The economic development of the country to a large extent is influenced by human values and motives to exploit opportunities, to take advantage of favourable trade conditions, apart from external forces. The entrepreneurship has close relationship with the economic growth and activity. The entrepreneur works as a catalyst opening up new vistas, creating wealth, fostering development in other sectors of the economy. Now-a-days, it has been realised that entrepreneurship can be developed from a very young age.

The study is based upon both primary and secondary data. Two hundred and fifty entrepreneurs were selected by adopting the proportionate probability random sampling method. The personal interview method has been adopted to collect primary data.

The field surveys were conducted among the entrepreneurs for six months from October 2002 to March 2003.

For the purpose of analysis, the growth percentage has been used to calculate on the basis of the five years data from 1998-99 to 2002-03. To classify the levels of growth, mean score ( \( \bar{X} \) ) and Standard Deviation (S.D.) of total growth scale have
been obtained. The coefficient of variation has been used to measure the extent of variation in growth. The multiple log linear regression model has been estimated to analyse the factors influencing the growth of entrepreneur units. Chi-square test has been applied to examine the relationship between the factors that influence the growth and levels of growth.

8.1. Leading Findings

In Chapter IV an attempt is made to identify the driving forces which create the entrepreneurial zeal. For this, information has been obtained on the entrepreneurs' ambitions, the push and pull factors that have made them entrepreneurs, namely compelling reasons and facilitating factors, their expectations, choice of product line, role of advisors, retarding factors and the prime motivators.

It is found that the reasons behind selecting an entrepreneurial career is the need to make money and to satisfy the basic desire of becoming entrepreneurs. Most of the entrepreneurs seem to have tried to get into employment avenues as they rank unemployment as the major compelling reason for their career choice. Other push factors crucial for their decision are dissatisfaction with previous jobs held and diversification of economic interests. The major influence have been the available finance in the form of property, inherited or acquired, and inherited technical professional skills.
It is further observed that the financial assistance from nationalised banks, state finance corporations and other state agencies allotment of plot / shed in the industrial estate and assistance from Government agencies in the import of machinery or raw materials were the most stimulating factors for the entry of entrepreneurs' into the industry.

Regarding the degree of fulfillment of entrepreneurs expectations about 85.6 per cent of entrepreneurs (214 out of 250) had their expectations highly fulfilled and 14.4 per cent of the entrepreneurs (36 out of 250) were observed to be partly fulfilled. Thus it is observed that the entrepreneurs have been able to use the available opportunities in the form of government finance, allotment of shed and other available assistance.

Further, it is found that the availability of technical know-how, no competition and ease in setting up the unit have influenced the choice of product line. In short, most entrepreneurs have entered industries which have low entry barriers.

It is inferred from the findings that the small industrialists suffer from the want of raw material, skilled labour and power at the most. Lack of finance and delay in the supply of machinery have also slowed down production.

Further, it is observed from the study that a high proportion of entrepreneurs mentioned themselves (133 out of 250 (53.2 per cent) as their own motivators of
entrepreneurship and next proportion of entrepreneurs found their source of inspiration in others (96 out of 250) (34.4 per cent).

In Chapter V an attempt is made to measure the growth of ten components, the extent of growth, the variation in growth and the factors influencing the growth of entrepreneurs.

In order to measure the growth of ten components, the scoring technique has been evolved, on the basis of the growth percentage of each component. The growth score has enabled the researcher to identify high, medium and low level growth units. For measuring the extent of growth, arithmetic mean ( \( \bar{X} \) ) and Standard Deviation (SD) obtained have been used.

To calculate the extent of variation in growth the coefficient of variation have been calculated. Multiple regression model has been estimated to identify the factors influencing the growth of entrepreneurs.

It has been found that the distribution of scores for the ten growth factors ranges from 1 to 10. In the case of growth factors such as fixed asses, own funds, working capital, value of production, sales turnover and net profits, the total average score value is 8.20, 8.11, 7.99, 8.28, 7.88 and 8.10 respectively and their maximum average score is found among the engineering and allied industries. Whereas in the case of growth factors like borrowed funds and employment generation, the total
average scores are 8 and 8.03 respectively and their maximum average score is found among the textile-based industries.

Other factors of growth such as value of raw material and production mix have a total average score value of 8.43 and 8.43 respectively and their maximum average scores are found among the miscellaneous and textile-biased industries respectively. Most of the growth factors were found among the engineering and allied industries.

Further, from the analysis, it has been found that in the case of sample entrepreneurs, the maximum fixed assets are above Rs.15,00,000, ranging between Rs.5,00,000 and Rs.20,00,000. The value of raw material ranges between Rs.7,50,000 to Rs.10,00,000, the value of production is below Rs.2,50,000, sales turnover is above Rs.5,00,000 and the net profits range between Rs.3,00,000 and Rs.5,00,000. Most of the small-scale industrial units have employed below 10 workers and concentrate on single products.

Regarding the levels of growth of entrepreneurs it has been found that out of 250 entrepreneurs, 46 (18.4 per cent), 132 (52.8 per cent) and 72 (28.8 per cent) are under the category of high, medium and low level categories respectively. Regarding the extent of variation, the low level category has more inconsistency compared to
the other two categories. The medium level category is found to be more consistent than the other two categories.

The regression results indicate that capacity utilisation, value of production and working capital are the most influencing variables in the case of high, medium and low level categories respectively.

In the Chapter VI an attempt has been made to analyse capacity under utilisation of sample entrepreneurs, and the problems encountered by them.

It has been found that the annual average unutilised capacity was around 50 to 75 per cent and the highest mean unutilised capacity was found among the miscellaneous industries, followed by engineering and allied industries. The reason for under utilisation of capacity is due to competition among the entrepreneurs, followed by other reasons and scarcity of raw material.

Further, it is been found that the major problems faced by the entrepreneurs are marketing, finance and raw material. The miscellaneous units are the most affected industry group. Around 150 entrepreneurs face the problem of competition from small units and other problems such as transport bottlenecks and seasonal demand. 147 entrepreneurs face the problem of meagre assistance from Government agencies, and shortage of working capital in finance; and 136 entrepreneurs face the problem of scarcity of raw material followed by high price; and other problems such
as uncertain price and seasonal supply of raw material. It is also observed that around 75 entrepreneurs faced the problem of want of skilled labour and unionisation in labour and around 56 entrepreneurs faced the problem of high cost and uncertainty in power supply.

With regard to finance, the major sources of initial capital are borrowings from wife, sale proceeds of agricultural land and professional earning. And the major source of term loan is Tamil Nadu Industrial Investment Corporation (TIIC). It has been observed that around 59.6 per cent of entrepreneurs have obtained 75 to 90 per cent of working capital from commercial banks.

And, further it has been found that the entrepreneurs faced the problem of technical and managerial guidance because of 'inconvenience' and because it has been felt to be 'not useful' by many of the entrepreneurs.

8.2 Conclusion

To conclude, the economic development of a country depends upon the proper utilisation of the available employment avenues. Entrepreneurship is a mode of self-employment. The main problems that these entrepreneurs experience are marketing, finance and raw materials and these problems could be overcome by proper strategy and availing credit from the nationalised banks. Proper training should be arranged for the development of entrepreneurs through entrepreneurial development wings.
Quality circles should be arranged at regular time intervals to develop the right aptitudes in order to promote their business in a profitable manner. The government and non-governmental organisations should give incentives and subsidies in order to encourage and motivate entrepreneurs in the study area.

8.3 A Few Suggestions

At the outset, one is able to understand that there are vast potentials for the generation and promotion of entrepreneurial resources in the study area. More concerted and encouraging efforts should be taken by the Central and State Governments in this direction. As privatisation has been transforming the structure and functions of the economy. Private sector captains of industry and business also can come forward to identify, train and inspire new entrepreneurs. Necessary advice may be provided to them.

The authorities concerned should arrange to provide more intensive training facilities to the present and potential entrepreneurs in Tirunelveli district.

Necessary steps should be taken both by public sector and private sector agencies to create active awareness among the young entrepreneurs. That will give a big moral push to them.
Another significant change needed is the nature of procedures followed by the officials. Very often, the entrepreneurs face a number of procedural bottlenecks which delay the functions and discourage entrepreneurs at times. A more scientific and simplified system of procedures will enable entrepreneurs to achieve their optimum functional levels without much strain. The fifth wheel is to be suitably done away with.

Another vital suggestion is relating to the marketing functions. It is suggested that the Small Industries Service Institute (SISI) and the Directorate of Industries of Tamil Nadu State Government should jointly initiate to organise Marketing Consortia for different types of industries. All the entrepreneurs become members of such Consortia according to the nature of their products. The Consortia should assign suitable brand names to the products and also arrange to market them accordingly.

These are days of services and subsidies. Necessary care should be taken to provide adequate subsidies every year on turnover to deserving entrepreneurs.

The State Government should arrange periodical workshops for educated young persons in entrepreneurial functions and they should be motivated and guided effectively.
Adequate facilities could be provided to entrepreneurs to update their knowledge and skills. Tours or visits to places of business significance may be encouraged by providing concessions and incentives as needed by the promising entrepreneurs. They may be persuaded to present papers and share the knowledge gained with others. This will promote a dynamic and innovative environment to entrepreneurs at large.

The District Industries Centre (DIC) should make up some tie-up arrangements with commercial banks particularly in rural areas. Such extension activities will encourage the educated young and aspiring persons to emerge as successful entrepreneurs.

The applications submitted by those who wish to start industries should be speeded up at all levels. Red tapism and other corruptive delays should be avoided. It is possible only with proper manpower planning. This particular area should be given top priority.

Very often, the loans recommended by District Industries Centre (DIC) are not promptly sanctioned by many commercial banks because of their skepticism regarding repayment. The problem of repayment cannot be treated as shackles for the progressive entrepreneurial efforts. The cure for headache can never be cutting the head. Reforms and retrievals will have to be introduced suitably.
Obviously finance is the life blood of any commercial venture. It is the basic factor as far as entrepreneurs are concerned. Actually, the popular schemes like Prime Minister's Rozgar Yojana Scheme (PMRYS) do not insist on any security for loans given by commercial banks upto Rs. One lakh. But the latter do insist on security fearing default in recovery. This conflicting trend should be solved.

It is found that large scale political interference at every stage wields great influence in the business world. Right from the sanctioning of loans to the stage of recovery in many schemes. This affect the people with merit considerably. Unless politicians themselves willing to change their attitudes, things will not improve.

Since Tirunelveli district is comparatively less developed as far as entrepreneurship is concerned, it is suggested that more systematic and encouraging steps should be taken for the development of entrepreneurship in this historically popular district.

The researcher is optimistic that the enforcement of all these suggestions and other measures needed shall pave the way for greater success.
8.4. **Scope for Further Study**

The researcher is able to understand that the present topic possesses scope for further investigation and exploration of knowledge in this area of current interest and importance.

A study of the mental make-up, psychological attitudes and environmental conditions necessary for the growth of entrepreneurship can be studied. Further, one can attempt a ‘strength, weakness, opportunities and threats’ (SWOT) analysis in this dynamic subject.

A few case studies can also be carried out by future researchers. Another potential area is a comparative study of certain places. In this manner, one can take up further research of entrepreneurship in Tirunelveli district giving importance to several aspects and trends of transformation.