

**ROLE OF ENTREPRENEURSHIP DEVELOPMENT ON POVERTY
REDUCTION IN RURAL AREAS OF BANGLADESH: STUDY BASED ON
CUMILLA DISTRICT**

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CERTIFICATE

This is to certify that the thesis entitled, **“ROLE OF ENTREPRENEURSHIP DEVELOPMENT ON POVERTY REDUCTION IN RURAL AREAS OF BANGLADESH: STUDY BASED ON CUMILLA DISTRICT”** submitted to the Faculty of Agribusiness Management, Sher-e-Bangla Agricultural University, Dhaka in partial fulfilment of the requirements for the degree of **Master of Science (MS) in Agribusiness and Marketing**, embodies the result of a piece of bona-fide research work conducted by **MD. MOHI UDDIN RASAL**, **Registration no. 11-04582** under my supervision and guidance. No part of this thesis has been submitted for any other degree or diploma.

I further certify that any help or source of information, received during the course of this study has been dully acknowledgement by him.

Dated: December, 2018

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ABBREVIATION AND ACRONYMS

SDG	Sustainable Development Goal
CSR	Corporate Social Responsibility
PC	Personal Computer
SPSS	Statistical Package for the Social Sciences
NGO	Non-Government Organization
MEDEP	Micro-Enterprise Development Programme
ESEA	East and South East Asia
SME	Small and Medium Enterprises
HIES	Household Income and Expenditure Survey
MDG	Millennium Development Goals
GDP	Gross Domestic Product
SSC	Secondary School Certificate
HSC	Higher Secondary Certificate

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ABSTRACT

Entrepreneurship is considered as an alternative way to tackle some of the socio economic problems that bedeviled some countries presently, especially problem of high unemployment and poverty. Entrepreneurship development is the process of enhancing entrepreneurial skills and knowledge through structured training and institutional building programs focused on individuals who wish to start or expand a business. One of the major challenges facing developing and underdeveloped countries of the world is poverty. It has been so endemic as a result of the high rate of unemployment that has become the major characteristic of the developing and underdeveloped countries of the world. The study focused on the role of entrepreneurship development on poverty alleviation in Cumilla district. A sample of 50 respondents was selected randomly from the selected area of Cumilla district. Multiple regression analysis was used as the statistical procedure to analyze the data. All the seven variables jointly explained 89.0% of the variation in explaining entrepreneurs total income ($R^2=0.890$, and adj. $R^2=0.872$). The results supported four hypotheses, which confirmed that entrepreneurship development has positive relationship with total income. However, three hypotheses were rejected on the relationship between entrepreneurship development and total income, suggesting that entrepreneurship development does not improve the respondent's total income. The unique finding of the study is that, entrepreneurial experience is the underlying factor for the increase of total income. To enable generalization of this finding, further study is recommended in other districts. Keywords: Entrepreneurship Development, Poverty Alleviation.

CHAPTER I

INTRODUCTION

1.1 Background of the study:

More than a billion people, live in extreme poverty. Both scholars and policymakers have proposed that entrepreneurship is an effective means for economic development and poverty alleviation in impoverished and lower income regions of the world (Mead and Liedholm, 1998). Entrepreneurship development is considered as a way to tackle some of the socio economic problems that bedeviled some countries presently, especially problem of high poverty and unemployment (Abubakar, 2012). Entrepreneurship is believed to be an important mechanism of economic growth and development. Their role is to promote prosperity by creating new jobs, reducing unemployment and increase economic growth and development of a region. They also increase productivity by bringing new innovation and speed up structural changes by forcing existing business to reform and increase competition the role of entrepreneurship is to promote prosperity by establishing new jobs, decreasing the level of unemployment and increase economic growth and development of a region (Kareem, 2015). They also increase productivity by introducing new innovation and speed up structural changes by forcing existing business to reform and increase competition (Baron, 2007). Entrepreneurship development contributes to poverty alleviation when it creates employment through the startup of new entrepreneurship or the expansion of existing ones and they increases social wealth by creating new markets, new industries, new technology, new institutional forms, new jobs and net increases in real productivity, increases income which culminates in higher standards of living for the population (Simon, 2005) then it is logically to state that if the number of entrepreneurs of any given country increase, the poverty indicators will decrease and vice versa. The best remedy for poverty alleviation in any country of the world lies in encouraging more on business activity and startup the new ventures through entrepreneurship development (Alan, 2006). Moreover, entrepreneurship provides a basis for economic change through new knowledge creation and application. Entrepreneurship provides a new approach for fighting poverty and stimulating economic growth in developing countries. One line of thinking about poverty reduction has developed around the idea of entrepreneurial activities in the form of new venture formation, innovation and high-growth firms.

1.2 Statement of the problem:

One of the major challenges facing developing and underdeveloped countries of the world is poverty. It has been so endemic as a result of the high rate of unemployment that has become the major characteristic of the developing and underdeveloped countries of the world (Adofu and Ocheja 2013). This research state that the problem in the selected area are mainly unemployment, poor health, low level of education, poverty etc. Poverty still remains the major obstacle to the success of the struggle for the optimum utilization of human resources for both social and economic development of any nations. Entrepreneurship is an effective means for economic development and poverty alleviation in impoverished and lower income regions of the world. Poor people lack the capacity to meaningfully participate in the economy, either as producers of goods and services or as suppliers of labor. There is a close relationship between employment performance and poverty prevalence: poverty rates have remained roughly constant in the same manner as the recorded unemployment. The goal of addressing poverty might remain elusive unless much emphasis is laid down on the development of entrepreneurial skill (Akpomi, 2009). Poverty has negative implications in people's lives and its devastating and humiliating effect on human and national development cannot be underestimated. For instance poverty has been associated with poor health, low level of education or skills and high rates of disruptive or disorderly behavior among others. Unemployment and high poverty level poses even greater threat to its development, security and peaceful co-existence. It is argued that the depth and extent of global poverty would be far greater without the activities of entrepreneurs who have created jobs and wealth (Singer, 2014). This clearly signifies that entrepreneurship business can be a good tool in fighting poverty. When a business is created in a community, it creates local jobs, helps keep money circulating in the community, and often pulls in money from other communities.

1.3 Research Questions:

The major research questions for the study was:

- What are the role of entrepreneurship development on poverty reduction?
- What are the factors that help in entrepreneurship development in rural areas?
- What are the barriers that negatively affect entrepreneurship?

With regards to the previously mentioned questions, the researcher embraced a study entitled “Role of Entrepreneurship development on poverty reduction in rural areas of Bangladesh: study based on Cumilla district”.

1.4 Objectives of the study:

- I. To identify the socio-demographic profile of the entrepreneurs in Cumilla district,
- II. To assess the role of entrepreneurship development on poverty reduction in the study area ,
- III. To identify the factors that helps in entrepreneurship development in the study area,
- IV. To identify the barriers faced by entrepreneurs in rural areas and to recommend some policies to reduce the hindrances and to pave the way of their success.

1.5 Rationale of the study:

Poverty is one of major the problems of the people are facing particularly in the Cumilla district. Poverty may arise from low productivity of the households and they face financial constraints and lack of other incentives of entrepreneurship. The best cure for poverty alleviation in Cumilla region lies in encouraging more on business activity and startup the new ventures through entrepreneurship development.

Entrepreneurship development contributes to poverty alleviation when it creates employment through the startup of new entrepreneurship or the expansion of existing ones and they increases social wealth by creating new markets, new industries, new technology, new institutional forms, new jobs and net increases in real productivity, increases income which culminates in higher standards of living for the population (Simon, 2005) then it is logically to state that if the number of entrepreneurs of any given country increase, the poverty indicators will decrease and vice versa. Moreover, entrepreneurship provides a basis for economic change through new knowledge creation and application. On the other hand, development and growth require shifts from low to high productivity, the creation and adoption of new goods and services, new skills and new knowledge. The creation of successful new ventures locally also helps to generate poultry and fisheries farmers’ growth and reduce the reliance on the mercurial character of foreign direct investment. However,

entrepreneurship consistent source of income earnings not only to the entrepreneur and labor but also other factor inputs and given the long-term focuses and the growth potential of entrepreneurial activities.

Entrepreneurship plays a very important role in enhancing a country's economic growth. Entrepreneurs build businesses, it affects every part of the economy. In Cumilla district there are lots of potential fisheries and poultry farmers. The poultry and fisheries farmers contribute to economic growth of our country. However, lots of problem are faced by the entrepreneurs in running their respective businesses in Cumilla region The level of poverty and unemployment may reduce to large extent by involving poultry and fisheries business.

1.6 Limitation of the study:

Since the study is an empirical one based on field-work through the interviews of respondents of Barura Upazila of Cumilla district in Bangladesh, it has some obvious limitations. These are as follows:

- Present study enclosed role of entrepreneurship capacity on poverty reduction in Barura Upazila of Cumilla district. A large number of respondents outside the place were out of the purview of the present study. This may not reflect the total picture of Bangladesh relating to the study.
- Gathering information from some of the respondents was sometimes very difficult and extremely time consuming. They did not give enough time to the interviewers.
- Further, it was also found that some respondents have a tendency to disclose lower income and higher expenses. They think that this would help them to get more credit. This is considered to be a limitation to the research study.
- Contacting people to collect information was a very challenging task because of their involvement in household works, family maintenance also with gardening or other income generating activities.
- In view of time and resource constraints, conducting a comprehensive study in full depth and width has not been possible.
- Survey was conducted with a relatively smaller sample size which might limit the generalizability of the findings

CHAPTER II

REVIEW OF LITERATURE

The main purpose of this chapter is to review the past research works that are pertinent of this study. Firstly the chapter focuses on theoretical perspectives under which major concepts are defined and discussed. Where entrepreneurial activities as those which generate income for the households or saves household expenditure for the acquisition of the goods from the market. This includes employment in the agricultural and non-agricultural labor market, but also unpaid work for the household in crop cultivation, homestead gardening, livestock and poultry raising, fishing, cottage industry, transport operation, construction, business, and personal services. It focuses on findings from previous studies with regard to Entrepreneurship and its role on Poverty reduction in some rural areas of Bangladesh.

2.1 What is poverty

The word poverty comes from old French *poverté* (Modern French: *pauvreté*), from Latin *pauper* as from *pauper* (poor) (Walter, 2005). There are several definitions of poverty depending on the context of the situation it is placed in. According to United nation, fundamentally, poverty is the inability of having choices and opportunities, a violation of human dignity. It means lack of basic capacity to participate effectively in society. It means not having enough to feed and clothe a family, not having a school or clinic to go to; not having the land on which to grow one's food or a job to earn one's living, not having access to credit (Gordon, 2005). According to World Bank, Poverty is pronounced deprivation in well-being, and comprises many dimensions. It includes low incomes and the inability to acquire the basic goods and services necessary for survival with dignity. Weiser (2011), citing the World Bank (2011) defined poverty as pronounced deprivation in wellbeing and comprises many dimensions. It includes low income and inability to acquire the basic goods and services necessary for survival with dignity. Poverty also encompasses low levels of health and education, poor access to clean water and sanitation, inadequate physical security, lack of voice and insufficient capacity and opportunity to better one's life.

Of all the definitions of poverty reviewed here the World Bank (2011) is the most appealing for a number of reasons. Firstly, it captures adequately the multi-dimensional nature of poverty. Secondly, it highlights consequences of poverty, with

most being amenable to measurement. Finally, it stresses lack of income as the underlying factor of poverty. While the various dimensions of poverty may reinforce one another, income poverty appears to be at the root of most dimensions of poverty. It is in the light of this that Micro and Small Business Entrepreneurship require attention particularly in terms of its income-generating capacity. It is also for the same reason that this study focuses on income poverty.

Poverty alleviation can be referred to as sustained development. Since development is not seen as a cluster of benefits, which a needy country simply acquires, but as an indigenous process that should rely primarily on the strength and resources of the society concerned, (Thirlwall, 1999). The aim of any poverty alleviation of any government is to achieve lasting improvements in the quality of life and not just short-term improvement that disappear at the end of the project cycle (Adofu and Ocheja 2013). Poverty alleviation is therefore aimed at maintaining the natural resource base through a process that adapts properly to the natural environment by making appropriate improvement in the social values of the people, (Paul, 2007). According to Okpoko and Ezeadichie, (2003), Adofu and Ocheja (2013) Poverty alleviation refers to sustained improvements in the living conditions of a particular group of people. They posit that poverty alleviation as a concept is closely related to development, which they described as chance process characterized by increased productivity, equalization in the distribution of social products and emergence of indigenous institutions whose relations with the outside world are characterized by equity rather than by dependence or subordination.

2.2 Poverty Situation in Bangladesh

Poverty alleviation is considered to be one of the most important indicators of the socio-economic development of a state and society. Bangladesh has achieved remarkable development in poverty alleviation during the last few decades as a result of the combined efforts of both the Government and non-government sectors. According to the 'Millennium Development Goals: End-period Stocktaking and Final Evaluations Report' the incidence of poverty has declined 1.74 percentage points on an average in Bangladesh during 2000-2010 against the MDGs target of 1.20 percentage points.

However, the incidence of income poverty (measured by CBN considering the upper poverty line) declined nearly 7 percent (from 31.5 percent to 24.3 percent) over the

period in 2010 - 2016. During this period, the compound poverty declined 4.23 percent annually. On the other hand, the rate of income poverty declined from 40.0 percent to 31.5 percent from 2005 to 2010. At that time, compound poverty got reduced by 4.67 percent each year. Therefore, it is evident that though poverty is decreasing gradually, the pace of reduction rate declined during the period of 2010-2016 compared to the period of 2005-2010. In urban areas poverty reduction rate is higher (4.68 %) than rural areas (1.97%). During 2010 to 2016, the reduction rate of the depth of poverty (measured by poverty gap) was 4.28 percent.

Table 2. 1 National Poverty Trends, 2000-2016

	2000	2005	2010	2016
Poverty				
Headcount	48.9	40.0	31.5	24.5
Depth	12.18	9.0	6.5	5.0
Severity	4.6	2.9	2.0	1.6
Extreme Poverty				
Headcount	34.3	25.1	17.6	13.0
Depth	7.5	4.7	3.1	2.3
Severity	2.4	1.3	0.8	0.6

Source: Staff estimates using HIES 2000, 2005, 2010, and 2016/17

According to the recently published ‘Household Income and Expenditure Survey-2016’ the present poverty rate is 24.3 percent. The Government has set up a target to reduce the poverty to 18.6 percent at the end of the 7th Five Year Plan (2016-2020). Despite all these positive changes in poverty reduction, still one-fourth population of Bangladesh lives below the poverty line. However “no poverty” is the first goal of SDG (Sustainable Development Goal) that poverty reduction has given the most priority. It would not be possible to attain the desired level of socio-economic development without emancipating this portion of population from poverty. For this reason, the Government still considers poverty alleviation as a major agenda on the policy and development issues of the country.

So to drive the poverty situation is into the desirable direction entrepreneurship development can be a powerful instrument in the context of our country.

2.3 Entrepreneurship concept

Entrepreneurship is seen as a process which involves the effort of an individual or individuals in identifying viable business opportunities in an environment and obtaining and managing the resources needed to exploit those opportunities (Hill and McGowan 1999). According to Ogundele (2005) Entrepreneurship can be define as the processes of emergence, behavior and performance of entrepreneurs. He notes that a focus on entrepreneurship is a focus on the processes involved in the initiation of a new organization, the behavior of such organization and its performance in terms of profit made. Osuagwu (2002) defined entrepreneurship as a catalyst to increase the rate of economic growth, creating job opportunities as well as reducing the dependence on the import of manufactured products. Entrepreneurship is a process undertaken by the government to reduce the level of poverty in the economy.

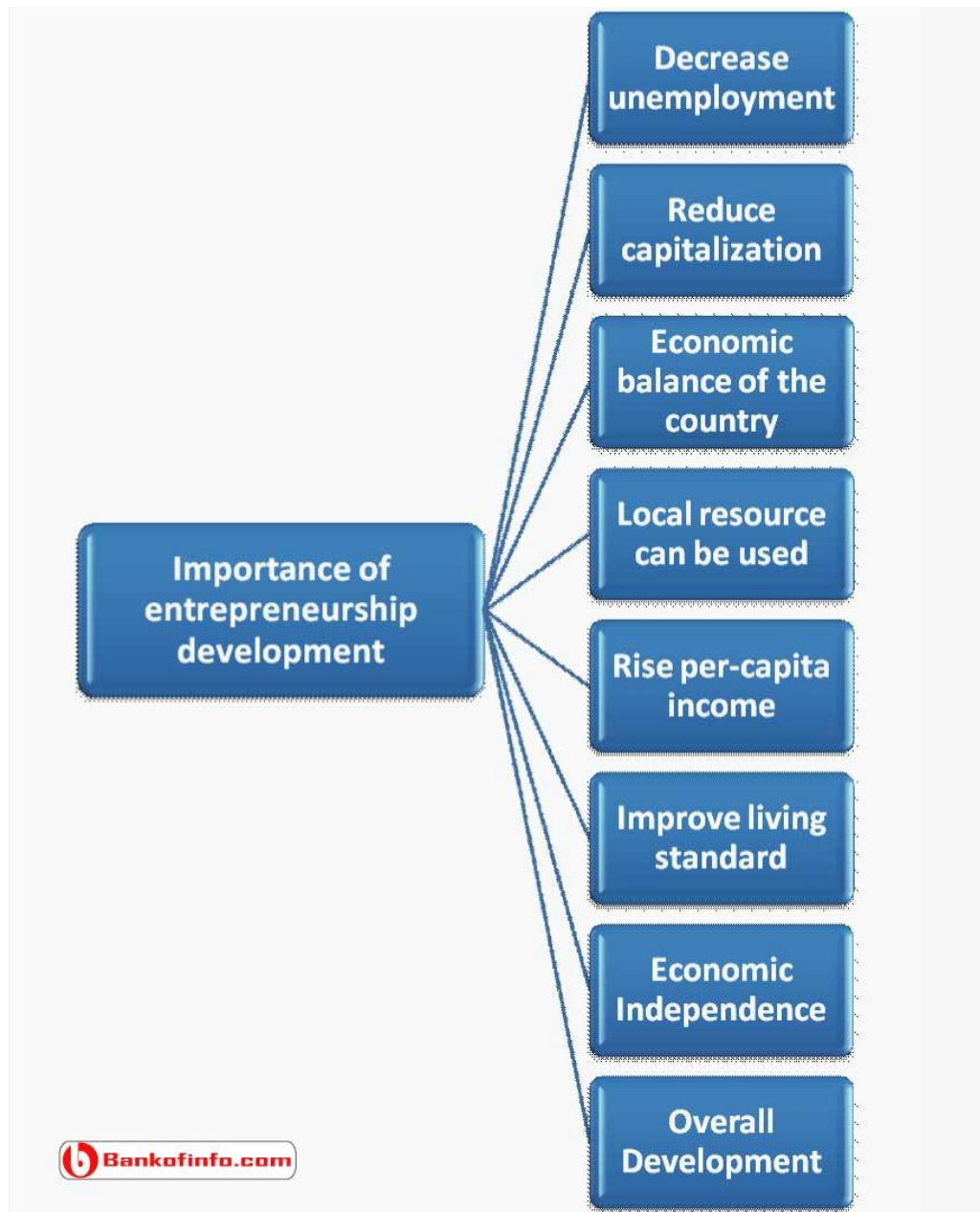
It also encompasses creating innovation, promoting new sets of attitudes and culture for the attainment of future challenges (Arogundade, 2011). Entrepreneurship development refers to the process of enhancing entrepreneurial skills and knowledge through structured training and institutional building programmes focused on individuals who wish to start or expand a business. The aim of entrepreneurship development is to enlarge the base of entrepreneurs in an economy in order to accelerate the pace at which new ventures are created thereby speed up creation of jobs and economic growth. Entrepreneurship development involves three types of related activities that stimulate, support and sustain the practice of entrepreneurship.

This process involves various stakeholders that include the government and its agencies, academic institution`s at all levels, primary, secondary and tertiary education and technical or vocational training, and the private sector that includes entrepreneurs and large companies. Entrepreneurship is about making differences in business as entrepreneurs would only initiate a business if they are convinced that they have what it takes to seize an opportunity to make a difference in a cause that is vital to their personal and professional ambitions. With this in mind, entrepreneurship is essentially about striving to earn a good living as entrepreneurs are often rewarded with substantial financial gain in the form of profits. Another enviable benefit of entrepreneurship is self-employment and own-bossing, which often offer unlimited job satisfaction and flexibility.

2.4 Importance of entrepreneurship development

Bangladesh is confronted with severe unemployment and underemployment problems. The problems are becoming worse day by day with the increasing growth of the unemployed population in the country. The worst sufferers are the educated and half-educated youths. It is the responsibility of the government and the society to provide gainful employment opportunities for the youths and use their energy for productive purposes. Some importance of *entrepreneurship development* are given below. (Figure 2.1)

- a) **Decrease unemployment:** Development of entrepreneurship can reduce unemployment dramatically. Because if entrepreneurship develops in any country it should need large number of worker for every stage. So, it can reduce unemployment.
- b) **Reduce capitalization:** This is an era of capitalization. And capitalization rise because of some massive entrepreneur. But if we can develop entrepreneurship in large volume it can create competition in the market and reduce capitalization.
- c) **Economic balance of the country:** It can bring the economic balance of a country because when a business entrepreneur starts its operation it involves many people in economic condition.
- d) **The local resource can be used:** Entrepreneurship development ensures uses of local resources. And it increases local cash flow.
- e) **Rise per-capita income:** An entrepreneur may arrange employment for many unemployed it reduce unemployment problem as well as rise per capita income.
- f) **Improve the living standard:** A successful entrepreneur can manage some employment so, it improves the living standard.
- g) **Economic Independence:** Entrepreneurship gives a man economic independence which is really very important.
- h) **Overall Development:** Economic development is overall development and entrepreneurship development brings us financial development.



Source: <http://bankofinfo.com/importance-of-entrepreneurship-development/>

Figure 2. 1 Importance of Entrepreneurship Development

2.5 Entrepreneurship as a Tool for Breaking the Poverty Chain

Until a favorable external shock intervenes to break the cycle of poverty, the very poor of the society are very likely to remain poor forever. Poverty is arising from low productivity as households face financial constraints and lack the other incentives of entrepreneurship. Low factor productivity is the reason for earning low income which does not empower the household to purchase sufficient basic life-sustaining goods and services despite the fact that the marginal propensity of consume is one or approximately one. The high propensities to consume have left the household with

nothing or very little to save and accumulate capital for investment. The inability of a household to invest implies that the income of this household would remain low in the future and their productive resources will continue to be underemployed or unemployed. This suggests that the vicious cycle of poverty is set in motion. The only way out of this chain of apparent poverty perpetuity is access to essential external resources for boosting productivity which can result in improved household incomes above subsistence levels for surpluses to be generated for investment purposes. The presence of entrepreneurial capability in a household and the accessibility of basic infrastructure facilitating easy entrepreneurship are the two main factors motivating a household to pursue entrepreneurial activities. Ideally, these push factors must be reinforced by conscious policy actions to boost demand for the goods and services produced by the entrepreneur within the economy.

2.6 Review from previous studies

Entrepreneurship has attracted many of researchers and authorities in Bangladesh and other developing countries as one of the most important aspects of socio-economic development in recent decades.

Briske, et al. (2015) suggested that a prevailing strategy for alleviating poverty and grassland degradation emphasizes intensification of livestock production systems to maintain both pastoral livelihoods and large livestock numbers.

Fotheringham et al. (2014) investigated the potential of social enterprise as a strategy for poverty reduction for women. They using the literature synthesis method and found that, in terms of specific factors contributing to women's poverty and hypothesizes mechanisms through which social enterprises can mitigate or address these factors in practice. In their study also highlights that the need to ensure a solid policy foundation is in place before a number of key support mechanisms are enabled, which then facilitate specific types of work that can then grow in a sustainable manner

Mohammad, Abul et al. (2014) found that small rapidly growing firms started by entrepreneurially minded individuals, create wealth and a significant number of jobs in particular economies, thereby impacting greatly on social and economic development.

Mengesha (2013), in his study, mentioned that poultry production and consumption are progressively growing in the world and it accounts for about 33% of the global

meat consumption and is expected to grow at 2–3% per year in the world. The same author indicated that, even though there exists a prediction that favours the intensification of poultry production in many developing countries, village poultry is still a profitable business, which has no market problem, and plays a key role in alleviating poverty.

Das, (2012) has shown in her study that a nation can only be developed if its women are given ample opportunities. Developing entrepreneurship among the women is the right approach for women empowerment. Once a woman feels that she is economically strong she will feel equal to men in all respect.

Herrero et al. (2012) found that livestock production is a valuable contributor to the economies of developing nations, to the family incomes and livelihoods of poor and growing producers and consumers, and it is an important source of food.

According to Robinson and Acemoglu, (2012), inclusive economic institutions allow and encourage participation by the great mass of people in economic activities that make the best use of their talents and skills, while extractive institutions remove the majority of the population from participation in political or economic affairs. Good institutions provide quality of contract enforcement, property rights, the police, and the courts.

According to Ogundele, et al. (2012), the contribution of entrepreneurship training and education on poverty reduction through youth empowerment and social welfare service improvement will be much significant if entrepreneurship is encouraged at all the level in the state especially at local and community level.

Akpama, et al. (2011), observed that acquisition of vocational skills lead to a significant reduction of poverty among young adults, and participant's age on skill acquisition programs significantly influenced poverty reduction.

Mkwambisi et al. (2010) suggested urban agriculture is an underutilized poverty reduction strategy. More land is available to high-income people. The participations of low-income households are commonly neglected.

Alders & Pym, (2009) observed that village poultry provided income, food and nutrients to people as well as maintained peoples health and sustainability of the environment.

Kimhi (2009) found that a uniform increase in entrepreneurial income reduces per capita household income inequality in Southern Ethiopia. Consequently, the study concluded, “That encouraging rural entrepreneurship may be favorable for both income growth and income distribution”.

Ugoh & Ukpere, (2009) examined the effect of policy and its sustenance to poverty alleviation in the country. The relationship between public policy and poverty alleviations in Nigeria were analyzed and discussed, followed with their assessment and evaluation. Poverty alleviation programs were unable to involve the beneficiaries in their planning and implementation.

Afrin, Islam and Ahmed, (2008) aimed at identifying the factors related to the development of entrepreneurship among the women borrowers through micro credit programs. Using a multivariate analysis, they showed that financial management skills and the group identity of the women borrowers have significant relationship with the development of rural women entrepreneurship in Bangladesh

Coleman, (2006) however, argued that the ability of microcredit facilities to eradicate poverty is dependent upon the socioeconomic environment of the household in context. What appears evident is that the application of finance to entrepreneurial activities is a more permanent and reliable way of eradicating poverty in an economy.

Khandker, (2006) in a study of microfinance institutions shows that, indirectly, entrepreneurship is the key to poverty reduction not just for the beneficiaries, but also there with positive externalities to the rest of the society.

C. K. Wang and P.-K. Wong, (2004) examined the level and determinants of interest in entrepreneurship among university undergraduate students in Singapore. They applied historical regression for measuring the student’s self-perceived knowledge in starting a business and knowledge in managing business. They found that three background factors significantly affect the interest to starting new business such as gender, family business experience and education level. While they found little effect about ethnicity, citizenship and family income status for became an entrepreneur. Moreover, they found female university students were less entrepreneurship knowledge and influenced by traditional social role.

Shrestha, (2004) investigated impact of Micro and Small Enterprises, supported by the Micro-Enterprise Development Programme (MEDEP) on a number of targets, in

Nepal. Poverty reduction was in the menu of the targets focused by the investigation. The study found that “almost every enterprise yields an interesting case study of successful entrepreneurship strategy and a significant economic and moving personal transformation of the newly minted entrepreneurs

Beck, et al., (2003) evaluated the impact of SMEs on growth and poverty using cross-country growth regression framework. Their study in this regard concluded that there was no robust relationship between the size of the SME sector and the incidence of poverty, or income per capita or its growth rate.

Hart & Christensen, (2002) verifies that poverty alleviation does not merely result from the efforts of governments or large firms, but emerges from internal elements such as disruptive innovation and new venture creation that involve multiple internal actors.

Hasan and Rahman, (2001) identified that approach to finance is the most important problem for SME as commercial institutions typically ignores the fiscal demands of the s initially due to their weakness in providing fixed asset as collateral.

Ashley et al. (1999) noted that, indeed, most livestock projects had been cattle projects. They concluded that it is disappointing to see the paucity of evidence that demonstrate any long-term sustainable impact on the poor as a result of livestock projects and that “Donors may need to rethink their approach to the sector and develop a new paradigm for poverty reduction through livestock”

According to Butt, (1998) entrepreneur being the front line actor with his vigor, ability and ingenuity makes for a modification in the socioeconomic order by the cognitive operation of industrial growth. Moreover, International Labor Organization (ILO) identifies the entrepreneur with a set of characteristics, including risk taking, leadership, originality, self-confident, result oriented and future oriented. On the other hand, entrepreneurship blends the capacity of innovation, investment and expansion in productivity. Qualities of entrepreneur results in terms of entrepreneurship.

Cooper's, (1991) framework identified three groups of influences that affected the start-up and growth of new venture: antecedent influences (i.e. the background factors such as family influence and genetic factors that affect motivation, skills and knowledge), incubator experience (i.e. the nature of organization that the entrepreneur was employed in just prior to starting a new venture- the skills learned there), and

environmental factors (e.g. economic conditions, access to venture capital and support services, role models etc.

Rahman and Habibur, (1985) Entrepreneurship development is the process to integrate all the entrepreneurial qualities- confidence, commitment, hardworking, flexible, persistence, independence, determination, initiative, versatile, perceptive, leadership, innovativeness, profit oriented, foresightedness, creativity.

Chowdhury, (1980) carried a survey on the emergence and increase of entrepreneurs in some developing states and found that over the last several years, some developing countries recorded spectacular growth and success of small entrepreneurs.

Sharma, (1979) narrated this development process depending on multiple factors, by the integrated package programs, including (i) Stimulatory programs, (ii) Supportive programs and (iii) Sustaining programs.

Schumpeter, (1955) added entrepreneurship as a creative activity lead an entrepreneur being innovated to introduce something new in the society. This entrepreneurship is the act of self-motivation, originality, resourcefulness, imagination, ingenuity to setting up a new venture in a society with uncertainty.

CHAPTER III

METHODOLOGY

Methodology is the important part of any research. Improper methodology very often leads to an invalid result. This chapter provides a detailed account of the description of the study area, selection of the study area, selection of respondents, data collection procedure and analytical techniques followed in this study.

3.1 Background of the District

Cumilla is a district of Bangladesh located about 100 kilometres south east of Dhaka. The present Cumilla is a district under the Chittagong Division. The total area of Cumilla is 3087.33 sq. km. Total population of Cumilla district is 56, 02,625. Total land is 7, 60, 175 acre. After the partition in 1947, the district was renamed Cumilla in 1960 from Tripura. At last Cumilla renamed from Comilla at 2018. Cumilla district consists of the 17 Upazilas. It is bounded by Burichang and Tripura on the north, Laksham and Chaudagram on the south, and Barura on the west. Major rivers passing through. Cumilla include the Gumti and the Little Feni River. Cumilla was under sector two in the great Bangladeshi Liberation war 1971. Mainly based on agriculture, the economy of Comilla has been flourished through trade and cottage industries, especially the 'Khadi' textile.

3.2 Selection of the Study Area

Selecting research area is the very first step in writing a dissertation. For an economic investigation, site selection is an important step. The study area should be selected on the basis of the objectives of the study. In other words, the area selected must serve the objectives of the study. The research work carried out in some selected area at Barura upazila, considering the most potential geological area of entrepreneurs. The area has been selected based on following considerations:

- Easily accessible and thus facilitate the researcher to complete the field work;
- Favorable for poultry and fisheries farmers;
- Most of the farming areas are nearby to the researcher permanent resident.

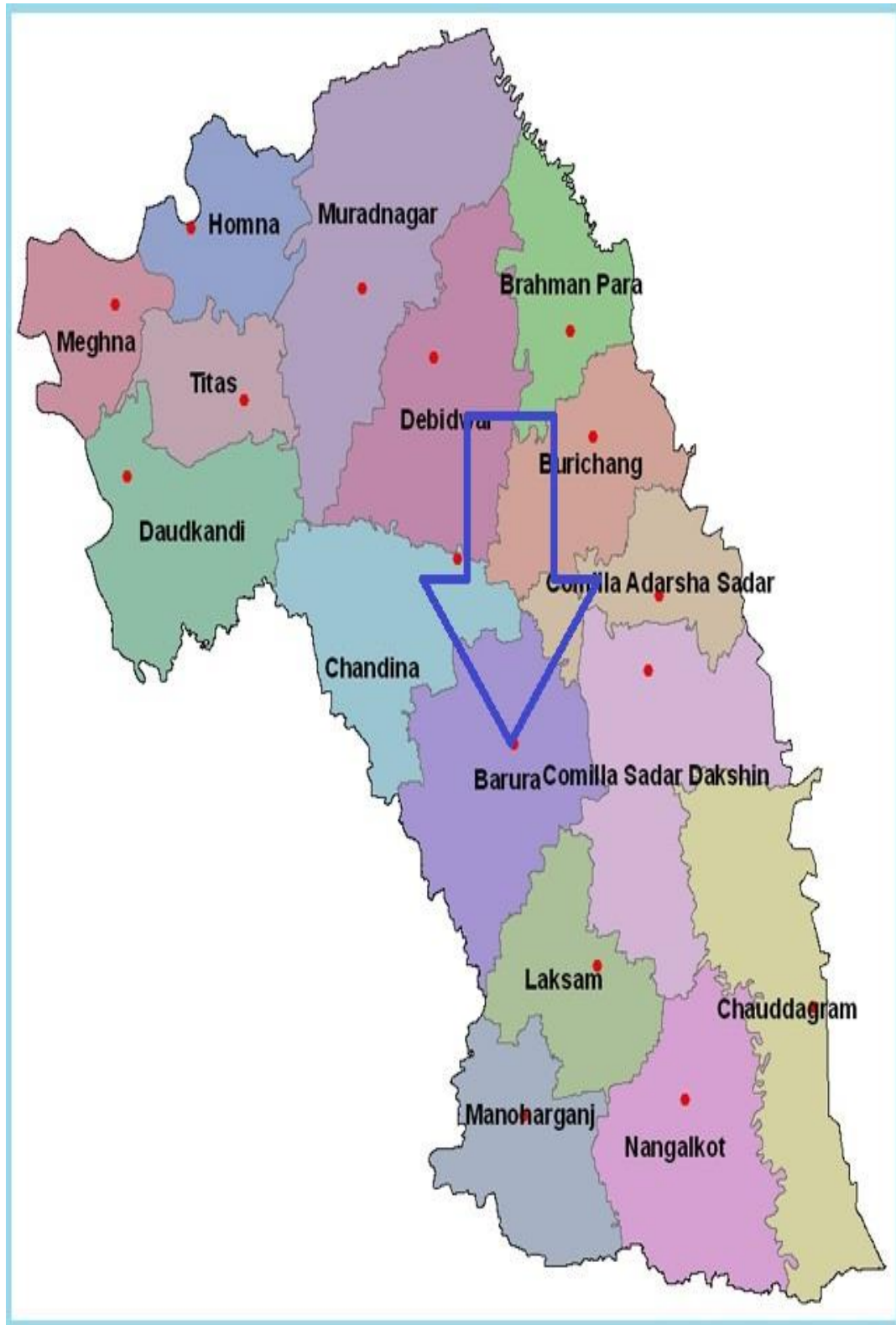


Figure 3. 1 Cumilla District map

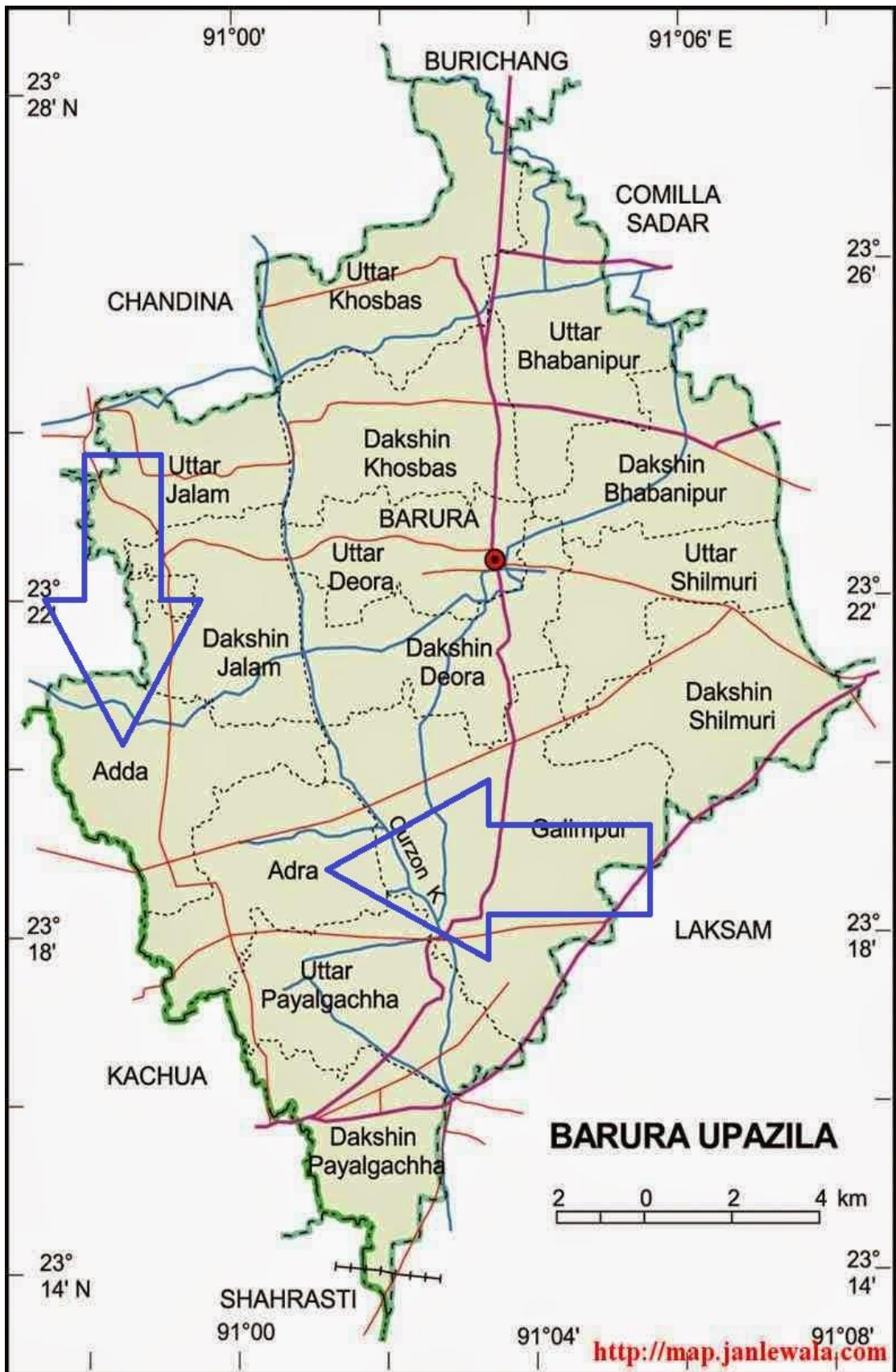


Figure 3. 2 Barura upazila Map

3.3 Sample size and sampling technique

It is quite impossible to conduct an economic survey considering all population of the study areas. Sampling is a crucial part of any research work. Poultry and fisheries farms operating within the Barura region were taken into account for this study considering availability and easy access. Simple random sampling technique was used in sampling poultry and fisheries farms. Table 3.1 indicates the number of respondents per villages.

Table 3. 1 Villages of respondents

Village	Farmer
Adda	3
Chototulagaon	3
Pilgiri,	5
Bejimara	3
Perpeti	3
Sariavita	2
Kharul	3
Pombaish	3
Nolua	2
Ekbaria	3
Krishnopur	4
Sonaimuri	3
Satbaria	4
Vateshwar	2
Adra	3
Bagmara	4
Total	50

It is very important to prepare a draft survey schedule and pre-testing it in the survey area. Two draft survey schedule was pre-tested by researcher himself. The draft survey was conducted among 5 poultry and 5 fisheries farmers in the selected areas. After pre-test, the questionnaire was rearranged, improved and modified according to the practical experience and prepared if for final survey. After pre-testing, correction and modification final interview schedule were developed. Primary data were collected from the poultry and fisheries farmers by using semi structured questionnaires. Questions were asked in a simple manner and concern with friendly environment with explanation where it was felt necessary. Unambiguous question were avoided in order to get accurate result.

3.4 Collection of data

Entrepreneurs were selected from Cumilla District. Keeping in mind the objectives of the study and considering the adjacent limitations data was collected from only Barura upazila. Adda, Pilgiri, Chototulagaon, Kharul, Krishnopur, Vateshwar, Sonaimuri, Perpeti, Ekbaria, Satbaria, Sariavita, Bejimara, Pombaish, Nolua, under Barura upazila were purposively as study area. Data were collected randomly from entrepreneurs through interview method. As the population size was not readily available, the entrepreneurs were selected considering availability at the first sight. However, wherever possible, discussions were held with farmers on an informal basis. There were 50 respondents, where all respondents were either poultry or fisheries farmers.

3.5 Processing of data

The analysis methods of this study was fully based on the information extracted from survey data collected using questionnaire, interview, and focus group discussion about the entrepreneurship development and the socio economic aspect of the entrepreneurs living in the area by using SPSS software, will be analyzed, summarized and presented via quantitative method of data analysis. Questionnaires which collected from respondents were quantitatively analyzed, presented in form of table through percentage. Data which were collected by interview. The primary survey data was collected via face to face interview.

3.6 Analytical technique

For the study following techniques was used:

3.6.1 Tabular technique:

The most commonly used tabular summary of data for a single variable was frequency distribution. The most common tabular summary of data for two variables was cross tabulation, a two-variable analogue of a frequency distribution

3.6.2 Graphical Method:

Bar graph, Pie chart, Histogram were used.

3.6.3 Descriptive Analysis

Tabular and Graphical techniques of analysis were generally used to find out the socio-demographic profile of the respondents, to determine the cost, returns and profitability of enterprises. It is simple in calculation, widely used and easy to understand. It was used to get the simple measures like average, percentage etc.

3.7 Multiple regression coefficients of the contributing variables related to entrepreneurship development.

In order to conduct study in according with objectives, it was necessary to measure the selected variables. This selection contains procedure for measurement of both dependent and independent variables of the study. The procedures followed in measuring the variables are presented below.

The multiple linear regression equation is as follows:

$$\hat{y} = b_0 + b_1x_1 + b_2x_2 + \dots + b_{k-1}x_{k-1} + b_kx_k$$

where \hat{y} is the predicted or expected value of the dependent variable, x_1 through x_k are k distinct independent or predictor variables, b_0 is the value of Y when all of the independent variables (x_1 through x_k) are equal to zero, and b_1 through b_k are the estimated regression coefficients. Each regression coefficient represents the change in Y relative to a one unit change in the respective independent variable. In the multiple regression situation, b_1 , for example, is the change in \hat{y} relative to a one unit change in x_1 , holding all other independent variables constant (i.e., when the remaining independent variables are held at the same value or are fixed). Again, statistical tests can be performed to assess whether each regression coefficient is significantly different from zero.

3.7.1 Measurement of Independent Variables

The selected characteristics of the respondent entrepreneurs constituted the independent variables of the study. To keep the research within the manageable sphere, 7 independent variables were selected for the study. The procedures of measurement of the selected variables were as follows:

3.7.1.1 Educational Level

Education was measured as the ability of an individual dairy farmer to read write or formal education completed up to a certain standard. It was classified into eight categories such as Primary is given 1 , under class 8 is given 2, S.S.C is given 3, H.S.C is given 4, Higher education is given 5, Can read and write is given 6, Can write name only is given 7 and Illiterate is given 8.

3.7.1.2 Training Experience

Training on poultry and fisheries farmers is an important factor which can play an important role in the entrepreneurship development. In measuring score 1 is given for yes and 2 is given for No.

3.7.1.3 Entrepreneurs Experience

The experience of an individual is one of the important pertaining make up which can play a vital role in poultry and fisheries farming. Experience of the respondents was measured in terms of establishment of their farm.

3.7.1.4 Assistance from Government/NGO

Assistance from Government/NGO is needed for every entrepreneurs to growing up their business enterprises or entrepreneurship development. In measuring score 1 is given for yes and 2 is given for No.

3.7.1.5 Loan information

Loan or credit facilities is important to build up a new business or to starting a business as an entrepreneur. In measuring score 1 is given for yes and 2 is given for No.

3.7.1.6 Yearly expenses

The yearly expenses of every entrepreneurs are measured by Taka. Expenses such as food expense, buying clothes, children's education expense, medical expenses, fare of land, festival expenses, electricity bill etc. are measured here.

3.7.1.7 Assets starting of the business

Total value of assets starting of the business such as house, garden, pond, cows, goats, tree, electronics and furniture are measured in Taka.

3.7.2 Measurement of Dependent Variable

3.7.2.1 Total Income

Income was considered as the dependent variable of the study. The dependent variable total income measured by total on farm and off farm income of a poultry and fisheries farmer's within a year. It is divided into two categories such as on farm income and off farm income.

3.8 Problem faced in data collection

During the period of data collection, the following problem were faced-

- Most of the farmers were uninterested to answer questions since they had very little idea about research and assumed that the researcher might use the information against their interest. To earn the confidence of the farmers a great deal of time was spent.
- There was the limitation of time and hence necessary information had to be collected relatively within a short period of time.
- It was difficult to convince the farmers on the utility of this study because of their ignorance and illiteracy.
- The farmers were afraid of imposition of new taxes and they always tried to avoid in providing information relating to the actual size of holding, income acquired from poultry and fisheries farms.
- Sometimes farmers were not available at home which needed even more than two or three visits to conduct a single interview.
- Most of the respondent did not have enough time and interest to sit for the interview, because they remained busy with their outside farm activities.

CHAPTER IV

RESULTS AND DISCUSSION

4.1 Introduction

The results and discussion sections are one of the challenging sections to write. It is important to plan this section carefully as it may contain a large amount of scientific data that needs to be presented in a clear and concise fashion. The purpose of a Results section is to present the key results of the research.

4.2 Socio-demographic profiles of entrepreneurs

An attempt was made in this chapter to identify some socioeconomic profiles of entrepreneurs specially poultry and fisheries farmers. Socioeconomic characteristics of the poultry and fisheries farmers are important in influencing entrepreneur's success. For this reason various information related to age, family size, occupation, training, educational level, experience, land status, loan information, involvement with NGO and health status of the farmers have been taken into account in this study. This chapter will describe briefly the socio-economic profile such as age, family size, educational level, business experience, farm category, business nature, training, health status etc. of the farmers. A brief discussion of these aspects is given below.

4.2.1 Age of farmers

The important demographic factor such as age, measured in years, was analyzed to know the working age of entrepreneurs. The age of farmers was classified into four categories in this research. These were: i) 30-39 years ii) 40-49 years iii) 50-59 years iv) 60 or above years. In the study area, about 22% of total poultry farmers belonged to the age group 30-39 years, 6% were 40-49 years, 6% were 50-59 years, and 0% were 60 or above years and about 40% of total fisheries farmers belonged to

the age group 30-39 years, 8% were 40-49 years, 8% were 50-59 years, and 10% were 60 or above years. (Table 4.1)

Table 4. 1 Age range of sample farmers:

Range of age (Years)	Number of the respondents for Poultry	Percentage (%)	Number of the respondents for Fisheries	Percentage (%)
30-39	11	22%	20	40%
40-49	3	6%	4	8%
50-59	3	6%	4	8%
60 or above	0	0%	5	10%
Total	17	34%	33	66%

Source: Field Survey, 2019

4.2.2 Educational qualification of farmers

Entrepreneurship education is a lifelong learning process, starting as early as elementary school and progressing through all levels of education, including adult education. Education is a most influential factor for skill development and improving knowledge. In order to increase the individual and social life quality, all human beings need education from the very first time they come to the world. It creates opportunities, ensures social justice, instills confidence and stimulates the economy. In the study area among the poultry farmers 6% people were primary, 6% people were under class 8, 20% people passed S.S.C, 2% could sign only and among the fisheries farmers 10% people were primary, 6% people were under class 8, 14% people passed S.S.C, 10% people passed H.S.C, 16% people had higher education, 10% could sign only. No illiterate and can read and write respondents were not found in this study area who are doing poultry and fisheries farms. (Table 4.2)

Table 4. 2 Percentage of Educational qualification of sample farmers

Educational Status	Number of the respondents for Poultry	Percentage (%)	Number of the respondents for Fisheries	Percentage (%)
---------------------------	----------------------------------------------	-----------------------	------------------------------------------------	-----------------------

Primary	3	6%	5	10%
Under class 8	3	6%	3	6%
SSC	10	20%	7	14%
HSC	0	0%	5	10%
Higher education	0	0%	8	16%
Can read and write	0	0%	0	0%
Can sign only	1	2%	5	10%
Illiterate	0	0%	0	0%
Total	17	34%	33	66%

Source: Field survey, 2019

4.2.3 Number of family members of the respondents

In this study from the 50 respondents, about 6% or 3 of the fisheries farmers had 2 family members, 10% or 5 of the fisheries had 3 family members, 8% or 4 of the poultry farmers and 20% or 10 fisheries farmers had 4 family members, 10% or 5 of the poultry farmers and 10% or 5 fisheries farmers had 5 family members, 12% or 6 of the poultry farmers and 14% or 7 fisheries farmers had 6 family members, 6% or 3 of the fisheries farmers had 7 family members and 4% or 2 poultry farmers had 8 family members. Most of the families had 4-6 members. No. of family members of poultry and fisheries farmers in the study area is given below through Bar-diagram. (Figure 4.1)

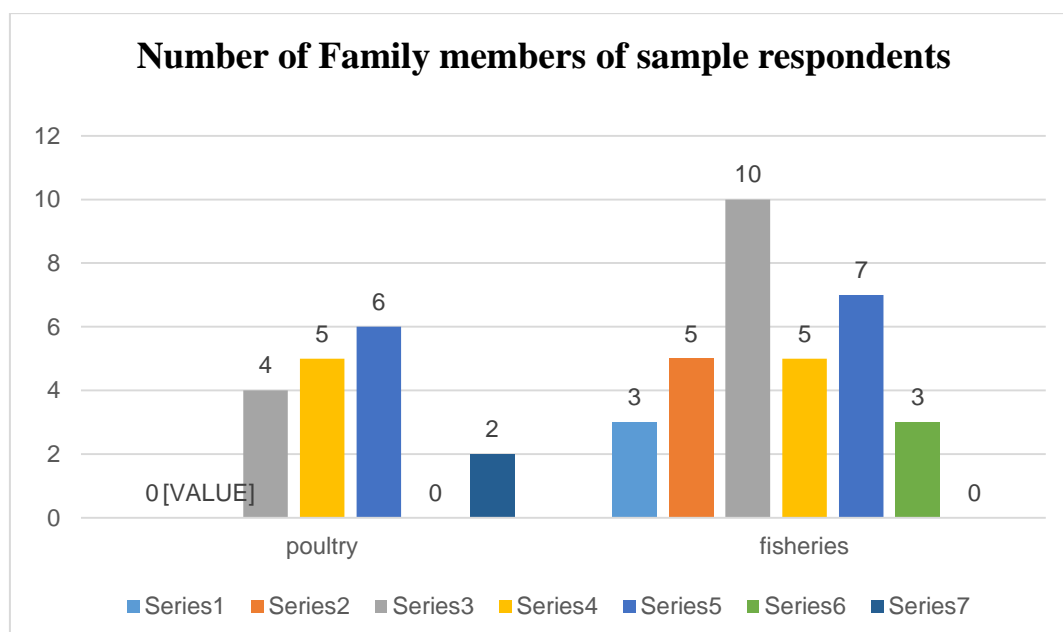


Figure 4. 1 Family members of sample respondents

4.2.4

The involvement of family members in the business is presented by the below pie chart. From the 50 respondents there were 18% of poultry farmers and 52% of fisheries farmer's family members had no involvement, about 4% of poultry farmers and 6% of fisheries farmer's family members had involvement of 1 person, 12% of poultry farmers and 6% of fisheries farmer's family members had involvement of 2 persons and 2% involvement of 3 family members in the fisheries business. (Table 4.3)

Table 4.3 Percentage of family members involve in business

Number of family members	Number of the respondents for Poultry	Percentage (%)	Number of the respondents for Fisheries	Percentage (%)
0	9	18%	26	52%
1	2	4%	3	6%
2	6	12%	3	6%
3	0	0%	1	2%
Total	17	34%	33	66%

Source: Field survey, 2019

4.2.5 Experience of entrepreneurs

Entrepreneurship involves taking a risk with starting a project or business. The ideas for the best businesses tend to come from personal experience. Well-known entrepreneurs often build successful companies out of ideas gleaned mainly from experience. In this survey area 16% or 8 poultry farmers had 0-5 year's experiences and 18% or 9 had 6-10 years experiences and 18% or 9 fisheries farmers had 0-5 year's experiences, 28% or 14 had 6-10 years experiences, 10% had 11-15 years experiences, 6% had 16-20 years experiences and 4% had 21 or above years experiences. (Table 4.4)

Table 4. 4 Percentage of Experience of entrepreneurs

Entrepreneurs experience(years)	Number of the respondents for Poultry	Percentage (%)	Number of the respondents for Fisheries	Percentage (%)
0-5	8	16%	9	18%
6-10	9	18%	14	28%
11-15	0	0%	5	10%
16-20	0	0%	3	6%
21 or above	0	0%	2	4%
Total	17	34%	33	66%

Source: Field survey, 2019

4.2.6 Nature of Ownership

Entrepreneurship is the process of designing, launching and running a new business, which is often initially a small business. The people who create these businesses are called entrepreneurs. This research is mainly based on those who are doing poultry and fisheries businesses. In this survey area from the 50 respondents it was found that 34% of the respondents are doing poultry business and 66% are doing fisheries business. The result was shown by pie-chart. (Figure 4.2)

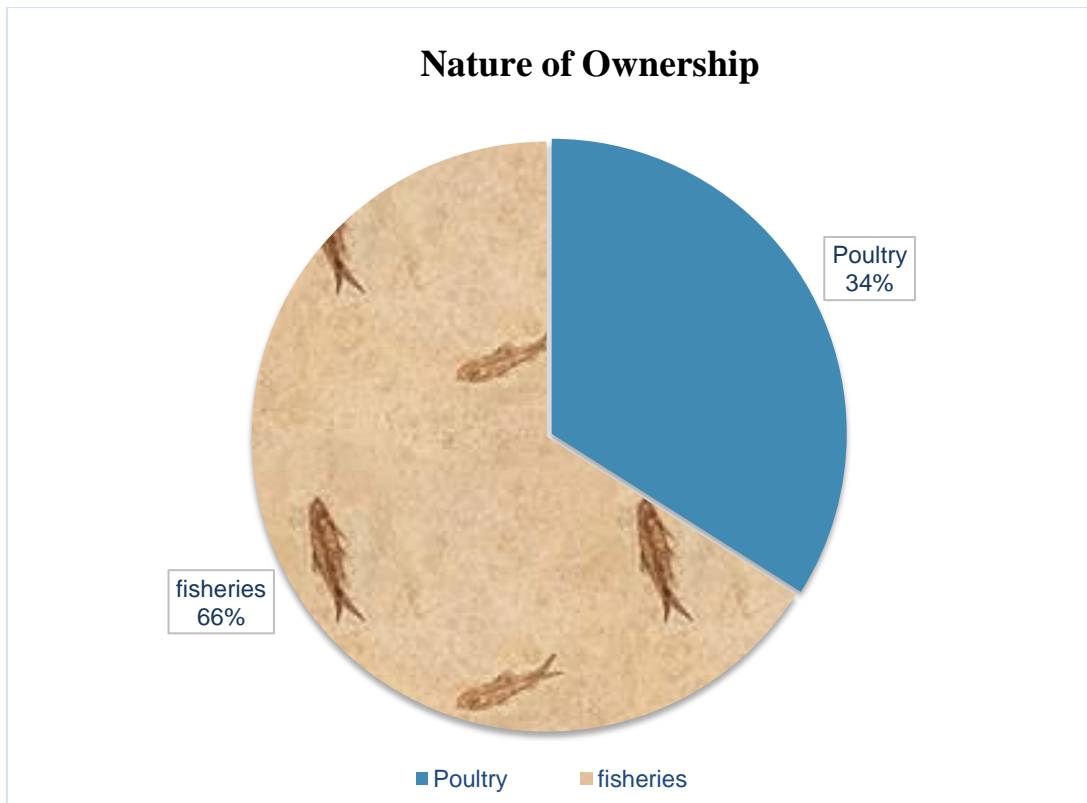


Figure 4. 2 Nature of Ownership

4.2.7 Health Status of the Respondents Family Members

Good health is an important factor in success and happiness. Good health reflects a good quality of life. Focusing one's attention on all that is of value rather than tending to some illness makes all the difference. From the 50 respondents, 14% or 7 poultry farmers and 24% or 12 fisheries farmers said that their family had been suffering from various health issues. Another 20% or 10 poultry farmers and 42% or 21 fisheries farmers claimed that their family members had not been suffering from any kind of health issues. (Figure 4.3)

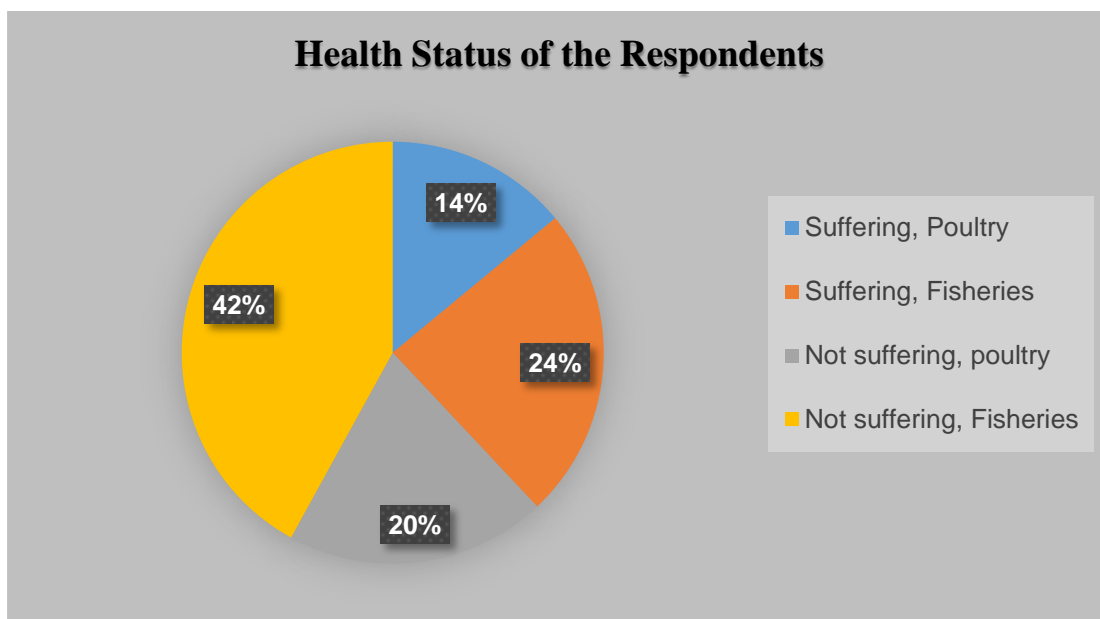


Figure 4.3 Health Status of the Respondents

4.2.8 Land Status of the Respondents Family

In the present study the size of land holdings of the entrepreneurs are classified into three categories. About 22% respondent's total land was 50-100 Decimal this farm was Marginal farm, 26% respondent's total land was 101-250 Decimal this farm was Small farm and 52% respondent's total land was 250 or above Decimal this farm was Medium and large farm. (Table 4.5)

Table 4. 5 Land Status of the Respondents Family

Land Status (Decimal)	Number of the respondents for Poultry	Percentage (%)	Number of the respondents for Fisheries	Percentage (%)
50-100	6	12%	5	10%
101-250	8	16%	5	10%
251 and above	3	6%	23	46%
Total	17	34%	33	66%

Source: Field survey, 2019

4.2.9 NGO Involvement Status of the Respondents

NGOs play a critical part in developing society, improving communities, and promoting citizen participation. NGOs' concern with the rural poor means that they often maintain a field presence in remote locations, where it is difficult to keep government staff in post. One of NGOs' main concerns has been to identify the needs of the rural poor in sustainable agricultural development. They were the sources of credit facilities and various kinds of assistance & training program. In the study area different NGOs such as Grameen Bank, BRAC, and ASA are operating their services. From the 50 respondents 70% were not involved with NGO, 10% were ex-member of NGO, 8% respondents were involved with Grameen Bank, and 12% respondents were involved with other local NGOs. (Table 4.6)

Table 4. 6 Percentage of NGO Involvement of sample farmers

NGO Involvement Status	Number of the respondents for Poultry	Percentage (%)	Number of the respondents for Fisheries	Percentage (%)
None	10	20%	25	50%
Ex-member	1	2%	4	8%
Grameen Bank	3	6%	2	4%
Other NGO	3	6%	2	4%
Total	17	34%	33	66%

Source: Field survey, 2019

4.2.10 Training Status of the Respondent Farmers

A training scheme to develop persons for self-employment or for organizing, financing and or managing an enterprise. Training has specific goals of improving one's capability, capacity, productivity and performance. In this study area among the 50 respondents 1 or 2% poultry farmers and 4 or 8% fisheries farmers got training and 16 or 32% poultry farmers and 29 or 58% fisheries farmers didn't get any training. (Figure 4.4)

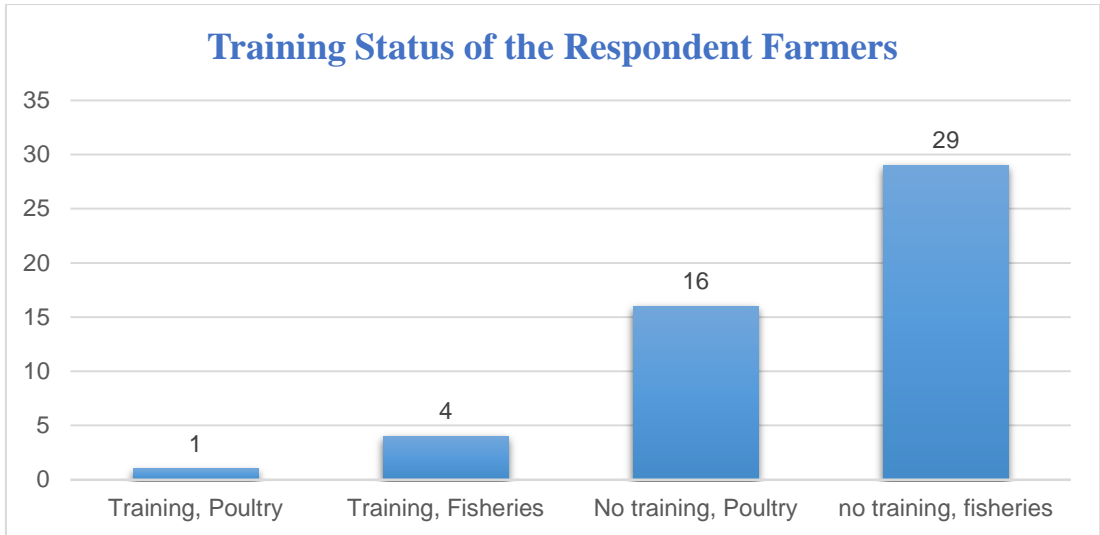


Figure 4. 4 Training Status of the Respondent Farmers

4.2.11 Assistance from the Government/NGO

To develop and nurture the entrepreneurial sector, the support of the government and NGO is crucial. Happy and progressive farmers build the foundation for a stronger nation. In this study area among the 50 respondents 1 or 2% poultry farmers and 12 or 24% fisheries farmers got assistance from the government or NGOs and 16 or 32% poultry farmers and 21 or 42% fisheries farmers didn't get any kind of assistance from the government or NGOs. (Figure 4.5)

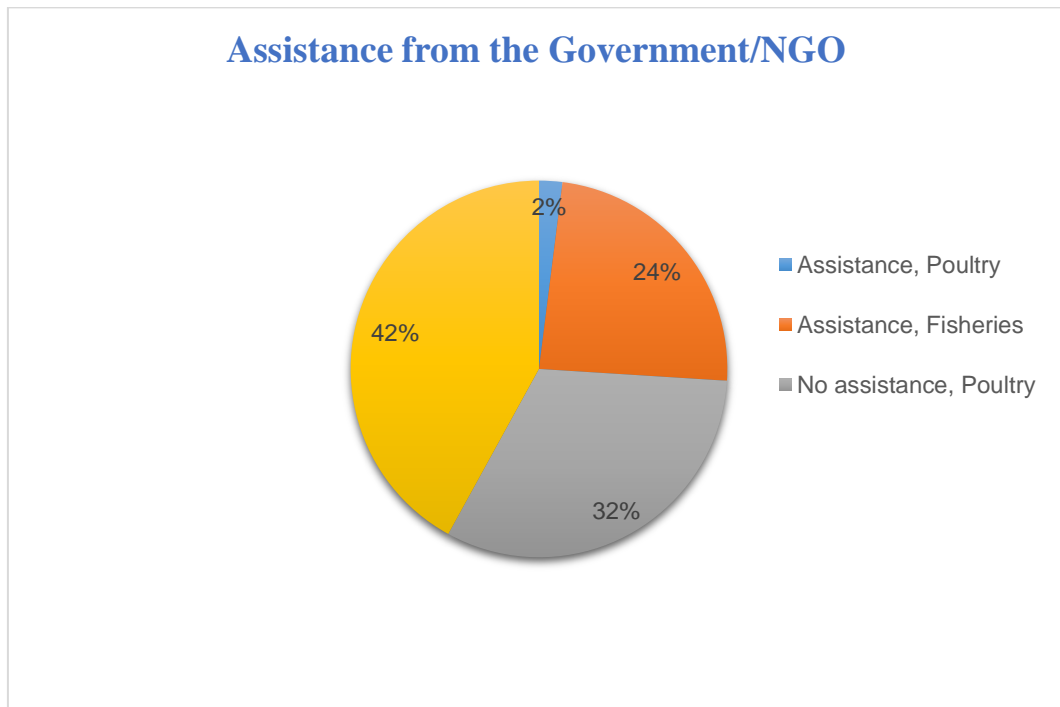


Figure 4. 5 Assistance from the Government/NGO

CHAPTER V

CHANGES IN TOTAL ASSETS OF THE RESPONDENTS

5.1 Changes in total assets of the respondents

A respondent's total value of assets is measured in taka. This value of assets are measured from the respondents assets such as- Tin shed house, Semi-paved house, Brick building, Garden, Pond, Cows, goats, Duck, Hen, tree, TV, Fridge, Mobile, Sewing machine, Shelves, Beds, Dressing tables etc. In the survey area there were 17 poultry and 33 fisheries farmers found. The mean value of poultry farmer's assets at the time of the starting of the business was 270,000 Tk. and during the survey time it was found 823,529.4 Tk. So the mean value of assets increased is 553,529.4 Tk. and the percentage increase is 205.01%. The mean value of fisheries farmer's assets at the time of the starting of the business was 320,303.03 Tk. and during the survey time it was found 2,006,060.61 Tk. So the mean value of assets increased is 1,685,757.58 Tk. and the percentage increase is 526.30%. The mean value of both poultry and fisheries farmer's assets at the time of the starting of the business was 303,200 Tk. and during the survey time it was found 1,604,000 Tk. So the mean value of assets increased is 1,300,800 Tk. and the percentage increase is 429.02%. (Table 5.1)

Table 5. 1 Details of assets of poultry and fisheries farmers

Nature of business	Mean value of assets (starting of the business) (Tk.)	Mean value of assets (Tk.) (at the time of survey)	Mean value of assets increased (Tk.)	Percentage increased (%)
Poultry	270,000	823,529.4	553,529.4	205.01%
Fisheries	320,303.03	2,006,060.61	1,685,757.58	526.30%
Total	303,200	1,604,000	1,300,800	429.02%

Source: Field Survey, 2019

5.2 Correlations between assets starting of the business and assets at the time of Survey

From the table 5.2 we can observe that there is a strong correlation between assets starting of the survey and assets at the time of Survey and the value of correlation coefficient is 0.653 which is significant at 1% level of significance.

Table 5. 2 Correlations between assets starting of the business and assets at the time of Survey

		Assets starting of the business	Assets at the time of Survey
Assets starting of the business	Pearson Correlation	1	.653**
	Sig. (2-tailed)		.000
	N	50	50
Assets at the time of Survey	Pearson Correlation	.653**	1
	Sig. (2-tailed)	.000	
	N	50	50
**. Correlation is significant at the 0.01 level (2-tailed).			

5.3 Conclusion

From the above table 5.1 and 5.2, it has been found that there is a strong relationship between assets starting of the business and assets at the time of survey of poultry and fisheries farmers. The total assets of the entrepreneurs are increasing to 429.02% by doing the entrepreneurship development. So we may say that, if the entrepreneurship developed then poverty reduces.

CHAPTER VI

CONTRIBUTION OF THE SELECTED EXPLANATORY VARIABLES TO ENTREPRENEUR'S TOTAL INCOME

6.1 Contribution of the selected explanatory variables to entrepreneur's total income

The purpose of this section was to examine the effect of seven selected factors on entrepreneur's total income. Multiple regression analysis was used to test the contribution of the selected variables like Educational level, Training experience, Entrepreneurship experience, Government and NGO assistance, Loan information, Yearly expenses and Asset starting of the business to respondents' total income. Five percent (5%) level of significance were used as the basis for rejection of a hypothesis. Findings of the multiple regression analyses are given in Table 6.1. A summary of the proposed hypotheses is also presented in Table 6.2.

Table 6. 1 Multiple regression coefficients of the selected factors indicating contribution to entrepreneur's total income

Independent Variables	Unstandardized Coefficients		Standardized Coefficients	T	Sig.	R ²	Adj. R ²	F
	B	Std. Error	Beta					
Constant	-92.986	166.936		-.557	.580	.890	.872	48.611***
Education	-9.720	12.879	-.045 ^{NS}	-.755	.455			
Training	126.545	91.014	.098 ^{NS}	1.390	.172			
Experience	12.802	4.533	.179**	2.824	.007			
Help	-196.333	60.626	-.222**	-3.238	.002			
Loan information	120.068	46.844	.139*	2.563	.014			
Expenses	2.292	.184	.925***	12.457	.000			
Asset starting	-.197	.177	-.082 ^{NS}	-1.117	.270			

^{NS} Non-significant

***Significant at .1% level of significance

**Significant at 1% level of significance

*Significant at 5% level of significance

Table 6. 2 Summary of the proposed hypotheses

No	Hypothesis	Supported
H1	The greater the individuals' Educational level, the greater their total income	No
H2	The more the individuals' Training experience, the more their total income	No
H3	The higher the individuals' Entrepreneurship experience, the higher their total income	Yes
H4	The greater the individuals' got help from Government and NGO, the greater their total income	Yes
H5	The greater the individuals influenced by subjective norm, the greater their total income	Yes
H6	The more the individuals' yearly expenses, the more their total income	Yes
H7	The greater the individuals' assets starting of the business, the greater their total income	No

A sum of seven hypotheses was proposed in this investigation, of which four speculations were bolstered. Three variables, namely Education, Training, Assets starting of the business were found no significant influence to respondents' total income (Table 4.). All the seven variables jointly explained 89.0% of the variation in explaining entrepreneurs total income ($R^2=0.890$, and adj. $R^2=0.872$) (Table 4.9). This segment gives the talk of the key discoveries as takes after:

6.1.1 Contribution of experience to entrepreneur's total income

Experience was found to be one of the strongest contributor of entrepreneurs total income by extension professionals to share information ($\beta=0.179$, $p<0.007$). The entrepreneurial experience should be planned so that there is adequate time for the effort and time to interact with a business mentor in order to maximize the benefits of the entrepreneurial experience. The entrepreneurial experience may be short term by concentrating on one or a small number of learning competencies, or it may be a long-term experience. The ultimate outcome would be to increase the level of knowledge and proficiency in running a business and to provide an opportunity for potential profit. An entrepreneurial work-based experience should be a capstone experience for a student who has developed career and technical skills that he/she desires to use in a personal business venture.

6.1.2 Contribution of loan to entrepreneur's total income

Getting loan was observed to be another strongest contributor of social media use intention by extension professionals for agricultural information sharing ($\beta=0.139$,

$p < 0.014$). Entrepreneurs of Bangladesh get direct and indirect favorable support from the financial sector by the way of entrepreneurship development policy. Bangladesh Bank is the most leading contributor of the financial sector through financial assistance, interest free loan, micro credit facilities, collecting foreign aid, subsidy and various ways for young entrepreneurs. Bangladesh Bank has recently announced the introduction of a refinance scheme worth Tk. 1 billion to boost the entrepreneur development project initiated by Dhaka Chamber of Commerce and Industry. Under the entrepreneur development project, the DCCI has already started to create 2,000 new entrepreneurs to strengthen the country's small and medium enterprises sector. The new entrepreneurs will be able to get loans with a lower rate of interest from the refinance fund to launch their new business ventures.

6.1.3 Contribution of yearly expenses to entrepreneur's total income

Relationship building was observed to be the 3rd most important contributor of social media use intention ($\beta = 0.925$, $p < 0.000$). A higher income would generally lead to higher expenditure, so those variables which are significant in the model would also be likely to have an effect on income. After keeping all other explanatory variables constant, yearly expenses proved to be significant.

6.1.4 Contribution of assistance from Government/NGO to entrepreneur's total income

Assistance from Government/NGO was found to be the strongest predictor of social media use intention ($\beta = -0.222$, $p < 0.034$) by extension professionals. There are a number of organizations specialized in entrepreneurial assistance both in the government sector and government supported private organizations. Government organizations include Board of Investment, Controller of Export and Import, Bangladesh Standard and Testing Institute (BSTI), Bangladesh Council of Scientific and Industrial Research (BICSIR), Industrial promotion and Development Company of Bangladesh (IPDCB), Export Promotion Bureau (EPB), Trading Corporation of Bangladesh (TCB) etc. On the other hand, the Government supported private organizations are Private, Commercial Banks, Private Insurance Company, Grameen Bank, Industrial Development leasing Company of Bangladesh Ltd. (IDLC), United Leasing Company (ULC), The Bangladesh German Chamber of Commerce & Industry (BGCCI), Bangladesh Women Chamber of Commerce & Industry (BWCCI), Women Entrepreneurs Association, The Federation of Bangladesh

Chamber of Commerce and Industry (FBCCI), Dhaka Chamber of Commerce & Industry (DCCI), Proshika etc. But in this respected study area there is negative relation between assistance from Government/NGO and entrepreneur's total income.

CHAPTER VII

PROBLEMS AND CONSTRAINTS OF POULTRY AND FISHERIES FARMERS

7.1 Introduction

Poultry and fisheries in Bangladesh are the principal source of animal protein. Most of the poultry and fisheries farmers though are capable of becoming large scale commercial operators but because of various constraints they face in the field, poultry and fisheries farming has remained at low ebb in this district. Against this backdrop, presently studies were designed to look into various problems and constraints which are hampering the growth of poultry and fisheries farming in the study area. It was observed in the study area that lack of knowledge about modern technology & marketing skill, high price of feed and feed materials, problem of marketing systems and middlemen, high bank interest, high price of drugs and lack of disease control, problems of transportation system, lack of diversified market, lack of market infrastructure and investment, lack of proper training and facilities, lack of government supervision were the main constraints faced by the poultry and fisheries farmers.

7.2 Constrains Faced by Poultry and Fisheries Entrepreneurs

7.2.1 Lack of Knowledge about Modern Technology & Marketing Skill

Modern world is dominated by innovative ideas and new technology, but innovation alone cannot facilitate success. Innovators need a great start to further their ideas and explore newer and better avenues. Similarly, startups require initial funding so they can kick-start their business till the time it starts generating revenues on its own. Investors look for dynamic entrepreneurship ventures and only invest in the cream of the crop. A great idea and persuasive ability can help startups gain investors who could help them in expanding their business goals. In the study we saw that 82% of them didn't have much more idea about modern technology and marketing skills.

7.2.2 High Price of Feed and Feed Materials

One of the major problems in the development of the poultry and fisheries sector in Bangladesh is the lack of sufficient and appropriate feed. Both manufactured and mixed ingredient feeds are used in this sector. The manufactured feeds of different feed mills available are not homogeneous in nature. The manufacturers differentiate

feeds based on quality, brand name, sales promotion and packaging. The marketing chain for feed is also different. Some feed manufacturers distribute feeds through agents; others use wholesalers and retailers, while others have their own sales centers. Taking into account market competition, feed millers set the price of feeds independently. They usually set the prices for wholesalers and commission agents (aratdars), giving little scope for bargaining, except that the commission rates may vary according to the volume of feed purchased. The millers usually promote their products through advertising and providing quality assurance and incentives such as differential commissions to wholesalers; some millers also provide incentives to farmers. Generally, feed manufacturers do fix prices for wholesalers, who sell feed in both cash and credit to retailers and farmers. In setting prices, some wholesalers charge a fixed margin on the total cost of feed marketed and others add a certain percentage of total costs as profit. The price of feed varies from brand to brand. Most feed ingredients such as maize, meat bone meal, soybean meal and protein concentrate are imported and therefore sensitive to the movement in world prices. Poultry feed is mainly imported from Germany, China, Thailand, India and Taiwan province of China. In the study area 68% of them told they had suffered for high price of feed and feed materials.

7.2.3 Problem of marketing systems and middlemen

In Bangladesh, poultry and fisheries marketing channels are traditional marketing systems where the number of intermediaries is high. Consequently, farmers are sometimes forced to sell at lower prices because of inadequate market information, transport facilities, etc. Most of the times poultry and fish are being marketed through middlemen, as a result the farmers does not get actual price. The unscrupulous middleman is taking the advantages. As a result, the farmers have been counting huge losses for some times, as the production cost is high and selling price is low. The actual producers don't get the benefit of the high price as they are oppressed by the middlemen who suck the profit. Moreover, the end users (customer) has to pay higher price. In the study area 54% of them told they had marketing problems.

7.2.4 High bank interest

The bank interest rate is very high which is on an average 12-14% per annum and real effective interest rate is around 18-20% per annum. Moreover, lot of hidden charges and costs are associated in this sector to avail the loan from the banking sector.

Actually bank interest rate should be less than 10%. Moreover, NGOs and also Grameen bank should play more active role to lower the interest rate for poultry and fisheries sector under their social business program so that rural people can be motivated. In the study area 38% of them told they had faced high bank interest for getting loan.

7.2.5 High price of drugs and lack of disease control

Diseases are a major problem for the poultry and fisheries industry in Bangladesh. The mortality rate of poultry is high (35-40%) because of disease and predators. Poultry and fisheries farmers usually carry out vaccination and medication for common poultry and fisheries diseases. The IBD is a dangerous disease for broiler which is called poultry AIDS. Newcastle is a dangerous disease for poultry which is called poultry cancer. However, the medical facilities are poor at district and upazila level livestock offices. The prices of essential animal drugs are high. Although the government gives some necessary vaccines at low cost to help farmers, they nearly always urgently need to buy vaccines at high prices on the open market. However, vaccines are not regularly available throughout the country, especially in remote rural areas. Vaccination failure is common because of improper transportation and storage, handling and application. Most farmers use vaccines without knowing the maternal antibody status. The marketing chain for drugs is simply composed of the pharmaceutical companies that distribute drugs to the wholesalers, the wholesalers themselves and the retailers that purchase drugs from wholesalers and sell to poultry and fisheries farmers. In the study area 74% of them told they had suffered for high price of drugs and lack of disease control.

7.2.6 Problems of Transportation System

The delivery zone in Bangladesh is characterized by way of vulnerable public and private institutions, and low stage of investment. It operates in a physical surroundings of excessive stages of chance, and socio-political context of intense poverty and frequent man-made disruptions. The trendy excellent of offerings at all stages and by means of all modes has been poor. In the study area 30% of them told they had transportation problem.

7.2.7 Lack of Diversified Market

An essential evaluation reveals that the poultry and fisheries industry in Bangladesh may additionally turn out to be multi-dimensional and greater strong inside the near future because it establishes sufficient backward and forward linkages to enter and output substances. We can foresee its passing the very fast growing juvenile ranges of better internet profit earning and less responsible then becoming absolutely mature. The projected call for and production potentials of this region are growing, however at a slower pace than before, in the face of some important demanding situations like rising disorder, better charges of inputs, client options, and sturdy marketplace competition. However, proof indicates that the manufacturing structures of poultry and fisheries in Bangladesh are coming into a brand new generation to cater to the needs of consumers, society, and authorities because it produces healthier and greater assorted, in addition-processed ingredients, inside the coming years. In the study area 14% of them told there were no diversified market.

7.2.8 Lack of Market Infrastructure and investment

Poultry and fisheries production is rising in Bangladesh but entrepreneurs are being deprived of honest charge because of very weak marketing infrastructure. Now the most important problem within the poultry and fisheries sectors is making sure fair rate for entrepreneurs. So it's miles vital to increase a fee chain to manage their surplus. Farmers face some barriers in promoting their produce directly to customers, wholesalers' manipulate over the marketplace being one of them. The public and personal sectors commonly bring new technology to big farmers. But none is going to the small and marginal ones. In the study area 12% of them told they had suffered for low market infrastructure and investment.

7.2.9 Lack of proper training and facilities

During survey it was noticed that no proper training is given to the poultry and fisheries farmers by the departments. They also informed that even if the training programs stand organized, these are arranged in the district headquarters where, it is not possible for them to participate due to a number of reasons beyond their control. It was also disclosed by them that on the name of progressive poultry and fisheries farmers many influential farmer only get the chance to go for the advance training institutes and that the deserving ones remain neglected. In the study area 62% of them told they didn't get any proper training and training facilities.

7.2.10 Lack of Government Supervision

In Bangladesh, it is very common that there is no or limited cooperation exists between government, universities, private companies and NGOs. The government doesn't follow carefully the activities of private sector's and NGOs. The participation of poultry and fisheries farmers and buyers changed into regularly ignored. This results in ineffective planning and a lack of hobby and commitment of the meant beneficiaries in the direction of using and preserving the centers. Care ought to not be taken for them. Therefore, emphases on the infrastructure over vital institutional change were now not taken that leads to conditions wherein especially small farmers emerge as efficient but remain terrible. The complexity and significance of the market system has regularly been underrated at significant value to improvement. Small and emergent farmers have a tendency to incur better transaction prices than large producers, because the quantities of inputs they want and output they promote are a lot smaller. They are often much less informed, much less assured, and for this reason have much less bargaining electricity. Government will handiest intrude to deal with marketplace imperfection and to cast off socially undesirable factors within the advertising of poultry and fisheries farmers. The function of government was no longer great so that they may be no longer getting safety and also suffering discrimination with other entrepreneurs. In the study area 58% of them told there were no government supervision.

CHAPTER VIII

SUMMARY, CONCLUSIONS AND RECOMMENDATIONS

8.1 Introduction

Entrepreneurship allows people to do what they want – to follow their passion. Entrepreneurship is not only important for the business itself. It plays a major role in the economy of a country. First of all, it creates new job opportunities. When an entrepreneur starts a business, she/he needs to hire others to build up the company. Besides that, entrepreneurship cause economic growth. In some countries, there are more entrepreneurs than in other countries. Nevertheless, the field is growing constantly. Summary of the primary findings of the study, conclusion, policy recommendations, drawback of the study and scope for further research are given in following Sections chronologically.

8.2 Summary

Entrepreneurs especially Poultry and fisheries farmers are the most outstanding individuals in agriculture and general GDP of the country, circuitously the general growth and improvement of the financial system. The overall performance of this sub quarter has a considerable impact in Cumilla district on foremost macroeconomic goal like technology of employment, alleviation of poverty, human development, food and dietary protection of the poultry and fisheries farmers. It can contribute a vital role to increase the farmers' income, generate employment, alleviate poverty, ensure food security, empower women and increase social development of Bangladesh.

Against a demand of 40.50 lakh tons of fish, Bangladesh recorded surplus fish production with an annual output of 41.34 lakh tones in 2016-17, according to the latest report of the Department of Fisheries. In 2016-17, a total of 71.50 lakh tons of meat were produced against a demand of 71.35 lakh tons, according to Department of Livestock Services.

Considering this case, few precise objectives of the study were taken to assess the scenario of entrepreneurship development in a few decided regions of Cumilla district. The objectives of the work were as follows:

- To identify the socio-demographic profile of the entrepreneurs in Cumilla district,
- To assess the role of entrepreneurship development on poverty reduction in the study area,
- To identify the factors that helps in entrepreneurship development in the study area,
- To identify the barriers faced by entrepreneurs in rural areas and to recommend some policies to reduce the hindrances and to pave the way of their success.

The sampling frame for the existing take a look at had been decided on purposively as to pick out the area where there had been high call for the produce by way of the poultry and fisheries farmers and still have excessive potentiality to increase the productiveness. On the basis of accessibility of farms, 16 villages from 2 union e.g., Adda, Adra, Bagmara, Nolua, Pilgiri, Ekbaria, Satbaria, Sonaimuri, Kharul, Vateshwar, Krishnopur, Bezimara, Sariavita, Perpeti, Pombaish, Chototulagaon, have been selected for the study.

A sample size 50 respondents of the farmers from different areas of Cumilla were selected in order to analyze the whole scenario of the poultry and fisheries farmers in Barura Upazila under Cumilla district.

Data for the present study were collected during the period from August 2019 to October 2019. Primary data were collected from poultry and fisheries farmers. Selected respondents were interviewed for my part with the assist of pre-examined semi based questionnaires. The amassed information have been checked and established for the sake of consistency and completeness. Editing and coding had been accomplished earlier than placing the information in application software. Collected information were summarized and tested honestly to avoid all viable errors. Data access was accomplished in pc via SPSS software program and evaluation changed into performed the use of the involved software SPSS.

Socio-demographic condition of sample farmers in term of age, educational level, business experience, farm category, business nature, training, health status etc. of the farmers. In the study area, about 22% of total poultry farmers belonged to the age group 30-39 years, 6% were 40-49 years, 6% were 50-59 years, and 0% were 60 Or above years and about 40% of total fisheries farmers belonged to the age group 30-39 years, 8% were 40-49 years, 8% were 50-59 years, and 10% were 60 Or above years. Most of the farmers were middle aged in the study area. In the study area among the poultry farmers 6% people are primary, 6% people are under class 8, 20% people passed S.S.C, 2% can sign only and among the fisheries farmers 10% people are primary, 6% people are under class 8, 14% people passed S.S.C, 10% people passed H.S.C, 16% people had higher education, 10% can sign only. In this survey area from the 50 respondents it was found that 34% of the respondents are doing poultry business and 68% are doing fisheries business. Most of the entrepreneurs didn't take any type of training and most of the entrepreneurs told that they didn't get any type of assistance from the Government and NGO's.

In this study, multiple regression analysis was used to determine the effects of key variable inputs. The most important seven explanatory variables were included in the regression model to explain the total income of the entrepreneurs. Most of the variables in the regression function were significant in explaining the total income. The coefficient with expected sign indicates the selected inputs contributed positively to the gross return. The value of the coefficient of multiple determination of total income was 0.89 which implied that about 89.0 percent of the total variation in the total income could be explained by the included explanatory variables of the model. The F-value for the total income of entrepreneurs was 48.611 which were highly significant at 1 percent level. So there was a positive effect of key factors in the total income of the entrepreneurs. The mean value of both poultry and fisheries farmer's assets at the time of the starting of the business was 303,200 Tk. and during the survey time it was found 1,604,000 Tk. and they are significantly correlated. So the mean value of assets increased is 1,300,800 Tk. and the percentage increase is 429.02%.

This study also identified some of the problems and constraints associated with the poultry and fisheries farming of the entrepreneurs. It was observed in the study area that lack of knowledge about modern technology & marketing skill, High price of

feed and feed materials, problem of marketing systems and middlemen, high bank interest, high price of drugs and lack of disease control, problems of transportation system, lack of diversified market, lack of market infrastructure and investment, lack of proper training and facilities, lack of government supervision were the main constraints faced by the poultry and fisheries farmers. Government and personal tasks ought to be taken to lessen or minimize those troubles for the sake of entrepreneurship development in this survey area to reduce their poverty and deliver them opportunity to take participation in developing Digital Bangladesh.

8.3 Conclusion

Entrepreneurship especially poultry and fisheries farming are income and employment generating activities of the entrepreneurs. The study areas have outstanding potential for poultry and fisheries farmers. The end result of this examine shows that poultry and fisheries farming is profitable and it would assist to improve the socio-financial situation of entrepreneurship inside the survey areas. If it can be stepped forward it has a significant effect on employment generation. In the study areas, developing different enterprises mainly poultry and fisheries farm, the entrepreneur's poverty reduces. There is a significant impact of different explanatory factors with total income. A strong significant correlation between assets starting of the survey and assets at the time of Survey. In Cumilla, it is difficult to increase poultry and fisheries farming due to lack of knowledge about modern technology & marketing skill, High price of feed and feed materials, problem of marketing systems and middlemen, high price of drugs and lack of disease control, problems of transportation system, lack of market infrastructure and investment, lack of proper training and facilities, lack of government supervision.

Poultry and fisheries farming in Cumilla district may be an extra profitable commercial corporation through proper tracking and intervention of Government which might play a dynamic position to alleviate poverty, elevating income, decreasing unemployment and eliminate protein deficiency, under nutrition and malnutrition, reducing adverse balance of charge situation of this area. Government should focus to the training facilities and credit availability for the betterment of entrepreneurs especially poultry and fisheries farmers.

8.4 Recommendations

On the basis of the result of this study poultry and fisheries farming were considered as income generating and investment decision should be taken into account in these sector can provide large profits producing, employment opportunity and dietary balance to the people of Bangladesh. There are few problems and constraints confronted by way of the entrepreneurs to fulfill their anticipated goals and maximization of income. The policy makers have to come ahead with necessary measures. According to the findings of the study; few policy recommendations are advanced with a purpose to be useful for policy method quit execution. The following particular guidelines are given for the improvement of this region.

- As most of the poultry and fisheries farmers are not efficient with updated technology at present, different types of awareness should be given to them about the modern technology and knowledge should be given how to adapt these technology.
- Proper market monitoring needed to control the high price of feed and feed materials.
- A new marketing system should be enabled for poultry and fisheries farmers. The involvement of middlemen should be decreased to give actual price to the farmer and consumer.
- Loan facilities must be enhanced from each non-public and authorities establishments on smooth terms and conditions for poultry and fisheries entrepreneurs.
- Qualitative risk assessments should be used to determine where the major risks occur, how they might be controlled, and consequently to which aspects of the inspection program funds should be diverted. When needed, quantitative risk assessments may be required to elucidate complex health risks.
- Proving higher transportation system for quick shipping, garage centers, well established marketplace infrastructure will inspire poultry and fisheries entrepreneurs to invest more money on this sector.
- More diversified market needed to do the poultry and fisheries business and more investment in these sectors needed to get more profit and more contribution to the national economic growth.

- A prevention program to monitor feed and disease control should be seriously considered as the first line of defense. Additional research is necessary to establish feed and disease control limits for environmental chemicals and accidental contaminants.
- Proper training should be given to them by establishing different training centers in the rural level and proper guidance should be given to them for establishing new farms.
 - More Government supervision needed in these sectors. Ministry of Fisheries and Livestock, Ministry of Agriculture and Ministry of Youth and Sports should take more steps in entrepreneurship development in rural Bangladesh.

8.5 Limitations of the Study

Some limitations were faced for the duration of observe because the look at changed into performed at the poultry and fisheries farmers who involved in farming in their merchandise via face to face interview.

- ◆ Most of the statistics have been gathered via interview of the poultry and fisheries farmers every now and then they had been now not fascinated to respond.
- ◆ The facts amassed commonly via the recollections of the farmers which had been no longer usually accurate.
- ◆ Resource and time constraints have been maximum important barrier in records collection. As an end result wide and in-depth observe was hampered to some extent.

8.6 Recommendations for further study

On the basis of scope and barriers of the present study and statement made by the researcher, the subsequent tips are made for future study.

- The present study was conducted in Cumilla district. It is usually recommended that comparable studies should be carried out in other regions of Bangladesh.
- This study investigated the relationship of seven characteristics of the entrepreneurs with their total income in poultry and fisheries farming.

Therefore, it is encouraged that similar study should be conducted with other characteristics of the entrepreneurs to explore the decision making capability of poultry and fisheries farmers.

- The present study was concerned only with the extent of entrepreneurship development in poultry and fisheries farmers. It is therefore suggested that further studies should be included more reliable measurement of concerned variable is necessary for future study.

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