

IDENTIFYING ENTREPRENEURIAL ATTRIBUTES OF PROSPECTIVE ENTREPRENEURS IN TECHNICAL INSTITUTIONS

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ABSTRACT

For the growth of small and medium enterprises, talented people possessing entrepreneurial attributes are needed. The present study was an attempt to identify entrepreneurial attributes of prospective entrepreneurs and compare the self perceptions of entrepreneurship among students undergoing technician education programme in two institutions. The study was conducted in two phases. In the first phase, entrepreneurial attributes were identified by asking a panel of judges to rank a long list of entrepreneurial attributes. Finally, a sample of 100 students were asked to give their self-perception on the identified attributes. The data was analysed using weighted ranking technique, and t-test.

All cannot be expected to become successful entrepreneurs. For the growth of small and medium enterprises talented people are needed who have flare and aptitude for setting up their own ventures. It is essential for any educational institution to identify the entrepreneurial potentialities and competencies of students and subsequently developing these attributes to become prospective entrepreneurs. This is essential because alternative jobs are not available to pass-out students in already saturated employment market. Therefore, it becomes important to identify entrepreneurial attributes. With this need in view, the investigators undertook the present study

to identify entrepreneurial attributes and compare their self perceptions of entrepreneurship among selected students undergoing technician education programmes.

A few studies have been conducted to identify certain attributes which they must possess which make them different from the non-entrepreneurs (Rao, T. V. (1976), Karunes, S. (1987), and Singh, (1989), but none studied the self-perceptions of prospective entrepreneurs on the attributes of entrepreneurship.

Objectives

- * To identify the important entrepreneurial attributes which a

potential entrepreneur should possess.

- * To compare the self perceptions of students of Central Polytechnic Chandigarh (CPC) with Indo-Swis Training Centre, Chandigarh (ISTC) on the identified attributes.

Research Design

The design selected for the study was descriptive in nature that employed the use of questionnaire.

Sample

A sample of 100 students (50 each from CPC Chandigarh and ISTC studying in final year engineering diploma programme) were selected purposively. Another sample of 10 judges (successful entrepreneurs, senior professors of TTTI and Punjab Engineering College Chandigarh) was selected to identify the pertinent entrepreneurial attributes.

Tool Used

A scale of self-perception of entrepreneurship constructed and standardised by Sharma, V.P. and published by National Psychological Corporation, Agra, was used to collect the data.

Procedure

The study was conducted in two phases. In the first phase, a preliminary study was conducted to identify the entrepreneurial attributes that an entrepreneur must possess. For this purpose, a panel of judges were asked to rank a list of 45 entrepreneurial attributes already identified by Sharma, V.P. in his standardised scale. Finally a list of 15 pertinent entrepreneurial attributes were selected. In the second phase, a sample

of 100 students were asked to give their self-perceptions on the identified attributes of entrepreneurship.

Analysis of Data

The data was analysed using weighted ranking technique, and t-test.

Findings of the Study

1. The following pertinent entrepreneurial attributes were identified which must be present in a potential entrepreneur; self confidence; intelligence; risk taking; problem solving; creativity; high need for achievement; flexibility, cooperative; communicability, perseverance; decision making; determination, independence; inquisitiveness and imagination.
2. It was also found that both CPC and ISTC students had given due importance to these attributes but t-test showed a significant difference in the means of self-perception, characteristics of entrepreneurship. The results indicated that ISTC students were superior to CPC students in the following characteristics of self-perception; self-confidence, creativity, high need for achievement; and decision making.

Conclusions

From the above findings it is quite clear that ISTC students are superior with respect to self-confidence, creativity, decision making and high need for achievement. For maximum development of the identified attributes of entrepreneurship, sufficient training in entrepreneurship should be arranged in the institutions so that they will be enabled

to take up ventures on their own. Secondly, the investigators feel that as an extension of the present study factors responsible for the superiority of ISTC students over the CPC students should be explored and suitable interventions should be initiated to bring CPC students at par with ISTC students.

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