CHAPTER - 1

INTRODUCTION

The vibrancy of an economy depends on the constant flow of entrepreneurs who can take up challenges in business and industry. An entrepreneur is one of the important segments of economic growth. Schumpeter observes that economic development consists of employing resources in a different way in doing a new combination of means of production. He contends that economic growth depends on the rate of applied technical progress i.e. innovation rate of applied technical progress in the economic field which in turn depends on supply of entrepreneurs in society. Thus entrepreneur becomes the agent of change in society. Entrepreneur's motivations & aspirations are conducive to development. Entrepreneurial competence makes all the difference in the rate of economic growth. A broad based entrepreneurial class in India is a felt need and such an entrepreneurial class would speed up the process of activating the factors of production leading to a higher rate of economic growth dispersal of economic activities, development of backward & rural tribal areas, creation of employment opportunities, improvement in the standard of living of the weaker sections of the society and involvement of all sections of the society in the

process of growth. An entrepreneur plays a critical role in the process of socioeconomic change by envisaging new opportunities, new techniques, new products, and by coordinating all other activities.

**Entrepreneur Development: The Indian Scenario**

The entrepreneurial activity was concentrated in early days in the hands of mercantile capitalists. They were the traditional 'banias' of north India, whether Marwaris from Rajasthan, Lalas from UP state and Haryana or their equivalent communities from other parts of the country such as the Kayasthas from Bengal, the Chettiar from Tamil Nadu & the Shahs from Gujarat. However, Sikhs from the North & the Patels from Gujarat were the only exceptions. By & large the traditional trading communities dominated the scene. This dominant mercantile – capitalists had their own set of attitudes in the industry such as preoccupation with immediate & quick profits, tendency to save on costs for non immediate gains, speculation on price-rise & extreme conservation regarding fixed investments.

The prevailing conditions too reinforced this set of attitudes. The Indian economy was shortage ridden almost till the end of seventies. Further the economy was hamstrung by stifling controls. In this situation rent-seeking rather than manufacturing abilities produced more profits & it made sense to concentrate on that. A genuine manufacturer who concentrated on high quality manufacture was considered an exception. There was a shortage of good manufactured products which

---

led to black marketing. Further the permit-quota raj also brought in another set of
trepreneurs: the brother & son-in-law set. Many ministers & even MPs used their
fluence to get license to their relations. The ethos certainly permitted rent seeking on
a massive scale if one happened to be well connected.

**The Entrepreneurs of The Nineties:**

The transition to today’s entrepreneurship began during mid eighties when the
control was slowly loosened. Shortages started reducing. The process gained
momentum after 1991. The profile of entrepreneurs too began changing.

More & more entrepreneurs today are professionally or technically trained &
qualified people. They are smart & literate. They see where the economy is going &
they intend to grab their share of the growth. They are far more modern in their outlook
& they are prepared to go in for equipments of superior technology & management
quality.

The entrepreneurs keep abreast of what is happening in their industry in terms
of products, technology & markets. They like to participate in trade fairs, exhibitions,
seminars & workshops for this purpose. Personally they present a modern outlook.
They like to associate with professionally trained people in & around their operations. It
is this new class of entrepreneurs on whom the country can place hopes of a great
industrial resurgence.
Need for the study:

The problem of today's entrepreneur is that he too is falling a victim to the shortcuts permitted by the ethos. There is ample scope for compromise on quality, safety & fiscal levies. It is tempting to cut short wherever one can to reach the top quickly. Many an entrepreneur is still tempted to do the dirty thing rather than be straight & good. The middleman in the guise of a consultant helps him pull the necessary strings. This sort of entrepreneur is often not well versed in the complex processes of growth of management & of growing organization.

The chief problem of transition from the status of an entrepreneur to that of a general manager or C.E.O. is the inability to give up control. The need for control arises out of an intense feeling of proprietary ownership for the machines, the factory, the product, the technology & the way of doing things in general. The art of delegation is necessary if the enterprise is to grow in size & entrepreneur in stature. It can be mastered only when this excessive control orientation is curbed. The entrepreneur in the small-scale sector is facing the onslaught of established international brands in the consumer sector. There is also the problem of withdrawal of crutches in the form of differential treatment (Pricing & allocation of critical commodities, preferred buying from small suppliers & price preference regimes) by public sector & parastatal organization will thus deal a body blow to many a small industry. The impact of globalization is a problem which the government too is worried about. Marketing entrepreneurship is one area where the SSI units are found very weak in India. The entrepreneurship in the SSI sector is faced with many challenges in the post liberalization & globalization period.
To what extent the entrepreneurial development can convert challenges into opportunities is dependent on their ability, and management skill. The present study has chosen to examine the various economic, social & other factors influencing entrepreneurship in the SSI units in the study area.

**Statement of the Problem:**

The present research work aims at an analysis of the 'entrepreneurship development in Small Scale Industrial units in Gadag district.' The main thrust of the study is to identify the key areas of strength, weakness, opportunities & threats (SWOT) of the SSI units in relation to the entrepreneurship development.

**Scope of the Study:**

The research study is confined to analyze the socio-economic profiles of the SSI units & the entrepreneurs involved in their organization. The identification of the degree of success of the concerned entrepreneurs & the factors influencing the same is the central focus of the study. The study aims at explaining the growth trends in the SSI sector & to see the correlation between the growth of the units & entrepreneurial efficiency. The study has also focussed on the infrastructural facilities provided by the government and its impact on the growth of entrepreneurial efficiency.

**Objectives of the Study:**

The present study has been conducted with the following major objectives

1. To study the growth & development of entrepreneurship in the small scale Industrial units in the study area.
2. To identify & assess the entrepreneurial traits of the entrepreneurs of the SSI units covered by the study.

3. To identify the prevailing entrepreneurial weakness & drawbacks in the SSI units in the study area.

4. To study the factors facilitating the entrepreneurs in the units covered by the study.

5. To study the role of agencies & institutions promoting the entrepreneurs in the SSI sector in India.

6. To study the constraints affecting the entrepreneurs in the SSI sector in the study area.

7. To study any other aspects germane to research work.

Limitations of the Study:

The present research has been conducted with the following limitations:

1. The field study is conducted in a few selected centers of SSI activity and the entrepreneurship in the new Gadag district only.

2. The study covers all the 131 entrepreneurs connected with as many SSI units, functioning in the study area.

3. The information on production, sales & sales value of the SSI units covers a period of 5 years only from 1995-96 to 1999-2000.

4. Only simple statistical tools have been used while analyzing the primary data collected from the respondent entrepreneurs.
**Methodology of Data Collection:**

The present study is an empirical survey of all the 131 entrepreneurs organizing & managing as many small scale industrial units in Gadag district of Karnataka state. The units covered by the study have been selected on the basis of their actual functioning. The sick & closed units have been excluded from the study. The units have been chosen from the detailed list of SSI units obtained from the District Industries Centre.

Primary data has been collected from the selected entrepreneurs, directly connected with managements of the units. The primary data has been collected through a well structured & comprehensive questionnaire. The primary data thus collected has been consolidated & presented in scientifically prepared statistical tables for further interpretation & drawing of interferences & conclusions. Simple statistical methods have been used for the analysis & interpretation of primary data.

Secondary data has been collected from published sources such as research papers, government publications, reference works etc. The researcher had also some personal discussion with concerned officials like DIC, CEDOK, RUDSET etc before identifying some general problems connected with the development of entrepreneurship in the SSI sector.

**Review of Literature:**

The literature on entrepreneurial development in general & entrepreneurial development in small scale industrial sector in particular is extensive & vast. A good number of research papers based on case studies & others focussing on the
conceptual dimensions have been published. In addition to these, a few good reference books have also been published on the subject in India. The present review has been confined only to some of the relevant & useful studies on the subject taking into account their direct bearing on the present study in providing a good conceptual dimension to the research work.


In this comprehensive study on entrepreneurial development in relation to small scale industries Dr. Desai has provided a scholarly analysis of the subject with a backdrop of the Indian socio-economic scenario. The author has provided a detailed description & analysis of the small scale industrial sector in all its dimensions in the Indian context. Starting from the conceptual aspects of small scale industry he has traced the evolution & characteristics of SSI units & has highlighted the economic role of the SSI sector in the Indian economy. The author has explained the government policies towards the SSI sector since the early fifties up to the end of the last century. He has made a detailed study of the organizational, financial & marketing aspects of the SSI sector in the first part of his book.

The second part of the book is devoted to a scientific analysis of the 'entrepreneurship' in all its ramifications. The important areas which he has very ably discussed relate to concepts, evolution & development, aspects of entrepreneurship in general & in India in particular. The study has provided a detailed analysis of the

---

entrepreneurial development through training. He has also tried to identify the environmental problems affecting the entrepreneurial development in the Indian context.

Dr. Desai's study is a valuable addition to the existing literature on entrepreneurial development in general & entrepreneurial development in relation to small scale industry in particular.

P. N. Singh⁴: Developing Entrepreneurship for Economic Growth (1986)

The author has made an attempt to provide an integrated picture of theoretical & empirical account of the role of entrepreneurship in promoting economic development. He has provided a sound theoretical backdrop of the nexus between the entrepreneurial development & economic growth in a developing economy. Mr.Singh has specially highlighted the four main factors which influence entrepreneurship namely- the individual, the environment, the socio-cultural factors & the support system. He has tried to focus on the individual's capacity to initiate, establish, maintain & expand new enterprise. His emphasis of environmental factor is focussed on socio-political & economic policies of the government & financial institutions & the opportunities available in a society as a result of such policies. His thrust in the area of socio cultural factors relates to the traditions of families & societies. Further the author

has highlighted the financial & commercial institutions, research, training, extension & consultancy services in the area of support system.

The author contends that the individual, the environment, & the support system directly influence entrepreneurship & the socio-cultural malice contribute through the individual & the support system.

Mr. Singh has detailed the qualities, which are important for a successful entrepreneur. He has identified these qualities on the basis of the research & the experiments of Behavioral Science Centre Delhi.

The present book is a source of introducing more field research & experience. The author's aim in providing this practical oriented approach to the study of entrepreneurship is to provide an empirical basis for case studies & exercises.


The authors have made an attempt to explain some of the major issues involved in the implementation of the EDPs (Entrepreneurship Development Programmes) in the country. The authors have tried to answer some of the relevant questions in this regard.

i. How effective have the entrepreneurship development programmes been?

ii. What has been their impact in terms of diversified sources of entrepreneurship creation of new enterprises, setting up of small industries, generating new jobs etc?

---

iii. How successful have these trained entrepreneurs been?

iv. Is the investment being made in a training (Virtually a 100 percent subsidy) worthwhile?

v. What are direct as well as indirect benefits & costs?

vi. Is the money on training well spent & worthwhile in terms of returns?

vii. Should this development strategy continue?

viii. Does it need modification?

The authors have tried to answer the above questions & explain with empirical evidences the success & failure aspects of the EDPs. The massive field work which has gone with it has been carefully carried out & monitored. The wider availability of the study to researchers & trainer would certainly add value resource to the pool of knowledge on the subject.

Rana Bijoy -Deb: Small Scale Industries in India (A Case Study from Assam) (1993)

The author has provided an empirical study on the "Entrepreneurship & Management " in this book. He has started his analysis with some general statements on the conceptual aspect of 'entrepreneurship'. The author has rightly identified some major qualities of an entrepreneur such as technical & organizational innovation, gaining command over scarce resources, training & responsibility for internal management. He is expected to have qualities like firm determination, high degree of

patience, sincerity in approach, capacity for hard work, respect for dignity of labour. He must have the ability to analyse the various constraints & overcome them with great patience. He must be capable of taking risk up to a reasonable limit. The author has affirmed that an entrepreneur’s personality, culture & other local factors are prominently interrelated with success level.

The authors have tried to present the characteristic features of the sample entrepreneurs based on some objective criteria such as age, level of education, family occupation, spatial origin etc. They have tried to relate them to the level of performance in production & management of the industrial units. The study is conducted through personal interviews with the selected entrepreneurs. The results reveal that high success level is achieved by persons in the age group of above 55 years. High success in performance is associated with entrepreneurs with graduation & above education level. The success level is high among entrepreneurs in services compared to trade & industry or agriculture. Specially high success is found to be associated with entrepreneurs of ‘domiciled natives’ compared to ‘natives’. The motivation to start the unit is largely for ‘economic gains’ as asserted by majority of entrepreneurs. The study has revealed that high demand for the products was the most encouraging factor for the sample entrepreneurs. Capital shortage has been found to be the predominant discouraging factor in starting industrial units. The study has revealed that the SSI units which employed hired managerial persons showed better performance than others. Further the existence of technically qualified persons
at the managerial/entrepreneurial levels of the units however contribute very little to the improvement of performance of such units.

Dr. Milan Kumar Bhattacharjee & Dr. R.K. Lahiri 7: Making Entrepreneurship Development work - The Challenges Before us (1997)

The authors opine that one of the important aspects of economic development of a developing country like India is perhaps development of entrepreneurship since it requires low capital investment. Stressing the need for trained entrepreneurs, the authors hold the view that such entrepreneurs could be produced through organization of Entrepreneurship Development Programme (EDP). The success of the EDP depends on the involvement & participation of local people. The authors stress the need for holistic self-supporting development which is the function of a closely related systems & linkages where there is no exploitation of people. They further suggest that the acceptance of the Japanese model of centre based industrial development may be considered to be an ideal step towards that end.

The authors further suggest that the skill & initiative of the prospective entrepreneurs are by far the most important determinants of success or failure. They opine that the challenge of uncertainties must be met through urge, inspiration, innovativeness, intuitiveness, acquisition of knowledge etc.

M Sugumar* - Entrepreneurial Competence Among Small Entrepreneurs (1996)

The author has made an empirical study on the entrepreneurial competence among small entrepreneurs in Tamil Nadu. Mr. Sugumar has conducted the study with a view to highlight whether the existing entrepreneurs who have not undergone any entrepreneurial development programme have chosen the activities because of economic & financial compulsion or because they possess entrepreneurial competences or both. The study is conducted with a sample of 50 small entrepreneurs. Based on the study the author has come to the following conclusion.

"The small entrepreneurs came to the existing business not only because of economic & financial compulsion but also due to family compulsion. They also require intrapunitive initiative & risk taking competences to become successful entrepreneurs. The study suggests that the entrepreneurship training should focus on developing the three behavioral competencies along with other business related inputs".


The author has conducted an empirical study covering 124 small industrial units in Mehboobnagar District of Andra Pradesh. The objective of the study was to evaluate the performance of Small Scale entrepreneurs. Mr. Krishna Kumar has studied the important indicators of performance in terms of (1) Capacity Utilization

---

* Sugumar M: Entrepreneurial Competence Among Small Entrepreneurs. Sedme. Vol XXIII. No.4 Dec-1996. PP 1-10

**Krishna kumar T: Entrepreneurial Success: An Empirical study in Mehboobnagar District sedme Vol-XXV No.3 1998 PP 29-32
The author's study has revealed that entrepreneurs who had migrated to Mehoobnagar district from other areas fared better than other categories. He has also found from his study that technical education alone does not help one to achieve success in ventures. His study has revealed that there is no conclusive proof that entrepreneurs having experience in business & industry will definitely fare better than others.


The authors have made a study on how far success in entrepreneurship at grass-rot level is associated with the factors like (a) age (b) education (c) caste (d) occupational background (e) previous experience (f) type of family & (g) location of units. This is an empirical study covering 36 small Gramodaya industrial units spread over 22 villages in Anantpur district of Andhra Pradesh.

The research study has revealed that entrepreneurial skill does not spring, as many think, from the pedestal of education, occupational background or caste; nor does it depend on age, or previous experience to attain success in an industrial activity. The authors have also found out from their study that technical skill & knowledge may help an industrialist to shine at his helm but at grass-root level it is not

10Ch Umamohan & C Hari Narayan Rao "Success in Grass-root Entrepreneurship" in SEDME Vol-XIV No.2 June 1987 PP 9-14
a must. They have further concluded that the site of the unit does not also influence the element of success at the grass-root level.

This empirical study has been useful in the formulation of the research strategy of the present work.


The author has made a study on the development of entrepreneurship in wood planning industry in Davangere City in Karnataka. He selected 18 of the wood planning units of which only 10 were available for an intensive study. Dr. Govindappa has studied different aspects of the respondents relating to their enterprise such as their socio-economic background, the factors motivating them to enter the field, their education level, their previous occupations & experience etc. He has tried to assess the level of their success or failure in this field of enterprise. The major conclusions of his study are briefly given below.

1. Majority of the entrepreneurs came from rural artisan families belonging to weaving caste, & indigent economic conditions.
2. The respondent entrepreneurs were motivated by a strong desire to earn more for improving their living conditions.
3. Lack of education did not come in their way of developing their new enterprise.
4. There was occupational mobility.

5. Majority of them (sope) were in the carpentry trade before venturing into the present enterprise.

6. Majority of entrepreneurs have a future plan to set up saw mills in their present premises. They expensed the view that it would be easy & convenient to operate both saw-milling & wood planing simultaneously in the same premises.

The study has good practical implications for prospective small scale entrepreneurs.

Atul Bora\textsuperscript{12} : \textit{Entrepreneurship Development In The North East – An Appraisal} (2000)

In this paper the author has discussed the entrepreneurship development efforts made in the last 25 years. He has highlighted the shortcomings of the EDP trainings particularly in selection of prospective trainees & experience of ASIDC in promotion of first generation entrepreneurs. The author has advocated a new approach particularly in the following aspects

i. Selection of trainees

ii. Multimedia publicity

iii. Development of agri-entrepreneurs

iv. Entrepreneurs for ancillary industries and

v. Handloom & handicraft sectors.

The paper lays stress on entrepreneurship education at school & college for creating awareness about career option in entrepreneurship activities.

**D D Mali** – *Area Approach to Entrepreneurship Development: The IIE Example (1999)*

The Indian Institute of Entrepreneurship at Guwahati in Assam has started an area approach to entrepreneurship development by launching a Rural Industries Programme (RIP) in Nagaon district. The IIE has set up a field office there to organize motivational training, follow up, monitor & guide the trained entrepreneurs in starting their enterprises. Mr. D. D. Mali who is the Director of the IIE has made an assessment of this scheme & its impact on entrepreneurs in Gawahati district in Assam. The authors assessment has led to the following conclusions

1. The experiment has made definite progress although progress has been slow.
2. Banks have been gradually coming forward to support the RIP entrepreneurs.
3. The experiment has shown that youth are interested to take up entrepreneurial career. More & more youth are approaching the RIP office for guidance.
4. Change in the organizational climate in banks & financial institutions & DIC can bring about a miracle in the promotion of new entrepreneurs.

---

v. The experiment has also brought out the fact that all those who seek bank loan are not necessarily genuine entrepreneurs or businessmen. There are some who want to get loan merely to divert it for non-productive purposes.

vi. Constant follow-up & monitoring can improve the level of confidence both of entrepreneurs & of bankers. This can help develop a feeling of partnership among bankers & entrepreneurs in the growth of small entrepreneurs.

The observations of Mr. D.D. Mali are very practical & the experiment is worth emulating by other NGO's in the other parts of the country.

Chandana Goswami\textsuperscript{14} – Entrepreneurship Education – Bridging the Gap between the Dreamers & Doers (1999):

The author has discussed the need for entrepreneurship education to bridge the gap between the dreamers & doers for increasing the entrepreneurship activity in Assam. He argues that depending on the qualification, exposure & level of self-confidence different training modules will have to be designed not only for the potential entrepreneurs but also for personnel in the support organizations. The author highlights the findings of a survey of a few successful entrepreneurs of Tezpur. The survey covered an opinion poll of 32 MBA students & a survey of school boys & efforts made by Tezpur University in the direction of entrepreneurship education. The paper concludes that it is time to put thrust on entrepreneurship development movement &

\textsuperscript{14}Chandana Goswami − Entrepreneur Education – Bridging the Gap Between the Dreamers & Doers. In Entrepreneurship Development in North East 1999.
puts forward a number of suggestions to make the entrepreneurship movement successful.

**Dr. P.N. Misra**\(^{15}\): *Enhancing Training Effectiveness of Ed Organizations* –(1997)

The author has made a study on the enhancing training effectiveness of ED organizations in India. He has made a general study of organizations, which vary from a pure government organization to semi-government Autonomous & Non-Government organizations. He has observed that by a simple estimate of such organizations more than 1200 of them are working at national, state, district & sub-divisional level including EDII, NIESBUD, NISIET, IEDs/ CEDs, TCOs, DICs & a number of NGOs are working for different types of entrepreneurial activities.

The author has made a critical appraisal of the working of these organizations for the development of entrepreneurship & has identified their following major activities

(A) Creating suitable environment for self employment.

i. Organizing of seminars, conference meets, camps etc.

ii. Regular programmes on entrepreneurship through electronic media.

iii. Creating suitable environment through publications.

iv. Influencing planners/policy makers for self employment & entrepreneurship.

\(^{15}\) Dr. P.N. Misra – Enhancing Training Effectiveness of Ed Organizations-in science tech. Entrepreneur-Nov-Dec. 1997
(B) Creating Linkages
(C) Developing Infrastructural facilities.
(D) Developing Professional Cadre of Trainer Motivators.
(E) Encouraging Creativity & Innovations

The author has summed up by observing that ED organizations even though handicapped due to financial strength, can take steps in the long & short run for better results in their programs. Some of these steps will require marginal additional allocation of resources but in majority of the cases it needs only mental frame work rechanged & minor reallocation of existing financial & human resources.

The author has observed that “Experiences from different organizations have shown that many ED organizations got success of more than 50 percent startup cases as compared to others who had shown only 10 to 20 percent of continuous analysis of one’s own performance & thinking creativity for further improvement may give better results to all ED agencies & institutions.


The author has strived to argue in this paper that there will be great possibility for entrepreneurship activities during the 21st Century because of the process of globalization, advancement of science & technology & information boom created by development of information technology. The author feels that entrepreneurs will

---

compete both locally & also in global area for markets. He feels that leadership in organization for industry will be given by persons with up to date knowledge & skill & the future business leaders will be generalist & specialist. These leaders are no other than the entrepreneurs themselves who would initiate the idea of business & utilize resources both for profit & development. The author opines that the business leaders & entrepreneurs of the 21st century will have to be more dynamic & possess organizational capability, innovativeness, capable of developing organizations with knowledge workers, quality conscious, globally competitive & sensitive to environment in which they operate. Besides all future developments in the next millennium will be linked to development of information technology. He visualizes that in 21 century the entrepreneurs will be internet preneurs. He further maintains that the main challenge for entrepreneurship development lies with the capacity of the economy to arouse entrepreneurship amongst its people, feeling to the requirements of new economic order of the century.


The authors have made a detailed study of the constraints of industrial development in North East, the Entrepreneurial Motivation Training Centres (EMTCs) their performance & role in entrepreneurship development, changes in administrative structure in EMTCs & consequent decline in their performance. The paper makes an

assessment of the role of Rajiv Gandhi Open Institute in the promotion of entrepreneurship. The paper emphasizes the impact made by the Institute in promoting entrepreneurship with particular reference to Barak Valley Districts of Assam. The authors claim that the success rate of self-employment programmes implemented by Rajiv Gandhi Open Institute was as high as 65 percent because of its result-oriented programmes, effective post-training follow-up & monitoring contact & interaction, careful selection of trades having less investment, low gestation periods etc. The paper emphasizes employment for all as one of its motto for promotion of self-employment.


The author has discussed the entrepreneurship & Management Development training organized by Assam Engineering Institute. He has traced the history of setting up of a nodal center for Entrepreneurship & Management development at the Institute with the aims & objectives to mould the attitude of the diploma engineering students & selected participants towards Entrepreneurship & to organize motivational training programme to help the students in taking up entrepreneurial career. The nodal centre which was started in 1994 at the initiative of the AICTE organized short duration entrepreneurship motivation training & training in other technical trades to help the students to take up self-employment career.

The author has given details of an action plan for promoting entrepreneurship among students by conducting Entrepreneurship Development Programme, Management Development Programme & also Skill Development Programme.

D. Nagayya\textsuperscript{19} *Perspective of Small Industry Development In the Liberalization Context* (2000)

The author has highlighted the new policy of replacing the policy of protection by one of aggressive promotional efforts to give the small scale sector, including tiny sector enterprises an edge in the current day competitive environment. He has discussed the thrust areas relating to the directions & strategies on various facts of small industry development. The author has covered such aspects as coverage of small scale sector, cluster approach, policies of protection to be replaced by promotional strategies, partnership between large & small enterprises, export promotion, entrepreneurship development technological advancement & quality consciousness, information technology, role of industry associations & steps towards liberalization implemented by state institutions. The author has also summed up a few aspects on which continuous efforts need to be focussed to make small enterprise a vibrant segment of the industrial sector.

\textsuperscript{19} D. Nagayya: Perspective of Small Industry Development In the Liberalization Context - Ibid pp 245-281.

The author has stressed that the percentage increase in women participation in entrepreneurial activities has been quite substantial in India. He opines that a sound & developed educational, occupational, socio-cultural & economic background may provide higher level of confidence for a new entrant in the field of entrepreneurship. The author has listed some socio-economic factors hindering the development of women entrepreneurship in India. He has pleaded for the government & NGOs to initiate & effectively implement women entrepreneurship programmes.


The author has made a strong plea that there is an urgent need for evolving an entrepreneurship development programme to equip the latent talent to take advantage of the growing opportunities. He maintains that in this task cooperation of the training institutes & related agents at various levels should be solicited to make an effective dent. Mr. Asthana has opined that the government has initiated policies conducive to develop & promote industrial self employment & he has referred to schemes like TRYSEM, SEEDY, PMRY etc. He has commended the role of development oriented banks in sponsoring entrepreneurship development programmes. He has also referred to the role of Small Industries Development Organization in the Ministry.

---

of Industry, the DICs at state level, the national level institutions like NISIET & also NGOs to promote entrepreneurship in the SSI sector.

The author concludes in this paper that entrepreneurship training aims at effecting change in the individual in terms of knowledge, attitude & skills relevant to the entrepreneurship function.

**Dr. Vani Vinayak** 22: *Entrepreneurship Development Among the Ranchi Tribals* (1980)

The author has made a brief survey of the efforts made by the voluntary organizations in promoting & developing entrepreneurship among the tribals of Ranchi district. The author concludes that the work done by the voluntary organizations towards the entrepreneurship development among the tribals of Ranchi district is commendable. Further the author maintains that the voluntary organizations, government agencies & financial institutions have to cover a good ground in achieving their objectives. The planners at the state & national level will do well to draw up a comprehensive plan for the socio-economic development of each tribal group.

---

22 Dr. Vani Vinayak: Entrepreneurship Development Among the Ranchi Tribals in "Yojana" 1 April. 1980 p30
Organization of the Study:

The research study has been divided into seven chapters. The details of the contents of each chapter are provided below:

Chapter One: Introduction & Research Design

The main focus of this chapter is to provide a brief introduction to the topic of research. Aspects like significance of the research study, need for the research work, & scope of the study have been discussed. Other aspects covered in this chapter relate to the objectives of the study, limitations of the study, methodology of data collection & a comprehensive review of existing literature on the subject.

Chapter Two: Provides the detailed profile of the Gadag District.

Chapter Three: Entrepreneurship-Conceptual Dimensions.

The chapter covers detailed discussions on the conceptual aspects of entrepreneurship. Type of entrepreneurship & Factors influencing entrepreneurship.

Chapter Four: Entrepreneurship Potentials of Small Scale Industries.

The discussion in this chapter centers round the basics of Small Scale Industries & the entrepreneurial implications of the SSI sector.

Chapter Five: Institutional Infrastructure for Promotion of Entrepreneurship in SSI sector.

Details of institutional facilities provided by the Government for the development of SSI sector in India have been discussed in this chapter. Incentives & other promotional programmes provided to the SSI sector during the last 50 years have been briefly summarized here.
Chapter Six: Entrepreneurial Development in Small Scale Industries. This chapter provides detailed analysis of the responses of the entrepreneurs in the SSI units covered by the study.

Chapter Seven: Findings, Conclusions & Suggestions.

A summary of major findings of the research study has been provided in this chapter with the relevant conclusions derived from the research findings. A few useful suggestions have also been provided for future improvements in the study area of entrepreneurial development in particular.