

## CHAPTER - III

### METHODOLOGY OF THE STUDY

#### 1. INTRODUCTION

The topic of industrial entrepreneurship created interest and attracted researcher's attention while going through literature on Industrial Sociology in India. Entrepreneurs play a vital role in the economic development of nations. Sociologists consider the entrepreneur as a role performer corresponding to the role expected by the society.

Since independence the Government of India, with a view to giving a fillip to Indian economy on the one hand and to draw young, educated and industrious entrepreneurs to industry on the other, began encouraging the growth of small-scale industries in cities, towns and villages.

According to 'Peter Marris'<sup>1</sup> to assemble or reassemble from what is available very concrete kind of imagination, to see what others have missed sensitivity to business and social environment, rest in industrial development and entrepreneurial courage are the factors that make an entrepreneur."

According to Helen B.Lamb<sup>2</sup> (1955), in early 20th century small beginnings in Indian heavy industry, steel and Indian engineering, electric power and shipping were made by India's greatest industrialist Parsi, Jamashedji N.Tata and his family, etc.

studied conducted elsewhere ( Warner and Abegglen, 1955, Hoslitz, 1956) have also revealed that a large percentage of the business elite comes from a business background.

'An entrepreneur is essentially a creator<sup>3</sup> - "the Kingpin of a productive enterprise, the connecting link between the product and the market. He brings the factors of production together and directs their use. There are many theories of economic development but it is clear that there can be no economic development without entrepreneurship development."

The development of irrigation facilities in the Kolhapur district obliged enterprising farmers to import diesel oil engines to irrigate their land. This created demand for persons who could undertake the job of maintaining and repairing imported diesel oil engines. It was the first phase of entrepreneurial upsurge. Establishment of Kolhapur Sugar Mill in 1932 having created assured market for sugarcane extended use of diesel engines. Some had to undertake even the job of manufacturing indigenous spare-parts of these oil engines. Individual having perspective eye, self-confidence set-up workshop. They had some acquaintance with engineering industry of which they took advantage to set-up engineering workshops, repair workshops also. On this background the study entitled, "A Sociological Study of Industrial Entrepreneurship in Kolhapur District" has been undertaken.

## 2. OBJECTIVES OF THE STUDY

The general objectives of the present study is 'to study

of Industrial Entrepreneurship in Kolhapur District'. The specific objectives of the study are as follows :

- 1) To study social, educational, economical and occupational background of the entrepreneurs.
- 2) To explore whether or not caste has any bearing on the choice of industry.
- 3) To analyse the nature of success and failure of the industrial units.
- 4) To analyse the problems being faced by entrepreneurs in Kolhapur District.

### 3. HYPOTHESIS

Caste, education, parental occupation, parental support, government assistance together have favourable impact on the making of an entrepreneur.

### 4. SCOPE OF THE STUDY

The present study covers the entrepreneurs and their units in manufacturing, repairs jobs, chemical, paper, wooden, printing, plastic, aluminium, engineering industries and others also.

### 5. UNIVERSE OF THE STUDY

The list of existing registered enterprises in various industrial units in Kolhapur district was obtained from the office of 'District Industries Centre'. Since 1978, all small scale industrial units are required to be registered with the 'District Industries Centre. The list of entrepreneurs in

Kolhapur district during the 1st January 1981 to 30th December 1981, was taken as a sampling frame. An exhaustive information relating to the units was gleaned from the registers of the District Industries Centres. In all 102 units were registered with the District Industries Centre, Kolhapur in the year 1981.

#### 6. UNITS UNDER THE STUDY : SAMPLING

As a detailed study of all the 102 units was difficult and time consuming, a 50 percent of sample of the units was chosen. The list of the units was used as a sampling frame and the every second unit by interval of one was chosen as a sample of the study. A sample of 51 units ( 50 percent ) was taken for the study. From this sample of 51 units, the information from 43 units was obtained. Out of the 51 units, 7 units were not functioning. One entrepreneur refused to give information for the interview schedule eventhough the academic nature of the research work was to him. Thus in all eight entrepreneurs were left uninterveiwed.

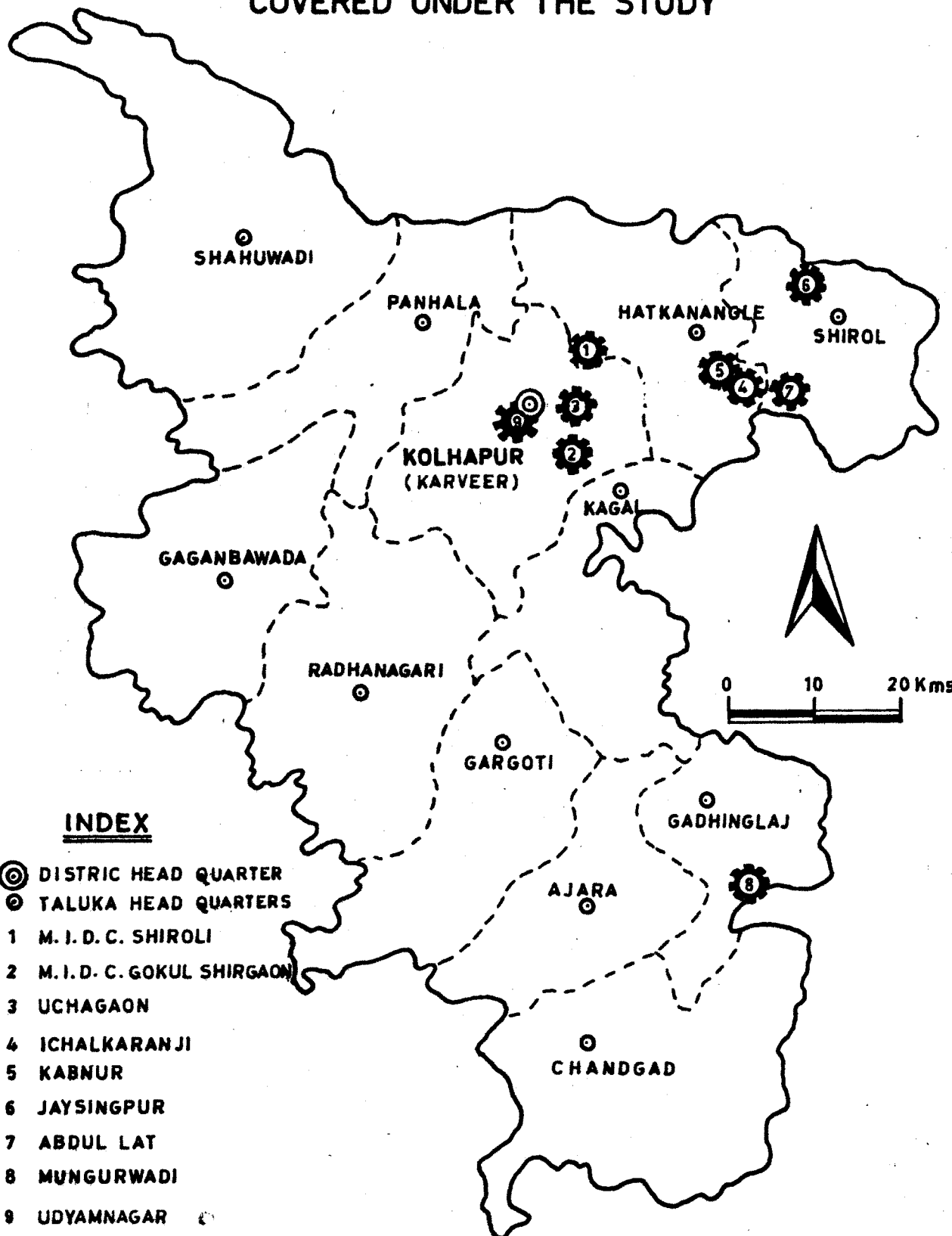
Thus 43 units in Kolhapur District were covered under the study. The locations of these units are shown in the Map. The number of units at different places were as follows. Kolhapur city and Udyannagar 18, M.I.D.C. Shirol 10, M.I.D.C. Gokul Shirgaon 1, Ichalkaranji 8, Kabnur 2, Jaysingpur 1, Uchagaon 1, Abdullat 1, Mungurwadi 1.

#### 7. INTERVIEW SCHEDULE : TOOL FOR DATA COLLECTION

The data for the present study were collected by using

# KOLHAPUR DISTRICT

## LOCATION OF THE INDUSTRIAL UNITS COVERED UNDER THE STUDY



### INDEX

- ⊙ DISTRICT HEAD QUARTER
- ⊙ TALUKA HEAD QUARTERS
- 1 M. I. D. C. SHIROLI
- 2 M. I. D. C. GOKUL SHIRGAON
- 3 UCHAGAON
- 4 ICHALKARANJI
- 5 KABNUR
- 6 JAYSINGPUR
- 7 ABDUL LAT
- 8 MUNGURWADI
- 9 UDYAMNAGAR

interview schedule. A tentative schedule of information to be sought from the entrepreneurs was prepared initially on the basis of objectives and hypothesis of the study. An interview schedule was then prepared and pretested through a pilot survey. The final interview schedule was used for collection of data. The data regarding socio-economic, educational, occupational background of the entrepreneurs, their other economical sources, future plans about the unit, difficulties at the time of establishment, socio-economic status, their success from point of view production and profit under the investment, etc., were collected.

Besides the data collected through interview schedule, the reports, official records, books, journals, mimeographs and unpublished work were also used.

All the entrepreneurs were knowing Marathi, therefore the Interview Schedule was prepared in Marathi ( An English version of the schedule is given in the Appendix ).

#### 8. DATA COLLECTION

The data collection work was done during November 1988 to July 1989. The process of data collection took long time than expected. Firstly list of existing registered industrial entrepreneurs in Kolhapur district, in year 1981 was obtained from the office of 'District Industries Centre'. Then all the units offices were contacted and information from entrepreneurs was obtained. During repeated visits, the nature, importance and purpose of research work was clarified to the persons concerned.

Thus the confidence of the entrepreneurs was gained. All the entrepreneurs co-operated whole-heartedly.

The most important difficulty in the data collection process was to contact the entrepreneurs at their leisure time. All the entrepreneurs were busy with their units, factory or personal work during the visits. It must be noted that, even-though the number of entrepreneurs were relatively small. While contacting the entrepreneurs at their homes, offices, at the units the incidences of 'Not at home' and 'Not at the office today, made researcher sometimes frustrated. Some entrepreneurs were contacted for as many as nine times for their interviews and finally they were interviewed.

With all the possible efforts, most of the entrepreneurs were contacted and interviewed when they were free. Some of the interviews were conducted in the units, some at the home of the entrepreneurs.

#### 9. ATTITUDE OF THE ENTREPRENEURS TOWARDS THE RESEARCHER

During the very first visit to units of entrepreneurs, the researcher perceived some of the office bearers as reluctant to provide any information. But when they were convinced about the purely academic value of the study, its nature and importance, they agreed to extend the required co-operation. Some entrepreneurs examined the interview schedule first and then extended help in completion of data collection. Because of repeated contacts, the entrepreneurs developed friendly attitude which was conducive to complete the present study.

## 10. PRESENTATION OF DATA

The data collected for the present study has been analyzed in the following chapters. These are the personal background of the entrepreneurs in Kolhapur district, the family background of entrepreneurs in Kolhapur district and functioning of the units.



REFERENCES

- 1 Morris Peter : The Social Barriers to African Entrepreneurship. p.6  
Quoted from Bhanushali S.G. p.15.
- 2 Lamb Helan B. : The Indian Journal of Social Work.  
Volume XXXVIII No.2.  
Quoted from Uplsonkar A.T.,p.137.
- 3 Mukhi M.D. : Entrepreneurship Takes a Firm  
Foothold.  
'Times of India', 26th July 1987.