

## Entrepreneurial Behaviour of Farmers in Imphal District of Manipur

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### ABSTRACT

The present study was carried out in Manipur during 2013. Out of total nine districts in the state, Imphal West district was selected keeping in view of highest population and population density. A proportional random sample was drawn from each of 4 sub-divisions in the district. A sample of farmers comprising 100 respondents was selected from each sub-division of the district based on stratified random sampling with proportional allocation method. Majority (66.00%) of the agricultural and allied enterprises in Imphal District have medium extent of entrepreneurial behaviour followed by 18 per cent of agriculture and allied enterprises that has low extent of entrepreneurial behaviour and 16 per cent of the agricultural and allied enterprises had high extent of entrepreneurial behaviour. age, education, family size, socio-economic status, sources of finance, sources of information, ability to coordinate enterprises activity and experience in enterprises were to be positively and significantly correlated to extent of entrepreneurial behaviour of agricultural and allied enterprises at 0.01 and 0.05 level of probability.

**Key words:** Entrepreneurial behaviour, enterprises and variables.

### INTRODUCTION

Entrepreneurship development in agriculture and allied areas in the Manipur state is imperative to attain self sufficiency in food grains and to solve the problem of unemployment in rural areas. Identifying the impediments to create a new business, in society and in under-represented groups, can help to eliminate the barriers and to make entrepreneurship accessible to all. Moreover, an understanding of the inhibiting factors or barriers would help prospective entrepreneurs to develop a strategy to overcome them. With this back drop it is felt that if the potential contributions of agriculture in Manipur are to be realized, then issues and challenges faced by the entrepreneurs need to be determined. Hence, an attempt has been made to identify the individual and contextual variables which inhibits or promote entrepreneurship among the farmers of Manipur.

### METHODOLOGY

The present study was carried out in Manipur during 2013. Out of total nine districts in the state, Imphal West district was selected keeping in view of highest population and population density. A proportional random sample was drawn from each of 4 sub-divisions in the district. A sample of farmers comprising 100 respondents was selected from each sub-division of the district based on stratified random sampling with proportional allocation method. The primary data were collected using pre-tested structured interview schedule.

Based on the available literature and opinion of the experts in the field of extension, six selected components of entrepreneurial behaviour *viz.*, innovativeness, farm decision making, achievement motivation, self confidence, risk taking ability, and managerial ability were measured. These attributes of the farmers were measured applying scales developed and used by earlier researchers with suitable modifications. Further, the scale devised by Kilpatrick and Cantril (1960) was used for measuring level of aspiration. The impediments in agri-entrepreneurship were also identified in this study. Analysis of primary data was carried out using multidimensional scaling technique of SPSS-16 besides conventional correlation analysis as part of exploratory approach of data analysis.

### RESULTS AND DISCUSSIONS

To measure the extent of entrepreneurial behaviour of agriculture and allied enterprises, various dimensions of entrepreneurship were identified. The extent of entrepreneurial behaviour of agricultural and allied enterprises was taken as the sum of scores obtained by the respondents' *viz.*, decision making ability, managerial ability, risk bearing ability, and achievement motivation, innovativeness, self-confidence and level of aspiration. To bring it to uniform base, the total score received by each respondent was converted to per cent score which were treated as final scores for further analysis and interpretation.

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**Table 1: Extent of Entrepreneurial Behaviour of Agricultural and Allied Enterprises.**

Category	Frequency	Percentage
<b>n=100</b>		
<b>Decision making ability</b>		
Low	11	11.00
Medium	53	53.00
High	36	36.00
<b>Managerial ability</b>		
Low	20	20.00
Medium	67	67.00
High	13	13.00
<b>Risk bearing ability</b>		
Low	26	26.00
Medium	59	59.00
High	15	15.00
<b>Achievement motivation</b>		
Low	26	26.00
Medium	59	59.00
High	15	15.00
<b>Innovativeness</b>		
Low	15	15.00
Medium	66	66.00
High	19	19.00
<b>Self confidence</b>		
Low	34	34.00
Medium	62	62.00
High	4	4.00
<b>Level of aspiration</b>		
Low	18	18.00
Medium	64	64.00
High	18	18.00
Total	100	100.00

**Decision making ability:** It is evident from Table-1 that majority of the agricultural entrepreneurs has medium decision making ability (53 %) followed by respondents having low decision making ability 11 per cent and 36 per cent of the respondents had high decision making ability. This was due to good knowledge and information they have. They take decision taking their personal, social and business situation into account. And also might be due to increase in their income, education and full of confidence which might have facilitated them to choose well among the several alternatives available.

**Managerial ability:** Maximum number of the respondents (59 %) had medium managerial ability, while 13 per cent and 28 per cent were found to fall on the category of low and high managerial ability. A good managerial ability might be the result of long experience in marketing. A good managerial ability develops when the job is done a number of times and in the process of doing so, improved his/her efficiency at the job.

**Risk bearing ability:** Majority of the (67 %) respondents were found to have medium risk bearing followed by 20 per cent respondents having low risk bearing ability while

13 per cent were found to have high risk bearing ability. Good level of risk bearing ability was due to younger age, good education and better economic condition of the respondents. This shows that they do not like situations and commitments where the chance of desired outcome is very low.

**Achievement motivation:** It was revealed that 59 per cent respondents had medium achievement motivation followed by 26 per cent respondents falling in the category of low achievement motivation. Achievement motivation is more of psychological variable which differ from individual to individual. It is assumed that achievement motivation forces the individual towards reaching some goals, which he has set for himself. Higher the association with the individual higher will be his efforts.

**Innovativeness:** Most of the respondents (66 %) had medium level of innovativeness followed by the respondents (15 %) had low level of innovativeness and 19 per cent of the respondents had high level of innovativeness. A considerable percentage of respondents were found in medium category of innovativeness. The possible reason might be due to higher education. The factors might have helped the entrepreneurs to put the new agricultural and allied enterprises technology into practice. The low innovativeness of the respondents might be due to their less education, low socio-economic and less information about new technologies.

**Self-confidence:** Majority of the respondent (62 %) had medium level of self-confidence followed by the respondents (34%) had low level of self-confidence and 4 per cent of the respondents had high level of self-confidence. It means that most of the respondents were more confident about their abilities to improve their agricultural and allied enterprises. The reason was their success in enterprises with getting higher income might have got more confidence. Higher amount of achievement motivation and decision making ability leads to building confidence in an individual to realise the fruits of one's effort and gain monetary benefits out of it.

**Level of aspiration:** The results indicates that maximum number of the respondents (64%) had medium level of aspiration, while 18 per cent each were found to fall in the category of low and high level of aspiration. Future needs make one more ambitious and when the need is recognised, is always followed by aspirations to achieve more to satisfy their needs.

### Entrepreneurial behaviour of agric and allied enterprises

**Table 2: Distribution of the respondents according to their Entrepreneurial Behaviour**

n = 100		
Category	Frequency	Percentage
Low	18	18.00
Medium	66	66.00
High	16	16.00
Total	100	100.00

= 15.3 S.D. = 4.9

Table 2 shows that majority (66 %) of the agricultural and allied enterprises in Imphal District have medium extent of entrepreneurial behaviour which is followed by 18 per cent of agriculture and allied enterprises that has low extent of entrepreneurial behaviour and 16 per cent of the agricultural and allied enterprises had high extent of entrepreneurial behaviour.

Entrepreneurial behaviour increases with increase in the standard of living, education, income and sound financial condition *etc.* Attitude and motivational factors are all essential towards the entrepreneurial intentions.

### Association between attributes of respondents with their entrepreneurial behaviour

This helped in getting an idea about relationship of the dependent variables with the independent variables from different categories of the respondents. The 'r' values are shown in the Table 3.

**Table 3: Relationship between personal, socio-economic and psychological characteristics with entrepreneurial behaviour of farmers**

n=100	
Characteristics	Correlation coefficient 'r'
Age	0.232*
Education	0.254*
Family size	0.48 (NS)
Total Annual Income	0.752**
Socio-economic status	0.600**
Sources of Finance	0.571**
Sources of information	0.566**
Ability to Coordinate Enterprises Activity	0.467**
Experience in Enterprises	0.210*

\*\* Significant at 0.01 level, \* Significant at 0.05 level & NS Non-significant

It may be observed from the values of coefficient of correlation presented in Table 3 that the variables *viz.* age, education, family size, socio-economic status, sources of finance, sources of information, ability to coordinate enterprises activity and experience in enterprises were to be positively and significantly correlated to extent of entrepreneurial behaviour of agricultural and allied enterprises at 0.01 and 0.05 level of probability.

**Table 4: Regression coefficient of personal, socio-economic and psychological characteristic of the respondents with their entrepreneurial behaviour**

n=100				
Characteristics	Beta	Regression co-efficient	Std. Error	t-value
Age	0.093	0.050	0.050	0.318
Education	-0.125	-0.600	0.381	1.574
Family size	-0.009	-0.028	0.208	0.009
Total Annual Income	0.636	0.030**	0.005	5.967
Socio-economic status	0.108	0.257	0.261	0.983
Sources of finance	0.376	1.844*	0.927	1.990
Sources of information	-0.213	-0.374	0.359	1.044
Ability to coordinate	-0.015	-0.051	0.326	0.156
Experience in enterprise	0.018	-0.051	0.429	10.321

F = 15.855 R<sup>2</sup> = 0.613 \*\* Significant at 0.01 level & \*Significant at 0.05 level

All the 9 independent variables were taken for regression analysis. The findings of the analysis are presented in the Table 4. Out of 9 variables fitted in regression analysis 2 variables *viz.*, total annual income and sources of finance contributed significantly to the prediction of entrepreneurial behaviour of the respondents of agricultural and allied enterprises.

These two variables may be termed as good predictor of entrepreneurial behaviour. The efficacy of the variable total annual income had found that one unit change in total annual income had added to the 0.636 unit changes in the value of the entrepreneurial behaviour of the entrepreneur and similarly, the efficacy of the variables, sources of the finance had added to the 0.376 unit change in the value of the entrepreneurial behaviour.

It was observed that Total annual income emerged as the most significant characteristic (b=0.030) in predicting the extent of entrepreneurial behaviour. The value of R<sup>2</sup> = 0.613 suggested that all the 9 variables jointly contributed 61.3 per unit towards the variation in extent of entrepreneurial behaviour. The F value (15.855) was also found to be significant at 0.01 level of probability.

### CONCLUSION

It could be concluded that majority (66 %) of the agricultural and allied enterprises in Imphal District had medium extent of entrepreneurial behaviour followed by 18 per cent of agriculture and allied enterprises that has low extent of entrepreneurial behaviour and 16 per cent of the agricultural and allied enterprises had high extent of entrepreneurial behaviour. age, education, family size,

socio-economic status, sources of finance, sources of information, ability to coordinate enterprises activity and experience in enterprises were to be positively and significantly correlated to extent of entrepreneurial behaviour of agricultural and allied enterprises at 0.01 and 0.05 level of probability. It was observed that total annual income emerged as the most significant characteristics in predicting the extent of entrepreneurial behaviour.

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