**Shri sangameshwar shikshan samstha’s**

 **Shree sangameswar arts,commerce,BCA,BSW,&PG(M.Com&MSW) College chadchan.**

**Department of commerce**

**Fundamental of entrepreneurship development.**

 **Miss: Triveni. koti**

**EVOLUTION OF ENTREPRENEURSHIP**

In the Earliest period, definition of entrepreneurship began as early as the Marco Polo who comes to the Middle East for trade. Marco Polo has signed an agreement with the capitalists to sell their products. In the contract merchant adventurer took a loan at 22.5% rate including insurance. Capitalist was the passive risk bearer and merchant adventurer took the active role in trading, bearing all physical and emotional risks. When the merchant adventurer successfully sold the goods and completed the trip, the profits were divided with the capitalist taking most of them up to 75%, while the merchant adventurer settled for the remaining 25%.

In middle ages, Entrepreneur is described as someone who is involved in the care and control of a large production projects. It is possible to control the project using the resources provided by the government. In this case, the entrepreneur does not bear any risk. Entrepreneurs in this age, is a have control and authority of construction works such as public buildings and churches. A typical entrepreneur in the middle age was the priest.

In 17th century, the evolution of entrepreneurship can be related with the relationship between risk and entrepreneurs. Entrepreneurship is the person who signed the contract agreement with the government to provide a service or supply products that have been determined. The contract price is fixed. Then, the entrepreneurs are fully responsible for the gains and losses of the business. John law, a Frenchman was one of the entrepreneurs in that period. The founder of the royal bank of France and the Mississippi Company, which had an exclusive franchise to trade between France and the new world. Monopoly on French trade eventually led to collapse of the company. Richard Cantillion, an economist defines entrepreneurs earlier. In his view, the entrepreneur is risk insurers. Merchants, farmers, craftsmen, and so is an entrepreneurs. They buy things at a certain price and sell it at a price that is uncertain, with the risks

. In the 18th century, the person with capital was differentiated from the one who needed capital. The entrepreneur was distinguished from the capital provider. One reason for this differentiation was the industrialization occurring throughout the world. Eli Whitney was an American inventor best known for inventing the cotton gin. This was one of the key inventions of the industrial Revolution. Thomas Edison, the inventor of many inventions. He was developing new technologies and was unable to finance his inventions himself. Edison was a capital user or an entrepreneur, not a provider or a venture capitalist.

In 19th and 20th century, Entrepreneurs are not always associated with the management. According to Merriam-Webster's online dictionary, an entrepreneur is one who organizes, manages, and assumes the risk of a business or an enterprise. The entrepreneur

organizes and manages an enterprise for personal gain. The materials consumed in the business, for the use of the land, for the services he employs, and for the capital he requires. Andrew Carnegie is one of the best examples of this definition. Carnegie, who descended from a poor Scottish family, made the American Steel Industry one of the wonders of the industrial world. In the middle of the 20th Century, the function of the entrepreneurs is to recreate or revolutionize the pattern of production by introducing an invention. Innovation, the act of introducing some new ideas, is one of the most difficult tasks for the entrepreneur. For example, Edward Harriman, who reorganized the railroad in the United States and John Morgan, who developed his large banking house by reorganizing and financing the nation’s industries.

Besides, the Egyptian who designed and built great pyramids out of stone blocks weighing many tons each, to laser beams, supersonic planes and space stations.

In 21st century, Entrepreneurs are known as a hero for Free Enterprise market. Entrepreneur of the century created many products and services and is willing to face a lot of risks in the business. According to Kuratko & Hodgetts, most people say entrepreneurs are pioneers in creating new businesses. In the year 2005 Hisrich, Peter and Shepherd regarded entrepreneur as an organizer who controls, systematize, purchases raw materials, arranges infrastructure, throw in his own inventiveness, expertise, plans and administers the venture.

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## DEFINITION OF ENTREPRENEURSHIP

The word 'entrepreneur' comes from the French word "entrepredre" which means "to undertake". In the Malay language it can be defined as "to take over". According Histrich and Peter (1988), entrepreneurship is a dynamic process of wealth creation. Wealth is created by the individual who bears the risk of the 'equity', time and career commitment or provide value to a product or service. It is the process of creating something new by taking into account the time and effort to take into account the risk of financial, psychological and social. And receive the benefits in terms of financial, personal satisfaction and freedom. Besides, Kuratko and

Hodgetts (2004) define entrepreneurship as a process of innovation and creation through the four dimensions of the individual, organization, environment and the process of collaboration with networks in government, education and institutional.

###### CHARACTERISTICS OF SUCCESSFUL ENTREPRENEURS

1. **Curiosity**

Successful entrepreneurs have a sense of curiosity that allows them to continuously seek new opportunities. Rather than settling for what they think they know, curious entrepreneurs ask challenging questions and explore different avenues.

**Structured Experimentation** Along with curiosity comes the need for structured experimentation. With each new opportunity that arises, an entrepreneur must run tests to determine if it’s worthwhile to pursue.

Adaptability

The nature of business is ever-changing. Entrepreneurship is an iterative process, and new challenges and opportunities present themselves at every turn. It’s nearly impossible to be prepared for every scenario. Entrepreneurs need to evaluate situations and adapt so their business can keep moving forward when unexpected changes occur.

Decisiveness

To be successful, an entrepreneur has to [make difficult decisions](https://online.hbs.edu/blog/post/decision-making-techniques) and stand by them. As a leader, they’re responsible for guiding the trajectory of their business, including every aspect from funding and strategy to resource allocation.

Team Building

A great entrepreneur is aware of their strengths and weaknesses. Rather than letting shortcomings hold them back, they build well-rounded teams that complement their abilities.

In many cases, it’s the entrepreneurial team, rather than an individual, that drives a venture toward success. When starting your own business, it’s critical to surround yourself with teammates who have complementary talents and contribute to a common goal.

Risk Tolerance

Entrepreneurship is often associated with risk. While it’s true that launching a venture requires an entrepreneur to take risks, they also need to take steps to minimize it.

While many things can go wrong when launching a new venture, many things can go right. The key, according to [Entrepreneurship Essentials,](https://online.hbs.edu/courses/entrepreneurship-essentials/) is for entrepreneurs to actively manage the relationship between risk and reward, and position their companies to “benefit from the upside.”

Successful entrepreneurs are comfortable with encountering some level of risk to reap the rewards of their efforts; however, their risk tolerance is tightly related to their efforts to mitigate it.

Comfortable with Failure

In addition to managing risk and making calculated decisions, entrepreneurship requires a certain level of comfort with failure.

It’s estimated that [nearly 75 percent of new startups fail.](https://www.fastcompany.com/3003827/why-most-venture-backed-companies-fail) The reasons for failure are vast and encompass everything from a flawed business model to a lack of focus or motivation. While many of these risks can be avoided, some are inevitable.

Successful entrepreneurs prepare themselves for, and are comfortable with, failure. Rather than let fear hold them back, the possibility of success propels them forward.

Persistence

While many successful entrepreneurs are comfortable with the possibility of failing, it doesn’t mean they give up easily. Rather, they see failures as opportunities to learn and grow.

Throughout the entrepreneurial process, many hypotheses turn out to be wrong, and some ventures fail altogether. Part of what makes an entrepreneur successful is their willingness to learn from mistakes, continue to ask questions, and persist until they reach their goal.

Innovation

Many ascribe to the idea that [innovation](https://online.hbs.edu/blog/post/how-to-foster-innovation-in-the-workplace) goes hand-in-hand with entrepreneurship. This is often true—some of the most successful startups have taken existing products or services and drastically improved them to meet the changing needs of the market.

Innovation is a characteristic some, but not all, entrepreneurs possess. Fortunately, it’s a type of strategic mindset that can be cultivated. By developing your strategic thinking skills, you can be well-equipped to spot innovative opportunities and position your venture for success.

Long-Term Focus

Finally, most people think of entrepreneurship as the process of starting a business. While the early stages of launching a venture are critical to its success, the process doesn’t end once the business is operational.

In [Entrepreneurship Essentials,](https://online.hbs.edu/courses/entrepreneurship-essentials/) it’s stated that “it’s easy to start a business, but hard to grow a sustainable and substantial one. Some of the greatest opportunities in history were discovered well after a venture launched.”

Entrepreneurship is a long-term endeavor, and entrepreneurs must focus on the process from beginning to end to be successful in the long run.

###### CLASSIFICATION OF ENTREPRENEURS

1. ACCORDING TO THE TYPE OF BUSINESS ENTREPRENEURS

are found in various types of business coronations of varying size. We may broadly classify them as follows:

\*Business Entrepreneur:

Business entrepreneurs are individuals who conceive an idea for a new product or service and-then creates a business to materialize their idea into reality. They tap both production and marketing’ resources in their search to develop a new business opportunity. They may set up a .big establishment or a small business unit. They are called small business entrepreneurs when found in small business units such as printing press, textile processing house, advertising agency; readymade garments, or confectionery. In a majority of cases, entrepreneurs are found in small trading and manufacturing business and entrepreneurship flourishes when the size of the business is small

\*Trading Entrepreneur:

Trading entrepreneur is one who undertakes trading activities and is not concerned with the manufacturing work. He identifies potential markets, stimulates demand for his product line and creates a desire and interest among buyers to go in for his product. He is engaged in both domestic and overseas trade. Britain, due to geographical limitations, has developed trade through trading entrepreneurs. These entrepreneurs demonstrate their ability in pushing many ideas ahead to promote their business.

\*Industrial Entrepreneur:

Industrial entrepreneur is essentially a manufacturer, who identifies the potential needs of customers and tailors a product or service to meet the marketing needs. He is a productoriented man who starts in an industrial unit because of the possibility of making some new product. The entrepreneur has the ability to convert economic resources and technology into a considerably profitable venture. He is found in industrial units as the electronic industry, textile units, machine tools or videocassette tape factory and the like.

\*Corporate Entrepreneur:

Corporate entrepreneur is a person .who demonstrates his innovative skill in organizing and managing corporate undertaking. A corporate undertaking is a form of business’ organization, which is registered under some statute or Act, which gives it a separate legal entity. A trust registered under the Trust Act, or companies registered under the Companies Act are example of corporate undertakings. A corporate entrepreneur is thus an individual who plans, develops and manages a corporate body

\*Agricultural Entrepreneur:

Agricultural entrepreneurs are those entrepreneurs who undertake agricultural activities as raising and marketing of crops, fertilisers and other inputs of agriculture. They are motivated to raise agriculture through mechanization, irrigation and application of technologies for dry land agriculture products. They cover a broad spectrum of the agricultural sector and include its allied occupation

1. ACCORDING TO THE TECHNOLOGY

Use The application of new technology in various succors of the national economy is essential for the future growth of business. We may broadly classify these. entrepreneurs on the basis of the use of technology as follows:

\*Technical Entrepreneur:

A technical entrepreneur is essentially compared to a “craftsman.” He develops improved quality of goods because of his craftsmanship. He concentrates more on production than marketing. On not much sales generation by and does not do various sales promotional techniques. He demonstrates his innovative capabilities in matter of production of goods and rendering of services. The greatest strength, which the technical entrepreneur has, is his skill in production techniques.

**\*Non-technical Entrepreneur:** Non-technical entrepreneurs are those who are not concerned with the technical aspects of the product in which they deal. They are concerned only with developing alternative marketing and distribution strategies to promote their business

\*Professional Entrepreneur:

Professional entrepreneur is a person who is interested in establishing a business, but does not have interest in managing or operating it once it is established. A professional entrepreneur sells out the running business and starts another venture with the sales proceeds. Such an entrepreneur is dynamic and he conceives new ideas to develop alternative projects.

1. ACCORDING TO THE ENTREPRENEUR AND MOTIVATION

Motivation is the force that influences the efforts of the entrepreneur to achieve his objectives. An entrepreneur is motivated to achieve or prove his excellence in job performance. He is also motivated to influence others by demonstrating his business acumen.

Pure Entrepreneur

\*A pure entrepreneur

is an individual who is motivated by psychological and economic rewards. He undertakes an entrepreneurial activity for his personal satisfaction in work, ego or status. Induced Entrepreneur

\*Induced entrepreneur

Is one who is induced to take up an entrepreneurial task due to the policy measures of the government that provides assistance, Incentives, concessions and necessary overhead, facilities to start a venture. Most of the induced entrepreneurs enter business due to financial, technical and several other facilities provided to them by the state agencies to promote entrepreneurship. A person with a sound project is provided package assistance to his project. Today, import restriction and allocation to production quotas to mall units have induced many people to start a small-scale industry.

\*Motivated Entrepreneur

New entrepreneurs are motivated by the desire for self-fulfillment. They come into being because of the possibility of making and marketing some new product for the use of consumers. If the product is developed to a saleable stage, the entrepreneur is further motivated by reward in terms of profit.

\*Spontaneous Entrepreneur

These entrepreneurs start their business their by Entrepreneur. They are persons with initiative, boldness and confidence in their\_- ability, which activate, them, underage

entrepreneurial activity. Such entrepreneurs have a strong conviction and confidence in their inborn ability

1. ACCORDING TO THE GROWTH AND ENTREPRENEURS

The development of a new venture has a greater chance of success. The entrepreneurs a new and open field of business. The customer’s approval to the new product gives them psychological satisfaction and enormous profit. The industrial units are identified as units of high growth, medium growth and low growth industries and as such we have “Growth Entrepreneur” and “Super-Growth Entrepreneur.”

\*Growth Entrepreneur:

Growth entrepreneurs are those who necessarily take up a high growth industry, which has substantial growth prospects.

\*Super-Growth Entrepreneur:

Super-growth entrepreneurs are those who have shown enormous growth of performance in their venture. The growth performance is identified by the liquidity of funds, profitability and gearing

1. ACCORDING TO THE ENTREPRENEUR AND STAGES OF DEVELOPMENT ENTREPRENEURS

may also be classified as the first generation entrepreneur, modern entrepreneur and classical entrepreneur depending upon the stage of development. They are explained below:

\*First-Generation Entrepreneur:

A first-generation entrepreneur is one who starts an. industrial unit by innovative skill. He is essentially an innovator, combining different technologies to produce a marketable product or service. .

\*Modern Entrepreneur:

A modern entrepreneur is one who undertakes those ventures, which go well along with the changing demand in the market. They undertake those ventures, which suit the current marketing needs.

\*Classical Entrepreneur:

A classical entrepreneur is one who is concerned with the customers and marketing needs through the development of a self-supporting venture. He is a stereotype entrepreneur whose aim is to maximise his economic returns at a level consistent with the survival of the firm with or without an element of growth.

1. OTHERS

Innovating entrepreneurship is characterized by aggressive assemblage in information and analysis of results, deriving from a novel combination of factors. Men / women in this group are generally aggressive in experimentation who exhibit cleverness in putting attractive possibilities into practice. One need not invent but convert even old established products or services by changing their utility, their value, and their economic characteristics into something new, attractive and utilitarian. Therein lies the key to their phenomenal success. Such an entrepreneur is one who sees the opportunity for introducing a new technique of production process or a new commodity or a new market or a new service or even the reorganization of an existing enterprise.

 Intrapreneur – Meaning

An intrapreneur is an inside entrepreneur, or an entrepreneur within a large firm, who uses entrepreneurial skills without incurring the risks associated with those activities.

Intrapreneurs are usually employees within a company who are assigned to work on a special idea or project, and they are instructed to develop the project like an entrepreneur would.

Intrapreneurs usually have the resources and capabilities of the firm at their disposal. Entrepreneurs and intrapreneurs vary in their level of focus. Whereas an entrepreneur envisions a company from start to finish, an intrapreneur has a much broader vision for an established company. Because the intrapreneur works on solving bigger issues within the business, he/she typically has more directly applicable skills for given tasks and takes more risks within the context of his/her job.

 Intrapreneur – Characteristics

**There are many characteristics of an intrapreneur:**

1. Creates new ventures – Giving birth to new businesses within the existing organizations is the typical characteristic of an intrapreneur.
2. Innovates products/services – A tendency towards technological leadership by way of continual innovation of products/services is desirable on part of an intrapreneur.

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1. Innovates processes – Under fiercely competitive business landscape, business processes need to be reinvented time and again by the intrapreneurs for better efficiency, productivity, and quality.
2. Proactive – Intrapreneurs attempt to lead rather than follow the competitors through their pro-activeness.
3. Risk-taking – Intrapreneurs have a risk-taking attitude with regard to investment decisions and strategic actions under situations of uncertainty.
4. Renews organizations – An intrapreneur is expected to transform the organizations through renewal of key ideas on which they are built.
5. Competitively aggressive – An intrappreneur has the propensity to directly and intensely challenge his organization’s competitors to achieve entry or to improve position.

Women Entrepreneur: Meaning

Women Entrepreneurs means the women or a group of women who initiate, organize and operate a business enterprise. A woman entrepreneur is therefore a confident, creative and innovative woman desiring economic independence individually and simultaneously creating employment opportunities for others In the advanced countries of the world, there is a phenomenal increase in the number of self-employed women after the World War II.

Need:

They have made their mark in business for the following reasons:

1. They want new challenges and opportunities for self-fulfillment.
2. They want to prove their determination in innovative and competitive jobs.
3. They want the change to control the balance between their family responsibilities and their business lives.

Features:

* Accept challenges
* Ambitious
* Hard work
* Patience
* Motivator
* Adventurous
* Conscious
* Educated
* Intelligent
1. They should be educated and skillful.
2. Must have professional education to become better entrepreneur.
3. She should be capable enough to do innovations and be able to bear risks and uncertainties.
4. Able to make utilisation of various schemes, and aids given by government.
5. She should be capable enough to face male competitors and should possess guts to move ahead.
6. She should be capable enough to make autonomous investment.
7. She must possess some ethics and egoism and should be egotist as well.

Barriers in the Path of Women Entrepreneurs:

There are many barriers or constraints that restrict the expansion of women entrepreneurship. The major barriers in the path of women entrepreneurs are as follows:

* 1. Financial Problem:

It refers to the major problem of women entrepreneurs that arise due to the lack of access to funds. It is really difficult for them to arrange the requisite fund as they may not possess any tangible security and credit in the market. Generally, the family members of women entrepreneurs do not have confidence in their capability of running the business successfully. Women entrepreneurs even face problems in financing day-to-day operations of enterprises, including purchasing of raw materials and paying wages to labors. The lack of access to funds makes the condition of women entrepreneurs extremely vulnerable. The complexities and the complications

in the process of obtaining bank loans usually deter women from establishing enterprises

* 1. Production Problem:

Production problem act as a main problem that discourages women to be entrepreneurs. The data shows that the participation of women entrepreneurs in the production is minimal due to complications involved in the production process. In a manufacturing enterprise, production involves the coordination of a number of activities. Improper coordination and delay in execution of any activity cause problems in production. This may become difficult for women entrepreneurs to coordinate and control all the production activities.

* 1. Marketing Problem:

Marketing problem refers to the problems of women entrepreneurs in marketing their products or services. Lack of mobility and heavy competition in the market makes the women entrepreneurs dependent on middlemen. Middlemen take a huge amount of money to market the products. Women entrepreneurs lack information on changing market and find it difficult to capture the market and make their products popular.

* 1. Socio-Cultural Barriers:

Socio-cultural barriers refer to the constraints and barriers imposed on women entrepreneurs by the society. In conventional countries, such as India, the major role of a woman is acknowledged towards her family. She has to perform primarily her family duties irrespective of her career as a working woman or an entrepreneur. A woman entrepreneur has to bear double responsibilities, she has to manage her family as well as her business. In our society, more importance is given to educating a male child than a female child. This results in lack of education and vocational training of women. Lack of education and technical skills becomes the root cause of lack of awareness of opportunities available by women entrepreneurs. Our society even gives more preference to male labor than to female labor. A male labor is paid more wages than a female labor. It is ascertained that male labor force are generally reluctant to work under a female boss.

* 1. Lack of Confidence:

It refers to the personal problem of women entrepreneurs. Women have been dependent on their family members for a long time. They have been always protected and guided by the male members of their family. Right from taking any decision to going anywhere they are accompanied by male. This makes women feel less confident even about their own capabilities. Despite these all barriers women entrepreneurs have proved themselves in all the walks of industrial activities. They are successfully performing and managing their roles at work and home. They have made a great level of adjustment and tuning between two roles of a woman. They are confident, creative, and are very much capable of running an enterprise, regardless of all the barriers in their path. They are equally talented as men and need a congenial environment to grow themselves. Entrepreneurship does not depend upon man or woman. It is an attitude of mind and requires suitable motivation duly supported by

cordial external conditions. Therefore, women entrepreneurs need to be supported by congenial environment to develop the risk-taking and decision-making qualities.

Operational Problems Faced by Women Entrepreneurs:

1. **Product Choice:** First problem, albeit not unique to gender, is the choice of the product or service. Ability to choose and decide to undertake a manufacturing or trading activity with an inclination to take calculated, moderate risks have to be cultivated among women like any other entrepreneur.
2. **Identity:** Some aspiring women could face a mental block regarding their identity. In a deeply patriarchal society they are often identified as wife, daughter, and mother, which eclipses their individuality. Seldom are they confident of their abilities and skills. Once this block is overcome, they can become successful entrepreneurs and create an independent identity for themselves and their products or service.
3. **Marketing:** A majority of women entrepreneurs face marketing problems. Since some play multiple roles in their respective enterprises, they have to prioritize their duties which more often than not results in giving less importance to marketing.
4. **Accounts and Finance:** The general perception is that women are good at maintaining records and are very calculative in their financial matters. But this alone does not help them significantly. Most entrepreneurs do not have adequate knowledge about accounting, and are also ignorant about banking terminologies and procedures. This may be because they might have given more significance to production and sales. Although accountancy and financial management are separate subjects altogether, women should familiarize themselves with elementary knowledge of the same.
5. **Motivation:** Not all women are fortunate to have cooperative and understanding family members in the event of failures. Initiative, independence, self-confidence, positive thinking are among the qualities that should be nurtured to make a positive impact on the business.
6. **Problem-Solving:** Most women in spite of their abilities face stress and strain when problems arise. This again may stem from the dual responsibility on the domestic and professional front, which are most of the time in conflict.

**Major Entrepreneurial Competencies for a successful entrepreneur**

1. **Initiative:** It is an entrepreneur who initiates a business activity.
2. **Looking for opportunities:** Entrepreneur always looks for an opportunity and takes appropriate actions accordingly.
3. **Persistence:** He follows the Japanese proverb “Fall seven times; stand up eight”. He makes repeated efforts to overcome harriers.
4. **Information seeker:** Entrepreneur always searches for information from various researchers and consulting experts.
5. **Quality Conscious:** An entrepreneur always tries to beat the existing standard of quality.

**Committed to working:** Entrepreneur does every sacrifice to get the task completed.

1. **Efficiency seeker:** Entrepreneur always tries to get the task completed within minimum costs and time.
2. **Problem Planning:** Entrepreneur always tries to develop realistic and proper plans and then executes carefully to accomplish the task.
3. **Problem solver:** Entrepreneur always tries to find out ways and means to tide over the difficult times.
4. **Self-confidence:** Entrepreneur has a strong belief in his strengths and abilities.
5. **Assertive:** Entrepreneur is always assertive.
6. **Persuasive:** Entrepreneur is able to successfully persuade others to do what he actually wants from them.
7. **Efficient monitors:** Entrepreneur personally supervises the work so that it is done as per the desired standard.
8. **Employees’ well-wisher:** Entrepreneur has great concern and also takes the necessary steps to improve the welfare of the employees.
9. **Effective strategists:** Entrepreneur introduces the most effective strategies to affect employees to achieve the enterprise goal.

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###### Entrepreneurship Development

**Two marks questions with answer.**

1. Meaning of entrepreneur

The word entrepreneur has come from the France word “entreprendra”which means to undertake, to pursue opportunities to fulfill needs and wants through innovation to undertake business.

In the year 1725 the word entrepreneur was first brought into economics by a social scientist named Richard Cantilion the expert who invented the theory of entrepreneurship was David mc cellion in 1961.

1. Meaning of entrepreneurship

According to natheal h. leff: Entrepreneurship is the capacity for innovation investment and expansion in new markets product and techniques.

Joshep a Schumpeter describe entrepreneurship is the force of creative destruction whereby established way of doing things are destroyed by the creating of new and better ways to get things done.

1. What are Characteristics of an entrepreneur?
	* Risk taking capability
	* Creativity and innovation
	* Need for achievement
	* Need for autonomy
2. What are the Qualities of successful entrepreneur?
	* Moderate risk taking
	* Hard work
	* Accountability
	* Educated in real sense
3. What is Relationship between entrepreneur and entrepreneurship?
4. Entrepreneur is a person. Entrepreneurship is a process.
5. Entrepreneur is an organizer. Entrepreneurship is an organization.
6. Entrepreneur is an innovator. Entrepreneurship is an innovation.
7. Entrepreneur is a risk bearer. Entrepreneur is a risk bearing.
8. Write 2 Distinction between an entrepreneur and a manager
9. Motive Thinking function. His main motive is to start a new venture by setting up an enterprise.

Doing function. His main motive is to render service to the organization already established.

1. Entrepreneur is the owner of the enterprise.

Manager is the service holder or servant of the enterprise

1. What are the Different types of entrepreneurs?
	* Innovative entrepreneurs
	* Imitative entrepreneurs
	* Fabian entrepreneurs
	* Drone entrepreneurs
2. What are the Factors of Entrepreneurship development?
	* Personal factors
	* Environmental factors
	* Institutional factors
	* Micro factors
3. What are the Problems of entrepreneurship development in India?
	* Improper publicity of Govt. facilities
	* Insufficient arrangement of pre-investment advice
	* Lack of required financing
	* Scarcity of raw materials and other factors of production
4. What are the Suggestions for removing the problems of entrepreneurship development?
	* Making specific policy
	* Involving entrepreneurial knowledge in text book
	* Offering package help
	* Formal arrangement of training
5. Expand NIESBUD

National Institute of Entrepreneurship and Small Business Development

1. What are the Activities of NIESBUD ?
	* Training
	* Research/Evaluation Studies
	* Development of Course Curriculum/Syllabi
	* Publications and Training Aids
	* Cluster Interventions
	* Online and Electronic Learning Modules
2. What are the Online Training programme of NIESBUD
	* Entrepreneurship Awareness Program
	* Online EDP on Export-Import: Procedure & Documentation
	* Trainers Training Programme on Entrepreneurship, Employability & Life Skills
	* Online Capacity Building Program on Cluster Development
	* Trainers Training Programme on Entrepreneurship, Employability & Life Skills for PMKVY Trainers
3. What are the Training programmes of NIESBUD

Enterprise Launching and Management EMT Accreditation Programmes Barefoot Managers

Entrepreneurship Orientation for Weaker Sections/DWACRA Functionaries

Working Capital Assessment & Management Opportunity Identification & Guidance

1. Expand TCO

Technical Consultancy Organization

1. When and Where TCO Established

The TCO was established in Kerala ( KITCO) in June 1972

1. What are the Functions of TCO
2. Industrial potential surveys.
3. Preparation of profits and feasibility studies.
4. Evaluation of project.
5. Conduct of EDPs.
6. Write various TCO operating in India
7. Andhra Pradesh Industrial and Technical Consultancy Organisation Ltd. (APITCO).
8. Bihar Industrial and Technical Consultancy Organisation Ltd. (BITCO).
9. Gujarat Industrial and Technical Consultancy Organisation Ltd. (GITCO).
10. Haryana-Delhi Industrial Consultants Ltd. (HARDICON).
11. Himachal Consultancy Organisation Ltd. (HIMCO).
12. Industrial and Technical Consultancy Organisation of Tamil Nadu Ltd.(ITCOT).
13. Expand KVIC

Khadi And Village Industries Commission

1. Write 2 objectives of KVIC
	* Develop Khadi and Village industries
	* Improving rural employment opportunities
	* Training of artisans
	* Extension of assistance for procurement of raw materials
2. What are the Schemes of Commission
* Prime Ministers Employment Generation Program
* Interest Subsidy Eligibility Certification Scheme
* Rebate Scheme
1. Expand CEDOK

Centre for Entrepreneurship Development of Karnataka

1. What are the Development agencies of CEDOK
* Karnataka State Small Industries Development Corporation (KSSIDC),
* Karnataka State Financial Corporation (KSFC),
* Karnataka State Industrial Investment Development Corporation (KSIIDC),
* Karnataka Industrial Area Development Board (KIADB),