

ENTREPRENEURIAL INCLINATION LEVELS OF DEGREE AND POST GRADUATE STUDENTS: A STUDY IN MANIPUR

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ABSTRACT

It is often well acknowledged by experts that Entrepreneurship contributes more competitiveness and dynamism among others factors of development. In India too government's massive funding allocation policies for the support of entrepreneurship especially for MSME were widely seen. Despite the existence of such policies for many years India's North Eastern region in general and Manipur in particular still remain backward. Registered unemployed youth of Manipur were heightened alarmingly in recent years. Captivatingly whereas, Manipur has been India's strategically important transit state for foreign trade towards south East Asian region from time immemorial. But this alarming unemployment rate in important trade transit state like Manipur where many can start entrepreneurial activities easily is disappointing. One main reason for this unemployment could be the indifferent attitude of current graduates towards entrepreneurship. So, this descriptive research is to study inclination of youths, particularly students towards entrepreneurship as a career. One very significant finding of the research study is that an early introduction of entrepreneurial related studies could help to achieve early inclination of youths towards entrepreneurship as a career. Hence developing policy to promote entrepreneurship at younger stage of student in general would help them become entrepreneurs at an early age and reap the fruit of this dynamic wealth creating process sooner than later.

Keywords: Entrepreneur, Entrepreneurship and 'Inclination towards entrepreneurship'.

INTRODUCTION:

Any nation in today's world is focusing towards a strategic dynamic process of faster development through 'Entrepreneurship' for creating incremental wealth (Robert, 1984). Entrepreneurship lies in the hand of individuals who can apply their energy and passion towards the creation and implementation of new ideas and brings out creative solutions (Hisrich, 1985). Today advance societies train and encourage their young minds to take up more and more enterprising tasks then seeking a job. Therefore, it is paramount important for any society to remain competitive and dynamic. Hence, should adopt strategic methods of training and developing younger generation to become potential entrepreneur.

India's trade across Southeast region of Asia is very important parameter today for the country's global competitiveness and development. The Indian subcontinent is connected to Southeast Asia since time immemorial enabling migration of people, cultures and religions by Manipur, a small state in north eastern region of India. The state covers an area of 22,327 square kilometres and has a population of 27, 21,756 only, according to the 2011 census. The state of Manipur is considered a significant transit point for India's trade towards south east region of the Asia as it has been at the crossroads of Asian economic and cultural exchange for more than 2,500 years (Wikipedia, 2017).

As Manipur entered the twenty first century along with "THE LOOK EAST POLICY" and subsequently "THE ACT EAST POLICY" interest in and apprehensions about the matter of entrepreneurship were heightened by among other things. Government massive funding allocation policies for the support of entrepreneurship especially for MSME were widely discussed by politicians, scholars and academicians. Despite the existence of above mentioned policies for more than some decades. The registered unemployed youth of Manipur heightened alarmingly to 7, 49,935 by February end 2016, against the total state's population of 27, 21,756, by census 2011 (Laithangbam, 2016) (Wikipedia, 2017). One main reason for this alarming unemployment rate as cited by experts is the attitude of current graduates who are highly pampered and dependent on the government and private organizations for employment (Rajman, 2006).

Hence, this research examined the inclination of educated youths towards entrepreneurship, where the perception of students and the extent to which they possessed the inclination towards entrepreneurship were investigated. This could help in developing policy to promote entrepreneurship at the regional and also national level so that our future generations in general and new graduates in particular would be able to move to a new level by becoming entrepreneurs at an early age and ripe the fruit of this dynamic wealth creating process sooner than later.

REVIEWS:

Though the definitions of the term entrepreneur and entrepreneurship have no singled particularly received meaning in the literature and still continues to work out discussion amongst scholars for its conventional definition (Mitchell, 2011) (Fisher, 2011) (Gartner, 2007). This section defines the term entrepreneur and entrepreneurship predominantly from the perspective of economics and psychology.

Entrepreneur:

"Entrepreneurs are those who (1) Learn and listen (2) Take risk and responsibility (3) Know their own uniqueness and hence are innovative, creative in their own way (4) Are free from fear of failure or success (5) Always add value to what they produce (6) Above all, are always achieving" (Ranade, 1996).

Entrepreneurship:

"Entrepreneurship is the attitude of mind to seek opportunities, take calculated risks and derive benefits by setting up a venture. It comprises of numerous activities involved in conception, creation and running an enterprise" (Khanka, 2001).

Inclination towards entrepreneurship:

'Inclination towards entrepreneurship' is psychological tendencies to react in a favorable way toward entrepreneurship. They reflect a person's likes toward entrepreneurship as theirs career. An example in

the context of this study is “High Inclination of Youth would lead to more entrepreneurship” (Ali, Topping, & Tariq, October 2009), (Henry & Massimo, 1977) (Wikipedia, 2014).

OBJECTIVES OF THE STUDY:

The Objectives of the study are:

1. To determine the Entrepreneurial Inclination of Graduate and Post Graduate level students in Manipur.
2. To determine the Entrepreneurial Inclination of commerce and business administration courses students in Manipur.
3. To determine the entrepreneurial inclination of students from types of institute offering above courses in graduate or master level in Manipur.
4. To suggest suitable measures for facilitating improvement in students’ entrepreneurial inclination in the state of Manipur.

RESEARCH QUESTIONS:

The proposed study will investigate the following research questions:

1. Is there any significant difference exist in entrepreneurial inclination between graduate and Post Graduate students?
2. Is there any significance difference exist in entrepreneurial inclination of students among types of course enrolled?
3. Is there any significant difference exist in entrepreneurial inclination among types of institute of students?

METHODOLOGY:

The method used to carry out the Research is described in the section that follows.

Universe of Study:

The universe of the study consists of all the students of Bachelor and Masters in Commerce and Management Studies in the valley districts of Manipur. The list of all the institutes providing the Bachelor degree in commerce & Management and Post graduate in commerce and management in the said region are listed in table-1.

Type of Research:

Research type is descriptive in nature as the research is to explore in detail the level of entrepreneurial inclination of degree and post-graduate students of Manipur.

Sampling Type and Sample Size:

The sampling followed is multistage in nature. In the first stage, institutions offering PG courses and Degree courses in Commerce and Management Studies in the valley districts of Manipur were identified after listing all the colleges and departments. In the second stage, proportionately appropriate numbers of students were selected to be included in the sample from each category of the courses chosen for the study after enlisting the total enrolment of students in each department.

In all there are four colleges, one university (Manipur University) and one cooperative institute (affiliated to Manipur University) offering PG courses and Degree courses in Commerce and Management Studies in Valley districts of Manipur. With the help of sample size determination formula at 95% confidence level and at 5% confidence interval the sample size of the study calculated became **327**. The number of students to be selected from each college/university and subsequently from each department/course is also given in the table-1.

[**Note:** IW (Imphal West), IE (Imphal East), B (Bishenpur), T (Thoubal), CNA (Course Not Available)]

Table1: Sample Characteristics

S N	Name of College/University	District	Department/Course			Proportion of 2170 (A)	Sample Size (B)	A X B	Sample	
			Commerce	Business Adm.	Total (Commerce & Management)					
1	Manipur University(Masters)	I.W	100	100	200	100	0.046	327	15.042	15
						100	0.046	327	15.042	15
2	Institute of Cooperative Management(PGDBM+ MBA)	I.W	CNA	200	300	200	0.092	327	29.99	30
	Institute of Cooperative Management(BBM)			100		100	0.046	327	15.042	15
3	D.M College	IW	1270	100	1370	1270	0.584	327	190.97	191
						100	0.046	327	15.042	15
4	Biramangol College	IE	50	CNA	50	0.023	327	7.53	8	
5	SK Women College	B	50	CNA	50	0.023	327	7.53	8	
6	Kha Manipur College	T	200	CNA	200	0.092	327	30.08	30	
Total	6 Institutes	4 Districts	1170	500	2170	Sample Size of students			327	

Source: Author (The data were obtained by means of questionnaires in June-December, 2016)

Data Collection Method:

The study is based on primary data collected by questionnaire method from sampled students of 327 students. With background variables of the questionnaire comprising of an inventory consisting of 145 statements/ items on 5 points Likert scale. viz., *Strongly Agree, Somewhat Agree, Neutral, Somewhat Disagree, and Strongly Disagree*. To score the scale, response opinions are credited as 5, 4, 3, 2 and 1 against the above categories respectively.

Data Analysis:

Descriptive Statistics was used for summarizing the collected data. Various suitable statistical tools are used wherever found appropriate & necessary and accordingly interpretations are derived. SPSS software was used to analysis the data collected.

Period of Data Collection:

June to December, 2016.

Area of Study:

Valley district of Manipur, they are Imphal-East, Imphal -West, Bishenpur and Thoubal (during the period of study).

Instruments of the Study:

The instruments of the study used comprises of background variables as mentioned in section of data collection method.

Background Variable:

Many articles and writings acclaiming factors that influences and leads to entrepreneurship were reviewed. Background variables included in this research were chosen from the reviewed done, viz.,

Risk taking Propensity (Financial risk, psychological risk, business/career risk & family/social risk), Self-Efficacy (Experience, modeling, social persuasion & goal), Need Factors (Power, affiliation, achievement, autonomy, recognition & security), Tolerance of Ambiguity, Innovativeness, Creativeness (Generating ideas, dipping into deeper ideas, exploring ideas & listening to inner voice), Proactive Personality, Good Networking, Intuitiveness, Self-Concept, Self Confidence, Efficiency Oriented .

RESULTS AND OBSERVATIONS:

The results and observations for entrepreneurial inclination are listed under the sub headings:

- 1.Educational background of students.
- 2.Comparison of background variables on Entrepreneurial Inclination.

EDUCATIONAL BACKGROUND OF STUDENTS:

The list of educational background of sampled 327 students is listed in the table below.

Table-2: Educational background of students

Parameters		No. of cases	%
Standard	Graduate	267	81.7
	Post Graduate	60	18.3
Course	Commerce	237	72.5
	Business Administration	90	27.5
Institute	College	276	84.4
	University	51	15.6
Total		327	100.0

It may be observed from the table-2 that around 82% of the sample is constituted by graduates and remaining 18%, by post graduate students. Roughly two by third of them studying Commerce stream as against Business Administration stream. 84.4% are studying at colleges whilst 15.6% studying at university.

Comparison of Background Variables on Entrepreneurial Inclination:

To study Entrepreneurial Inclination of students, taken an inventory consisting of 145 statements/ items on 5 points Likert scale where each statement is classified into 5 agreements viz., *Strongly Agree*, *Somewhat Agree*, *Neutral*, *Somewhat Disagree*, and *Strongly Disagree*. To score the scale, response opinions are credited as 5, 4, 3, 2 and 1 against the above categories respectively.

For the purpose of the present analysis, those students who opted the first two agreements is treated as ***inclined*** while those who opted to the remaining three, ***not inclined*** to entrepreneurship. Approximately 35% of the students in the sample are not inclined to entrepreneurship (based on entire 145 statements) and therefore we calculated P_{35} (35th percentile) of the total score and found to be 541. Thus those who earned up to 541 scores (through 145 statements in the inventory) are treated as *not inclined to entrepreneurship* while those who earned more than 541 scores are treated *inclined to entrepreneurship* in the present study for further analysis.

Thus the whole sample is classified under *Entrepreneurial Inclination* into two categories ***not inclined*** and ***inclined*** for further analysis.

Entrepreneurial inclination level of Degree and Post Graduate students:

Table-3: Entrepreneurial inclination-wise distribution of students according to educational standard

Parameters		Entrepreneurial Inclination			χ^2 -value	d.f.	P-value
		Not inclined	Inclined	Total			
Standard	Graduate	72(27.0%)	195(73.0%)	267(100.0%)	42.934	1	<.001
	Post Graduate	43(71.7%)	17(28.3%)	60(100.0%)			
Total		115(35.2%)	212(64.8%)	327(100.0%)			

n: number of cases; Figures within parenthesis indicate percentage; *df*: degree of freedom; χ^2 -test; *P*: probability of difference due to chance factors

It was observed from the table-2 that around 82% of the sample is constituted by graduates and remaining 18%, by post graduate students. Here, Table-3, shows the entrepreneurial inclination-wise distribution of students according to their educational standard and a more stimulating indication is impending in the sense that the students who are studying in graduate level have highly significantly higher percentage (73.0%) of inclined than that of the corresponding percentage earned by the students of post graduate (28.3%). It is maintained by $P < 0.001$ which is very highly significant statistically even at 0.1 % probability level.

Entrepreneurial inclination level between the commerce and business courses of study:

Table-4: Entrepreneurial inclination-wise distribution of students according to course of study

Parameters		Entrepreneurial Inclination			χ^2 -value	d.f.	P-value
		Not inclined	Inclined	Total			
Course	Commerce	70(29.5%)	167(70.5%)	237(100.0%)	11.981	1	.001
	Business Administration	45(50.0%)	45(50.0%)	90(100.0%)			
Total		115(35.2%)	212(64.8%)	327(100.0%)			

n: number of cases; *df*: degree of freedom; χ^2 -test; Figures within parenthesis indicate percentage; *P*: probability of difference due to chance factors.

It was observed from the table-2. Roughly two by third of them studying Commerce stream as against Business Administration stream. 72.5% are studying at colleges whilst 27.5% studying at university. The inclination behavior of students of Commerce and of Business administration streams is quite diverse. For instance, the former students have 70.5% inclined as against 50.0% inclined of the latter. The observe disparity is tested and found to be a very highly significant statistically ($P=0.001$). Thus it is established that the Commerce students are definitely more entrepreneurial inclined than the students of Business administration.

Entrepreneurial inclination according to type of institute:

Table-5: Entrepreneurial inclination-wise distribution of students according to type of institute

Parameters		Entrepreneurial Inclination			χ^2 -value	d.f.	P-value
		Not inclined	Inclined	Total			
Institute	College	79(28.6%)	197(71.4%)	276(100.0%)	33.248	1	<.001
	University	36(70.6%)	15(29.4%)	51(100.0%)			
Total		115(35.2%)	212(64.8%)	327(100.0%)			

n: number of cases; Figures within parenthesis indicate percentage; *df*: degree of freedom; χ^2 -test; *P*: probability of difference due to chance factors

The finding of table-5 supports the earlier finding of table-2 and table-3 that the students who are studying at college level also have a highly significantly higher percentage (71.4%) of inclined than the corresponding percentage of those students who are studying at university level (29.4%). It is maintained by $P < 0.001$ which is significant statistically even at 0.1 % probability level.

DISCUSSION:

The finding of the section 'Comparison of Background Variables on Entrepreneurial Inclination', based on P values of χ^2 -Test at probability level of 5 % clearly shows:

Among Degree and Post Graduate students, Entrepreneurial inclination level of those studying in Degree level have highly significantly higher percentage (73.0%) of inclined than that of the corresponding percentage earned by the students of Post Graduate (28.3%). It is maintained by $P < 0.001$ which is very highly significant statistically even at 0.1 % probability level. Despite knowing that post-graduation is done after the completion of graduate course the inclination level of graduates are higher than Post graduates. Thus it needs to study further in-depth, why such rare finding looming and what are the possible causal factors of it, if it is so. At the moment, among the possible causes of this scarce finding, where students are exposed to higher level of studies to their juniors in the same subject but scored less inclination. One cause may be due the perception of post graduate students who might have interested much to professionalism other than business or entrepreneurship as they have better opportunity than graduate students in corporate jobs.

The inclination behavior of students of Commerce and of Business administration streams is quite diverse. For instance, the former students have 70.5% inclined as against 50.0% inclined of the latter. The observe disparity is tested and found to be a very highly significant statistically ($P=0.001$). Hereto despite both the courses being intended to develop business oriented thought, it is established that the Commerce course students are definitely more entrepreneurially inclined than the students of Business administration course. One reason that could be link may be due to early entry level of study to commerce stream, i.e., just after 10th level, whereas an entry to business management course is available only after completion of 12th standard.

From the findings of parameter, colleges and University students. Students of college level have highly significantly higher percentage (71.4%) of inclined than that the corresponding percentage of those students who are studying at university level (29.4%). It is maintained by $P < 0.001$ which is significant statistically even at 0.1 % probability level. Hereto, the interpretation on the findings is the same as the findings with degree and post graduate level. Further there is a need to study more in-depth, as to why such rare finding looming and what are the possible causal factors of it. Despite students being exposed to higher level of studies scored less inclination than their juniors.

CONCLUSION:

The main conclusions drawn from the above study established that graduate level students are more inclined towards entrepreneurship than post graduate level. Also Commerce students are more entrepreneurially inclined than the students of Business administration. Similarly, College going students have highly significantly higher percentage of inclined than that the corresponding percentage of those students who are studying at university level. Therefore, by the findings obtained from three objectives. One could easily conclude that in order to enhance the development of entrepreneurial growth in the state in particular there is an urgent need for development and promotion of more entrepreneurially oriented policy from an early stage of a student. Hence it is high time to take up suitable measures for facilitating improvement in students' entrepreneurial inclination in the state of Manipur. Preferably from school level onwards so that our future generations in general and youths in particular would be able to move to a new level by becoming entrepreneurs at an early age and ripe the fruit of this dynamic wealth creating process sooner than later.

LIMITATION OF THE STUDY AND DIRECTION FOR FURTHER STUDIES:

The research findings were based on a focus study of 'commerce & management' graduates and post graduates students, confined to four valley districts of Manipur. Further studies can be carried out to more students both geographically and other stream of studies as well etc.

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