

Exploring Socio-Economic Factors and Business Profiles: A Holistic Study of Small-Scale Entrepreneurship Dynamics

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Abstract

This research paper delves into the multifaceted interplay between socio-economic variables and small-scale entrepreneurship, shedding light on the factors influencing entrepreneurial pursuits. Drawing from an extensive survey of 240 entrepreneurs, this study explores the impact of various socio-economic factors on the development and performance of small-scale businesses. The research reveals compelling insights into how age, gender, caste, religion, education, marital status, family background, prior experience, and financial aspects shape entrepreneurial decisions and outcomes. The study unveils intriguing patterns through meticulous data analysis, such as the influence of familial entrepreneurial history and the significance of education as an entrepreneurial catalyst. Moreover, the study underscores the urban advantage for fostering entrepreneurial endeavours due to increased access to amenities and opportunities. The findings highlight that the reasons for selecting specific business lines and the stages of business growth are intricately linked to socio-economic determinants. This paper presents an in-depth analysis of these variables' effects on small-scale entrepreneurship. It suggests implications for policymakers, stakeholders, and prospective entrepreneurs aiming to navigate the complex entrepreneurial landscape.

Keywords: Socio-economic variables, Small-scale entrepreneurship. Business growth factors, Uttarakhand

Introduction

Entrepreneurship is profoundly influenced by an intricate interplay of socio-economic variables, where entrepreneurs' characteristics and the societal milieu serve as the dual axes shaping the contours of entrepreneurial development. Notably, the socio-economic backdrop of entrepreneurs assumes pivotal importance, acting as both an enabler and a constraint in pursuing entrepreneurial activities. The imperative lies in comprehending the contextual intricacies of entrepreneurs' lives, given its potential to decisively influence their entrepreneurial inclinations and subsequent performance. Moreover, the ambient socio-economic climate plays a determining role: a conducive environment propels entrepreneurship, whereas economic circumstances imposed by socio-economic antecedents can impede entrepreneurial aspirations. Hence, an incisive grasp of entrepreneurs' diverse backgrounds stands indispensable in orchestrating a thriving entrepreneurial ecosystem.

Joseph Schumpeter's seminal work in 1934 reverberates as a foundational exposition, underscoring the manifold dimensions through which cultural, social, psychological, and economic factors reverberate within the entrepreneurial domain. Echoing this, contemporary scholarship reinforces the assertion. Meher and Sahoo's (2008) empirical exploration distinctly elucidates the proclivity for entrepreneurs to emerge from discernible socio-economic strata. Kumar's investigation (1990) in the Indian context effectively underscores the elevated entrepreneurial proclivity of specific cohorts, such as the Jain, Gujarati, and Punjabi communities.

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In alignment with the discourse mentioned above, this study conducts a meticulous inquiry into the socio-economic underpinnings characterizing small-scale entrepreneurs within the Uttarakhand region. Scrutinizing an exhaustive array of socio-economic dimensions—ranging from age, gender, marital status, caste, and religion to educational attainment, familial milieu, annual income, occupational heritage, and prior experiential reservoir—the study aims to distil nuanced insights into the intricate confluence of factors that intricately mould entrepreneurship within this locale. This research endeavours to unravel the intricate tapestry woven by socio-economic variables intricately interwoven with entrepreneurial trajectories. In doing so, it imparts a distinctive vantage point conducive to a comprehensive comprehension of the intricate domain of small-scale entrepreneurship. By discerning the synergetic choreography between entrepreneurs' socio-economic scaffolding and their enterprising odysseys, the study fills a scholarly void, enriching the scholarly narrative with a profound understanding of the entrepreneurial enterprise.

Theoretical Background

Age plays a pivotal role in determining the success of entrepreneurs' endeavours, with distinct patterns observed within specific age groups driven by their inherent traits. Young entrepreneurs are often more audacious and prone to risk-taking, leading to a higher propensity for initiating businesses. Research by Yonis et al. (2018) demonstrates a negative correlation between the age of micro and small enterprise owners and their performance. Notably, younger proprietors tend to achieve more tremendous success, a trend supported by Nejati et al. (2014). However, Aworemi et al. (2010) offer a contrasting view, suggesting that age positively influences the expansion of micro and small businesses. Debnath (2001) further complicates the relationship, noting that age's impact on entrepreneurial success is immediate and absolute.

Historical biases have restricted women's involvement in entrepreneurship when considering the gender aspect. Phipps and Prieto (2015) highlight the lower propensity of females to engage in entrepreneurial pursuits. Orhan and Scott (2001) suggest that female entrepreneurs often engage out of necessity

rather than choice. The interplay of gender in entrepreneurship is complex, shaped by traditional paradigms and contemporary progress. Caste also significantly affects entrepreneurship, particularly within the context of the caste system. Audretsch, Boente, and Tamvada (2007) reveal that caste influences business development. Backward castes face barriers to entrepreneurship due to historical inequalities, as observed in both scholarly research and the practical realm. Religion, according to Debnath (2001), shapes economic structures. While religion might not directly drive entrepreneurship, it influences cultural attitudes and, thus, entrepreneurial inclinations, as Dana (2009) discussed. Urban settings foster entrepreneurship due to better resources and opportunities. Lokhande (2015) establishes a correlation between urban environments and entrepreneurial tendencies. Education equips entrepreneurs with skills, with scholars like Solomon (2004) and Yonis et al. (2018) stressing its role. King & McGrath (2002) emphasize education's impact on resource allocation and creditor trust. Marital status influences entrepreneurship by offering risk-sharing and financial stability, but this relationship can vary in economies with high unemployment. Earle and Sakova (1999) highlight post-family income's transformative effect on entrepreneurial decisions. Family background significantly shapes entrepreneurial potential. Alemayehu and Gecho (2016) and Alemu and Dame (2017) emphasize this influence, citing instances of collaborative family ventures. Prior experience, aligned with the industry, enhances entrepreneurial success, as recognized by Stam, Audretsch, and Meijaard (2008) and Lee and Tsang (2001).

Objectives

1. To explore the various socioeconomic variables and business profiles of small-scale entrepreneurs
2. To assess the impact of the socio-economic background of small-scale entrepreneurs on entrepreneurship development

Hypothesis

H₁: Socio-economic background of small-scale entrepreneurs has a significant impact on entrepreneurship development

Methodology

The present study is descriptive and collected primary socio-economic and business growth data from 240 small-scale entrepreneurs in Uttarakhand. The sample size was selected based on the conventional method, which allows the researcher to decide the sample based on the sample size of previous studies. The data were analysed in two ways. First, a descriptive analysis was performed, followed by multiple regression with a dummy variable. Tranmer et al. (2020) stated that if non-binary or continuous variables are first turned into dummy variables, they can be utilised in a regression model.

Data analysis

Descriptive Analysis

Table 1: Entrepreneurs Characteristics

| | Variables | Frequency | Percent |
|----------------|------------------------|------------|------------|
| Gender | | | |
| | Female | 20 | 8.3 |
| | Male | 220 | 91.7 |
| Total | | 240 | 100.0 |
| Age | | | |
| | 20-30 | 35 | 14.6 |
| | 31- 40 | 80 | 33.3 |
| | 41-50 | 104 | 43.3 |
| | above 51 | 21 | 8.8 |
| Total | | 240 | 100 |
| Background | | | |
| | Rural | 75 | 31.3 |
| | Urban | 165 | 68.8 |
| Total | | 240 | 100.0 |
| Qualification | | | |
| | Below 10 th | 2 | 0.8 |
| | Graduate | 96 | 40.0 |
| | Intermediate | 54 | 22.5 |
| | Post-graduate | 56 | 23.3 |
| | Technically qualified | 32 | 13.3 |
| Total | | 240 | 100.0 |
| Marital Status | | | |
| | Married | 222 | 92.5 |
| | Unmarried | 18 | 7.5 |
| | Total | 240 | 100 |
| | Total | 240 | 100 |

Source: Primary Data

Table 1 presents the descriptive analysis of selected small-scale entrepreneurs. Analysing gender reveals a significant male majority at 91.7 per cent, while female ownership at 8.3 per cent. This highlights the continued male dominance in entrepreneurship within the state. Analysing the age distribution of entrepreneurs, the study identifies that 14.6% fall within the 20 to 30 age bracket, 33.3% are aged 31 to 40, 43.3% are aged 41 to 50, and 8.8% are above 50 years old. This suggests a noteworthy prevalence of young entrepreneurs.

Examining geographical distribution, the research finds that 31.3 per cent of respondents' hail from rural areas, whereas 68.8 per cent operate their businesses in urban settings. Educational qualifications of the entrepreneurs vary: 0.8 per cent possess less than a high school education, 22.5 per cent have intermediate education, 40 per cent hold graduate degrees, 23.3 per cent are postgraduates and 13.3 per cent have technical qualifications

Business Profile of Small-scale Entrepreneur

The present study also analyses the business profile of small enterprises. The nature of the unit, the current stage of the business, the investment made in plant and machinery or equipment, sales, employees, and profits were selected as parameters for analysing the business profile of the selected entrepreneurs. Table 2 provides insights into the business profile of small-scale entrepreneurs.

Table 2 Business profile of the small-scale entrepreneurs

| | N | % |
|--|----|-----|
| Manufacturing : | | |
| Food processing Units | 15 | 6.3 |
| Agro-processing Units | 15 | 6.3 |
| FMCG | 15 | 6.3 |
| Plastic Product Manufacturing | 15 | 6.3 |
| Automobiles | 15 | 6.3 |
| Pharmaceutical Products | 15 | 6.3 |
| Electronic Products | 15 | 6.3 |
| Handloom and Handicraft | 15 | 6.3 |
| Services : | | |
| Sports & Adventure | 15 | 6.3 |
| Hotel & Restaurants | 15 | 6.3 |
| ICT (Information & communication technologies) | 15 | 6.3 |

| | | |
|---|-----|------|
| Wholesale Traders | 15 | 6.3 |
| Advertising Agency | 15 | 6.3 |
| Travelling Agency | 15 | 6.3 |
| Wellness and Ayush | 15 | 6.3 |
| Automobile repairing | 15 | 6.3 |
| Total | 240 | 100 |
| Current stage of business | | |
| Initial stage | 17 | 7.1 |
| Growth stage | 193 | 80.4 |
| Maturity stage | 21 | 8.8 |
| Decline stage | 9 | 3.8 |
| Total | 240 | 100 |
| Investment in plant and machinery / equipment | | |
| 10 lakh to 25lakh | 103 | 42.9 |
| 26 lakh to 50 lakh | 100 | 41.7 |
| 51 lakh to 1 crore | 35 | 14.6 |
| Above 1 crore | 2 | .08 |
| Total | 240 | 100 |
| Sales | | |
| Below 1 crore | 133 | 55.4 |
| 1 crore to 2 crore | 95 | 39.6 |
| 2.1 crore to 3 crore | 4 | 1.7 |
| Above 3 crore | 8 | 3.3 |
| Total | 240 | 100 |
| Employees | | |
| Less than 25 | 118 | 49.2 |
| 26 to 50 | 106 | 44.2 |
| 51 to 75 | 16 | 6.7 |
| Total | 240 | 100 |
| Profits | | |
| Below 50 lakh | 176 | 73.3 |
| 51 lakh to 1 crore | 64 | 26.7 |
| Total | 240 | 100 |

Source: Primary data

Nature of the Businesses

The research surveyed 240 small-scale entrepreneurs. One hundred twenty are manufacturing, including agro-processing units, FMCG, food processing units, pharmaceutical items, plastic product manufacture, handloom and handicraft, electrical products, and automobiles. The remaining 120 respondents are from the service industry, including hotels and restaurants, sports and adventure, information and communication technologies (ICT), wholesalers,

wellness and Ayurveda centres, advertising agencies, travel agencies, and automobile repair.

Current Stage of the Business

The business firms go through different phases during the life span of the films. The study analysed the current stage of the business firms to understand their current situation. According to data, 7.1 per cent of small entrepreneurs consider their business is in its initial stage, 80.4 per cent consider their business is in the growth phase, 8.8 per cent believe their business is in the maturity stage, and only 3.8 per cent of the respondents consider their business is in the decline stage.

Investment (₹) in Plant and Machinery / Equipment

Investment made in the business represents the growth of the firm. It represents the capital entrepreneurs invest in plant and machinery or equipment. As per the data, 42.9% of the respondents have declared that they have invested ₹10 lakhs to ₹25 lakhs in plant and machinery/equipment, 41.7% have invested ₹26 lakhs to ₹50 lakhs, 14.6% have invested ₹51 lakhs to ₹1 crore, and only 0.8% have invested above ₹1 crore.

Sales (₹)

The ability of an organisation to generate sales determines its overall success. The provision of credit facilities, cash discounts, or both may be used as one of the approaches to increase sales. It is a measure of a firm's performance. The researcher wanted to know the sales in actual figures. However, the respondents were uncomfortable sharing the exact sales details, so the data related to sales were collected categorically. According to data, 55.4% of the respondents have declared that they have sales below ₹1 crore, 39.6% have sales between 1 crore to 2 crores, 1.7% have sales between ₹2.1 crores to ₹3 crores and only 3.3percent have sales above ₹3 crores.

Employees

The number of employees employed in the business represents the employment generated by the firm. This is the most often used indicator of growth. Although the respondents did not feel comfortable

disclosing the exact number of workers, they provided details of employees categorically. Further, the respondents also revealed that many of them have employees of two natures in their firm; some are on the company's payroll, and some are on a contractual basis. As per data, 49.2% of the respondents have declared that they have employed less than 25 employees, 44.2% have employed between 26 and 50 employees, and 6.7% have employed between 51 and 75.

Profits (₹)

Profit is a measure of efficiency and growth; the survival of any firm also depends upon profit. The study analysed the profit-generating capacity of the firms. The respondents were unwilling to disclose the actual profit figures. Thus, the data relating to profit were compiled in a categorised way. According to data, 73.3% of the respondents have declared that they have profits below ₹50 lakhs, and 26.7% of respondents have declared their profits are between ₹51 lakhs and ₹1 crore.

Inferential Statistics

To test the hypotheses, a particular case of multiple regression with dummy variables was performed to assess the influence of selected socio-economic variables on entrepreneurship development. A regression equation was developed using dummy variables. The equation used for the analysis is given below:

$$Y = a_0 + b_1X_1 + b_2X_2 + b_3X_3 + \dots + b_nX_n$$

Where Y = Entrepreneurship Development

X1= Age (dummy variable)

X2=Gender (dummy variable)

X3= Caste (dummy variable)

X4= Background (dummy variable)

X5= Educational qualification (dummy variable)

X6= Marital status (dummy variable)

X7 = Annual income (dummy variable)

X8 = Family occupation (dummy variable)

X9 = Previous experience (dummy variable)

S= Stochastic error term

a0= base constant

b1,b2,b3.....bn = Regression coefficient of X1,X2....Xn.

The study's regression results are reported in the following section. The model summary is shown in Table 3. The multiple correlation coefficients determine the soundness of the relationship between the dependent and independent variables. For the present study, entrepreneurship development (Y) and the variables (X1 to Xn) show multiple regression coefficients .801a, which is significant (see Table 3).

Table: 3 Multiple Regression Model Summary

| Model Summary | | | | |
|---------------|-------------------|----------|-------------------|----------------------------|
| Model | R | R Square | Adjusted R Square | Std. Error of the Estimate |
| 1 | .801 ^a | .641 | .603 | 1.18567 |

Source: SPSS Output

The analysis of variance for the regression analysis yields an F-value of 16.798, which is significant at the 5% significance level; this confirms that the regression equation is a model of determinants of the impact of socio-economic variables on entrepreneurship development. Table 4 gives a summary of model fit.

Table: 4 ANOVA Model Fit

| ANOVA ^a | | | | | | |
|--------------------|------------|----------------|-----|-------------|--------|-------------------|
| Model | | Sum of Squares | Df | Mean Square | F | Sig. |
| 1 | Regression | 543.141 | 23 | 23.615 | 16.798 | .000 ^b |
| | Residual | 303.655 | 216 | 1.406 | | |
| | Total | 846.796 | 239 | | | |

a. Dependent Variable: ED

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Source: SPSS Output

Table 4 presents the summary of model fit, wherein the p-value for the regression model's F-test is observed to be .000. This strongly suggests the model's significance, indicating that the combined influence of the nine independent variables effectively predicts entrepreneurship development. In order to investigate the influence of individual variables, an examination of coefficients was conducted, as outlined in Table 5. Given the categorical nature of the data, the analysis employed multiple regression using dummy variables. In this context, interpretation of the data entails contrasting the reference category with the other categories used in the analysis. Commencing with the initial variable, age, results indicate that

entrepreneurship development (ED) is diminished within the age range of 20-30 while elevated within the age ranges of 31-40 and 41-50 when compared to the reference category of individuals above 50. Corresponding regression coefficients are -1.674, .175, and .361, respectively. However, as denoted by p-values, statistical significance is solely attained for the age group of 20-30 ($p = .000$), with non-significant p-values for other age groups.

Furthermore, gender-based analysis reveals a proclivity for increased entrepreneurship development among males compared to the reference category of females. The regression coefficient is 1.531, accompanied by a statistically significant p-value of .000. This substantiates a male inclination towards entrepreneurial pursuits within the study's context. Considering the influence of social groups, entrepreneurship development emerges as more pronounced within the general, OBC, and SC communities than the reference category of the ST community. Regression coefficients of 0.713, 0.739, and 0.854 are observed, yet statistical significance is solely evident within the general community. Thus, it is substantiated that the general community exhibits a greater entrepreneurial inclination than the ST category. Urban areas outshine rural locales in nurturing entrepreneurship development, substantiated by a regression coefficient of -0.525 and a statistically significant p-value of .003. Thus, urban environments manifest as conducive to entrepreneurial endeavours. Turning to educational qualifications, a nuanced perspective emerges. Although regression coefficients for intermediate, graduate, post-graduate, and technically qualified individuals stand at 0.749, 0.447, 0.609, and 1.655, respectively, p-values fail to attain significance across these categories.

Consequently, the impact of qualification on entrepreneurship still needs to be conclusive. The marital status analysis highlights a greater prevalence of entrepreneurship development among married individuals compared to the reference category of unmarried individuals. The associated regression coefficient of 3.148 is accompanied by a statistically significant p-value of .000, thus establishing a significant difference. Analysis of the relationship between annual income and entrepreneurship development unveils diminished prevalence within

income groups up to ₹20 Lakh and ₹21 Lakh - ₹40 Lakh, relative to the reference category exceeding ₹60 Lakh. While regression coefficients of -0.625, 0.541, and 0.330 are observed, statistical significance remains elusive. The investigation extends to familial backgrounds, revealing heightened entrepreneurship development within business, agricultural, and service families in contrast to the reference category (other). Regression coefficients 1.203, 0.813, and 1.194 align with statistical significance ($p < .05$) for all categories.

Lastly, exploring previous work-related factors underscores an increased prevalence of entrepreneurship development among students and the unemployed. In contrast, individuals engaged in agriculture display reduced prevalence relative to the business reference category. Although regression coefficients stand at 0.273, 0.625, 0.693, and -0.364, respectively, none of these outcomes achieve statistical significance.

Table: 5 Coefficient

| Coefficients ^a | | | | | | |
|---------------------------|-------------------------------------|-----------------------------|------------|---------------------------|--------|------|
| Model | | Unstandardised Coefficients | | Standardised Coefficients | T | Sig. |
| | | B | Std. Error | Beta | | |
| 1 | (Constant) | 7.619 | .767 | | 9.938 | .000 |
| | Age=20-30 | -1.674 | .397 | -.311 | -4.215 | .000 |
| | Age=31-40 | .175 | .322 | .044 | .543 | .588 |
| | Age=41-50 | .361 | .321 | .095 | 1.124 | .262 |
| | Gender=male | 1.531 | .316 | .258 | 4.852 | .000 |
| | Caste=GEN | .713 | .464 | .169 | 1.537 | .004 |
| | Caste=OBC | .854 | .518 | .120 | 1.648 | .101 |
| | Caste=SC | .739 | .481 | .136 | 1.536 | .126 |
| | Background=Rural | -.525 | .188 | .130 | -2.787 | .003 |
| | Qualification=intermediate | .749 | .329 | .170 | 2.279 | .024 |
| | Qualification=graduate | .447 | .291 | .115 | 1.536 | .126 |
| | Qualification=post- graduate | .609 | .317 | .136 | 1.920 | .056 |
| | Qualification=technically qualified | 1.655 | .671 | .126 | 2.466 | .014 |
| | Marital Status=Married | 3.148 | .457 | .512 | 6.881 | .000 |
| | Annual Income=Upto 20 Lakh | -.625 | .516 | -.164 | -1.210 | .227 |
| | Annual Income=21 Lakh to 40 Lakh | .541 | .504 | .139 | 1.074 | .284 |
| | Annual Income=41 Lakh to 60 Lakh | .330 | .531 | .067 | .621 | .535 |
| | Family Occupation=Business | 1.203 | .393 | .315 | 3.063 | .002 |
| | Family Occupation=services | .813 | .388 | .197 | 2.097 | .037 |
| | Family Occupation=Agriculture | 1.194 | .405 | .267 | 2.951 | .004 |
| | Previous Work=Student | .273 | .288 | .069 | .949 | .344 |
| | Previous Work=Unemployed | .625 | .319 | .148 | 1.959 | .051 |
| | Previous Work=Employed | .693 | .329 | .136 | 2.108 | .036 |
| | Previous Work=Agriculture | -.364 | .390 | -.058 | -.934 | .351 |
| a. Dependent Variable: ED | | | | | | |

Source: SPSS Output

Instead of relying solely on the traditional R-squared metric to gauge the model's efficacy, the current study opted for the adjusted R-squared statistic as a preferable approach. This choice is motivated by the adjusted R-squared's capacity to provide a refined evaluation of the model's strength. This refinement is achieved by considering the number of variables incorporated in the model, ensuring that additional variables only augment the model's explanatory power if they bring significant contributions.

The computed adjusted R-squared value for the model stands at 0.603. This signifies that the model accounts for approximately 60% of the variability present in the data—a substantial portion. It is worth noting that a higher R-squared value closer to 1 is generally desired, but the obtained value is deemed satisfactory.

Additionally, within the study context, a variable named “religion” was excluded from the analysis. This decision was motivated by the variable’s inability to contribute substantially to the R-squared value. Moreover, its inclusion led to a notable reduction in the overall R-squared of the model. Hence, the variable was removed from consideration to maintain the model’s overall robustness.

Discussion

Analysing the socio-economic background of small-scale entrepreneurs in Uttarakhand provides valuable insights into the factors that shape entrepreneurial endeavours. The findings highlight several significant patterns that offer a nuanced understanding of regional entrepreneurship. The dominance of male entrepreneurs in the business sector underscores the prevailing gender disparities in entrepreneurship. While women’s participation has increased, the disproportionate representation of males suggests persisting challenges related to gender biases and societal norms. The correlation between family income and entrepreneurial pursuits suggests that financial stability is pivotal in motivating individuals to embark on entrepreneurial ventures. This aligns with the notion that having a certain level of economic security provides a safety net to take calculated risks.

The prevalence of well-qualified entrepreneurs highlights the importance of education in nurturing entrepreneurial skills and promoting business growth. This emphasises the need for initiatives that encourage education and skill development to enhance the entrepreneurial ecosystem. The involvement of entrepreneurs from various communities, including general, ST, SC, and OBC, signifies a diverse entrepreneurial landscape. This diversity contributes to a rich tapestry of business ideas and perspectives, fostering innovation and economic growth.

The preference for urban areas among entrepreneurs can be attributed to the access to resources, infrastructure, and opportunities that urban environments offer. This highlights the need for targeted policies to foster entrepreneurial growth in rural areas. The research categorised small-scale entrepreneurs into two main sectors: manufacturing and services. Within manufacturing, entrepreneurs were engaged in diverse fields like food

processing, agro-processing, FMCG, plastic product manufacturing, automobiles, pharmaceutical products, electronic products, and handloom/handicrafts. On the other hand, the service sector included hotels and restaurants, sports and adventure, ICT, wholesale trading, wellness and Ayurveda centres, advertising agencies, travel agencies, and automobile repair. This diversity suggests that entrepreneurs are operating in a wide range of industries, showcasing their adaptability to different sectors of the economy. This also indicates the variety of skills and expertise these entrepreneurs possess. The data indicates that a significant portion of entrepreneurs (80.4%) perceive their businesses to be in the growth stage, followed by those in the initial stage (7.1%), maturity stage (8.8%), and a smaller percentage in the decline stage (3.8%). This distribution implies that most small-scale entrepreneurs are optimistic about the growth potential of their businesses. The data showcases the entrepreneurs’ investment patterns in their businesses. A considerable portion of respondents (42.9%) have invested between ₹10 lakhs to ₹25 lakhs in plant and machinery or equipment, while a similar percentage (41.7%) have invested between ₹26 lakhs to ₹50 lakhs. This indicates that many entrepreneurs are willing to make moderate to substantial investments to fuel the growth of their ventures. These investment trends underscore the entrepreneurs’ commitment to scaling their businesses and improving their operational capabilities. The data categorises sales figures into ranges. Most respondents (55.4%) have reported sales below ₹1 crore, while a substantial portion (39.6%) falls in the range of ₹1 crore to ₹2 crores. This distribution signifies that many small-scale entrepreneurs generate modest to moderate revenue.

This information provides an understanding of the revenue landscape for these businesses and their contribution to the overall economy. The data on employees reveals that smallest enterprises have a limited workforce. Almost half of the respondents (49.2%) have less than 25 employees, and a significant percentage (44.2%) have employed between 26 to 50 employees. This suggests that small-scale entrepreneurs are significant contributors to employment generation, often in the form of micro or small businesses. These employment patterns highlight the entrepreneurs’ role in creating job

opportunities and supporting local economies. The data on profits indicates that most respondents (73.3%) have profits below ₹50 lakhs, with a smaller portion (26.7%) reporting profits in the range of ₹51 lakhs to ₹1 crore. This distribution underscores that while these businesses are making profits, a considerable number are operating at modest profit levels. These profit insights demonstrate these businesses' financial health and potential for growth and expansion.

Conclusion

This study comprehensively analyses the socio-economic backdrop of small-scale entrepreneurs in Uttarakhand. The findings reveal that the entrepreneurs exhibit commendable qualifications. Notably, a pronounced male predominance is observed in the business sector, underscoring prevailing gender dynamics. Moreover, a substantial proportion of entrepreneurs stem from affluent family backgrounds, corroborating the pivotal role of familial income in fostering entrepreneurial aspirations. Remarkably, the entrepreneurial cohort comprises individuals from diverse societal strata, encompassing general, Scheduled Tribes (ST), Scheduled Castes (SC), and Other Backward Classes (OBC) categories. Furthermore, the entrepreneurs are engaged across various activities, spanning service and manufacturing domains. Employing Multiple Regression Analysis, this study delves into the intricate interplay of nine socio-economic variables, unveiling their nuanced impacts on the intricate landscape of entrepreneurship development.

Limitations

Despite the comprehensive insights gained from this study, certain limitations must be acknowledged:

1. The research was confined to a specific geographic region, Uttarakhand, potentially limiting the generalizability of the findings to broader contexts.
2. The study's reliance on a cross-sectional design restricts the ability to establish causal relationships between socio-economic variables and entrepreneurship development. The self-reported nature of data could

introduce response bias and social desirability effects, potentially impacting the accuracy of the gathered information.

3. The study primarily focused on quantitative data, possibly missing out on the rich qualitative nuances that could provide a deeper understanding.
4. Entrepreneurship's complexity necessitates considering various unexplored variables, which could contribute to a more comprehensive understanding of its determinants.

Future Research

Future research avenues are recommended to address these limitations and further enhance our understanding of the dynamics between socio-economic variables and entrepreneurship. Longitudinal studies could provide valuable insights into the evolving relationships over time, aiding in establishing causal connections. A comparative study across diverse regions could unveil regional variations in the impact of socio-economic factors on entrepreneurship. Incorporating qualitative methodologies, such as in-depth interviews and case studies, could offer a deeper understanding of entrepreneurs' motivations, challenges, and decision-making processes. Exploring the role of cultural influences and societal norms in shaping entrepreneurial choices could enrich our comprehension of this intricate phenomenon. Additionally, investigating the interplay of socio-economic variables with technological advancements, policy interventions, and market dynamics could provide a holistic perspective on entrepreneurship development in contemporary contexts.

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