

CHAPTER-6

*Conclusion
& Suggestions*

6.1 CONCLUSION

The present study has highlighted a specific section of women – the women entrepreneurs. Now, women have started taking entrepreneurship as a career and are using their knowledge and skills to make their business a successful one. Most of them have family responsibilities which they also have to take care of. This study has thrown light on their business condition, attitude towards business, their operating sectors and industries, their performance, role in generating employment and the problems faced by them in business growth. And all these factors have been studied by comparing with their male counterparts. Through this comparative study about male and female entrepreneurs of Delhi and India, the researcher has found the following important facts:

- Female owned enterprises are smaller in size as compared to male owned enterprises in India.
- Majority of male entrepreneurs either own small size firms or large size firms and majority of female entrepreneurs own medium sized firms in Delhi.
- Male owned firms and female owned firms differ significantly in various sectors in India.
- Male entrepreneurs and female entrepreneurs in various sectors in Delhi do not differ to a greater extent.
- Percentage of female entrepreneurs is less than that of male entrepreneurs in service sector and construction sector in India.
- Percentage of male entrepreneurs is more in manufacturing sector in Delhi.
- Female entrepreneurs are more in service sector as compared to male entrepreneurs in Delhi.
- Male owned firms and female owned firms differ significantly in various industries in India.
- There is no significant difference in male owned firms and female owned firms in various industries in Delhi.
- Percentage of male entrepreneurs is more in industries like construction, wood and furniture, paper and retail and wholesale trade in India.

- Percentage of female entrepreneurs is more in industries like textile leather, garments, agroindustry, food etc. in India.
- Percentage of female entrepreneurs operating in retail and wholesale, textile industry in Delhi is more than that of male entrepreneurs.
- In Delhi as well as in India, percentage of women entrepreneurs who has developed new product in last three years is more than the male entrepreneurs.
- Percentage of women entrepreneurs in Delhi and India who has upgraded existing product line in last three years is more than the male entrepreneurs.
- Female entrepreneurs reinvest lesser percentage of profit than male entrepreneurs in Delhi and also in India.
- Expenditure on Research and Development for male entrepreneurs is more than that of female entrepreneurs in Delhi and India.
- Expenditure by female entrepreneurs is more on new machinery and equipment in India.
- Expenditure by male entrepreneurs is more on new machinery and equipment in Delhi
- Percentage of women entrepreneurs who has introduced new technology is more in India and less in Delhi than that of male entrepreneurs
- More women entrepreneurs in Delhi as well as in India use e-mail and website to remain connected with their customers and suppliers.
- More female owned firms run at optimal level in Delhi and India.
- Male owned firms of India and also of Delhi sells greater percentage of their produce in domestic market as compared to female owned firms of India.
- Female entrepreneurs export more percentage of their produce indirectly as compared to male entrepreneurs in India.
- Firms that have number of permanent employees ranging from 100 to 1000, the percentage of female owned firms are more of such firms than that of male owned firms in India.
- Permanent employees are more and temporary employees are less in female owned firms in Delhi.

- Percentage of female entrepreneurs is more than that of male entrepreneurs for the firms in which the temporary employees is more than 300 in India.
- There is significant difference between male and female entrepreneurs in India in facing general constraint in business.
- Female entrepreneurs are facing more obstacles in terms of general constraints in doing business than male entrepreneurs in Delhi and India.
- Female are facing more problem with regulatory constraints in running their business in Delhi and India.
- No significant difference is found in India between male and female entrepreneurs regarding cost of doing business in India.
- For female entrepreneurs cost of doing business is a moderate obstacle while for male entrepreneurs cost of doing business is a minor obstacle in Delhi.
- Facility of transport, telecommunication and electricity are available in India without any gender discrimination.
- In Delhi, facility of transport, telecommunication and electricity is a bigger obstacle for female entrepreneurs.

Facts from the analysis done reveal that women are making progress in the field of business in Delhi as well as in India. Women as an entrepreneur is increasing more rapidly in those industries and sectors where business initiative do not require much capital, can be easily managed and involves less risk. Most of the female owned enterprises are small and medium enterprises and such enterprises require more labours as the production process is labour oriented in them. Therefore, female owned firms are creating much employment opportunities in Delhi as well as in India. Female operated business are proving to be good players in the field of business as they are more innovative, majority of them are adopting new technologies and are managing their business operations at optimum level. They are also proving to be the earner of foreign exchange for the country by selling their produce in the foreign market. As the results of the analysis done for the study shows, the percentage of sales that is exported by female owned firms is more than that of male owned firms.

Beside all these positivity there are numerous hurdles which slowdown the pace of growth for female entrepreneurs. For women entrepreneurs most of the business environment constraints like macroeconomic instability, legal system, anti-competitive practices, licensing, crime, skills of available workers, corruption, tax, finance, transport etc. is a greater obstacle as compared to their male counterparts.

So women entrepreneurs is playing a significant role in employment generation and economic development of the country and the need of the hour is that their obstacles must be reduced to minimum by the positive contribution of their husband, family, government and non-government organizations.

6.2 SUGGESTIONS

- Women should be taken as target group in different developmental program that are initiated on the part of government.
- Government should take initiative to raise the literacy rate of women and particularly of women entrepreneurs so that they can become aware of opportunities in the business world and can have better market linkages.
- Management skills should be developed in women through training program initiation by the government to make them more efficient in running their business.
- Women are not able to provide collateral for accessing finance from any financial or banking institution. So financing institutions should reduce the amount of collateral for women on a particular maximum amount or should reduce the margin requirements so that they can increase their production and can extend the size of their firm.
- Proper child care units should be developed in the country so that women can invest more time in managing their business.
- Government should create such centers where seminars, meetings related to entrepreneurship can be held and which also provides web based information to women entrepreneurs.

- Women entrepreneurs should be given tax rebate by the government to promote the business extension and productivity increment for the existing women entrepreneurs.
- The complex legal work in acquiring export license should be made simple by the government so that women can export their produce directly to foreign clients.
- Women entrepreneurial network should be developed so that they can use it as a tool for their development
- Women's right in society should be focused and improved so that they can have better work possibilities and women start turning into entrepreneurs due to pull factors instead of push factors.
- Safety measures should be developed by the government to protect women entrepreneurs from crime and anti-competitive practices.
- Reserve bank of India should make monetary policy by focusing on the need of finance by female entrepreneurs.
- Government should make direct channels to deliver the product produced by women entrepreneurs in market so that the middleman who takes away the profit share from women entrepreneurs gets eliminated.
- Interaction with successful entrepreneurs should be made to inculcate knowledge and to get experiences from them and this facility should be made available to women entrepreneurs on the part of government.
- Government should start more schemes for women entrepreneurs motivation so that the existing one gets benefitted by them and the other women get attracted to involve in small and medium enterprises.

6.3 RECOMMENDATIONS FOR FUTURE STUDY

- More case studies should be done in this area to get a clearer picture of women entrepreneurs of the country.
- Similar study can be done for other states of India.

- Comparative studies can be done between women entrepreneurs of different states.
- Studies regarding other aspects of business can be done to highlight other problems faced by women entrepreneurs.
- Similar studies can be done for women engaged in other type businesses.
- Studies can be undertaken on the factors which motivate females to turn entrepreneurs.
- Studies can be done to analyze the role of government in promoting women entrepreneurs.