation and banks should formulate easy procedures so that the delay can be eliminated.

16. It is necessary to create such a regulation so as to improve the level of training of backward class entrepreneurs for the purpose of upgrading their technical skills.

17. It is suggested that, the availability of finance and technical know how required for a wider market coverage is lacking the specialized institutions have failed to create any special consultancy service which can guide backward class entrepreneurs in this regard. Efforts are to be made to improve on this regard.

18. It is also suggested that there is an urgent necessity of inculcating banking habits among the backward class entrepreneurs so that more
transactions of credit basis can be conducted and a habit of saving can be developed.

19. It is suggested that efforts need be made for improving the percentage of profitability of the activities of backward class entrepreneurs this can be achieved by improvement in overall performance and infrastructure availability.

20. It can be said that the low range of finance by specialized institutions is acting as constraint on the performance of backward class entrepreneurs if this amount is increased the entrepreneurs of backward class will be able to perform better.

21. It is suggested that the corporations, which are not providing subsidy, should formulate some schemes of providing subsidy to the backward classes. Even the proportion of subsidy can be increased so that the burden of bank loan can be lessened. In some cases subsidies can be given as non-interest bearing capital, which can be refunded after the business is in profit.

22. It is suggested that the amount financed should be commensurate with the financial needs of the backward class entrepreneurs. The financing should be need based and not target based.
8.5 AREAS OF FURTHER RESEARCH

In the course of the study the researcher has located a number of points on which further research is needed. These area are outlined below:

1. An in-depth analysis of working of national level corporations needs be conducted.

2. An analytic study of the overall achievements of State Level Corporation needs be made.

3. A study of the working systems of the corporation with a view to streamline the same should be conducted.

4. There is wide scope in conducting microscopic analysis of the impact of various environmental factors upon the entrepreneurial activity among backward classes covering a wider area.

5. Research may also be conducted to study the links between the inherited business of backward classes and their present activities.

6. Psychoanalytical studies may also be conducted with a view to find out reasons of least risk taking tendencies among backward classes and boost up their confidence.

7. Studies also can be conducted with reference to the lending systems and assessment of finance needed by the backward class entrepreneurs with references to banks as well as special institutions.

8. Studies can also be conducted analyzing the end use of finance.
9. Research is also needed providing a detailed analysis the reasons of failure.

10. Studies regarding impact of promotion programme can also be conducted.

The present study is an attempt to provide in-depth and microscopic analysis of environmental factors affecting the entrepreneurial abilities of backward classes as well as an analytic study of performance parameters. The researcher has studied various aspects of the socio-economic environment and has arrived at the conclusion that in case of backward class entrepreneur's environment is one of the deciding factors. The backward class entrepreneurs must gather courage and confidence to cope with the negative environmental factors and establish themselves as entrepreneurs. The performance of the backward class entrepreneurs is a multi-variable function; a number of factors are responsible for excellence in entrepreneurship. It is hoped that this study will prove to be a guide to the backward class entrepreneurs in building up their career, it is also felt that the suggestions and recommendation presented in this study will be appreciated by the government agencies, special corporations as well as by the banks in the right perspective and steps will be taken to do away with the lacunas and resort to necessary policy measures in the light of the recommendations.