



Income generation and entrepreneurial success in rural Assam through micro-finance (*A study of Jorhat district*)

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Abstract

Needless to say, the main purpose of the village women coming out of their homes and taking to entrepreneurial practices through Micro-finance is to gain economically empowered by way of income generation through commercial activities. More the amount of income generated, more they become economically empowered, leading to their more economic freedom. In a country like India where women constitutes close to 50 per cent of population with large majority of the country's population living in rural areas, the prosperity of the country remains a distant reality for ever unless the concealed potentiality of this vulnerable section of the society is adequately utilized. The most serious constraint to our women in taking up entrepreneurial activities is that in a male dominated society like ours, women in general do not possess properties in their names and as such, their access to institutional credit is limited to the 'sweet will' of male counterpart of their families. As Micro Finance through creation of Self Help Groups gives the villagers opportunity to stand for themselves through bank linkage; for our village women, it is a unique opportunity to develop their entrepreneurship zeal. Accordingly, a large number of our rural women have taken to entrepreneurship through creation of SHGs. In this paper, an attempt has been made by the researchers to throw a light on the annual income generated by the sample women entrepreneurs from their business ventures and also to examine as to whether there is any causal relation between the sizes of income generated by the sample women entrepreneurs from their business and the socio-economic factors to which the sample entrepreneurs and their enterprises are subjected.

Keywords: micro-finance, self help groups, annual income, women entrepreneurs

Introduction

Micro Finance refers to the entire range of financial and non-financial services, including skill up-gradation and entrepreneurship development rendered to the poor to get them tide-over poverty. The institutions which render such financial and non-financial services to its customers of vulnerable groups are called Micro-Finance Institution (MFIs); while the MFIs which do not provide any service other than concentrating on credit and resource mobilization, are called Micro-credit Institution (MCIs). The dividing line between the two may be elegant only theoretically with limited practical significance. Because, for most of MFIs, micro-credit is the prime activity (Rathnam, 2009). As Micro Credit services came within ambit of Micro Finance services and as most of the institutions serving this cause of poor people identify themselves as MFIs, the present study uses the term "Micro-Finance" without any qualification as to whether the sample beneficiaries enjoy only micro- credit services or other services as well from their lending agencies. However, in deserving cases, terms micro credit and micro finance will be used interchangeably to represent the same idea.

The services of MFIs flow into the society through groups of persons called the Self-Help Groups (SHGs). Self Help Group is a small group of individual members who voluntarily come together and form an association for achieving a common objective. In most cases, SHGs are constituted by persons known to one another and coming from the same village community or neighbourhood, that is, SHGs are small in size with membership ranging from 10 to 20 are homogeneous and have certain pre - group binding

factor. These groups start with saving and not with credit; the group then uses its savings to give loans to members to meet their emergency and other needs. The members decide on savings per member, maximum size of loans, guarantee mechanisms in loan sanction.

Women are the epicenters of creation in this world. The true assessment of their contribution to the family, the society and the country is hardly done and probably, very little effort has been made till date in this respect. Experience of Bangladesh demonstrates that Micro Finance can serve as a very useful tool to empower the women by way of developing their entrepreneurship zeal. In a country like India where women constitutes close to 50% of population with large majority of the country's population living in rural areas, the prosperity of the country remains a distant reality for ever unless the concealed potentiality of this vulnerable section of the society is adequately utilized. The most serious constraint to our women in taking up entrepreneurial activities is that in a male dominated society like ours, women in general do not possess properties in their names and as such, their access to institutional credit is limited to the 'sweet will' of male counterpart of their families. As Micro Finance through creation of Self Help Groups gives the villagers opportunity to stand for themselves through bank linkage; for our village women, it is a unique opportunity to develop their entrepreneurship zeal. Accordingly, a large number of our rural women have taken to entrepreneurship through creation of SHGs. As few studies has been made in Assam highlighting the crucial role that Micro Finance can play in developing entrepreneurial practices among rural women, the present study is a humble

attempt in this direction.

Objectives of the Study

1. To throw a light on the annual income generated by the sample women entrepreneurs from their business ventures
2. To examine the level of success attained by the sample women entrepreneurs promoted through Micro-Finance in doing with their business.

Methodology of the study

Sample Design

There are 12,405 SHGs in Jorhat district as on 30th September 2012, out of which 11,712 are women SHGs. For the purpose of the present study, breakup of all the SHGs and women SHGs according to their Development Block wise location is determined. Having done so, 5% of the women SHGs located under of each of the eight Development Blocks with minimum of 3 years standing and having linked to bank is calculated to draw the sample women SHG for intensive study. Thus, there emerged 206 women SHGs for intensive study. These 206 women SHGs are randomly selected from each of the Development Blocks. The study is basically being on primary data through direct personal interview with the help of structured questionnaire. For this purpose, two members (including one office bearer) of each of the sample groups are interviewed to gather relevant information pertaining to the group as well as to the individual. Thus in all, 412 rural women doing any kind of business through Microfinance is interviewed to study the significant role that Microfinance plays in developing entrepreneurship among the rural women of the district under study.

Sources of Data

The study is basically based on primary data through direct personal interview with the help of structured questionnaire. Necessary rapport is also established with the concerned banks to cross examine the information received from the

sample SHGs and their members. The primary data is supported by those of secondary sources wherever required.

Data Collection Methods

The required data primary were collected by the investigator himself through direct personal interview with the use of structured questionnaire for the operational period of three years from 2012-13 to 2014-15. However, in addition to the primary data, secondary sources like official website of the SGSY/NRLM, study report, and other published sources are also used as and where required. In collecting secondary data, up-to-date information in addition to those of the period under study are also reported wherever possible. The field survey was conducted during the period August 2015 to November 2016.

Method of Analysis

For analysis and interpretation of the collected data, tools and techniques like Percentage and Chi-Square are used to quantify the significant role that Microfinance can play in developing entrepreneurial practices among our rural women.

Analysis and Interpretation

Table 1. Presents the Development Block wise breakup of the sample women entrepreneurs' range of annual income generated by their business ventures promoted through Micro-finance. The table shows that out of the 412 sample women entrepreneurs, 251 constituting 60.92 per cent of the total sample earns annual income of not more than Rs. 50,000; out of this, 58.96 per cent (148 nos.) earns not more than Rs. 30,000 annually. In the high annual income generation range of above Rs. 50,000 come 161 sample entrepreneurs constituting 39.08 per cent of the total sample. Only 19.66 per cent of the sample reported of having earned more than Rs. 60,000 annually; while only 5.34 per cent of the respondents reported of having earned above Rs. 1,00,000 annually, as against the annual earning of less than Rs. 10,000 by 10.68 of the total sample.

Table 1: Development Blocks wise breakup of the sample respondents of Jorhat district according to their Range of Annual income as on 31.03.2015

Range of Annual Income (Rs.)	Number of respondents with development block								Total (no.)
	Central Jorhat	Kaliapani	East Jorhat	Jorhat	Majuli	Ujoni Majuli	Dhekorgarh	Titabor	
Less than 10000	9 (21.45)	5 (11.36)	6 (33.33)	6 (10.00)	5 (8.93)	4 (8.70)	5 (6.41)	4 (5.88)	44 (10.68)
10000- 20000	13 (30.95)	18 (40.91)	5 (27.78)	4 (6.67)	2 (3.57)	7 (15.22)	4 (5.13)	3 (4.41)	56 (13.59)
20001-30000	7 (16.67)	7 (15.91)	2 (11.11)	7 (11.67)	7 (12.50)	4 (8.70)	9 (11.54)	5 (7.35)	48 (11.65)
30001- 40000	4 (9.52)	2 (4.55)	2 (11.11)	6 (10.00)	11 (19.64)	5 (10.87)	18 (23.08)	12 (17.65)	60 (14.56)
40001-50000	3 (7.14)	4 (9.09)	1 (5.56)	5 (8.33)	4 (7.14)	11 (23.91)	6 (7.69)	9 (13.24)	43 (10.44)
50001- 60000	3 (7.14)	5 (11.36)	1 (5.56)	19 (31.67)	8 (14.29)	10 (21.74)	15 (19.23)	19 (27.94)	80 (19.42)
60001- 100000	3 (7.14)	3 (6.82)	1 (5.56)	9 (15.00)	14 (25.00)	3 (6.52)	15 (19.23)	11 (16.18)	59 (14.32)
Above 100000	Nil	Nil	Nil	4 (6.67)	5 (8.93)	2 (4.34)	6 (7.69)	5 (7.35)	22 (5.34)
Total	42 (100)	44 (100)	18 (100)	60 (100)	56 (100)	46 (100)	78 (100)	68 (100)	412 (100)

N. B: Figures in the parentheses indicate percentage of the column totals.

Source: Field survey inputs

In order to get a more vivid picture of the annual income generated by the sample women entrepreneurs from their

business ventures, Table 2 is compiled and presented here.

Table 2: Development Block wise breakup of the sample respondents according to their average Annual Income as on 31.03.2015

Development Block	Respondent (No.)	Total Annual Income (Rs.)	Average Annual Income (Rs.)
Central Jorhat	42	10,83,000	25,786
Kaliapani	44	16,30,000	37,045

East Jorhat	18	4,58,000	25,444
Jorhat	60	31,37,000	52,283
Majuli	56	31,81,000	56,804
Ujoni Majuli	46	23,57,500	51,250
Dhekorgarh	78	42,72,000	54,769
Titabor	68	37,59,000	55,279
Total/Average	412	1,98,77,500	48,246

Source: Field survey

Table 2 shows that the average annual income of the 412 sample women entrepreneurs is Rs. 48,246 as on 31st. March 2015. For a village woman, who was always dependent on others, is now able to earn at least some amount of money income which she can claim to be the outcome of her own efforts.

The table shows that in five Development Blocks of Jorhat, Majuli, Ujoni Majuli, Dhekorgarh and Titabor, the average annual income of the sample respondents is above the average annual income generated by all the 412 sample respondents of the district under study. The highest average annual income (Rs.56, 804) is generated by the sample respondents from Majuli Development Block, followed by Titabor (Rs. 55, 279), Dhekorgarh (Rs. 54,769), Jorhat (Rs. 52, 283) and Ujoni Majuli (51, 250).

Type of Business activities and Income generation

The amount of income generated by an enterprise is considerably influenced, among others, by the type of business in practice. The choice of a particular line of business by an entrepreneur is determined by numerous factors both internal and external to the enterprise. Micro and small entrepreneurs generally give more insistence on their own command over resources and are less inclined towards risky projects due to obvious reason of their poor risk-bearing capacity.

Table 3 makes an attempt to figure out the average annual

income generated by the 412 sample women entrepreneurs of Jorhat district according to their type of business activities.

The table shows that Piggery is the most profitable type of business opted by 9.71 per cent of the sample women entrepreneurs garnering 21.37 per cent of the total annual income generated by all the 412 sample entrepreneurs; thereby making the highest average annual income of Rs. 1,06,200 per entrepreneur. This is followed by Fishery, being practiced by 8(1.94%) of the sample respondents generating average annual income of Rs. 1,01,000. Third in order is Sericulture, in which 21 (5.10%) of the sample respondents are engaged with contributing 9.81 per cent of the total annual income generated by all the sample entrepreneurs thereby recording average annual earning of Rs. 92,820. Among the other notable business activity types with higher average income Generation include Tea Nursery with average annual income of Rs 87,500 followed by Dairy (Rs. 76,300), Grocery Shop (Rs.75,526) and Poultry Farm (Rs. 52,351).

The lowest average income generation project type is Jam, Jelly & Pickle Making with meagre annual income generation of Rs.18, 400. The other poor average income generation project types include Pitha (pie) Making (Rs.25, 000), Mushroom (Rs.25, 200) and Bamboo Craft Works (Rs.28, 667).

Table 3: Type of Business Activities wise Average Annual Income of the sample women entrepreneurs

Type of Business Activity	Respondent (No.)	Total Annual Income (Rs.)	Average Annual Income (Rs.)
Weaving, Knitting, Embroidery & Tailoring	50 (12.14)	16,45,000 (8.28)	32,900
Fishery	8 (1.94)	8,08,000 (4.06)	1,01,000
Dairy	19(4.61)	1,44,970 (0.73)	76,300
Piggery	40(9.71)	42,48,000 (21.37)	1,06,200
Agriculture	31(7.52)	11,40,800 (5.74)	36,800
Duck farming	25(6.07)	9,77,500 (4.92)	39,100
Poultry Farm (<i>Broiler</i>)	27(6.55)	14,13,477 (7.11)	52,351
Jam, Jelly & Pickle Making	15(3.64)	2,76,000 (1.39)	18,400
Bee Keeping	4(0.97)	1,44,000 (0.72)	36,000
Mushroom	6(1.46)	1,51,200 (0.76)	25,200
Sericulture	21(5.10)	19,49,220 (9.81)	92,820
Tea Nursery	10(2.43)	8,75,000 (4.40)	87,500
Milked Cow	23(5.58)	7,19,279 (3.62)	31,273
Pitha (pie) Making	29(7.04)	7,25,000 (3.65)	25,000
Bamboo Craft Works	12(2.91)	3,44,003 (1.74)	28,667
Pottery	25(6.07)	11,50,000 (5.79)	46,000
Only Inter-Lending	19(4.61)	6,08,000 (3.06)	32,000
Grocery Shop	21(5.10)	15,86,051 (7.80)	75,526
Goattery	27(6.55)	9,72,000 (4.89)	36,000
Total	412(100)	1,98,77,500 (100.00)	48,246

Source: Compiled from field survey inputs

NB: Figures in the parentheses indicate the percentage of column totals.

Test of Entrepreneurial Success

In the present section of the study an attempt has been made to examine the level of success attained by the sample

women entrepreneurs promoted through Micro-Finance in doing with their business. For this purpose, the average income generated during the last three financial years of

2012-13, 2013-14 and 2014-15 is taken as yardstick. It is important to clarify that level of entrepreneurial success can be measured by use of various indices like level of installed capacity utilized, Return on Investment (ROI), Profitability Ratio, etc but considering the nature of the present study, the amount of money income generated by the sample

women entrepreneurs (who hardly enjoyed any economic freedom prior to doing with their present business) is considered more important factor in determining their level of efficiency or success in business. Within this framework, the “Success” of entrepreneurs for the instant study is categorized as follows:

Table 4

Success Level	Annual Income (Rs.)
No Success	Annual Income Less than Rs.10, 000
Low Success	Annual Income in between Rs. (10,001 -- 40,000)
Moderate Success	Annual Income in between Rs.(40,001 – 60,000)
High Success	Annual Income in between Rs.(60, 001 – 100,000)
Exceptionally High Success	Annual Income more than Rs 1,00,000

On the basis of above classification, Success Levels of all the 412 sample women entrepreneurs are determined and

presented in Table 5.

Table 5: Number of Sample Respondents according to their Range of Annual Income and Success Level

Range of Annual Income (Rs.)	Success Level	Number of Respondents
Less than Rs.10, 000	No Success	44 (10.68)
Rs. (10,000 -- 40,000)	Low Success	164 (39.81)
Rs. (40,001 – 60,000)	Moderate Success	123(29.85)
Rs. (60,001 - 100,000)	High Success	59 (14.32)
Above Rs,100,000	Exceptionally High Success	22 (5.34)
Total	-----	412 (100.00)

Source: Field survey inputs

Table 5 brings home the fact that 44.17 per cent of the sample women entrepreneurs achieved Moderate to High Success Levels earning Rs. 40,000 to Rs. 1,00,000 annually; while only 5.34 per cent of the respondents achieved Exceptionally High Success Level by generating annual income of Above Rs. 1,00,000. It is disheartening to find that 10.68 per cent of the sample women entrepreneurs saddled down at No Success Level earning less than Rs. 10,000 annually; while 39.81 per cent of the entrepreneurs record Low Success Level having tied up within annual the income range of Rs. 10,000 to 40,000. Thus, majority (50.49%) of the sample women entrepreneurs show up No Success or Low Success Levels.

Socio-Economic factors and Quantum of Income generation

Now in order to examine as to whether there is any causal relation between the sizes of income generated by the sample women entrepreneurs from their business and the socio-economic factors to which the sample entrepreneurs and their enterprises are subjected.

Age of the entrepreneurs and Size of Annual income

Table 6 depicts a picture on Average Annual income generated by the sample women entrepreneurs of different age groups.

Table 6: Breakup of the sample Entrepreneurs according to their Age Group and Average Income Generated

Age Group of the respondent (Years)	Respondent (No.)	Total Annual Income (Rs.)	Average Annual Income (Rs.)
<30	24 (5.83)	11,92,650	49,694
30-40	334 (81.07)	1,62,99,550	48,801
41-50	33 (8.01)	14,91,244	45,189
51-60	15 (3.64)	7,95,100	53,000
>60	6 (1.46)	98,956	16,493
Total /Average	412 (100)	1,98,77,500	48,246

Source: Compiled from field survey inputs

NB: Figures in the parentheses indicate the percentage of column totals.

The table reveals that the entrepreneurs within the age group of 51-60 years generate the highest average annual income of Rs. 53,000, followed by those within the age group of less than 30 years (Rs. 49,694), as against Rs. 48,801 generated by those within the age bracket of 30 -40 years and Rs. 45,189 generated by those fall within the age range of 41-50 years. Remarkably, those within the highest age group of Above 60 years record the least average income of Rs. 16,493 annually.

Table 6 fails to show any definite trend in relation between age of the entrepreneurs and the size of income generated by

them.

Entrepreneurs’ Age and their Level of Success

With a view to examining as to whether the age of the sample entrepreneurs has any association with their level of business success, Table 7 is compiled and presented here.

A glance at the Table 7 clearly shows that not less than 50.00 per cent of the sample entrepreneurs tied up in every age group achieved low to moderate level of success. High to Exceptionally high level of success is achieved largely (24.24 %) by those within the age group of 41-50 years,

followed by those within the age group of 51-60 years (20.00%) as against 19.75 per cent of those from the age

group of 30-40 years .and 16.66 per cent of those tied up within the age group of Less than 30 years.

Table 7: Age group wise break up of sample women entrepreneurs according to their level of success

Success Level	Number of Entrepreneurs with Age Group					Total (No.)
	<30	30-40	41-50	51-60	>60	
No Success	3(12.5)	35(10.47)	3(9.09)	1(6.67)	2(33.33)	44 (10.68)
Low Success	10(41.67)	133(39.82)	12(36.36)	6(40.00)	3 (50.00)	164 (39.56)
Moderate Success	7(29.17)	100(29.94)	10(30.30)	5(33.33)	1(16.67)	123 (29.85)
High Success	2 (8.33)	49 (14.67)	6 (18.18)	2 (13.33)	0 (00)	59 (14.32)
Exceptionally High Success	2 (8.33)	17 (5.08)	2 (6.06)	1 (6.67)	0 (00)	22 (5.58)
Total	24(100.00)	334(100.00)	33 (100.00)	15(100.00)	6(100.00)	412(100.00)

Source: Compiled from field survey inputs

NB: Figures in the parentheses indicate the percentage of column totals.

It is conspicuous to find that as high as 83.33 per cent of the sample women entrepreneurs Above 60 years of age remained tied up with No Success and Low Success Levels with none achieving High Success or Exceptionally High Success Levels.

Thus, Table 7 precludes any causal relationship between age of the entrepreneurs and their level of business success.

The inference that the success level of women entrepreneurs and their ages are not inter related is also supported by Chi-square test result, where the calculated value of χ^2 (0.606) is smaller than the table value of χ^2 at 5% level of significance for 10 degrees of freedom which is 18.3. Therefore, it may be concluded that there is no persuasive reason to judge that

Age Background of the respondents and their level of success are interrelated.

Educational Background of the entrepreneurs and Size of Annual income

There is a general perception that people with higher educational background generate high income as compared to their counterparts with low level of education. But in practice, it is not always found to be so. In view of this, an attempt has here been made to examine as to how far the income generated by the sample women entrepreneurs is related to their level of education. For this, Table 8 is presented here.

Table 8: Sample Women Entrepreneurs' Educational Background and their Average Annual Income

Educational background	Respondent (No.)	Total Annual Income (Rs)	Average Annual Income (Rs.)
Just Literate	27(6.55)	13,09,700	48,507
Under-Matric	143(34.71)	60,48,900	42,300
Matriculate/ Intermediate	120(29.13)	60,12,000	50,100
Under Graduate	100(24.27)	53,25,000	53,250
Graduate and above	22(5.34)	11,81,900	53,723
Total/Average	412(100.00)	1,98,77,500	48,246

Source: Compiled from field survey inputs

NB: Figures in the parentheses indicate the percentage of column totals.

Table 8 clearly shows that the sample women entrepreneurs with high level of education as Graduate and Above generate the highest average annual income of Rs.53,723 followed by Under Graduate (Rs. 53,250), Matriculate/ Intermediate (Rs. 50,100) and Just Literate (Rs. 48,507). Those with Under-Matric Level of educational qualification earn the least average annual income of Rs. 42,300

Table 8 reflects that the sample women entrepreneurs in general with higher level of education are able to generate higher amount of income as compared to others.

Educational Background of the Entrepreneurs and their Level of Success

It is often argued that level of business success of an entrepreneur is skewed towards his/her level of educational attainments. But there are instances that people with even low level of education attained incredible business success

as compared to those with higher educational level. Therefore it becomes imperative to examine as to whether there exists any causal relationship between the success level and educational background of the sample women entrepreneurs. With this end in view, Table 9 is presented here.

Table 9 exhibits that more than 60.00 per cent of the sample women entrepreneurs in every block of educational level achieved Low Success to Moderate Success Levels; wherein the share of Low Success is more prominent. It is interesting to find that largest proportion (27.97%) of Under-Matric women entrepreneurs achieve High to Exceptionally High Level of Success, followed by those with Under Graduate (21.00%), Just Literate (18.51%) and Graduation & Above (18.18%) Incidentally, only 9.16 per cent of those with educational background of Matriculate/Intermediate have succeeded in achieving High to Exceptionally High Levels of Success.

Table 9: Educational Background wise break up of sample women entrepreneurs according to their level of business success

Success Level	Number of Entrepreneurs with Education Background of :					Total (No.)
	Just Literate	Under-Matric	Matriculate/ Intermediate	Under Graduate	Graduate and above	
No Success	3(11.11)	16(11.19)	13(10.83)	9(9.00)	3(13.64)	44 (10.68)

Low Success	11(40.75)	50(34.97)	54(45.00)	41(41.00)	8(36.36)	164 (39.81)
Moderate Success	8(29.63)	37(25.87)	42(35.00)	29(29.00)	7(31.82)	123 (29.85)
High Success	4(14.81)	32(22.38)	4(3.33)	17(17.00)	2(9.09)	59 (14.32)
Exceptionally High Success	1(3.70)	8(5.59)	7(5.83)	4(4.00)	2(9.09)	22 (5.34)
Total	27(100.00)	143(100.00)	120(100.00)	100(100.00)	22(100.00)	412 (100)

Source: Compiled from field survey inputs

NB: Figures in the parentheses indicate the percentage of column totals

From analysis of Table 1.08, association between level of business success and educational background of the sample women entrepreneurs cannot be established.

However, this observed indifference between educational background and success level of entrepreneurs is not found to be statically correct. The Chi-Square Test shows that the calculated value of χ^2 (20.729) is greater than the table value of χ^2 at 5% level for 11 degrees of freedom which is 19.7, therefore it may be concluded that there is significant relationship between Educational Background of the respondents and their level of success.

Findings

- a. 60.92 per cent of the total sample women entrepreneurs earn annual income of not more than Rs. 50,000; out of this, 58.96 per cent (148 nos.) earns not more than Rs. 30,000 annually.
- b. In the high annual income generation range of above Rs. 50,000 come 161 sample entrepreneurs constituting 39.08 per cent of the total sample.
- c. Only 19.66 per cent of the sample reported of having earned more than Rs. 60, 000 annually; while only 5.34 per cent of the respondents reported of having earned above Rs. 100000 annually, as against the annual earning of less than Rs. 10,000 by 10.68 of the total sample .
- d. Out of the eight Development Blocks of the district, more than 50.00 per cent of the sample women entrepreneurs from three Development Blocks of Central Jorhat, Kaliapani and East Jorhat earn not more than Rs. 20,000 annually from their business ventures promoted through Micro-finance.
- e. Majuli Development Block records the highest number (33.93 %) of respondents coming up in the annual income range of above Rs. 60,000 followed by Dhekorgarh Development Blocks (26.92 %), Titabor (23.53%), Jorhat (21.67%) and Ujoni Majuli (10.86%).
- f. Some respondents from five out of the eight Development Blocks of the district under study have reported of having earned more than Rs. 100000 annually.
- g. The average annual income of the sample 412 sample women entrepreneurs is Rs. 48246.
- h. The highest average annual income (Rs. 56804) is generated by the sample respondents from Majuli Development Block, followed by Titabor (Rs. 55279), Dhekorgarh (Rs. 54769), Jorhat (Rs. 52283) and Ujoni Majuli (51250).
- i. The lowest amount of average annual income of Rs. 25444 is generated by those from East Jorhat Development Block.
- j. Piggery, Fishery, and Sericulture are the high income generating business project types practiced by the sample women entrepreneurs.
- k. Tea Nursery, Dairy, Grocery Shop and Poultry Farm also show promising performance in term of average

annual income.

- l. Jam, Jelly & Pickle Making, Pitha (pie) Making, Mushroom and Bamboo Craft Works are the poorly earning business project types practiced by the sample SHG women entrepreneurs.
- m. Majority of the sample women entrepreneurs promoted through Micro-finance achieve either Low Success or move up to Moderate level of success.
- n. Although High to Exceptionally High Levels of Success is achieved by entrepreneurs from almost all age groups to some extent or other, majority is to be found within the age group of 41-60 years.
- o. Those within the lowest age group of Below 30 years and the highest age group of Above 60 years record the lowest performance in term of business success.
- p. It is seen that age of the entrepreneurs and their level of business success are not significantly related.
- q. That the sample women entrepreneurs in general with higher level of education are able to generate higher amount of income as compared to others.

Conclusion

Educational background of the entrepreneurs is significantly related to their level of business success. This means to say that whether the women entrepreneur is young or old, the success level of entrepreneur has nothing to do with all these. It can therefore fairly be concluded that a successful entrepreneur requires certain level of education. In addition to this, acquiring finance from institutional sources, undergoing business related training programme (s) and spreading market beyond Local Area give a fillip to their entrepreneurial success.

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