Micro, Small and Medium Enterprises (MSME) sector in India is the key driver of the nation's economic growth. It accounts for over 90 per cent of the industrial units in the country. In terms of employment, this sector plays a very crucial role, being the second largest employer after agriculture.

The contribution of agriculture to India’s GDP at the time of Independence was 70% and it accounted for 85% of total employment. The share of agriculture in the country’s GDP has been gradually declining since then. Still this sector engages about 70% of the population out of which food processing sector employs about 13 million people directly and about 35 million people indirectly.

As per record with the Director of Industries, a major chunk of MSMEs entrepreneurs in Assam are actually engaged in food processing sector. In spite of the fact that there is increase in the number of registration of Food processing enterprises due to the support provided by the government and other Institutions, only a few entrepreneurs are found to be successful. Therefore, it becomes imperative for researcher to know about what makes a successful entrepreneur.

There are various factors responsible for the entrepreneurial success at the grass root level. Many authors and researchers are of the view that the success of an entrepreneur largely depends on demographic profile of the entrepreneurs, motivational factors, Personality traits, knowledge & skills of the entrepreneur, economic & environmental factors and various support factors.
This research attempts to identify the important determinants of entrepreneurial success. The universe of the study consists of all the successful food processing entrepreneurs of Assam.

The type of research followed here is descriptive in nature to identify the important determinants of successful entrepreneurs. Appropriate sample size is used for the study. Statistical tools which are relevant to the objective of the study and the nature of the data are used to find the important determinants of successful entrepreneurs. The outcome of this research will be of immense help not only to academicians but also to those institutions which are working for the development of entrepreneurship in the state of Assam and North East.

The report of the propose study is presented in nine (9) chapters, details of which is given hereunder.

Chapter 1: Introduction

Chapter 2: Conceptual Framework

Chapter 3: Demographic variables leading to success of entrepreneurs

Chapter 4: Motivational variables leading to success of entrepreneurs

Chapter 5: Personality traits leading to success of entrepreneurs

Chapter 6: Knowledge & skills leading to success of entrepreneurs

Chapter 7: Economic & Environmental variables leading to success of entrepreneurs

Chapter 8: Support variables leading to success of entrepreneurs

Chapter 9: Discussion, Recommendation and Conclusion of the study