

**WOMEN ENTREPRENEURSHIP DEVELOPMENT:
Role of Commercial Banks**

**MAJOR RESEARCH PROJECT
(Sponsored by UGC, New Delhi)**

By

MAINDARGI VARSHA VIVEKANAND

M.Com., M.Phil., Ph.D.

Principal Investigator
Associate Professor and Head, Dept. of Accountancy,
KAMALA COLLEGE,
KOLHAPUR.

2011-2013

Declaration

I hereby declare that the Major Research Project entitled '**WOMEN ENTREPRENEURSHIP DEVELOPMENT: ROLE OF COMMERCIAL BANKS**' completed and written by me has not previously formed the basis for the award of any Degree or Diploma or other similar title to this or any other University or examining body.

Place: Kolhapur

(Dr.Prof.Mrs.V.V.Maindargi)

Date:

Principal Investigator

Preface

Entrepreneurship Development is a very crucial factor for the acceleration of economic development of any country. The Indian economy has been witnessing a drastic change since mid 1991 with new policies of economic liberalization and privatization initiated by the Govt. at the centre. India has great entrepreneurial potential. The emergence of women entrepreneurs and their contribution to the national economy is quite visible in India. The number of women entrepreneurs has grown over a period of time, especially after 1990s. Women entrepreneurs need to be lauded for their increased utilisation of modern technology, increased investments, finding a niche in the export market, creating a sizeable employment etc.

In recent years the Central Government and State Government have initiated a number of measures to promote women entrepreneurship. The commercial banks are also playing their entrepreneurial role efficiently and effectively. The sizeable expansion of banking network in the post nationalization era has ensured easier access to credit than ever before. But even then there is no guarantee of availability of timely and adequate finance in all cases to women entrepreneurs. The cases of unsatisfactory services are also seen. With this background the need was felt to undertake a deep study about the role played by commercial banks in financing and promoting women entrepreneurship.

The literature shows that hitherto studies had focused on the impact of factors affecting women entrepreneurship, Govt. policies and schemes, role of banks, problems faced by women entrepreneurs, challenges before rural women entrepreneurship etc. However there was a dearth of comprehensive work on the

role of commercial banks in financing and promoting women entrepreneurs. The present study is an attempt to fill this gap. The concrete suggestions made in this study will definitely attract the attention of policy-framers, researchers, women entrepreneurs and banks.

I hope this project will be of immense help to students, researchers, academicians, entrepreneurs, banks and other financial institutions.

Dr. Mrs. Varsha Maindargi

Acknowledgements

The present work is devoted to study of **“WOMEN ENTREPRENEURSHIP DEVELOPMENT: ROLE OF COMMERCIAL BANKS’**. Successful completion of this work was really a marathon. I take this opportunity of acknowledging my sincere feelings of gratitude and respect to Hon. Prin. Dr. Krantikumar Patil for the valuable co-operation and encouragement to undertake this Major research Project.

I am grateful to the authorities of University Grants Commission, New Delhi, for having accepted my project proposal and extending timely financial support. I am also thankful to the authorities of Shivaji University for extending co-operation in carrying out this project work.

Conducting field surveys and collecting data were experienced to be the two major pillars of this work. They were comprehensively eased out with the support of my Research Project Fellow Mr. Mahesh Potdar and Mr. Santosh Devekar. They also constructively carried out the bulky computerization work. I have my full appreciation for them. I would be failing in my duty if I do not acknowledge the kind and timely co-operation of officers of District Industry Centres and commercial banks in the state. I am also thankful to all the women entrepreneur respondents who were the beneficiaries of finance provided by the commercial banks.

All my colleagues and friends who have been inspiring me in all my academic pursuits also deserve thanks. I record my sincere gratitude to the non-teaching staff for the technical guidance regarding the proposal for major research project work.

Words are really inadequate to express the feelings towards my mother and father Mr. and Mrs. Tanksale for their *ashirwad*. I express my deep sense of gratitude to all my family members. I have no words to say for Mr. V. P.

Maindargi and my two sons Chi. Nikhilesh and Chi. Nishant for their mountainous patience and support in adjusting to my unscheduled working hours .

To many others, who are not specifically named please be assured that I think of you, thank you and love you nonetheless.

Place – Kolhapur

Date -

(Dr. Mrs. Varsha Maindargi)

Contents

Preface *vii*

Acknowledgements *ix*

1. Introduction
2. Women Entrepreneurship Development
3. Research Methodology
4. Resources for Entrepreneurship Development in Maharashtra
5. Role of Commercial Banks in Women Entrepreneurship
Development
6. Conclusions and Suggestions

Annexures

References

CHAPTER-I

INTRODUCTION

- 1.0 Introduction To Entrepreneurship**
- 1.1 Concept Of Women Entrepreneurship**
- 1.2 Evolution Of Women Entrepreneurship**
- 1.3 Women Entrepreneurship In World**
- 1.4 Women Entrepreneurship In India**
- 1.5 Importance Of Women Entrepreneurship**
- 1.6 Women Entrepreneurship And Economic Development**
- 1.7 Functions And Role Of Women Entrepreneurs**
- 1.8 Organisations And Govt. Agencies Promoting
Women Entrepreneurship In India**
- 1.9 Schemes For Women Entrepreneurship**
- 1.10 Financial Institutions And Banks Assisting
Women Entrepreneurs In India:**
- 1.11 Women Developmen In India Under Five Year Plans**
- 1.12 Conclusion**

** References*

CHAPTER-I

INTRODUCTION

1.0 INTRODUCTION:

Entrepreneurship plays an important role in the growth of any society. Development of entrepreneurship culture and qualitative business development services are the major requirements for industrial growth. Entrepreneurship emerges from an individual's creative spirit into long-term business ownership, employment creation, capital formation and economic security. Entrepreneurial skills are essential for industrialization and for alleviation of mass unemployment and poverty.

The emergence of women entrepreneurs and their contribution to the national economy is quite visible in India. The number of women entrepreneurs has grown over a period of time, especially in the 1990s. Women entrepreneurs need to be lauded for their increased utilization of modern technology, increased investments, finding a niche in the export market, creating a sizable employment for others and setting the trend for other women entrepreneurs in the organized sector. While women entrepreneurs have demonstrated their potential, the fact remains that they are capable of contributing much more than what they already are. Women's entrepreneurship needs to be studied separately for two main reasons. The first reason is that women's entrepreneurship has been recognized

during the last decade as an important untapped source of economic growth. Women entrepreneurs create new jobs for themselves and others and also by being different. They also provide the society with different solutions to management, organisation and business problems as well as to the exploitation of entrepreneurial opportunities. The second reason is that the topic of women in entrepreneurship has been largely neglected both in society in general and in the social sciences. Not only have women lower participation rates in entrepreneurship than men but they also generally choose to start and manage firms in different industries than men tend to do. Development of the society is directly related with the Income Generation Capacity of its members with agriculture, as the key income generation activity the entrepreneurship on farm and home can directly affect the income of a major chunk of our population. The growth of modernization processes such as industrialization, technical change; urbanization and migration further encourage it. Entrepreneurship on small scale is the only solution to the problems of unemployment and proper utilization of both human and non-human resources and improving the living condition of the poor masses [Prabha Sigh, 2009].

Across the world, entrepreneurs have been considered instrumental in initiating and sustaining socio-economic development both in developed and developing countries. Today business is built around human capital and women are one of the valuable factors. Globalization and Liberalization of markets encouraged women to come forward to become an entrepreneur and start new industries. A role of modern women is not confined to the traditional role as a mother and housewife; it has and is undergoing changes. As woman gets educated she begins to think of herself as an independent person, she becomes aware of her own identity, potentials and decision making capabilities. It is a common assumption that majority of women in India are economically non-productive as they are not involved in activities that are financially remunerative. But this trend

is gradually changing. Women across regions have started showing interests to be economically independent. Interested women with creative and innovative ideas are coming forward to start the small and medium sized enterprises. A women entrepreneur is a person who is an enterprising individual with an eye for opportunities and an uncanny vision, commercial acumen with tremendous perseverance and above all a person who is willing to take risk with the unknown because of the adventurous spirit she possesses. The need of more women entrepreneurs has to be studied for two reasons, the first one is that women entrepreneurship is an important untapped source of economic growth and the second reason is that the women entrepreneurs create new jobs for themselves and others; they can provide different solutions to management, organization and business problems.

1.1 CONCEPT OF WOMEN ENTREPRENEURSHIP:

Women comprise half of human resources they have been identified as key agents of sustainable development and women's equality is as central to a more holistic approach towards stabilizing new patterns and process of developments that are sustainable. [Birendra Kumar Jha, 2009]. The contribution of women and their role in the family as well as in the economic development and social transformation are pivotal. Women constitute 90 per cent of total marginal workers of the country. Rural women who are engaged in agriculture form 78 per cent of all women in regular work [Harendar Kumar, 2009]. Experience of NIRD action research projects reveal that, the operational aspects, such as the extent of enabling that goes into the community self help processes and sharpening the mind set of women.

The Indian economy has been witnessing a drastic change since mid 1991 with new policies of economic liberalization and privatization initiated by the

government at the centre. India has great entrepreneurial potential. At present, women involvement in economic activities is marked by a low work participation rate, excessive concentration in the unorganized sector and employment in less skilled jobs. Women in India still perform their traditional roles in their houses and agriculture. They do not engage in any of the economic activities without assistance from their men-flock due to socio-cultural, traditional practices and conventions. The development of women entrepreneurship is very low in our country. This is absolutely true in rural women, through the urban women are slightly enjoying better status in the society.

In recent years, the Central Government and State Government have initiated a number of measures for giving a fillip to the cause of women entrepreneurial development. These measures include granting a variety of special concessions, incentives, subsidies and assistance of varied nature, financial, technical, organisational and managerial supports.

India is the fifth largest economy in the world (ranking above France, Italy, UK and Russia) and has the third largest GDP in the entire continent of Asia. The liberalization of the economy in 1990s has paved the way for a huge number of people to become entrepreneurs and the post- liberalization and globalization era has brought with it a growing middle- class-roughly estimated to be 250 million.

In advanced countries, there is a phenomenon of increase in the number of self-employed women after the World War II. In U.S.A., women own 25 per cent of all business, even though their sales on an average are less than two-fifths of those of other small business. In Canada, one-third of small business is owned by women and in France it is one-fifth.

Entrepreneurship is an economic activity which is undertaken by an individual or group of individuals. Entrepreneurship can be defined as the making of a “new combination” of already existing materials and forces; that

entrepreneurship throws up as innovations, as opposed to inventions and that no one is entrepreneur for ever, only when he or she is actually doing the innovative activity⁴

Women entrepreneurship is the process where women organise all the factors of production, undertake risks, and provide employment to others. The definition of women entrepreneurship has never been differentiated on the basis of sex and hence could be extended to women entrepreneurs without any restrictions.

Women entrepreneurs may be classified as an individual woman or a group of women who initiate, organize and run a business enterprise. According to Schumpeterian concept of Innovative entrepreneurs, women who innovate, imitate or adopt a business activity are called women entrepreneurs.

Khanaka in his book, *Entrepreneurial Development*, states that the Government of India has defined women entrepreneurs based on women participation in equity and involvement in business enterprises. Accordingly, women entrepreneurship is defined as: “An enterprise owned and controlled by women having a minimum financial share interest of 51 per cent of the capital and giving at least 51 per cent of the employment generated in the enterprise to women.” However, this definition is to subject to criticism mainly on the premise of employing more than 50 per cent women workers in the enterprises owned and run by the women. In short, women entrepreneurs are those women who think of a business enterprise, initiate, organize and combine the factors of production, operate the enterprise and undertake risks and handle economic uncertainty involved in running a business enterprise. **34**

According to Medha Dubhashi Vinze, a woman entrepreneur is a person who is an enterprising individual with an eye for opportunities and an uncanny vision, commercial acumen, with tremendous perseverance and above all a person

who is willing to take risks with the unknown because of the adventurous spirit she possesses⁵.

Thus, a woman entrepreneur is one who starts business and manages it independently and tactfully, takes all the risks, faces the challenges boldly with an iron will to succeed. Women entrepreneurship is an economic activity of those women who think of a business enterprise, initiate it, organise and combine the factors of production, operate the enterprise and undertake risks and handle economic uncertainty involved in running a business enterprise⁶

1.2 EVOLUTION OF WOMEN ENTREPRENEURSHIP

Although women form a very large proportion of the self- employed group, their work is often not recognised as “work”. The prevailing ‘house-hold strategy’ catalyses the devaluation of women’s productive activities as secondary and subordinate to men’s work. Women’s contributions vary according to the structure, needs, customs and attitudes of society. Women entered entrepreneurial activities because of poor economic conditions, high unemployment rates and divorce catapult. In Babylonia, about 200 B.C., women were permitted to engage in business and to work as scribes. By 14th century, in England and France, women were frequently accepted on a par with men as carpenters, saddlers, barbers, tailors and spurriers. Dressmaking and lace making guilds were competed more with men for some jobs, but were concentrated primarily in textile mills and clothing factories⁷

. In 1950, women made up nearly 25 per cent of both industrial and service sectors of the developing countries. In 1980, it increased to 28 per cent and 31 per cent respectively. Meanwhile, in 1950, 53 per cent of females and 65 per cent of males of industrialised countries were in non-agricultural sectors⁸. As a result of the economic crisis of the 1980s and the commercialisation and modernisation of

the economy, women lost employment in agriculture and industries. This pushed women in urban areas to find out a suitable solution for generating income, which resulted in the emergence of self-employment, largely in micro- businesses in the informal sector⁹.

As technology speeds up lives, women are an emerging economic force, which cannot be neglected by the policy makers. The world's modern democratic economy depends on the participation of both sexes. Irene Natividad has observed that "Global markets and women are not often used in the same sentence, but increasingly, statistics show that women have economic clout- most visibly as entrepreneurs and most powerfully as consumers"¹

Today, women in advanced market economies own more than 25 per cent of all businesses and women-owned businesses in Africa, Asia, Eastern Europe, and Latin America are growing rapidly. In some regions of the world, transformation to market economy, women entrepreneurs is a growing trend². However, in India, the actual participation of women in income generating activities is quite unsatisfactory, only eight per cent of the small scale-manufacturing units are owned and operated by women³

1.4 WOMEN ENTREPRENEURS IN THE WORLD:

The present world population is 7.1 billions, which is growing at the rate of 97 million people per year will touch 8.5 billion by the year 2025. About 95 per cent of the population growth will be in the developing countries. The Asian population is 3.55 billions, which may reaches 4.54 billion by 2025 and women constitute around half-of the total world population (V.K. Singh, 2007). As world economic profile of women shows, women represent 50 per cent of the world population make up 30 per cent of the official labour force, perform 60 per cent of

all working hours, receive 10 per cent of world income and own even less than one per cent of the world's property (M.A. Sudhir et. all, 2007).

There is a need to recognize the special role of women in development and give due recognition to their potentials and accord them a privileged position in the society. Subsequent to the adoption of Jakarta Declaration for the Advancement of Women in Asia and the Pacific, there was a declaration at Beijing in the year 1994. In 1995 the United Nations focused on generation of an economic platform for the development of women.⁷⁰

The emergence of entrepreneurs depends to a great extent on the economic, social, religious, cultural and psychological factors prevailing in a society. In the advanced countries of the world there has been a phenomenal increase in the number of self- employed women after World War II.¹

In 1950, 37 % of women constituted the total labour force of the developing countries. Since 1950 the proportion of adult women joining the labour force has risen in both developed and developing countries. The increased participation of women was primarily due to export-led industrialization, availability of low-wage female labour, labour-market deregulations. These factors caused the relative increase in the employment of women in the manufacturing sectors.²

Women entrepreneurs have been making a significant impact on all segments of the economy in Canada, Great Britain, Germany, Australia and the US. The areas chosen by women are retail trade, restaurants, hotels, education, entertainment, housekeeping, insurance and manufacturing.³

By 1985, the participation of women in developing countries in the labour force had risen to 42%. In the urban areas women were concentrated heavily in informal sector activities. Women are mainly engaged in activities like trade, commerce, services and certain branches of manufacturing both as entrepreneurs and as independent workers whether in family enterprises or as wage earners in

informal sector. Women are engaged mostly in low-skilled repetitive work. Between 1997 and 2006 the numbers of women-owned businesses have increased by 42%.

In recent years there has been a rising tide of female entrepreneurship around the world and women-owned firms have increased their work force faster in Egypt, Jordan, Saudi Arabia, West Bank and Gaza compared to male-owned firms.⁴

1.4 WOMEN ENTREPRENEURSHIP IN INDIA:

Work participation in economic activity has been accepted as a natural phenomenon from time immemorial. Women have played a significant role in the society across centuries and geographical boundaries. The role of women has gone through several transformations. It took centuries for women's role to move to the present trend of emancipation.⁵

Women of the Vedic age played an important role in religious and social functions. There are some regions in the world where women still live in barbaric conditions, chained and shackled to the social and cultural taboos, religious restrictions and lakshman rekhas drawn by others who frame the women's code of conduct. At the same time there are other regions where women fight for freedom and opportunity to play their roles in the new context of modern life with ample occupations, occupational and intellectual pursuits to lead a new way of life.

As regards the ancient industries of India, family was the unit of production process. Even during the period of Mohenjo-Daro and Harappa civilization, women shared a responsible position with men and helped in spinning and clay modeling and making other simple handicrafts. Women played a very pivotal role

in creating household articles, providing utility requirements, weaving cloth and engaging in agricultural activities. In the traditional economy, they played vital roles in agriculture industry and providing various services. They were the makers of the intoxicant drink – soma-juice which required considerable skill. In the 18th century, women had a significant role to play in the development of the economy, and had a definite status in the social structure. Women's informal trading activities in the international distribution system have been well documented since the early 1950s. Since 1970 systematic efforts have been made by the government to promote self-employment among women. Women entrepreneurship in India became popular in the late 1970s and now more and more women are emerging as entrepreneurs in all spheres of economic activities.⁶

According to the 1971 Census, the total female working population is about 13.8% of the total workforce. It was only from the 5th Five Year Plan (1974-78) onwards that women's development was recognized as a specifically identified sector. The decade of the 1980's provided the real breakthrough for women on many frontiers. During the 1990's women proved capable, competent, confident and assertive and had clear idea about the ventures to be undertaken and how to succeed in them. Many women entered large scale enterprises of their parents or husbands and proved their competence and capabilities. Women acquired high self-esteem and the capability of solving the problem independently through economic independence.

The 21st century will see women experts in all fields of human endeavor. Many of the new industries are headed and guided by women. Female role prescriptions have created mental blocks. Women are projected to move twice faster than that of men, and thrice in the category of manageress.⁷

Women entrepreneurship in India represents a group of women who have broken from the beaten track and are exploring new vistas of economic

participation. Women in India entered business due to pull and push factors. In spite of the family opposition, many women have proved themselves independent and successful entrepreneurs. Our country, women are relatively powerless with little or no control over resources and little decision making power. Women in the informal sector are found to be home-based workers, engaged in the petty manufacture of goods, either on piece rate basis or on own account, petty traders and petty shopkeepers or service specialists.

Women have a unique position in the society. Real development cannot take place if it bypasses women, who not only represent one half of a country's population but also the kernels around which societal revolution take place. Entrepreneurship enhances financial independence and self esteem of women. Around 50 per cent of India's population is women, yet business spheres such as trade, commerce and industry is still considered a male preserve. Entrepreneurial work has also been predominantly a man's world in India, are women. Among the states, Gujarat, Maharashtra and Karnataka have more women entrepreneurs. (1 book-3.p-3)8

India now has a population of 1.21 billion, comprising 642 million males and 587 million females. The preliminary figures of the census 2011 show that India's female population grew by 18.12 per cent over the past decade against 17.19 per cent of males. The sex-ratio (i.e., number of females per 1000 males) has improved to 940 from 933. 9

Now-a-days women become entrepreneurs as a result of high literacy rate and also because of the increased opportunities; this has ignited new aspirations and thrown up challenges. It is realised that women have vast entrepreneurial potentials which combined with talent is transforming them from job seekers to job givers.

The first major systematic effort to identify and develop new entrepreneurs, especially from among people of non-conventional community backgrounds, began in India in 1970. Only one or two Entrepreneurship Development Programmes (EDPs) were organised in the initial year. Since then, considerable progress has been made: the country now having 775 agencies involved in EDPs. The concept of the EDP originated and developed out of encouraging results of two innovative schemes of financing 'new entrepreneurs' introduced by the Gujarat Industrial Investment Corporation Limited in Gujarat, one of the states of India. A wide variety of technical and nontechnical employees, artisans and craftsmen were financed under these schemes during the period 1970-73, when some 300 new business units came to be set up. By 1988, more than 6000 units had been set up. The impact of such schemes is not to be measured merely in terms of the numbers, however impressive they may be. What was more important was the revelation of vast entrepreneurial potential among communities and castes traditionally not involved in business particularly in middle and low income groups. The existence of such a rich entrepreneurial resource had remained almost unknown and untapped for a long time. In order to accelerate the formulation of such new enterprises, imaginative programmes and policies backed up by sound institutional support are called for to identify, motivate and strengthen the new breed of entrepreneurs from non-traditional groups, thereby breaking the monopoly of dominant business groups and communities and diversifying the entrepreneurial resource base of a country. The programmes also make a contribution towards individual growth as a part of a national drive for human resource development. Finally, the programmes are also tackling the problems arising out of unemployment and the 'sick industry' phenomenon in the small scale sector.

These efforts to develop more new entrepreneurs are based on the hypothesis that there are many more managers, supervisors, salesmen, skilled workers,

artisans and others, frustrated in their present careers or dissatisfied with their prospects that are inclined to break away from their current moorings and launch out in new directions on their own. In addition, potential entrepreneurs get frustrated because of: the absence of motivation to take risks; non-availability of information as to what a good business opportunity is; or lack of knowledge about how to set up a new enterprise. Some may know how to produce, repair or service a product but are ignorant of how to set up and manage an enterprise or market or sell the service or product; some may lack confidence to stand on their own feet due to lack of personal or family business experience; some may be discouraged by formalities and procedures and fear of dealing with government organizations. Why not tap them also? But how? The answer that has emerged is this: the EDP. The EDP consists of a package of inputs made up of: motivation/skill-competency development; entrepreneurial attitude development; project counseling; management orientation; information on sources for making project plans; and over all confidence development through constant counseling.

Indian women are considered as a source of power (Shakti) since methodological times. "India gets real freedom only when women are able to move freely even at mid-night wearing all the jewellery." That would be right environment for women entrepreneur to reach their heights (Mahatma Gandhiji).

Rita Singh, founder of the M'escos (Mid-east Shipping Company) group, is one of the first woman entrepreneurs in the business world who exports trendy M'escos shoes and owns a fleet of state-of-the-art-helicopters and ships, and Rs.450 crore steel plant. Smt. Shanaz Hussain, Beauty Clinical Cosmetics, is the famous woman entrepreneur who won India's highest honor padma Shree in the field of natural beauty and anti-ageing treatments. **10**

Other successful women entrepreneurs in India are Smt. Sumati Morarji – Shipping Corporation, Smt. Sharayu Daftary –Automobile Radiators, Smt.

Yamutai Kirloskar –Mahila Udyog Limited, Smt. Vimal Pitre –Surgical Instruments, Smt. Manik Vandrekar – Leather Crafts, Smt.Radanika Pradhan – Plastic Industries, Smt. Gogate – Drogs, Smt. Swati Bhatija – Engeeniring Industry, Smt. Perang Thakor – Jayant Vitamins Limited, Smt. Nargis Wadia – Inter Publicity, Smt. Neena Malhotra – Exports, Smt. Rajani Aggarwal – Engineering, Smt. Weheeda Rahman –Fast foods, Smt. Kiran Muzumdar Shaw – Biocon Industries, Smt. Indra Nooyi –Pepsico, Anu Aga -Thermax Engineering, Sulajja Firodia Motwani -Kinetic Engineering, Ekta Kapoor –Balajji Telefilms, Simone N. Tata -fashion and cosmetics&Priya Paul -chain of boutique hotels.

1.5 IMPORTANCE OF WOMEN ENTREPRENEURSHIP

Women perform an important role in building the real backbone of a nation's economy. There is considerable entrepreneurial talent among women. Many women's domestic skills such as people and time management and household budgeting are directly transferable in the business context. Women have the ability to balance different tasks and priorities and tend to find satisfaction and success in and from building relationships with customers and employees, in having control of their own destiny, and in doing something that they consider worthwhile. They have the potential and the will to establish and manage enterprises of their own. These qualities and strengths of women are to be tapped for productive channels. But simultaneous creation and development of small business among women is a difficult task. According to Brady Anderson J., "Even though women's contributions to business are one of the major engines of global economic growth, too often, women do not have access to basic business education, commercial credit and marketing opportunities"¹⁰

Maintenance of proper quantitative balance among various economic activities is one of the principal functions of the economic system which should

operate to give equal freedom of choice to men and women. The process of economic development would be incomplete and lopsided, unless women are fully involved in it. The orientation of a society as a whole, regarding desirability that women should play an equal part in the country's development, is a very important precondition for the advancement not only of women, but the country as a whole. The highest national priority must be for the unleashing of woman power which is the single most important source of societal energy. Women entrepreneurs should be regarded as individuals who take up roles in which they would like to adjust their family and society, economic performance and personal requirements. "Emancipation of women is an essential prerequisite for economic development and social progress of the nations"¹¹

. In the closing years of the 21st century, multi- skilled, productive and innovative women entrepreneurs are inextricable for achieving sustained economic growth. Globalisation of industrial production and economic interdependence have become the torch-bearers for all international co-operations. In the dynamic world which is experiencing the effects of globalisation, privatisation and liberalisation, women entrepreneurs are likely become an even more important part of the global quest for sustained economic growth and social development. The economic status of woman is now accepted as an indication of the society's stage of development.

Women (especially rural women) are vital development agents who can play a significant role in the economic development of a nation, but they should have an equal access to productive resources, opportunities and public services. It has also been realised in the last few years that the widespread poverty and stunted economic growth can be overcome only by gainful and sustainable economic participation of women. National development will be sluggish, if the economic engine operates only at half power. Women in Enterprise Building has emerged

as an agenda for many policy makers, researchers, and trainers and as well as for associations and organisations involved in women development. If women acquire skills, they can carve a niche for themselves in the outside world too. This is the reason why women entrepreneurship development has become a subject of great concern and serious discussion in recent times.

1.6 WOMEN ENTREPRENEURSHIP AND ECONOMIC DEVELOPMENT:

Economic development of a country essentially means the process by which the per capita incomes of that country rise upward over a period of time. Entrepreneurship plays a vital role in economic development through the creation of utilities and generation of employment within a short period. It has been accepted that entrepreneurship is an economic venture by which a lot of the people's lives can be changed for the better within a short period of time, especially from the point of view of employment generation and income levels. Like other developing countries, India has been endowed with abundant natural, biological and human resources. Technical progress of a country alone cannot lead to economic development unless technology is used also by the entrepreneurs. An entrepreneur organizes and puts to use capital, labour and technology. An entrepreneur is also an agent of economic development of a country. Therefore, entrepreneurial awareness among the people is perhaps the urgent need. In India entrepreneurship will lead to generate more income, reduce the acute problem of unemployment, minimise incidence of poverty, reduce regional imbalances, increase the export trade and reduce the balance of payment to a certain extent.⁴⁵

Women and men are equal members of the society hence they have the right to equality of opportunities and treatment.⁴⁶ Overall development of the Indian economy cannot be effected if women who form the large segment of Indian

population are neglected. If the development programmes can absorb and effectively utilize the women force then it will contribute a lot to the holistic development of the country. This will lead to the elimination of sex discrimination, economic oppression and social stratification of women. The government has undertaken a number of measures like promoting formation of self-help groups (SHGs) training women with necessary skills to start their own enterprises. We have to accept women as equal partners and enable them to participate in development and are not consider them as just the beneficiaries. For this they have to be encouraged to take active part in decision making.**47**

The constitution of India not only grants equality to women but also empowers the state to adopt positive measures in favour of women for neutralising the cumulative socio-economic, educational and political disadvantages they face. The constitutional mandate has enacted various legislative measures intended to ensure equal rights, to counter social discrimination and various forms of violence and also provide support for working women in India.

The 73rd and 74th amendments of the Constitution reserve 33% of the seats in the Panchayati Raj for women. These not only grant representation to the grassroots level but also open new opportunities for women for their upliftment in general and improvement of their status in the society. A number of women's organisations have also been set up like the Rashtriya Mahila Kosh. A National Credit Fund for women was set up in 1993 for funding the womens' activities. The fund aims to benefit the poorest of the poor women who are in need of credit but cannot access the formal credit system. The Mahila Vikas Nidhi (MVN) is an especially designed fund for economic empowerment of women. Swarna Jayanti Gram Swarozgar Yojana Scheme is an amended and merged version of the various development schemes for rural areas.**48**

Some women have distinguished themselves in diverse professions as doctors, artists, teachers, professors, researchers, scientists, administrators, politicians, bankers, and entrepreneurs in our country. But majority of the women confine themselves within the four walls of their house, carrying out household chores, rearing children, engaged in family rituals and customs. Given the opportunity, women can contribute both to the economic wellbeing of their family as well as to the gross domestic product of the country.

Currently the landscape of women entrepreneurship is changing. This is due to the fact that more and more women are being educated, professionally qualified, and technically trained. The attitude among the people regarding women's status has also been changing for the better. Moreover industrialisation of our country invites women from their kitchen to be active in various economic activities. Women entrepreneurs have extended their entrepreneurial activities to all spheres of life including advanced technologies like engineering, electronics and energy.⁴⁹

Women-owned businesses are becoming increasingly important in the economics of almost all countries. To the US economy, they contribute more than \$250 billion annually and create new businesses in the ratio of 2:3 compared to their male counterparts.⁵⁰

Paul and Ajitkumar, in their book *Entrepreneurship and Development*, have stated that there were more than 1, 53,260 women entrepreneurs in India during 1985-89.⁵¹

1.7 FUNCTIONS AND ROLE OF WOMEN ENTREPRENEURS:

As an entrepreneur, a woman has also to perform all the functions involved in establishing an enterprise. These include: idea generation and screening, determination of objectives, project preparation, product analysis, and

determination of forms of business organisation, completion of promotional formalities, raising funds, procuring man, machine and operationalising of the business. Frederic Harbison has enumerated the following 5 functions of woman entrepreneurship:

1. Exploration of the prospects of starting a new business enterprise.
2. Undertaking of the risks and the handling of economic uncertainties involved in business.
3. Introduction of innovations or imitation of innovations.
4. Coordination, administration and control.
5. Supervision and leadership. **38**

Women entrepreneurs perform following roles -

- 1) **Imaginative:** It refers to the imaginative approach or original ideas with competitive market. Well-planned approach is needed to examine the existing situation and to identify the entrepreneurial opportunities. It further implies that women entrepreneurs have association with knowledgeable people and contracting the right organization offering support and services.
- 2) **Attribute to Work Hard:** Enterprising women have further ability to work hard. The imaginative ideas have to come to a fair play. Hard work is needed to build up an enterprise.
- 3) **Persistence:** Women entrepreneurs must have an intention to fulfill their dreams. They have to make a dream transferred into an idea enterprise; Studies show that successful women work hard.
- 4) **Ability** and desire to take risk the desire refers to the willingness to take risk and ability to the proficiency in planning making forecast estimates and calculations.
- 5) **Profit Earning Capacity:** She should have a capacity to get maximum return out of invested capital. A Woman entrepreneur has also to perform all

the functions involved in establishing an enterprise. These include idea generation, and screening, determination of objectives, project preparation, product analysis, determination of forms of business organization, completion of formal activities, raising funds, procuring men machine materials and operations of business. **39**

1.8 ORGANISATIONS AND GOVT. AGENCIES PROMOTING WOMEN ENTREPRENEURSHIP IN INDIA

Organisations

i. National Resource Centre for Women (NRCW) - An autonomous body set up under the National Commission for Women Act, 1990 to orient and sensitise policy planners towards women's issues, facilitating leadership training and creating a national database in the field of women's development.

ii. Women's India Trust (WIT) - WIT is a charitable organisation established in 1968 to develop skills of women and to earn a regular income by providing training and employment opportunities to the needy and unskilled women of all communities in and around Mumbai.

iii. Women Development Corporation (WDC) - WDCs were set up in 1986 to create sustained income generating activities for women to provide better employment avenues for women so as to make them economically independent and self-reliant. **iv. Development of Women and Children in Urban Area.**

iv (DWCUA) - DWCUA was introduced in 1997 to organise the urban poor among women in socio-economic self-employment activity groups with the dual objective of providing self-employment opportunities and social strength to them.

v. Association of Women Entrepreneurs of Karnataka (AWAKE) - AWAKE was constituted by a team of women entrepreneurs in Bangalore with a view to

helping other women in different ways –to prepare project report, to secure finance, to choose and use a product, to deal with bureaucratic hassles, to tackle labour problems, etc.

vi. Working Women's Forum (WWF) - WWF was founded in Chennai for the development of poor working women to rescue petty traders from the clutches of middlemen and to make them confident entrepreneurs in their own right. The beneficiaries are fisher women, lace makers, beedi making women, landless women, labourers and agarbathi workers.

vii. Association of Women Entrepreneurs of Small Scale Industries

vii (AWESSI) - It was founded in Ambattur in Chennai in 1984 to promote, protect and encourage women entrepreneurs and their interests in South India to seek work and co-operate with the Central and State Government services and other Government agencies and to promote measures for the furtherance and protection of small-scale industries.

viii. Women's Occupational Training Directorate - It organises regular skill training courses at basic, advanced and post advanced levels. There are 10 Regional Vocational Training Institutes (RVTIs) in different parts of the country, besides a National Vocational Training Institute (NVTI) at NOIDA.

ix. Aid The Weaker Trust (ATWT) - ATWT was constituted in Bangalore by a group of activists to impart training to women in printing. It is the only one in Asia. Its benefits are available to women all over Karnataka. It provides economic assistance and equips girls with expertise in various aspects of printing and building up self- confidence .

X Self- Employed Women's Association (SEWA) - SEWA is a trade union registered in 1972. It is an organisation of poor self- employed women workers. SEWA's main goals are to organise women workers to obtain full employment and self- reliance.

Xi . Women Entrepreneurship of Maharashtra (WIMA) - It was set up in 1985 with its head office in Pune to provide a forum for members and to help them sell their products. It also provides training to its members. It has established industrial estates in New Mumbai and Hadapsar..

xii. Self- Help Group (SHG) - An association of women, constituted mainly for the purpose of uplifting the women belonging to the Below Poverty Line (BPL) categories to the Above Poverty Line (APL) category. The major activities of the group are income generation programmes, informal banking, credit, unions, health, nutritional programmes, etc.

xiii. The National Resource Centre for Women (NRCW) - An autonomous body set up to orient and sensitise policy planners towards women's issues, facilitating leadership training and creating a national data base in the field of women's development.

xiv. Women Development Cells (WDC) - In order to streamline gender development in banking and to have focused attention on coverage of women by banks, NABARD has been supporting setting up of Women Development Cells (WDCs) in Regional Rural Banks and Cooperative Banks.

Government Agencies

The development of entrepreneurship among women requires government support and the elaboration and implementation of targeted policies and programmes enabling women to enter the private sector with greater confidence, develop their businesses and provide equal opportunities for entering competitive markets in and outside the country. The role of various institutions set up specifically for the promotion and fostering of entrepreneurship in SME sector is quite unique. The Government of India has created Ministry of Small Scale Industries and Agro and Rural Industries (SSI & ARI) in October 1999 as the

nodal Ministry for formulation of promotion and development of the small-scale industries in India.

More than 3,000 organisations are today promoting entrepreneurship in India through a variety of strategies. Following are the major government agencies/organisations that assist entrepreneurs in the SME sector in India which are functioning at the national level.

INTERNATIONAL AGENCIES PROMOTING WOMEN ENTREPRENEURSHIP:

- **Southeast Asian Nations (ASEAN) Committee on Women (ACW):** ACW has developed an operational work plan for protecting and empowering ASEAN's women it encourages their entrepreneurship and employability, leadership and regional awareness.
- **United Nations Development Fund for Women (UNIFEM):** UNIFEM is the women's fund at the United Nations. It provides financial and technical assistance to innovative programmes and strategies to foster women's empowerment and gender equality. This agency has been supporting annually since 1996.
- **South Asian Women Entrepreneurs (SAWE):** SAWE is a forum developed by the UNIFEM. It has made special efforts to include women artisan producers and entrepreneurs in the IITF.
- **South Asian Network of Women Artisans and Primary Producer Groups (ARTRAC):** ARTRAC works to bring grassroots artisans and their associations closer to domestic and international markets through the use of ICT, product design support and business management training.

National Level Agencies:

- **Ministry of SSI:** The Ministry of SSI is the nodal agency which designs policies, programmes, project and schemes in consultation with its

organisations and various stakeholders and monitors their implementation with a view to assist the promotion and growth of small-scale industries.

- **Small- Scale Industries Board:** The SSI board is apex non- statutory advisory body constituted by the Government of India to render advice on all issues pertaining to the SSI sector.
- **Small Industry Development Organisation (SIDO):** SIDO, established in 1954, is an apex body for formulating, coordinating, implementing and monitoring policies and programmes for the promotion and development of the small-scale industries in the country.
- **Small Industries Service Institutes (SISI):** The SISIs provide services such as technical consultancy, training, testing, marketing, economic information service including sub contract change, common facility service and advisory service.
- **Regional Training Centers (RTCs):** RTCs have been set up in four metropolitan cities, viz. New Delhi, Mumbai, Calcutta and Chennai For providing technical consultancy and testing facilities.
- **Central Footwear Training Institutes (CFTIs):** CFTIs provide training facilities and design development facilities for the footwear and leather industry. Their branches are situated at Agra, Mumbai, Calcutta and Chennai.
- **National Small Industries corporation (NSIC) Ltd.:** NSIC, an ISO 9001-2000 Government organisation was established in 1955 by the government of India to promote, aid and foster the growth of small-scale industries in the country through a blend of promotional and commercial activities.

State Level Agencies:

- **Directorate of Industries:** The Directorate of Industries is the executive agency for the promotion and development of the village and small industries sector. This Industry has a network of District Industrial Centers (DIC) at the district level, industrial offices at the sub-divisional level and extension officers at the block level functioning under its control.
- **District Industrial Centers (DIC):** DICs play a vital role in promoting industries at the District level. DICs provide necessary project assistance for the prospective entrepreneurs.
- **State Small Industries Development Corporations (SSIDCs):** The SSIDCs were established under the Companies Act, 1956 as state government undertakings with the specific objective of promoting and developing small, tiny and village industries in the States/Union Territories, which, in turn, stimulate self-employment opportunities. **53**

Other Agencies:

Now a day's Indian Govt. Is becoming aware about status of women in society. So govt. is Providing some facilities to women which are as under:

- **Prime Minister Rojgar Yozna (PMRY):** Started in April 1999 The Govt. has modified eligibility criteria and has given age limit relaxation to women.
- **Khadi & Village Industries Commission (KVIC):** This scheme took measures to generate more employment opportunities for women.
- **Support for Training & Employment (STEP):** Govt. has started training programmes exclusively for self-employment of women.
- **Trade Related Entrepreneurship Assistance and development scheme (TREAD):** Some other schemes are also introduced by Govt. for initiating women entrepreneurship but the way is so long that these steps too short. **54**

1.9 SCHEMES FOR WOMEN ENTREPRENEURSHIP:

- **Scheme of NABARD**
- The main objective of NABARD is to provide assistance to agriculture and agriculture related activities. The bank also conducts promotional programmes for rural development such as Rural Entrepreneurship Development Programme (REDP), training cum production programmes and action plan for rural industrialisation.
- **Support and Linkage Programme:** This Programme was launched off to provide financial services from the formal banking system through SHGs.
- **Credit-Linked Rural Entrepreneurial Development Programme:** The credit-linked rural entrepreneurial development programme has been introduced to promote entrepreneurship, particularly among women.
- **Non- farm Sector Scheme:** The NABARD's non-farm sector schemes help most of the rural trained women to become micro-entrepreneurs.
- **Swarojgar Credit Card (SCC):** Entrepreneurs could borrow Rs.25,000 under the scheme. NABARD also holds national exhibition to showcase products of the best rural entrepreneurs.
- **Assistance for Marketing of Non- farm Products of Rural Women (MAHIMA):** recognizing the importance of marketing as a crucial link for women entrepreneurs, NABARD supports various initiatives for promotion of marketing of products produced by rural women under its MAHIMA Scheme.
- **Development of Women Through Area Programme (DEWTA):** NABARD has introduced a new programme, DEWTA for women, on pilot

basis , in four RRBs i.e. Aligarh, Rushikulya, Tungabhadra and Sri Anantha Regional Rural Banks to bring women to the mainstream of economic development.

- **Schemes of Consortium of Women Entrepreneurs of India(CWEI):**
- **SHASWAT** is the rural wing of the Consortium of Women Entrepreneurs of India (Cwei) which was set up in 2001, with a view to act as the Common Facility Center for the adoption and assimilation of appropriate technologies and training for income generation and self-employment through cluster approach.
- **Cwei-Annual Event (IWEM&C):** international Women Entrepreneurs Meet & Conference was declared as one of the Cwei annual events to highlight issues pertaining to marketing finance, training, product design and development and a host of other critical problems in order to bring the issues to the notice of policy makers, implementing agencies and women entrepreneurs themselves.
- **One to One Buyer Seller Meet:** Cwei organises one to one Buyer Seller Meet. This project has been undertaken to increase exports of identified products of women entrepreneurs of India to selected countries.
- **Online Web Portal:** Cwei has also launched Online Web Portal which is the easiest means for women entrepreneurs to conduct business communications, management, etc. through electronic media i.e. buying, selling marketing, accounting and other services.

1.10 FINANCIAL INSTITUTIONS AND BANKS ASSISTING WOMEN ENTREPRENEURS IN INDIA:

For the past several years, financial institutions have been playing a pivotal role in giving financial assistance and consultancy services to women entrepreneurs. These institutions include National Small Industries Corporation(NSIC), All-India Development Banks (AIDBs), viz. IDBI, IFCI, ICICI, IIBI, IDFC and SIDBI., Specialized Financial Institutions (SFIs), viz. Exim Bank and NABARD, Investment Institutions, viz. LIC, GIC, NIC, NIA, OIC, UII and UTI, Mahila Udyug Needhi scheme, Regional/State- Level Institutions, viz. NEDFI, SIDCs and SFCs, Commercial Banks, Co-operative Banks etc.

Nationalized banks dominate the banking system in India. The history of nationalized banks in India dates back to mid-20th century, when Imperial Bank of India was nationalized (under the SBI Act of 1955) and re-christened as State Bank of India (SBI) in July 1955. Then on 19th July 1960, its seven subsidiaries were also nationalized with deposits over 200 crores. These subsidiaries of SBI were State Bank of Bikaner and Jaipur (SBBJ), State Bank of Hyderabad (SBH), State Bank of Indore (SBIR), State Bank of Mysore (SBM), State Bank of Patiala (SBP), State Bank of Saurashtra (SBS), and State Bank of Travancore (SBT).

However, the major nationalization of banks happened in 1969 by the then-Prime Minister Indira Gandhi. The major objective behind nationalization was to spread banking infrastructure in rural areas and make cheap finance available to Indian farmers. The nationalized 14 major commercial banks were Allahabad Bank, Andhra Bank, Bank of Baroda, Bank of India, Bank of Maharashtra, Canara Bank, Central Bank of India, Corporation Bank, Dena Bank, Indian Bank, Indian Overseas Bank, Oriental Bank of Commerce (OBC), Punjab and Sind Bank, Punjab National Bank (PNB), Syndicate Bank, UCO Bank, Union Bank of India, United Bank of India (UBI) and Vijaya Bank.

In the year 1980, the second phase of nationalization of Indian banks took place, in which 7 more banks were nationalized with deposits over 200 crores.

With this, the Government of India held a control over 91% of the banking industry in India. After the nationalization of banks there was a huge jump in the deposits and advances with the banks. At present, the State Bank of India is the largest commercial bank of India and is ranked one of the top five banks worldwide. It serves 90 million customers through a network of 9,000 branches.

- **Small Industries Development Bank of India (SIDBI):** SIDBI was established in April 1990 by an Act of Parliament, as an apex institution for promotion, finance and development of small scale industries and co-ordinating the functions of other institutions engaged in similar activities.

Schemes of SIDBI:

1. Mahila Udyam Nidhi Scheme (MUN): This scheme is offered to Women entrepreneurs for setting up new project in tiny/small scale sector and rehabilitation of viable sick SSI units.

2. Mahila Vikas Nidhi Scheme: SIDBI operationalises this programme by assisting accredited (NGOs to create training and marketing infrastructure especially for rural women.

3. Informal Channel for Credit Needs on Soft Terms: The SIDBI has also taken initiative to set up an informal channel for credit needs on soft terms giving special emphasis to women.

4. Training for Credit Utilization and Credit Delivery: SIDBI also provides training for credit utilization and credit delivery skills for the executives of voluntary organisations working for women.

- **State Bank of India**

1. Entrepreneur Scheme: Under this scheme, the bank provides assistance to technically qualified, trained and experienced women entrepreneurs to set up new viable industrial projects. The applicant

must hold a degree in Engineering/Technology or a degree in Business/Industrial Management/CA/Cost Accountancy with adequate experience.

2. **Liberalized Scheme:** Under the Liberalized Scheme for small-scale industries, entrepreneurs are eligible to get need-based credit for productive purposes. Comprehensive credit facilities for acquisition of fixed assets, working capital, bills facility, etc. are available under the scheme.
3. **Small Business Finance:** This scheme aims at creating self-employment opportunities in small business ventures. It is beneficial to a larger section of people with lower investment needs. Credit is offered on liberal terms to priority sectors like retail traders, professional/self-employed, business enterprises and transport operators.
4. **Scheme for Professionals and Self-Employed:** Financial assistance cost accountants, lawyers, solicitors, management consultants, journalists and with other qualifications.
5. **Loans to Business Enterprises:** Loans are given to women who wish to set up business enterprises like restaurants and Xerox centers and computer centers.
6. **The Stree Sakti Package:** The Stree Sakti Package offered by the SBI and its subsidiaries gives 0.5 per cent concession on interest rates and reduction in margin money by 5 per cent.

- **Canara Bank**

1. **Stree Shakti Package:** This package is offered to women to put up small-scale industry.

2. **Mahila Udyam Nidhi Scheme:** This scheme offered by the bank to the tiny and small scale industry with the support of various State Governments and banks.
 3. **Annapurna Scheme:** This scheme has been introduced to provide finance to women for the establishment of food catering units.
 4. **Priyadarshini Scheme:** This loan is offered to women entrepreneurs. Maximum loan granted under this scheme Rs.25, 000.
 5. **Can Mahila:** Loans are granted up to Rs. 50, 000 to women under this scheme.
 6. **Artisan Credit Cards and Laghu Udyami credit Cards:** This is a loan to meet the financial need of women. It can be used to used to buy house hold articles, gold , jewellery, computers etc. Women between the age 18 to 55 can avail this loan.
- **Punjab National Bank:** Punjab National Bank provides two scheme,viz. Mahila Udyam Nidhi Scheme and Mahila Sashaltikaran Abhiyan exclusively to women for their empowerment.
 - **Dena Bank:** This bank has special schemes to finance women entrepreneurs. Some incentives offered are five per cent concession in the interest rate, no processing fee, easy payment options and no penalty for repayment.
 - **Bank of India**
 1. **Priyadarshini Yojana:** This facility is offered to women for setting up of small, village and cottage industries. The loan covers the payment for machinery. There is a one per cent cut in the interest rate for loans above Rs.2 lakh.

- **Union Bank of India**

1. **Viklang Mahila Vikas Yojana:** This is a special scheme for handicapped women for starting their own vocations. Physically handicapped women are identified and after providing vocational training according to their aptitude financial assistance of Rs.25, 000 is offered to start the new vocation.

- **Central Bank of India**

1. **Kalyani:** This is a scheme launched to benefit the women entrepreneurs and to the requirements of women professionals for economic pursuits in industry, agricultural and allied activities, business or profession.

- **Orient Bank of Commerce**

1. **Orient Mahila Vikas Yojana:** This special scheme is offered for the benefit of woman entrepreneurs. the loan amount is offered between two and 10 lakh with a two per cent concession in interest. **55**

1.11 WOMEN DEVELOPMEN IN INDIA UNDER FIVE YEAR

PLANS:

The empowerment of women has been recognized as the central issue in determining the status of women. Bringing women into the main stream of development has been a major concern for the Government of India. The Government laid special thrust on women's employment with the objective of making women self-reliant and economically independent. For this purpose, several women specific and women- related policies were enunciated by the Government of India in all five years Plan documents.

Table No. 1 : Women Development in India under Five Year Plans

Sr.	Plans	Years	Views on Women
-----	-------	-------	----------------

1	First plan	1951-56	Set up central Social welfare board in 1953 to promote welfare work through voluntary organizations, charitable trusts etc.
2	Second plan	1956-61	Supported the Development of Mahila Mandals to work at the grassroots.
3	Third plan	1961-66	High priority to women's educations, immunization of pre-school children and supplementary diet for children, expectant and nursing mothers.
4	Fourth plan	1969-74	High priority to women's educations, immunization of pre-school children and supplementary diet for children, expectant and nursing mothers.
5	Fifth plan	1974-79	A major shift in the approach towards women from Welfare to Development.
6	Sixth plan	1980-85	Accepted Women's Development as a separate economic Agenda. Took a multidisciplinary approach with a three pronged thrust on health, education and employment.
7	Seventh plan	1985-90	Had the objective of bringing women into the mainstream of National Development.
8	Eighth plan	1992-97	Saw a paradigm shift from development to Empowerment and benefits to women in the core sector of education, health and employment. Outlay for women rose from Rs.4 crore in the first plan to Rs. 2,000 crore in the

			Eight.
9	Ninth plan	1997-02	Had Empowerment of women as its Strategic objective. Accepted the concept of a Women's component plan to assure that at least 30% of funds/benefits from all development sector flow to women.
10	Tenth plan	2002-07	Suggests specific strategies, policies and Programmes for Empowerment of Women.
11	Eleventh plan	2007-12	To lay emphasis on economic and social empowerment, besides enabling political environment, strengthening mechanisms for effective implementation of women related laws.

**Source: Neelam Jain 'Women Entrepreneurship as a Key Driver in National Development' Southern Economist, May1, 2011, p.43.*

1.12 CONCLUSION:

India is brimming with the success stories of women. They stand tall from the rest of the crowd and are applauded for their achievements in their respective field. These women leaders are assertive, persuasive and willing to take risks. They managed to survive and succeed in this cut throat competition with their hard work, diligence and perseverance.

Ability to learn quickly from her abilities, her persuasiveness, open style of problem solving, willingness to take risks and chances, ability to motivate people, knowing how to win and lose gracefully are the of the Indian women entrepreneurs.

In a recent survey it is revealed that the female entrepreneurs from India are generating more wealth than the women in any part of the world. The basic

qualities required for entrepreneurs and the basic characters of Indian women, reveal that, much potential is available among the Indian women on their entrepreneurial ability. This potential is to be recognized, brought out and exposed for utilization in productive and service sectors for the development of the nation. This study has tried to cover the promotional and financial role of commercial banks in developing women entrepreneurship.

References

1. Desai, Vasant (1991), Entrepreneurial Development, Himalaya Publishing House, Mumbai, p. 103.
2. Vasanthagopal, R. And Santhas (2008), The Women Entrepreneurs of India, New Century Publication, New Delhi, p. 124.
3. Desai, Vasant (1991), op. cit, p.103.
4. www.worldbank.org.
5. Vasanthagopal, R. and Santhas (2008), op.cit, p. 7.
6. Sengupta, Padmini (1964), Women in India: Information Services of India, New Delhi, p. 5.
7. Gopal, Malathi V. (2006), Role Conflicts of Women Entrepreneurs, Indian Institute of Management, NISIET, Government of India, Hyderabad, 2005, p. 54.
8. P.Shnmukha Rao and N.V.S. Suryanarayan(2011), 'Women Entrepreneurship Development : Problem and challenges', Discovery Publishing House Pvt.Ltd, New Delhi.p.3.
9. Pratiyogita darpan :2012 . pp.91)
10. Vasanthagopal, R. and Santhas (2008), op.cit, p. 13.
11. Government of Maharashtra Economic survey of Maharashtra: 1999-2000, p. 79-80.
12. Maharashtra Varshiki (2008-09), "The Unique Academy", Pune, pp. 620-29.

13. Kahiroowala, Z. U., Sail, Siddhiqui and Jamal Siddiqui (2000), "Socio-Economic Survey of Muslim Entrepreneurs in Sellampur Constituency of Delhi", SEDME, 27/4, National Institute of Micro, Small and Medium Enterprises. Pp. 51-66.
14. Saikh, Anwar (2002), "Evaluation of Entrepreneurship Development Programmes", Seminar Research Paper, Wadia College.
15. Mittal, A. C. (2006), "Economic Aspects of Jainism" Vista International Publishing House, Delhi pp 31-40.
16. Shankarnarayna (2007), "Entrepreneurship: The Spirit of Tomorrow", Research Paper at Seminar, Abeda Inamdar Senior college, Pune.
17. Valamathi, A (2010), "Challenges to Entrepreneurial Development of Women in India", The Economic Challenger, Lata Khothari, Ajmar, pp. 40-43
13. Blossom, O'Meally-Nelson (1991), "Small Business Opportunities for Women in Jamaica : A Comment", SEDME, Vol. XVIII, National Institute of Micro, Small and Medium Enterprises, March 1991.
14. Carter, Sara and Cannon, Tom (1992), Women as Entrepreneurs: A Study of Female Business Owner, Their Motivations, Experiences and Strategies for Success, London and New York Academic Press.
15. Choudhury, P. K. Shashi, Baijal and Asokan, M. (1997), "Bank and Women Enterprise Development: A Comparison of Approaches in India and UK", SEDME, XXIV, National Institute of Micro, Small and Medium Enterprises, June 1997.
16. Nadkarni, Sulochana (1982), "Social and Economic Study of Women Entrepreneurs with Reference to Pune", Ph.D. Thesis Pune University.
17. Panandikar, Surekha (1985), "Women Entrepreneurs: Problems and Potentials", Economic Times, December 26, 1985.

18. Rani (1986), "Potential Women Entrepreneurs", A study, SEDME 13(3), National Institute of Micro, Small and Medium Enterprises, pp.13-32.
19. Vinze, Megha Dubhashi (1987), Women Entrepreneurs in India: A Socio-economic Study of Delhi, Mittal Publication Delhi.
20. Chitnis, Neha N (1999), "Jain Dharmatil Acharsahita Karmakand and Ahimsa: Social Science Study" M.Phil Thesis, Tilak Maharashtra Vidhyapeeth.
21. Rao, Harinarayana (1991), "Promotion of Women Entrepreneurship", SEDME, Vol. 18, No. 2, National Institute of Micro, Small and Medium Enterprises, March.
22. Chandra, Kohil Shanta (1991), Development of Women Entrepreneurship in India, Mittal Publications, New Delhi.
23. Easwaran, Sunanda (1991), quoted by K. Aryadurai in her article, 'Women Entrepreneurship in India: A Review', ed M. Soundarapandian, Women Entrepreneurship Issues and Strategies, Kanishka Publishers & Distributors, New Delhi. Pp. 5-6.
24. Samuel, Gloria Daya (1991), "Managerial Efficiency of Women Entrepreneurs in Food Processing Units of Madurai", ed M. Soundarapandian, Women Entrepreneurship issues and Strategies, Kanishka Publishers & Distributors, New Delhi. P. 6.
25. George, Anna (1991), "Women Entrepreneurs in Ready-made Garments in Ernakulam District in Kerala, ed M. Soundarapandian, Women Entrepreneurship Issues and Strategies, p. 7.
26. Singh, Kamala (1992), Women Entrepreneurs, Ashish Publishing House, New Delhi.
27. Ghote, Vandana (1992), "Entrepreneurship Development Case Studies of Women Entrepreneurs in Selected Urban Centers in Maharashtra", Ph.D. Thesis, Pune University.

28. Kirve and Kanitkar (1993), "Entrepreneurship at the Grass Roots: Developing the Income Generating Capabilities of Rural Women", The Journal of Entrepreneurship, Vol. 2, No. 1.
29. Tondon, Minnal (1994), "Trends of Women Entrepreneurship in Bombay", Ph.D. Thesis, S.N.D.T. University.
30. Bali, Anurup (1995), 'Women Entrepreneurs in Non-Traditional Industries in Western Maharashtra', Ph. D. Thesis Pune University.
31. Jose, Paul (1996), Entrepreneurship Development, Himalaya Publishing House, New Delhi, p. 65.
32. Dhameja S. K., Bhatia, B. S. and Saini, J.S. (2000), 'Women Entrepreneurs-their perceptions about business opportunities and attitudes towards entrepreneurial support Agencies', SEDME. 27/4, National Institute of Micro, Small and Medium Enterprises Dec. pp. 47-49.
33. Rathakrishnan, L and B.Sellammalle (2001), 'Micro Women Entrepreneurs and Socio- Economic Empowerment', Southern Economist, Shreeranga Publishing House, Bangalore, p 14.
34. Biplab, Moitra (2001), 'Women and Entrepreneurship: "Sundarban Women Show the Way"', Kurukshetra, 49 (II) August, Ministry of Information and Broadcasting, Government of India, pp.28-30.
35. Ch. Arvinda (2001), "Women Entrepreneurs; An Exploratory Study", Public Opinion Survey. Indian Institute of Public Opinion, New Delhi, pp. 27-28
36. Dadalani, Sobha (2002), "A Study of Women Entrepreneurs in Non-Conventional Line in Business", Ph.D. Thesis, Pune University.
37. Patole, Sulbha (2002), Undojaktavikasacha Shaskiya ani NimShaskiyaYojanancha Abhyas", Ph.D. Thesis, Pune University.
38. Krishnan, M.K. (2003), "Women Entrepreneurship in Kerela", Ph.D. Thesis. Mahatma Gandhi University, Kerala.

39. Gangurde, Suroj Purushottam (2006), "A Comparative Study of Women Entrepreneurs from Communities like Parsi, Sindhi, Bohri, Marwari, Gujarathi and Non-business Communities, and Maharashtrians working in Pune-Pimpri - Chinchwad Municipal Corporation Areas', Ph.D. Thesis, Pune University.
40. Zimare, Alka (2006), "A Socio-Economic Study of Women Entrepreneurs in Pune District", Ph.D. Thesis, Tilak Maharashtra Vidhyapeeth.
41. Santhas (2007), "A Comparative Study of Women Entrepreneurship in Kerala: A Comparative Study with Tamil Nadu", Ph.D. Thesis, Mahatma Gandhi University, Kerala.
42. Sowani, Smita (2007), "A Study of Business Practices of Vaishya Communities in India", Ph.D. Thesis, Pune University.
43. Auti, Shubangi (2010) "Socio Economic Study of Women Entrepreneurship in the Development of Maharashtra with Special Reference to Pune District", Ph.D. Thesis, Pune University. **CHAPTER II**

REVIEW OF LITERATURE

2.0 Introduction

2.1 Studies of women entrepreneurs in the world

2.2 Studies of women entrepreneurs in the world

2.3 Conclusion

CHAPTER II

REVIEW OF LITERATURE

2.0 INTRODUCTION:

The presented brief reviews have only the purpose of serving as the background information about the development of women entrepreneurs in India and abroad. Most of the studies (books and articles by foreign as well as Indian research scholars) on Entrepreneurship are micro-level research based on limited number of samples. These studies have been carried out at different points of time during the last five decades and deal with diverse situations. There is considerable

literature on women's studies in the developed countries. However the socio-economic conditions prevailing, the infrastructural facilities available and the level of development of industries, trade and commerce in the West are very different from the conditions available in India. Hence, their comparisons with the Indian scenario would not reflect the reality in to. Therefore, drawing conclusions from them also would neither be valid nor totally realistic.

The Industrial Revolution in the western world took place more than two centuries ago and provided greater impetus and prospects to women entrepreneurs. Whereas in India, the development of industries at a rapid pace and extension of facilities for development of women entrepreneurs are mostly a post-independence phenomenon and, that too, only from the 1970's onwards. Hence, studies carried out to meet the requirements of a postgraduate degree by Indian students would naturally suffer from certain limitations and constraints. Most of the research scholars had no prior experience and their studies were carried out on a small scale in a city or town where the research scholars resided. There are hardly any studies based on an all-India sample. Further, due to the limited interest of the research scholars, the objective, scope and emphasis widely differ.

Following is a brief review of literature regarding women entrepreneurship development.

2.1 STUDIES OF WOMEN ENTREPRENEURS IN THE WORLD

O'Meally-Nelson (1991)¹³in his study on “Small Business Opportunities for Women in Jamaica” revealed that women were concentrated in businesses which required the least capital outlay, or which were an extension of household activities, for example small scale retail or dress making / garment manufacturing. Majority of the women had encountered gender-bias while establishing and developing their business and 29 per cent believed that they would be socially

isolated if they exhibited the assertiveness and strength usually associated with the male entrepreneurs. But 30 per cent of the women however identified advantages of being female. They could negotiate better, obtain preferential treatment and obtain cooperation from males. Their households' encouragement and support played a significant role in the choice of their economic activities. The sample respondents stated that they depended on their businesses to maintain their homes and support their families; the respondents also echoed the need for specialized training programmes for women in small businesses.

Baijal and Asoken (1997)¹⁵ in their study: "Banks and Women Enterprises Development: A Comparison of Approaches in India and UK", say that in India women enterprises are separately defined but in the UK women enterprises do not have any special and separate definition. Conclusions of their study are:

(a) In both India and the UK commercial banks continue to be the major sources of finance for small firms.

(b) As per British Bankers' Association figures, as of June 1996, the total bank deposits by small firms were £25.4 billion while total borrowing (term loans and overdrafts) by small businesses totaled £34.8 billion. This indicates that exposure of commercial banks with respect to finance for small business is very limited.

(c) There is no significant evidence to suggest that women entrepreneurs are discriminated by banks either in the UK or in India.

(d) In both the countries, women entrepreneurs prefer service and retail trading activities.

(e) In both the-countries, the main difficulty that women face when starting up is the burden of family responsibilities.

Carter and Cannon (1992)¹⁴ conducted a research to find the reasons for British women starting their own businesses, the problems they encounter, and the successful strategies they employed to overcome them. This is a case study of 60

successful female entrepreneurs and 10 women who closed down their businesses. Carter and Canon utilized the chronological approach, tracing the steps one takes when starting a new business. The authors' hypothesis is that women's motivation and behavior will differ from traditional models. Results show that female entrepreneurs face unique challenges, which are seen by some as gender-related characteristics of business owned by women, that include different routes taken when starting up a business – planning is essentially important, changes for continuing the business are seen as having a gender dimension, successful management is often dependent upon single-minded attention to the business, training, professionalization, networking, domestic relationship and friendship affect the progress of business.

2.2 STUDIES ON WOMEN ENTREPRENEURS IN INDIA:

The very concept of women entrepreneur is rather new in the Indian context. People are still reluctant to acknowledge the non-traditional image of women as a journalist, chief executive, administrator or an entrepreneur. However, some small but directed efforts are on the way to give a new dimension and view to the traditional tag of women in Indian society.

Panandikar (1985)¹⁷in the study regarding the “Problems and Potential”, highlights the problems of women entrepreneurs. She observed that a woman is recognized as an entrepreneur only when she earns hard cash or has some monetary gains. The nature of work is about the same in the case of such units as are engaged in manufacturing of pickles, papads and other snacks. With the spread particularly of higher education, and the growing awareness of their status, women are spreading their wings to reach the higher levels of 3-Es (Engineering, Electronics and Energy). She observed that there are hurdles in general for any entrepreneur, but for women entrepreneurs the greatest constraint is that they are

‘women’. The attitude of the society, despite the constitutional provision and proclamation of legal equality, in practice the bias is still the same towards women as it existed in ancient times. The biggest problem they face is finance, the reason being lack of confidence among the men about women's ability to manage finance. Procedures of bank loans are often delayed and much running about is involved in completing paper work; this deters many women from venturing into business arena. Another hurdle is marketing the finished products.

Nadkarni (1982)¹⁶ in her study: “Women Entrepreneurs: A Social and Economic Study with Reference to Pune”, has presented her findings on problems and difficulties faced by women entrepreneurs in different industries. She has divided the industries into two groups:(i) producer goods industries, and (ii) consumer goods industries. The following observations are worth mentioning:

- (a) 57% of the respondents accept the statement that women are more suitable for desk work than manual work.
- (b) A change is occurring in society attitude but the pace of the change is rather slow.
- (c) Educated family is more likely to adopt a relatively liberal approach towards women entrepreneurs as compared to non-educated.

Rani (1986)¹⁸in her study: “Potential Women Entrepreneurs”, found that the desire to do something independently was the prime motivation factor to start a business activity amongst the sample respondents. For study purpose the respondents were selected during a Training Programme for Potential Women Entrepreneurs, held at Hyderabad in October 1985, organized by APITCO in collaboration with the Department of the Science, Technology and Environment, Government of Andhra Pradesh. The total sample size was 30. The respondents were mostly from the twin cities of Hyderabad and Secunderabad. Most of the respondents were in the age group of 21-30 years. The respondents who qualified

came from middle class families. The objective of her study was to find out the factors that prompted women to start their own businesses. She came to the following conclusions:

(a) Desire to do something independent was observed as the prime motivating factor which had influenced women irrespective of age in setting up of the unit. Some women viewed entrepreneurship as a tool for earning money.

(b) Educational and income factors do not influence women to become entrepreneurs.

(c) Women too are capable and confident of taking independent decisions.

(d) Women do not have any reservation or hesitation in venturing into any sector of industry as entrepreneurs, be it engineering, chemical, electronics or food processing or any other.

Dubhashi (1987)¹⁹for her study: “*Socio Economic Study of Women Entrepreneurship of Delhi*”, selected 50 industrial units spread over different kinds of enterprises. The object of the study was to ascertain the socio-economic backgrounds of women entrepreneurs in Delhi. The major conclusions of the study are as follows:

(a) In metropolitan Delhi, people in low and middle income groups with some education and moderate experience in specific line of manufacture entered small scale industries in larger numbers.

(b) The experience of women entrepreneurs suggests that banks should adopt more flexible formalities and procedures.

(c) There is a need to regulate, if not to control, the prices of basic raw materials sold in the open market as the problem in Delhi is the heavy premium on the price. In view of the heterogeneous character of the market, this task may prove very difficult but steps should be taken to ensure that the flow of raw material to women entrepreneurs and small-scale sector is not impeded.

(d) In some areas of Delhi, the problem is in obtaining municipal licenses, absence of which precludes government assistance. The researcher suggests that from the entrepreneurs and also the assisting agencies more attention is required in matters like streamlining of the assistance required, acquiescence to procedures and evolving a better code for assisting agencies. The setting up of a single government agency to look into all the requirements of the entrepreneurs, who are not fully conversant with the various laws, formalities, regulations, etc., could save a lot of heartburns to both. It is essential that small entrepreneurs who have the necessary technical skill receive a good grounding in management methods as well.

Harinarayana (1991)²¹ in his study of “Promotion of Women Entrepreneurs: A Brief Comment”, tried to find out the problems impeding the promotion of grass-roots entrepreneurship among women. The study is limited to the participants of entrepreneurial awareness-*cum*-promotional campaigns conducted by the District Industries Centre, Anantapur. The required information and data were collected by administering a structured questionnaire. A total of 81 rural women were selected as the sample. The main objective of this research study was to assess the factors that impede and slow down the process of entrepreneurial development among women in the backward *mandals* of Anantapur district of Andhra Pradesh. He used stratified random sampling for the selection of sample. He observed that:

(a) The poor financial status was found to be a very critical factor impeding the promotion of entrepreneurship amongst women.

(b) Lack of co-operation from the family and community kept them away from the mainstream entrepreneurship development. It indicates that women entrepreneurs need the approval of her kith and kin, group and community.

(c) Because of widespread illiteracy and ignorance, the rural women are not aware of the various programmes.

(d) Meaningless and ancient traditions and customs prevent women's participation in entrepreneurial activity.

(e) Reticence, shyness, inhibition and lack of motivation are mostly the obstacles to their entrepreneurial enthusiasm. In addition to these, lack of managerial skills, apathy, sense of uncertainty and insecurity about the concept of entrepreneurship, high degree of illiteracy, outdated customs and traditions were some of the hindrances in the way of entrepreneurship.

Chandra Shanta (1991)²² carried out the study: *Development of Women Entrepreneurship in India*, which shows that majority of the women though quite young and have all the vigor and time to pursue their ventures, did not belong to business families. There were young entrepreneurs who took challenges on their own initiative and motivation. Marital status or family background in majority of the cases did not interfere significantly in continuing with the enterprises. The main difficulties faced by them were with regard to finance and the labor problems. Many of them faced the problem of marketing of products. Inadequate, untimely and irregular orders created some problems. Large number of entrepreneurs thought that the government's policies were good, but they desired that they should not be required to waste time at various offices and fall prey into the hands of corrupt officials and middlemen. Majority of the entrepreneurs suggested subsidies should be given on easier terms and wanted the establishment of a special cell that would attend to their grievances, speedy registration, and licensing.

Chitnis (1999)²⁰ for the research: "Jain Dharmatil Achar sanhita Karmakand and Ahimsa : Social Science Study", selected 50 samples and covered Daruwala Pool, Sonya Maruti Chowk, Phadtare Chowk, Kasba Peth and Jijamata Chowk areas of Pune city. The objectives of this research were; The importance of Jain Dharma in social life; Study of Jainism from the perspective of other religions;

Study of the Jain principles and their application in the day to day life; Study of the principles applied to promote the spirit of brotherhood; and, to offer suggestions on how to take Jainism to a higher levels of achievement in this era of industrialisation. The researcher has concluded that Jains are stringent on vegetarian diet. During the paryusana period most of the Jains do not eat garlic and onion. It was also seen that though Jains do not have the tradition of not paying any dowry (openly), in reality majority of the Jains do pay dowry. Remarrying of widows is prevalent amongst Jains. The researcher has suggested that Jain women should be encouraged to come forward and work to take their own place in the society and become economically independent.

Easwaran Sunanda (1991)²³in her study *Women Entrepreneurship: A review* observed that the primary motive for engaging in some economically gainful activity by women is a desire for gainful time structuring or more money to support the family. The major reasons for most women opting for business rather than a job is flexible management of time, i.e. to adjust the working hours in such a way as to shoulder family commitments also and yet have more independence compared to a 9- to-5 job. She further observed that family members and funding agencies' cooperation mainly influence the decision of women entrepreneurs embarking upon a business career. Unmarried women are considered as the most undependable by the funding institutions, in anticipation of the possibility of changes in the family environment (marriage) and place of domicile due to spouses' transfer of such entrepreneurs.

Samuel (1991)²⁴examined the managerial efficiency of women entrepreneurs in food processing units of Madurai district of Tamil Nadu. The study covered 56 women and 10 men entrepreneurs in the urban area; all of them were married and belonged to the age group of 31-50 years. All the enterprises were having a capital investment of less than Rs. 20,000. The hypothesis that there

is no difference in the managerial performance of women and men entrepreneurs was tested in this study. The test reveals that there is no significant difference in the managerial performance in terms of profit earnings by male and female entrepreneurs. Further she stated that there is:

- (a) Positive correlation between age and managerial performance.
- (b) Negative correlation between educational level and managerial performance.
- (c) Positive correlation between time allocation and managerial performance.

George (1991)25:in her study on *Women Entrepreneurs*, in readymade garments in Ernakulam district of Kerala, covered 80 women entrepreneurs; 92 percent of them were sole proprietors of the units. All of them were married and in the age group of 30-35 years. All units earned profit. It was observed that women entrepreneurs, who had undergone special training in tailoring, could earn higher profits because they could cater to the changing demands of the market. A Regional Workshop on Development of Women Entrepreneurship, held at the Indian Institute of Management, Ahmedabad, in 1992, strongly recommended the establishment of micro enterprises for Indian women, since the advantage of such enterprises is that the women themselves could run the businesses according to their capacity. Risks involved in micro enterprises are minimal, since it can be managed by careful planning, execution and consultations and at the minimum cost. The marketing of the products or services, which is a major concern, can be managed easily since the span of control can be kept well within the limit.

Singh(1992)26in her research work : *Women Entrepreneurs* has stated that due to increased industrialization and technological development in India, women have been displaced from their previously held jobs and have turned to entrepreneurship in order to ensure regular income. Singh's research used a system's approach to investigate strategies that could meaningfully encourage the growth of entrepreneurship particularly in women. Singh's definition of female

entrepreneur is unique because it includes the concept of adjusting one's business with other aspects of life. Although difficult to read, because of errors in English language, the book offers interesting information relating to entrepreneurial motivations, support and communications among Indian women. Singh opined that primarily more privileged women have progressed better in the area of entrepreneurship.

Gaote's (1992)²⁷“Entrepreneurship Development: Case Studies of Women Entrepreneurs in Selected Urban Centers in Maharashtra” is divided into two parts. The first part is devoted to the radical framework. A case study of 22 women entrepreneurs has been presented in second part of the study. The focus of the study is on Entrepreneur and not Enterprise. Entrepreneurship is not related to gender of an individual. It is observed from the study that women can also be equally successful entrepreneurs as men.

A great majority of women entrepreneurs are self-motivated and it is a vocation (call) and a voluntary acceptance of entrepreneurship. The role played by friends and relatives as motivators seems to be significant. Unemployment and the desire to provide good life to the family are seen to be the other compelling factors. To earn money was considered as a low level motivating force that drove women to the threshold of entrepreneurship. Another important finding of the study is that entrepreneur's family members play a vital role in giving shape to the entrepreneur's ambition and consequent action. This is so because most of the women entrepreneurs who desired to enter into business for the fulfillment of their desire had very strong support from their family members and friends.

Kirve and Kanitkar (1993)²⁸in their work pertaining to rural women discuss the experience of a Pune-based Non-Government Organization (NGO) *Jana Probodhini* (JP) in developing income-generating activities for rural women through skill training in technical and business areas. The study revealed that the

awareness building, which was incorporated as part of the training input, proved extremely useful for the trainees. Subsequent interactions with trainees during the evaluation showed a definite change in the mental makeup of most of the trainees. It was also found that certain issues, apparently trivial, assume significance in the dynamics operating in the villages, for example the refusal of the family members to encourage the purchase of an asset by unmarried women in the house points to subtle but invisible gender-related discrimination. The author recommends that Entrepreneurship Development Agencies need to get involved in income-generating activities. Nothing else would serve the cause of entrepreneurship better than the development of the rural sector.

Tondon (1994)²⁹ in his “Trends of Women Entrepreneurship in Bombay” has furnished personal details of sample women entrepreneurs. It consists of age group, marital status, income groups and education. Business details of women entrepreneurs included place of business, types of business and investment range of the organization. In her study, motivational factors consisted of omission of need, utilization of spare time, self-satisfaction and utilization of knowledge. The researcher classified her suggestions into two groups as, (i) suggestions from experts, and (ii) suggestions from herself.

Anurup (1995)³⁰ in her research work, “Women Entrepreneurs in Nontraditional Industries/Business in Western Maharashtra”, for which study she had selected 80 women entrepreneurs from Western Maharashtra, used the case study method. In her study she found out that most of the respondents were Hindus and coming from the Brahmin community. This community may have comparatively greater exposure to modern influences and ideas. Further, she mentioned that higher education; training programmes in entrepreneurship development, association with business and prior experience in business management are not the prerequisites to make successful entrepreneurs. She also

found that some cooperatives are defunct and a large number of those in production are mainly engaged in making and selling traditional food items like *Papad, Pickle, Masala Powders* and some salted snacks. There are only a small number of women's industrial cooperatives that are engaged in manufacture of non-traditional items. She found out that 45 per cent of the women employed and entrepreneurs are successful in creating employment.

Paul (1996)³¹ in his book: *Entrepreneurship Development*, has stated that the main problems faced by Indian women entrepreneurs are financial constraints, over dependence on intermediaries, scarcity of raw materials, intense competition, high cost of production, limited mobility, family ties and responsibilities, lack of education, skill acquisition and low need for achievement. He further stated that Indian women entrepreneurs are handicapped by lack of adequate finance, technical know-how, non-availability of raw materials, lack of technical and managerial skills. Due to their family responsibilities, women have less time compared to males. They have to look after the family, children and business. He also observed that banks and financial institutions have a negative attitude towards women entrepreneurs while providing finance because they generally don't have property rights and security.

Dhameja, Bhatia and Saini (2000)³² did a study on "Women Entrepreneurs: Their Perceptions about Business Opportunities and Attitudes, Entrepreneurial Support Agencies: A Study of Haryana State." One of the objectives of the study was to ascertain the attitude of women entrepreneurs towards various support agencies. The manufacturing /trading / servicing units, in which the women were the owners or had a majority stake and management control, were considered for this study. Women enterprises, set up during the 14-year period from 1982 to 1996, were chosen for the study. All the women who were employing five or more employees were considered as women entrepreneurs.

A sample of 75 women entrepreneurs (25 per district) was selected. The researcher found that there was a lack of information and knowledge regarding various schemes of assistance launched by the Government of India through various support agencies, including those exclusively for women entrepreneurs. Only 55 per cent of the respondents were aware of these schemes.

Rathakrishnan and Sellammalle (2001)³³ in their study “Micro Women Entrepreneurs and Socio Economic Empowerment” made an attempt to analyze the role of women in generating income through micro entrepreneurial activities by the fishing community. It also aimed at highlighting the relationship between entrepreneurs and socio-economic empowerment of the community. The researchers collected data from 40 respondents. The sample was chosen by using stratified random sampling method. Out of the 400-fisher families in Kalapet in Kerala state, the study found that most (60%) of the respondents have small normal families of less than four members. Only 20 per cent of the sample households had large family sizes of six persons. All belonged to the Hindu religion, fall under backward class category. The respondents were trying to uplift the socio-economic status of the family. They further observed that the power of their entrepreneurship could be further enhanced if they dispose the fish collectively or in an organized manner by identifying export market network, which will further boost the fisherwomen's socio-economic status in the society.

Moitra (2001)³⁴ in “Women and Entrepreneurship” studied the Sundarban region of West Bengal. She states that Sundarban Khadi and Village Industrial Society in the beginning used to produce hand-made items like chinks tried their hands at batik printing, bag making and so on. They tried to market their individual products since the establishment of the society in 1981 with 9 members. Today they have 950 women members, have their own head office and operate in 9 blocks of the district. Initially they started marketing products in the West Bengal

markets; gradually they developed the export market too and in 1998-99, they could export Khadi goods worth Rs. 53 lakh to England and Germany. It is a great success story of rural development by women participants.

Arvinda (2001)³⁵ in “Women Entrepreneurs: An Exploratory Study” takes a sample of 100 women entrepreneurs who were selected by random sampling technique. The twin cities of Hyderabad and Secundarabad were purposely chosen for the study, as the area is the capital of the state. A variety of women entrepreneurs involved in different enterprises were covered. The selected respondents were divided into three basic groups: (i) Service sector, (ii) Trading sector and (iii) Manufacturing sector, based on the activity of the enterprise they were engaged in. 37 respondents were in service and trading sectors, 26 respondents were in the manufacturing sector. The responses obtained in this study in a way suggest that there is an absolute need for more entrepreneurship development programmes and societal support for women. Women entrepreneurs in general face conflicts of work and home roles. The main conflicts in work role pertained to inability to expand the enterprise and utilize optimum of skills available. Non-availability of time to spend with family and being a good spouse were the conflict areas faced in the performance of home role. It may be concluded that women entrepreneurship, requires a congenial entrepreneurial climate, which is conducive to motivate and facilitate women to take up entrepreneurial careers.

Dadalani (2002)³⁶ for *A Study of Women Entrepreneurs in Non-Conventional Line of Business* selected 40 circumstantial and 20 non-circumstantial women entrepreneurs or tiny commercial enterprises in Pune city. The object of the study was to find their reasons for starting the businesses and problems they encountered in running them. In her study the author concluded that:

- (a) The success of entrepreneurship is not gender specific.
- (b) Women entrepreneurs do not expect any special favors.

(c) Women entrepreneurs have started making their mark in society.

(d) The success ratio is surprisingly high; industrial family background is not a necessary condition for becoming a successful entrepreneur. Hobbies of women are turning into regular professional income-business activities. The author has grouped her recommendations and suggestions into 4 categories as:

1. Recommendations to banks and the government.
2. To Mahila Mandals.
3. To universities, colleges and educational institutions.
4. To women entrepreneurs.

Patole (2002)³⁷ selected 30 per cent of the available beneficiaries of the training programmes. The study focused on women entrepreneurs in the Pune and Pimpri-Chinchwad areas. The researcher collected the information from three groups of people: (i) Beneficiary women, (ii) Government officers and (iii) Voluntary organizations. In this study the researcher used stratified random sampling method for selection of samples. The objectives of the study were to examine the various schemes meant for women entrepreneurs and their implementation, and, to study the effects of their employment. The observations of this study were:

(a) In order to encourage the entrepreneurship aspirations of women, organizations have stressed upon the need for training, making capital available, making grants, easy availability of loans, counseling and guidance.

(b) Many of the available schemes are for low income groups, thus many women belonging to these groups utilize them.

(c) Women entrepreneurs belong to all age groups – the proportion of young women entrepreneurship is higher while those above 50 is very low, but still significant.

(d) The beneficiaries have varying degrees of literacy. Due to burden of business, family responsibilities, etc., education often gets neglected. The study came to the following conclusions:

(a) The women belonging to backward classes have benefitted the most due to the availability of grants.

(b) The grants for schemes are sufficient, but training for the efficient utilization of these grants is necessary.

(c) There has been an increase in income of the women who have taken part in the various schemes.

(d) The medium of television, newspapers, radio have not been sufficiently utilized to advertise the scheme.

The researcher has given separate suggestions to the government, the participating women and other related actors. The number of training programmes should not only be focused on increasing production but should also include marketing, sales techniques and different sources of training. The government should utilize mass communication media to transmit information regarding various schemes. Women who have benefited from the schemes should pass on the information to other fellow women. If the participants have businesses that depend on each other or are complementary, they should form cooperatives. This would save a lot of costs related to marketing, production, etc.

Krishnan (2003)³⁸ have carried out a research on the subject: “Women Entrepreneurs in Kerala”. The object of this study was to assess the effects of socioeconomic status of women entrepreneurship in the state, and the impact of the new economic policy on women entrepreneurs in various sectors. The objectives of the research were:

(i) To assess the women entrepreneurship among women in Kerala,

(ii) To study the status of women enterprises in the state,

- (iii) To examine the efficiency of institutional support system for entrepreneurship development among women in Kerala,
- (iv) To find out the weakness and shortcomings in the working of women enterprises,
- (v) To analyze the problems faced by women to promote and run their units and suggest possible solutions.

The main hypotheses were:

- (a) The government supported measures are not sufficient for the sustainable growth of this sector;
- (b) Lack of real entrepreneurial traits and management ability is one of the major causes of failure among women entrepreneurs;
- (c) Formal education has no significant impact on the level of managerial ability of entrepreneurs.

A sample of 30 women entrepreneurs was selected from Thiruvananthapuram, Kottayam and Thrissur districts. The researcher has concluded that though most of the social factors such as education, literacy, health standards and gender parity are not found to be detrimental to the development of women entrepreneurship, yet the level of overall economic development of women entrepreneurship is not satisfactory in the state. It is also found that the total number of units registered had increased by more than five times during a period, 85 per cent of total units in the women's sector were engaged in just six items – garments and readymade alone accounted for 55% of the total units. From 1990-91 to 1999-2000 women enterprises increased from 7,551 to 38,364.

Gangurde (2006) for her study on "A Comparative Study of Women Entrepreneurs from Business Communities like Parsi, Sindi, Bohri, Marwari Gujarathi and Non-business Community like Maharashtra's working in Pune-Pimpri- Chinchwad Municipal Corporation Areas", selected the samples of the

different women entrepreneurs in different businesses, for example construction, postal agency, saree shop, imitation jewelry, ladies Shoppe, catering, insurance agent, nursery, cooking classes etc. The researcher used snowball-sampling method for selecting the samples.

She concluded that the Marwari and Gujarati communities are known as successful business groups. The spirit of adaptability, preparedness to undertake risk, determination, hard work, helping nature, good public relations and entrepreneurial skills are the distinctive qualities of the women entrepreneurs from these communities. On the other hand the Maharashtrian women entrepreneurs are more career minded. Also the number of Maharashtrian women entrepreneurs who take up business as a career is 2.69 times more than other communities. The researcher used snow ball sampling method for selecting the samples.

Zimare's (2006)⁴⁰“Socio-Economic Study of Women Entrepreneurs in Pune District” was partly a research on women entrepreneurial determination and partly an analysis of the impact of women entrepreneurial activity on industrial development in general and also the impact of micro level family economy of the women entrepreneurial households in particular. To achieve the objectives of the study, the survey method of investigation has been used along with the questionnaire for obtaining information from women entrepreneurs. In this study the researcher used stratified random sampling method and in some cases purposive incidental sample or quota sampling method for selecting the sample. After an elaborate examination on the basis of an extensive primary and secondary data, the researcher has no doubt about the powerful impact of women entrepreneurial development on the study area. Another important factor in determining women entrepreneurial development or self-employability is the still the dominant caste structure. The women from high caste background seem to find it easy socially and economically to enter the field of self-employment through the

entrepreneurship route because few women from the study area were found belonging to socially and economically backward categories. Women entrepreneurship development in Maharashtra coincides with the small-scale industrial revolution in the country ignited after the 5th Five Year Plan. Majority of the women enterprises in the survey area are found to have been established during the period of the 1980's, because up to the 5th Plan, which was redesigned by the Janta Government, the industrial policy of India was dominated by Nehruvian model of socialistic pattern of large-scale industries.

An interesting fact, which has emerged from the study of capital investment, was that majority of women's industrial units were started with their own capital or by family support and very few of them are found to have obtained support from financial institutions. The role of financial institutions and government machinery has not been satisfactory in accelerating the women entrepreneurship development. Another important observation of the study worth mention is the dominance of the locals rather than by migrated women in the area of business activities. Local Maharashtrian women started most of the industrial units owned by women. It means it was difficult for someone to come from other part of the country and start a business activity in a locality unknown to them.

Santhas (2007)⁴¹ conducted a research on the topic "A Study of Women Entrepreneurship in Kerala: A Comparative Study with Tamil Nadu" for which 3,130 women of Tamil Nadu and 6,541 of Kerala were taken as sample using the random sampling method. The main objectives of this study were to:

- (i) Investigate the socioeconomic status of women entrepreneurship in Kerala and Tamil Nadu ;
- (ii) Identify the role and involvement of government agencies and financial institutions; and

(iii) Explore the problems faced by the women entrepreneurs. The hypothesis of the study being: ‘There is no difference in the socio-economic status of women entrepreneurs in Kerala and Tamil Nadu’. There are no variations in the roles and involvement of government agencies in the development of women entrepreneurship in Kerala and Tamil Nadu. The researcher has recommended that training camps should be started in every district; conduct meetings of women entrepreneurs to facilitate interaction among them; and give subsidized loans to women entrepreneurs.

Sowani (2007)⁴²in “A Study of Business Practices of Vaishya Communities in India”, describes the social gatherings of different communities she has attended. The researcher also examined their family culture, their community bonding and their attitude to money making and spending. She selected 200 companies as sample, which include Agarwals, Maheshwaires, Aray, Vaishyas, Chettiars, Patels, Baniyas, Sindi-Vaishyas, Jain and Punjabi Vaishyas, etc. She concluded that:

(a) An average Vaishya businessman works for 10 to 18 hours a day. Naturally the large efforts put in the business activity give high returns in terms of profit.

(b) A Vaishya businessman assumes the business risks with the intention to earn profit over the investment. With such risk bearing capacity they have a potential to maximize the returns.

(c) The research reveals that more than 60 percent of the Vaishyas live in joint families due to which they get the benefits of shared cost or joint family system.

(d) All Vaishyas included in the research had received the typical Vaishya training from the elders. Through this typical training the family traditions are passed on from one generation to the next and preserved.

(e) They get mental support through faith in risk taking.

(f) Vaishyas are extremely efficient in managing working capital.

(g) Vaishyas look upon losses as an unavoidable part of business. Moreover they interpret loss as an opportunity to learn. Therefore their risk taking capacity is very high. She also suggested that a Vaishya should:

(a) Conduct a SWOT analysis of his own personality as well as that of his/her business.

(b) Should come out with timely equitable and workable succession plans.

(c) Develop professionalism in management.

Auti (2010)⁴³ has done research on the subject: "Socio Economic Study of Women Entrepreneurship in the Development of Maharashtra with Special Reference to Pune District". The objectives of the research are to: (i) Study the social, educational, technical and economic background of women entrepreneurs; (ii) Evaluate the economic impact of the entrepreneur's development; (iii) Study the effect of globalization on women entrepreneurs and assess the difficulties faced by them in promoting their units. The hypothesis of this study is: 'Women entrepreneurs influence positively on women employment'. The formal education of the entrepreneurs helps in improving performance of women. 203 samples were selected and classified into groups like engineering, electronics, plastics, chemical, food readymade garments and printing. The author has concluded that women decide to enter into business only after their marriage. Very few women are aware about training schemes. Women run their businesses using private sources of capital; this is partly due to lack of knowledge about government schemes. Many women entrepreneurs get different facilities and subsidies from the government; hence it is important that women become aware of these schemes. The researcher suggests that entrepreneurial awareness camps need to be conducted in rural areas with a view of making rural women aware of their hidden entrepreneurial capabilities. Special training and orientation programmes for appraising officers of banks and state agencies should be planned to change

their mindset which is even now biased while dealing with women entrepreneurs. In view of the current technological boom in electronics and information technology, more women entrepreneurs in these businesses areas need to be encouraged to participate. Special courses need to be designed at college and university levels to impart entrepreneurial management education.

2.3 CONCLUSION :

The literature shows that hitherto studies had focused on the impact of factors affecting women entrepreneurship, Govt. policies and schemes, role of banks, problems faced by women entrepreneurs, challenges before rural women entrepreneurship etc. However there was a dearth of comprehensive work on the role of commercial banks in financing and promoting women entrepreneurs. Thus, there is need for more specific studies on role of commercial banks in women entrepreneurship using structured questionnaires and appropriate tools, so that the various aspects of women entrepreneurship could be understood in the larger context. This can then become the basis of designing interventions to address this problem.

CHAPTER-III

RESEARCH METHODOLOGY

3.0 Introduction

3.1 Statement Of The Problem

3.2 Significance Of The Study

3.3 Hypotheses Of The Study

3.4 Objectives Of The Study

3.5 Methodology Of Collection Of Data

3.5.1 Sample Size

3.5.2 Sampling Method

3.5.3 Collection of Data

3.5.4 Analysis

3.6 Scope Of The Study

3.7 Limitations Of The Study

3.8 Chapter Scheme

3.9 Conclusion

CHAPTER-III

RESEARCH METHODOLOGY

3.0 INTRODUCTION:

Economic development of a country is generally equated with its industrial development. It is the entrepreneur who stands at the centre of the industrial activity and assumes various roles of a country's development process. Thus, entrepreneurship has now become an important focal point in the third world countries. Any strategy aimed at economic development will be lopsided without involving the women folk who constitute half of the world population. Evidences have unequivocally established that entrepreneurial spirit is not a male prerogative. Women entrepreneurship has gained momentum as a result of foreign direct investment, technological innovations and a wide range of economic and social opportunities to women entrepreneurs. In the dynamic world, women entrepreneurs are likely to become an important part of the global quest for sustained economic development and social progress. There has been a rapid increase in the efforts to encourage women entrepreneurship in developing countries. However, in India, though women have played a key role in the society, the entrepreneurial ability of women has not been properly developed and efficiently elicited due to the lower status of women in the society.

It is only from the Fifth Five Year Plan (1974-78) onwards there was a marked shift in the approach to women issues, from women welfare to women development. Since then, Government is more concerned about the overall economic development of women. The development of women entrepreneurship has become an important aspect of our plan priorities. Several policies and programmes are implemented for the development of women entrepreneurship in India. A great care is taken by the Government, its agencies, financial institutions

to nurture women entrepreneurship. The present chapter seeks to report the methodological aspects of the study, viz. statement of the problem, scope of the study, objectives, hypotheses, sample, collection of data, tools of analysis and finally limitations.

3.1 STATEMENT OF THE PROBLEM:

Women entrepreneurship development is closely associated with national development. Since women constitute half of the total population and account for the second largest group of potential entrepreneurs in India, they also have to play a very important role in the advancement of the country. The Government of India has taken conscious efforts to substantially enhance the spirit of entrepreneurship among women from the Fifth Five Year Plan (1974-78) onwards. Since then, several development programmes have been implemented in this direction. Still, it is a major problem for the Government and promotional agencies to identify potential women entrepreneurs, their current status and problems and to decide implement and derive optimum benefit of promotional measures to achieve a sustained and speedy growth of women entrepreneurship.

Development of women entrepreneurship through Commercial Banks has made significant progress in the field of social development; its rank is relatively low with regard to the investment. Over a few years, the promotion of women entrepreneurship has become a key area of debate among academics, policy makers and support agencies. Though several studies have been conducted in India, only limited efforts have made in exploring the women entrepreneurship development through commercial banks. By and large, these researches have focused on women entrepreneurs. Considering the overall situation the researcher has come across the investigative questions such as what are the factors affecting

the women entrepreneurs? What are the problems faced by women entrepreneurs? What is role of commercial banks in women entrepreneurship development? etc.

It was a need to fill the research gap on these phenomena and to understand the strategy to be implemented for sustaining women entrepreneurs in their business. Hence the topic selected for the research project is '**Women Entrepreneurship Development: Role of Commercial Banks**'. This study is an attempt to examine Women Entrepreneurship Development through commercial banks. The study is conducted with special reference to Maharashtra State (Southern Area).

3.2 SIGNIFICANCE OF THE STUDY:

- This research project can be tremendously significant for education in general and women entrepreneurship in particular.
- The study can help the banks and financial institutions to remove barriers in entrepreneurial activities and to implement their scheme effectively.
- The study can bring out a change in the social attitude towards women entrepreneurs and motivate women to undertake entrepreneurial activities.
- The study can help in evaluating the performance of commercial banks with special reference to women entrepreneurship.
- The study will be of immense help to students, scholars, researchers, teachers, small entrepreneurs, financial institutions and policy-framers.

3.3 HYPOTHESES OF THE STUDY :

1. Women entrepreneurs play only a surrogate role in their units and have opted for small sized units only.

2. Education and family background have its own impact on the women entrepreneurial performance
3. Commercial banks have played a major role in the development of women entrepreneurship.
4. The coverage of commercial banks is inadequate and inefficient.

3.4 OBJECTIVES OF THE STUDY:

The study is aimed at the following objectives –

1. To investigate the socio-economic status of the women entrepreneurs in Maharashtra.
2. To identify the financial and promotional role played by commercial banks in the development of women entrepreneurs in Maharashtra.
3. To explore the problems faced by women entrepreneurs who have availed the assistance from commercial banks.
4. To offer conclusions and suggestions for improving the role of commercial banks in women entrepreneurship development.

3.5.1 Methodology of Collection of Data

3.5.1 Sample Size: The Universe of the study consisted of women entrepreneurs assisted by commercial banks and registered with their respective District Industries Centres (DICs). The women entrepreneurs have been selected from the data base maintained by the District Industries Centre in Southern Maharashtra (Kolhapur, Sangli, Satara, Ratnagiri and Sindhudurg selected on geographical continuity basis considering circular from Kolhapur District as main centre.). The sample size was limited by random sampling method.

3.5.2 Sampling Method: The random sampling method has been used for the selection of Women Entrepreneurs. The total number of women entrepreneurs selected from each district are given in the following table.

Table 2.1
Selection of Sample

Sr.	District	Total No. of W.E.	W. E. selected	
			No.	%
1	Kolhapur			
2	Sangli			
3	Satara			
4	Ratnagiri			
5	Sindhudurg			
	Total			

* Source – Published data by DIC

* W.E. – Women entrepreneurs

3.5.3 Collection of Data - The data required for the study were collected from both primary and secondary sources. The primary data were collected from the respondents based on structured interview schedule (given in Annexure). The secondary data were collected from reports, books, periodicals and the Internet.. The schedule for women entrepreneurs was prepared in English but administered in Marathi, which was easily understood by all the respondents. The discussion with experts and scholars has been supplemented as and when needed.

3.5.4 Analysis of Data : The data collected from women entrepreneurs through questionnaires have been classified, tabulated, analysed and interpreted as per the requirement of the study. The simple statistical tools like

percentages, averages, weight points, ratios were used for this. Use of computers is made for this.

3.6 SCOPE OF THE STUDY

The study of women entrepreneurship has always been a topic of wider interest and varied facets. The present study has been undertaken to study the role played by commercial banks in developing women entrepreneurship. More specifically, the study attempts to assess the socio-economic status of women entrepreneurs, the role and involvement of commercial banks in the development of women entrepreneurship and also the problems of women entrepreneurs. The assessment has been made by considering the perception of sample women entrepreneurs in southern part of Maharashtra. However, the focus of the study is the women entrepreneurs registered with District Industries Centre.

The study covers a period as on Aug. 2011. It is the period that several major schemes were introduced by the Ministry of Rural Development to bring women to the mainstream of national development. Further, the year 2001 was declared as “Women’s Empowerment Year” during which the National Policy for the empowerment of women was revolved to bring about the advancement, development and empowerment of women, which included enhancement of women’s access to credit, expansion of training programmes in various sectors, etc. The survey (for collecting primary data) was conducted during the period from Aug.2011 to ----)

3.7 LIMITATIONS OF THE STUDY :

The present research project has following limitations:

- The present research project is mainly dependent on primary data which requires co-operation from respondents. But the co-operation from a few respondents did not come up to the expectations.
- The universe of the study covers all women entrepreneurs recorded with DICs as on ----- and from Southern part of Maharashtra state only.
- As one of the objectives of the study is to investigate the socio-economic status of women entrepreneurs, a period of minimum five years would be required to assess the socio-economic status of women entrepreneurs.
- The study covers the role of commercial banks only in the development of women entrepreneurs.
- Since the Government machinery does not maintain relevant records of women entrepreneurs, the study assumes that the data supplied by the respondents are reliable and correct.

In spite of the above limitations, utmost care has been taken to make the research project accurate and meaningful.

3.8 CHAPTER SCHEME:

The Chapter scheme adopted for the present research project is shown below:

- I. Introduction
- II. Review of Literature
- III. Research Methodology
- IV. Theoretical Framework
- V. Profile of Maharashtra State
- VI. Analysis and Interpretation of Data
- VII. Conclusion and Suggestions

2.9 CONCLUSION:

Thus the present research project has been conducted taking into consideration as one of the significant subjects related to women entrepreneurs. The research methodology adopted for this purpose has been explained in this section. In the next chapter, different concepts related to the theme have been reviewed.

CHAPTER-IV

RESOURCES FOR ENTREPRENEURSHIP DEVELOPMENT IN MAHARASHTRA STATE

4.0 Introduction

4.1 Profile Of Maharashtra State

- 4.1.1 Location
- 4.1.2 Geopolitical Status
- 4.1.3 Climate And Rainfall
- 4.1.4 Rivers
- 4.1.5 Lakes Of Maharashtra
- 4.1.6 Forests
- 4.1.7 Demographics
- 4.1.8 Languages
- 4.1.9 Cultural Features Of Maharashtra

4.2 Economy of Maharashtra

4.3 Agriculture In Maharashtra

4.4 Industrial Sector Of Maharashtra

4.5 Infrastructure For Entrepreneurship Development:

4.5.1 Transport

4.5.2ports

4.5.3 Power

4.5.4 Telecom:

4.5.5 Post Office

4.5.6 Education Sector

4.5.7 Health Infrastructure

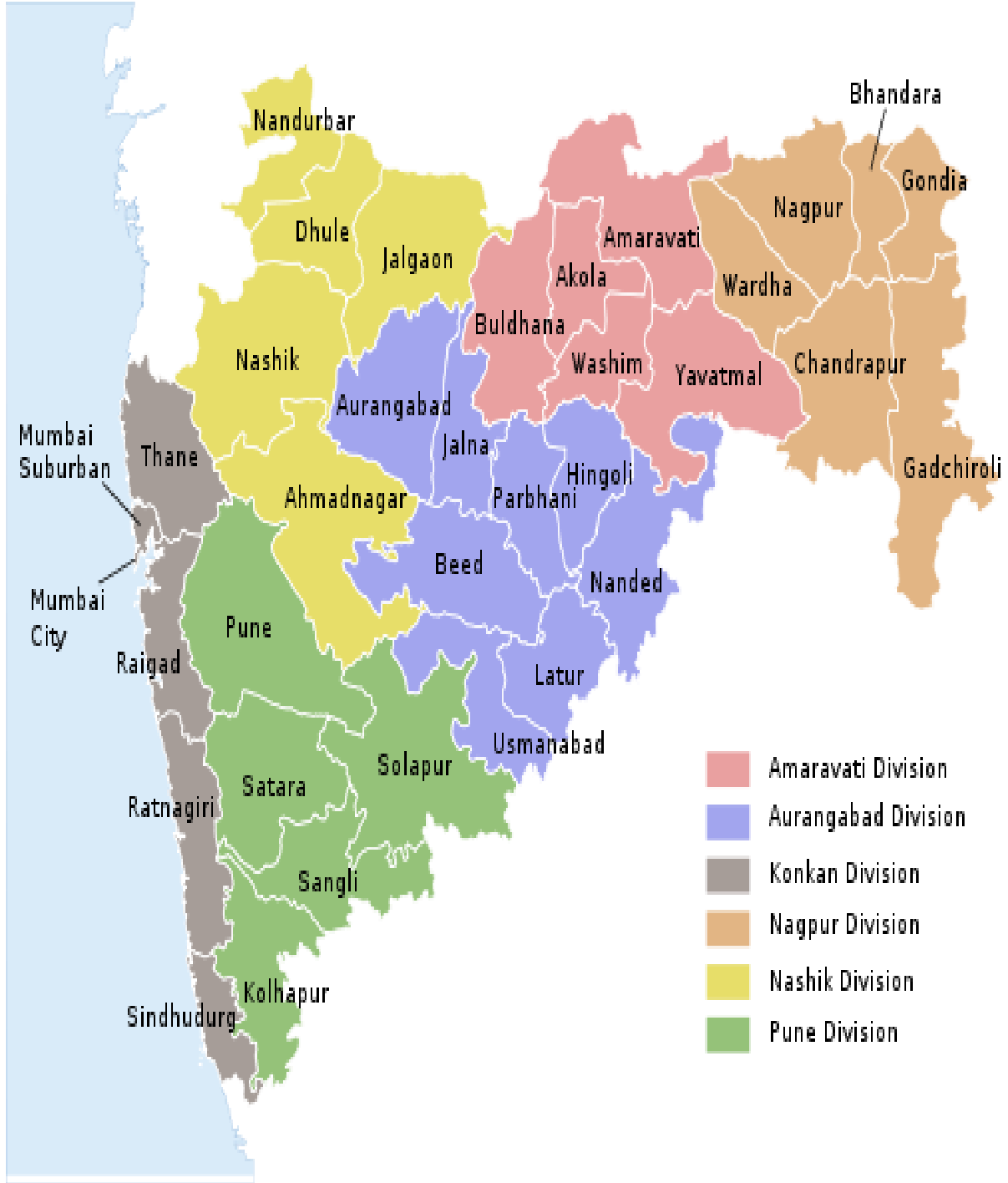
4.6 Institutional Infrastructure For Industrial Development In Maharashtra

4.7 Conclusion

Map No. 4.1 Location of Maharashtra in India



Map No. 4.2 Division of Maharashtra



Maharashtra State at a Glance

Coordinates (Mumbai): [18°58'N72°49'E](#)[18.96°N 72.82°E](#)

Country	 India
Established	1 May 1960 (Maharashtra Day)
Capital	Mumbai
Largest city	Mumbai by population, Pune by area
Districts	35 total
Government	
- Body	Government of India, Government of Maharashtra
- Governor	K. Sankaranarayanan
- Chief Minister	Prithviraj Chavan
- Parliamentary constituency	48
- High Court	Bombay High Court
Area	
- Total	307,713 km ² (118,808.7 sq mi)
Area rank	3 rd
Population (2011)	
- Total	112,372,972
- Rank	2 nd
- Density	365.2/km ² (945.8/sq mi)
Time zone	IST (UTC+05:30)
ISO 3166 code	IN-MH
HDI	▲ 0.689 (medium)
HDI rank	12th (2005)
Literacy	82.9% (6th)
Official languages	Marathi
Website	maharashtra.gov.in

CHAPTER-IV

RESOURCES FOR ENTREPRENEURSHIP DEVELOPMENT IN MAHARASHTRA STATE

4.0 INTRODUCTION

Industrial sector plays a pivotal role in the economic development of the state. The share of the manufacturing sector in the gross domestic product (GDP) census 2004-05 of the state is about 18%. The focus of the state has consistently been on developing a strong industrial sector, as it did not depend on agriculture alone for its development.¹¹ Maharashtra is the first state in India to formulate a women policy in the year 1994.

Maharashtra formulated the Women Policy: 1994. It was revised in 2001. Object of this policy is to bring about the development and empowerment of women. Some of these are;

1. Formulation of programmes relating to agriculture and rural development.
2. Planning with the perspective of general budgeting in government and semi government and all organizations funded by the government.
3. Providing sufficient funds for women empowerment.
4. Economic development through self-help groups.

The present chapter deals with the various resources available in Maharashtra state for women entrepreneurship development.

4.1 PROFILE OF MAHARASHTRA STATE

The word MAHARASHTRA is the combination of two separate words from Sanskrit, Maha denoting the bigger or great and Rashtra meaning nation, thus

making Maharashtra a Big Nation. Geographically Maharashtra is the third largest state of India owing 9.84 % of the India's total geographical area, with total geographical area of 3, 07713 km². It is one of the most developed and rich state of India.

4.1.1 Location

Surrounded by the Arabian Sea in west, Gujarat and Union Territory Dadra and Nagar Haveli in the northwest, northeast by Madhya Pradesh, Chattisgarh in the east, Karnataka in the south , Andhra Pradesh in southeast and Goa in the southwest. The capital of the state is Mumbai which is also known as the financial and commercial city of India. The official language of Maharashtra is Marathi. Maharashtra can also be considered as one of the strictest Hindu state where almost more than 80% of the Marathi population is Hindus. Marath is generally adore all Indian Gods but one can find the followers of Lord Ganesha in huge number. Apart from this Marathi also worship Lord Krishna in the form of Vithal Bhagwan. Besides this followers of various Bhakti saints namely Deshastha Brahmin, Savata Mali, Saint Tukaram, Saint Namdev can also be found here.

The total number of districts in Maharashtra is 35. Each district is headed by a Deputy Commissioner who is over all in-charge of the administration in that particular district. Being the supreme administrative authority the Deputy Commissioner has to perform multi disciplinary responsibilities as Deputy Commissioner, District Magistrate and the Collector. As a Deputy Commissioner he is the executive head of the district with multifarious responsibilities. As the District Magistrate he is responsible for maintaining the law and order situation in the district. As the Collector he is the Chief Revenue Officer of the district, responsible for revenue collection and recovery. The Police administration in the district is under the control of Superintendent of Police (SP). To decentralize the

authority in administrative set up a district is divided into one or more subdivisions, further divided into tehsils and blocks.

4.1.2 Geopolitical Status

Maharashtra is a state prosperous land due to its fertile land and good irrigation sources. It is the land which is the third largest state (in area) in country India after Rajasthan and Madhya Pradesh, situated in the north centre of Indian peninsula. It covers an area of 308,000 km² and is bordered by the states of Madhya Pradesh to the north, Chhattisgarh to the east, Andhra Pradesh to the southeast, Karnataka to the south and Goa to the southwest. In northwest, the state of Gujarat lies, with the Union territory of Dadra and Nagar Haveli in between the borders. The western coastal areas of Maharashtra shaded by the Arabian Sea. Maharashtra consists of two major relief divisions. The plateau is a part of the Deccan tableland and the Konkan coastal strip abutting on the Arabian Sea. The state of Maharashtra forms a huge irregular triangle with its base on the west coast of India, overlooking the Arabian Sea. The coastal strip, about 720 km long and not more than 80 km wide, is the Konkan dotted with paddy fields and coconut gardens. The Sahyadris or the Western Ghats running almost parallel to the sea coast flank the Konkan on its east. To the east of the Sahyadris stretches a vast plateau forming the apex of the triangle. The major parts of Maharashtra is underlined by rocks of volcanic origin the lavas. These lava beds are a distinctive feature of landscape in Maharashtra and many of them present as black and massive girdles a spectacular display on the scarp face of the Sahyadri. Geographically, historically and according to political sentiments Maharashtra has five main regions: Vidarbha or Berar (Nagpur and Amravati divisions), Marathwada (Aurangabad Division), Kandesh and Northern Maharashtra (Nashik Division), Desh or Western Maharashtra (Pune division), and Konkan (Konkan Division). Maharashtra has a long standing dispute with Karnataka on the

sovereignty of the Belgaum district in northwest Karnataka. When India's states were drawn on linguistic grounds, Belgaum was merged into Karnataka, despite having a large Marathi-speaking population. Recently, the Maharashtra government took the matter to the Supreme Court. The verdict is still pending. Nonetheless, Maharashtra considers Belgaum to be a part of the state and recognizes its residents as its own. Historically having been ruled by the emperors of the ancient kingdom of Karnataka, the present Maharashtra also has a major Kannada-speaking population-group in its southern districts, as well as in the major cities of Mumbai and Pune.

4.1.3 Climate and Rainfall:

Maharashtra experiences a tropical monsoon type of climate. The most important factor which influences the climate is the towering presence of the Western Ghats which block the monsoon bearing winds coming from the Arabian Sea and cause rainfall. The onset of the monsoons in the early June gives relief to the scorching summers from the month of March.

The climatic conditions become cold from October end. The rainfall plays a very important role in the lives of the people who are involved in agriculture. Most of the rainfall is received by the Konkan and Sahyadrian parts of Maharashtra. In some years the frequency of the rainfall varies along with harsh climatic conditions in summer months, which add to the woe of the peasants.

The annual rainfall of the state can vary from 400 – 6000 mm and occurs for 3 – 4 months in a year. The months of March, April and May, experience very high temperatures which are often accompanied by thunderstorms. Maximum amount of rainfall occurs in the month of July, while the transition towards the colder climatic conditions occurs in the month of October. Winter touches the state in the month of November and persists till February. The weather is generally pleasant with clear skies and cool gentle wind. The average annual temperature of

Maharashtra remains 25 – 27 degree centigrade in most regions. The total annual rainfall varies in different regions and so does the temperature. In the summer months the climatic conditions become very unpleasant with shortage of even drinking water.

4.1.4 Rivers:

Out of the five major rivers in India, one flows through the state of Maharashtra. It is the Godavari River. The other four major rivers of India are the Ganga, the Yamuna, the Narmada, and the Saraswati Rivers. River Narmada also flows through the state but is not one the major rivers of the state. These rivers form river basins in the regions towards which they drain. The rivers of maharashtra are: Godavari: the river is considered to be a holy river and is taken to be place of pilgrimage. The river travels a distance of 1450 km, originating in Trimbakeshwar in Nashik, flowing through the states of Central India. It is also called the Dakshina Ganga. Etymologically the term Godavari means the best givers of water or the best of the rivers giving cows. Traditionally, the tributaries are named after the seven rishis of Hindu mythology before it falls into the ocean. The river rises at an altitude of 1067 m and extends for over 9.5% of the total geographical area of India. The river basin has an average annual water surface potential of 110.5 cubic km. The main tributaries of the river are:

1. Indravati River
2. Wardha – Wainganga Rivers
3. Manjira River
4. KInnerasani River
5. Pranahita River
6. Parvara River
7. Purna River
8. Penganga River

9. Kolab River

10. Sabari and Sileru Rivers

The most important tourist places near the river are: Trimbakeshwar, Nasik, Nanded, Bhadrachalam and Pattiseema. Asia's largest Lift irrigation project, the Vishnupuri Prakalp has been constructed on the river at a distance of 5km from the city of Nanded.

Krishna River:the river is one of the longest rivers in the country. The origin of this river is at Mahabaleshwar in Maharashtra. The length of the river is 1300 km and it flows through the city of Sangli. It flows through the states of Maharashtra, Karnataka and Andhra Pradesh. The mythology connected with the river is that the source of the river is a fountain rising from the mouth of the statue of a cow. The statue is in a temple of Lord Shiva in the city of Mahabaleshwar. The tributaries Venna and Koyana are said to be Siva and Brahma themselves. The tributaries of the Krishna River are Ghataprabha, the Malaprabha, the Bhima, the Tungabhadra, the Musi, Koyna Rivers. The river basin of the Krishna stretches for an area of 258, 948 square km. the river has an average annual surface water potential of 78.1 cubic km and covers 8% of the total geographical area of India.

Tapi River: covering a total geographical area of 2%, and a river basin which extends to an area of 65,145 square km, the Tapi River originates from the Multai region in Madhya Pradesh. It flows into the Arabian Sea and its main tributaries are: Purna, the Girna, the Panjhra, the Vaghur, the Bori and the Aner. The Average annual surface water potential is 18 cubic km

4.1.5 Lakes of Maharashtra :

Maharashtra has a number of lakes. Out of all the cities which are famous for the lakes, Thane stands out. The city has been named the 'city of lakes' having a reservoir of 30 lakes. The important lakes which are situated in the state are the following:

The Talao Pali Lake, also known as the Masunda Talao, is the most beautiful lake of the state and the most crowded one too. There are facilities of boating provided in the lake.

The Upvan Lake which is located in Thane is the second most important lakes of the city. The lake belongs to a pollution free zone.

The Rankala Lake in Kolhapur, is considered to be the oldest of all the lakes in Maharashtra. In Hindu mythology, it is believed that there is a golden temple submerged under the temple of Rankabhairav which lies at the centre of the lake. The Ramkund Lake is situated in Nashik. There is a mythological belief that during their exile, Lord Rama and Shiva took bath in this lake. Other than these the other lakes in the state are as follows: the Ambazari Lake, the Koyna Reservoir, Lonar Lake, Pashan Lake, Tansa Lake, Venna Lake and the Vihar and Powai Lake.

4.1.6 Forests:

As per the India State of Forest Report, 2009, the recorded forest area of the State is 61,939 km². Reserved Forests constitute 79.47 %, Protected Forests 13.23 % and Unclassed Forests 7.30 % of the total forest area. About one fifth of the State's geographical area is under recorded forests. Forest Cover of Maharashtra State: The Forest cover in the State, based on interpretation of satellite data of October-December 2006, is 50,650 km², which is 16.46 % of the State's geographic area. The State has 8,739 km² very dense forest, 20,834 km² moderately dense forest and 21,077 km² open forest. The forest cover of the State is shown in following figure: (ref: India State of Forest Report, 2009, Forest Survey of India, Dehradun)

Part One = Nawegaon National Park

Part Two = Pench National Park

Part Three = Tadoba National Park

Part Four = Melghat Tiger Reserve

Part Five = Nagzira Wildlife Sanctuary

Part Six = Radhanagari Bison Wildlife Sanctuary

Part Seven = Tansa Wildlife Sanctuary

Part Eight = Yawal Wildlife Sanctuary

4.1.7 Demographics :

Maharashtra the second largest State in the country in terms of population with about 9.29 percent of total country's population. As of census 2011 Maharashtra has a total population of 11,23,72,972. An increase of 1,54,94,345 during the decade 2001-11. In 2001 census, this was 9,68,78,627. The growth rate of population during last decade 2001-11 is 15.99% in the State is 1.65% less than the same at county level which is 17.64%. Overall analysis of Population in Maharashtra 2011 census.

Table No. 4.1 – Demographics of Maharashtra State

Maharashtra	2001	2011	Growth
Population	96878627	112372972	15.99%
Male	50400596	58361397	15.80%
Female	46478031	54011575	16.21%
Density	315	365	15.87%
Literacy Rate	76.5	82.9	6.40%
Sex Ratio (Female/1000 Male)	922	925	0.33%
Child Sex Ratio (Girls/1000 Boys)	913	833	-8.76%
Children between 0-6 years	13671126	12848375	-6.02%

4.1.8 LANGUAGES:

Marathi is the Official language of Maharashtra. According to 2001 census, it is Mother tongue of 68.89 % of the population. Other languages which are Mother tongue by more than one percent of the people are as follows;

Table No. 4. – Language Percentage in Maharashtra

Language	%
Marathi	68.89
Hindi	11.04
Urdu	8.81
Kannada	2.50
Gujarati	2.39
Tamil	1.31
Telugu	1.04

4.1.9 CULTURAL FEATURES OF MAHARASHTRA:

The culture of Maharashtra is an amalgamation of festivals, dances, music, art and crafts, foods and costumes. The people of Maharashtra referred as Maharashtrians who are vibrant, down to earth people for whom life itself is a celebration. Marathi is the language of the people. All festivals in Maharashtra are celebrated with abundant fervor and enthusiasm. During festival seasons it would be a great time to absorb Maharashtrian culture, with all its colourful costumes, cuisines, rituals and traditions. The song, music and dance that accompany almost every festive occasion, add joy and excitement to the lives of the people from every walk of life. These festivals attract world-renowned artistes - musicians, dancers, painters, sculptors, weavers - who come together to pay tribute to Maharashtra's rich culture and legacy. The land of Maharashtra holds a glorious past in terms of their history and culture due to its Great Maratha Empire which

has a charismatic influence over the people. The founder of empire, Shivaji Maharaja is considered as one of the best nation's patriotic hero across the country. In terms of people, the 80% of the population are from Hindu religion and rest included Muslims, Jains, Christians and Parsi. The region has also a rich heritage of architectural monuments which have an important historic significance. The state is blessed with enrich and diversified cultural heritages. Some of the religious destinations in Maharashtra are Pandharpur, Ashtavinayak (eight temple sites of Lord Ganesha), Bhimashankar, Kolhapur, Tuljapur and Nashik. There are also many dargahs and churches in Maharashtra. Whether what the religions are, people celebrate each and every occasion with equal zeal and festivity. Important festivals of Maharashtra are Diwali, Ganesh Chaturthi, Gudhi Padwa, Dasara, Nag Panchami, Gokul Ashtmi, Narali Pournima, Pola, Makar Sankranti, Banganga Festival and Holi etc. The Muslim communities celebrate the festivals like Eid and Moharram. Many other cultural festivals are also organized by state government to promote the tourism opportunities in the region with flair to increase the knowledge of cultural heritage in local people also. Pune Festival, Ellora Festival and Elephanta Caves Festival are the regional festivals that are celebrated in Pune, Aurangabad and Mumbai respectively. Maharashtra's culture is incomplete without the mention of Cuisines and Folk dances. These are the integral representatives of the state which makes the state incomparable than others.

4.2 ECONOMY OF MAHARASHTRA:

Maharashtra the commercial state of India is located in the western part of the country. The state occupies the second position both in terms of population as well geographical area after Uttar Pradesh and Rajasthan respectively. The population of the state on the basis of the last census (2001) is around 10 crore

which is 9.4% of the India's population. It is assumed that most of the population resides in the cities. According to the study 42% of the total population in the state lives in the urban areas where as at National level this around 28%. As the result of urbanization the state has emerged as the commercial state of the country. Mumbai earlier known as Bombay is the capital of state and financial capital of India has played an important role in the economic development of the state. Today the head offices of all major financial institutions of India viz., banks, insurance companies and mutual funds are situated in Mumbai. The head office of the biggest financial institute of Indian Economy the Reserve Bank of India is also located at Mumbai Apart from this the Mumbai Stock Exchange is the first and one of the oldest Stock Exchange of Asia. Besides this the Mumbai Film Industry also known as Bollywood is the second largest Film Industry of the world producing huge number of movies every year, next after Hollywood. The Indian movies are watched and appreciated by all the viewers throughout the world. The economy of the state is showing slide recovery from the effect of global recession happened during last couple of years. According to an advance estimates (based on 2004-05 as the base year) calculated by the Central Statistical Organization (CSO) predicts that the state GDP is expected to show an increase of 7.2% during the financial year 2009-2010 as against 6.7% during the last fiscal year 2008-09. It is also expected that the agriculture and allied sectors are expected to grow by 1.8 percent during 2009-10. The Industry sector will also overcome itself from the impact of recession will grow at the moderate rate of 7.0%. The Service sector is expected to grow at the constant speed of 10.4% during the year.

Maharashtra's gross state domestic product for 2011 is estimated at ₹901,330 crore (US\$201 billion) in current prices. Maharashtra is third-most urbanised state with urban population of 45% of whole population. Mumbai, the capital of Maharashtra houses the headquarters of almost all major banks, financial

institutions, insurance companies and mutual funds. Within Mumbai is located Bollywood, the centre of India's Hindi film and television industry. Skyline view from Nariman Point, in Mumbai, is a prime financial district in Maharashtra. India's largest stock exchange Bombay Stock Exchange, oldest in Asia, is located in the city. After successes in the information technology in the neighboring states, Maharashtra has set up software parks in Pune, Mumbai, Navi Mumbai, Nagpur and Nasik, Now Maharashtra is the second largest exporter of software with annual exports of ₹18 000 cr and accounts for more than 30 per cent of the country's software exports, with over 1,200 software units based in the state. Maharashtra ranks first nationwide in coal-based thermal electricity as well as nuclear electricity generation with national market shares of over 13% and 17% respectively. Maharashtra is also introducing Jatropha cultivation and has started a project for the identification of suitable sites for Jatropha plantations. Ralegaon Siddhi is a village in Ahmednagar District that is considered a model of environmental conservation. Over 41% of the *S&P CNX 500* conglomerates have corporate offices in Maharashtra.

Table No. 4.2 – GDP of Maharashtra

Year	Gross Domestic Product (millions of INR)
1980	₹166,310
1985	₹296,160
1990	₹644,330
1995	₹1,578,180
2000	₹2,386,720
2005	₹3,759,150
2011	₹9,013,300

4.3 AGRICULTURE IN MAHARASHTRA:

Although Maharashtra is a highly industrialized state of India, agriculture continues to be the main occupation of the state. Principal crops include rice, jowar, bajra, wheat, pulses, turmeric, onions, cotton, sugarcane and several oil seeds including groundnut, sunflower and soyabean. The state has huge areas, under fruit cultivation of which mangoes, bananas, grapes, and oranges are the main ones. Irrigation facilities are being extended so that agriculture could be made less dependent upon rain water. The net irrigated area totals 33,500 square kilometres.

table:

Agriculture and allied activities sector has been the backbone of the Indian economy, especially the rural economy which is largely driven by this sector. During first three years of XIFYP, the annual average growth of 'Agriculture and allied activities' sector was 4.1 per cent, which contributes to about 10 per cent in the GSDP. The accelerated growth rate in this sector will not only push the growth in the overall GSDP, but will also bring around 50 per cent of the population under the 'growth umbrella' that will make the growth more inclusive.

The key issue of this sector in the State is low productivity in food grains as compared to national and interstate productivity. During 2009-10, the average yield per ha. for food grains of State was 1,074 kg., which was far below national average of 1,798 kg. Limited availability of agricultural land, quality of land and rain fed agriculture has restricted the scope for increase in agricultural production, but areas like horticulture, floriculture, food processing etc. are emerging as areas of high potential growth. Equally important is the production of poultry, meat and fish, the consumption of which has been increasing.

4.3.1 Foodgrains - Production and Requirement:

As per the estimates based on 66th round (July, 2009 to June, 2010) of National Sample Survey, cereals such as rice, wheat, jowar and bajra constitute more than 90 per cent of foodgrains consumption of the people in the State. In view of the present population of the State, the annual requirement of these four cereals is 132.88 lakh MT. The total production of all cereals during 2009-10 was about 102.15 lakh MT. Thus, there is deficiency of about 30.73 lakh MT in the production of cereals. However, in case of pulses the total requirement is of 15.00 lakh MT, whereas, actual production is about 23.70 lakh MT. Thus, there is a surplus production of pulses by 8.70 lakh MT.

4.3.2 National Food Security Mission:

National Development Council launched a National Food Security Mission with the aim to increase production of rice, wheat and pulses through area expansion, productivity enhancement and restoring soil fertility. This scheme also aims at generation of employment and thereby improving the standard of living of farmers. Under this mission, six districts for rice, eight districts for wheat and 18 districts for pulses have been selected from the State. During 2009-10, an expenditure of ` 24.17 crore for rice, `19.38 crore for wheat and ` 64.67 crore for pulses has been incurred by the State, as against expenditure of `11.57 crore for rice, `16.94 crore for wheat and 39.64 crore for pulses incurred during 2008-09.

4.10 MONSOON 2010:

The agriculture sector in the State largely depends on monsoon. The percentage of net area irrigated to net sown area is 44.2 per cent at National level, whereas it is 19.0 per cent at the State level for 2007-08. The years 2008-09 & 2009-10 experienced drought-prone situation in some parts of the State, whereas during current year the excess and untimely rains in some parts of the State affected the crop production adversely.

The usual date of onset of monsoon in the State is 7th June, however during this year monsoon arrived in southern part of the State (Sindhudurg, Ratnagiri & Kolhapur districts) on 10th June. Thereafter, the monsoon advanced in the remaining parts of the State and covered the entire State on 16th June. However, during June its intensity was low in some parts of Marathwada and Vidarbha region. A dry spell of about two weeks from second week of July was observed in some parts of Western Maharashtra. The State received satisfactory rainfall during July, August and September, however, unseasonal rainfall was received during the month of November.

During June, July, August, September and October the state received 98.3 per cent, 129.7 per cent, 122.7 percent, 115.3 per cent and 114.8 per cent rainfall respectively against normal rainfall. The total rainfall in the State during 2010 was 121.2 per cent of the normal rainfall. Compared to two last years, the overall monsoon during 2010 was much better. Out of 355 talukas in the State, 55 per cent talukas received excess, 41 per cent talukas received normal and only four per cent (15 talukas) received deficient rainfall. Out of 15 talukas receiving deficient rainfall, five were from Nashik District, two from Nandurbar District and one each from Sindhudurg, Dhule, Jalgaon, Pune, Kolhapur, Nanded, Amaravati & Yavatmal districts.

4.10.1 Agricultural Production Prospects 2010-11:

The prospects of agricultural production in 2010-11 are considered reasonably bright due to more than normal rainfall in the State. During the current year, the production of foodgrains is expected to register a growth of 22.9 per cent with production of 154.63 lakh MT as against 125.85 lakh MT during 2009-10. The estimates of foodgrains and oilseeds production are given in Table 7.2. The

main reason for the expected growth in crop production is the increase in production of *Kharif* Crops.

1.Kharif Crops:

During *Kharif* season of 2010-11, the sowing was completed on 150.04 lakh ha., which was 7.4 per cent more than the previous year. The area under *Kharif* cereals was almost same as that in the previous year. The area under pulses was increased by 32.5 per cent, whereas, under oilseeds it decreased by 12.5 per cent. The area under cotton and sugarcane was more by 17.1 percent and 27.5 per cent respectively. Overall the total area under *kharif* foodgrains increased by about 10.5 per cent resulting in increase in production of foodgrains by about 32.7 per cent. The production of cereals and pulses is expected to increase by 27.4 per cent and 58.0 percent respectively. The production of total oilseeds, cotton and sugarcane is also expected to increase by about 80.2 per cent, 74.9 per cent and 23.7 per cent respectively.

2.Rabi Crops:

The area under *rabi* crops is expected to decrease by 3.5 per cent than that during 2009-10. However, the production of cereals, pulses and oilseeds are expected to increase by 9 percent, 17.1 per cent and 10.9 per cent respectively.

3.Summer Crops:

During 2010-11, the area under cereals and oilseeds is expected to increase by 15 per cent and 41.5 per cent respectively over the previous year.

4.10.2 Impact of Excess Rains:

Excess rains during June-September, 2010 and untimely rains during October-November, 2010 in some parts of the State damaged various agricultural and horticultural crops on 11.46 lakh ha. area. The major affected agricultural/horticultural crops were Paddy (4.25 lakh ha.), Onion (1.75 lakh ha.),

Grapes (0.60 lakh ha.) etc. The State Government has taken an initiative to provide assistance to the farmers affected due to this natural calamity. The Government has declared a relief package to assist the farmers, whose 50 per cent or more crops/fruit crops are affected due to excess rains during June to September, 2010 and untimely rains during October & November, 2010.

4.11 IRRIGATION:

The gross and net irrigated area in the State during 2008-09 was 39.70 lakh ha. and 32.55 lakh ha. respectively. The percentage of gross irrigated area to gross cropped area was 17.7 in 2008-09. Out of the net irrigated area, the area irrigated under wells was 21.15 lakh ha. (65 percent).

4.11.1 Irrigation Projects:

The State Government has undertaken various major, medium and minor irrigation projects to create maximum irrigation potential. However, there is a wide gap between potential created and utilized in major, medium and minor projects. The total irrigation potential utilized in the State during 2009-10 was 30.5 lakh ha., of which, 17.71 lakh ha. was from major irrigation projects, 3.67 lakh ha. was from medium irrigation projects and remaining 9.12 lakh ha. was from minor irrigation projects (State sector and Local sector).

4.11.2 Reforms in Irrigation Sector:

The State Government has initiated few reforms in irrigation sector, which include declaration of water policy, enactment of Water Resources Regulatory Authority, Management of Irrigation System by Farmers and Water Users Associations (WUA). About 4,236 WUA covering command area of 16.47 lakh ha. are under various stages of formation.

4.11.3 Reservoir Storage Status:

The total live storage as on 15th October, 2010 in the major, medium and minor irrigation (State sector) reservoirs in the State taken together was 31,950

Million Cubic Meters (MCM), which was about 88 per cent of the storage capacity, as against 80 per cent in 2008 and 66 per cent in 2009.

4.11.4 Sprinkler and Drip Irrigation:

Sprinkler and drip irrigation systems economise use of water for irrigation, which in turn enables to bring 25 to 40 per cent additional area under irrigation. Moreover, it reduces the soil erosion, facilitates tilling operations, increases efficiency of fertilizers, reduces the damages through pests and consequently, enhances the crop production by 12 to 31 per cent depending upon the crop. The State Government encourages cultivators to adopt these irrigation systems by giving them 50 per cent subsidy for purchase of sprinkler and drip irrigation equipments. Upto the end of March, 2010, the total area brought under sprinkler and drip irrigation in the State was 2.71 lakh ha. and 5.41 lakh ha. respectively.

4.11.5 Horticulture and Medicinal Plants:

The National Horticulture Mission (NHM) has been launched by the GoI in 2005-06 with the main objective of doubling the area under horticulture by March, 2012. The scheme was 100 per cent centrally sponsored during X FYP. However, in the XI FYP, it is 85 per cent centrally assisted with 15 per cent share of the State Government. Maharashtra State Horticulture & Medicinal Plants Board (MSHMPB) was established in 2005 to implement the scheme of National Horticulture Mission and National Medicinal Plants Board (NMPB). The MSHMPB received grants of ` 739.78 crore under NHM and ` 4.54 crore for NMPB during 2010-11 (upto December, 2010). The expenditure incurred was 674.96 crore and ` 4.36 crore under NHM and NMPB respectively by the end of October, 2010.

4.11.6. The achievements under NHM since inception include establishment of 88 new nurseries, plantation of fruits, flowers, spices etc. on 2.20 lakh ha.,

rejuvenation of old fruit crop plantation on about 0.85 lakh ha., construction of 4,203 community tanks, organic farming on 0.15 lakh ha., 1,573 pack houses and infrastructure for post harvest management, etc. Under the schemes of National Mission on Medicinal Plant, the plantation is completed on 703 ha. and the benefits are given to 1,068 beneficiaries.

4.11.7. The area under various fruit crops during 2009-10 was estimated to be 15.22 lakh ha., of which, the area under major fruit crops was mango 4.74 lakh ha., orange 1.38 lakh ha., sweet orange 1.08 lakh ha., banana 0.85 lakh ha., grapes 0.82 lakh ha., pomegranate 0.81 lakh ha. etc.

4.12 LAND UTILISATION:

As per the land utilisation statistics for 2008-09, out of the total 307.6 lakh ha. geographical area of the State, the net area sown was 174.2 lakh ha. (56.6 per cent). During 2004-05 to 2008-09 land put to non-agricultural uses increased by 2.9 per cent.

4.12.1 Distribution of Improved Seeds:

Certified and quality seeds of various crops will improve agriculture production. Maharashtra State Seed Corporation (MSSC) and National Seed Corporation (NSC) are the major Public Sector Organizations in production and distribution of quality seeds. Nearly 265 private seed producers also sell their seeds of field and vegetable crops. The Government of India has fixed seed replacement targets of 33 per cent for self pollinated crops (like paddy, wheat, tur, moong, etc.), 50 per cent for cross pollinated crops (like maize, jowar, bajra, sunflower, etc.) and 100 per cent for hybrid crops (like hybrid jowar, bajra, cotton, paddy, etc.). Under the National Food Security mission the State has achieved the Seed Replacement Rate

(SRR) in almost all crops except tur, groundnut, *rabi* jowar, gram & safflower and efforts are being made to achieve the desired targets of SRR in above crops.

4.12.2 Use of Chemical Fertilizers and Pesticides:

The anticipated consumption of chemical fertilizers for the year 2010-11 is 71.58 lakh MT, as against 60.93 lakh MT in 2009-10. Per hectare consumption of chemical fertilizers in the State during 2010-11 is expected to be 170.7 kg, which was 153.4 kg in the previous year. During 2009-10, the distribution of fertilizers was effected through 36,024 fertilizer distribution outlets, of which, 88.1 per cent were in private sector, 11.3 per cent were in Co-operative sector, and 0.6 per cent in public sector.

The pesticide consumption in the State has gone up from 3,637 MT in 2008-09 to 4,639 MT in 2009-10. For the year 2010-11, the pesticide consumption is estimated at 4,315 MT. The increase in consumption of pesticide is basically due to increased use of fungicides by 26 per cent and weedicides by 40 per cent. The intermittent rains have resulted into the spread of diseases and faster growth of weeds. The declining availability of farm labours has resulted in increased use of weedicides and of systemic insecticides. In order to control the sucking pest complex on crops like cotton & vegetables and lepidopterous pest attack on soyabean crop the consumption of pesticides has increased by 25 per cent.

4.12.3 Soil and Water Conservation:

The soil and water conservation programmes are taken up on a large scale to increase the productivity of dry land farming and prevention of deterioration of soil. Under these programmes, upto September, 2010, 20,263 villages are selected, of which, in 14,955 villages the works of 26,897 watersheds are undertaken. The

expenditure incurred during 2009-10 and 2010-11 (upto September, 2010) was ` 529 crore and ` 179 crore respectively.

4.13 AGRICULTURAL MARKETING:

To get better price for the produce of farmers, to avoid their exploitation from agents and to provide the agricultural produce to the consumers at reasonable price the Government is supporting farmers in many ways. The Maharashtra State Agricultural Marketing Board (MSAMB) is mainly entrusted with activities such as keeping necessary coordination in working of market committees, development & promotional activities of Agriculture Produce Marketing Committee (APMC), establishment of agro-export zones, horticultural training centres and grading & packing facilities etc. The total value of arrivals in all the market committees in the State was ` 17,018 crore and ` 33,939 crore during 2007-08 and 2008-09 respectively.

In 2005-06, the Marketing Act was amended by including Direct Marketing, Private Market, Farmer Consumers Market, Single Licenses and Contract Farming. After the amendment, 95 Direct Marketing Licenses have been issued till now, of which, 49 are for purchasing of cotton and 46 are for other agricultural commodities. Apart from these, 12 Private Market licenses are also issued. Out of these 12 Private Markets, 5 markets have started their functioning, 5 markets are at development stage and the remaining two markets viz. National Spot Exchange and National Commodity & Derivatives Exchange (NCDEX) are operating through internet.

The MSAMB has established network of computerized APMCs in the State, called as 'MARKNET' with an objective to provide daily arrival and price information to farmers through APMCs and to bring efficiency and transparency in the functioning of APMCs by computerizing the system. The website

www.msamb.com of MSAMB gives information about various schemes, projects and activities being carried by the Marketing Board. This website also contains online information about arrivals and prices of agricultural commodities.

4.14 AGRICULTURE FINANCE:

Financial assistance is provided to farmers by way of short-term loans, credits, etc. by Government through various banks and co-operative agencies. The National Bank for Agriculture and Rural Development (NABARD), the apex bank for agricultural & rural development in the country performs pivotal role in development of agriculture. During 2009-10, short-term credit limit sanctioned for Seasonal Agriculture Operations (SAO) by NABARD to Maharashtra State Co-operative Bank (MSCB) and Regional Rural Banks (RRBs) was ` 1,766 crore as compared to ` 1,365 crore during the previous year. For supporting SAOs during 2010-11 (upto November,2010), NABARD had sanctioned credit limit of ` 1,713 crore to MSCB and RRBs, which is 10.8 per cent higher than the corresponding period of the previous year. The disbursement of direct finance for agriculture & allied activities are given in Table 7.10. Apart from short term credit, NABARD has also sanctioned a long term refinance assistance of about ` 332.65 crore to various credit agencies in the State during 2009-10, which was less by 26 per cent than that during the previous year.

The financial institutions directly associated with agricultural finance at grassroot level in the State are Primary Agricultural Credit Co-operative Societies (PACS) extending short-term crop loans to their cultivator members. The number of PACS in the State at the end of 2009-10 was 21,392 with a membership of 149 lakh. During 2009-10, the amount of loans advanced to the cultivators by the PACS was about ` 4,384 crore (against ` 3,128 crore in 2008-09), of which ` 2,059 crore i.e. 47 per cent was given to small and marginal farmers.

4.14.1 Debt Waiver Scheme:

The State Government under 'Agricultural Debt Waiver & Relief Scheme' is giving exemption in the loan/concession in loan repayment upto Rs. 20,000 to the farmers who were deprived of Central Government's 'Agricultural Loan Exemption Scheme' and are regularly repaying outstanding loan. Under this scheme, upto 31st March, 2010 benefits were given to 33.58 lakh farmers and 3,907 crore were spent.

4.14.2 Minimum Support Price Scheme:

To make the agricultural activity more viable as well as to protect the farmer's economy from natural calamities and low prices offered by traders, the Government of India declares Minimum Support Price (MSP) for selected crops. Under this scheme, the procurement in the State is undertaken by the Maharashtra State Co-operative Marketing Federation, Maharashtra State Co-operative Tribal Development Corporation, National Agricultural Co-operative Marketing Federation and Maharashtra State Co-operative Cotton Growers Federation.

4.14.3 Kisan Credit Card Scheme:

The Kisan Credit Card Scheme was launched in the State in 1999 with a view to provide adequate and timely credit to meet the comprehensive credit needs of farmers including short-term crop loans and a reasonable component of consumption needs under single window with flexible and simplified procedure. The disbursement under this scheme was confined only to short-term credits till 2005-06, subsequently, long-term loans are sanctioned since 2006-07. The cumulative number of kisan credit cards issued in the State by the end of September, 2010 was 54.06 lakh. During 2010-11 (upto September, 2010), credit sanctioned was ` 1,289.86 crore.

4.14.4 National Agricultural Insurance Scheme:

The National Agricultural Insurance Scheme (NAIS) is implemented in the State since *rabi* season 1999-2000. The main objectives of this scheme are as

under to provide insurance coverage and financial support to the farmers in the event of failure of any of the notified crop as a result of natural calamity, pests and diseases. To encourage the farmers to adopt progressive farming practices, high value inputs and higher technology in agriculture. To help to stabilize farm incomes, particularly in disaster years. Under this scheme 16 *kharif* and 10 *rabi* crops are covered. The details of implementation of this scheme during 2009-10 are given in Table below

4.14.5 Farmers Janata Accident Insurance Scheme:

The State Government introduced Farmers Personal Accident Insurance Scheme during 2005-06, to give financial assistance to the aggrieved family members of the ill-fated farmers. The insurance coverage is provided for 13 perils. The scheme is now renamed as Farmers Janata Accident Insurance Scheme. During 2009-10, the premium paid by the Government on behalf of the farmers was ` 10.96 crore. The proposals received were 2,916, of which, 1,121 proposals were sanctioned and a compensation of ` 11.14 crore was paid to the farmers. During 2010-11, the premium paid is ` 19.18 crore and 421 proposals are received. A compensation of ` 38 lakh is paid by the end of January, 2011.

4.15 ANIMAL HUSBANDRY:

The share of Animal Husbandry in GSDP of Agriculture & allied activities sector during 2009-10 was 7.8 per cent. As per Live Stock Census 2007, the total livestock in the State was about 360 lakh and livestock per lakh population was 37,152 while, at All-India level, the total livestock was about 5,297 lakh and livestock per lakh population was 46,385. The State's share in livestock and poultry population of India was 6.8 per cent and 9.9 per cent respectively. The State ranks sixth in India in livestock and poultry population.

4.16 INFRASTRUCTURE FOR LIVESTOCK:

By the end of March, 2010, a network of 32 veterinary polyclinics, 1,572 veterinary dispensaries, 2,896 primary veterinary aid centres, 65 mobile veterinary clinics, 27 district Artificial Insemination(AI) centers and 171 taluka veterinary mini-polyclinics is available in the State to improve and monitor the health conditions of live stock. The AI facility has been provided in all the above 4,763 centres. Three laboratories of frozen sperms are located at Pune, Nagpur and Aurangabad.

4.16.1 National Project for Cattle and Buffalo Breeding:

The National Project for cattle and buffalo breeding is a 100 per cent centrally sponsored programme and is implemented through Maharashtra Livestock Development Board for strengthening of animal breeding services, expansion and indigenous breed preservation. Under this programme in 2009-10, the expenditure incurred was ` 4.11 crore. Upto Oct., 2010, an expenditure of ` 4.91 crore was incurred on modernisation of three laboratories for frozen semen, procurement of 100 bulls for AI, organisation of 638 infertility camps, implementation of embryo transfer technology and training of 1,200 existing AI workers.

4.16.2 Livestock Insurance Scheme:

Livestock Insurance scheme is centrally sponsored, being implemented in the State through Maharashtra Livestock Development Board since 2006-07 with twin objectives viz. providing protection mechanism to the farmer and cattle rearers against any eventual loss of their animals due to death & attaining qualitative improvement in livestock and their products. 7.43 Under this scheme, central assistance for payment of 50 per cent of premium is provided and remaining 50 per cent premium is borne by cattle owners. From the year 2008-09, the Government of India included six districts viz. Nagpur, Bhandara, Gondia, Yavatmal, Wardha and Jalna dropping the earlier selected districts viz. Ahmednagar, Pune, Kolhapur,

Satara, Sangli and Solapur. During 2009-10, the number of animals insured were 2,294 and an expenditure of ` 21.36 lakh was incurred, while, during 2010-11, animals insured were 6,808 and an expenditure of ` 42.49 lakhs was incurred upto September,2010.

4.16.3 Poultry Development:

The Government has established four central hatcheries, 16 poultry development blocks and two poultry extension centres in order to make available improved layers/eggs to farmers as well as to poultry centres at village, taluka and district levels. The number of poultry birds supplied through central hatcheries during 2009-10 was 5.70 lakh as against 4.86 lakh in 2008-09. The per capita availability of eggs per annum in the State was 35 while it was 51 for All-India during 2009-10.

4.16.4 Dairy Development:

The State ranks sixth in India in milk production. During 2009-10, the production of milk was 7.7 million MT and the per capita daily availability was 190 gms at the State level while the production of milk was 112 million MT (prov.) and the per capita daily availability was 264 gms at All-India level. During 2010-11, the milk production is expected at 7.8 million MT. During 2009-10, there were 74 milk processing plants and 129 government/co-operative milk chilling centres with capacity of 80.5 lakh litres per day and 22.5 lakh litres per day respectively. The average daily collection of milk by the Government and co-operative dairies taken together (excluding Greater Mumbai) was 34.74 lakh litres during 2009-10 and 34.09 lakh litres during 2010-11 (up to October, 2010).

4.16.5 Fisheries:

The share of Fisheries in GSDP of Agriculture & allied activities sector during 2009-10 was 2.1 per cent. The State is having 720 km. coastal area, the area suitable for marine fishing is 1.12 lakh sq.km. In addition to this, the area suitable for inland and brackish water fishing in the State is 3.01 lakh ha. and 0.19 lakh ha. respectively. Fishery sector generates employment and helps many subsidiary activities especially in coastal area of the State. The potential of marine and inland fish production has been estimated at 6.3 lakh MT.

4.16.6 Sericulture:

Sericulture is an agro-cottage industry with potential of employment generation in the rural area and also an additional source of income to farmers. Sericulture activity covers plantation of mulberry & ain trees, rearing of silkworms, production of cocoons and raw silk. Environment in the state is favourable to sericulture activity. Maharashtra stands first in silk production among the nontraditional silk producing states. Mulberry silk development programme is implemented in 23 districts of the State and Tasar silk development programme is implemented in four districts of Vidharbha viz. Gadchiroli, Chandrapur, Bhandara and Gondia.

4.4 INDUSTRIAL SECTOR OF MAHARASHTRA:

Maharashtra's is India's leading industrial state contributing 13% of national industrial output. 64.14% of the people are employed in agriculture and allied activities. Almost 46% of the GSDP is contributed by industry. Maharashtra has had an immense History in textiles and Mumbai city was the original home of India's textile mills. Today some of the city's known for textile industry Ichalkaranji, Malegaon and Bhiwandi. Sugar industry has made considerable progress specially in the co-operative sector. Maharashtra is well-known for the development of sugar industry on co-operative lines in which the farmers acquire a

share in the sugar mills. Pharmaceuticals, petrochemicals, heavy chemicals, electronics, automobiles, engineering, food processing, and plastics are some of the major industries of the state. Maharashtra is renowned for the production of 3 wheelers, jeeps, commercial vehicles and cars, synthetic fibers, cold rolled products and industrial alcohol. Small scale industries have also come up in a big way in the state. The state capital Mumbai is called as an industrial city. Industrial development in the state is largely concentrated in Mumbai. The six important industries in the district are cotton textiles, chemicals, machinery, electricals, transport and metallurgy. These industries also provide employment to a considerable number of people in Mumbai.

Maharashtra is India's leading industrial state contributing 15% of national industrial output and over 40% of India's national revenue. 64.14% of the people are employed in agriculture and allied activities. Almost 46% of the GSDP is contributed by industry. Major industries in Maharashtra include chemical and allied products, electrical and non-electrical machinery, textiles, petroleum and allied products. Other important industries include metal products, wine, jewellery, pharmaceuticals, engineering goods, machine tools, steel and iron castings and plastic wares. Food crops include mangoes, grapes, bananas, oranges, wheat, rice, jowar, bajra, and pulses. Cash crops include groundnut, cotton, sugarcane, turmeric, and tobacco. The net irrigated area totals 33,500 square kilometers. Mumbai, the capital of Maharashtra and the financial capital of India, houses the headquarters of all major banks, financial institutions, and insurance companies in India. India's largest stock exchange Bombay Stock Exchange, the oldest in Asia, is also located in the city. After successes in the information technology in the neighboring states, Maharashtra has set up software parks in Pune, Mumbai, Navi Mumbai, Aurangabad, Nagpur and Nashik, Now Maharashtra is the second largest exporter of software with annual exports of ₹18,000 crore (US\$4.01 billion) and

accounts for more than 30 per cent of the country's software exports, with over 1,200 software units based in the state. Jawaharlal Nehru Port Trust in Navi Mumbai is the busiest port in India. Chhatrapati Shivaji International Airport in Mumbai is the busiest airport in South Asia as per passenger volume.

The coast of Maharashtra has been a shipbuilding center for many centuries. The expertise and the manpower available in the local area make this business more attractive. This is reflected by the number of companies operating shipyards in the state such as Bharati Shipyard at Ratnagiri and the upcoming Rajapur Shipyards at Rajapur, apart from the state owned Mazagon Dock Limited at Mumbai. Mumbai is the home for the world's largest film industry- Bollywood, Hindi filmmaking industry. Maharashtra ranks first nationwide in coal-based thermal electricity as well as nuclear electricity generation with national market shares of over 13% and 17% respectively. Maharashtra is also introducing Jatropha cultivation and has started a project for the identification of suitable sites for Jatropha plantations. Ralegan Siddhi is a village in Ahmednagar District that is considered a model of environmental conservation. An international cargo hub (Multi-modal International Cargo Hub and Airport at Nagpur, MIHAN) is being developed at Nagpur. MIHAN will be used for handling heavy cargo coming from South-East Asia and Middle-East Asia. Project will also include ₹10,000 crore (US\$2.23 billion) Special Economic Zone (SEZ) for Information Technology (IT) companies. This will be the biggest development project in India so far.

Prominent Indian and foreign automobile makers such as Tata Motors, Mahindra & Mahindra, Mercedes-Benz, Audi, Skoda Auto, Fiat and Volkswagen are also either based in or have a manufacturing presence in Maharashtra.

4.5 INFRASTRUCTURE FOR ENTREPRENEURSHIP DEVELOPMENT:

4.5.1 TRANSPORT:

4.5.1.1 Airports:

Maharashtra has six domestic airports, located at Mumbai, Aurangabad, Nagpur, Kolhapur, Sholapur and Nanded. International flights operate from the Chhatrapati Shivaji International Airport in Mumbai, Lohegaon Airport in Pune and Dr Ambedkar International Airport in Nagpur. Three new airports are being built at Jalgaon, Shirdi and Sholapur, apart from other proposed airports at Nagpur, Amravati and Godchiroli. The cost of these airports is estimated to be US\$ 56 to US\$ 65 million. The state has also proposed to construct green field airports at Pune and Sindhudurg.

- **International Airports** - Chhatrapati Shivaji International Airport, Mumbai, Pune International Airport, Pune, Aurangabad International Airport, Aurangabad, Nagpur International Airport, Nagpur

Upcoming - Navi Mumbai International Airport, Chakan International Airport, Pune, MIHAN International Airport, Nagpur, Shirdi International Airport

- **Domestic Airports** - Chhatrapati Shivaji Airport, Mumbai, Pune Airport, Pune, Aurangabad Airport, Nagpur Airport, HAL Nashik Airport, Baramati Airport, Kolhapur Airport, Solapur Airport, Nanded Airport, Akola Airport, Latur Airport

Upcoming Domestic Airports - Navi Mumbai Domestic Airport, Panvel, Chakan Domestic Airport, Pune, New full fledged Nashik Domestic Airport, Shirdi Domestic Airport, Jalgaon Domestic Airport, Amravati Domestic Airport.

4.5.1.2 Road network:

The state is well connected to its six neighbouring states and other parts of India through 16 National Highways. The state's highways account for about 5.9 per cent of the total National Highway network in India. Maharashtra State Road

Transport Corporation (MSRTC) has been providing passenger road transport service in the public sector, since 1948. The corporation has a fleet of about 16,000 buses with 12,000 employees on roll, providing service to around seven million citizens, daily.

Table No. 4.3 : Road Network in Maharashtra

Road type	Road length (Km)
National Highways	4,176
State Highways	33,705
Major district roads	48,220
Other district roads	44,321

- **Expressways** - Mumbai Pune Expressway, Mumbai Nashik Expressway, Nashik-Aurangabad Expressway, Manmad-Ahmednagar Expressway, Aurangabad-Pune Expressway, Aurangabad-Jalna Expressway, Pune-Maharashtra-Karnataka Border Expressway, Mumbai-Gujarat Border Expressway, Shilphata-Bhiwandi Highway.
- **Upcoming Expressway Extension Projects** - Mumbai Pune Expressway from 6 lane to 10 lane and will be extended from Panvel to Chembur, Mumbai-Pune Old Expressway from 4 lane to 6 lane up-to Sinhgad Road Corner, Pune-Satara 4 lane to 6 lane, Pune-Shirur 4 lane to 6 lane.
- **Upcoming 6 lane and 4 lane Express way projects** - Mumbai-Goa Border Expressway, Nashik-Pune Expressway, Dhule-Nagpur Expressway, Pune-

Solapur Expressway, Ahmednagar-Karmala Expressway, Mumbai-Nagpur Expressway Part, Dhule-Solapur Expressway.

4.5.1.3 Railways:

The Chhatrapati Shivaji Terminus, is a key railway station and a UNESCO World Heritage Site. Maharashtra has the largest road network in India at 267,452 kilometers. The length of National Highways in Maharashtra is 3688 kilometers. The Indian Railways covers most of the Maharashtra and is the preferred mode of transport over long distances. Almost the entire state comes under the Central Railways branch which is headquartered in Mumbai. Most of the coast south of Mumbai comes under the Konkan Railway. The Maharashtra State Road Transport Corporation (MSRTC) runs buses, popularly called ST for State Transport, linking most of the towns and villages in and around the state with a large network of operation. These buses, run by the state government are the preferred mode of transport for much of the populace. In addition to the government run buses, private run luxury buses are also a popular mode of transport between major towns.

- **Terminus Stations:** Chhatrapati Shivaji Terminus, Mumbai, Lokmanya Tilak Terminus, Kurla(east) Mumbai, Bandra Terminus, Mumbai, Mumbai Central, Mumbai, Dadar Terminus, Mumbai, Pune Junction, Amravati Station, Chhatrapati Shahu Maharaj Terminus, Kolhapur Manmad Junction, Hujur Sahib, Nanded, Nagpur Central Station, Solapur Station, Bhusawal Junction, Gondia Junction
- **Major Railway Lines:** Mumbai-Manmad-Bhusawal-Kolkata, Bhusawal-Delhi
- -Mumbai-Ahmedabad, Kalyan-Pune-Solapur-Chennai, Manmad-Nanded-Secunderabad, Pune-Miraj-Bengaluru, Manmad-Daund, Jalgaon-Surat, Delhi-Nagpur-Hyderabad, Panvel-Roha-Ratnagiri-Goa-Kochin, Nagpur-

Mudkhed, Parbhani-Latur Road Junction-Hyderabad, Miraj-Pandharpur-Kurduwadi-Osmanabad-Latur Road, Purna-Hingoli-Akola Junction-Ajmer, Chalisgaon-Dhule, Daund-Baramati, Badnera-Amravati-Narkhed, Vasai Road-Diva, Diva-Panvel, Mumbai-Panvel, Thane-Sanpada, Turbhe-Juinagar

- **Upcoming Rail Routes:**Manmad-Dhule-Nardana-Indore, Baramati-Lonand Nashik-Dahanu, Kalyan-Kasara 3rd Line

4.5.2 PORTS:

Along a coast line of 720 km, there are two principal ports: at Mumbai and NhawaSheva(JNPT). In addition, there are 53 minor ports.JNPT is the country's largest container port, with container traffic of over 4.1 million 20-foot-equivalent unit (TEUs) in 2007-08. It also ranks among the top 30 container ports in the world. JNPT has a container terminal, which has been developed through private investment on a build-operate-transfer (BOT) basis. The road connectivity to the JNPT port will improve, significantly, on completion of the ongoing expansion of the National Highway linking the port to mainland. In all there are 53 minor ports in the state.

4.5.3 POWER ... (1/2)

The state power generation, transmission and distribution is controlled by the Maharashtra State Power Generation Co Limited (MAHAGENCO) Maharashtra State Transmission Co Limited (MAHATRANSCO) and Maharashtra State Distribution Co Limited (MAHAVITARAN), respectively. In 2008-09, the state had an installed power generation capacity of 15,030 MW. Including the central and private sectors, the total power capacity available to Maharashtra was 20,415.4 MW, as of May 2009. State-owned hydro and thermal plants, and renewable energy sources contributed 10,563.5 MW; Independent Power

Producers (IPPs) and private non-conventional power generators contributed 4,466.5 MW.

Industrial sector is the largest consumer of electricity, followed by domestic and agriculture. Electricity consumption of Maharashtra has increased from 29,971 million kWh in 1990-91 to 69,838 million kWh in 2007-08. The peak requirement for power in the state stood at 17,489 MW in 2007-08. As of March 2008, the state had granted approval to set up 163 conventional energy projects with a total capacity of 1,757 MW for captive electricity generation. Of these, 78 projects had been commissioned by the end of 2007-08 and 550 million KWH electricity was being generated. The state has a potential of 7,852 MW through renewable energy sources.

4.5.4 TELECOM:

Maharashtra is one of the biggest Global System for Mobile Communication (GSM) market with 31.03 million subscribers in November 2009. Along with Bharat Sanchar Nigam Limited (BSNL) and MahanagarTelephone Nigam Limited (MTNL) there are six private companies that provide telecommunication services in the state. As of March 2009, the tele-density of Maharashtra was 58.3 per cent, significantly higher than the national average of 37 per cent.

4.5.5 POST OFFICE:

The state has about 12,595 post offices, of which 2,048 are equipped with telegraph and telex facilities. There are 4,939 telephone exchanges in the state.

Table No. 4. – Telecom Infrastructure in Maharashtra

Telecom infrastructure	Telecom operators in Maharashtra
------------------------	----------------------------------

Cellular (GSM) subscribers: about 31.03 million	Bharat Sanchar Nigam Limited (BSNL)
Internet/broadband subscribers: about 0.93 million*	Mahanagar Telephone Nigam Limited (MTNL)
Post offices: 12,595	Bharti Airtel
Post offices with telegraph and telex: 2,048	Idea Cellular
Telephone exchanges: 4,939	Vodafone Essar
	Loop Mobile
	Reliance Communications
	Tata Teleservices Limited

4.5.6 EDUCATION SECTOR:

Maharashtra's education infrastructure consists of 10 universities, over 2,618 higher education institutions, 72,053 primary schools and 20,339 secondary schools. The state has 549 engineering colleges with an annual intake of over 100,000 students. In addition, there are 617 industrial training institutes (ITIs) and 53 architecture colleges with an annual intake of over 95,000 and 2,500, respectively. The state is home to some of the reputed national R&D institutes *viz.*, the Centre for Development of Advanced Computing (C-DAC), the Bhabha Atomic Research Centre, the National Environmental Engineering Research Institute, the National Chemical Laboratories and the Tata Institute of Fundamental Research. One of the well-known, Indian Institutes of Technologies (IIT) is located in Mumbai. Pune is an important education hub of India.

4.5.7 HEALTH INFRASTRUCTURE:

The state has a three-tier public health infrastructure, comprising primary health centers and health units, community health centers and sub-centers. The

number of beds in various public and government-aided health institutions in the state is 94,603; there are 88 beds per million populations.

There are 253 medical institutes and 136 nursing colleges with an annual intake of over 10,926 and 3,500 respectively, in the state. This facility shown in table number 4.

Table No. 4. Health infrastructure in Maharashtra

Health Infrastructure	Health indicators of Maharashtra (2007)
Medical college-14 hospitals	Bed per 100,000 population - 88
District/ civil hospitals -23	Birth rate (per thousand persons) – 18.1
Rural hospitals/ cottage hospitals - 365	Death rate (per thousand persons) – 6.6
Primary health centres – 1,816	Infant mortality rate - 34.0 (per thousand live births)
Women hospitals -8	Life expectancy at birth (years)* Male - 67.9 Female – 71.3
Mental hospitals - 4	
Dental hospitals - 3	

4.6 INSTITUTIONAL INFRASTRUCTURE FOR INDUSTRIAL DEVELOPMENT IN MAHARASHTRA :

Maharashtra Industrial Development Corporation (MIDC) is responsible for the development of industrial areas in Maharashtra. The corporation has 217 industrial complexes, with 125,000 acres of land. The corporation has developed specialized parks for different industrial sectors including IT, textiles, leather,

chemicals, electronics, food processing, floriculture, etc. Maharashtra has 14 operational SEZs. There are 111 SEZs that have formal approvals, 36 SEZs with valid in-principal approvals and 55 notified SEZs. Five-star industrial areas of MIDC, below. Maharashtra Industrial Development Corporation (Marathi: महाराष्ट्र औद्योगिक विकास महामंडळ) (MIDC) is a project of the Government of Maharashtra State in India, and is the leading corporation of Maharashtra. It provides businesses with infrastructure such as land (open plot or built-up spaces), roads, water supply, drainage facilities and street lights.

4.6.3 HISTORY:

After the formation of Maharashtra State on May 1, 1960, the Government of Maharashtra constituted a "Board of Industrial Development" (BID) on October 1, 1960, under the Chairmanship of Shri. S. G. Barve, I.C.S. The various committees recommendations received in the industries department were taken up for implementation and as per the Borkar Committee's recommendations, development of Ulhas Valley Water Supply was entrusted to the Board of Industrial Development (BID). The BID framed the legislation and it was introduced before the state legislation and passed in the form of "Maharashtra Industrial Act" which gave birth to MIDC, as a separate corporation on August 1, 1962. A small ceremony at Wagle Estate Thane, under the Chairmanship of the Chief Minister Shri Y.B. Chavan, marked the birthday of MIDC on August 1, 1962. The key historical policy decisions taken by MIDC certainly changed the socioeconomic scenario of the state as its activities spread in the interior. The important policy decision of setting up "independent filtered, potable water supply system of adequate capacity" as essential infrastructure for industrial development was the most intelligent step taken by MIDC right in the beginning. It stabilised the

population base near the industrial areas. The strategic wise decision taken simultaneously to provide water supply to nearby domestic population from the capabilities created by MIDC of their own water supply system resulted in phenomenal urban growth in the nearby small towns and villages. The growth of Kalyan complex and Pimpri-Chinchwad are results of this key policy decision taken by MIDC. Up to date 229 industrial areas are developed by MIDC in State of Maharashtra on 53120 Hectors of land. With the experience of 45 years MIDC observed that certain industries are required to be provided some specialized facilities. For the growth of such industries and accordingly specialized parks / industrial clusters are developed with specialized infrastructure facilities. In this way IT & BT Parks, Wine Parks, Textile Parks, Chemical Zones, Food Parks, Leather Park, Floriculture Park and Electronic Zone etc. are developed by MIDC. Considering the International standard facilities required attracting multinational companies, five star industrial areas are developed by MIDC at 9 locations in the State of Maharashtra. Considering the export potential of the various products specifically delineated duty free enclave which is to be deemed to be foreign territory for the purpose of trade operations and duties and traffics special economic zones are being developed by MIDC to provide hassle free environment for exporters. Maharashtra got overwhelming 74 Special Economic Zone approvals from the Government of India which is leading at No.1 position compare to other states in India. The planned and systematic industrial development in the State of Maharashtra has continuously placed Maharashtra at No.1 position in India for the highest productivity, economics performance, business efficiency, government efficiency, infrastructures and overall competitiveness. As per the World Competitiveness Report 2006 Maharashtra ranks 37, ahead of South Korea, South Africa, Philippines, Greece, Brazil, Italy, Russia & Indonesia. In the Maharashtra State MIDC has demarcated 57650 No. of plots and allotted 48701 No. of plots to

the entrepreneurs. There are total 28918 No. of industries in production. MIDC has provided the water supply scheme of total 2240.83 MLD capacity and water consumption is 1314.73 MLD in the MIDC areas in the State of Maharashtra. MIDC has provided water supply pipelines of 3238.60 K.M. lengths to cater the water supply demand of the industries in Maharashtra. Total roads of 2422.82 K.M. lengths are constructed by MIDC for providing good quality approach to the industries. The development expenditure of Rs.3096.75 Crores is incurred for the various infrastructure works by MIDC. The annual revenue generated from the water supply is Rs.432.00 Crores.

4.6.2 Objectives:

1. To Set up Industrial Areas for planned and systematic industrial development
2. To function as a special planning authority in development of industrial areas
3. To "Prosperity to all through Industrialisation" is the corporate philosophy of MIDC

table 4.5 give;

Name	District
Mahad	Raigad
Butibori	Nagpur
Addl. Sinnar	Nashik
Indapur	Pune
Hatkanangale	Kolhapur
Shendre	Aurangabad
Waluj	Aurangabad
Kushnur	Nanded

Nandgaon	Amravati
----------	----------

SEZs and industrial clusters ... (1/2) table:

Name/ developer	Location	Primary industry
SEEPZ, MIDC	AndheriEast, Mumbai	Electronics,gems and jewellery
HiranandaniBuilders	Powai	IT/ ITeS
Infosys Technologies	Mulshi, Pune	IT/ ITeS
Serum Bio- pharmaPark	Pune	Pharmaceutical and biotech
EON Kharadi	Haveli, Pune	IT/ ITeS
Wipro	Hindawadi, Pune	IT/ ITeS
DLFAkruti	-	IT/ ITeS
Maharashtra Airport Development Corp	-	Multi-product
Dynasty Developers	Pune	IT/ ITeS
The ManjriStud Farm	Pune	IT/ ITeS
MIDC	Pune	IT/ ITeS
Syntel International	Pune	IT/ ITeS
MangarpattaTownship Development and Construction Co	Pune	Electronics,hardware and software
MIDC	Aurangabad	Aluminium and related industries

Maharashtra Industrial Development Corporation



Official logo of MIDC

Agency overview

Formed	1 August 1962
Preceding agency	Board of Industrial Development (BID)
Jurisdiction	Government of Maharashtra
Headquarters	Andheri, Mumbai-400051
Minister responsible	NARAYANRANE, Minister for Industries

Website

<http://www.midcindia.org/>

MIDC has developed specialised parks based on sectors such as:Automobiles and Auto Components,Biotechnology, Consumer Durables, Chemicals, Engineering, Electronics Hardware, Information Technology, Petrochemicals, Pharmaceuticals, Transportation, Textile,Wine

4.6.1 LOCATIONS:

MIDC areas are spread all over the state of Maharashtra. The MIDC started in 1962 with Wagle estate, Thane as its first industrial Area.

MIDC's major Industrial Areas are at:

-TTC (Trans Thane Creek) near Thane &Navi Mumbai

-Pimpri-Chinchwad near Pune

-Satpur, Ambad, Sinnar, Gonde near Nashik

-Butibori near Nagpur

-Kupwad - Sangli

-Miraj - Sangli

-Latur Latur

-Waluj near Aurangabad

-Islampur near Sangli

-MIDC's major IT Parks are at:

-Airoli Knowledge Park, Navi Mumbai

-Millennium Business Park, Navi Mumbai

-Samruddhi Venture Park, Mumbai

-Rajiv Gandhi Infotech Park, Hinjawadi, Pune

-V-Tech Information Technology Park, Nashik

-Sangli Infotech Park, Sangli

-Latur Infotech Park, Latur

-MIDC Wine Parks:

-Wine Park, Nashik

-Krishna Valley Wine Park, Palus near Sangli.

4.6.3.1 Regional Locations:

The properties like plot, built-up sheds and built-up warehouses are leased out by MIDC for industrial, commercial or residential purposes. The allotment can be done at regional offices located at 12 locations across the state:

*Mumbai Region-

- Thane (rothane@midcindia.org)
- Mahape (romahape@midcindia.org)
- Mahad (romahad@midcindia.org)
- Ratnagiri (roratnagiri@midcindia.org)
- Pune Region-
- Pune
- Shirwal
- Pimpri chichwad
- Phaltan
- Baramati
- Lonand
- Nashik Region
- Nashik
- Dhule
- Jalgoan
- Sangli Region
- Sangli-Miraj
- Sangli-Kupwad
- Solapur
- Krishna Valley Wine Park, Palus
- Islampur
- Pandharpur.

*Kolhapur Region

- Kolhapur
- Satara
- Karad

-Gadhinglaj

*Aurangabad Region

-Aurangabad

-Jalna.

*Latur Region

-Latur

-Osmanabad.

*Nagpur Region

-Nagpur

-Amravati.

4.6.4 ACTIVITIES:

The MIDC has been declared as an agent of the state government for carrying out activities within the framework of the MID Act and the MID Rules. These activities are in three broad categories: Acquisition and disposal of land. Provision of infrastructure facilities, Providing services — supply of potable water from MIDC's own water treatment plants, maintaining roads, street lights, drainage lines etc.

4.7 MAHARASHTRA STATE FINANCIAL CORPORATION

MSFC is a statutory Corporation set up under the State Financial Corporation's (SFCs) Act, 1951

table:

PERFORMANCE			HIGHLIGHTS	
(Till March - 2004)				
Term Loans Sanctioned			Rs.	3417crore
Investment Catalysed			Rs.	6672crore
No. of Units Assisted				58549
Employment Generated				14.09 Lakh
Share of SSI Sector				94 %
(Numberwise)				

4.7.1 Head Office:

United India Building, 1st Floor, Sir P. M. Road, Fort, Mumbai - 400 001

* Tel.: (022) 22691911 / 12 / 13 / 14

*Fax:(022)22691915

* E-Mail:msfchead@vsnl.net

*Web:www.msfcfinance.com

4.7.2 Regional Offices:

* Mumbai - Konkan

* Thane, Daman & Diu

* Pune

* Nashik

* Kolhapur

*Aurangabad

* Amravati

* Nagpur and

* Panaji (Goa)

4.7.3 Jurisdiction:

State of Maharashtra (since 1962), State of Goa and the union Territory of Daman Diu (since 1964).

4.8 MAHARASHTRA'S PACKAGE SCHEME OF INCENTIVES:

SICOM has been instrumental in the formulation of the Package Scheme of Incentives over 30 years ago. The organization has been associated with every revision that has occurred in the package since then. The incentives are available to small, medium and large scale units in the Private sector, State Public Sector, Joint Sector and Co-operative sector. As per a recent amendment in the scheme, industrial units applying for incentives will not be eligible to claim any sales tax incentives. The salient features of the Package Scheme are listed below:

4.8.1 Area Classification:

Maharashtra State has been classified into A, B, C, D and D+ areas for purposes of incentives. This classification is based mainly on the degree of development in that particular area. Thus a highly developed area is classified 'A' and a least developed area is classified as 'D+'.

Industrial Units in the areas classified as B, C, D and D+ are offered incentives on graded scales in the ascending order, according to size of investments in the category of Small Scale (investment in plant and machinery not exceeding Rs.30 million), Medium and Large Scale units. Implementing Agency Industries Department is the implementing agency for all projects in Medium and Large Scale and NRI sponsored projects. Implementing agencies for small-scale projects are the District Industry Centers located at the district headquarters of all

the districts in Maharashtra. Maharashtra State Financial Corporation (MSFC) is the disbursement & monitoring authority for SSI units financed by it.

Maharashtra Tourism Development Corporation(MTDC) is the monitoring agency for tourism projects in the state Exemption from Electricity Duty:

New industries establishing in C, D, and D+ areas and No-industry District(s) will be exempted from payment of Electricity Duty for a period of 15 years. In other parts of the State, 100% Export Oriented Units (EOUs), Information Technology (IT) and Bio-technology (BT) units, and industries setting up in Special Economic Zone (SEZs), and Electronic Hardware Technology Parks will be exempted from payment of Electricity Duty for a period of 10 years.

4.15.2 Waiver of Stamp Duty and Registration Fees:

At present, IT units in public IT Parks are exempted from Stamp Duty and Registration fees upto 31st March, 2006. Now all new industrial units (including IT and BT units) and expansions will be exempted from payment of Stamp Duty and Registration fees upto 31st March, 2006 in C, D and D+ areas and No-industry District(s). However, 50% of the Stamp Duty and Registration fees will be waived for IT units set up in other IT Parks in talukas/areas in the State in "A" and "B" categories.

4.8.3 Octroi Refund:

The scheme of refund of octroi provided under the Package Scheme of Incentives, 1993 will be included in the new Scheme up to 31st March, 2006 on the same pattern. Where account-based cess or other levy is charged instead of or in lieu of octroi, such charge will also be eligible for refund as in the case of octroi.

Incentives to SSI units:

1 Special Capital Incentives for SSI units:

New small-scale industries (including IT and BT units) setting up in different parts of the State will be eligible for Capital Subsidy as follows:

table:

Taluka/Area Classification	Ceiling as percentage of fixed capital investment	Monetary ceiling (Rupees in lacs)
A	-	-
B	-	-
C	20	10
D	30	20
D+	35	25
No Industry District	40	35

The subsidy will be disbursed in equal annual installments over 5 years. Existing SSI and small-scale IT and BT units will be eligible for 75% of the subsidy admissible as above for expansion, diversification or modernization involving additional investment to the extent of 25% or more.

2 Interest Subsidy to new textile, hosiery and knitwear SSI units.

New textile, hosiery and knitwear small-scale industries setting up in different parts of the State will also be eligible for Interest subsidy on the interest actually paid to the financial institution/bank on the term loan for creating fixed capital assets, equal to the interest payable at 5% per annum as stated in the table below. The monetary ceiling will be applicable for the complete period of eligibility.

Taluka/Area Classification	Monetary ceiling (Rupees in lacs)	Maximum period in years
A	-	-
B	-	-

C	10	4
D	20	5
D+	25	6
No Industry District	35	7

4.8.4 Development of non-conventional energy:

In order to give an impetus to the development of non-conventional energy, such projects will be eligible for benefits under the new Package Scheme of Incentives.

Classification of talukas/areas:

The present classification of different talukas/areas in the State in A, B, C, D and D+ categories on the basis of their level of development is contained in the Package Scheme of Incentives, 1993, and will continue for the present. The matter of revision of the area classification will be separately considered by a Committee under the Chairmanship of the Minister (Industries). Norms for the mid-term reclassification of talukas depending on changes in their development status will also be considered, and No Industry District(s) will be separately categorized.

Financing of capital incentives and refunds under the Package Scheme: A budgetary provision of at least Rs. 200 crores will be made each year from 2001-2002 onwards to meet past commitments and the incentives under the new Scheme. Additional resources will also be raised through bonds linked with Sales Tax repayments under past Schemes. Exemption from Sales Tax for Khadi Village Industries : 24 khadi and village industries are exempt from Sales Tax up to Rs. 20 lakhs per annum. Considering the potential of the sector for employment generation and rural industrialization, Sales Tax will also be waived in respect of the 72 remaining industries. This concession would be available to khadi and

village industry units registered with and assisted by the Maharashtra State Khadi and Village Industries Board.

***Sales Tax on IT products:**

Up to 31st March, 2006 the Sales Tax rates on IT products would be maintained at the level of the minimum floor rates, wherever applicable. No turn-over tax, additional Sales Tax, surcharge of any other additional levy related to Sales Tax shall be applied to IT products.

***Sick SSI units:**

Issues relating to the rehabilitation of sick SSI units are reviewed in the State-Level Institutional Committee and Sub Committee which has been set-up as an adjunct of the Zilla Udyog Mitras. Sick SSI units taken up for nursing by the banks and financial institutions are at present eligible for re-schedulement of arrears of Government and electricity dues, to be repaid in 36 monthly installments at 13% interest. The interest rate on the rescheduled arrears will now be reduced to 10%, in all except 'A' areas of the State. The repayment of such arrears would be allowed in 60 monthly installments.

***Stamp Duty on Corporate Restructuring:**

The stamp duty for demerger of companies as defined under section 2(19-A-A) of Income Tax Act, 1961 will be made applicable on lines of the stamp duty structure applicable for amalgamation of companies under every order made by the High Court under section 394 of the Companies Act, 1956.

4.7 CONCLUSION:

It can be seen from the profile of Maharashtra that it is endowed with natural and physical resources required for entrepreneurship development. It is India's leading industrial state contributing 13% of national industrial output. The need is of the hour to use these resources for women entrepreneurship development.

CHAPTER-V ANALYSIS AND INTERPRETATION OF DATA

5.0 INTRODUCTION

5.1 SOCIAL PROFILE OF ENTREPRENEURS

5.2 ENTERPRISE STATUS OWNED BY WOMEN ENTREPRENEURS

5.3 PERFORMANCE OF UNIT RUN BY WOMEN ENTREPRENEURS

5.4 FINANCIAL ROLE OF COMMERCIAL BANKS IN WOMEN ENTREPRENEURSHIP DEVELOPMENT

5.5 GENERAL PROBLEMS FACED BY WOMEN ENTREPRENEURS

CHAPTER-V

SOCIO-ECONOMIC STATUS OF THE WOMEN ENTREPRENEURS IN MAHARASHTRA

5.0 INTRODUCTION

Though the constitution of India provides equal rights and privileges for men and women and makes special provisions for women to improve their status in society, strong patriarchal traditions are followed and continued in India for several years and women's lives are shaped by social customs. The need to bring women into the mainstream of development has been a national concern since independence and their status has improved in the last few decades with the implementation of several developmental policies, plans and programmes.

For sustained economic development and social justice, socio-economic status of women should be improved along with that of men. Socio-economic freedom gives the women the right to determine the course of their lives. Entrepreneurship enhances the women's social standing. The entrepreneurial activity is dependent on several complex economic, social and psychological factors. Thus, for any attempt made to understand the entrepreneurial activity among women, an analysis of their socio-economic origins is necessary.¹⁰⁰

The present chapter essays to assess the socio-economic status of women entrepreneurs in Maharashtra. Before assessing the socio-economic status of women entrepreneurs, personal and business profile is discussed first.

The emergence of women entrepreneurs is conditioned by socio-cultural economic variables. Pareek and Nadakarni observed that the four factors influencing entrepreneurial growth are the individual, socio-cultural tradition,

support system and environment. A study conducted by Krishnalal Sharma and Singh, revealed that caste background and family background of entrepreneurs had a significant influence on the entrepreneurship. They also found that government facilities are enjoyed largely by people with business background. In a study of 125 entrepreneurs in Kolhapur, Bhanushali found that caste, education and parental occupation had great impact on achieving entrepreneurial success. Manohar U. Deshpande found that the institutional agencies such as IDBI, SFCs and commercial banks created by the government to help prospective entrepreneurs were not successful in developing entrepreneurs from all castes in the Marathwada region of Maharashtra.

In the light of the above analysis, the study of social background of women entrepreneurs assumes great importance. The knowledge of this is helpful in formulating future policy regarding schemes of financial assistance, concessions, subsidies etc. The study has revealed the following.

To know the social status of each entrepreneurs, first eight questions were asked for this purpose, which were regarding Name of the entrepreneur, Address of the entrepreneur, present age group, Educational status, Marital status, Cast, Occupation of husband/father. It can be analyzed only on the basis of last five variables.

5.1 PERSONAL PROFILE OF WOMEN ENTREPRENEURS

Personal Profile of the Women Entrepreneurs Selected for the Study

For studying the personal profile, variables, viz. age, community, place of birth, marital status, head of household, nature of family, number of members of the family and education have been used.

5.1.1 Age of the Entrepreneurs: The data regarding age have been classified into three different classes from less than 35 years to 36-45 years and above 45 years. Table No. 5.1 shows the age-group-wise distribution of women entrepreneurs.

Table 5.1
Age of the Entrepreneurs

Sr.	Age group (Years)	No. of WEs	Percentage
1.	Less than 35	84	70
2.	36-45	33	27.5
3.	Above 45	03	2.5
	Total	120	100

** Source – Primary data*

The data regarding age of entrepreneurs shows that 70% entrepreneurs of WEs are from young age group and 27.5% from middle age group and 2.5% are from old age group.

5.1.2 Education Status: Education is the most important asset of an individual in building the occupational career. It helps the person in the acquisition of required skill for a particular job and occupational opportunities available in different fields. It is a means to improve one’s socio-economic position in the society.

Several studies have explained the relationship between level of education and entrepreneurship growth. A. S. Rao in a study of chemical industries in Baroda city found that the firms owned by graduates and entrepreneurs with technical background are better than other firms. Oamen has attributed the lesser proportion of entrepreneurs in Kerala state to inadequacy of education and technical knowledge.

An examination of the level of education of sample women entrepreneurs is presented in the following table.

Table 5.2
Education Status of Women Entrepreneurs

Sr. No.	Education Status	No. of WEs	Percentage
1.	Primary Education	19	15.83
2.	SSC	22	18.50
3.	HSC	29	24.17
4.	Graduate	48	40.00
5	Technical	02	1.67
	Total	120	100

* Source – Primary data

Table 5.2 indicates that only 1.67 % of women entrepreneurs had technical background, 40 % had collegiate level education, 15.83 % had obtained primary education and 18.50 % had obtained education up to matriculation.

5.1.3 Marital Status: Marital status of entrepreneurs particularly women also influences on her entrepreneurial activities. It either results in supportive role by her family members or totally negative approach. The analysis shows that 98% WEs married and remaining 2% unmarried.

5.1.4 Category-wise distribution of Entrepreneurs: The background of any community has its own influence on the entrepreneurial spirit. The community system Haggens studied the origin and background of entrepreneurs of Japan, former Soviet Union and Latin America. In most of the countries, entrepreneurs have emerged from a particular socio-economic class. In India the community system has been found to be exercising its own impact on the occupational mobility. Some communities like the Parsees, Marwarees and Sindhees have an inclination towards industrial activities. Hence it becomes important to examine the community factor while studying the entrepreneurship. Data regarding the category wise distribution of women entrepreneurs is shown in the following table.

Table 5.3
Category-wise distribution of Entrepreneurs

Sr. No	Community	No. of WEs	Percentage
1.	General	91	76 %
2.	Scheduled Caste and Tribes	19	16%
3.	OBC	8	7%
4.	Any other	2	1%
	Total	120	100%

* Source – Primary Data

It may be seen from Table 5.3 that 76% per cent of the entrepreneurs in the study area hailed from open category. The entrepreneurs belonging to SC/CT community are 16%, OBC 7% and any other category only 1% respectively. It depicts that the banks are still lagging behind in attracting the neglected class of society to the entrepreneurial field.

5.1.5 Family Background of Women Entrepreneurs: Women entrepreneurs are greatly influenced by their family background. Study conducted by M. U. Deshpande revealed that caste, family occupation and father's occupational status are important for entry into the business. In view of this, the family background of women entrepreneurs under study have been examine and presented in the following table.

Table 5.4
Occupation Status of Husband/Father

Sr.No.	Family Background	No. of WEs	Percentage
1.	Agriculture	38	32%
2.	Business	67	56%
3.	Professional	12	10%
4.	Any other	03	2%
	Total	120	100%

* Source – Primary Data

The occupational status of husband/father of women entrepreneurs is crystal clear in the above table. It includes different categories. Industrial or business background was the family background of 32% are agriculture which shows Indian society impact on occupation, 56% are already in business , 10% are engaged in professional, and 2% are working in any other services.

5.1.6 Head of Household : Women headed households are the result of widowhood, desertion or illness, unemployment or the addictive habit of their husbands. Following table shows the position in this regard.

Table No. 5.5

Head of Household of Women Entrepreneurs

Sr.	Head of Household	No. of WE	Percentage
1	Husband	91	75.83
2	Women Entrepreneur	21	17.50
3	Others	08	6.67
	Total -	120	100

* Source – Primary Data

Table 5.5 reveals that the number of families having husband or others as head of household is greater in Maharashtra. 75.83 per cent of the families of

the women entrepreneurs are headed by their husbands.

5.1.7 Nature of Family : Nature of family of women entrepreneurs is shown in the following table.

Table No. 5.6
Nature of family of Women Entrepreneurs

Sr.	Nature of family	No. of WE	Percentage
1	Nuclear	99	82.50
2	Joint	21	17.50
	Total -	120	100

* *Source – Primary Data*

Table 5.6 reveals that most of the families of the women entrepreneurs in Maharashtra are nuclear in nature i.e. 82.50 per cent. Only 17.50 per cent of the families of the women entrepreneurs in are from joint families.

(f) Factors Motivating the Entrepreneurs: Human being is a part and product of environment. The prevailing socio-economic, psychological and the cultural factors naturally influence him to become an entrepreneur. Ambitions or aspirations of women activate them to become an entrepreneur. Desire to achieve something, need for independence, desire to get gainfully occupied, to get social prestige, success of others and availability of subsidies etc. motivates the women towards entrepreneurship. In a study by Bevvu Murthy and others in Andhra Pradesh, it was found that previous association in the same or other line of activity, success stories of other entrepreneurs and advice of family members or friends and relatives facilitated the entrepreneurship.

Women entrepreneurs under study were asked to rank the different factors which motivated them to become entrepreneurs in the order of importance given in Table No. 5.5. The factors indicated by them were rated by weighted score by giving 3 points to the factors ranked first, 2 points to the factor ranked second and one point to the factor ranked third. Table No. 5.5 shows the factors which influenced the entrepreneurs in the study area.

Table 5.5
Factors Motivating Women Entrepreneurs

Sr.No.	Motivating Factors	Ist Pref.		IInd Pref.		IIIrd Pref.		Total W. S.	Rank
		No.	W.S.	No.	W.S.	No.	W.S.		
1.	Desire to achieve something	22	55	18	36	40	40	126	II
2.	Need for independence	36	108	16	32	16	16	156	I
3.	Desire to get gainfully occupied	15	45	7	14	5	5	64	III
4.	To get social prestige	4	12	5	10	11	11	33	V
5.	Success of others	5	15	5	10	9	9	34	IV
6.	Availability of bank finance	2	6	2	4	13	13	23	VI
7.	Any other	4	12	2	4	2	2	18	VII
	Total	86	258	55	110	96	96	454	

(Note: Total exceeds 120 and 100 per cent due to multiple answers.)

Source – Primary Data

Table No. 5.5 shows that need for independence has driven most of the women entrepreneurs to the threshold of entrepreneurship with 156 points. The next significant factor which influenced the entrepreneurs was desire to do something (126 points). Availability of bank finance ranked last (23 points). Other factors included unemployment, experience in same line, initiative taken by father or husband, dissatisfaction in previous job, encouragement by relatives or friends, opportunities available, available of raw material etc.

5.2. BUSINESS PROFILE OF WOMEN ENTREPRENEURS

The analysis of data regarding the enterprise status owned by women entrepreneurs has been presented in this section. It is done on the basis of the points like form of enterprise, type of training, type of market, established by the entrepreneurs, commencement of small industrial unit, location wise distribution of entrepreneurs, managing the working of factory/unit, factors motivating the entrepreneurs, changed introduced by the entrepreneurs, profit on investment, profit re-invest in business and problems faced by units/entrepreneurs etc.

5.2.1 Type of Unit – The data regarding the type of units owned by women entrepreneurs under study is presented in the following table.

Table No. 5.6

Type of Unit

Sr.No.	Type of Unit	No. of Units	Percentage
1.	Small Scale Units	98	81.67
2.	Tiny Units	20	16.67
3.	Ancillary Units	02	1.67
4.	Export oriented units	--	--
	Total	120	100%

- *Source – Primary Data*

It can be observed from the above table that, out of 120 units financed by commercial banks, 98 have registered their units as Small Scale Units (81.67 %) and the remaining 20 women entrepreneurs are owing a tiny unit. Ancillary units found were only 2 (1.67 %). Export oriented units were not undertaken by women entrepreneurs.

5.2.2 Form of Organisation : Table No. 5.7 depicts the data regarding form of enterprise in which the women entrepreneurs are involved.

Table 5.7
Form of Organisation

Sr.No.	Type of Ownership	No. of Units	Percentage
1.	Personal	120	100%
2.	Partnership	--	--
3.	Company	--	--
4.	Any other	--	--
	Total	120	100%

- *Source – Primary Data*

The Table indicates that all the women entrepreneurs have opted for sole proprietary form of organization.

5.2.3 Location of Unit : The choice of location of business unit is affected by a number of factors like availability of raw material, power supply, infrastructural facilities, market proximity etc. The location selected by women entrepreneurs was examined to verify whether they preferred home, rented premise or owned property or industrial estate etc. The following table shows this.

Table 5.8
Location –wise Distribution of Entrepreneurs

Sr.No.	Location	No. of Units	Percentage
--------	----------	--------------	------------

1.	Home	20	16.67
2.	Owned Premises	25	20.83
3.	Rented/leased	23	19.17
4.	Industrial Estate	52	43.33
	Total	120	100

- *Source – Primary Data*

The Table reveals that a majority of units, (43.33 %) are concentrated in industrial estates. 25 units constituting 20.83% are located in owned premises and 16.67 % are at home. Remaining 19.17 % have their units in rented premises. It shows clearly that commercial banks give more preference to the units located in the industrial estates.

5.2.4 Nature of Business – Nature of business owned by women entrepreneurs is given in the following table.

Table 5.9
Nature of Business of Entrepreneurs

Sr.No.	Nature of Business	No. of Units	Percentage
1.	Manufacturing	50	41.67
2.	Trading	28	23.33
3.	Service	42	35.00
	Total	120	100

- *Source – Primary Data*

Table 5.9 reveals that 41.67 per cent of the women entrepreneurs in Maharashtra are engaged in trading and manufacturing activities. Again, 23.33 percent in manufacturing activities, 23.33 % are involved in trading activities. 35 % women are engaged in service sector.

5.2.5 Nature of Origin of Business – Table No. 5.10 depicts the nature of origin of business of women entrepreneurs.

Nature of Origin of Business of Women Entrepreneurs

Sr.No.	Nature of Origin	No. of Units	Percentage
1.	First generation	102	85.00
2.	Purchased the business	2	1.67

3.	Inherited the business	16	13.33
	Total	120	100

- *Source – Primary Data*

Table 5.10 depicts that 85 per cent of the women entrepreneurs in Maharashtra are first generation entrepreneurs. It is also observed that most of them have started the business with their own initiative and not with the support of their family members. The number of women entrepreneurs who have purchased the business is very negligible. 13.33 per cent of the women entrepreneurs inherited the business of their parents or husbands.

5.2.4 Size of Unit – The success of entrepreneur is determined by the size of unit started by her. The size of unit can be studied in terms of capital invested, turnover and number of workers employed. Data revealed in the following tables reveal this.

- **Capital Invested in Unit** – The size of unit can be measured on the basis of capital invested. This aspect is analysed in the following table.

Table No. 5.9 (a)
Capital Invested in Unit

Sr.	Capital invested (Rs.)	No. of Units	%
1	Less than Rs. 1,00,000	10	8.33
2	Rs. 1,00,000 – Rs. 5,00,000	42	35.00
3	Rs. 5,00,000 – Rs. 10,00,000	36	30.00
4	Rs. 10,00,000 – Rs. 25,00,000	25	20.83
5	Rs. 25,00,000 – Rs. 50,00,000	2	1.67
6	Above Rs. 50,00,000	1	.83
7	No Response	4	3.33
	Total	120	100.00

- **Source – Primary Data*

Table No. 5.9 (a) reveals that out of 120 units, 42 (35.00 %) had the investment limit ranging from Rs. 1,00,000 to Rs. 5,00,000. 25 units had capital of Rs. 10,00,000 to Rs. 25,00,000. The unit having capital above Rs. 50,00,000 is only one. 4 women entrepreneurs denied to give the information. Thus majority of women entrepreneurs have an investment of less than 10,00,000.

- **Annual Turnover of Unit** – Annual turnover of the unit may be taken as one of the criteria for measuring the size and level of entrepreneurial activities. It is given in the following table.

Table No. 5.9 (b)
Annual Turnover of Unit

Sr.	Annual Turnover	No. of Units	%
1	Less than Rs. 1,00,000	20	16.67
2	Rs. 1,00,000 – Rs. 5,00,000	65	54.17
3	Rs. 5,00,000 – Rs. 10,00,000	19	15.84
4	Rs. 10,00,000 – Rs. 25,00,000	7	5.83
5	Rs. 25,00,000 – Rs. 50,00,000	4	3.33
6	Above Rs. 50,00,000	-	
7	No Response	5	3.47
	Total	120	100.00 %

**Source – Primary Data*

It may be observed from the above table that, 20 women entrepreneurs are in the sales turnover below Rs. 1,00,000. Majority of women entrepreneurs (54.17 %) have annual turnover of Rs. 1,00,000 to 5,00,000. 5 women entrepreneurs have refused to give the details regarding annual turnover.

- **Size of Employment of Unit** – The labour force employed in a particular unit can also be taken as criteria to measure the size of the unit. Table No. 5.9 (C) shows the employee strength of the units assisted by commercial banks.

Table No. 5.9 (c)
Size of Employment of Unit

Sr.	Number of Employees	No. of Units	%
1	No separate employees	13	10.83 %
2	2 – 10	68	56.67 %
3	11 - 25	37	30.83 %
4	26 – 50	2	16.67 %
5	51 – 100	-	--
6	Above 100	-	--

	Total	120	100.00 %
--	-------	-----	----------

**Source – Primary Data*

It may be observed from the above table that, 20 women entrepreneurs are in the sales turnover below Rs. 1,00,000. Majority of women entrepreneurs (54.17 %) have annual turnover of Rs. 1,00,000 to 5,00,000. 5 women entrepreneurs have refused to give the details regarding annual turnover.

5.2.5 Establishment of Unit – Entrepreneurs have to perform a number of functions while establishing the unit such as completing various statutory requirements, hiring labour force, raising of capital etc. Women entrepreneurs were asked to indicate whether the units were established by themselves or inherited from family members of an existing unit is taken over by them. Table No. 5.10 shows the details regarding the establishment of unit.

**Table No. 5.10
Establishment of Unit**

Sr.	By whom ?	No. of WEs	%
1	Established by entrepreneur	95	79.17 %
2	Inherited by father or husband	24	20.00 %
3	Taken over as a sick unit	1	.83 %
	Total -	120	100.00 %

**Source – Primary Data*

The above table reveals that 95 women entrepreneurs (79.17 %) have established their units on their own and 24 units have inherited from father or husband. Only 1 unit is taken over unit. It shows clearly that majority of women entrepreneurs are financially motivated by commercial banks.

5.2.6 Use of Technology – Nature of technology used by women entrepreneurs is studied to see the influence of globalization, innovative attitude of entrepreneurs and technological advancement adopted by them. Table No. 5.11 shows the same.

**Table No. 5.11
Use of Technology by Unit**

Sr.	Use of Technology	No. of WEs	%
1	Domestic	116	96.67 %
2	Foreign	4	3.33 %
	Total -	120	100.00 %

**Source – Primary Data*

It is clearly seen from the above table that, 116 units (96.67 %) are running with domestic technology and only 3.33 % women entrepreneurs are using foreign technology. Thus women entrepreneurs are still lagging behind in the use of foreign technology. But it doesn't mean that units run by women entrepreneurs are backward.

5.3 Social Responsibilities Performed by Women Entrepreneurs

5.3.1 Involvement in Social Activities - Involvement in social activities is an effective driving force for women to become an entrepreneur, as entrepreneurship adds good value to her social standing. Participation in social activities gives them mental peace, development of public contacts and exchange of ideas as it will help in business development. It also gives them an opportunity to serve the society financially and physically. Further some women have chosen the path of entrepreneurship as a part of extension of their social activities. Table 5.12 shows the involvement of the Women Entrepreneurs in Social Activities.

Table No. 5.11

Involvement in Social Activities by Women Entrepreneurs

Sr.	Involvement in Social Activities	No. of WEs	%
1	Very High	12	10.00
2	High	16	13.33
3	Moderate	30	25.00
4	Low	62	51.67
	Total -	120	100.00 %

**Source – Primary Data*

The responses of the women entrepreneurs in Maharashtra as to their involvement in social activities given in Table 5.11 depicts that the majority of the women entrepreneurs i.e. 51.67 % do not engage in social activities, as they do not have much time. But 25 percent involve in social activities moderately despite of their business constraints.

5.3.2 Type of Involvement in Social Activities : The type of involvement in social activities depends on several factors, viz. financial position of women entrepreneurs, previous occupation, achievements in business, reputation enjoyed, family status, availability of time, personal interest, purpose, etc. Those

entrepreneurs who enjoy sound financial position may become members of Lion's club, Rotary club, etc. Some entrepreneurs become members of religious organisations on the basis of their castes. Some are members of merchants associations, other clubs and associations, Government sponsored welfare organisations, such as SHG, Kutumbasree, etc. Table 5.12 gives the idea about the type of Involvement in Social Activities by the Women Entrepreneurs.

Table No. 5.11

Involvement in Social Activities by Women Entrepreneurs

Sr.	Type of Involvement in Social Activities	No. of WEs	%
1	Membership in Lions club ,Rotary club etc.	7	5.83
2	Membership in charitable institution	42	35.00
3	Membership in Govt. sponsored welfare organisation	5	4.16
4	Membership in sports association	2	1.67
5	Membership in welfare society	8	6.67
6	Membership in residential association	5	4.16
7	Membership in arts club	2	1.67
6	Others	48	40.00
	Total	120	100.00

**Source – Primary Data*

The type of involvement in social activities by the women entrepreneurs in Maharashtra shows that most of the women entrepreneurs have given first preference to 'Others', since it also provides a wide platform/forum to discuss some common business problems. Membership in charitable organisations is ranked as second, since these activities give them mental relief. 6.67 % women entrepreneurs became members in Government sponsored welfare organization. Women entrepreneurs are not interested in becoming members of arts club or sports association.

5.3.3 Reason for Involvement in Social Activities : Women entrepreneurs engage in social activities due to various reasons. Some successful women entrepreneurs usually get offers to occupy a good position in Government sponsored organisations or other welfare organisations which give them high social status, mental satisfaction, better public contact, etc.

Table No. 5.11

Involvement of the Women Entrepreneurs in Social Activities

Sr.	Reason for involvement in Social Activities	No. of WEs	%
1	Social commitment		
2	Mental satisfaction		
3	Business development		
4	Social status		
5	Exchange of ideas		
	Total		

**Source – Primary Data*

The rank score comparison of the reason for involvement of the women entrepreneurs in social activities reveals that the women entrepreneurs in Maharashtra are involved in social activities with the same purpose in view-mental satisfaction. Most of them feel that they have an obligation of uplifting the poor, which is proved by ranking social commitment as second. Business development, social status and exchange of ideas score the third, fourth and fifth preference respectively as the reason for involvement.

5.3.4 Nature of Social Activities : Nature of social activity shows the sort or kind of involvement in social activities and it includes blood donation camp, medical camp, health awareness programmes, pollution control programmes, flood/earth quake relief camps etc. Other social activities include conducting and organising of free group marriage, donating books, money, clothes, etc. to orphanages, donating blood and money to patients suffering from chronic diseases, organising seminars, cultural activities, etc. Women entrepreneurs are asked to rank a list of social activities which they organise/participate normally.

Table No. 5.11

Nature of Social Activities Undertaken by the Women Entrepreneurs

Sr.	Nature of Social Activities Undertaken	No. of WEs	%
1	Medical camp		
2	Health awareness programme		
3	Pollution control programme		
4	Industry safety programme		
5	Relief camps		
6	Crisis management		

7	Others		
	Total		

* *Source: Primary data.*

The rank score of the nature of social activities undertaken by the women entrepreneurs reveals that the majority of the women entrepreneurs in Maharashtra organise/participate in medical camps and health awareness programmes simultaneously for which they have given first rank whereas most of them participate in relief camps.

5.3.5 Amount Spent on Social Activities : All business enterprises, whether run by men or women, are have some obligation towards the society, as their existence depends on the existence of the society. So generally, almost all the organisations spend some amount on the welfare of the society where they are functioning.

Table 5.12

Amount Spent on Social Activities by the Women Entrepreneurs

Sr.	Amount Spent on Social Activities	No. of WEs	%
1	Upto Rs, 5,000		
2	Rs. 5,000 - Rs. 10,000		
3	Rs. 10,000 – Rs. 15,000		
4	Above Rs. 15,000		
	Total		

* *Source: Primary data.*

An assessment of the amount spent by the women entrepreneurs for social activities reveals that a majority of the women entrepreneurs in Maharashtra fall in the category that spends less than Rs.5,000 on social activities.

5.4 Skills/Qualities Developed through Entrepreneurship

Women develop several skills when they become entrepreneurs of which the most important ones are communication and self-confidence. These skills are very essential for running an enterprise which is susceptible to risk. The management skill and communication skill play a key role in the day-to- day life to manage a concern efficiently. Unlike a house wife, a woman entrepreneur has to be on the move for carrying out business affairs, even ignoring the time factors. So mobility, courage, grit to face problems and independence are the qualities she acquires

when she gets moulded as an entrepreneur and in due course she becomes a good leader as well.

Table 5.13
Skills/Qualities Developed through Entrepreneurship

Sr.	Skills/Qualities Developed through Entrepreneurship	No. of WEs	%
1	Communication skill		
2	Management skill/Leadership		
3	Self-confidence		
4	Technical skills		
5	Courage		
6	Mobility		
7	Independence		
	Total		

* *Source: Primary data.*

Table 5.13 reveals that the major skill developed by the women entrepreneurs is the communication skill which is very essential for an entrepreneur. Management skill ranks second, whereas self-confidence ranks Third. The analysis also reveals that the women entrepreneurs still do not enjoy much independence. The mobility of women entrepreneurs is not yet developed.

5.3 PERFORMANCE OF UNIT RUN BY WOMEN ENTREPRENEURS

– The performance of women entrepreneurs under study can be judged by the changes introduced by them, return on investment, re-investment of profit, marketing area etc.

5.3.1 Changes Introduced by the Entrepreneurs: Innovative entrepreneurs are interested in introducing the changes. According to Peter Drucker an entrepreneur as a person who always searches for change, responds to it and exploits it as an opportunity. Women entrepreneurs under study were asked to represent the changes made by them. The changes may be in the form of addition of new product, deletion of some products, improvement of existing product, installation of modern machinery and any other some changes. Following table indicates the type of changes introduced by women entrepreneurs.

Table 5.12

Changes Introduced by the Entrepreneurs

Sr.No.	Change Introduced	No. of WEs	Percentage
1.	Addition of new product	59	49.17%
2.	Deletion of some products	17	14.17%
3.	Improvement of existing product	24	20.00%
4.	Installation of modern machinery	55	45.83%
5.	Any other	12	10.00%
	Total	167	139.17%

Note: Total exceeds 120 and 100 per cent due to multiple answers.

**Source – Primary Data*

It can be observed from the table that 49.17% women entrepreneurs have introduced additional new product, when 45.83% made installation of modern machinery. Some few entrepreneurs (14.17%) had deleted some their products and 20% have made improvement of existing product. These figures show the innovative nature of women entrepreneurs.

5.3.2 Profit on Investment: The performance of women entrepreneurs can be measured on the basis of the profit on their investment. Table No. 5.13 shows the average annual return on their investment.

Table 5.13
Return on Investment

Sr.No.	Average Return	No. of WEs	Percentage
1.	0-10%	29	24.17%
2.	11-15%	28	23.33%
3.	16-20%	36	30.00%
4.	Above 20%	18	15.00 %
5.	No profit no loss	3	2.50 %
6.	Loss	2	1.67 %
7.	Refused to disclose	4	3.33 %
	Total	120	100.00%

**Source – Primary Data*

The Table 5.13 indicates that 29 (24.17 %) women entrepreneurs had earned average profit upto 10 %. 28 entrepreneurs (23.33 %) earned returns ranging from 11-15%, Majority of entrepreneurs (30%) earned return between 16-20% and remaining (15.00 %) entrepreneurs eared more than 20 % return on their investments. Furthermore only 2 units were running under loss and 3 with no

profit no loss base. 4 entrepreneurs have refused to give the data. It clearly shows that majority of bank assisted units have utilized the funds properly.

5.3.3 Returns Re-invested in Business: The amount of profit reinvested in business by women entrepreneurs is given in the following table.

Table 5.14
Returns Re-invested in Business

Sr.No.	% of return reinvested	No. of WEs	Percentage
1.	0-10%	60	50.00 %
2.	11-15%	43	35.84 %
3.	above 15%	07	5.83 %
4.	No re-investment	6	5.00 %
5.	Refused to disclose	4	3.33 %
	Total	120	100.00%

**Source – Primary Data*

It may be observed from the above table, that majority of women entrepreneurs i.e. 50.00 % women entrepreneurs ploughed back less than 10 % of the profits earned to their business, 40% re-invested 11-15 % of the profits and only 5.83% of the entrepreneurs ploughed back more than 15 per cent of the profit earned.

5.3.4 Marketing area of Unit: Marketing is one of the most important activities determining the performance of any business unit. It is influenced by the financial base, contacts at different levels, dynamic nature, intelligence, communication skills etc. An attempt is made in this study to the marketing area covered by women entrepreneurs.

Table 5.15
Type of Market

Sr.No.	Type of Market	No. of WEs	Percentage to 120
1.	Local market	118	98.33%
2.	State market	43	35.83%
3.	National market	22	18.33%
4.	International market	02	1.52 %
	Total	185	154.01 %

Note: Total exceeds 120 and 100 per cent due to multiple answers.

**Source – Primary Data*

The above table reveals that, majority of women entrepreneurs, i.e. 98.33% are marketing locally. 35.83 % women entrepreneurs are marketing their products throughout the state and the remaining 19.85 % operate in the national, international market.

5.3.5 Managing the working of unit: This status has been analyzed on the basis of different categories of management i.e. separately, to help the family member, professional management etc.

Table 5.15
Managing the working of factory/unit

Sr.No.	Type of Market	No. of WEs	Percentage
1.	Independently	48	40.00%
2.	To help the family member	78	65.00%
3.	Professional management	08	06.67%
	Total	134	111.67%

Note: Total exceeds 120 and 100 per cent due to multiple answers.

**Source – Primary Data*

The management status of women entrepreneurs is crystal clear. It includes different categories. 40% women entrepreneurs are managing their units independently separately, majority of the units i.e. 65% are managed with the help of family members and only 6.67% entrepreneurs are using the professional management.

5.5 GENERAL PROBLEMS FACED BY WOMEN ENTREPRENEURS :

The data regarding different problems being faced by women entrepreneurs in their respective business unit is presented herewith. The most common problems like proper guidance or the identification of investment opportunity, scarcity of raw material, lack of power, transportation, rigid government rules, financial problems, marketing problems, labour problems etc. are dealt in the following table.

Table 5.31
General Problems Faced by Units/Entrepreneurs

Sr.No.	Nature of problems	No. of WEs	% to 120
1.	Scarcity of raw material	46	38.33%

2.	Lack of power	13	10.83%
3.	Transportation problems	26	21.67%
4.	Rigid government rules	02	01.67%
5.	Financial problems	67	55.83%
6.	Marketing problems	29	24.17%
7.	Labour problems	29	24.17%
8.	Any other	28	23.33%
	Total	240	200.00%

. Note: Total exceeds 120 and 100 per cent due to multiple answers

* Source – Primary data

It is found that majority i.e. 55.83 % women entrepreneurs faced the financial problem while 38.33% of women entrepreneurs suffered from the scarcity of raw material. 10.83% women entrepreneurs had shortage of power and 21.67% had transportation problems. The problem of rigid government rules was expressed by only 1.67% women entrepreneurs. Marketing and labour problems are also faced by women entrepreneurs.

CONCLUSION

1. Regarding the personal profile, there are significant differences as to the age, community, place of birth, head of household and education among the women entrepreneurs in Kerala and Tamil Nadu. But no such differences are found in the marital status, nature of family and size of the family.
2. There are some similarities and dissimilarities regarding the business profile among the women entrepreneurs in Kerala and Tamil Nadu. They are similar in the number of male owners in the business, nature of origin of the business, ownership of the premises, year of establishment of business and in the number of employees. But, regarding the entrepreneurial activities, place of business, form of business and in the number of owners in the business, they are different.
3. While analysing the socio-economic status, it is observed that the women entrepreneurs in Kerala and Tamil Nadu are similar in the following aspects, viz. decision making power, power exercised in the business, degree of involvement in social activities and reason for involvement in social activities. However, significant differences are observed in the degree of acceptance of decisions by their employees, nature of social activities undertaken, in the amount spent on social activities and also the employees' opinion about the women entrepreneurs.
4. Most of the employees of the women entrepreneurs in Kerala feel that women can manage the business more efficiently than men and they

feel that their employers possess a very high leadership skill, whereas in Tamil Nadu, only a few concur with this statement.

5. With respect to the economic status of women entrepreneurs, significant differences are perceived in their annual sales, income, expenditure, annual savings, amount invested in total assets, fixed assets and in working capital and also in the percentage change in total assets, fixed assets, annual income and in annual savings. However, similarities are visible in the percentage change in the number of employees, working capital and in the annual turnover.

6. The analysis of the socio-economic status of the women entrepreneurs with other variables reveals that before entering business, the women entrepreneurs in Kerala and Tamil Nadu have dissimilarities in the degree of control over the property, investment, income, savings and family expenditure, decision making power in the family, respect given in the family, respect given in the society, giving advice to friends and relatives, freedom in mobility and their access to information and communication technology. However, they have similarities in the degree of involvement in social and political activities. After entering business, they have similarities only in giving advice to friends and relatives and in participation in political activities, but in all other aspects they are different. Both in Kerala and Tamil Nadu, the women entrepreneurs are able to develop communication skill by entering the world of entrepreneurship.-----

5.4 FINANCIAL ROLE OF COMMERCIAL BANKS IN WOMEN ENTREPRENEURSHIP DEVELOPMENT:

The performance of the nationalized commercial banks can be assessed with the help of the primary data collected during the field survey. An attempt is made in this section to understand the opinions and feelings of women entrepreneurs about the services rendered by the banks, problems faced by them in getting loans, adequacy of finance etc. Following points are considered in this regard.

5.4.1 Source of Initial Finance: To understand the source from which women entrepreneurs have raised the initial capital is very important in knowing development of women entrepreneurship. Women entrepreneurs may raise initial funding on their own or by family members, relatives, friends or any other financial institutions or commercial banks. Following table reveals this fact.

Table 5.16
Source of Initial Finance for Unit

Sr.No.	Source of Finance	No. of WEs	Percentage
1.	Own contribution	60	50%
2.	Borrowed from relatives	12	10 %
3.	Borrowed from Friends	08	6.67 %
4.	Commercial Banks	117	97.50 %
5.	Any other source	16	13.33 %
	Total -	216	178.50 %

Note: Total exceeds 120 and 100 per cent due to multiple answers.

**Source – Primary data*

It can be observed from the above table that 117 women entrepreneurs out of 120 i.e. 97.50 % have borrowed initial capital from the nationalized banks and 60 out of 120 entrepreneurs (50 %) have made their own contribution. 20 entrepreneurs have raised finance from relatives and friends. The figures show the dependence of women entrepreneurs on multiple sources to meet their initial capital requirements as the ratio between the sample entrepreneurs and different sources of finance is 1 : 1.78.

5.4.2 Period of Loan : The data regarding the period of loan taken by women entrepreneurs is presented in table No. 5.17.

Table 5.17
Period of Loan taken from Commercial Banks

Sr.No.	Types	Period (years)	No. of WEs	Percentage
1.	Short term loan	1-3	42	35%
2.	Medium term loan	3-5	69	58%
3.	Long term loan	5-15	09	07%
	Total		120	100%

On the basis of the variation in loan taken by women entrepreneurs, it is found that 35 % of women entrepreneurs have taken short term loan. Medium term loan was taken by 58% women entrepreneurs only 7 % had opted for long term loan.

5.4.3 Term Loan Sanctioned by Commercial Banks: An analysis is made here to know whether commercial banks have provided adequate funds to establish develop and expand the units run by women entrepreneurs. The adequacy of funds is assessed on the basis of difference between the amount of loan requested by the

unit and the amount actually sanctioned by the bank. Table No. 5.18 shows the adequacy of loan sanctioned by commercial banks.

Table 5.18
Term Loan Sanctioned by Commercial Banks:

Sr.No.	Percentage of loan sanctioned	No. of WEs	Percentage
1.	100 % / full amount	15	12.50 %
2.	75 – 90 %	55	45.83 %
3.	50 – 75 %	43	35.83 %
4	Less than 50%	07	5.83 %
	Total	120	100 %

**Source – Primary data*

Table 5.17 shows that majority i.e. 45.83% women entrepreneurs are sanctioned the loan to the limit of 75 to 80 % of their requirement. 35.83 % women entrepreneurs are sanctioned the loan within 50 to 75 % of the amount they have applied for. The percentage of loan sanctioned less than 50 % of the requirement is only 5.83 %. Thus a large number of women entrepreneurs had secured less than the amount of loan applied for. This forced them to depend upon other sources to meet their loan requirements.

5.4.4 Sources Relied to meet the shortfall in term loan– The remedies resorted to by the women entrepreneurs to who the loan sanctioned was inadequate is shown in the following table.

Table No. 5.19
Sources Relied to meet the shortfall

Sr.	Sources Relied	No. of WEs	% to (105)
1	Own contribution	78	74.29
2	Ploughing back of profits	16	15.23
3	Private finance	24	22.86
4	Borrowing from Friend/relatives	22	20.95
5	Sale of properties	3	2.86
6	Any other	18	17.14
7	Limited the activity	9	8.57
	Total -	172	163.80

Note: Total exceeds 105 and 100 per cent due to multiple answers.

** Source – Primary data*

The analysis of Table No. 5.19 shows that out of the 105 women entrepreneurs to whom the loan sanctioned was inadequate, majority i.e. 74.29 of women entrepreneurs had made their own contribution. The other sources included ploughing back of profits (15.23 %), private finance, borrowing from friends and relatives (20.95). 2.86 % women entrepreneurs have sold their private property to meet the shortfall amount. 17.14 % entrepreneurs relied on other sources and 8.57 % women entrepreneurs have preferred to restrict their entrepreneurial activity for the lack of funds.

5.4.5 Working capital provided by Commercial Banks – Term loan and working capital are the two pillars of any business activity. Therefore a study of working capital provided by commercial banks to women entrepreneurs and its adequacy is presented in the following table.

Table 5.20 (a)
Working capital provided by Commercial Banks

Working capital provided	No. of WEs	%
Yes	36	30 %
No	84	70 %
Total	120	100 %

Table 5.20 (b)
Adequacy of Working capital provided by Commercial Banks

Adequacy of W. C.	No. of WEs	%
Yes	9	25 %
No	27	75 %
Total	36	100 %

* Source – Primary data

It is observed from the above tables that, only 30 % women entrepreneurs had obtained working capital from banks and majority (70 %) have not borrowed any working capital. Even the 75 % borrowers felt that the working capital sanctioned by banks was inadequate. This clearly underlines the need on the part of commercial banks to change their conservative attitude regarding the working capital.

5.4.6 Sources Relied to meet the shortfall in working capital requirement - The remedies resorted to by the women entrepreneurs to meet the shortfall in working capital arrangement are given in the following table.

Table 5.21

Source Relied to Meet the Shortfall in working capital arrangement

Sr.No.	Source Relied	No.of WEs	Percentage to 27
1.	Own contribution	19	70.37 %
2.	Cash credit	5	18.51 %
3.	Private finance	3	11.11 %
4.	Borrowing from Friend/relatives	9	33.33 %
5.	Short term finance	5	18.51 %
6.	Any other	2	7.41 %
	Total	43	159.26 %

Note: Total exceeds 120 and 100 per cent due to multiple answers.

** Source – Primary data*

The analysis of Table 5.21 reveals that out of 27 women entrepreneurs to whom working capital loan sanctioned was inadequate, 70.37 % women have relied on own contribution. 18.51 % relied on cash credit, 33.33 % have borrowed from friends and relatives. This reveals the conservative approach of commercial banks regarding the working capital of business.

5.4.7 Time Lag for Sanctioning Loan: Women entrepreneurs were asked whether the time taken by the banker in sanctioning and disbursing the loan to be normal, moderately lengthy or too lengthy. Table No. 5.22 explains the fact.

Table 5.22

Time Lag for Sanctioning Loan

Sr.No.	Opinions	No. of WEs	Percentage
1.	Normal	79	66%
2.	Moderately lengthy	31	26%
3.	Too lengthy	10	08%
	Total	120	100%

** Source – Primary data*

Table 5.22 reveals that majority of WEs (66%) have found the time lag in sanctioning and disbursing the term loan to be normal, while 26% found it to be moderately lengthy and only 08% reported that the time lag was too lengthy. It can be concluded therefore that the banks are providing quick services to women entrepreneurs in sanctioning and disbursing the loans.

5.4.8 Repayment Period for Loan: The women entrepreneurs under study were asked to give their opinions regarding the repayment period of loan. They are indicated in the following table.

Table 5.23
Repayment Period for Loan

Sr.No.	Opinion	No. of WEs	Percentage
1.	Sufficient	110	91.66%
2.	Insufficient	10	8.34%
	Total	120	100%

* Source – Primary data

Table 5.23 indicates that a large majority of the women entrepreneurs (91.66%) felt that repayment period was sufficient. Only 8.34% opined that the time allowed for repayment is insufficient and hence they have expected the extension of the repayment period taking into consideration the nature of the activity, market conditions, time required to generate the income, amount of investment made, etc. This underlines the need on the part of banks to give due attention to these factors and to fix unit to unit different repayment period.

5.4.9 Promoters Minimum Contribution: Commercial banks never provide the entire finance needed by any entrepreneur. He / she have to contribute at their own certain cost of the proposed project. The main intention behind this is to bring seriousness about in the entrepreneur. The women entrepreneurs were asked to give their opinions regarding minimum contribution to be made by them. They are given in the following table.

Table 5.24
Promoters Minimum Contribution

Sr.No.	Opinion	No. of WEs	Percentage
1.	Normal	66	55.00 %
2.	Moderately high	26	21.67 %
3.	Too high	28	23.33 %
	Total	120	100%

* Source – Primary data

Table 5.24 reveals that the 66 women entrepreneurs contributing (63.33%) to the total reported that there is no difficulty in making their personal contribution for the business unit. 21.67% women entrepreneurs have felt the minimum

contribution moderately high and 23.33 % have felt it too high. The bank should pay due attention to these women entrepreneurs which encourages the development of women entrepreneurship among poor and weaker sections of the society.

5.4.10 Insistence of Security by Commercial Banks: Commercial banks insist upon collateral security to be produced by borrowers before the sanction of loans. Though it is one of the sound lending practices, majority of women entrepreneurs often perceive it to be a major problem. Table No. 5.25 presents the opinions regarding the fairness or otherwise of the insistence of security by banks.

Table 5.25
Insistence of Security by Commercial Banks

Sr.No.	Opinion	No. of WEs	Percentage
1.	Fair	113	94.17%
2.	Unfair	07	5.83%
	Total	120	100%

Source – Primary data

The Table reveals that majority (94.17%) women entrepreneurs felt that the banks are fair in insisting that collateral situational security and only 5.83% are of the opinion that it is unfair to demand collateral security particularly from women entrepreneurs. Hence they expect that the insistence of security should be made after considering the situation of the borrower.

5.4.11 Rate of Interest Charged by Commercial Banks: The women entrepreneurs under study were asked to indicate their opinions regarding the rate of interest charged by banks for long term loan.

Table 5.26
Rate of Interest Charged by Commercial Banks

Sr.No.	Opinions	No. of WEs	Percentage
1.	Normal	82	68.33%
2.	Moderately high	32	26.67%
3.	Too high	06	05.00%
	Total	120	100%

** Source – Primary data*

The above Table shows that majority 68.33% women entrepreneurs felt that interest rates charged by commercial banks are normal, while 25.67% felt that the interest rates are moderately high and only 5% women entrepreneurs opined that

interest rate was too high. Though majority of women entrepreneurs are of favourable opinion about rate of interest, banks should not neglect the latter two groups also.

5.4.12 Legal Formalities to Avail Loans: One of the most deterrent to women entrepreneurship is the rigid and complicated formalities to be completed while availing loans. It discourages them to withdraw from entrepreneurship or they prefer to approach some other lending agencies. The opinions expressed by women entrepreneurs in this regard are shown in the following table.

Table 5.27
Legal Formalities to Avail Loans

Sr.No.	Opinion	No. of WEs	Percentage
1.	Rigid and complicated	73	60.83%
2.	Fairly simple	47	39.17%
	Total	120	100%

* Source – Primary data

The Table reveals that 60.83% women entrepreneurs reported that the legal formalities involved in getting bank loans are rigid and complicated and remaining 39.17% expressed it as fairly simple. The rigid and complicated procedures has resulted in shifting from one bank to another private bank or even in closure of the unit or dropping the plan of expansion or diversification etc. The commercial banks should change the formalities and make it more liberal and user-friendly.

5.4.13 Recovery procedure of Commercial Banks: The loan recovery of banks depends upon dealings of the women entrepreneurs with the banks, follow-up activities undertaken by the banks, attitude of the borrower while dealing with the lender, intention of the borrower while borrowing the loan and actual utilization of it. The procedure of recovery in paper and practice need not be same for all the time. There should be some flexibility as per the requirements. The data regarding the views of women entrepreneurs about recovery procedure of commercial banks have been analyzed below.

Table 5.28
Recovery procedure of Commercial Banks

Sr.No.	Opinion	No. of WEs	Percentage
1.	Strict	85	70.83%
2.	Liberal	35	29.17%

	Total	120	100%
--	-------	-----	------

* *Source – Primary data*

Majority of women entrepreneurs (70.83%) felt the recovery procedure followed by commercial banks as strict and 29.17% of women entrepreneurs expressed it as liberal.

5.4.14 Service Rating of Commercial Banks: In section women entrepreneurs were requested to rate the service of banks as very good, good average or based on their experience. They are shown in the following table.

Table 5.29
Service Rating of Commercial Banks

Sr.No.	Service Rating	No. of WEs	Percentage
1.	Very Good	29	24.17%
2.	Good	49	40.83%
3.	Average	33	27.50%
4.	Poor	9	7.50 %
	Total	120	100%

* *Source – Primary data*

It is clearly seen from the above table that 24.17% women entrepreneurs have rated the services of commercial banks as very good, majority of women entrepreneurs i.e. 40.83 % have rated good and only 27.50 % have rated it as average. Only 7.50 % women entrepreneurs are not satisfied with the services provided by commercial banks.

5.4.15 Scope for improvement in the Services of Commercial Banks: The opinions regarding further scope for improvement in the services of commercial banks as given by women entrepreneurs is given below.

Table 5.30
Scope of improvement in the services of Commercial Banks

Sr.No.	Scope for improvement	No.of WEs	% to 120
1.	Entrepreneurial guidance	98	81.67%
2.	Simplified Legal formalities	28	36.66%
3.	Liberal Recovery procedure	16	13.33 %
4.	Marketing assistance	45	37.50 %
5.	Technical assistance	24	20.00 %

6.	Any other	08	6.67 %
	Total	219	182.50%

. Note: Total exceeds 120 and 100 per cent due to multiple answers

* Source – Primary data

It is clearly observed from the following table that women entrepreneurs expect improved services from the commercial banks. Most of the women entrepreneurs i.e. 81.67 % are interested in getting entrepreneurial guidance by these banks. 36.66 % expect simplified legal formalities and 13.33 % expect liberal credit recovery. 37.50 % require marketing assistance and 20.00 % need technical assistance from commercial banks. Commercial banks should focus on these expectations of women entrepreneurs and try to provide these services.

5.5 GENERAL PROBLEMS FACED BY WOMEN ENTREPRENEURS :

The data regarding different problems being faced by women entrepreneurs in their respective business unit is presented herewith. The most common problems like proper guidance or the identification of investment opportunity, scarcity of raw material, lack of power, transportation, rigid government rules, financial problems, marketing problems, labour problems etc. are dealt in the following table.

Table 5.31
General Problems Faced by Units/Entrepreneurs

Sr.No.	Nature of problems	No. of WEs	% to 120
1.	Scarcity of raw material	46	38.33%
2.	Lack of power	13	10.83%
3.	Transportation problems	26	21.67%
4.	Rigid government rules	02	01.67%
5.	Financial problems	67	55.83%
6.	Marketing problems	29	24.17%
7.	Labour problems	29	24.17%
8.	Any other	28	23.33%
	Total	240	200.00%

. Note: Total exceeds 120 and 100 per cent due to multiple answers

* Source – Primary data

It is found that majority i.e. 55.83 % women entrepreneurs faced the financial problem while 38.33% of women entrepreneurs suffered from the scarcity of raw material. 10.83% women entrepreneurs had shortage of power and 21.67% had transportation problems. The problem of rigid government rules was expressed by only 1.67% women entrepreneurs. Marketing and labour problems are also faced by women entrepreneurs.

CHAPTER-VI

CONCLUSIONS AND SUGGESTIONS

6.1 INTRODUCTION

6.2 FINDINGS

6.3 RECOMMENDATIONS

CHAPTER-VI

CONCLUSIONS AND SUGGESTIONS

6.1 INTRODUCTION:

The economic and industrial development of any country depends upon how efficiently the funds are managed by banks and financial institutions. Proper funds management by these banks will not only improve their profitability but also contribute towards the entrepreneurial development. In the past commercial banks had neglected women and small entrepreneurs. But after nationalization and expansion of branch network they are playing major role in the women entrepreneurship development. The adoption of multi-agency approach in 4th Five Year Plan has shifted the attitude of banks from class banking to mass banking. The lending by these banks to entrepreneurs and particularly women is very limited. Hence there is intense need to take up the study on the role of commercial banks in women entrepreneurship development. The literature studied has also pointed out this gap. Hence the present study is undertaken with special reference to Maharashtra state. The major findings of the study and suggestions thereon are given in this chapter.

6.2 FINDINGS

6.2.1 Socio-economic Status of Women Entrepreneurs

1. Women undertake entrepreneurial activity at their young age. The data regarding age of entrepreneurs shows that 70% entrepreneurs of WEs are from young age group.
2. Most of the women entrepreneurs lack technical background but they have educational background upto graduation level.
3. Marital status of entrepreneurs particularly women also influences on her entrepreneurial activities. It either results in supportive role by her family members or totally negative approach

4. Women from open category mainly undertake entrepreneurial activities. The entrepreneurs belonging to SC/CT community are less in number. It depicts that the banks are still lagging behind in attracting the neglected class of society to the entrepreneurial field.
5. The occupational status of husband/father of women entrepreneurs affects on their entrepreneurial activity. Women having family background of business are undertaking entrepreneurship activity.
6. Need for independence is the most important factor attracting women towards entrepreneurship. The next significant factor which influenced the entrepreneurs was desire to do something. Other factors includes availability of bank finance, unemployment, experience in same line, initiative taken by father or husband, dissatisfaction in previous job, encouragement by relatives or friends, opportunities available, availability of raw material etc.
7. Most of the units run by commercial banks are small scale units and others are tiny or ancillary units. Export oriented units are not undertaken by women entrepreneurs. Almost all the women entrepreneurs have opted for sole proprietary form of organization.
8. A majority of units run by women entrepreneurs are concentrated in industrial estates and others are located in owned premises and at home. Very few are run in rented premises. Thus commercial banks give more preference to the units located in the industrial estates.
9. The investment limit of women entrepreneurs mostly range from Rs. 1,00,000 to Rs. 5,00,000. The unit having capital above Rs. 50,00,000 is very negligible.

10. Majority of women entrepreneurs have annual turnover of Rs. 1,00,000 to 5,00,000. Some women entrepreneurs have refused to give the details regarding annual turnover.
11. Most of the women entrepreneurs have established their units on their own and they are financially motivated by commercial banks. Some units are inherited from father or husband.
12. Women entrepreneurs mainly use domestic technology and foreign technology is used by very few women. Thus women entrepreneurs are still lagging behind in the use of foreign technology. But it doesn't mean that units run by women entrepreneurs are backward.
13. Women entrepreneurs are interested in introducing additional new product and installation of modern machinery. Some few entrepreneurs had deleted some their products and others have made improvement of existing product. It shows the innovative nature of women entrepreneurs.
14. Majority of women entrepreneurs earned returns between 16-20%. The % of women entrepreneurs earning returns above 20 % is very less in number. Furthermore only 2 units were running under loss and 3 with no profit no loss base. It clearly shows that majority of bank assisted women entrepreneurs have utilized the funds properly.
15. Most of the women entrepreneurs ploughed back less than 10 % of the profits earned to their business, 40% re-invested 11-15 % of the profits and only 5.83% of the entrepreneurs ploughed back more than 15 per cent of the profit earned. Thus women entrepreneurs are interested in ploughing back of profits for future expansion of their business.

16. Women entrepreneurs sell their products in local markets mainly. Along with it they also market in state and national market also. They are not making their efforts for marketing at international market.

17. The management status of women entrepreneurs is crystal clear. It includes different categories. 40% women entrepreneurs are managing their units independently separately, majority of the units i.e. 65% are managed with the help of family members and only 6.67% entrepreneurs are using the professional management.

6.2.2 Role of commercial banks in women entrepreneurship development

18. Most of the women entrepreneurs borrowed initial capital from the commercial banks and others have made their own contribution. Some have raised finance from relatives and friends. It shows the dependence of women entrepreneurs on multiple sources to meet their initial capital requirements as the ratio between the sample entrepreneurs and different sources of finance is 1:1.78.

19. On the basis of the variation in loan taken by women entrepreneurs, it is found that 35 % of women entrepreneurs have taken short term loan. Medium term loan was taken by 58% women entrepreneurs only 7 % had opted for long term loan.

20. Commercial banks have sanctioned the loan to the limit of 75 to 80 % of the requirement of most of women entrepreneurs. The percentage of loan sanctioned less than 50 % of the requirement is only 5.83 %. Thus a large number of women entrepreneurs had secured less than the amount of loan applied for. This forced them to depend upon other sources to meet their loan requirements

21. The amount of loan sanctioned by commercial banks was inadequate for most of the women entrepreneurs. To meet the shortfall women entrepreneurs have relied on their own contribution. The other sources included ploughing back of profits, private finance, borrowing from friends and relatives. Very few women entrepreneurs have sold their private property to meet the shortfall amount and others have preferred to restrict their entrepreneurial activity for the lack of funds.
22. Majority of women entrepreneurs have not borrowed working capital from commercial banks and even the entrepreneurs who are financed working capital found it inadequate. To meet this shortfall mostly women entrepreneurs have relied on own contribution. Others tapped sources like cash credit, borrowing from friends and relatives. This reveals the conservative approach of commercial banks regarding the working capital of business.
23. Most of the women entrepreneurs have felt the time lag in sanctioning and disbursing the term loan to be normal, very few women entrepreneurs reported that the time lag as too lengthy. Thus commercial banks are providing quick services to women entrepreneurs in sanctioning and disbursing the loans.
24. The repayment period given by commercial banks was sufficient for most of women entrepreneurs. Very few entrepreneurs are dissatisfied with the repayment period given by commercial banks and hence they expect the extension of the repayment period taking into consideration the nature of the activity, market conditions, time required to generate the income, amount of

investment made, etc. There is the need on the part of banks to give due attention to these factors and to fix unit to unit different repayment period.

25. Most of the women entrepreneurs found no difficulty in making their personal contribution for the business unit. For some women entrepreneurs the minimum contribution is moderately high and others felt it too high. The banks have not paid due attention to these poor and weaker women entrepreneurs.

26. Women entrepreneurs feel the banks insistence for collateral situational security as fair. Very few think it as unfair and they expect that the insistence of security should be made after considering the situation of the borrower.

27. The interest rates charged by commercial banks are normal according to most of women entrepreneurs. For some entrepreneurs they are moderately high and very few argue that they are very high. Though majority of women entrepreneurs are of favourable opinion about rate of interest, banks should not neglect the latter two groups also.

28. According to most of the women entrepreneurs the legal formalities involved in getting bank loans are rigid and complicated. Nearly 40 % express it as fairly simple. The rigid and complicated procedures has resulted in shifting from one bank to another private bank or even in closure of the unit or dropping the plan of expansion or diversification etc.

29. For majority of women entrepreneurs the recovery procedure followed by commercial banks is strict and 29.17% of women entrepreneurs expressed it as liberal.

30. Women entrepreneurs are satisfied with the services provided by commercial banks in handling loan proposals. Most of the women have rated them as good though not very good. Only 7.50 % women entrepreneurs are not satisfied with the services provided by commercial banks.

31. Women entrepreneurs expect improved services from the commercial banks. Most of the women entrepreneurs are interested in getting entrepreneurial guidance by these banks. Others expect simplified legal formalities and liberal credit recovery. Some women entrepreneurs require marketing technical assistance from commercial banks.

6.2.3 Problems faced by women entrepreneurs

6.2.4 General conclusions

32. There is a need for women entrepreneurship development in Maharashtra and India to meet the nation's aspirations of rapid industrialization and balanced regional and social growth.

33. Availability of adequate physical infrastructure like power, water, roads, transportation means, credit facilities etc. is essential for women entrepreneurship development in Maharashtra. The government is making efforts to provide all these facilities through various schemes and institutions. The state has liberal infrastructure but there is need to improve infrastructural facilities in rural areas also.

34. Women entrepreneurship development mainly depends upon four factors entrepreneurial qualities of women, social environment in the country, policy package provided and promotional efforts made by central and state government and credit facilities made available by the reliable resources. Commercial banks have a wide role to play regarding the fourth aspect.

35. Commercial banks have virtually failed in playing promotional role. Mere providing timely finance to industrial units is not enough.

36. It is found that majority women entrepreneurs face the financial problem while others suffer from the scarcity of raw material. 10.83% women entrepreneurs had shortage of power and 21.67% had transportation problems. The problem of rigid government rules was expressed by only 1.67% women entrepreneurs. Marketing and labour problems are also faced by women entrepreneurs.

6.3 RECOMMENDATIONS

In the light of the observations made in the study certain recommendations have been offered to strengthen the role of commercial banks in financing and promoting women entrepreneurs in India and Maharashtra in particular. They are presented below.

1. There is a need to improve the flow of credit to enhance the capacity utilization of the units run by women entrepreneurs. The bank should receive an application for a loan facility either directly or through a designed agency such as DICs or specific task force group. After an in-depth examination and required clarification the banks should take a final view and either sanction or reject the application.
2. Commercial banks should arrange for technical guidance programs in collaboration with technical institutions to women entrepreneurs as most of women entrepreneurs lack technical background.
3. Commercial banks should make special efforts to motivate the women from SC, ST category to undertake entrepreneurial activities. Special schemes giving concessions and liberal credit terms along with proper training for

entrepreneurship should be devised to attract the neglected class of society to the entrepreneurial field.

4. Most of the units run by commercial banks are small scale units and others are tiny or ancillary units. Export oriented units are not undertaken by women entrepreneurs. Almost all the women entrepreneurs have opted for sole proprietary form of organization. Commercial banks should encourage the women entrepreneurs to undertake big and export oriented units.
5. Commercial banks give more preference to the units located in the industrial estates. They should consider the proposals of units located in the areas other than industrial units also.
6. Most of the women entrepreneurs have established their units on their own and they are financially motivated by commercial banks. Awareness should be created among family members to co-operate women entrepreneurs.
7. Women entrepreneurs are still lagging behind in the use of foreign technology. Commercial banks should make the women entrepreneurs aware about the use and importance of foreign technology.
8. Women entrepreneurs are mainly interested in introducing additional new product and installation of modern machinery. Some few entrepreneurs had deleted some their products and others have made improvement of existing product. It shows the innovative nature of women entrepreneurs. Banks should recognize the contribution towards innovation by women entrepreneurs in the form of awards, prizes, publicity, additional concessions etc.

9. Women entrepreneurs sell their products in local markets mainly. Along with it they also market in state and national market also. They are not making their efforts for marketing at international market. Commercial banks should provide marketing assistance both financial and technical to women entrepreneurs in selling their products at national and international market.
10. Women entrepreneurs assisted by commercial banks are not using professional management. Taking into consideration the increasing importance of professional management in this dynamic world commercial banks should arrange training programs, lectures by experts, seminars, group discussions, industrial visits for women entrepreneurs.
11. Commercial banks should provide maximum amount of initial capital to women entrepreneurs so that they should not have to rely on other sources which they find most difficult to tap.
12. Banks should encourage women entrepreneurs to undertake long run entrepreneurial activity for which long term loan is needed. They should consider such proposals on liberal basis.
13. Commercial banks should change their conservative approach towards financing adequate working capital
14. Though repayment period given by commercial banks is sufficient for most of women entrepreneurs, banks should pay special attention towards those women entrepreneurs who are dissatisfied with it. The extension of the repayment period should be given to them taking into consideration the nature of the activity, market conditions, time required to generate the income, amount of investment made, etc.

15. The banks should pay due attention to these poor and weaker women entrepreneurs who find it difficult to make minimum contribution for their business units.
 16. Commercial banks should demand the security should from women entrepreneurs after considering their financial condition of the borrower.
 17. Though interest rates charged by commercial banks are normal according to most of women entrepreneurs, banks should not neglect the poor and weaker women entrepreneurs and devise some schemes to satisfy their requirements.
 18. The rigid and complicated procedures of commercial banks in obtaining loans has resulted in shifting from one bank to another private bank or even in closure of the unit or dropping the plan of expansion or diversification etc. Banks should make the procedure simple.
 19. The recovery procedure followed by commercial banks should be improved so as to consider the difficulties and problems of women entrepreneurs.
 20. Commercial banks should make efforts to give utmost satisfaction to each and every woman entrepreneur to create sound image of banks in the field of entrepreneurship.
 21. Women entrepreneurs expect improved services, entrepreneurial guidance, simplified legal formalities and liberal credit recovery, marketing technical assistance from commercial banks. Banks should consider these expectations.
 22. The government is making efforts to provide all the infrastructural facilities to women entrepreneurs through various schemes and institutions. But there is need to improve infrastructural facilities in rural areas also.
-

23. Banks should execute the necessary legal documents of the borrower to create charge on securities and take care of other legal requirements. Disbursements should be made as per the requirements of the borrower and verification of end-use of funds.
24. Commercial banks don't generally give wide publicity to their schemes and don't display any literature regarding facilities and services provided by them to the entrepreneurs. At least one full set of such literature should be always made available in each branch for the purpose of reference or guidance to women entrepreneurs.
25. There is no separate mechanism or organization in any commercial bank to undertake research on credit related policies in relation to women entrepreneurship. Considering its growing importance banks should start some research projects and studies on this very important subject matter.
26. Reserve Bank of India should take the initiatives to set-up a new corporation to provide an effective credit guarantee for the loans given to women entrepreneurs with improved features suitable to banks obtaining such power.
27. Customer care centres should be established by commercial banks for looking into the complaints of women entrepreneurs if any regarding their proposals. It should be assigned the responsibility of receiving the complaints against all banks. It should act in close co-ordination with other banks. Efforts should be made by these centres to ensure that the grievances of the customers are redressed expeditiously.
28. The knowledge of socio-economic profile of women entrepreneurs is of great help for the banks in formulating future policy regarding schemes of

financial assistance, concessions etc. Therefore banks should ascertain the type of people who have taken to entrepreneurship in the state, their age, educational background, family background and the factors which motivate them to become entrepreneurs should be considered.

29. Senior banks authorities should examine the causes of rejection of loan applications particularly in case of women entrepreneurs. A reduced limit should be immediately reported to the next higher authority with full details for review.

30. The bank should carry out special studies periodically to ascertain the position of the unit run by women entrepreneurs and to introduce innovative measures to ensure recovery or compliance wherever necessary.

31. The banks should take adequate steps to ensure that the bank staff assists the women entrepreneurs in filling the application form so that speedy disposal takes place. It will help the banks to come in close contact with entrepreneurs and to know their position better.

32. The banks should encourage specialized branches to innovate new loan products such as business credit card, factoring etc.

33. Debt Recovery Tribunal should be set up in the state and its functioning should be streamlined by providing adequate legal and supportive staff.

34. In order to share the risk arising out of the process of decision-making, the bank should be advised to adopt the committee approach for sanction of the applications.

35. The banks should set up special funds for meeting losses arising on account of defaults in repayments of loans.

36. Bankers should publicize that it is the borrower's right to get loans from the banks in case these are merited. Women entrepreneurs should also keep in mind that they can get loans only if their projects are found to be viable and creditworthy by bank. It is the correspondence of women entrepreneurs to honestly implement their projects and repay the dues of the banks as per the terms agreed at the time of sanction of finance.

37. Banks should try to provide a high and consistent level of services to women entrepreneurs which could be a prime indicator of quality for a bank. The staff should perform their duties fearlessly and impartially. The smallest entrepreneur should expect and receive the courtesy services.

38. The Reserve Bank of India may advise the commercial banks to examine the special aspects regarding women entrepreneurs and take adequate measures for building up the confidence and morale of women entrepreneurs for taking entrepreneurial activity.

39. Commercial banks should join hands with other financial institutions to conduct Entrepreneurship Awareness Programs and Entrepreneurship Development Programs and guide the women entrepreneurs in building their small empires in the right direction and lead them in right perspective.

Thus commercial banks should come forward to help women entrepreneurs and at the same time women entrepreneurs themselves should realize their role and co-operate in strengthening the system. Both the central and state government and the Reserve Bank of India should shoulder the collective responsibility of women entrepreneurship development.

A few recommendations given in this study, if implemented, would definitely bring in significant and noteworthy improvement not only in the women

entrepreneurship but also in the entire banking system. These recommendations are quite narrow in scope but they will give new directions for further research in this emerging area.

References

1. Subbaraman, S. K. and Vanivalagan (2006), “Competencies of an Entrepreneur”, in S.Mohan (ed), Current Trends in Entrepreneurship, Deep and Deep Publication, Delhi, p.39.
2. Beegam, S. Resia (2006), “Indian Economy in the Globalised World”, quoted by M.Sarangadharan, Indian Economy, Vol. II, New Century Publications, New Delhi, p. 569.
3. Desai, Vasant (1991), Entrepreneurial Development, Himalaya Publishing House, Mumbai, p. vi.
4. Dhameja, S. K. (2004), Women Entrepreneurs, Deep and Deep publication, New Delhi, p. 15.
5. Vijaya, M. (2007), “Problems and Prospects of Women Entrepreneurs in Rural Area”, V. S. Ganesamarthy (ed), India Economic Empowerment of Women, New Century Publication, New Delhi, pp. 136-37.
6. Desai, Vasant (1991), op. cit, p. 29.
7. Desai, Vasant (1991), op. cit, p. 30.
8. Palmer, C. Michael (1981), “The Application of Psychological Testing of Entrepreneurial Potential”, in Clifford M. Reumback and Joseph. R. Mancuso

(eds), Entrepreneurship and Venture Management, D. M. Taraporevala Sons Co. Pvt. Ltd., Bombay, p. 22.

9. Cantillon, Richard (1971), in Peter Kilby (ed), Entrepreneurship and Economic Development”, The Free Press, New York, p. 2.

10. Knight, F.H. (1957), Risk, Uncertainty and Profit’, 8th Impression, Houghton Mifflin Co. New York, pp. 231-32 and 268-71.

11. Oxford English Dictionary (1897), and Oxford Dictionary Supplementary(1933) quoted by B.C. Tondon, Environment and Entrepreneurs (1975), Chug Publications, Allahabad, p. 34.

12. Say, J.B. (1827), Production, Distribution and Consumption of Wealth, John Grigg, 9 North Fourth Street, Philadelphia, pp. 285-86.

13. Smith, Adam (1776), An Enquiry into Nature and Causes of Wealth of Nations, Routledge and Sons Ltd., London,p. 7.

14. Ricardo, David (1817), Principles of Political Economy, John Murray Albemarle Street, Lond on, p. 47.

15. Schumpeter, J.A. (1959), The theory of Economic Development, Cambridge, Mass. Harvard University press, pp. 89-105.

16. Stepanek, J.E. (1962), Managers for Small Industry, Asia Publishing House, Bombay, pp. 9-10. 46

17. Tondon, B.C. (1975), op. cit, p. 43.

18. Higgins, B (1957), Economic Development Principles and Policies”, Norton Press, New York.

19. Pathak, H.N. (1975), Problems of Small Scale Entrepreneurs, IDBI, Bombay, p. 5.

20. Meredith, Geoffery G. Nelson, Robert, E. and Neck, Philip A. (1983), The Practice of Entrepreneurship, International Labour Office, Geneva, p. 3, Cited by S.K. Dhameja (2004), op. cit. p. 21.

21. Desai, Vasant (1991), op. cit, p. 31.
22. Drucker, Peter (1985), Innovation and Entrepreneurship, Practice and Principles, Heinemann, London, p. 17.
23. Hisrich, Robert (2007), Entrepreneurship, Tata McGraw-Hill Publishing Co. Ltd., Delhi, p. 8.
24. Kilbey, Peter (1971), Entrepreneurship and Economic Development, The Free Press, New York, p. 5.
25. Cole, Arthur H. (1959), Business Enterprise in its Social Setting, Harvard University Press, Cambridge, p. 45.
26. Desai, Vasant (1991), op. cit, p. 71.
27. Ibid, p. 71.
28. Berna, J. M. in Tondon, B. C. (1975), op. cit pp. 6-10.
29. Khanka, S.S. (2009), Entrepreneurial Development, S. Chand & Co. Ltd., New Delhi, pp. 5-6.
30. Hisrich, Robert (2007), op. cit, p. 17.
31. Higgins B (1957) 'Economic Development, Principles, Problems and Policies' New York Norton Tondon, B.C. (1975), op. cit, p. 43.
32. Kao, John and Stevenson Howard (1984) (eds.), Entrepreneurship: What it is and How to Teach it?, Division of Research, Harvard Business School.
33. Cole, Arthur H. (1959), Business Enterprise in its Social Setting, Harvard University Press, Cambridge, p. 44.
34. Khanka, S. S.(ed), (2009), op. cit, p. 18.
35. Vinze, Medha Dubhashi (1987), Women Entrepreneurship in India, Mittal Publications, New Delhi, p. 112.
36. Brady Anderson J, 'Women: The Emerging Economic Force,' CIPE Conference, U.S. Agency for International Development (USAID), June15-16, 2005.

37. T.T Gurumoorthy, 'Self-Help Groups Empower Rural Women', Kurukshetra, Vol.48 (5), 2000.
38. Frederic Harbison (2009), Entrepreneurial organisation as a factor in economic development Quarterly Journal Of economics, August 1956, Khanka, S. S. (ed), op.cit, p. 19.
39. V.S. Mangnale, 'Role of Micro Finances in Women Entrepreneurship' Golden Research Thoughts, Vol. I/ July 11 p.3.
40. Savita Kumari, 'Women Entrepreneurship in India', International Research Journal, Vol.IV, Issue 41/June.2012. p.7
41. Anith .H.S.(2003), 'Entrepreneurship Development : Role of Commercial Banks', Mangl Deep Publications, Jaipur, pp.207-208.
42. Patel, V. G. quoted Sarvate Dilip (1996), Entrepreneurial Development Concept and Practice, Everest Publishing House, Pune, Pp. 59-60.
43. Mohan, S. (2006), op. cit, P. 87.
44. Vijaya, M. (2007), "Problems and Prospects of Women Entrepreneurs in Rural Area", V. S. Ganesamarthy (ed), op. cit, Pp. 137-38.
45. Raheem, A. Abdul and M. Abdul Jamal (2008), Socio-Economic Constraints among Rural and Urban Women Entrepreneurs, in V. S. Ganesamarthy (ed), op. cit, pp. 58-59.
46. Dhameja, S. K. (2004), op. cit, p.14.
47. Raheem, A. Abdul and M. Abdul Jamal (2008), op. cit, p. 60.
48. Kumar, S. Shashi (2008), Women Empowerment in India: Deficiencies, Imbalances and Required Changes, in V. S. Ganesamarthy (ed), op. cit, p. 10.
49. Raheem, A. Abdul and M. Abdul Jamal (2008), op. cit, p. 58.
50. "New Economic Realities: The Rise of Women Entrepreneurs", A Report of the Committee on Small Business House of Representatives, 2nd Session (June 28, 1988), Washington, DC, US Government Printing Press.

51. Paul, Jose and N. Ajitkumar (1998), Entrepreneurship Development, Himalaya Publishing House, Bombay, p. 69.
 52. Santha.S.(2007), Ph.D. Theses 'Women Entrepreneurship in Kerala: A Comparative study with tamil nadu' chapter I.pp10-13.
 53. R. Vasanthagopal and Santha. S. (2008), Women Entrepreneurship in India, New Century Publications, New Delhi, pp.88-92
 54. Savita Kumari, 'Women Entrepreneurship in India', International Research Journal, Vol.IV, Issue 41/June.2012. p.8.
-
-