

Analysis of Entrepreneurial Intention Among Part-Time MBA Students: A Study in Durgapur, West Bengal

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Over the years, entrepreneurship development has received serious attention in developing economies like that of our country India. This is because entrepreneurship can be considered as an instrument to promote economic development, create jobs, enrich the industry with innovative products & services, encourage idea generation, promote research activity-creativity and foster social development in backward or undeveloped regions of the nation. In order to truly contribute to entrepreneurial development, it is necessary for researchers and academicians to have a thorough understanding how student community, jobless youths, professionals, technocrats, and even service people could be encouraged or be led to take up the entrepreneurial pursuit. Taking this into consideration, the present study aims to analyze entrepreneurial intention among part time students pursuing MBA program with reference to Durgapur region in the State of West Bengal. The study also aims to have insights on the impact of various variables such as social encouragement, entrepreneurial capability and entrepreneurial competence on entrepreneurial intention.

Introduction

Paradigm shifts in the world-wide economies, technologies, and competitions in the business world had made entrepreneurial pursuits much more complicated and challenging. Authors like Tsai, et al., (2008) are of the opinion that new ventures were prone to shut downs due to the highly unstable environmental factors. In this challenging scenario, for the success of entrepreneurial pursuits, it has become important for researchers and academicians to have a thorough understanding how likely the student community, jobless youths, professionals, technocrats, and even service people could be encouraged or be led to take up the entrepreneurial path.

Rationale behind the study

Entrepreneurship and the education system of a nation are both critical for contributing to the socio-economic growth and development. The relevance of cognitive variables in understanding intention of individuals to take up entrepreneurial pursuits has been highlighted by authors like Baron (1998, 2004) and Shaver & Scott (1991). Of late, the importance of education for entrepreneurship has been acknowledged by academicians and researchers (Kuip and Verheul, 2003). Authors like Bell et al., (2004) have acknowledged the contribution of

schools of business and engineering institutions for their increasing and prominent roles in promoting entrepreneurial development in developed nations like the US. A similar view point had also been suggested by Roudaki, (2009). He suggested that the university education had an important role in career and business development after graduation.

Purpose of the Study: Taking insights from the study conducted by Bell et al., (2004), the present study aims to analyze entrepreneurial intention among part time students pursuing MBA program with reference to Durgapur region in the State of West Bengal.

Question may arise why the study had emphasized to collect the opinion of part time MBA students in Durgapur region of West Bengal. The reason is quite obvious in the sense, Durgapur being one of the leading hubs of industrial activity and infrastructural development had created immense opportunities for new venture and service development facilitating the growth of the industry and local community as a whole. From 2002 onwards, Durgapur has been witnessing radical changes, with rapid development in different segments like Industry, Real estates, IT, education etc (Wikipedia, 2012). As a result of this, the city had witnessed an influx of highly talented professionals who are working with reputed

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organizations or undergoing training and formal education in technical institutes and business schools in and around the city. Many of the working professionals are pursuing MBA as part-time learning arrangements with their respective institutions and universities for enriching their professional engagements or commitments in their organizations. Entrepreneurship, itself being an alluring career option could always be a choice for bringing in glamour, wealth, independence, accelerating individual growth for these professionals. Hence it has become essential for us to analyze and assess the entrepreneurial intention of these part time MBA students by studying their perceptions on various factors contributing to their entrepreneurial intention.

The study would be restricted by analysing the impact of the variables "Social Encouragement", "Entrepreneurial Competence" & "Entrepreneurial Capability" on entrepreneurial intention of part time MBA students in Durgapur.

Objectives of the Study

- To have an insight on analyzing the factors (like those of Social Encouragement, Entrepreneurial Competence, Entrepreneurial Capability and Family Background) affecting the entrepreneurial intentions of part time MBA students in Durgapur, West Bengal.
- To identify whether part time MBA students are interested to take up entrepreneurship as a career option as compared to other professions
- To have an insight of the perception of part time MBA students on entrepreneurship
- To have an insight of the entrepreneurial traits of part time MBA students
- To study the interrelationship between entrepreneurial intention and entrepreneurial traits of part time MBA students

Review of Literature

Fishbein and Ajzen (1975) in a study had described intention as an important predictor of planned human behavior, especially where we know that the behavior could be difficult to observe, or might involve unpredictable actions or reactions from the part of the individual. According to authors like Ajzen (1991) and Krueger (1993), entrepreneurial intentions be identified as one of the most important predictors of individual behavior leading or motivating them to start a new firm. Kreuger et al (2000) had suggested that, entrepreneurial activity can be predicted more effectively by analyzing the entrepreneurial intention of the individual rather than simply analyzing the impact of various behavioral perspectives namely, the personality traits, attitude, demographic attributes, and situational variables. Krueger & Carsrud (1993) had suggested that the entrepreneurial intention based theory presents insights regarding how exogenous factors like demographics, entrepreneurial traits, influence of the environment might affect entrepreneurial attitudes, intentions, and behavior of individuals willing to take up entrepreneurship.

Such assertions could be further supported by the research findings of Carr & Sequeira (2007). In this study it was found that family business has an important influence on entrepreneurial intentions. Aldrich & Cliff, (2003) were of the opinion that, family characteristics had implications on the emergence of new ventures, facilitated opportunity identification, take start up decisions and resource mobilizations for new venture establishment.

Entrepreneurial intention can be described as the condition which facilitates an individual's wish to create a new venture or infuse a new insight, paradigm change and value creation in an existing venture (Aghazamani, A., Roozikhah, E., 2010). Previously, authors like Autio et al. (1997) had conducted a research on the robustness of entrepreneurial intention in various cultural contexts. This study revealed that encouragement from the environment of the institute and the university

affects the entrepreneurial conviction of students as budding entrepreneurs. In another study, Backes-Gellner and Werner (2007) had suggested a similar role of education for entrepreneurship development. It is worth mentioning that, Souitaris et al (2007) in a similar study had made an attempt to investigate the relationship between entrepreneurship education and students' entrepreneurial attitudes and intentions. Wilson et al (2004) had conducted a study to investigate the impact of the differences in entrepreneurial intentions and attitudes among students belonging to different cultures and ethnicities.

Literature on entrepreneurship education suggests that, the former can enhance a student's self-efficacy (Bandura 1986; Wilson et al 2007). Noel (1998) in another study had analyzed that entrepreneurship education is strongly related to entrepreneurial intention. Dyer Jr. (1994) had suggested that, entrepreneurship education can enhance the interest level of students for taking up entrepreneurship as a career option. Franke & Luthje, (2004) in a study had found that lack of entrepreneurial education contributes to low levels of entrepreneurial intentions among students. In another study, Krueger and Brazeal (1994) had suggested that education in entrepreneurship can improve the perceived feasibility for entrepreneurial pursuits by enhancing the knowledge domain, infusing confidence and self-efficacy among students.

Authors like Carland et al.(1988) had analyzed the impact of various entrepreneurial traits on entrepreneurial intention. Carland et al (1988) in their research had also suggested profit and growth are one of the most fundamental motives that contribute towards the creativity and innovativeness of the entrepreneurs. Studies conducted by Shepherd and DeTienne (2005) had shown the relationship between entrepreneurial know-hows and identification of entrepreneurial opportunities. Birley and Westhead (1994) had shown that entrepreneurial pursuits are supported by a wide range of motivational factors, like wealth, desire for personal development and the need for approval and self-esteem.

Hypothesis

On the basis of above literature the following hypothesis were developed for the study:

H1: Entrepreneurial Intention of the respondents is influenced by Entrepreneurial Traits

H2: Entrepreneurial Intention of the respondents is influenced by Social Encouragement

H3: Entrepreneurial Intention of the respondents is influenced by Entrepreneurial Competence

H4: Entrepreneurial Intention of the respondents is influenced by Entrepreneurial Capability

H5: Entrepreneurial Intention of the respondents is influenced by their family background

Research Methodology

Population

The population represents about 500 part time MBA students studying in and around the city of Durgapur, West Bengal.

Sample Size

60 part time MBA students studying in and around the city of Durgapur were identified as respondents.

Sampling Method

Response was collected by using convenience sampling method. The respondents were personally contacted by the researcher at one of their semester examination centers and the response was collected by instrumenting a questionnaire and conducting personal interview with the candidates after their examination.

Data Sources

Primary data was collected by instrumentation of a questionnaire. Secondary data were collected from various journals, books and internet resources.

Measures & Description of the Instrument

The first section of the questionnaire is meant to analyze respondent opinion on the "choice of Entrepreneurship as a career option as compared to other professions". These were measured at a five point Likert type scale ranging from "Least attraction", "Low Attraction", "Moderate Attraction", "High Attraction" and "Highest Attraction".

The second section is meant to analyze entrepreneurial intentions (based on five items such as, attractiveness of entrepreneurship as a career, satisfaction with entrepreneurial pursuits, entrepreneurship as an advantage, preference of entrepreneurship as the only career option among others and intention to start a firm when given the availability of the right opportunity & resources) of the respondents were measured at five point Likert type scale ranging from "Totally Disagree" to "Totally Agree".

Social encouragement is based on 3 items in the instrument namely, "Recognition from Family", "Recognition from Friends" and "Recognition from Colleagues". Entrepreneurial Competence is based on the 10 entrepreneurial traits namely, risk taking behavior, planning and execution skill, proactive

nature, leadership coping stress, methodical nature, experimentation, assertiveness, creativity and goal orientation. Entrepreneurial Capability is based on items namely, "Capability to start a firm", "Capability manage a viable firm", "Capability to control the creation process of a new firm", "Knowledge of practical details of a new venture" and "Capability to succeed". The opinion of the respondents on the above items was collected on the basis of five point Likert type scale ranging from "Totally Disagree" to "Totally Agree".

The last section of the questionnaire highlights the opinion regarding age, work experience, gender and family background of the respondents.

Data Analysis

It is evident from Table 1A that, 70% of the respondents were male and 30% were female. Out of the male respondents, majority (42.9%) were belonging to the 26-30 yrs age category, followed by 40.5% representing the 2-25yrs are group. In case of the female respondents, there was equal representation from the 20-25 yrs and 26-30 yrs age category.

Table 1A: Gender and Age Crosstabulation

			Age				Total
			20-25yrs	26-30yrs	31-35yrs	>36yrs	
Gender	Male	Count	17	18	4	3	42
		% within Gender	40.5%	42.9%	9.5%	7.1%	100.0%
		% within Age	68.0%	69.2%	66.7%	100.0%	70.0%
		% of Total	28.3%	30.0%	6.7%	5.0%	70.0%
	Female	Count	8	8	2	0	18
		% within Gender	44.4%	44.4%	11.1%	.0%	100.0%
		% within Age	32.0%	30.8%	33.3%	.0%	30.0%
		% of Total	13.3%	13.3%	3.3%	.0%	30.0%
Total		Count	25	26	6	3	60
		% within Gender	41.7%	43.3%	10.0%	5.0%	100.0%
		% within Age	100.0%	100.0%	100.0%	100.0%	100.0%
		% of Total	41.7%	43.3%	10.0%	5.0%	100.0%

Table 1B: Gender and Work Experience Crosstabulation

			Work Experiene					Total
			0-1yrs	1-2yrs	2-3yrs	3-5yrs	>5yrs	
Gender	Male	Count	9	20	4	2	7	42
		% within Gender	21.4%	47.6%	9.5%	4.8%	16.7%	100.0%
		% within Work Experience	64.3%	74.1%	57.1%	100.0%	70.0%	70.0%
		% of Total	15.0%	33.3%	6.7%	3.3%	11.7%	70.0%
	Female	Count	5	7	3	0	3	18
		% within Gender	27.8%	38.9%	16.7%	.0%	16.7%	100.0%
		% within Work Experience	35.7%	25.9%	42.9%	.0%	30.0%	30.0%
		% of Total	8.3%	11.7%	5.0%	.0%	5.0%	30.0%
Total	Count	14	27	7	2	10	60	
	% within Gender	23.3%	45.0%	11.7%	3.3%	16.7%	100.0%	
	% within Work Experience	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	
	% of Total	23.3%	45.0%	11.7%	3.3%	16.7%	100.0%	

As per Table 1B, it is clear that, out of the male respondents, majority (47.6%) were having 1-2yrs work experience followed by 21.4% having 0-1yrs work experience. In case of the female respondents, 38.9 % were belonging to the 1-2yrs work experience category, followed by 27.8% representing the 0-1yrs experience group.

Hence considering Tables 1A and 1B, it can be said that the most of part time MBA were young and had comparatively less work experience.

Choice of Entrepreneurship as a career option as compared to other professions

Table 2 reveals that, majority of the respondents had favored entrepreneurship (Mean 3.53) as a career

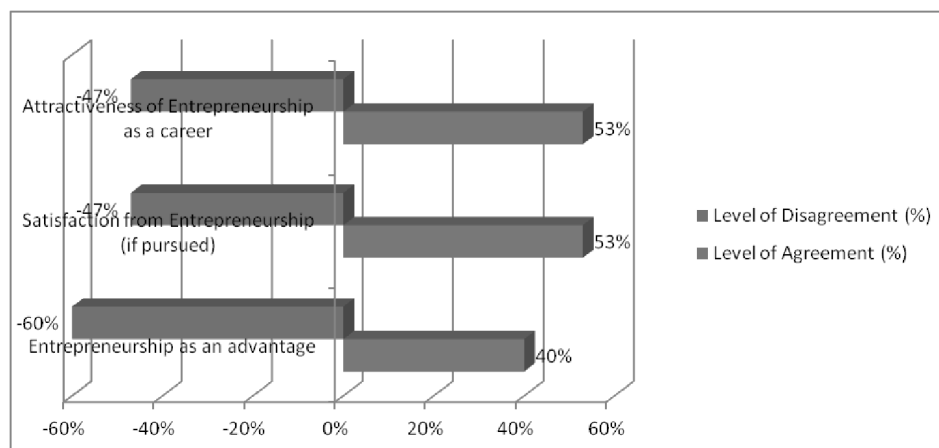
option followed by "salaried profession" claiming the second highest preference (Mean: 3.35) among the respondents. Liberal professions like those of consultancy, part time associations etc claimed the third preference with a mean of 3.27. Taking up social work and others as a profession had the least preference (with a mean score of 2.9).

Respondents perception on Entrepreneurship

Figure 1 reveals that, 53% of the respondents had agreed that they would have been satisfied with entrepreneurial pursuits (if opted/taken) as well as by the attractiveness of entrepreneurship as a career. The same opinion stands for their viewpoint regarding attractiveness of entrepreneurship as

Table 2: Choice of Entrepreneurship as a career option as compared to other professions

		Salaried Profession	Entrepreneurship as career	Liberal Profession	Social work & others as a Profession
N	Valid	60	60	60	60
	Missing	0	0	0	0
Mean		3.35	3.53	3.27	2.90
Std. Deviation		0.273	0.165	1.071	0.349

Figure 1: Respondent perception on entrepreneurship

a career option. Regarding “entrepreneurship as an advantage” 60% of the respondents disagreed showing that perhaps they were not fully convinced of utilizing an entrepreneurial pursuit as an advantage in their professional life.

Table 3 reveals that, taking up entrepreneurship as a career option had significant correlation [Pearson Correlation: 0.391, Sig. (2-tailed): .002] with “recognition from family”. When entrepreneurship as a career option was correlated with other variables such as recognition from colleagues [Pearson Correlation: 0.246, Sig. (2-tailed): .058] and recognition from friends [Pearson Correlation: 0.206, Sig. (2-tailed): .114], it was found that, entrepreneurship

as a career option had no significant correlations with such variables.

Hence, it can be said, that, there could be an influence of the family for seeking an entrepreneurial pursuit. On the other hand, influence of friends and colleagues had no significant contribution for seeking an entrepreneurial pursuit.

Respondent perceptions on their entrepreneurial traits

Out of the ten entrepreneurial traits presented to the respondents in the questionnaire, 60% of the respondents agreed (Figure 2) that they had

Table 3: Correlations b/w Entrepreneurship as career option & Recognition from family

		Entrepreneurship as career option	Recognition from family
Entrepreneurship as career option	Pearson Correlation	1	.391**
	Sig. (2-tailed)		.002
	N	60	60
Recognition from family	Pearson Correlation	.391**	1
	Sig. (2-tailed)	.002	
	N	60	60

** . Correlation is significant at the 0.01 level (2-tailed).

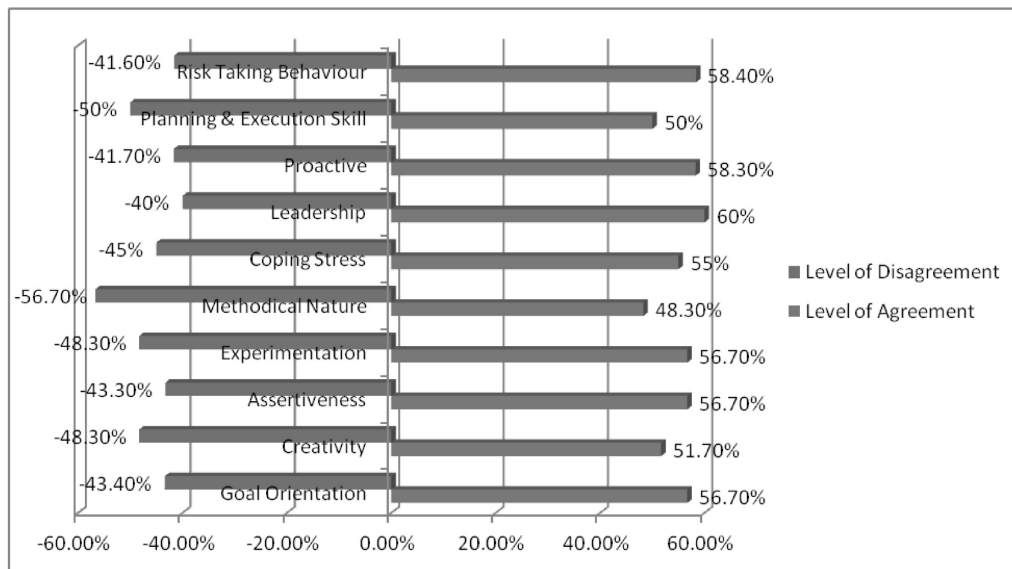
leadership traits. This was followed by 58.4% agreeing upon presence of “risk taking behavior”, 58.3% upon “Proactive”, followed by 56.7% agreeing upon “experimentation”, “Assertiveness”, “Goal Orientation”. “Methodical Nature” was voted least with 48.3% agreeing that they were methodical.

Entrepreneurial intention of the respondents were computed by considering their opinions on items “Entrepreneurship as an advantage”,

“Entrepreneurship as a career option”, “Motive of starting a firm”, “Perceived satisfaction from Entrepreneurship (if pursued)”, “Entrepreneurship as the only career choice”.

When entrepreneurial intention of the respondents was correlated with their entrepreneurial traits (Tables 4A), it is found that, respondent “Entrepreneurial Intention” had correlation with the entrepreneurial traits namely, proactiveness, leadership, experimentation and creativity.

Figure 2: Respondent perceptions on their entrepreneurial traits



Entrepreneurial Intention and Entrepreneurial traits of the respondents

Table 4A: Entrepreneurial Intention & Entrepreneurial Trait Correlation Matrix

Items		Entrepreneurial Intention	Risk taking Behavior	Proactiveness	Leadership	Experimentation	Creativity
Entrepreneurial Intention	Pearson Correlation	1	.190	.297*	.428**	.391***	.479****
	Sig. (2-tailed)		.145	.021	.001	.002	.000
	N	60	60	60	60	60	60

*Correlation is significant at 0.05 significance level (2-tailed)
 **Correlation is significant at 0.01 significance level (2-tailed)
 ***Correlation is significant at 0.01 significance level (2-tailed)
 ****Correlation is significant at 0.01 significance level (2-tailed)

Table 4B reveals that, respondent entrepreneurial intention has significant correlations (2-tailed) with entrepreneurial traits such as "Methodical", "Assertiveness", "Planning & execution" and "Goal Orientation".

Table 5A represent the total variance (factor analysis) considering the variables Entrepreneurial Intention, Risk taking Behavior, Proactiveness, Leadership, Experimentation, and Creativity based on "Principal Component Analysis" and computation of initial Eigen values and extraction sums of "Squared Loadings". As revealed in Table 5B, depicting the component matrix, it can be said that among the five variables considered for the analysis, leadership (.824), followed by proactiveness (.758) and

experimentation (.743) plays the most important role for entrepreneurial intention.

Table 5B: Component Matrix^a

	Component
	1
Entrepreneurial Intention	.626
Risk taking Behavior	.676
Proactiveness	.758
Leadership	.824
Experimentation	.743
Creativity	.678

Extraction Method: Principal Component Analysis.
a. 1 components extracted.

Table 4B: Entrepreneurial Intention & Entrepreneurial Trait Correlation Matrix

Items		Entrepreneurial Intention	Risk taking Behavior	Proactiveness	Leadership	Experimentation	Creativity
Entrepreneurial Intention	Pearson Correlation	1	.444*	.351**	.248	.263***	.512****
	Sig. (2-tailed)		.000	.006	.056	.042	.000
	N	60	60	60	60	60	60

*Correlation is significant at 0.01 significance level (2-tailed)

**Correlation is significant at 0.01 significance level (2-tailed)

***Correlation is significant at 0.05 significance level (2-tailed)

****Correlation is significant at 0.01 significance level (2-tailed)

Table 5A: Total Variance Explained

Component	Initial Eigen values			Extraction Sums of Squared Loadings		
	Total	% of Variance	Cumulative %	Total	% of Variance	Cumulative %
Entrepreneurial Intention	3.114	51.902	51.902	3.114	51.902	51.902
Risk taking Behavior	.943	15.714	67.616			
Proactiveness	.610	10.166	77.782			
Leadership	.544	9.072	86.854			
Experimentation	.467	7.776	94.630			
Creativity	.322	5.370	100.000			

Extraction Method: Principal Component Analysis.

Table 6A: Total Variance Explained

Component	Initial Eigen values			Extraction Sums of Squared Loadings		
	Total	% of Variance	Cumulative %	Total	% of Variance	Cumulative %
Entrepreneurial Intention	3.190	53.159	53.159	3.190	53.159	53.159
Assertiveness	.865	14.411	67.570			
Methodical	.667	11.114	78.684			
Coping Stress	.526	8.769	87.453			
Planning & Execution	.406	6.767	94.220			
Goal Orientation	.347	5.780	100.000			

Extraction Method: Principal Component Analysis.

Similarly, Table 6A, represent the total variance (factor analysis) considering the variables Entrepreneurial Intention, Assertiveness, Methodical, Coping Stress, Planning & Execution and Goal Orientation and computation of initial Eigenvalues and extraction sums of "Squared Loadings".

From Table 6B, depicting the component matrix, it can be said that, among the five variables considered for the analysis, assertiveness (.827), methodical (.784) and goal orientation (.745) plays the most important role for entrepreneurial intention.

Table 6B: Component Matrix^a

	Component
	1
Entrepreneurial Intention	.628
Assertiveness	.827
Methodical	.784
Coping Stress	.716
Planning & Execute	.656
Goal Orientation	.745

Extraction Method: Principal Component Analysis.
a. 1 components extracted.

Thus combining the interpretations of Table 5B & 6B, we can infer that, assertiveness (.827), and leadership (.824) could be identified the most important entrepreneurial traits for entrepreneurial intention.

Interrelationship between Entrepreneurial Intention, Social Encouragement, Entrepreneurial Competence & Entrepreneurial Capability

Social Encouragement component (variable) of the respondents was computed by considering their combined opinions on 3 items in the instrument "Recognition from Family", "Recognition from Friends" and "Recognition from Colleagues". Similarly, Entrepreneurial Competence was computed as the opinion of the respondents on the 10 entrepreneurial traits discussed above. Entrepreneurial Capability was computed by considering the combined opinion of the respondents on items namely, "Capability to start a firm", "Capability manage a viable firm", "Capability to control the creation process of a new firm", "Knowledge of practical details of a new venture" and "Capability to succeed".

Table 7 depicts the correlation matrix of Entrepreneurial Intention, Social Encouragement, Entrepreneurial Competence and Entrepreneurial Capability. It is clear from this table that, Entrepreneurial Intention is having significant correlation (1-tailed) with the other three items namely, Social Encouragement, Entrepreneurial Competence and Entrepreneurial Capability. Social Encouragement is having significant correlation with entrepreneurial capability (apart

Table 7: Correlation Matrix of Entrepreneurial Intention, Social Encouragement, Entrepreneurial Competence and Entrepreneurial Capability

		Entrepreneurial Intention	Social Encouragement	Entrepreneurial Competence	Entrepreneurial Capability
Correlation	Entrepreneurial Intention	1.000	.452	.504	.751
	Social Encouragement	.452	1.000	.198	.419
	Entrepreneurial Competence	.504	.198	1.000	.621
	Entrepreneurial Capability	.751	.419	.621	1.000
Sig. (1-tailed)	Entrepreneurial Intention		.000	.000	.000
	Social Encouragement	.000		.065	.000
	Entrepreneurial Competence	.000	.065		.000
	Entrepreneurial Capability	.000	.000	.000	

from entrepreneurial intention). Entrepreneurial competence is significantly correlated with entrepreneurial capability.

In order to understand the interrelationship of the above mentioned variables, factor analysis was done. Table 8A reveals the results of Kaiser-Meyer-Olkin and Bartlett’s Test. The results depict approximate Chi-Square coefficient (Bartlett’s Test of Sphericity) of 89.889 (df: 6, Significance: .000) and Kaiser-Meyer-Olkin Measure of Sampling Adequacy measure of .720.

Table 8A: KMO and Bartlett’s Test

Kaiser-Meyer-Olkin Measure of Sampling Adequacy.		.720
Bartlett’s Test of Sphericity	Approx. Chi-Square	89.889
	Df	6
	Sig.	.000

Tables 8B, 8C, and 8D respectively depict the computation of communalities (extraction method: Principal Component Analysis), total variance (by computation of initial Eigen values & extraction sums of squared loadings) and the component matrix.

Table 8B: Communalities

	Initial	Extraction
Entrepreneurial Intention	1.000	.770
Social Encouragement	1.000	.371
Entrepreneurial Competence	1.000	.551
Entrepreneurial Capability	1.000	.823

Extraction Method: Principal Component Analysis.

Table 8C: Total Variance Explained

Component	Initial Eigen values			Extraction Sums of Squared Loadings		
	Total	% of Variance	Cumulative %	Total	% of Variance	Cumulative %
1	2.516	62.912	62.912	2.516	62.912	62.912
2	.820	20.488	83.400			
3	.435	10.863	94.263			
4	.229	5.737	100.000			

Extraction Method: Principal Component Analysis.

Table 8D: Component Matrix^a

	Component
	1
Entrepreneurial Intention	.878
Social Encouragement	.609
Entrepreneurial Competence	.743
Entrepreneurial Capability	.907

Extraction Method: Principal Component Analysis.

a. 1 components extracted.

It is evident from Table 8D that, out of all the factors, "Entrepreneurial Capability" (.907) is most important for entrepreneurial pursuits, followed by "Entrepreneurial Intention" (.878). Entrepreneurial Competence (.743) and Social Encouragement (.609) had comparatively lesser impacts as compared to entrepreneurial capability and entrepreneurial intention.

Interrelationship between Entrepreneurial Intention and Family background

Table 9A & 9B depict the interrelationship between "Entrepreneurial Intention" of the respondents and their family background.

Table 9A: Interrelationship between Entrepreneurial Intention and Family background (Descriptive Statistics)

	Mean	Std. Deviation	N
Entrepreneurial Intention	3.45	.798	60
Family Background	1.45	.699	60

Table 9B: Correlations between Entrepreneurial Intention and Family background

		Entrepreneurial Intention	Family Background
Entrepreneurial Intention	Pearson Correlation	1	-.096
	Sig. (1-tailed)		.234
	N	60	60

It is evident from Table 9A & 9B that entrepreneurial intention does not have correlation with the family background of the respondents.

Scope of further research

As the study is conducted considering only ten entrepreneurial competencies/traits, there could be scope for studies on a wide spectrum of other behavioral and personality traits in order to examine the relationship of such variables and entrepreneurial intentions.

Conclusion

The above analysis and the scores presented above have a clear indication that part time MBA students in Durgapur are having moderate intentions to seek entrepreneurial pursuits in future. It is evident from above; the results have supported most of our a priori hypotheses. The findings suggest that there is no significant relationship between the family background of the respondents and their intentions to become entrepreneur. Entrepreneurship as a career has attracted more importance as compared to conventional salaried professions. The study had indicated that recognition from family is considered as an important factor behind entrepreneurial intention. Among various entrepreneurial competencies, assertiveness and leadership were considered the most important entrepreneurial traits contributing to the entrepreneurial intention of the respondents. Entrepreneurial capability and entrepreneurial competence had greater influence on the respondents to seek entrepreneurial pursuits as compared to social encouragement.

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