

*An overview of perception of HATIM students towards entrepreneurship*



*A report submitted to Department of Commerce, Higher And Technical  
Institute, Mizoram (HATIM) for the academic year 2022-23*

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**CERTIFICATE**

This is to certify that the dissertation entitled “An Overview of Perception of HATIM students towards Entrepreneurship” submitted to the Mizoram University for the award of the degree of Bachelor of Commerce, is a record of research work carried out by Noel VL Zikpuii Pachuau, Roll No. 2123BCOM037, IV Semester B.Com. She has fulfilled all the requirements laid down in the regulations of Mizoram University. This dissertation is the result of her investigation into the subject. Neither the dissertation as a whole nor any part of it was ever submitted any other University for any degree.

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## **DECLARATION**

I, **Noel VL Zikpuii Pachuau**, hereby declare that the subject matter of this dissertation is the record of work done by me, that the contents of this dissertation did not form to anybody else, and that the dissertation has not been submitted by me for any research degree in any other university or institute. This is being submitted to the Mizoram University for the degree of Bachelor of Commerce.

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Thank you,

*Noel VL Zikpuii Pachuau*

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## **Chapter-I**

### **Introduction**

#### **1.1 Conceptual Framework**

##### **1.1.1 Meaning of Entrepreneurship**

The western societies bear responsibility for the term's origin. But it sometimes experiences changes even in the west. The term was used to refer to army generals in the early sixteenth century. It was a term for a trader who bought and sold items at varying rates in the 18th century. In the beginning of the 1960s, Schumpeter referred an entrepreneur as an innovator. Entrepreneurship was not a certain idea two centuries ago. Only recently has entrepreneurship become widely accepted around the world, including in the USA, Germany, Japan, and developing countries like India.

Entrepreneurship is the process of developing, organizing, and running a new business to generate profit while taking on financial risk. In a broader sense, entrepreneurship is the process of transforming the status quo by solving the most pressing problems and pain points in our society, often by introducing an innovative product or service or creating new markets.

Entrepreneurship is defined as the process of handling economic activity, undertaking risk, creating something new, organizing and coordinating resources. Entrepreneurship contributes immensely to the economic growth and entrepreneurial climate plays a vital role in the development industrial sectors and sub-sectors. Development of entrepreneurship is essentially dependent on the entrepreneurial climate and culture of an economy.

According to Mc Lelland, entrepreneurship is doing things in a new and better way and decision making under condition of uncertainty. According to Peter Drucker, entrepreneurship is neither a science nor an Art. It has a knowledge base. Knowledge in entrepreneurship is a means to an end.

### 1.1.2 Importance of entrepreneurship

Entrepreneurs create jobs: Without entrepreneurs, jobs wouldn't exist. Entrepreneurs take on the risk of employing themselves. Their ambition to grow their business eventually leads to the creation of new jobs. As their business continues to grow, more jobs are created.

Entrepreneurs innovate: Some of the greatest technologies in today's society have come from businesses. Technological advances come from a need to solve problems, create efficiencies, or improve the world. In periods where there is more advancement in technology, there is usually an entrepreneur to keep up with the advancement.

Entrepreneurs create changes: Entrepreneurs dream big, many of them aim to make the world better with their products, ideas, or businesses. So naturally, some of their ideas will make a worldwide change. They might create a new product that solves a burning problem or take on the challenges of exploring something that was never explored before.

Entrepreneurs give to society: Entrepreneurs are some of the biggest donors to charities and non-profits for various causes. Some seek to invest their money in creating solutions to help poorer communities have access to things we take for granted, like clean drinking water and good health care.

Entrepreneurs add to national income: Entrepreneurship generates new wealth in an economy. New ideas and improved products or services from entrepreneurs allow for the growth of new markets and new wealth.

### 1.1.3 Perceptions

Based on the Latin root *cipere*, "to grasp," *perception* refers to the way you take in the world through your senses. Perception (from Latin *perceptio* 'gathering, receiving') is the organization, identification, and interpretation of sensory information in order to represent and understand the presented information or environment.

According to Mohdand Hassan (2005), perception is the interpretation of what the eyes see, or in other words, perception is the meaning given to what the eye sees. Gibson et al., (1989) pointed out that perception is a cognitive process used by individuals to interpret and understand the world around them. Gibson also explained that perception is a process of giving meaning to something within an individual's environment. Thus, each individual is seen to give different meanings to a stimulus even though the issue is the same (Jarimal @Safri, & Lajuma, 2014). Markus and Kitayama (1991) explained that people in different cultures have different

perceptions of themselves and others. Therefore, it can be concluded that perception is a person's opinion or interpretation of what they see and feel about something.

#### 1.1.4 Perception towards entrepreneurship

Different perceptions towards entrepreneurship found out by different researchers are as follows:

Brijlal (2011) findings reveal that all faculties believe that entrepreneurship education is more important. They want to become an entrepreneur soon after their graduation. Kabui & Maalu (2012) findings show that key barrier among the students was absence of good business idea. Another barrier was failure to achieve good grades in school. Shinnar, Giacomini & Janssen (2012) findings show that fear of failure and fear of competency among women was more important than men. Oriarewo, Chukwujioke & Aondoseer (2013) findings show that graduates perception towards entrepreneurship varies with age groups. This shows that the desire to be one's own boss has been increased with increase in age. Male graduates show more interest in entrepreneurship than female respondents. Santha (2016) in her study found out that most of the students have very low level of probability of becoming an entrepreneur. Khursheed (2017) findings show that majority of the students opine that person who possess skills like confidence, self-efficacy and self-control can start new business. Few students responded that lack of confidence and professional skills does not create an impact to become an entrepreneur.

## 1.2 Review of Literature

Literature survey was done under the following categories:

**Palanivel Rajan, M (2011)** study “Assessment of entrepreneurial skills among engineering students in Madurai district”, to measure the level of the entrepreneurial skills, behaviour and intention among the students. It was found that the entrepreneurial skills among the male students is greater than the skills among the female students, the entrepreneurial behaviour among the male students are higher than the behaviour among the female students, the entrepreneurial intention among the male students are higher than among the female students.

**Kothari, Hem Chandra (2015)** “Entrepreneurial Intent among the Students of Uttarakhand, A Behavioural Study”. The study tries to measure the entrepreneurial intention of the students studying in graduation final year. It was found out that students with moderate academic

performance are more likely to opt entrepreneurial career than the students with good or bad academic performance.

**Narwade Manoj Madhavrao (2016)** studied students' attitude towards entrepreneurship. The study has been carried out to find out the attitude of MBA students towards entrepreneurship and entrepreneurial careers. It deals with only MBA graduates undergoing their studies in management institutes in Pune city affiliated with University of Pune only. It was found that entrepreneurship development agencies play an important role in creating awareness about entrepreneurship among the student community and the people at large. Majority of the students surveyed agreed that entrepreneurship can be considered as a career option in today's globalised world. Many of the students were of the opinion that the institutes do not have a well-functioning infrastructure in place in the campus to support start-ups in the campuses, finance was the major obstacles for students in starting a business venture.

**Kalpana M (2017)**, study "Inculcating Entrepreneurial Skills among College Students". It was an experimental research and a comparative study conducted to identify the entrepreneurial skills possessed by the students from government and private colleges. It was conducted in five phase, which in the last two phases the students were motivated to develop their entrepreneurial skills in product development and marketing.

**Princitta R (2018)**, study "The attitude towards entrepreneurship a theoretical approach". The study tries to assess the intention variables towards entrepreneurship and also analyse the relationship between the demographic variables and intention variables. It was concluded that the students have not developed the intention towards entrepreneurship 'Need for Achievement', 'Locus of Control', 'Self efficacy', 'Instrumental Readiness', 'Subjective Norms', 'entrepreneurial intention'.

**Patil, Majusha Madhav (2019)** study Developing Entrepreneurial Skills Among Students Through Entrepreneurship Development Programme for College. The study has created interest among participated students and some students have entered in self-employment and started their small industries and enterprises.

**Singh, Puyam Dholendro (2019)** study "Inclination of College and University Students towards Entrepreneurship as a Career: A Study in Manipur." It was found out that graduate students have more inclination towards entrepreneurship than that of post graduate students.

**Jayaraman P (2021)**, in his studies of “Entrepreneurship Intention among Post Graduate Management Students” try to examine how entrepreneurship intention is formed among newline students particularly students pursuing post graduate course in business newline administration. He found out that there is significant difference between male and female students in terms of entrepreneurship intention, need for autonomy, need for affiliation, need for power and need for autonomy between students who belong to business community and others (non-business community). He also found out that there is significant difference between students who have entrepreneurship family background and others, between students who have role models from family and others who do not have such role models from family, between students who have role model from successful entrepreneur in society and students who do not have any such role model, between business community students and others.

**Nicole Lalremruati (2022)** study “Entrepreneurial Attitude Among Educated Youth in Lawngtlai, Mizoram”. The study tries to assess the entrepreneurial attitude of educated youth and identify perceived barrier faced by educated youth towards entrepreneurship. It was observed that in terms of Entrepreneurial attitude female have scored higher mean value than male and Great majority of the respondents said that transportation problem in Lawngtlai District is the main constraints that hinder them becoming entrepreneur.

### **1.3 Rationale of the study**

In the current era of technological advancement, more opportunities are there to do business. Besides, the Government of India, nowadays, renders more financial assistance in the form of loan, subsidies, incentives, etc. to motivate and promote entrepreneurship. Meanwhile, there is lacking in the mind-set of students about an entrepreneurial career. This study is about overviewing the perceptions among HATIM students towards entrepreneurship. The study aims at reviewing the existing entrepreneurial perceptions and finding out the entrepreneurial attitudes among students of different streams in HATIM, understanding their different perceptions and attitudes. This study could support to know the entrepreneurial attitudes and perceptions among the students.

#### **1.4 Statement of the study**

A large number of HATIM students graduates every year and there has been a concern about finding jobs. Many students of Higher and Technical Institute, Mizoram find it difficult to get placed in good organizations. Many graduates with their skills and abilities are better suited to make use of their opportunities by setting up new business ventures. On the contrary, it is important to point out that only a few of the graduates set up their business ventures in spite of having equipped with all the necessary skills, potentials and abilities. It is because of these that the researcher proposes to conduct a study on an overview of perception among HATIM students towards entrepreneurship.

#### **1.5 Objectives of the study**

1. To find out self-awareness of students towards entrepreneurship.
2. To study the entrepreneurial attitudes of the students.
3. To assess perceptions of the respondents towards entrepreneurship.
4. To find out factors that attracts respondents in undertaking or discourage them from undertaking an entrepreneurial career.
5. To suggest measures to overcome the factors that discourage the respondents from undertaking entrepreneurial careers.

#### **1.6 Research methodology**

##### **1.6.1 Sample size**

Sample size denoted the number of elements selected for the study. For this research 36 respondents were selected who were willing to participate and share their opinions regarding the topic.

##### **1.6.2 Sources of data collected**

The primary data collected were through structured questionnaire which were circulated to the respondents.

The secondary data were collected through different sources. Such sources include journals and thesis published, existing research articles, various websites of the internet and few books, which have been very helpful in understanding the concept and meeting the objectives.

### 1.6.3 Methods of data collected

Numbers of questions were prepared to suit the objectives of the study. This was followed by data collection and the responses of every item in the questionnaire were interpreted.

In order to analyse and interpret these data collected, various tools like graphs and mean are employed. This is under through Microsoft excel and using IBM SPSS Statistics 21.

### 1.7 Limitations of the study

- The study is purely based on 36 respondents only
- The area of the study is confined only in HATIM College
- The given time is found to be constraints.
- Due to conservative nature it is possible that some respondents may not have given their responses in the questionnaire in fully true manner.

### 1.8 Hypothesis

- There is no significant difference between gender and self-awareness of students towards entrepreneurship.
- There is no significant difference between gender and perception towards entrepreneurship.

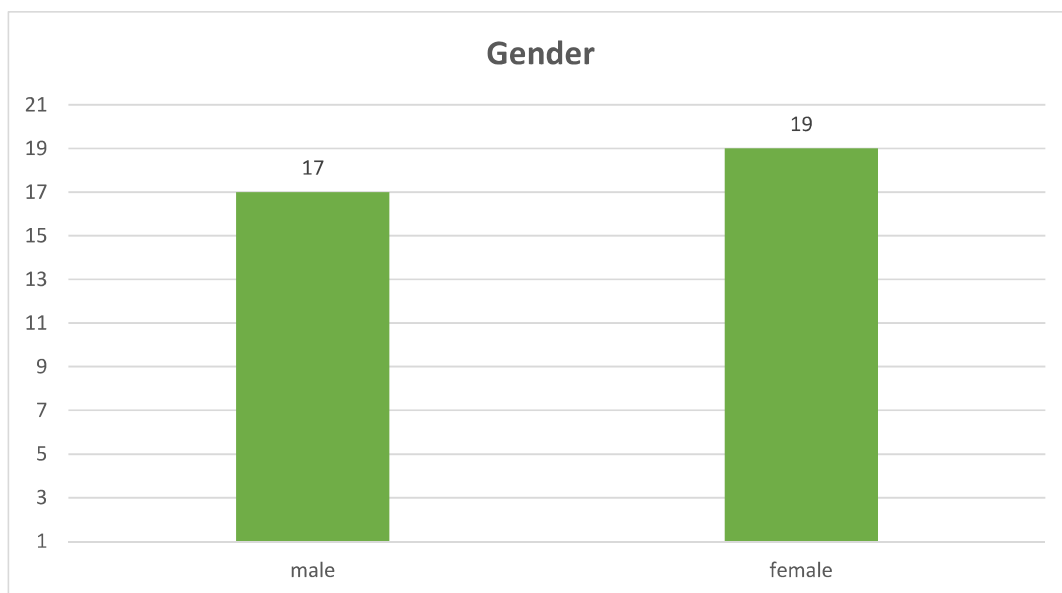
## Chapter- II

### Data Analysis and Interpretation

**Table 2.1 Gender**

Male	17	47.2%
Female	19	52.8%
<b>Total</b>	<b>36</b>	<b>100%</b>

**Fig 2.1 Gender**



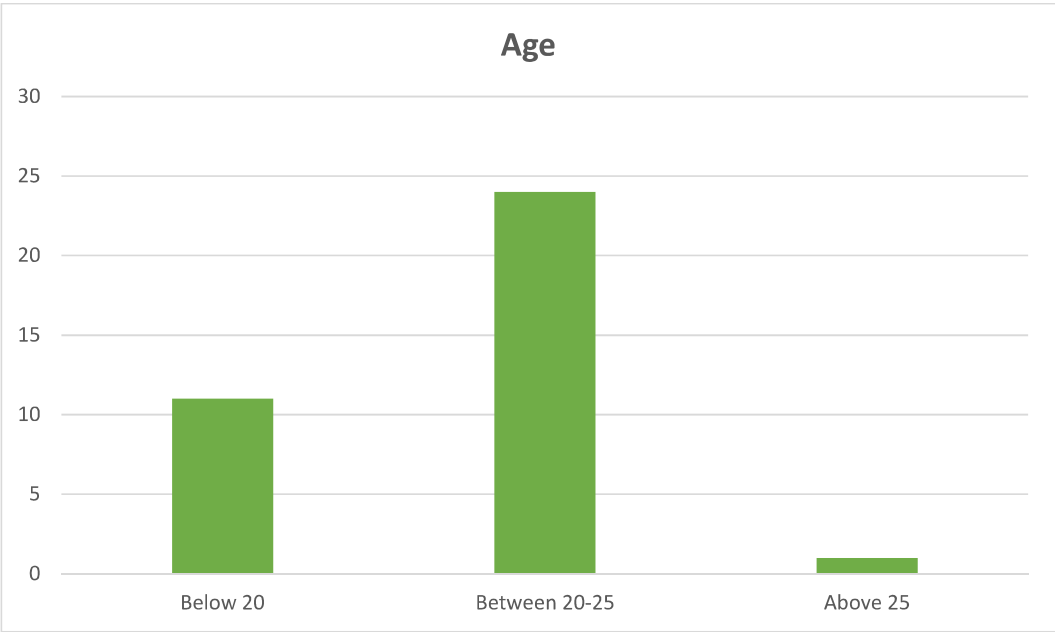
#### Interpretation

From the above table and figure, it can be seen that the majority of the respondents i.e. 52.8% belongs to female.

**Table 2.2 Age**

Below 20	11	30.6%
Between 20-25	24	66.7%
Above 25	1	2.8%
<b>Total</b>	<b>36</b>	<b>100%</b>

**Fig 2.2 Age**



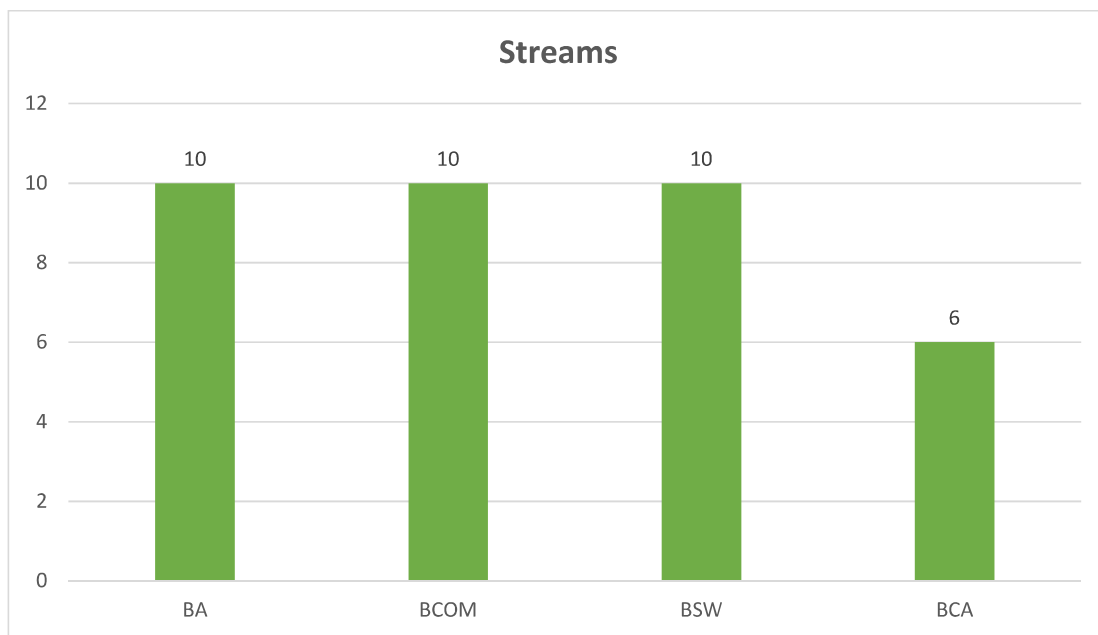
**Interpretation**

The above table and figure shows that, out of the total respondents, the maximum respondents are of age between 20-25 (66.7%), followed by the respondents of age below 20 (30.6%) and the minimum respondent are of age above 25(2.8%).

**Table 2.3 Streams**

Bachelor of Arts	10	27.8%
Bachelor of Commerce	10	27.8%
Bachelor of Social Work	10	27.8%
Bachelor of Computer Science	6	16.7%
Total	36	100%

**Fig 2.3 Streams**



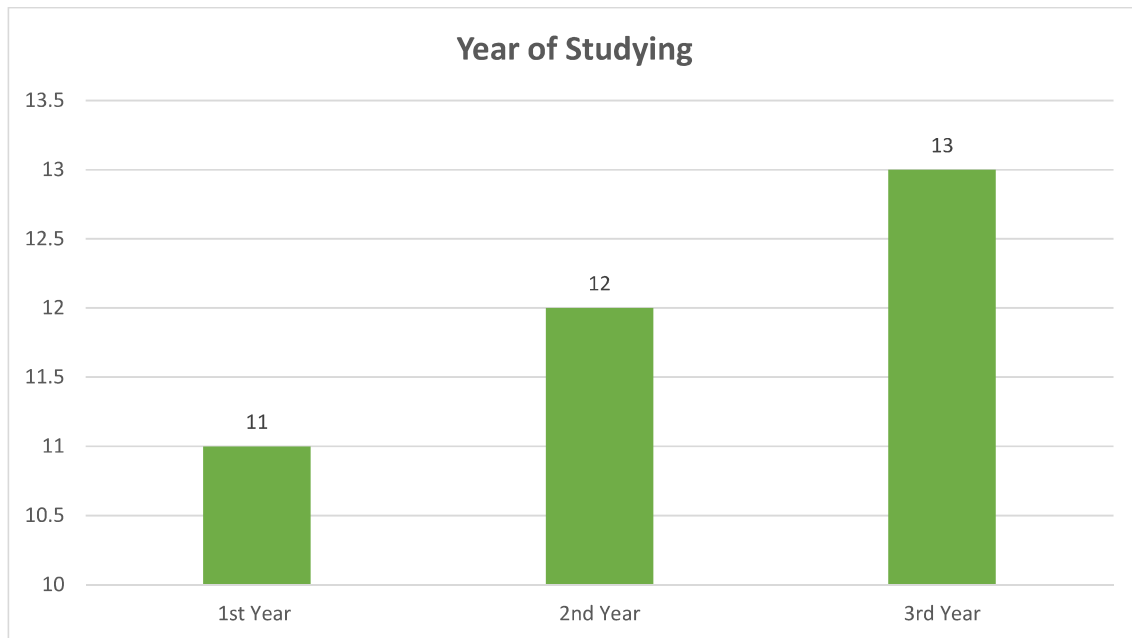
**Interpretation**

The above table and figure shows that the number of respondents are equal in case of BA, BCOM & BSW i.e. 10 respondents each and it can be seen that there are 6 respondents in case of BCA.

**Table 2.4 Year of Studying**

1 <sup>st</sup> Year	11	30.6%
2 <sup>nd</sup> Year	12	33.3%
3 <sup>rd</sup> Year	13	36.1%
<b>Total</b>	<b>36</b>	<b>100%</b>

**Fig 2.4 Year of studying**



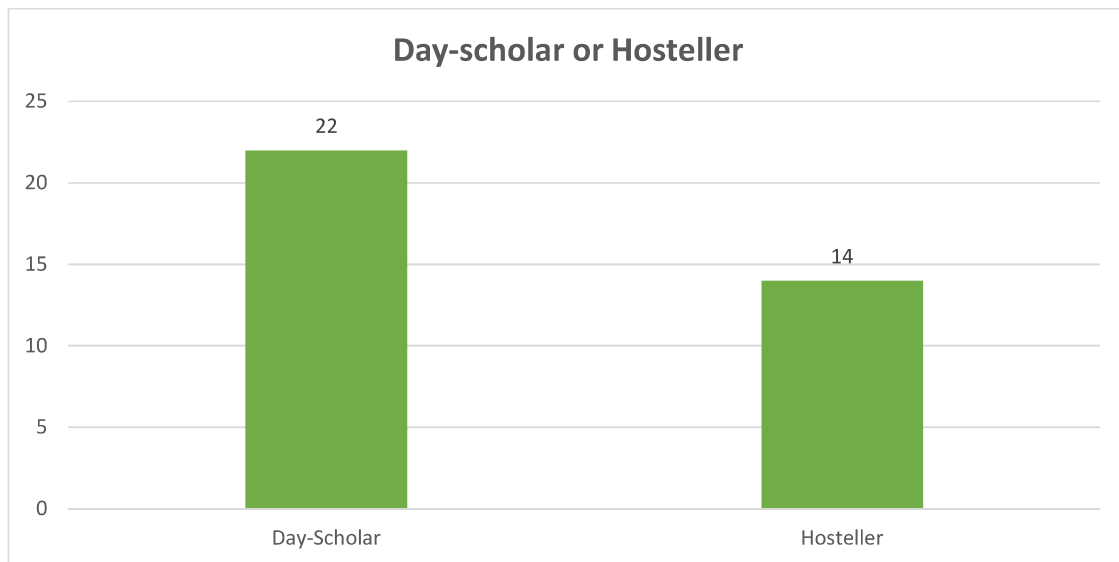
#### Interpretation

From the above table and figure, it can be seen that 11 respondents are in their 1<sup>st</sup> Year and 12 respondents in 2<sup>nd</sup> Year and 13 respondents are in their 3<sup>rd</sup> year of studies.

**Table 2.5 Day-Scholar or Hosteller**

Day-Scholar	22	61.1%
Hosteller	14	38.9%
<b>Total</b>	<b>36</b>	<b>100%</b>

**Fig 2.5 Day- Scholar or Hosteller**



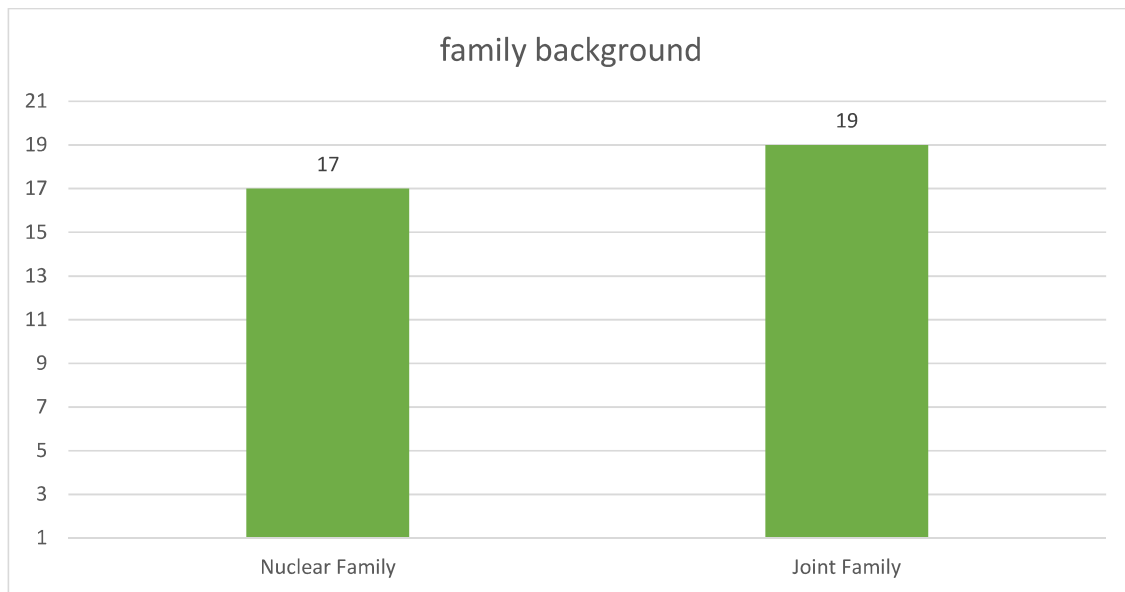
#### Interpretation

The above table and figure shows that 61.1% of the respondents belongs to day-scholar and 38.9% of the respondents belongs to hosteller.

**Table 2.6 Family Background**

Nuclear Family	17	47.2%
Joint Family	19	52.8%
<b>Total</b>	<b>36</b>	<b>100%</b>

**Fig 2.6 Family Background**



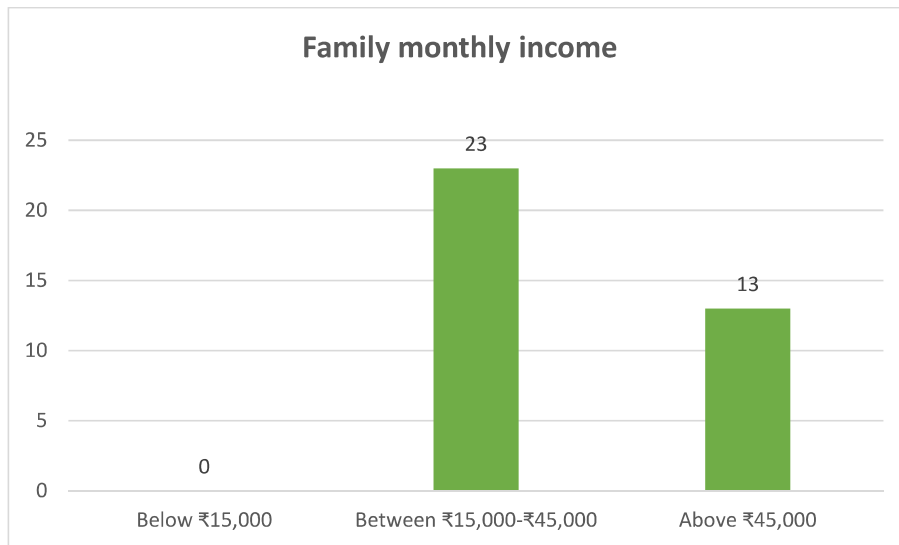
#### Interpretation

From the above table and figure, it is found out that 19 respondents (53% of the respondents) belongs to joint family and 17 respondents ( 47% of respondents) belongs to nuclear family.

**Table 2.7 Family monthly income**

Below ₹15,000	0	0
Between ₹15,000-₹45,000	23	63.9%
Above ₹45,000	13	36.1%
<b>Total</b>	<b>36</b>	<b>100%</b>

**Fig 2.7 Family monthly income**



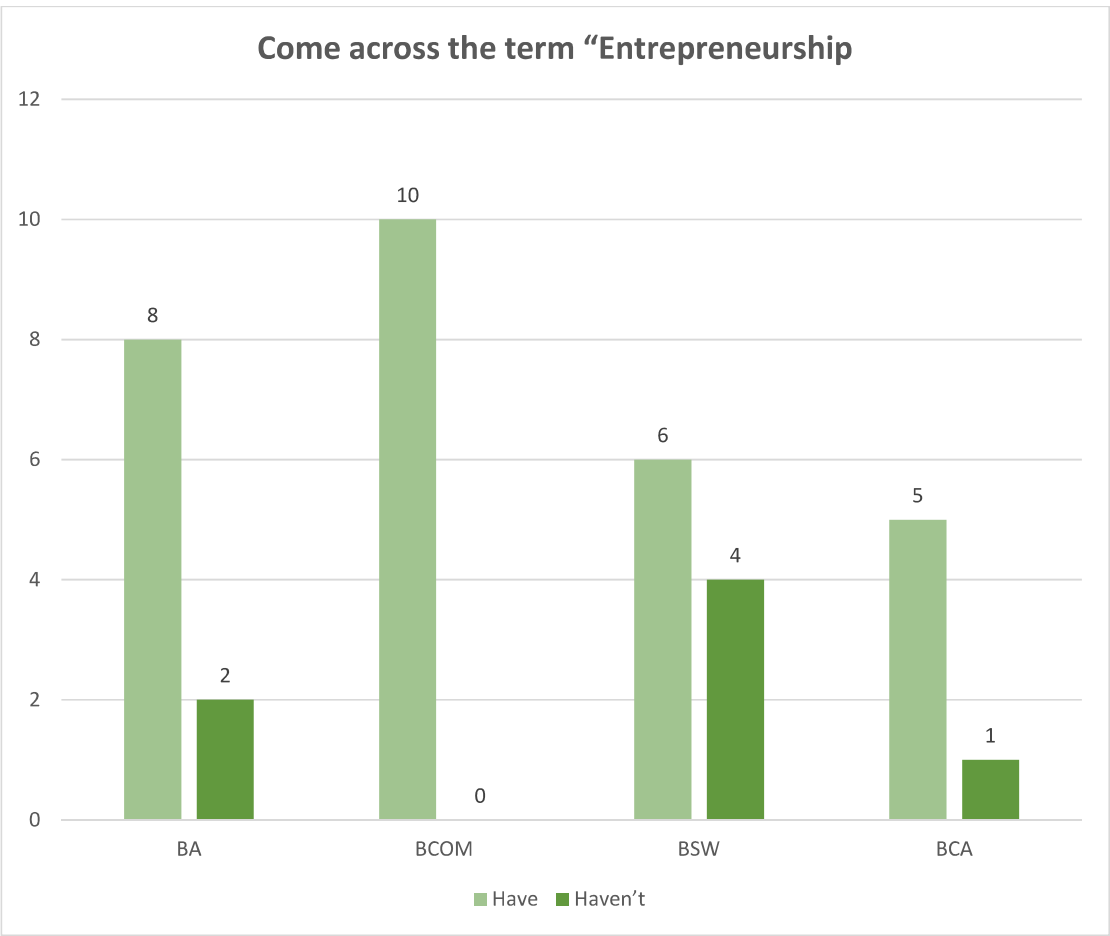
#### Interpretation

The above table and figure shows that 64% of the respondents belongs to a family monthly income of between ₹15,000- ₹45,000, 36% of the respondents belongs to a family monthly income of above ₹45,000 and 0% respondents belongs to a family monthly income of below ₹15,000.

**Table 2.8 Come across the term “Entrepreneurship”**

Have/ Haven’t	BA	BCOM	BSW	BCA
Have	8	10	6	5
Haven’t	2	0	4	1
<b>Total</b>	<b>10</b>	<b>10</b>	<b>10</b>	<b>6</b>

**Fig 2.8 Come across the term “Entrepreneurship”**



### Interpretation

BA- In the department of BA, there are 8 respondents (80%) who have come across the word entrepreneurship and there are 2 respondents (20%) who haven't come across the word entrepreneurship.

BCOM- In the department of BCOM, cent percent of the respondents have come across the term entrepreneurship.

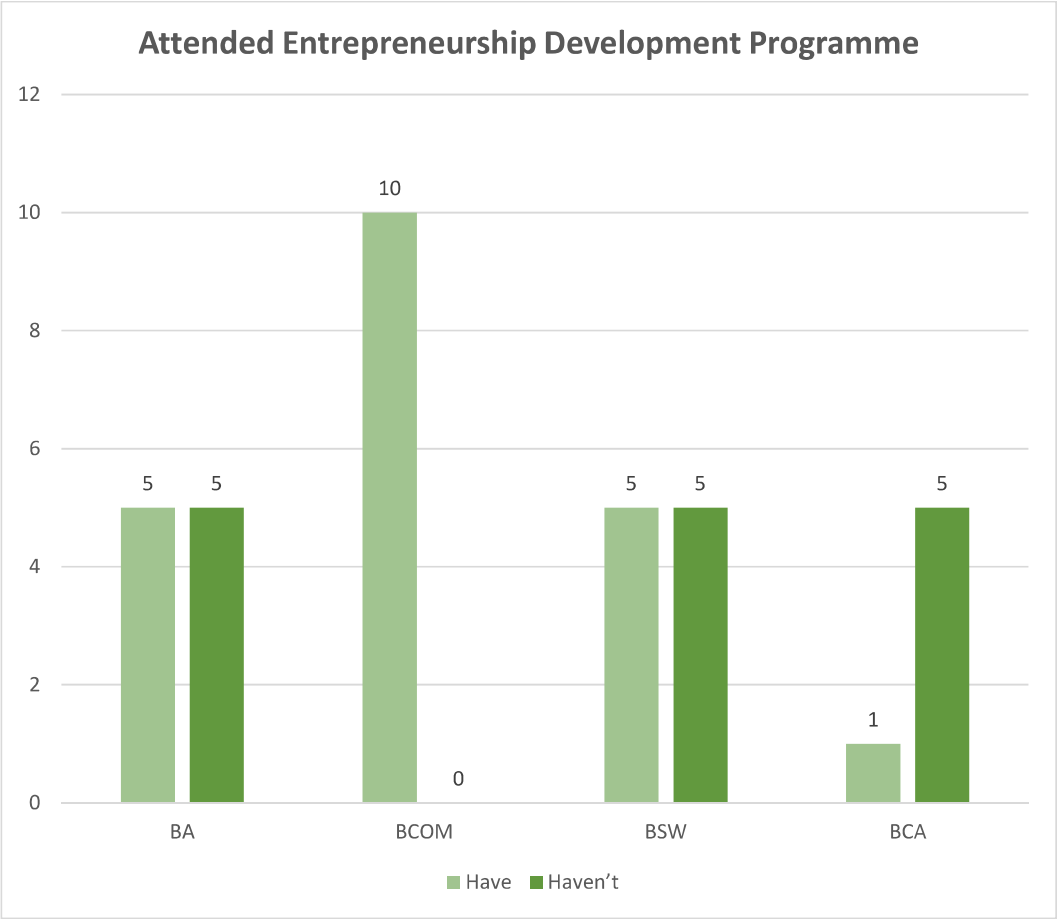
BSW- In the department of BSW, there are 6 respondents (60%) who have come across the word entrepreneurship and there are 4 respondents (40%) who haven't come across the word entrepreneurship.

BCA- In the department of BCA, there are 5 respondents (83%) who have come across the word entrepreneurship and there is 1 respondent (17%) who haven't come across the word entrepreneurship.

**Table 2.9 Attended Entrepreneurship Development Programme**

Have/Haven't	BA	BCOM	BSW	BCA
Have	5	10	5	1
Haven't	5	0	5	5
Total	10	10	10	6

**Fig. 2.9 Attended Entrepreneurship Development Programme**



## Interpretation

BA- In the department of BA, there are 50% of the respondents who have attended entrepreneurship development programme and 50% of respondents who haven't attended entrepreneurship development programme.

BCOM- In the department of BCOM, 100% of the respondents have attended entrepreneurship development programme.

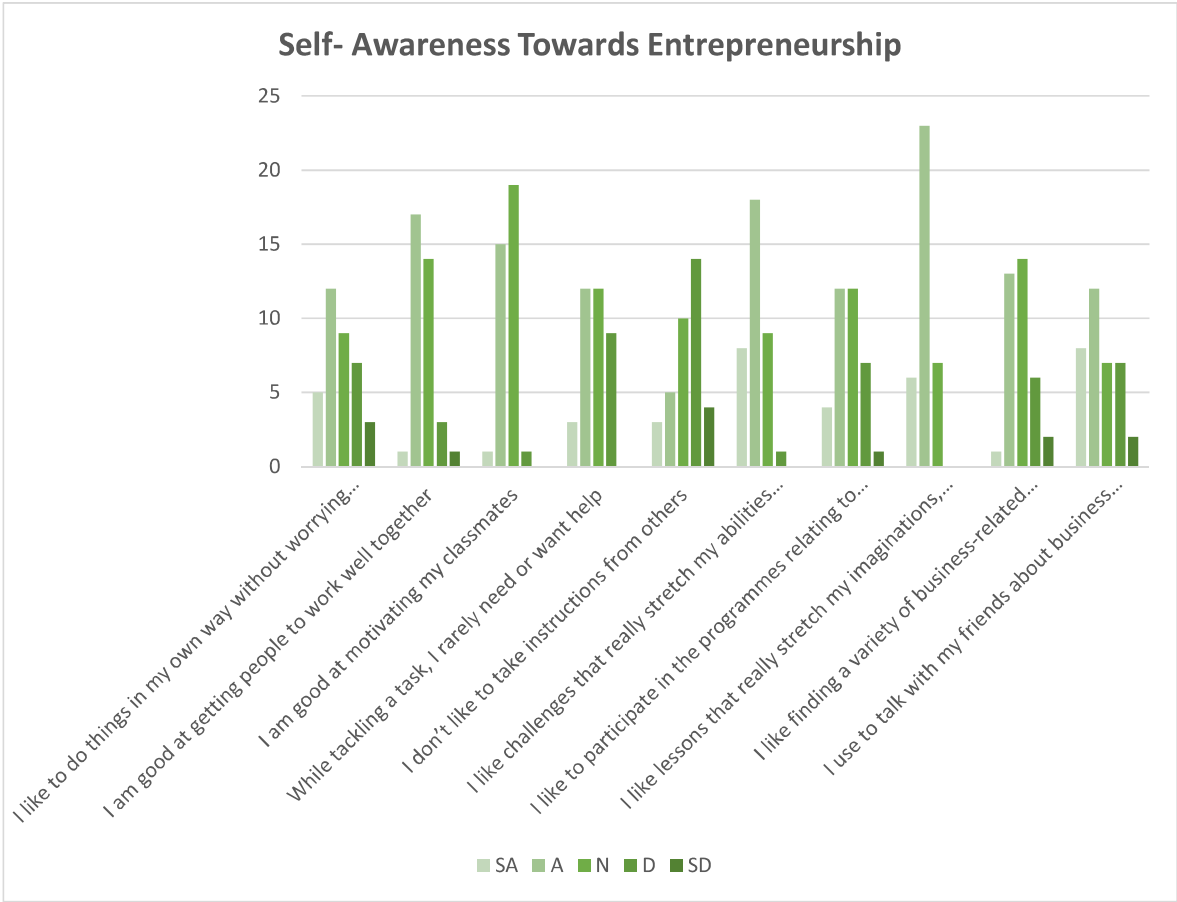
BSW- In the department of BSW, there are 50% of the respondents who have attended entrepreneurship development programme and 50% of the respondents who haven't attended entrepreneurship development programme.

BCA- In the department of BCA, there are 17% of the respondents who have attended entrepreneurship development programme and 83% of the respondents who haven't attended entrepreneurship development programme.

**Table 2.10 Self-Awareness of students towards entrepreneurship**

Statement	No. of respondents					Percentage				
	SA	A	N	D	SD	SA	A	N	D	SD
I like to do things in my own way without worrying what other people think	5	12	9	7	3	13.9	33.3	25	19.4	8.3
I am good at getting people to work well together	1	17	14	3	1	2.8	47.2	38.9	8.3	2.8
I am good at motivating my classmates	1	15	19	1	0	2.8	41.7	52.8	2.8	0
While tackling a task, I rarely need or want help	3	12	12	9	0	8.3	33.3	33.3	25	0
I don't like to take instructions from others	3	5	10	14	4	8.3	13.9	17.8	38.9	11.1
I like challenges that really stretch my abilities rather than things I can do easily	8	18	9	1	0	22.2	50	25	2.8	0
I like to participate in the programmes relating to development of entrepreneurship such as seminars, workshops and training	4	12	12	7	1	11.1	33.3	33.3	19.4	2.8
I like finding a variety of business-related information in my leisure time.	1	13	14	6	2	2.8	36.1	38.9	16.7	5.6
I use to talk with my friends about business opportunities availability and business issues.	8	12	7	7	2	22.2	33.3	19.4	19.4	5.6
<b>Total</b>	<b>36 ( each rows)</b>					<b>100(each rows)</b>				

**Fig 2.10 Self- Awareness of students towards entrepreneurship**



## Interpretation

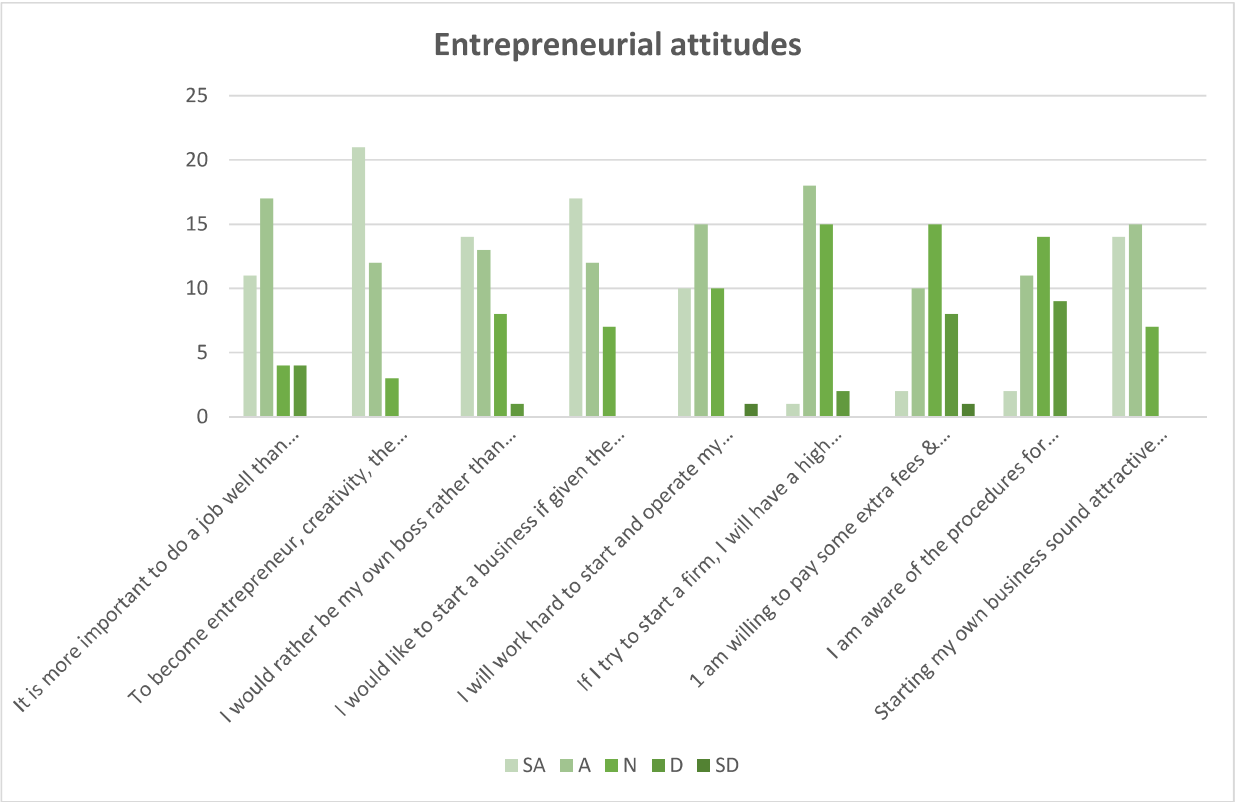
From the above table and figure, it can be seen that:

- 1) Majority of the respondents i.e. 12 respondents (33.3%) agree that they like to do things in their own way without worrying what people think.
- 2) 17 respondents (47.2%), holding the majority agree that they are good at getting people to work well together.
- 3) Most of the respondents i.e. 19 respondents (52.8%) do not know whether they are or are not good at motivating their classmates.
- 4) There are 12 respondents (33.3%) who rarely need or want help while tackling a task. Likewise, there are 12 respondents who are not aware of themselves.
- 5) Majority of the respondents i.e. 14 respondents (38.9%) disagree that they do not like to take instructions from others. So, we found out that most of the respondents likely to take instructions from others.
- 6) Half of the respondents (18 respondents) like the challenges that really stretch their abilities rather than things they can do easily.
- 7) Equal number of respondents i.e. 12 respondents each (33.3%) like to participate in the programmes relating to development of entrepreneurship such as seminars, workshops and training and the other 12 respondents are not aware of themselves.
- 8) 23 respondents (63.9%) holding the majority of respondents like lessons that really stretch their imagination, creativity and innovations.
- 9) Majority of the respondents i.e. 14 respondents (38.9%) are not aware whether they like to find a variety of business-related information in their leisure time or not.
- 10) 12 respondents i.e. 33.3% use to talk with their friends about business opportunities availability and business issues.

**Table 2.11 Entrepreneurial Attitudes of Students**

Statement	No. of respondents					Percentages				
	SA	A	N	D	SD	SA	A	N	D	SD
It is more important to do a job well than try to please people	11	17	4	4	0	30.6	47.2	11.1	11.1	0
To become entrepreneur, creativity, the ability of innovation, imagination, dare to take risk are really important.	21	12	3	0	0	58.3	33.3	8.3	0	0
I would rather be my own boss rather than work for someone else	14	13	8	1	0	38.9	36.1	22.2	2.8	0
I would like to start a business if given the opportunity and the resources required.	17	12	7	0	0	47.2	33.3	19.4	0	0
I will work hard to start and operate my own business	10	15	10	0	1	27.8	41.7	27.8	0	2.8
If I try to start a firm, I will have a high probability of succeeding	1	18	15	2	0	2.8	50	41.7	5.6	0
I am willing to pay some extra fees & spend additional time for a course in Entrepreneurship	2	10	15	8	1	5.6	27.8	41.7	22.2	2.8
I am aware of the procedures for commencing a new business.	2	11	14	9	0	5.6	30.6	38.9	25	0
Starting my own business sound attractive to me	14	15	7	0	0	38.9	41.7	19.4	0	0
<b>Total</b>	<b>36 ( each rows)</b>					<b>100 ( each rows)</b>				

**Fig. 2.11 Entrepreneurial Attitudes of students**



## Interpretation

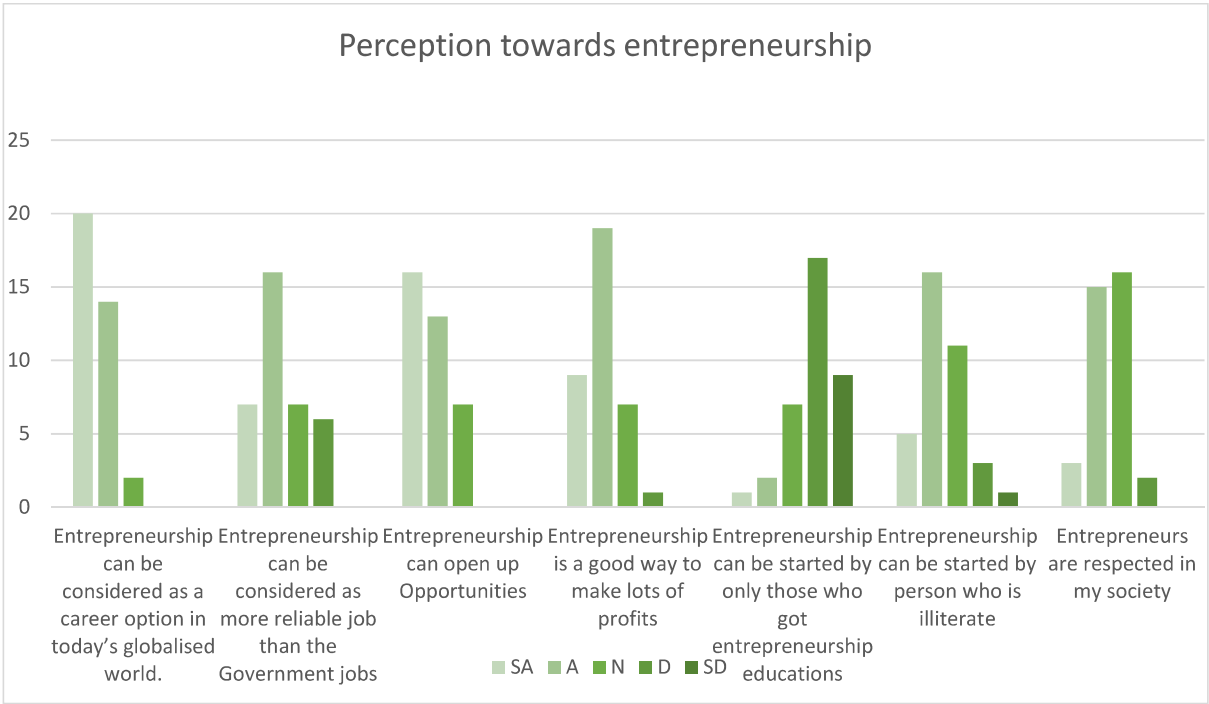
The above table and figure shows that

- 1) 47.2% of the respondents (17 respondents) think that it is more important to do a job well than try to please people.
- 2) Majority of the respondents i.e. 21 respondents (58.3%) strongly agree that to become entrepreneur, creativity, the ability of innovation, imagination, dare to take risk are really important.
- 3) 14 respondents, holding the majority, being 38.9% strongly agree that they would rather be their own boss rather than work for someone else.
- 4) Most of the respondents i.e. 17 respondents (47.2%) strongly like to start a business if they are given the opportunities and required resources.
- 5) 15 respondents i.e. 41.7% agree that they will work hard to start and operate their own business.
- 6) Half of the strength of the respondents (18 respondents) agree that they will have a high probability of success if they try to start a firm.
- 7) 41.7% of the total respondents i.e. 15 respondents do not know whether they are or are not willing to pay some extra fees and spend additional time for a course in entrepreneurship.
- 8) 14 respondents (38.9%) holding the majority are not aware whether they are aware of the procedures of commence of a new business.
- 9) Majority of the respondents i.e. 15 respondents (41.7%) agree that starting their own business sound attractive to them.

**Table 2.12 Perception Towards Entrepreneurship**

Statement	No. of respondents					Percentages				
	SA	A	N	D	SD	SA	A	N	D	SD
Entrepreneurship can be considered as a career option in today's globalised world.	20	14	2	0	0	55.5	38.9	5.6	0	0
Entrepreneurship can be considered as more reliable job than the Government jobs	7	16	7	6	0	19.4	44.4	19.4	16.7	0
Entrepreneurship can open up Opportunities	16	13	7	0	0	44.4	36.1	19.4	0	0
Entrepreneurship is a good way to make lots of profits	9	19	7	1	0	25	52.8	19.4	2.8	0
Entrepreneurship can be started by only those who got entrepreneurship educations	1	2	7	17	9	2.8	5.6	19.4	47.2	25
Entrepreneurship can be started by person who is illiterate	5	16	11	3	1	13.9	44.4	30.6	8.3	2.8
Entrepreneurs are respected in my society	3	15	16	2	0	8.3	41.7	44.4	5.6	0
<b>Total</b>	<b>36 ( each rows)</b>					<b>100 (each row)</b>				

**Fig 2.12 Perception towards entrepreneurship**



## Interpretation

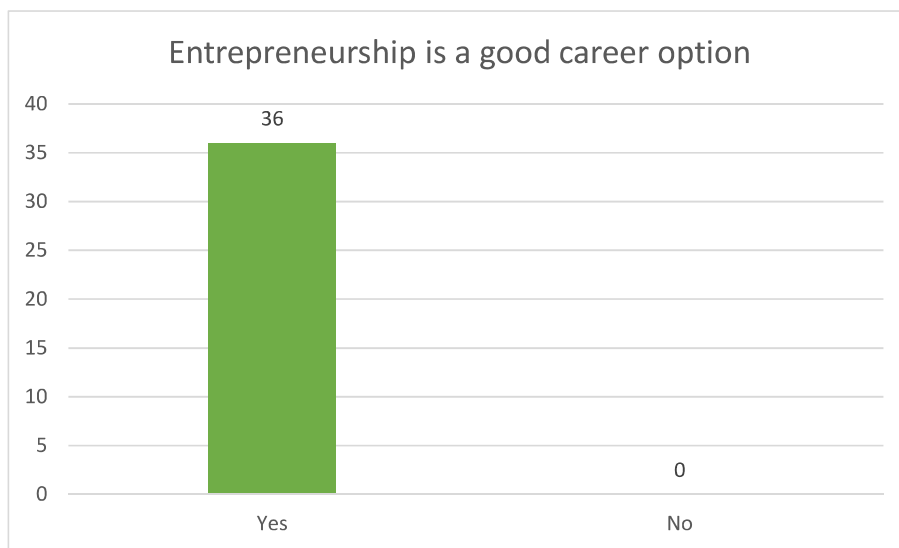
From the above table and figure, it is found out that:

- 1) More than half of the total strength of the respondents i.e. 55.5% (20 respondents) strongly agree that entrepreneurship can be considered as a career option in today's globalised world.
- 2) 44.4% of the respondents i.e. 16 respondents agree that entrepreneurship can be considered as more reliable job than government jobs.
- 3) Majority of the respondents i.e. 16 respondents (44.4%) strongly agree that entrepreneurship can open up the opportunities.
- 4) 52.8% i.e. more than half of the total and of 19 respondents agree that entrepreneurship is the good way to make profits.
- 5) 17 respondents (47.2 %) disagree that entrepreneurship can be started by only those who got entrepreneurship educations.
- 6) 44.4% of the total respondents i.e. 16 respondents agree that entrepreneurship can be started by person who is illiterate.
- 7) Majority of the respondents i.e. 16 respondents (44.4%) do not have any idea whether entrepreneurs are respected in their society.

**Table 2.13 Entrepreneurship is a good career option**

Option	No. of respondents	Percentages
Yes	36	100
No	0	0
<b>Total</b>	<b>36</b>	<b>100</b>

**Fig. 2.13 Entrepreneurship is a good career option**



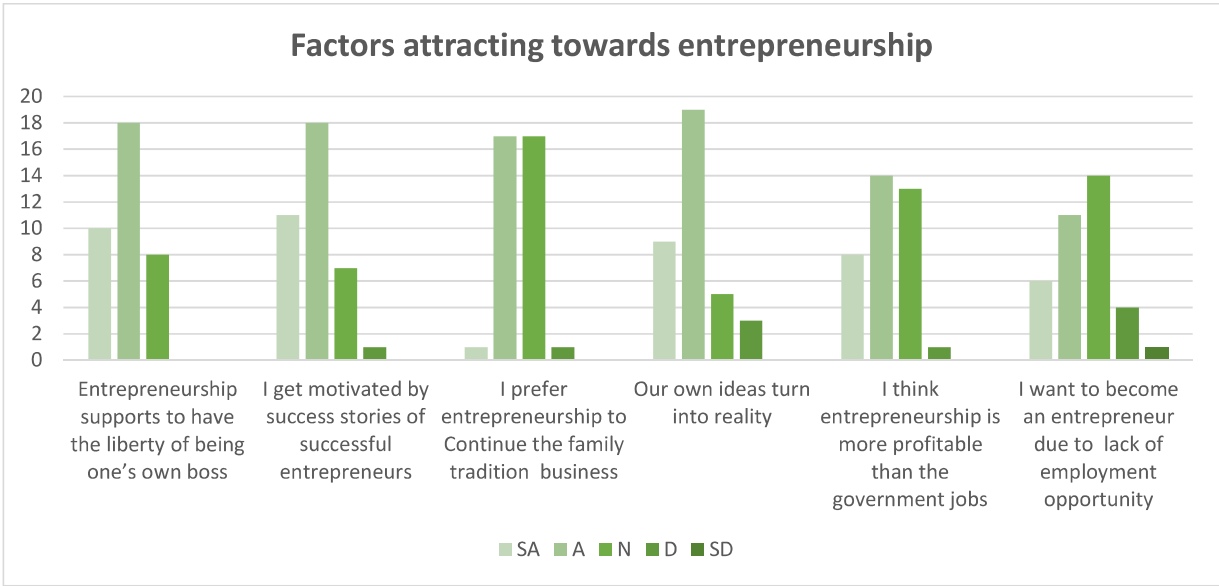
#### Interpretation

The total strength of the respondents i.e. 100% (36 respondents) think that entrepreneurship is a good career option.

**Table 2. 14 Factors attracting the students towards entrepreneurship**

<b>Statement</b>	<b>No. of respondents</b>					<b>Percentages</b>				
	<b>SA</b>	<b>A</b>	<b>N</b>	<b>D</b>	<b>SD</b>	<b>SA</b>	<b>A</b>	<b>N</b>	<b>D</b>	<b>SD</b>
Entrepreneurship supports to have the liberty of being one's own boss	10	18	8	0	0	27.8	50	22.2	0	0
I get motivated by success stories of successful entrepreneurs	11	18	7	1	0	30.6	50	19.4	2.8	0
I prefer entrepreneurship to Continue the family tradition business	1	17	17	1	0	2.8	47.2	47.2	2.8	0
Our own ideas turn into reality	9	19	5	3	0	25	52.8	13.9	8.3	0
I think entrepreneurship is more profitable than the government jobs	8	14	13	1	0	22.2	38.9	36.1	2.8	0
I want to become an entrepreneur due to lack of employment opportunity	6	11	14	4	1	16.7	30.5	38.9	11.1	2.8
<b>Total</b>	<b>36 ( each rows)</b>					<b>100 (each row)</b>				

**Fig 2.14 Factors attracting the students towards entrepreneurship**



## Interpretation

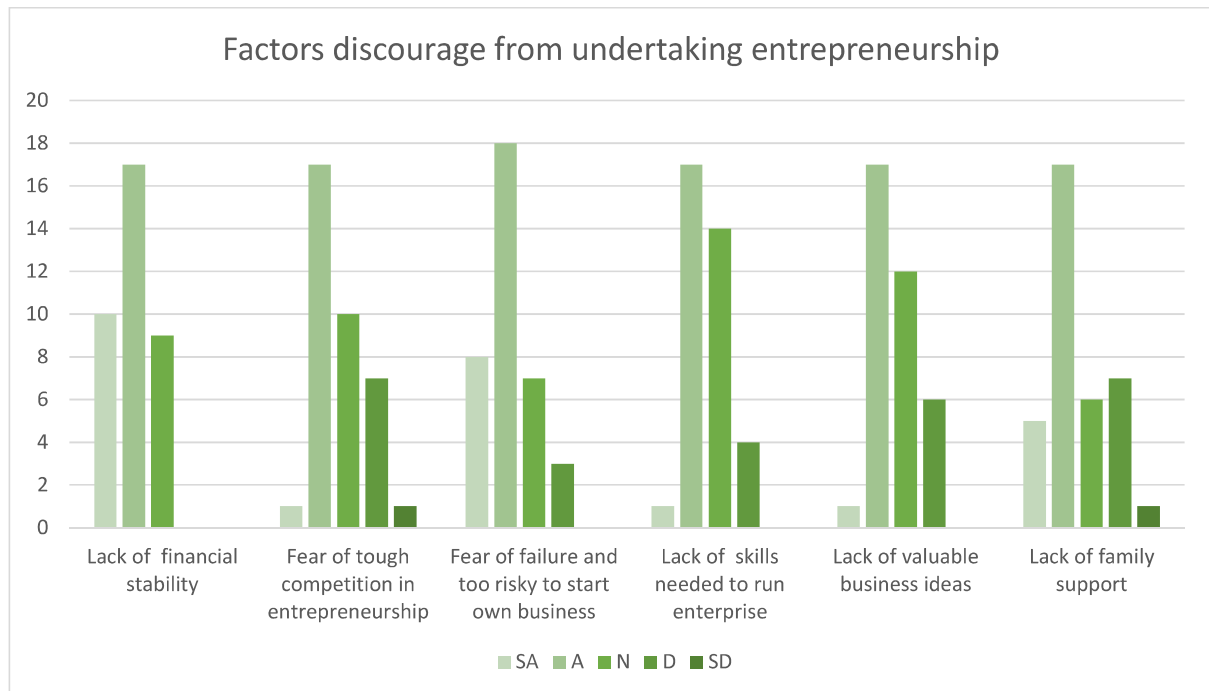
The above table and figure shows that:

- 1) Half of the respondents (18 Respondents) agree that entrepreneurship supports to have liberty of being one's boss.
- 2) 18 respondents of the total respondents agree that they get motivated by success stories of successful entrepreneurs.
- 3) Equal numbers of respondent i.e. 17 respondents each (47.2%) agree that they prefer entrepreneurship to continue the family tradition business and the other 17 respondents do not have any idea where they prefer entrepreneurship to continue the family tradition business or not.
- 4) Majority of the respondents i.e. 52.8% (19 respondents) got attracted towards entrepreneurship due to the fact that their own ideas turn into reality.
- 5) 14 respondents i.e. 38.9% attracted to entrepreneurship because they think entrepreneurship is more profitable than the government jobs
- 6) Majority of the respondents i.e. 14 respondents (38.9%) do not have idea where they are attracted to entrepreneurship due to lack of opportunity or not.

**Table 2.15 Factors that discourage students from undertaking entrepreneurship**

Statement	No. of respondents					Percentages				
	SA	A	N	D	SD	SA	A	N	D	SD
Lack of financial stability	10	17	9	0	0	27.8	47.2	25	0	0
Fear of tough competition in entrepreneurship	1	17	10	7	1	2.8	47.2	27.8	19.4	2.8
Fear of failure and too risky to start own business	8	18	7	3	0	22.2	50	19.4	8.3	0
Lack of skills needed to run enterprise	1	17	14	4	0	2.8	47.2	38.9	11.1	0
Lack of valuable business ideas	1	17	12	6	0	2.8	47.2	33.3	16.7	0
Lack of family support	5	17	6	7	1	13.9	47.2	16.7	19.4	2.8
<b>Total</b>	<b>36 ( each rows)</b>					<b>100(each rows)</b>				

**Fig 2.15 Factors that discourage students from undertaking entrepreneurship**



#### Interpretation

- 1) Majority of the respondents i.e. 17 respondents (47.2%) agree that they are discourage from undertaking entrepreneurship due to lack of financial stability.
- 2) 47.2% of the total number of respondents i.e. 17 respondents agree that they are discourage from undertaking entrepreneurship due to fear of tough competition in it.
- 3) Half of the total strength of the respondents i.e. 18 respondents agree that fear of failure and too risky to start their own business is the factor discouraging them to undertake entrepreneurship.
- 4) 17 respondents holding the majority agree that they are discourage to undertake entrepreneurship due to lack of skills needed to run enterprise.
- 5) Almost half of the total strength of respondents i.e. 47.2% (17 respondents) are discourage to undertake entrepreneurship due to lack of valuable business ideas.
- 6) 47.2% of the total respondents are discourage from taking up entrepreneurship due to lack of family support.

### Hypotheses

- 1) There is no significant difference between gender and self-awareness of students towards entrepreneurship.
- 2) There is no significant difference between gender and perception towards entrepreneurship.

### Hypotheses Testing

**Table 2.16 (i) Mann-Whitney test of gender and level of self-awareness towards entrepreneurship**

	Value
Mann-Whitney U	143.000
Z	.627
Asymp. Sig. (2-tailed)	.531
r	0.104

$H_0$  - There is no significant difference between gender and self-awareness of students towards entrepreneurship.

### Interpretation

The Mann-Whitney table value shows significant value as 0.627 which is higher than 0.05. Hence, the null hypothesis is failed to rejected. Therefore, there is no significant difference between gender and self-awareness towards entrepreneurship. It can be seen that  $r$  value is 0.104 which is smaller than 0.3. For that reason, despite accepting it, the effect size is small.

**Table 2. 17 (ii) Man-Whitney Test of gender and perception towards entrepreneurship**

	Value
Mann-Whitney U	154.500
Z	.251
Asymp. Sig. (2-tailed)	.802
r	0.041

H<sub>0</sub>- There is no significant difference between gender and perception towards entrepreneurship.

#### **Interpretation**

The Mann-Whitney table value shows significant value as 0.251 which is higher than 0.05. Hence, the null hypothesis is failed to rejected. Therefore, there is no significant difference between gender and perception towards entrepreneurship. It can be seen that *r* value is 0.041 which is smaller than 0.3. For that reason, despite accepting it, the effect size is small.

## **Chapter III**

### **Results and Discussions**

The following are the overview of perception towards entrepreneurship among HATIM students in respect to their general information, self-awareness towards entrepreneurship, entrepreneurial attitudes, perception towards entrepreneurship, factors attracting the respondents towards entrepreneurship and factors discouraging them from undertaking entrepreneurship.

#### **Results and discussions on general information**

The details of general information reveal that majority of the respondents are of female (52.8%), of age between 20-25 years old (66.7%), of respondents who are on their 3<sup>rd</sup> year (36.1%), of day-scholar (60%), of joint family (52.8%), of family monthly income between ₹15,000-₹45,000 (63.9%).

It is also disclosed that there are equal number of respondents from BA, BCOM &BSW, there are 10 respondents each. However, due to inconvenience of the respondents, there are only 6 respondents from BCA.

The details further reveals that unlike other streams, only the total respondents of BCOM have come across the term “entrepreneurship”, yet, majority of the respondents from each streams have come across the term “entrepreneurship”.

Likewise, the total respondents of BCOM have attended entrepreneurship development and awareness programme unlike other departments.

It can be summarized by saying that the respondents of BCOM are expected to have more knowledge, capacities, skills and abilities when it comes to “entrepreneurship”, as all of the respondents of BCOM have come across the term “entrepreneurship” and have attended entrepreneurship development and awareness programme.

## **Results and discussions on self-awareness towards entrepreneurship**

The variables being provided in the questionnaires are generally the good characteristics and behaviours to become successful entrepreneurs.

The details of the self-awareness of the respondents towards entrepreneurship discovered that majority of the respondents have a good response towards it. Nearly half of them agreed to all the variables provided like : they like to do things in their own way without worrying what other people think, they are good at getting people to work well together, they are good at motivating their classmates, they rarely need or want help while tackling a task, they do not like to take instructions from others, they like challenges that really stretch their abilities rather than things they can do easily, they like to participate in the programmes relating to development of entrepreneurship such as seminars, workshops and training, they like lessons that really stretch their imaginations, creativity and innovations, they like to find a variety of business-related information in their leisure time, they use to talk with their friends about business opportunities availability and business issues.

To sum up, majority of HATIM students have good behaviours and characters to become successful entrepreneurs.

## **Results and discussions of entrepreneurial attitudes**

The variables provided in the questionnaires are the ideal attitudes to be possess by any person to become a favourable entrepreneurs. There are nine variables of entrepreneurial attitudes.

From the details of information from the responses to entrepreneurial attitudes by the respondents, it is perceived that majority of the respondents strongly agree that to become entrepreneur, creativity, the ability of innovation, imagination, dare to take risk are really important, strongly agree that they would rather be their own boss rather than work for someone else and strongly like to start a business if they are given the opportunities and required resources. And larger number of respondents agree that it is more important to do a job well than try to please people, that they will work hard to start and operate their own business, will have a high probability of success if they try to start a firm and agree that starting their own business sound attractive to them. On the contrary, most of them are not aware whether they are willing to pay some extra fees and spend additional time for a course in entrepreneurship and are aware of the procedures of commence of a new business.

It can be wind up by saying that the students of HATIM have good entrepreneurial attitudes, yet not to the satisfactory level.

### **Results and discussion on the perception towards entrepreneurship**

The questionnaires contains 7 different perceptions towards entrepreneurship which include both the ideal and non-ideal perceptions.

It is seen that most of them strongly agree that entrepreneurship can be considered as a career option in today's globalised world and that entrepreneurship can open up the opportunities. Majority of them agree that entrepreneurship can be considered as more reliable job than government jobs, and that entrepreneurship is the good way to make profits and that entrepreneurship can be started by person who is illiterate. However, they disagree to that entrepreneurship can be started by only those who got entrepreneurship educations. Furthermore, they do not have any idea whether entrepreneurs are respected in their society.

It can be concluded by saying that the students of Higher And Technical Institute, Mizoram have good perception towards entrepreneurship.

### **Results and Discussions on entrepreneurship as a good career option**

The finding reveals that the total strength of the respondent agree that entrepreneurship is a good career option to be taken up by an individual.

It can be said that the HATIM students consider entrepreneurship as a good career option.

### **Results and discussions on factors attracting the student towards entrepreneurship**

The variables provided in the questionnaires are the common factors that attracts most of the people towards entrepreneurship.

It is found out that students are generally attracted towards entrepreneurship because of the fact that their own ideas turn into reality. It is further discovered that all the other variables except one i.e. taking up entrepreneurship due to lack of opportunity, in which the respondents are not aware, are agree by the majority of the respondents namely; that entrepreneurship supports to have liberty of being one's boss, they get motivated by success stories of successful entrepreneurs, they got attracted towards entrepreneurship to continue the family tradition business , attracted towards it because they think entrepreneurship is more profitable than the government jobs.

It can sum up by saying that most of the students of HATIM got attracted towards entrepreneurship due to the common factors, but not all.

### **Results and discussions of factors discouraging the students to undertake entrepreneurship**

The given variables are the common factors that discouraged the students to undertake entrepreneurship.

It is perceived that fear of failure and too risky to start their own business is the main factors that discourage the students to undertake entrepreneurship. It is also found out that all the factors given are discouraging the students to undertake entrepreneurship as they agree to the factors like; lack of financial stability, fear of tough competition in entrepreneurship, lack of skills needed to run enterprise, lack of valuable business ideas and lack of family support.

The students of HATIM are affected by the common factors that discourage most of the students from undertaking entrepreneurship.

## **Chapter- IV**

### **Suggestions and Conclusion**

#### **4.1 Suggestions**

Based on the findings, the following suggestions are made:

- a) Entrepreneurship awareness: It is found that only the total respondents of BCOM have come across the term entrepreneurship, while some of the respondents of BA, BSW and BCA have not. In order to make the entire community aware, it will be very beneficial to create awareness about entrepreneurship by the institution. And it is suggested to organise such awareness by the institution.
- b) Entrepreneurship development programme: It is found that only the total respondents of BCOM have attended the entrepreneurship development programme, while the other respondents of BA, BSW and BCA have not. In order to make the student attends such, it will be very appreciable of the institution to organise various entrepreneurship development programme and is suggested the students to attend it.
- c) Entrepreneurship development education: It is found out that the students of HATIM have good behaviours and characters to become a successful entrepreneur. It is suggested that the institution to provide educations to develop their behaviours and characters towards entrepreneurship.
- d) Encouragements and motivations: It is found out that the main factors that discourage the students to undertake entrepreneurship is their fear of failure and too risky to start their own business. It will be very appreciable of the institution to take the initiative to encourage and motivate their students so that their fear might get deteriorated.

## **4.2 Conclusion**

An overview of perception towards entrepreneurship among HATIM students tries to find out self-awareness, attitude and perception towards entrepreneurship by the students and the factors that attracts and discourage the students towards entrepreneurship. It is found that all the respondents of BCOM have come across the term entrepreneurship and have attended entrepreneurship development programme. It is perceived that majority of the respondent's self-awareness is favourable towards entrepreneurship. The results revealed that majority of the attitudes as well as perceptions of the respondents is also favourable towards entrepreneurship. It is discovered that all the respondents think that entrepreneurship is a good career option. The study finds out that the most common factors that attracts the students towards entrepreneurship is the fact "their own idea came into reality". And it is also found out that the main factors that discourage the students in undertaking entrepreneurship is their loss of failure and that it is too risky to start their own business.

So, it can be overall summarized that the students of Higher and Technical Institute, Mizoram from different streams viz. BA, BCOM, BSW and BCA have good perception towards entrepreneurship and have the high chance of success.

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## APPENDIX

Hello... My name is Noel VL Zikpuii Pachuau of Bcom 4<sup>th</sup> Semester studying in HATIM. I am doing a research on the topic “*An overview of perception of HATIM students towards entrepreneurship*”, and the purpose of my study is to find out self-awareness, attitudes, perception towards entrepreneurship and factors that attracts in and discourage from undertaking entrepreneurship. The responses will be used for academic purpose only and it will be confidential.

*I will be very grateful if you could spare your precious time for answering the questions as per the instructions. Thank you😊*

## QUESTIONNAIRE

### I. General Information

*Tick (√) the most appropriate option.*

1. Gender:

Male (     )                      Female (     )

2. Age:

Below 20 (     )                      Between 20-25 (     )                      Above 25 (     )

3. Specify your streams:

BA (     )                      B.Com (     )                      BSW (     )                      BCA (     )

4. Specify the year you are studying:

1<sup>st</sup> Year (     )                      2<sup>nd</sup> Year (     )                      3<sup>rd</sup> Year (     )

5. Specify whether you are a hosteller or a day-scholar:

Day-Scholar (     )                      Hosteller (     )

6. Family background:

Nuclear family (     )                      Joint-family (     )

7. Family monthly income:

Below ₹ 15,000 (     )                      Between ₹ 15,000 – 45,000 (     )                      Above ₹ 45,000 (     )

8. Have you ever come across the term “Entrepreneurship”?

Yes, I have (     )                      No, I haven’t (     )

9. Have you attended any entrepreneurship development / awareness programme?

Yes, I have (     )                      No, I haven’t (     )

## II. Self-Awareness of Students Towards Entrepreneurship

Tick (✓) the most appropriate answer.

**Response Key:** 5=Strongly agree 4=Agree 3=Neutral 2=Disagree 1=Strongly Disagree

Sl. No.	Statement	5	4	3	2	1
1	I like to do things in my own way without worrying what other people think					
2	I am good at getting people to work well together					
3	I am good at motivating my classmates					
4	While tackling a task, I rarely need or want help					
5	I don't like to take instructions from others					
6	I like challenges that really stretch my abilities rather than things I can do easily					
7	I like to participate in the programmes relating to development of entrepreneurship such as seminars, workshops and training					
8	I like lessons that really stretch my imaginations, creativity and innovations.					
9	I like finding a variety of business-related information in my leisure time.					
10	I use to talk with my friends about business opportunities availability and business issues.					

## III. Entrepreneurial Attitudes of Students

Tick (✓) the most appropriate answer.

**Response key:** 5=Strongly Agree 4=Agree 3=Neutral 2=Disagree 1=Strongly Disagree

Sl.No	Statement	5	4	3	2	1
1	It is more important to do a job well than try to please people					
2	To become entrepreneur, creativity, the ability of innovation, imagination, dare to take risk are really important.					
3	I would rather be my own boss rather than work for someone else					
4	I would like to start a business if given the opportunity and the resources required.					
5	I will work hard to start and operate my own business					
6	If I try to start a firm, I will have a high probability of succeeding					
7	I am willing to pay some extra fees & spend additional time for a course in Entrepreneurship					
8	I am aware of the procedures for commencing a new business.					
9	Starting my own business sound attractive to me					

#### IV. Perceptions Towards Entrepreneurship

Tick (✓) the most appropriate answer.

**Response key:** 5=Strongly Agree 4=Agree 3=Neutral 2=Disagree 1=Strongly Disagree

Sl. No	Statement	5	4	3	2	1
1	Entrepreneurship can be considered as a career option in today's globalised world.					
2	Entrepreneurship can be considered as more reliable job than the Government jobs					
3	Entrepreneurship can open up Opportunities					
4	Entrepreneurship is a good way to make lots of profits					
5	Entrepreneurship can be started by only those who got entrepreneurship educations					
6	Entrepreneurship can be started by person who is illiterate					
7	Entrepreneurs are respected in my society					

#### V. Do You Think Entrepreneurship Is A Good Career Option?

Yes ( ) No ( )

#### VI. Factors Attracting the Students Towards Entrepreneurship

Tick (✓) the most appropriate answer.

**Response key:** 5=Strongly Agree 4=Agree 3=Neutral 2=Disagree 1=Strongly Disagree

Sl. no	Statement	5	4	3	2	1
1	Entrepreneurship supports to have the liberty of being one's own boss					
2	I get motivated by success stories of successful entrepreneurs					
3	I prefer entrepreneurship to Continue the family tradition business					
4	Our own ideas turn into reality					
5	I think entrepreneurship is more profitable than the government jobs					
6	I want to become an entrepreneur due to lack of employment opportunity					

## VII. Factors That Discourage Students from Undertaking Entrepreneurship

Tick (✓) the most appropriate answer.

**Response key:** 5=Strongly Agree 4=Agree 3=Neutral 2=Disagree 1=Strongly Disagree

Sl. no	Statement	5	4	3	2	1
1	Lack of financial stability					
2	Fear of tough competition in entrepreneurship					
3	Fear of failure and too risky to start own business					
4	Lack of skills needed to run enterprise					
5	Lack of valuable business ideas					
6	Lack of family support					