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## Demystifying entrepreneurial talents of high and low investors

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### Abstract

This study was carried to explore the entrepreneurial talents of high and low investors. In context to this it was hypothesized that there will be no significant difference between high and low investors on their entrepreneurial talents. The present study has been operated through descriptive survey method. The total sample for the present study consists of 400 respondents. However, whole selected sample was bifurcated into two broad categories viz. high investors and low investors. Whole sample was selected with the help of purposive sampling technique. For exploring entrepreneurial talents among respondents the investigator employed “Entrepreneurial Talents Scale” developed by Surila Agaarwal (2016). The data has been put to statistical treatment by using descriptive as well as inferential statistics. Keeping in view, it was found that high investors hold higher level of entrepreneurial talents as compared to low investors. The results depicts that the impact of investment is significant on the level of entrepreneurial talents of the respondents.

**Keywords:** Entrepreneurial talents, high and low investors

### 1.1 Introduction

Entrepreneurship plays a crucial role in the growth of any society particularly in a fast developing country like India. It is considered the change agent in the process of industrial and economic development of the country. In a sense, entrepreneur’s talents are the “*spark plug*” who revolutionise the economic domains of the country. Entrepreneurs talents are consider more important in India. The entrepreneur is an important agent in our society, who can be a catalyst of social and economic changes. As a career it can offer unlimited scope for development and diversity of choices. It is only profession where there is unconditionally no bar of any sort, be it age, sex, education or any other. The spirit of entrepreneurship brings about enthusiasm, perseverance and the ability to seek entrepreneurial opportunities that lead to success. It was the industrial religion of the twentieth century. The Australian economist Joseph Schumpeter (1991) argued that “*Entrepreneurs are pillars of strength, symbols of legitimacy, and role models. They provide the new ideas and new blood*”. Entrepreneurs create new combinations out of resources and are therefore, creative destroyers and destructive creators. The distinctive element is that entrepreneurs “*act outside the pale of routine*”. Entrepreneurship caught strong waves during the last three decades and became a worldwide movement spreading across countries regardless of their level of development. In India also, the government at both the centre and the states, as a policy pursue entrepreneurship development for the past several decades. During this period many committees constituted by the centre suggested various schemes and methodologies to promote entrepreneurship and the government have implemented several of them over the years. As such there is no lack of initiative on the part of governments for entrepreneurship development. Despite the efforts of the government the success rate is quite low. It seems that neither the present Indian not the global scenario present the emergence of a large number of entrepreneurs but the individuals factors such as lack of initiative, aversion to taking risks and fear of failure apply breaks in this regards. It stems from the myths surrounding entrepreneurship and entrepreneurs. Though it looks challenging it is not impossible. The former President A.P.J. Abdul Kalam (200) said: “*The aptitude for entrepreneurship should be cultivated in the college environment itself. We must teach our students to take calculated risks for the sake of larger gain. They should also cultivate a*

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disposition to do things right. This capacity will enable them to take up challenging tasks later. By adopting well-conceived and well directed training and psychological education it is possible to produce outstanding entrepreneurs in large numbers by also making the younger generation especially the educated youth realize the fact that entrepreneurs are not born but made". Large number of the research studies has been conducted. Like the notable studies are conducted by Amabile, T.M. (1988) [1], Andrew, D.P.S., & Kent, A. (2007) [2], Andrews, F. and Farris, G.F. (1972) [3], Appelbaum, S.H., and Kamal, R. (2000) [4], Argyris, C. (1964) [5], Arnold, T., Spell, S.C. (2006) [6], Ashok, A. and Neaveeda, S. (2011) [7], Atsanch, N., Ali R. M. (1999) [9] and Wang, H.M. and Feng, W.W. (2003) [24]. Despite these research studies the investigator found demographic research gap. Keeping in view, the statement of the research problem is as under:

**1.2 Statement of the research problem:** The statement of the research problem:

**Demystifying entrepreneurial talents of high and low investors**

**1.3 Objectives:** The objectives of the study are as under:

- To explore the entrepreneurial talents of high and low investors.

**1.4 Hypothesis:** The hypothesis of the study is given as under:

- There will be no significant difference between high and low investors on their entrepreneurial talents.

**1.5 Methodology of the study:** The methodology of the study is reported as under:

- **Design of the study:** The present study has been operated through descriptive survey method. Further, design if the study is based on below mentioned parameters.
- **Sample:** As reported in the above table the total sample for the present study consists of 400 respondents. However, whole selected sample was bifurcated into two broad categories viz. high investors and low investors. In the category of high investors the investigator selected

whole sale dealers hooding general store and in the category of low investors, the research selected low investors holding general store on retailer capacity. However, it is pertinent to mention here that whole sample was selected from Shopian, Pulwama, Anantnag, Kulgam and Srinagar districts of Union Territory of Jammu and Kashmir.

- **Sampling technique:** the required sample for the present study was 400 respondents with due representation of type of investment and locality. In addition to this, the investigator collected the required data on the basis of past experience, accordingly, the whole sample was selected with the help of purposive sampling technique.
- **Tools used:** For exploring entrepreneurial talents among respondents the investigator employed "Entrepreneurial Talents Scale" developed by Surila Agaarwal (2016).

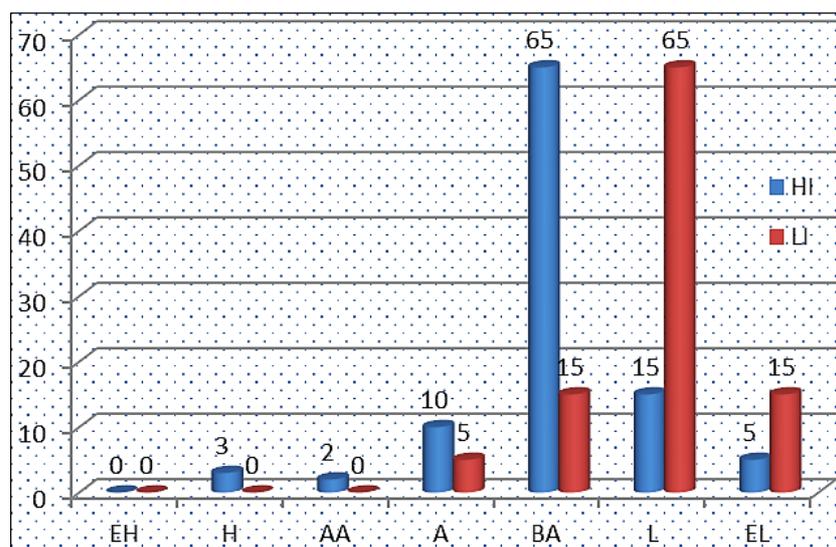
**1.6 Analysis and interpretation of the data:** The analysis and interpretation of the data is given as under:

**Table 1.1:** Showing the frequency and percent wise distribution of high and low investors on their level of entrepreneurial talents. (N=200 each)

Level	High Investors		Low investors	
	Frequency	Percentage	Frequency	Percentage
EH	0.00	0.00	0.00	0.00
H	6	3.00	0.00	0.00
AA	4	2.00	0.00	0.00
A	20	10.00	10.00	5.00
BA	130	65.00	30	15.00
L	30	15.00	130	65.00
EL	10.00	5.00	30.00	15.00
Total	200	100	200	100

**Index**

- EH= Extreme High
- H= High
- AA= Above Average
- A= Average
- BA= Below Average
- L= Low
- EL= Extreme Low



**Fig 1.1:** Showing the graphical analysis of frequency and percent wise distribution of high and low investors on their level of entrepreneurial talents

**Index**

- EH= Extreme High.
- H= High.
- AA= Above Average.
- A= Average.
- BA= Below Average.
- L= Low.
- EL= Extreme Low.

The perusal of the above reported table (Please refers table 1.1, Fig. 1.1) gives information about the mean compression about the frequency and percent wide analysis of the high and low investors on the level of entrepreneurial talents. The calculated results designate that among high investors 0.00 (F=0.00) were seen with extreme high level of entrepreneurial talents. Besides, the calculated results indicate that 3.00 (F=6.00) high investors were seen with high level of entrepreneurial talents. In consonance to same, it was reported that 2.00 (F=4.00) high investors were seen with above average level of entrepreneurial talents. The calculated results indicate that 10.00 (F=20.00) high investors were seen with average level of entrepreneurial talents. In addition to this, it was found that 65.00% (F=130.00) high investors were seen with below average level of entrepreneurial talents. The perusal of the results reveal that 5.00 (F=10.00) high investors were seen with extreme low level of entrepreneurial talents. Coming towards low investors it was seen that 0.00 (F=0.00) were

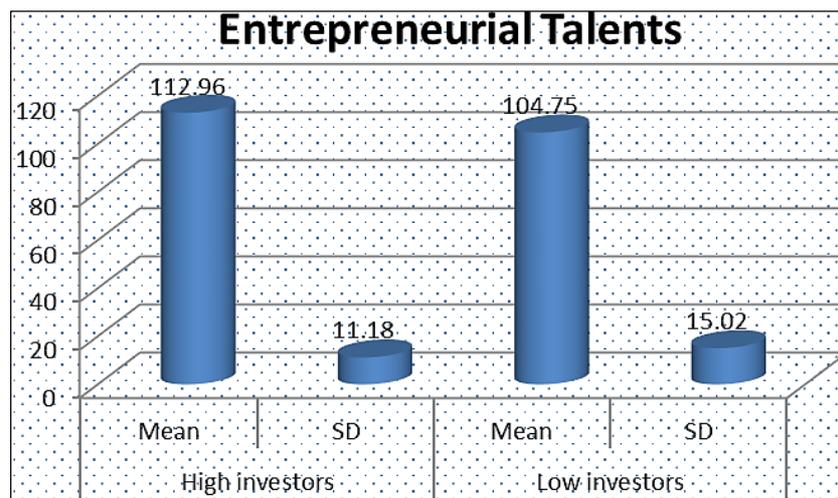
seen with extreme high level of entrepreneurial talents. Besides, the calculated results indicate that 0.00 (F=0.00) low investors were seen with high level of entrepreneurial talents. In consonance to same, it was reported that 0.00 (F=0.00) low investors were seen with above average level of entrepreneurial talents. The calculated results indicate that 10.00 (F=20.00) high investors were seen with average level of entrepreneurial talents. The perusal of the results reveal that 5.00 (F=10.00) low investors were seen with below average level of entrepreneurial talents. The obtained results indicate that 15.00% (F=30.00) low investors were seen with below average level of entrepreneurial talents. In addition to this, it was seen that 65.00% (F=130.00) low investors were seen with below low level of entrepreneurial talents. Further results indicate that 15.00% (F=30.00) low investors were seen with extremes low level of entrepreneurial talents.

**Table 1.2:** Showing the significant of mean difference between high and low investors on their entrepreneurial talents scale. (N=200 each)

Variable	High investors		Low investors		't' value
	Mean	SD	Mean	SD	
Entrepreneurial Talents	112.96	11.18	104.75	15.02	6.02@@

**Index**

- @@= significant at 0.01 level of confidence.



**Fig 1.2:** Showing the graphical illustration of mean difference between high and low investors on their level of entrepreneurial talents

**Index**

- HI= High investors.
- LI- Low investors.

The fleeting look on the above mentioned table (Please consult Table 1.2, Fig. 1.2) gives analysis about the mean significant difference between high and low investors on their of entrepreneurial talent. The obtained statistical results indicate the mean value of high investors was seen high (M=112.96) as compared to low investors (M=104.75). In pursuance to same, when the both group of respondents were collectively analysed with the help of independent 't' test, the 't' value came out to be 6.02, which is high then the table value at 0.1 level of confidence. Consequently, from the above reported results it can be inferred that high investors hold higher level of entrepreneurial talents as compared to low investors. The results depicts that the

impact of investment is significant on the level of entrepreneurial talents of the respondents. Indeed significant difference has been reported between high and low investor's o their level of entrepreneurial talents. In context to same, the status of the hypothesis is reported as under:

- **Hypothesis:** There will be no significant difference between high and low investors on their level of entrepreneurial talents.

----- Status: **Rejected**

In context of the above reported results significant difference has been found between high and low investors on their level of entrepreneurial talents. Keeping in view results of the study are supported by host of the researchers like; Amabile, T.M. (1988) [1], Andrew, D.P.S., & Kent, A. (2007) [2], Andrews, F. and Farris, G.F. (1972) [3], Appelbaum, S.H., and Kamal, R. (2000) [4], Argyris, C.

(1964) <sup>[5]</sup>, Arnold, T., Spell, S.C. (2006) <sup>[6]</sup>, Ashok, A. and Neaveeda, S. (2011) <sup>[7]</sup>, Atsanch, N., Ali R.M. (1999) <sup>[9]</sup> and Wang, H.M. and Feng, W.W. (2003) <sup>[24]</sup>.

### 1.7 Conclusion

As reported above the aim of this study was to explore the entrepreneurial talents of high and low investors. Keeping in view, it was found that high investors hold higher level of entrepreneurial talents as compared to low investors. The results depicts that the impact of investment is significant on the level of entrepreneurial talents of the respondents.

- **Competing interest:** The research declared that no potential if interest with respect to authorship, research and publication of this article.

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