CHAPTER 5: DISCUSSION AND CONCLUSION

5.0 Introduction

Non-Government Organisations, popularly known as NGOs are basically, service and development oriented organisations created out of the government to address particular issues, tasks or functions of a non-commercial nature. Such groups may be organised at a local, national or international level. They are dedicated to address these issues and are driven by people with a common interest. Since Independence, Government of India has been implementing various development and employment programmes especially for entrepreneurial development. The status and performance of selected NGOs were assessed in previous chapter. Therefore, the major findings, conclusions drawn from the analysis are discussed in this chapter along with suggestions and recommendations.

5.1 Overall findings of the study

Qualitative analysis

- The study selects voluntary 15 members of NGOs in India for qualitative purpose of data collection. Out of 15 respondents, majority of the respondents involved in this study are male (11), however, female NGOs (4) also give a participation as voluntary basis.

- A majority of the respondents (n=7) belong to the age group of 31-40 years. It could then be found that majority of the beneficiaries came to the economic engagement through entrepreneurial ventures of NGOs.

- Most of them (n=10) had around 2-6 years’ experience as NGOs.
• Most of them (n=11) had completed their graduation; this specifies that graduated NGOs are interested in social activities. It is also clear that the NGO initiatives in entrepreneurship development provides income generating opportunities to a vast crowd who are yet excluded from the higher education framework.

• Majority of the people doing self-employed business at n=6.

• In addition to this, most of the NGOs who came from rural background (n=9), this may induce and motivate them to involve in social development activities.

• In order to obtain the present status of NGOs in entrepreneurial development, the study noticed that majority of the NGOs in India was given their enough support for entrepreneurial development in different ways; most of the NGOs in India give several special training programmes (n=6) to the entrepreneurs in order to shape them to become a good entrepreneur in various fields.

• Their role as a member of NGOs for entrepreneurial development in India is satisfied one (n=15).

• Majority of the participants are satisfied due to building and cultivate the entrepreneurial spirit (n=5) among young entrepreneurs. This shows the excellent performance of selected NGOs in India.

• The role of NGOs in India for entrepreneurial activities is quite sufficient.

• In this study, respondents shows that they are little aware of NGOs role in foreign countries.

• Majority of the respondents (n=6) shared their opinion as NGOs role in selected foreign countries as most of the countries have NGOs in skill
development training programmes in order to enhance the knowledge and skills of young entrepreneurs. Likewise, here, NGOs also involved in development of young entrepreneurs.

- Further our study respondents suggested in enhancing the policies and procedures for further development related to foreign countries.

- Performance of NGOs in India is satisfactory (60%)

- Problems of NGOs in promoting entrepreneurs in India were noticed (n=15). Absence of previous work background, connectivity and transportation issues, post training support, changing mind-set of young people and women etc.

- Moreover, study respondents revealed the suggestions to the NGOs to perform better in promoting entrepreneurs.

Secondary data analysis

From the secondary analysis of five selected NGOs, it is noticed that chosen NGOs performing well in entrepreneurial development. All the firms chiefly involved in employment generation, skill training and development activities, conducting financial Literacy Programme, agriculture, masonry, leadership training etc. All these activities revealed the status of NGOs in entrepreneurial development and moreover, the study examined the performance of NGOs in 2009-2015. Among the five NGOs, Gram Vikas, Pradan and Pratham was the NGOs are actively involved in various developmental activities in chosen time period. However, higher performance for entrepreneurial development was given by Gram Vikas, after that Pradan and Pratham was noticed in chapter 4. Though, the NGOs facing difficulties in
promoting the entrepreneurs in terms of number of beneficiaries was reduced in 2014-2015 than 2009-2014.

5.2 Discussion along with objectives

Objective 1: To assess the present status of NGOs’ role in entrepreneurial development

With respect to qualitative analysis for this objective, it is noticed that the present status of NGOs in entrepreneurial development is quite sufficient. At present, they involved in various social related activities which include conducting special training programs like Entrepreneurship Awareness programme (EAP) and Entrepreneurship Development Programmes (EDP) for the main purpose of motivating the entrepreneurs and also involved in enhancing the leadership skills and knowledge for business development. Not only training programs was conducted for skill development but also for gaining practical experience in developing businesses. As per the respondent’s opinion, these training programs of NGOs support the entrepreneurs to plan their business and also helpful to attain the success in business. Some NGOs involved in conducting different seminars, conferences, workshops and orientation programs for improving the entrepreneur’s business knowledge. This shows the present status and performance of NGOs in promoting entrepreneurs. In addition to this, NGOs provides counselling and acts as consultancy services for entrepreneurs in terms of giving financial and marketing support. However, one respondent shared that the current status of NGOs for entrepreneurs is presently not fair because they give support only for motivational aspects the person came for financial or any other training support. Though, most of the NGOs have shared positive aspects of their work in promoting entrepreneurial development. This is in
line with various previous studies like Philip (2014) and Pramanik (2015) revealed that the status of NGOs for entrepreneurs is better in giving support for influence of production strategy, marketing strategy and managerial competency. One of the earlier study like Rosenberg (2004) also pointed the same concept. NGO members shared different opinion in this research.

With regards to secondary analysis, the study noticed the status of five selected NGOs in India as those firms involved in entrepreneurial generation activity in 2009-2015. Especially, the firms like Gram Vikas, Pradan and Pratham acts well in promoting the entrepreneurial development. Given evidence to this, Chandra (2005) reported the growth and development of NGO’s in India. Kilby (2010) argued that how NGOs in India involved in foster entrepreneurship through their specific services.

**Objective 2: To study the performance of select leading NGOs in India in the matter of Entrepreneurial Development**

In order to obtain the NGOs performance in India in entrepreneurial development, the qualitative analysis pointed out that the NGOs members are satisfied in entrepreneurial development in India. Further, it is noticed that all the respondents who participated in this research are actively working as a NGO member and all of them are voluntarily involved in various activities. They are excited, happy and proud to participate in the NGO activities especially for poverty and unemployment specifically for rural people. This reflects the nature of increase of social activities among Indians in specific to unemployment and poverty. Similar to our statement, study like White (1991) observed that the impact of NGOs in rural poverty alleviation. Some NGO members are very much satisfied as their role given to
entrepreneurial development through building a network of individuals, give guidance for a lot of young minds, cultivate entrepreneurial spirit, and conduct several entrepreneurship development initiatives was noticed from four members. This was consistent with some other researchers statement like Lalitha & Nagarajan (2002) revealed that effective leadership, group cohesiveness, savings, regular meetings, peer-group pressure, linkage with other institutions and effective supervision by the NGOs were the factors which contributed to the success of the groups. Thomas (2003) studied how these NGOs and voluntary associations empower women through their various projects especially through an evolving concept of micro credit groups called Self Help Groups. Senbeta (2003) gives a brief overview of the NGOs in developmental work and the relationship with the government. Kuniyoshi et al (2004) analyse the crucial role played by NGOs in economic development of a nation. Several NGO organisations in India give motivational support for new entrepreneur in different fields was examined in this study. Ulleberg (2009) puts forth that as development actors, NGOs have become the main service providers in countries where the government is unable to fulfil its traditional role. Few NGO members are more active when joined with dedicated educators, young people, adults, students and volunteers.

While, the findings of secondary analysis highlighted the performance of Gram Vikas in entrepreneurial development is good from the time period of 2009-10 to 2014-15 than other NGOs. Hailey (2006) showed the performance and role of NGO leaders and similar to this, the study of Lewis (2008) performed an analysis to distinguish the questions based on accountability and performance for the NGOs. The exclusive performance of NGO’s in service delivery was noticed by (Banerjee, 2017).
Objective 3: To study the problems encountered/faced by NGOs in promoting entrepreneurs.

From the study findings of qualitative analysis and secondary data analysis, it is noticed that the NGOs still facing few problems in promoting the entrepreneurs in India. It includes the absence of previous work background; when it comes to rural women entrepreneurship empowerment the lack of awareness about new technology is a major challenge; connectivity and transportation issues in rural areas; lack of information and awareness among entrepreneurs, mindset of young people and women; Lack of resources and funds are challenging factors. In many areas in India, governmental agencies are not willing to cooperate with the NGOs. Although Government and NGOs have come up with a lot of policy measures and programs to encourage entrepreneurship, accessing these facilities is a big challenge for many people. In addition, bureaucratic hassles and reduced level of participation of beneficiaries in development programmes has always been a prominent obstacle. In line with this, Suresh (1990) examined the levels of participation of beneficiaries in the development programmes of select NGOs in Kerala is a chief challenge. Kumar (2004) noticed the issues on NGOs include issues related to changing technology, lack of entrepreneurship, emerging unemployment, orientation and participation of people in sustained development activities and resistance to change. Mukasa (1999) revealed the NGOs problems in the decision-making processes. Lewis & Kanji (2009) noticed the issues like fundraising, limited financial and management expertise, limited institutional capacity, low levels of self-sustainability, isolation/lack of interorganizational communication and/or coordination, lack of understanding of the broader social or economic context difficulties of managing NGOs with operations in several countries also raised concerns. McCandless et al. (2011) gives a detailed
description of the problems faced by entrepreneurs and the unfavourable environment which they had to encounter.

**Objective 4: To offer suggestions to the NGOs to perform/contribute better in promoting entrepreneurs**

From the qualitative analysis, the suggestions of NGOs to perform/contribute better in promoting entrepreneurs were received. NGOs give different suggestions include NGOs need to be more flexible in their interventions; planning and implementation of different programs should be done with more clarity and purpose; NGO members should be more alert in critical situation; NGOs need to become quicker in decision making based on the needs of the community.

NGO members should learn the art of making smart and fast decisions and services must be delivered timely to the people; the members and staffs of the NGO should be governed by high motivation. Some NGOs shared the suggestions as they should focus more on facilitating communities toward social action; the process of intervention must never be diluted; to mobilize people’s participation on a large scale; NGOs need to come up with more people centered programs. NGO members need to realize the importance of linkage in a more detailed way; the linkages between SHGs, NGOs and funding agencies should be healthy, durable and strong. It is high time NGOs have to take up more responsibility and they need to make use of the latest technologies to increase awareness about entrepreneurship among young generation etc.
5.3 Conclusion

On the basis of the evaluation of the role of NGOs in entrepreneurship development in India, the researcher arrives at the following conclusion:

NGOs hold a great prospect in India; NGOs formed and propagated in the voluntary sector also play a vibrant role in the context of development initiatives particularly in capacity building and entrepreneurship development. Present status of NGOs is quite good; however, they are facing challenges faced by NGOs in promoting entrepreneurs. Hence the study gives suggestions to NGOs to perform/contribute better in promoting entrepreneurs.