

## Socio-psychological Correlates of Tribal Entrepreneurship Development

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### ABSTRACT

*Tribal people, scheduled tribes and castes constitute the weakest section of India's population. Rajasthan is one of the largest states of our country having nearly 11 per cent of land area and 12.44 per cent of tribal people. An explorative study was conducted in two tribal districts of Rajasthan to unravel the various dimensions of opportunities available for potential enterprises and to study the correlates of socio-psychological parameters with entrepreneurship abilities. The total sample constitute of 120 respondents. The study revealed that majority of the respondents was practicing crop based enterprises. In addition, dairy has the highest potential (33.33 %) followed by vegetable cultivation (30 %) in the area. The correlation between socio-psychological variables and entrepreneurial orientation reveals that all the variables i.e. education, SES and aspiration are positively correlated with entrepreneurial orientation except age which is found to be negatively correlated with it, indicating that the younger a person is the more of entrepreneurial variables he has. Older persons were found to have low of these traits.*

**Key words:** Tribal; Entrepreneurship development; Socio-psychological; Socio-Economic Status;

The greatest challenge that the Government of India has been facing since independence is the proper provision of social justice to the scheduled tribe people. Scheduled Tribes and Schedule Castes constitute the weakest section of India's population, from the ecological, economic and educational angles. According to B.L.Nagda (2009), Rajasthan has 12.44 per cent tribal population and the growth rate of tribal population (34.46%) was higher than the State (28.44%). The small size of land holdings per family leads to unemployment in most parts of the year leading to migration to neighboring state of Gujarat. Agriculture, being the main occupation, is frequently affected by recurring droughts and limited irrigation facilities. Despite the suitability of soil and climatic conditions to various types of enterprises, the opportunities are not being availed by the people. They have confined themselves to their limited wants and traditional practices. Keeping in view the above consideration the present study was conducted

- i) To identify existing enterprises and potential agri-business opportunities for tribal people .
- ii) To analyze the correlates of socio-psychological factors with tribal entrepreneurial development.

### METHODOLOGY

The study was conducted in the two tribal dominated districts of Rajasthan namely Banswara and Dungarpur. Using random number table, one block from each selected districts and two villages from each block were selected. From each village, 30 respondents were selected randomly. In all, 120 farmers were interviewed. The study was carried out using ex-post facto research design. Schedule was developed incorporating the specific questions to unravel the existing as well as most potential enterprises. Age, education, socio-economic status and aspiration were correlated with the parameters of entrepreneurship abilities. Scale developed by Technonet Asia (1981) was used to study the Frequency Distribution of Respondents Regarding Entrepreneurship Orientation.

### RESULTS AND DISCUSSION

Table 1 reveals that majority (68.33%) of the respondents in Banswara district were found to be up to 35 years and 83 per cent married. Similar observations were made in case of Dungarpur where 63 per cent respondents were up to 35 years of age and 90 per cent

were married. High figures under the married category are due to the fact that marriage is solemnized at a younger age in tribal community.

About two-third respondents in Banswara district and more than 88 per cent in Dungarpur district were having joint families. Joint families are part of the social norms in tribal culture as reported by many anthropological and sociological studies.

About 68.33 per cent respondents belong to SC/ST category in Banswara. Similarly majority of the respondents (70%) belongs to SC/ST category in Dungarpur. Overall 69.16 per cent respondents were

Table 1. Socio-Economic Profile of Tribal Farmers.

Profile Characteristics	Banswara		Dungarpur		Total	
	No.	%	No.	%	No.	%
<i>Age</i>						
Up to 35 years	41	68.33	38	63.33	79	65.83
36-58years	19	31.67	19	31.67	38	31.67
59 and above	0	0	3	5.00	5	2.5
<i>Marital status</i>						
Single	10	16.67	6	10.00	16	13.33
Married	50	83.33	54	90.00	104	86.67
<i>Family type</i>						
Nuclear	19	31.67	7	11.67	26	21.67
Joint	41	68.33	53	88.33	94	78.33
<i>Caste</i>						
SC/ST	41	68.33	42	70	83	69.16
OBC	8	13.33	5	8.33	13	10.8
HC	3	5	4	6.66	7	5.83
Others	8	13.33	9	15	17	14.16
<i>Education</i>						
Illiterate	14	23.33	9	15.00	23	19.17
literate	5	8.33	0	0.00	5	4.17
Primary School	5	8.33	19	76.67	24	42.50
Middle School	18	60	2	6.67	20	33.33
College	0	0	0	1.67	0	0.83
<i>Land owned</i>						
< 2.5.acre	3	5.00	5	8.33	8	6.67
2.52-5 acre	8	13.33	5	8.33	13	10.83
5.1-10 acre	26	43.33	31	51.67	57	47.50
>10 acre	23	38.33	19	31.67	42	35.00
<i>Social participation</i>						
Non member	57	95	60	100.00	117	97.5
Member	2	3.33	0	0.00	2	1.67
Office bearer	0	0	0	0.00	0	0
Patron	1	1.67	0	0.00	1	0.83

SC/ST followed by others (14.16%). The high per cent age under SC/ST category is due to the fact that these two districts are predominantly tribal districts of Rajasthan.

Educational status of the respondents in general was very poor. In case of Banswara district, about one-fourth population was illiterate and 60.00 per cent were middle school. There was not a single person who pursued his/her study beyond school. In Dungarpur district more than three-fourth respondents' attained education up to primary level and one person acquired education up to college level. Overall maximum respondents had education up to primary level (42.50%) followed by middle school (33.33%) and one person under the college level education. Low level of education amongst the respondents speaks about low aspiration and reflects their value system towards education.

Majority of the respondents (43.33%) in Banswara owned between 5.1-10 acres land and 38.33 per cent had owned more than 10 acres of land and rest of the respondents were having less than 5 acres of land. Similar trend was observed in Dungarpur district where majority of farmers (51.67%) were under the category 5.1 -10 acres followed by 31.67 per cent respondents having more than 10 acres of land.

Social participation amongst the respondents was found to be very poor in both the districts. 97.5 per cent respondents were not having membership of any social organization, whereas, two respondents in Banswara district were members of some social organizations and one person from the same village was a patron of an organization.

*Existing enterprises* : Enquiries about the existing enterprises with the respondents (Table 2) revealed that majority of the respondents in both the districts were practicing crop based enterprises. In Banswara 100 percent respondents were engaged in crop cultivation and the major crops of khariff includes paddy, maize, cotton, soybean, black gram, okra, tomato, brinjal, bottle gourd, turmeric by almost all the farmers. Almost all the respondents (95%) of Dungarpur were also cultivating most of these crops except paddy which is not possible here due to non availability of assured irrigation. Ginger is an additional crop preferred by farmers of Dungarpur.

Table 2. Existing Enterprises in the Area

S. No.	Enterprises	Banswara (n=60)		Enterprises	Dungarpur (n=60)	
		No.	%		No.	%
1.	<i>Khariiff Crops</i> Paddy, Maize, cotton, soybean, black gram, okra, tomato, brinjal, bottle gourd, turmeric.	60	100.0	<i>Khariiff Crops</i> Maize, cotton, soybean, black gram, bhendi, ginger, turmeric.	57	95.0*
1.	<i>Rabi Crops</i> Wheat, Rabi maize, gram, berseem, tomato, brinjal, potato, cauliflower, chillies.	54	90.0	<i>Rabi Crops</i> Wheat, Rabi maize, mustard, gram, chillies.	42	70.0
	<i>Flowers</i> Marigold, Rose	06	10.0	-	-	-
	<i>Other enterprises</i>			<i>Other enterprises</i>		
1.	Dairying	24	40.0	Dairying	21	35.0
2.	Backyard poultry	06	10.0	Backyard poultry	06	10.0
3.	Fisheries	02	3.3	Fisheries	-	-
4.	Goat keeping	12	20.0	Goat keepingx	18	30.0
5.	Grocery shop	02	3.3	Grocery shop	03	05.0
	Total	60	100	Total	60	100

\* The farmers in Dungarpur often leave their field fallow due to failure of monsoon.

Table 3. Perception of Respondents with Respect to Potential Enterprises

S. No.	Enterprises	Banswara (n=60)		Potential Enterprises	Dungarpur (n=60)	
		No.	%		No.	%
1.	<i>Dairying</i>	20	33.33	<i>Dairying</i>	18	30
2.	<i>Vegetables cultivation</i> (bhendi, bottle gourd, brinjal, off-season vegetables, turmeric)	18	30.00	<i>Vegetables cultivation</i> (Tomato, Brinjal, Potato, Chillies, Cauliflower,	10	16.67
3.	Seed/ Pesticide dealer	2	3.33	Nursery raising, Milk collection centre,	10	16.67
4.	Backyard Poultry	9	15.0	Backyard Poultry	20	33.33
5.	Goatery	8	13.33	Goatery	25	42.50
6.	Vermi-compost	5	8.33	Vermi-compost	2	3.33
	<i>Fruits</i>			<i>Fruits</i>		
7.	Mango, papaya, guava, aonla	8	13.33	Papaya, mango, aonla	10	16.67
	<i>Seed production</i>			<i>Seed production</i>		
8.	wheat, gram, bhendi, bottle gourd, paddy, green gram, brinjal,	9	15.0	Wheat, Gram, BhIndi, Brinjal	5	8.33
9.	Grocery Shop	3	5.0	Grocery Shop	5	8.33
10.	Fisheries	5	8.33	Fisheries	-	-
	Total	60	100	Total	60	100

During the Rabi season, respondents of both the district i.e. 90 per cent of Banswara and 70 per cent of Dungarpur cultivate wheat, Rabi maize, gram and chillies. Besides this, mustard in Dungarpur and some vegetables like tomato, brinjal, potato and cauliflower and fodder crop of berseem is also been grown in Banswara. This may be contributed to the availability of assured irrigation facilities in Banswara.

Besides crop based enterprises, farmers of the area were also engaged in some other enterprises like dairy (40% in Banswara and 35% in Dungarpur), Backyard poultry (10% at both the locations). A sizeable number of respondents (20% in Banswara and 30 percent in Dungarpur) were rearing goats for milk and meat purpose. Grocery shops were being run by 3.33 per cent and 5 percent respondents of Banswara and Dungarpur respectively. Fisheries (3.3 %) and cultivation of rose and marigold was also taken up by few farmers of Banswara district.

*Potential Agribusiness Opportunities Perceived By Tribal Farmers :* In addition to existing enterprises, farmers had shown interest in taking up some new enterprises. Farmers were asked about the potential agri-business opportunities available and their responses were recorded, analysed and presented in Table 3

*Banswara :* Table 3 indicates that in Banswara, dairy has the highest potential (33.33%) followed by vegetable cultivation (30%). An equal number of respondents (15%) mentioned backyard poultry and seed production of crops and vegetables as their preferences while 13.33 per cent of respondents showed their interest in goat keeping and fruit cultivation. Vermicompost, grocery shops and seeds/pesticides dealership was mentioned as potential enterprises by 8.33, 5.00 and 3.33 per cent respondents respectively.

*Dungarpur:* Respondents of the Dungarpur also mentioned the same potential enterprises as indicated by Banswara respondents; however their priority was different which was found to be due to non availability of assured irrigation. Here majority of the farmers preferred goat keeping (42.50%), followed by backyard poultry (33.33%) and dairy (30.00%). Surprisingly an equal number of respondents (16.67%) also had shown interest in vegetable cultivation, seed/pesticide sale and cultivation of fruits like mango, papaya, guava and aonla.

Seed production, vermi compost, grocery shops were also identified as potential enterprises by 8.33 percent, 3.33 percent and 3.33 percent respondents respectively.

Table 4. shows that majority of the respondents in all the 10 variables of Entrepreneurship development orientation were in the medium category. Individual item wise, under Risk taking, majority of the respondents (57.5%) were under medium category followed by high (23.33%) and low (19.17%). In case of hope of success again 57.5 per cent belong to medium category followed

Table 4. Frequency Distribution of Respondents Regarding Entrepreneurship Orientation (Scale developed by Techno net Asia, 1981)

S. No	Variables	Low		Medium		High	
		No.	%	No.	%	No.	%
1.	Risk taking	23	19.17	69	57.50	28	23.33
2.	Hope of success	22	18.33	69	57.50	29	24.17
3.	Persistence	21	17.5	80	66.67	19	15.83
4.	Use of feedback	22	18.33	82	68.33	16	13.33
5.	Self confidence	22	18.33	74	61.67	24	20.00
6.	Knowledgeability	27	22.5	71	59.17	22	18.33
7.	Persuability	15	12.50	93	77.50	12	10.00
8.	Manageability	27	22.50	64	53.33	29	24.17
9.	Innovativeness	30	25.00	62	51.67	28	23.33
10.	Achievement	42	35.00	62	51.67	16	13.33
	Total	120	100.0	120	100.0	120	100.0

by high 24.17 and low 18.33 per cent.

Under persistence and use of feedback around two-third respondents were under medium category and around 18 per cent under low category and remaining represented high category. Similarly, regarding self confidence and knowledgeability about 60 per cent respondents were under medium category and almost equal number of respondents (20%) were representing low as well as high category.

In case of persuability, majority of the respondents i.e. 77.5 per cent were under medium category followed by low 12.5 and high 10 per cent.

In case of manageability and innovativeness about half of the population was under medium category and one-fourth of the respondents were representing high and low categories. About 51.67 per cent respondents were having medium level of achievement motivation followed by low 35 per cent and high 13.33 per cent. Considering the low socio economic profile of the respondents, it is interesting to note that more than 50 per cent

Table 5. Correlation Coefficients of Socio-Psychological Variables with Tribal Entrepreneurship

S. No.	Parameters	Age	Edu- cation	SES	Aspi- ration
1	Risk taking	-0.220*	0.260**	0.171	0.102
2	Hope of success	-0.199*	0.246**	0.214*	0.087
3	Persistence	-0.085	0.168	0.161	0.127
4	Use of feedback	-0.149	0.237**	0.203*	0.089
5	Self confidence	-0.154	0.225*	0.163	0.131
6	Knowledgebility	-0.120	0.189*	0.066	0.077
7	Persuability	-0.128	0.213*	0.192*	0.104
8	Manageability	-0.121*	0.269*	0.134	0.068
9	Innovativeness	-0.186*	0.251**	0.108	0.009
10	Achievement	-0.072	0.184*	0.160	0.110
11.	Entrepreneurial Orientation	-0.177	0.260**	0.182	0.105

\*Correlation is significant at 0.05 levels of probability

\*\* Correlation is significant at 0.01 levels of probability

respondents are in the medium category in respect of all the ten entrepreneurship orientation variables. Again about one-fifth of the respondents were in the high category. The correlation between socio-psychological variables and entrepreneurial orientation as shown in Table 5 reveals that all the variables i.e. education, SES and aspiration are positively correlated with entrepreneurial orientation except age which is found to be negatively correlated with it, indicating that the younger a person is the more of entrepreneurial variables he has. Older persons were found to have low of these traits. In case of age however it was negatively correlated, the correlation is significant at 0.05 levels only in case of risk taking, hope of success, manageability and innovativeness.

Likewise in case of education all the entrepreneurial variables except persistence were positively correlated with education at different levels of significance. Similarly, all the variables were positively correlated with SES of the respondents however significant correlation was noticed in case of hope of success, use of feedback and persuability at 0.05 levels.

Although all the entrepreneurial orientation variables were positively correlated with aspiration but it was not significant either at 0.01 or 0.05 level.

## CONCLUSION

The study revealed that respondents are confined to crop based enterprises though there is a high potential for other enterprises like dairy, vegetable cultivation, goat keeping, backyard poultry etc. Majority of the respondents have medium level of entrepreneurship orientation which means their potentiality can be enhanced through further training. The study also revealed that socio-psychological variables and entrepreneurial orientation variables i.e. education, SES and aspiration are positively correlated indicating that the younger a person is, the more of entrepreneurial abilities he has. Older persons were found to have low of these traits. Here, it may be concluded that entrepreneurial opportunities in these district are plenty and can be exploited by making concerted efforts. This indicates that if a conducive entrepreneurial environment is identified and created, potential enterprises and others can find an easy way in these two tribal districts of Rajasthan.

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