

AN EXPLORATORY STUDY OF ENTREPRENEURSHIP DEVELOPMENT IN HIMACHAL PRADESH

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ABSTRACT

Entrepreneur is the key element of entrepreneurship and economic growth. Entrepreneurship development is comprehensive programme which lays importance on the development of entrepreneurs so that industry can be developed. EDP's are conducted with thinking that individuals can be developed. In this paper attempts has been made to investigate the respondent's perception about entrepreneurship development. For this purpose, primary as well as secondary data used. The result shows that majority of the respondents regarding method of conducting training programmes are helpful to know about enterprises function. Finally, the study reveals that respondent's opinion regarding material supplied for training programmes are average and methods of teaching are very good for respondents in training programmes.

Keywords: Entrepreneur, Entrepreneurship, Training programmes, EDP's, Skill Development.

INTRODUCTION

The entrepreneurship has been discussed among scholars, educators, researchers, and policy makers since the concept was first established in the early 1700's. The term "entrepreneurship" comes from the French verb "entreprendre", which means to "undertake". Joseph Schumpeter introduced the modern definition of 'entrepreneurship' in 1934. According to Schumpeter, "the carrying out of fresh combinations we call 'enterprise' and the persons whose purpose it is to carry them out we call 'entrepreneurs.'" Schumpeter united entrepreneurship to the formation of five basic "new combinations" namely: introduction of a recent product, introduction of a new technique of production, opening of a innovative market, the conquest of a new supply and carrying out of a new organization of industry. Peter Drucker projected that entrepreneurship is a practice. What this means is that entrepreneurship is not a position of being nor is it categorized by manufacture planes that are not acted upon. Entrepreneurship begins with action, formation of new organization. This organization might not become self-sustaining and in fact, may certainly not make major revenues. But, when individuals construct a new organization, they have come into the entrepreneurship concept. Since 1991, the nation has stimulated towards a

market-based structure. Entrepreneurship is the outcome of three dimensions working collectively:

- Encouraging framework environments,
- Well-designed administration programmes
- Helpful cultural attitudes.

ENTREPRENEURSHIP DEVELOPMENT IN INDIA

There are different institutes and organizations which are concerned with entrepreneurship development behavior and there are citizens who join these programmes as a stepping stone to become entrepreneur. It is a predictable fact that several management institutes are coming up to issue the increasing need of industries by supplying customary and corporate managers. The entrepreneurship is very old thought according to which anyone who runs industry is called an entrepreneur. The more detailed meaning of entrepreneur is; one who perceives a need and then brings together manpower, material and capital required to meet that need.

A programme for creating opportunity of self employment for the educated jobless has been in process since 1973. The Small Industries Extension Training (SIET) initiatives launched actions for motivating entrepreneurship in Jammu and Kashmir (1972), Andhra Pradesh (1973) and Karnataka (1975). The State Bank of India and Punjab National Bank also had been conducting Entrepreneurship Development Programmes. Among the numerous institutions set up through this period and later for increasing research awareness on entrepreneurship and guiding the preparation and development measures were the National Institute of Small Industry Extension Training (NISIET) and Entrepreneurship Development Institute of India (EDII) at the Indian Institute of Management Bangalore.

REVIEW OF LITERATURE

The study by **Hansraj (2009)** discuss two innovative approaches to fostering group entrepreneurship to address the urgent employment and income needs of urban and rural workers in developing countries and countries undergoing privatisation and structural changes. The study concludes that group entrepreneurship offers the basis for a dynamic employment and enterprise development strategy. **Daniel Smith (2010)** argues that “If there is a sole factor that control entrepreneurship not included among the classical factors of economic growth and entrepreneurship does have an impact on economic development, then entrepreneurship must to be consider as a supplementary part factor of economic development”. **Kayed and Hassan (2013)** argue that in the expression of many challenges that tackle the course economic development in Saudi

Arabia must pursue, or at slightest consider, a feasible diversification policy in order to deal with such challenges. Some of the diversification strategies that have enabled Saudi Arabia to tackle challenges that delay its economic growth are the sponsorship of entrepreneurial spirit among its citizens and formation of policies that promote entrepreneurship. **Kritikos (2014)** concluded that entrepreneurs create employment opportunities not only for themselves but for others as well. Entrepreneurial actions may affect a country's economic practice by bringing new products, methods and manufacture procedure to the market and by boosting production and opposition more broadly. Realizing these rewards requires institution that gives to an environment that is approachable to entrepreneurs. In particular, it is significant to protect intellectual and other property rights, rationalize and enforce commercial laws, improve the business climate, decrease regulatory burdens. **Astebro and Yong (2016)** examined that how various career experiences might have different effects of innovative creativeness and entrepreneurial viability, with high levels of occupational or industrial diversity important to more innovative ideas, but diverse industry experiences being adverse to entrepreneurial earnings. **Paramashivaiah & Puttaswamy (2018)** identify with the determinants of entrepreneurial behaviour of rural women farmers in dairying and suggest the probable policy implications. The snowball sampling technique was adopted to openly fill the pre-structured questionnaires from 10 respondents each from four women cooperative societies from four taluks selected on the basis of a large number of women-membership coming under village panchayats. The hypothesis that there is no correlation between independent and dependent variables was rejected. **Salim and Anis (2019)** identified that the obstacles and determinants of female entrepreneurship in Tunisia. Even though the problem encountered by women entrepreneurs (family, social, etc.), the purpose of women entrepreneurs in Tunisia is doing well at the skilled level while maintaining a certain elasticity to be competent to fulfill their other daily jobs. Therefore, the major guidelines of women's success are self-fulfilment, an intelligence of risk and a enthusiasm to be independent, and today women entrepreneurs are hopeful, confident in the future, comfortable with administrative procedures and the relationships. **Roman and Diana (2020)** examine the potential effect of different types of entrepreneurship on economic growth at a national level and intend to identify whether the role of entrepreneurship to economic growth differs according to the stage of economic development of a country. The analysis is based on the panel data, which covers 17 years (2002–2018) and 22 European countries, classified into two groups. The study suggest that all three types of entrepreneurship have a better impact on economic growth for the complete sample of European countries, and a few types of entrepreneurship are more important than others. **Bradley et. al (2021)**

explores the roles of institutions and government policies in promoting or impeding innovative entrepreneurship. In this introductory editorial, we evaluate theory and evidence on entrepreneurship at the macro-institutional and micro-policy levels, highlighting costs and benefits of substitute institutional environments and targeted policy interventions, as well as connections within and crossways levels. In this special issue explore the background conditions-laws, political processes, regulations, tax policy, subsidies, training programs, and more-that make entrepreneurship and innovation successful. The policies can motivate victorious entrepreneurial and innovative outcomes, but can also become politicized, be unproductive, and generate unintentional consequences. The study offers training to researchers and policymakers regarding developing entrepreneurship and innovation additional victorious.

OBJECTIVE OF THE RESEARCH

- To inspect the respondents perception about entrepreneurship development.

METHODS AND DATA COLLECTION

The study was carried out to see the entrepreneur's perception about entrepreneurship development. The research has been based on primary as well as secondary data. The Primary data collected from the respondents who have undergone training in EDPs through questionnaires and secondary data collected from internet websites, magazines, newspapers and annual reports. For the analysis of data mean, standard deviation, skewness and chi square test has been used.

RESPONDENTS PERCEPTION ABOUT ENTREPRENEURSHIP DEVELOPMENT

There are the following items on a 5-point scale requiring the respondents to check each item on strongly agree-5; Agree-4; Neutral -3; Disagree-2; strongly disagree-1;

Table 1: Entrepreneurs Perception about Entrepreneurship Development

Sr. No.	Strongly Agree	Agree	Neutral	Disagree	Strongly Disagree	Total	Mean	S. D.	Skw	Chi-square
1	121 (30.25)	91 (22.75)	67 (16.7)	97 (24.3)	24 (6.0)	400 (100.0)	3.47	1.30	-.260	67.450
2	43 (10.75)	87 (21.75)	103 (25.75)	118 (29.5)	49 (12.25)	400 (100.0)	2.89	1.19	.155	54.40
3	149 (37.25)	106 (26.5)	58(14.5)	71 (17.75)	16 (4.00)	400 (100.0)	3.75	1.23	-.598	126.25
4	50 (12.5)	167 (41.75)	101 (25.25)	52 (13.0)	30 (7.5)	400 (100.0)	3.39	1.09	-.584	152.42
5	51 (12.75)	126 (31.5)	121 (30.25)	73 (18.25)	29 (7.25)	400 (100.0)	3.24	1.11	-.250	91.100
6	29 (7.25)	86 (21.5)	137 (34.25)	109 (27.25)	39 (9.75)	400 (100.0)	2.89	1.08	.094	105.10
7	15 (3.75)	112 (28.0)	132 (33.0)	103 (25.75)	38 (9.5)	400 (100.0)	2.91	1.03	-.132	128.07
8	53	191	74	65	17	400	3.50	1.04	-.624	216.00

	(13.25)	(47.25)	(18.50)	(16.25)	(4.25)	(100.0)				
9	99 (24.75)	128 (32.0)	57 (14.25)	61 (15.25)	55 (13.75)	400 (100.0)	3.38	1.36	-.464	52.25
10	50 (12.5)	167 (41.75)	101 (25.25)	52 (13.0)	30 (7.5)	400 (100.0)	3.38	1.09	-.584	152.42
11	33 (8.25)	98 (24.5)	129 (32.25)	56 (14.0)	84 (21.0)	400 (100.0)	2.85	1.23	-.117	69.075

Source: Field Survey (2021)

P value = .000, Degree of freedom = 4

Note: Figures in the parentheses are percentages to the row totals

NOTE:

- The most successful entrepreneur is one who makes the most profit.
- Launching upon a new practice turn to form carries its own problems.
- In implementing new ideas, entrepreneurs seek experts' advice.
- New entrepreneurship includes high level of risk.
- Decision making is important quality of entrepreneur.
- An entrepreneur is at his best when he is free, self-dependent.
- Financially successful entrepreneur stands on his own feet.
- Economic betterment through business enterprise.
- Material Supplied.
- Methods of Teaching.
- Satisfaction that people are helped.

INTERPRETATION

1. Successful entrepreneur is one who makes the most profit: It is obvious from the table that the mean value is noted more than the average score i.e.3 at five-point scale. The value of standard deviation and skewness is 1.30,-.260 which shows that the responses are towards higher side of mean value. On the application of Chi square test, calculated value has been found significant at 5 per cent level of significance, therefore a null hypothesis rejects and alternative hypotheses accepts. It can be concluded that majority of the respondents shows that successful entrepreneur is one who makes the most profit.

2. Launching upon a new practice turn to form carries its own problems: It is observed from the table that practical demonstration and field tips are suitable for respondents. The value of mean is 2.89. This is lesser than the average mean score. The standard deviation is 1.19 and value of skewness .155 depicts that the responses are towards lesser side of mean value. When applying Chi square test, calculated

value has been found significant, hence a null hypothesis rejects and concluded that the implementing new ideas entrepreneurs ask for expert advice whenever necessary.

3. Implementing new ideas entrepreneurs seek experts' advice: It is clear from the table that the greater part of the respondents are agreed with new practices in the entrepreneur field. The value of mean is noted more than the average score. The calculated of standard deviation and skewness are 1.23, -.598, which shows that the responses are towards higher side of mean value. While applying Chi square test, calculated value has been found significant at 5 per cent level of significance, therefore a null hypothesis rejects and revealed that the new practices in the field of entrepreneurship are suitable for entrepreneurs.

4. New entrepreneurship includes high level of risk: It is observed from the table that the respondents are compatible with new entrepreneurship include high level of risk, but it is worth. The mean value is greater than the average score i.e. 3 at five-point scale. The standard deviation is 1.09. The value of skewness is -.584 depicts that the responses are towards upper side of mean value. On the application of Chi square test, calculated value has been found significant and concluded that the respondents are agree with new entrepreneurship includes high risk.

5. Decision making is important quality of entrepreneur: From the table it is estimated that the respondents are agreeing with decision making is the most important quality of successful entrepreneur. The mean value is noted more than the average score i.e. 3 at five-point scale. The value of standard deviation and skewness are 1.11. & -.250, which shows that the responses are towards higher side of mean value. On the application of Chi square test, calculated value has been found significant at 5 per cent level of significance.

6. Entrepreneur is at his best when he is free, self-dependent: It is revealed from the table that the respondents are neutrally agreed with entrepreneur is at best when he is free and self dependent. The mean value is 2.89. This is lesser than the average mean score. The calculated value of standard deviation and skewness are 1.08, .094. When the application of Chi square test has been applied, its calculated value found significant at 5 per cent level of significance, therefore a null hypothesis rejects and alternative hypotheses accepts.

7. Financially successful entrepreneur stands on his own feet: It is clear from the table that the mean value is noted 2.91. The calculated value of standard deviation is 1.03. The negative value of skewness -.132 emphasize that the responses are towards superior side of mean value. While applying Chi square test, calculated value has

been found significant at 5 per cent level of significance and revealed that the respondents are averagely agreed with financially successful entrepreneurs is one who stands on his feet.

8. Economic betterment through business enterprise: It is observed from the table that opinions of respondents are agree with economic betterment through enterprise. The mean value is noted more than the average score i.e. 3 at five-point scale. The value standard deviation is 1.04 and negative value of skewness $-.624$ shows the responses are towards higher side. On the application of Chi square test, calculated value has been found significant at 5 per cent level of significance and concluded that business enterprises are helpful in economic betterment.

9. Material Supplied: It is evident from the table that the majority of the respondents are agreed with material supplied for training programmes. The mean value is noted more than the average score i.e. 3 at five-point scale. The standard deviation is 1.36. The value of skewness $-.464$ depicts that the responses are towards higher side of mean value. When applied Chi square test, calculated value has been found significant at 5 per cent level of significance, Hence the study concluded that the material supplied for training programmes are sufficient.

10. Methods of Teaching: It is apparent from the table that methods of teaching are very good. The mean value is noted more than the average score i.e.3. The standard deviation and skewness are noted 1.09, $-.584$ respectively, which shows that the responses are towards advanced side of mean value. On the application of Chi square test, calculated value has been found significant at 5 per cent level of significance, therefore a null hypothesis rejects and concluded that the methods of teaching are very good for respondents in training programmes.

11. Satisfaction that people are helped: From the table it is estimated that majority of the respondents are averagely agreed with satisfaction that people are helped. The value of mean is noted 2.85. The calculated value of standard deviation is 1.23. The negative value of skewness $-.117$ shows the responses are towards superior side of mean value. While applying Chi square test, calculated value has been found significant at 5 per cent level of significance. Finally the study concluded that the majority of the respondents are averagely having the same opinion with satisfaction that people are facilitated.

CONCLUSION AND SUGGESTIONS

- It is important to develop achievement motivation amongst forthcoming entrepreneur through appropriate training and helpful atmosphere to create right type of impact of training.
- The EDP organisers should prepare the projects keeping in mind local resources, funding, training requirements. The entrepreneurship development agencies should select right people, impart right training and assign feasible projects to make EDPs successful.
- Trainees should be selected after proper examinations and tests. Educated unemployed youth should be selected on priority and time period of entrepreneurship development programmes should be increased.
- Entrepreneurs should improve the quality of the product, purchase the good quality raw materials, increase the production capacity by utilizing effectively men, machine, materials, and techniques of production and reduce the costs.
- The success of EDPs depends upon the stimulating, supporting and sustaining activities. Stimulating activities includes entrepreneurial education, motivational training and assistance in the identification of sound projects, creating a common platform for entrepreneurs, where they can share their problems, experiences and success.
- Supporting activities involves the various forms of support provided to the potential entrepreneurs for setting up and running of their units such as registration, funds mobilization, license, tax relief and incentives and management consultancy services.
- Banks and microfinance institutions should partner with community organisations to improve young people's access to financing.
- Government should provide more information to the entrepreneurs of backward areas of Himachal Pradesh, on various aspects such as selection of products, marketability of the product, alternative product profile and design of the product.
- Involvement of NGO's professional and vocational training institutions.
- Promoting interaction between academic, training institutions, small scale enterprises and micro enterprises sectors.

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