CHAPTER VII

Conclusion and Suggestions
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The role of entrepreneurs in socio-economic development of a nation is very significant. An entrepreneur not only produces and distributes goods and services to community, but also generates gainful employment opportunities for community to improve their standard of living. At present, India is facing many problems, but the most burning problem is unemployment. To overcome this most essential problem, the role of micro and small scale industries are crucial because this sector requires less funds and generate more employment opportunities. Therefore, government has recognised the significance of this sector to overcome the unemployment problems. Government is motivating to this sector through different schemes, subsidies, concessions, and many other amenities are also provided. Many institutions are supporting this sector because this sector has potential to generate more employment opportunities in comparison to large scale industries.

From the above overview, the present study is a straightforward endeavour to evaluate the role and performance of micro and small scale entrepreneurs belonging to backward communities in Nanded District, Maharashtra.

Entrepreneurship plays a major role in the economic growth of the nation largely through contributions and employment opportunities created by the micro and small scale entrepreneurs. Many studies reveal that the significance of micro and SSI units in respect of employment generation capacity in India. According to a research study (Venkataraman 1993:565) while the output employment ratio is the lowest in the micro and small scale sector, employment generating capacity of small scale sector eight times that of large scale sector. P.C. Mahalanobis (1988:1219) also supports the view that micro and small industries are fairly labour intensive. He mentions that with any given investment, employment possibilities in micro and small enterprises would be ten to fifteen or even twenty times greater in comparison with corresponding factory system. Several studies
reveal that the SSI sector enjoys an excellent employment generating capacity in India. According to the studies made under the auspices of the government of India for the country as a whole, small scale manufacturing industries provide one job for every Rs.3000 to Rs.5000 and trading business/industry provide Rs.500 to Rs.1000 incremental investment. In comparison, average large scale industry provides one job for incremental investment of Rs.15000 to Rs.25 crores.

A short review from previous study literature on entrepreneurship development in India was taken in the present study. These studies covered various aspects on the subject of entrepreneurship development in India. For the present study, a few books and unpublished doctoral thesis, dissertation, journals and magazines, published papers prepared and compiled by experts and scholars are referred.

The entrepreneurship history describes that the Indian entrepreneurship is quite old. The roots of business dates back to the Indus Valley Civilization. In the historical past, Indian communities consisted of four main castes, viz the Brahmins, the Kshatriyas, the Vaishyas and the Shoodras. The caste groups were rigidly separated on a functional basis. The Brahmins were the learned men who assisted the Kshatriyas (rulers) in administration and the Shoodras were involved in agricultural occupation. The Vaishya community was engaging in trade and commerce and industrial productive activities.

The theories of entrepreneurship depicts that the four theories of entrepreneurship are derived as far back as two centuries ago. According to economic theory there is little effect on entrepreneurship. This theory asserts that entrepreneurship and economic growth takes place when the conditions are favourable. The sociological theory suggests entrepreneurship as a social movement. The psychological theory states that the entrepreneurship altogether has a fair impression among social scientists. Mainly, the development of entrepreneurship in any locality by anybody tends to be the dream of a particular person for developing a particular area, particular product to be manufactured by him and thereby lifting the standard of living of that area. So, the success is achieved in two fronts; first is, achieving commercial target and benefit set for the project, and
secondly, by developing that area by achieving success. He fulfills his dream and derives great satisfaction from the product he has developed. The best example is of Ratan Tata’s Nano car project for middle class and lower middle class. This example supports the arguments of Joseph Schumpeter. In the anthropological theory, Mr. Fredrick Barth enumerates that entrepreneurial behaviour means to connect the different spheres of society between which there is huge discrepancy in value.

For economic development, entrepreneur plays a significant role. He raises funds, physical and human resources to start the business activity, i.e., production and distribution of goods and services to community. Without the initiative of creative entrepreneur, it is impossible for community to consume different types of goods and services. While managing activities, entrepreneur generates gainful employment opportunities for community to enhance their economical and social status.

EDP plays a very crucial role for entrepreneurship development. Every human being has certain traits of an entrepreneur. If the traits are developed, a person can become a successful entrepreneur. In EDPs training, information is given to potential entrepreneurs in respect of role of entrepreneurs for economic and social development, his behaviour, institutional facilities and support to entrepreneurial activities from different institutions. In addition to this, they invite successful entrepreneurs to address trainees. They share experiences which aids the trainee to develop their self confidence and positive attitude towards entrepreneurship.

Growth in the strength of SC/ST entrepreneurs during the census 2001-02 and 2006-07 shows that there is a considerable change in the growth rate span of 7 years starting from 2001-02 to 2006-07. The growth in SC category enterprises rose by 24% every year starting from 2001-02 to 2006-07 whereas ST category enterprises growth was of 43% per year starting from 2001-02 to 2006-07.

Strength of unregistered and registered sector enterprise reveals a slow and steady growth in the unregistered and registered SC/ST category entrepreneurs for employment of the
total census. SC MSMEs provide 53.6 lakh employment and ST MSMEs 23.848 lakhs. The growth in employment is 15.43% SC MSMEs, fixed investment is 61539.79 Cr and ST MSMEs 25364.55 Cr and the growth in investment is 12.59%.

In ancient India, trade and commerce was carried through barter system, i.e., goods against goods. There was no metallic money in circulation. Weight and measures were cubical in Harappan culture. Raw material for art and craft came from different parts. Bread was a product of export. Bullock carts were the mode of transport for merchandise as well as people.

In India, industrial houses and complexes includes major private sector industrial houses such as Tata Sons, Tata Industries, The Aditya Birla group, Reliance, Wipro, Infosys and public sector undertakings. These big industrial houses are pillars of the Indian economy. The industrial growth is largely taking place with their initiative. Therefore, the socio-economic development of the nation is largely dependent on their growth. The initial most respected corporates of India were Tatas and Birlas. They have been pushed back with the emergence of Reliance and Infotech companies like Wipro and Infosys. The position of Reliance in India’s economy is unrivalled with group revenues nearly 3.5% of India’s GDP. The leader in IT solutions and services remains to be Wipro. Public sector undertakings are also playing excellent role in socio-economic development of the country.

In Maharashtra, according to 02/10/2006 to 31/03/2011 micro enterprises are 103317, small 51477, and medium 374. In addition to this, large scale enterprises are 2625, which provide employment to 6,61,644 people. High potential industries in Maharashtra are: (1) Information technology (2) Computer hardware (3) Bio-technology (4) Nano technology (5) Food processing (6) Tourism/Hotel industry (7) Engineering workshop (8) Film industry (9) Pharmaceutical drugs industry (10) Ayurvedic medicines (11) Essential oils (12) Garment cloth (13) Software development (14) Instant food (Maggie, Ruffle lays, Kurkure etc). These industries are in the pipeline which are definitely future-oriented as well as going to generate employment opportunities thereby escalating the living standards of the people of Maharashtra. In Nanded district, existing status of industrial area such as
Nanded 352 units are in production. Degloor 8 units, Kandhar 3 units, Krushnoor 28 units. Bhokar and Kinwat units are not in production.

According to 2008-2009 in Nanded district, four cooperative colonies were there: (1) Nanded cooperative colony (2) Degloor cooperative colony (3) Loha cooperative colony (4) Dharmabad cooperative colony. These cooperative colonies have acquired land for industrial development purposes and many of such plots are developed and distributed and a few are being ready for distribution.

Potential areas for new MSMEs such as (1) Banana processing (2) Banana powder (3) Fiber from banana stalk (4) Banana waffers (5) Jowar flakes (6) Breweries (7) Starch from Jowar (8) Sugar candy/confectionary (9) Sugar cane wax (10) Hard board from cotton stalk (11) Corrugated boxes (12) Craft paper (13) Cotton seed oil (14) Biogas plant (15) Mushroom cultivation (16) Repackaging of edible oil (17) Poultry and cattle feed (18) Solvent extraction (19) Vegetable and fruit pickle (20) Citric food beverage (21) Custard apple powder (22) Tuti-fruity from papaya (23) Processing of spices (24) Bio-fertilizer from agro base.

In addition to the above, many new MSMEs are added: (1) Mineral based: (i) Cutting and polishing of granite stone. (2) Livestock based: (i) Leather tanning (ii) Bone mill (iii) Milk produce/dairy products (iv) Meat processing. (3) Forest based: (i) Bottling of honey (ii) Wooden furniture (iii) Leaf plates and cups (iv) Herbal medicines. (4) Demand based: (i) Powder coating plants (ii) Steel furniture (iii) General fabrication (iv) Agriculture implements (v) Electrical wiring accessories (vi) Readymade garments (vii) Plastic molded articles (viii) Solar panel (ix) Solar cookers (x) Cold storage. These industries are sure to generate employment opportunities and finally improve the standard of people and community around the area.

The following were the opinions of the respondents:

1. Many respondents raised funds on their own from unorganized sector i.e. moneylenders. They charge higher rate interest. Majority of the part of profit is used
to pay the EMI of the moneylender. For business activity, timely adequate funds are needed which is the requirement of the entrepreneur.

2. Very good demand was seen from service organizations such as Xerox, E-setus, internet cafes, welding, water processing, beauty parlour and other services.

3. Competition has increased. Due to increased competition, modern machinery is needed to maintain the quality. Due to shortage of finance, micro and small entrepreneurs are unable to maintain the quality.

4. Regular power supply is needed. Due to irregular power supply and load-shedding, the workers remain idle. In such situation, the unit fails to function which directly affects the productivity and profitability of the unit.

5. They suggested that they needed marketing assistance because right promotion to goods and services was needed to enhance sales, profit and market share.

6. They needed training to labour because training enables them to minimize wastage and improve the overall efficiency of the labour which leads to increase productivity, profitability and finally return on investment.

7. Sufficient loan from bank is needed. It is a fact that every activity totally depends on finance. The financial institutions have many formalities such as guarantor, security and many more requirements. A snail entrepreneur cannot fulfill the aforesaid formalities to get the loan from banks.

8. Training and counseling is needed. Yes, no doubt training enables entrepreneurs to generate new ideas, product, process and method. It also helps to take right decision regarding many activities as a result higher productivity and profitability to a unit.

7.1 CONCLUSIONS:

The main findings of the field study are listed out as under:

(1) The taluka-wise analysis reveals that majority of the entrepreneurs 38 (19%) is from Biloli taluka. It is followed by Nanded 23 (11.5%). Only 6 (3%) entrepreneurs from Kinwat taluka.

(2) It has been observed that in Nanded taluka SSi units are 8 (4%), which is followed by Biloli taluka 6 units (3%).
(3) It has been observed that 153 (76.5%) respondents belong to young age group.

(4) The majority of the entrepreneurs i.e. 195 (97.5%) are male and only 5 (2.5%) are female. Female entrepreneurs are very less due to traditional views, lack of motivation and courage.

(5) Majority of the entrepreneurs 102 (51%) are from OBC category. It is followed by 79 (39.5%) entrepreneurs from SC and 19 (9.5%) entrepreneurs from ST category.

(6) It has been observed that 153 (76.5%) entrepreneurs were from the Hindu religion. It is followed by 43 (21.5%) Buddhist and 4 (2%) from Muslim religion. No entrepreneurs found in Christian and Jain religion.

(7) It has been observed that 59 (29.5%) entrepreneurs are graduates. It is followed by 54 (27%) who have completed HSC. 39 (19.5%) entrepreneurs have studied till SSC. 18 (9%) entrepreneurs have got primary education. 15 (7.5%) entrepreneurs are postgraduates. 12 (6%) are technical degree/diploma holders. Only 3 (1.5%) of these entrepreneurs are illiterate.

(8) Majority of the entrepreneurs 169 (84.5%) are married and 31 (15.5%) are unmarried.

(9) It has been observed that majority of the fathers of entrepreneurs i.e. 105 (52.5%) are illiterate. It is followed by 70 (35%) fathers have studied upto SSC/HSC. 147 (73.5%) mothers are illiterate. 40 (20%) mothers have studied upto SSC/HSC. 91 (45.5%) entrepreneurs wives are illiterate, 68 (34%) wives have studied upto SSC/HSC.

(10) 109 (54.5%) entrepreneurs yearly family income is in the range of 1 lac to 2 lacs. It is followed by 39 (19.5%) entrepreneurs yearly family income in the range of 2 lacs to 3 lacs. 5 (2.5%) entrepreneurs yearly family income is more than 20 lacs.

(11) Majority of the 69 (34.5%) entrepreneurs family saving is in the range of Rs.10,000 to 20,000. It is followed by 46 (23%) entrepreneurs family savings in the range of Rs.50,001 to 1,00,000. 4 (2%) entrepreneurs family savings is in the range of Rs. 10,00,001 to 15,00,000. 1 (0.5%) entrepreneur family savings is more than 15 lacs. Those entrepreneurs who are owners of SSI units their family saving is more in comparison to micro unit holders.

(12) Maximum number of entrepreneurs i.e., 40 (20%) invested in land. It is followed by 24 (12%) invested in gold. 10 (5%) invested in buildings. 1 (0.5%) invested in bonds. Out of 200 sample units entrepreneurs, 125 (62.5%) entrepreneurs family investment is nil because majority of micro unit holders have no other source of income for investment.
(13) 183 (91.5%) entrepreneurs expenditure on education is in the range of 10%-20%. 5 (2.5%) entrepreneurs expenditure on education is in the range of 31%-40%. 188 (94%) entrepreneurs expenditure on health is in the range of 10%-20%. 5 (2.5%) entrepreneurs expenditure on health is in the range of 31%-40%. 109 (54.5%) entrepreneurs expenditure on living is in the range of 41%-60%. 12 (6%) entrepreneurs expenditure on living is in the range of 31%-40%.

(14) Study of occupation of father and grandfather shows that 84 (42%) entrepreneurs fathers occupation is farming. 42 (21%) entrepreneurs fathers occupation is service. 16 (8%) entrepreneurs fathers occupation is business. 109 (54.5%) entrepreneurs grandfathers occupation is farming. 10 (5%) entrepreneurs grandfathers occupation is business. 6 (3%) entrepreneurs grandfathers occupation is service.

(15) The study of origin of entrepreneurs from Maharashtra or other states depicts that 199 (99.5%) entrepreneurs are from Maharashtra. Of the rest, only 1 (0.5%) is from other state.

(16) Majority of the entrepreneurs i.e. 168 (84%) live in a joint family. The rest 32 (16%) of them live in a nuclear family.

(17) 44 (22%) entrepreneurs have less than 4 acres of land. It is followed by 23 (11.5%) entrepreneurs owning 6 to 10 acres of land. 14 (7%) entrepreneurs have 4 to 5 acres of land. 8 (4%) entrepreneurs have 11 to 20 acres of land and the rest 1 (0.5%) entrepreneur has 21 to 30 acres of agricultural land. Out of 200 entrepreneurs 110 (55%) do not own any agricultural land.

(18) 119 (59.5%) entrepreneurs established their units in the year 2006-2011. It is followed by 30 (15%) entrepreneurs who established their units in the year 1990-95. 26 (13%) in the year 1996-2000. 25 (12.5%) in the year 2001-2005.

(19) Micro enterprises found were 179 (89.5%). The rest are small scale enterprises, the number being 21 (10.5%).

(20) 110 (55%) units under study are service enterprises. It is followed by 69 (34.5%) units which are manufacturing units. 15 (7.5%) units are trading units. 6 (3%) units are processing units.

(21) It has been observed that sole proprietorship was 192 (96%) units, ahead in comparison of other organisations. Private limited were 3 (1.5%), partnership 3 (1.5%) and cooperative society 2 (1%).
(22) Majority of firms 52 (26%) are registered under the authority of Govt. of Maharashtra. It is followed by 23 (11.5%) firms registered under the authority of DIC. 2 (1%) firms are registered under the authority of SSI, 1 (0.5%) registered under the authority of Nanded Municipal Corporation. 108 (54%) firms are not registered.

(23) 176 (88%) entrepreneurs established their enterprises on their own. 20 (10%) entrepreneurs status of establishment is inherited from the family. 4 (2%) entrepreneurs status of establishment is takeover of a unit.

(24) Maximum number of units i.e. 147 (73.5%) are located at the market place. It is followed by 31 (15.5%) whose location is in residential areas. 6 (3%) units are located in the MIDC area and 4 (2%) units are in the industrial area.

(25) 155 (77.5%) entrepreneurs started their activity with their own idea. 27 (13.5%) started their business with the idea from relatives and the rest of the entrepreneurs 18 (9%) started their business with the idea from their friends.

(26) 41 (20.5%) entrepreneurs have taken training from others i.e. from other business entrepreneurs. It is followed by 23 (11.5%) entrepreneurs who have taken training through the concerned corporation. 12 (6%) entrepreneurs have taken training through concerned ITI diploma. 7 (3.5) entrepreneurs have taken training through certificate course of ITI certificate. Out of 200 entrepreneurs, 117 (58.5%) have not taken any training.

(27) 85 (42.5%) entrepreneurs have experience in the business field upto 5 years. 48 (24%) entrepreneurs have business experience in the range of 6 to 10 years. 18 (9%) entrepreneurs have experience in their business for more than 20 years.

(28) 21 (10.5%) entrepreneurs have detailed knowledge about special institutes meant for backward classes. 179 (89.5%) entrepreneurs lack the knowledge of special institutes for backward classes.

(29) 162 (81%) of the sample respondents have commenced their business with self-raised funds. 25 (12.5%) entrepreneurs who have taken bank loan. 4 (2%) entrepreneurs raised funds from DIC.

(30) 79 (39.5%) entrepreneurs total initial investment is less than 1,00,000. 73 (36.5%) in the range of 1,00,001 to 3,00,000. 17 (8.5%) 3,00,001 to 5,00,000. 14 (7%) in the range of 20,00,001 to 50,00,000. 11 (5.5%) in the range of 5,00,001 to 10,00,000. 5 (2.5%) in the range of 10,00,001 to 20,00,000. 1 (0.5%) in the range of 50,00,001 to 100,00,000. 75
(27) Majority of the sample entrepreneurs i.e. 80 (40%) initial year fixed capital is less than Rs.50,000. 16 (8%) entrepreneurs initial year fixed capital ranged between Rs.26,00,000 to Rs. 30,00,000. 62 (31%) entrepreneurs current year fixed capital is ranging between Rs.1,00,001 to 5,00,000. 3(1.5%) entrepreneurs current year fixed capital is ranging between Rs.26,00,000 to 30,00,000. Only 25 (12.5%) entrepreneurs current year fixed capital is nil.

(31) Majority of the sample entrepreneurs, 69 (34.5%) have invested working capital initially less than Rs.10,000. 14 (7%) entrepreneurs initial year working capital is ranging between Rs.2,00,001 to 5,00,000. Majority of the sample entrepreneurs, 59 (29.5%) have invested current year working capital ranging between Rs.30,001 to 50,000. 17 (8.5%) entrepreneurs current year working capital is more than 5,00,000.

(33) It has been observed that 49 (24.5%) entrepreneurs initial year funds investment on manpower is ranging between Rs.30,001 to 50,000. 19 (9.5%) entrepreneurs initial year funds investment on manpower is ranging between Rs.2,00,001 to 5,00,000. 49 (24.5%) entrepreneurs current year funds on manpower is ranging between Rs.30,001 to 50,000. 27 (13.5%) entrepreneurs current year funds on manpower is ranging between Rs.2,00,001 to 5,00,000.

(34) 3 (1.5%) entrepreneurs invested funds on sale in the initial year ranging between Rs.50,001 to 1,00,000. Out of 200 entrepreneurs, 193 (96.5%) entrepreneurs initial investment on sale is nil. 2 (1%) entrepreneurs current year funds invested on sale ranges between Rs.50,001 to 1,00,000. Out of 200, 194 (97%) entrepreneurs did not invest in sale for the current year.

(35) Only 20 entrepreneurs have received subsidy/concession from government/other agencies. Remaining 180 entrepreneurs have not received subsidy/concessions from government/other agencies.
15 (7.5%) entrepreneurs proposed amount was above Rs.3,00,000. 13 (6.5%) entrepreneurs got sanctioned amount above Rs3,00,000. 175 (87.5%) entrepreneurs did not borrow any amount from bank.

8 (4%) entrepreneurs are satisfied with the loan taken from the bank. According to the rest 17 (8.5%) entrepreneurs loan is not sufficient. 175 (87.5%) have not taken any loan.

12 (6%) entrepreneurs delay in getting the loan was ranging from 3-6 months. 7 (3.5%) entrepreneurs delay in getting the loan was ranging from 6-12 months. 5 (2.5%) entrepreneurs delay in getting the loan was upto 2 months. 1 (0.5%) entrepreneurs delay in getting the loan was above 1 year. The rest 175 entrepreneurs did not get loan from bank.

25 (12.5%) entrepreneurs are paying EMI regularly.

7 (3.5%) entrepreneurs till date have paid 75% loan amount. 5 (2.5%) entrepreneurs till date have fully paid loan amount. 4 (2%) entrepreneurs outstanding amount is 75%. 5 (2.5%) entrepreneurs whose outstanding amount is 50%.

65 (32.5%) entrepreneurs last year’s total turnover is ranging between Rs.2,00,001 to Rs.3,00,000. 33 (16.5%) entrepreneurs last year’s total turnover is ranging between Rs.3,00,001 to Rs.4,00,000. 7 (3.5%) entrepreneurs last year’s total turnover is ranging between Rs.20,00,001 to Rs.40,00,000. 69 (34.5%) entrepreneurs overall total turnover is ranging between Rs.2,00,001 to Rs.3,00,000. 37 (18.5%) entrepreneurs overall total turnover is ranging between Rs.1,00,001 to Rs.2,00,000. 7 (3.5%) entrepreneurs overall total turnover is ranging between Rs.20,00,001 to Rs.40,00,000.

76 (38%) entrepreneurs last year’s profit rate was ranging between 21% to 30%. It is followed by 61 (30.5%) entrepreneurs whose last year’s profit rate was ranging between 31% to 50%. Majority of the units 76 (38%) had an overall profit rate ranging between 21% to 30%. It is followed by 61 (30.5%) entrepreneurs overall profit rate ranging between 31% to 50%.

No loss making units found in the study. All the units are in profit zone.

197 (98.5%) entrepreneurs are satisfied with the returns of their business. 3 (1.5%) are not satisfied with the return of business.

96 (48%) entrepreneurs last 2 years business turnover was ranging between Rs.5,00,001 to 10,00,000. It is followed by 31 (15.5%) entrepreneurs last 2 years business turnover ranging between Rs.3,00,001 to 4,00,000. 16 (8%) entrepreneurs last 2 years business
turnover was ranging between Rs.10,00,001 to 20,00,000. 59 (29.5%) entrepreneurs current year business turnover ranging between Rs.2,00,001 to 3,00,000. 46 (23%) entrepreneurs current year business turnover was ranging between 3,00,001 to 4,00,000. 9 (4.5%) entrepreneurs current year business turnover was ranging between Rs.20,00,001 to 40,00,000.

(46) Majority of the entrepreneurs 198 (99%) are satisfied with their own business performance. Only 2 (1%) entrepreneurs are not satisfied with their own business performance.

(47) Majority of the entrepreneurs, 171 (85.5%) maintained their books of accounts in the traditional method for account. Only 3 (1.5%) maintained advanced accounting method.

(48) 36 (18%) entrepreneurs got their accounts audited. 164 (82%) entrepreneurs did not get their accounts audited.

(49) 41 (20.5%) entrepreneurs agreed that they have income tax liability. Rest 159 (79.5%) entrepreneurs do not have income tax liability.

(50) Majority of the units, 115 (57.5%) were utilizing the resources ranging between 75% - 100%. 63 (31.5%) units were utilizing resources ranging between 50% - 75%. 22 (11%) units were utilizing 100% resources – i.e. full capacity.

(51) Majority of the units, 112 (56%) purchased raw material in bulk. 46 (23%) units purchased raw materials in retail basis.

(52) 188 (94%) entrepreneurs sold their products within the market of the district. 7 (3.5%) entrepreneurs sold their products out of state. 5 (2.5%) entrepreneurs sold their products within the market of the state.

(53) 172 (86%) entrepreneurs sell their products on cash basis. 28 (14%) entrepreneurs sold their products on credit basis.

(54) 99 (49.5%) entrepreneurs had their storage of raw materials and finished products in their own factory. 60 (30%) entrepreneurs agreed that they do not want any storage facilities.

(55) 176 (88%) entrepreneurs check the quality of the product. 23 (11.5%) entrepreneurs do not check the quality of product.

(56) Majority of the entrepreneurs, 134 (67%) do not advertise their products while 66 (33%) of the entrepreneurs advertise their product.
(57) Majority of the entrepreneurs, 84 (42%) are facing competition from local manufacturers. 53 (26.5%) entrepreneurs are facing competition from other manufacturers in the industry. 3 (1.5%) entrepreneurs are facing competition from outside the state.

(58) 194 (97%) entrepreneurs did not have any weaknesses in respect of their firms. Only 6 (3%) entrepreneurs have weakness of their firms.

(59) 21 (10.5%) entrepreneurs experience regarding special financial institutions for backward class promotion is good. 4 (2%) entrepreneurs experience regarding special financial institutions for backward class promotion is bad.

(60) 193 (96.5%) entrepreneurs do not have any operating related problems and experience during the life time of the firm. Only 7 (3.5%) entrepreneurs have the operating related problems and experience during the life time of the firm.

(61) 168 (84%) entrepreneurs agreed that there was a need for district level program for B.C. According to 32 (16%) entrepreneurs, district level program for B.C. is not necessary.

(62) 57 (28.5%) entrepreneurs admit that they understood Dr. Babasaheb Ambedkar’s views regarding degrading occupations. Rest 143 (71.5%) entrepreneurs do not know about the above views. Further, it has been observed that 57 (28.5%) entrepreneurs admitted the new way for livelihood which is socially and economically respected. Rest 143 (71.5%) entrepreneurs do not understand the views expressed by Dr. Babasaheb Ambedkar regarding the new ways for livelihood which are socially and economically respected.

(63) 60 (30%) entrepreneurs agreed that they knew the constitutional provisions for the upliftment of the backward classes. Rest 140 (70%) sample entrepreneurs do not know the constitutional provisions for the upliftment of backward classes.

(64) 36 (18%) sample entrepreneurs are aware in respect of NSCFDC schemes for B.C. Rest 164 (82%) are not aware of the schemes. 35 (17.5%) sample entrepreneurs are aware of NSKFDC schemes. Rest 165 (82.5%) are not aware of the schemes. 34 (17%) entrepreneurs are aware in respect of NBCFDC schemes where as 166 (83%) are not aware of the schemes. 33 (16.5%) entrepreneurs are aware in respect of NHFDC schemes for B.C. Rest 167 (83.5%) are not aware of the schemes.

(65) 14 (7%) sample entrepreneurs are fully aware in respect of special schemes meant for B.C. 48 (24%) are partially aware and 138 (69%) are not aware in respect of special schemes meant for B.C.
(66) Very few 11 (5.5%) sample entrepreneurs are fully aware of central government schemes meant for B.C. 49 (24.5%) entrepreneurs partially aware, 140 (70%) entrepreneurs are not aware of central government schemes.

(67) Very few 11 (5.5%) sample entrepreneurs are fully aware of state government schemes meant for B.C. 51 (25.5%) are partially aware, 138 (69%) are not aware of state government schemes.

(68) Out of 200 entrepreneurs, only 12 (6%) sample entrepreneurs are members of professional or commercial organizations while 188 (94%) are not.

(69) Out of 200 entrepreneurs, only 1 (0.5%) sample entrepreneur agreed that he faced a problem on being an entrepreneur from B.C. 199 (99.5%) did not face any problem on being entrepreneur from B.C.

(70) Majority of the 65 (32.5%) sample entrepreneurs get information regarding business from newspapers. 44 (22%) entrepreneurs are getting their information through the internet. 38 (19%) entrepreneurs get business information from other big/similar organisations. 20 (10%) entrepreneurs get information regarding business through magazines, periodicals, special magazines. 7 (3.5%) get business information from professional training institutes. 8 (4%) agreed that according to them there was no need of latest knowledge. 18 (9%) entrepreneurs did not get any business information from anywhere.

(71) Many entrepreneurs faced difficulties at the time of getting loan.

(72) According to the majority of the respondents, they faced the problem of finance.

(73) According to some respondents, micro and small scale units face the challenges from big and foreign multinational companies.

(74) According to many respondents, they face the problem of shortage of raw materials.

(75) According to some respondents, they face the problem of lack of market condition information.
7.2 SUGGESTIONS:

To accelerate the process of entrepreneurship growth and to create a new generation of entrepreneurs in the district, few suggestions are enumerated below.

1. 153 (76.5%) of the respondents are in the young age group. Youth entered in entrepreneurial activities because of lack of government jobs, excess unemployed labour in agriculture sector due to modern techniques used by the farmers, tendency of youth to be independent as they do not like bossism. This group has the highest risk bearing capacity which is a crucial element to run a business. Risk is part and parcel of any business. Entrepreneurship development takes place if the young entrepreneur has the risk bearing capacity, which reduces the unemployment to some extent and enhances the socio-economic development of the nation.

2. Female entrepreneurs are only 5 (2.5%) out of 200. There is a need to motivate female entrepreneurs. For the promotion of female entrepreneurs, there are many schemes from governments, NGOs, but more important is family support and courage that is needed for the female entrepreneurs. Male entrepreneurs are dominant in Nanded district.

3. 19 (9.5%) entrepreneurs are in the ST category. There is a need to encourage ST category entrepreneurs because their number is very less in comparison to OBC and SC. Special corporations are working for backward class promotion. One of them is National Scheduled Caste and Scheduled Tribe Development Corporation. Many schemes, benefits are there for backward classes. DIC should take initiative in this regard and create awareness among ST category.

4. Entrepreneurs from Muslim religion are only 4 (2%). There is a need to motivate Muslim community to take part in entrepreneurial activities in Nanded district.

5. 192 (96%) entrepreneurs' form of organisation is sole proprietorship. This form is popular in Nanded district. For micro enterprises this form is suitable, but for small scale industries partnership form of organisation is suitable because partners share funds, skills, calibre, knowledge, talents, and most important risks, uncertainty and finally profit. "What one can do, two can do better" considering the highly competitive business environment.
6. Out of 200, 108 (54%) firms are not registered. Registration is not compulsory for micro and SSI units. If the firm is registered, they get many benefits from govt. There is a need to motivate entrepreneurs for registration.

7. 10 (5%) units are located in MIDC and industrial areas. Govt. should allot plots on free or subsidised basis to attract entrepreneurs in the above locations.

8. Out of 200 entrepreneurs, 117 (58.5%) have not taken any training before starting entrepreneurial activity. Training should be encouraged. Today, many institutions provide training to potential and existing entrepreneurs because training helps them to take right decision in respect of product, price, place and promotion. They should minimise the wastages, and should handle the resources carefully. Finally, they should be able to enhance profit, market share and maximise returns on investment for survival, growth, expansion and diversification of entrepreneurial activities.

9. There is a need to change the attitude of the bank towards micro and small scale entrepreneurs because only 25 entrepreneurs have taken loan from bank out of 200 entrepreneurs. Bank should minimise the formalities and cumbersome procedure because today no alternative earning sources are available for the youth. So, qualified youth can be attracted or motivated to entrepreneurial activities provided banks come forward to provide loans at nominal interest thereby preventing the youth from falling into wayward activities.

10. 193 (96.5%) entrepreneurs' initial investment in sale is nil and out of 200, 194 (97%) entrepreneurs did not invest in sale for the current year. There is a need to encourage the entrepreneurs to invest on sale in view of the present marketing scenario. Right marketing strategy with more funds on advertisement is a must. There is a strong need to create awareness regarding goods and services among target customers as a result the entrepreneurs should be able to enhance sale and finally profit.

11. Only 20 (10%) entrepreneurs received subsidy/concessions from govt/other agencies. To attract more young qualified entrepreneurs to the fore, a substantial increase in subsidies/concessions from govt/other agencies has to be enhanced.

12. 22 (11%) units were utilizing 100% resources, i.e. full capacity. There is an imminent need to enhance capacity utilisation. The MSEB should make it a point to supply electricity uninterruptedly thereby not hindering the production and allied activities. The government
should take the initiative to supply raw materials regularly and other facilities on a priority basis to micro and small scale units.

13. 112 (56%) of the units purchased raw materials in bulk, which is a good sign. But 46 (23%) units purchased raw material on a retail basis. These units must purchase on bulk because bulk purchasing gives some benefit to the final customer in the form of discount. Thus a continuous feedback is possible from customer towards goods and services he receives and as a result the entrepreneur can possibly increase the sale and reap profits.

14. 188 (94%) entrepreneurs sold their products within the district. They can expand their area to other districts, state, interstate, and international with the help of right product, price, place and promotion strategy. For international market export quality is needed. Therefore, firm must give importance to Research and Development, technology upgradation and training and development to human resources.

15. 176 (88%) entrepreneurs check the quality of the product. This is a welcome practice. 23 (11.5%) entrepreneurs are not checking the quality. They must check the quality. There are many techniques of quality control such as inspection, statistical quality control, quality circle, TQM. They must make use of the technique and try to enhance the quality. Considering the stiff competition, alternative goods and services are easily available to customers. Therefore, today’s customers have more options. This is the fact of today’s business environment. Entrepreneurs must realise that if their product is excellent in comparison to others, then customer would prefer their product. If their product is poor, many alternatives are easily available to customers and they would prefer competitor’s goods and services. That is why, to attract the attention of the customer towards his goods and services, entrepreneurs must check the quality, enhance some additional features, benefits and uses in existing goods and services which result is huge demand from customers. Result is accomplishment of his objectives i.e. profit.

16. 84 (42%) entrepreneurs are facing competition from local manufacturers. There is a need to enhance competitiveness. Periodic changes are necessary in existing goods and services.

17. 143 (71.5%) entrepreneurs do not know the views of Dr. Babasaheb Ambedker in respect of degraded occupation. There is a need to motivate them to read the literature of Dr. Babasaheb Ambedker on degraded occupation.
18. 140 (70%) entrepreneurs do not know the constitutional provisions for the upliftment of the backward classes. Proper education and motivation is necessary. NGO should create awareness regarding these provisions in the constitution to uplift the backward classes.

19. 164 (82%) entrepreneurs are not aware of NSCFDC scheme for BC. 165 (82.5%) entrepreneurs are not aware of NSKFDC, 166 (83%) entrepreneurs are not aware of NBCFDC, and 167 (83.5%) entrepreneurs are not aware of NHFDC scheme meant for BC. These corporations are for backward class development. The role of DIC is crucial in this regard. DIC should create awareness regarding the above mentioned corporations within the young qualified youth to attract entrepreneurial activities.

20. 188 (94%) of the entrepreneurs are not members of professional or commercial organizations. There is a need to encourage them to become a member of commercial organisation for standard policy regarding business activities, exchange of ideas, information regarding govt. facilities, bank facilities etc.

21. Bank should reduce the cumbersome procedure while sanctioning loans to the backward community entrepreneurs.

22. Majority of the respondents face financial problem. DIC should recommend the banks to sanction loans to the micro and small units from backward communities.

23. Some firms face challenges from big and foreign multinationals. To overcome this problem micro and small scale units should give importance to quality product and quality service.

24. Some respondents face the problem of lack of market condition information. To overcome this problem, firm should give importance to marketing research, collect the data from customers and dealers regarding their product, price, place, promotion and competitors marketing mix, consider the facts and develop the 4Ps as per the customer’s requirement and within their budget.

25. 172 (86%) entrepreneurs sell their products on cash basis. If the firm has liquid cash problem this method is good, but if the firm do not have problem of liquid cash, then they can sell products on credit so that firm can enhance sale and finally profit.

26. Management education is needed to entrepreneurs to manage the business because of liberalization and stiff competition from foreign MNCs and big Indian entrepreneurs.
27. Micro financial institutions should give priority to SC/ST entrepreneurs while granting loans to entrepreneurs.

28. 138 (69%) sample entrepreneurs are not aware of special schemes meant for BC. Taluka Panchayat Samiti should create the awareness among backward communities in respect of special schemes.

29. 140 (70%) sample entrepreneurs are not aware of central government schemes meant for BC. Central government should create awareness in respect of schemes which are meant for BC.

30. 138 (69%) sample entrepreneurs are not aware of state government schemes meant for B.C. State government and concerned ministry should create awareness in respect of special schemes meant for B.C.