

# Motivation And Blockades For Entrepreneurship Among Graduates

Slima Pinto, Prakash Pinto, Iqbal Thonse Hawaldar, Adel M Sarea

**Abstract:** The Indian government is facing a main challenge of youth unemployment for decades. Entrepreneurship is a frequent topic of discussion to many academicians and research scholars. It is a treasured supplementary tactic to generation of jobs, upgrade lifestyle and economic freedom of young people. With potential efforts and strategies by the government, educational institutes and the communities, it is important to boost employment and job creation for the youth of our country. Entrepreneurship has been an engrossing subject for most of the researchers and it has been put forth regarding an individual's skills, characteristics, and interests. The study focuses on the entrepreneurial intention in general and to analyse the blockades and motivating factors for business start-up among graduates. The study consists of final year graduate students studying in different colleges affiliated to Mangalore University. The study is exploratory in nature and the sample size consists of 433 final year students from various colleges within Mangaluru city. The data is interpreted through descriptive statistics, factor analysis, and correlation tests. The results reveal that most of the students are not certain about their future goals. It is explored that they have a significant correlation between inclination towards entrepreneurship and desire for autonomy, self-determination, realisation of own ideas, thinking innovatively and ability of risk-taking. Meanwhile, the students also lack creative skills, confidence, and business idea. It is concluded that the graduates are found to be reluctant towards entrepreneurship. It is necessary to inspire them to take up challenges and think creatively through various entrepreneurship related activities in the colleges.

**Index Terms:** Blockade, Career development, Economic Development, Entrepreneurship, Entrepreneurial intentions, Motivation, Skills.

## 1 INTRODUCTION

Entrepreneurship plays an important role in reducing youth unemployment and developing a country's economy [1],[2],[3],[4]. Many researchers claim that entrepreneurship positively contributes to the development of a country [5],[6],[7],[8],[9]. The preparedness and confidence towards originality and uniqueness depend on family, society and personal interest of students [10]. The student's inclination towards entrepreneurship enables them to initiate, organise, manage and take responsibilities and challenges. They also prefer self-employment over being an employee working for others [11]. In order to decide on a start-up career, there must be a necessary motivation to raise the intention to start a business [12]. A graduate student's business start-up decision is dependent on many factors like family background, education, social network, gender, age, and financial planning. The accomplishments of these factors motivate an individual to start a firm. On the other side absence of these factors could also create blockade for venture creation even if there is a strong desire to become an entrepreneur. An individual's motivation acts an important role in creating a new firm [13], [17]. Individuals who are without the necessary motivation may find starting a business very difficult and probably these kinds of people lack confidence and enthusiasm to withstand the challenges. It is important to understand both motivational factors and barriers to entrepreneurs [14]. In fact, any theory that controls the importance of motivation in new business creation is considered incomplete [11].

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## 2 LITERATURE REVIEW

Motivation refers to an individual's willingness to act. Related works shows that enthusiasm to aspire as an entrepreneur can be intended as an individual's self-regard and need for accomplishment, sovereignty, inventiveness, risk-taking, and power [15], [17], [18], [24], [25]. The three factors such as family, abilities, and knowledge are influencing the entrepreneurial decision [10]. Further, the prior job experience just before starting the venture and the environmental factors also influence entrepreneurship.

Entrepreneurial education includes skill-enhancing subjects like negotiation skills, leadership skills, creative thinking, innovation and developing a new product [16]. Entrepreneurial education helps the students to involve themselves with entrepreneurial skills which devise them to take up entrepreneurship as a career [17]. The orthodox education imparts students to perform, reproduce and to be employed, whereas entrepreneurship education helps them to be self-judgmental and self-employed which cannot be taught in orthodox learning [17], [23]. The Indian students lack financial support, knowledge, experience, and self-confidence compared to students of Spain, China and Belgium [17], [18]. Majority of students lack risk-taking ability and fear of failure is also one of the barriers to start a venture [19]. It is curious to find that the students of Spain and China are more reluctant to take risk compared to the students of India, America and Belgium [17], [18], [19], [20]. Entrepreneurship education should exist, not just in the classroom, but by developing a culture that embraces experimentation and innovation, creates a physical campus that includes living and learning spaces for entrepreneurs [20]. There are several studies conducted on motivation and barriers to entrepreneurship [21],[22],[23], but there are very few studies on graduates of India on motivation and blockades to business start-up. Hence the present study.

## 3 OBJECTIVES

- To explore the inclination of graduate students towards self-employment.
- To evaluate the blockades to entrepreneurship career
- To analyse the motivating factors that encourage entrepreneurship.

#### 4 STATEMENT OF THE PROBLEM

The graduate students in the final year are at the decision-making stage about their career. But most of the students are not sure about being an employee under some organisation or to start a new venture. Therefore, it is imperative to motivate the students to take up the right career decisions. Reducing unemployment is the major challenge in most of the developing countries. Entrepreneurship plays a dynamic role in improving the financial condition of the nation through employment, new product development and market growth. The study analyses the interest of students towards entrepreneurship in general and to analyse the motivating factors and blockades of graduate students to take up entrepreneurship as a career.

#### 5 RESEARCH METHODOLOGY

The study consists of both primary and secondary data. The sources of the primary data are collected through structured questionnaire. A sample of 433 graduate students of Mangaluru city has been collected. The data is analysed through Descriptive statistics, factor analysis, and correlation analysis.

#### 6 ANALYSIS OF DATA AND INTERPRETATION

Data analysis extracted from the survey are provided in the following section.

**TABLE 1**  
DEMOGRAPHIC PROFILE

		Frequency	Percent
Gender of the Respondents	Female	241	55.7
	Male	192	44.3
	Total	433	100.0
The religion of the Respondents	Hindu	124	28.6
	Muslim	134	30.9
	Christian	169	39.0
	Other	6	1.4
	Total	433	100.0
Stream of Study	B. Com	146	33.7
	BBA	136	31.4
	BA	123	28.4
	B.Sc.	28	6.5
	Total	433	100.0
Professional Goal of	Yes	111	25.6

the Respondents is to become an Entrepreneur	No	86	19.9
	Not Sure	236	54.5
	Total	433	100.0
Father's Profession	Entrepreneur/Own Business	92	21.2
	Govt Employee	45	10.4
	Private Employee	115	26.6
	Other	181	41.8
	Total	433	100.0
Mother's Profession	Entrepreneur/Own Business	17	3.9
	Govt Employee	34	7.9
	Private Employee	51	11.8
	Other	331	76.4
	Total	433	100.0

The sample consists of 55.7% of female and 44.3% male respondents. 39% of respondents are Christians, 30.9% are Muslims, 28.6% are Hindu and 1.4% of respondents are of other religion. 33.7% of the respondents are B. Com graduates. 31.4% are BBA graduates, 28.4% are BA graduates and 6.5% of respondents are B.Sc. graduates. The majority (54.5%) of the respondents are not sure about their inclination towards entrepreneurship, 25.6% of the respondents show strong desire towards entrepreneurship and 19.9% of respondents do not want to take up entrepreneurship as their career. The study attempted to know the entrepreneurial background of the parents and found that only 21.2% of the fathers and 3.9% of the mothers of the respondents have an entrepreneurial background. The motivational factors that encourage the students towards entrepreneurship The motivational factors of students were investigated through 10 statements using a Likert's five-point scale.

**TABLE 2**  
RELIABILITY STATISTICS

Cronbach's Alpha	Cronbach's Alpha Based on Standardized Items	N of Items
.748	.753	10

The calculated Cronbach's Alpha of 0.748 indicates a very high level of internal reliability for 10 items defined, which intern concludes that the scale used to measure motivational level is highly reliable.

**TABLE 3**  
MOTIVATIONAL FACTORS TO TAKE UP ENTREPRENEURSHIP AS CAREER

	Strongly Agree (5)	Agree (4)	Neutral (3)	Disagree (2)	Strongly Disagree (1)	Total	Mean	Std. Dev
Self Determination	32.10% (139)	53.60% (232)	8.50% (37)	3.90% (17)	1.80% (8)	100% (433)	4.101	0.849
Realisation of own ideas	26.60% (115)	60.70% (263)	5.80% (25)	5.50% (24)	1.40% (6)	100% (433)	4.055	0.817
Taking Part in Decision Making	32.80% (142)	52.40% (227)	8.50% (37)	5.30% (23)	0.90% (4)	100% (433)	4.108	0.835
Testing own Abilities	26.30% (114)	53.30% (231)	12.20% (53)	6.90% (30)	1.20% (5)	100% (433)	3.967	0.876
Thinking Innovatively	29.10% (126)	44.80% (194)	15.20% (66)	9.00% (39)	1.60% (7)	100% (433)	3.921	1.001
Ability to Take Risk	29.80% (129)	38.10% (165)	15.70% (68)	12.90% (56)	3.50% (15)	100% (433)	3.778	1.112
Seeking Opportunity	30.00% (130)	51.50% (223)	7.90% (34)	8.50% (37)	2.10% (9)	100% (433)	3.988	0.953
Being Competitive in any Task	29.30% (127)	47.60% (206)	12.20% (53)	10.20% (44)	0.70% (3)	100% (433)	3.946	0.940
Need for Achievement	36.70% (159)	49.40% (214)	9.0% (39)	4.40% (19)	0.50% (2)	100% (433)	4.175	0.803
Desire for Autonomy	19.40% (84)	52.20% (226)	19.90% (86)	6.90% (30)	1.60% (7)	100% (433)	3.808	0.883

\*Figures in parenthesis indicate frequencies Source: Field Survey  
The motivational factors that encourage final year graduate students towards entrepreneurial activity. Out of 433 respondents, 53.60% agree that they are self-determinant, 32.10% strongly agree, 8.50% are neutral, 3.90% disagree and 1.80% strongly disagree. 60.70% agree that they have the realisation of own ideas, 26.60% strongly agree, 5.80% are neutral, 5.50% disagree and 1.40% strongly disagree. The majority (52.40%) agree that they involved in taking decisions, 32.80% strongly agree, 8.50% are neutral, 5.30% disagree and 0.90% strongly disagree. 53.30% of the respondents agree that they have the quality of testing own abilities, 26.30% strongly agree, 12.20% are neutral, 6.90% disagree and very few 1.20% strongly disagree. 44.80% of the respondents agree that they have the quality of thinking innovatively, 29.10% strongly agree, 15.20% are neutral, 9% disagree and 1.60% strongly disagree. 38.10% of the respondents agree that they can take the risk, 51.50% of the respondents agree that they seek opportunity, 30% strongly agree, 7.90% are neutral, 8.50% disagree and 2.10% strongly disagree. 47.60% of the respondents agree of being competitive in any task, 29.30% strongly agree, 12.20% are neutral, 10.20% disagree and a very few 0.70% strongly disagree. 49.40% of the respondents agree that they aspire need for achievement, 36.70% strongly agree, 9% are neutral, 4.40% disagree and 0.50% strongly disagree. 52.20% of the respondents agree that they have the desire for autonomy, 19.40% strongly agree, 19.9% are neutral, 6.90% disagree and 1.60% strongly disagree. It is detected that the motivational factors have comparable mean values and the maximum mean is for need for achievement with the mean value 4.175 and lowest is the ability to take a risk with mean value 3.778.

**TABLE 4**  
RESULTS OF KMO AND BARTLETT'S TEST

Kaiser-Meyer-Olkin Measure of Sampling Adequacy	0.776
Approx. Chi-Square	579.338
Bartlett's Test of Sphericity	Df
	36
	Sig.
	0.000

Kaiser-Meyer-Olkin (KMO) = 0.776 > 0.50, indicates that the factor analysis can be carried out for the sample size. The Bartlett's test p-value is 0.000 less than 0.05, therefore there exists a correlation between variables and thus factor analysis can be applied.

**TABLE 5**  
TOTAL VARIANCE EXPLAINED

Component	Initial Eigenvalues			Extraction Sums of Squared Loadings			Rotation Sums of Squared Loadings		
	Total	% Variance	Cumulative %	Total	% Variance	Cumulative %	Total	% Variance	Cumulative %
1	3.121	31.207	31.207	3.121	31.207	31.207	2.261	22.606	22.606
2	1.091	10.911	42.117	1.091	10.911	42.117	1.951	19.511	42.117
3	.961	9.610	51.727						
4	.894	8.940	60.667						
5	.864	8.639	69.306						
6	.745	7.454	76.760						
7	.712	7.122	83.882						
8	.629	6.293	90.174						
9	.511	5.109	95.284						
10	.472	4.716	100.000						

Method of Extraction: Principal Component Analysis.

From the Table 5, the factor one indicates 22.60% of the variance. The factor two indicates 42.11% of the variance. All the other factors are not significant.

**TABLE 6**  
ROTATED COMPONENT MATRIX

Qualities to take up Entrepreneurship as Career	Component	
	1	2
Desire for Autonomy	.695	-.011

Self Determination	.651	.205
Thinking Innovatively	.644	.191
Need for Achievement	.609	.170
Realisation of own ideas	.530	.262
Seeking Opportunity	.011	.791
Testing own Abilities	.142	.595
Ability to Take Risk	.152	.586
Being Competitive in any Task	.317	.483
Taking Part in Decision Making	.378	.466
Method of Extraction: Principal Component Analysis.		
Rotation Method: Varimax with Kaiser Normalization.		
a. Rotation converged in 3 iterations.		

From table 6, it is inferred that the variables are loaded into two factors. They are named as follows.

**TABLE 7**  
FACTOR LOADINGS FOR THE MOTIVATIONAL FACTORS

Factor	Items included	Name of the factor	Percentage Contribution
Factor 1	Desire for Autonomy	Attainment concerned	22.606%
	Self Determination		
	Thinking Innovatively		
	Need for Achievement		
	Realisation of own ideas		
Factor 2	Seeking Opportunity	Opportunistic	19.511%
	Testing own Abilities		
	Ability to Take Risk		
	Being Competitive in any Task		
	Taking Part in Decision Making		

The Correlation analysis of Motivational factors are shown in Table 8 \* 0.05 level of significance (2-tailed)\*\* 0.01 level of significance (2-tailed)

**TABLE 8:**  
CORRELATION ANALYSIS OF MOTIVATIONAL FACTORS

	Interest to become Entrepreneur
Interest to become Entrepreneur	1
Self Determination	-.166** (.001)
Realisation of own ideas	-.143** (.003)
Taking Part in Decision Making	-.061 (.207)
Testing own Abilities	.015 (.760)
Thinking Innovatively	-.122* (.011)
Ability to Take Risk	-.114* (.018)
Seeking Opportunity	-.091 (.059)
Being Competitive in any Task	-.103* (.033)
Need for Achievement	-.077 (.110)
Desire for Autonomy	-.195** (.000)

Table 8 indicates the correlation among various motivational factors towards entrepreneurship and the interest of students

to become entrepreneur. The motivational factors such as desire for autonomy (-0.195), self-determination (-0.166), realization of own ideas (-0.143), thinking innovatively (-0.122), ability to take risk (-0.114) and being competitive (-0.103) are significantly negatively correlated in relation to entrepreneurial interest. However, seeking opportunity (-0.091), need for achievement (-0.077), taking part in decision making (-0.061) and testing own abilities (0.015) have no significant relation with the entrepreneurial interest. The Blockades for the choice of entrepreneurship  
The blockades of students to consider entrepreneurship as a career were investigated through 10 statements using Likert's Five-point scale.

**TABLE 9**  
RELIABILITY STATISTICS

Cronbach's Alpha	Cronbach's Alpha Based on Standardized Items	N of Items
.813	.814	10

The calculated Cronbach's Alpha of 0.813 shows that there is a very high level of internal consistency for 10 items defined, which intern concludes the scale used to measure motivational level is highly reliable.

**TABLE 10**  
**BLOCKADES TO CONSIDER ENTREPRENEURSHIP AS CAREER**

	Strongly Agree (5)	Agree (4)	Neutral (3)	Disagree (2)	Strongly Disagree (1)	Total	Mean	Std. Deviation
Lack of Capital	31.40% (136)	37.00% (160)	23.80% (103)	4.60% (20)	3.20% (14)	100% (433)	3.886	1.008
Lack of Business Idea	16.20% (70)	40.00% (173)	23.3% (101)	14.8% (64)	5.80% (25)	100% (433)	3.459	1.102
Fear of Failure	12.00% (52)	34.40% (149)	30.90% (138)	15.00% (65)	6.70% (29)	100% (433)	3.300	1.074
Fear to take Risk	11.10% (48)	37.00% (160)	25.4% (110)	17.30% (75)	9.20% (40)	100% (433)	3.233	1.142
Insufficient Business Knowledge	9.90% (43)	35.60% (154)	30.50% (132)	17.10% (74)	6.90% (30)	100% (433)	3.244	1.069
Insufficient Technical Knowledge	8.50% (37)	36.50% (158)	29.60% (128)	21.90% (95)	3.50% (15)	100% (433)	3.247	1.002
Too much Stress	17.80% (77)	31.60% (137)	26.10% (113)	16.20% (70)	8.30% (36)	100% (433)	3.344	1.186
Lack of Confidence	14.30% (62)	31.90% (138)	25.90% (112)	19.60% (85)	8.30% (36)	100% (433)	3.242	1.168
Lack of Creative Skills	10.20% (44)	33.30% (144)	29.60% (128)	17.80% (77)	9.20% (40)	100% (433)	3.173	1.122
Lack of Social Networking	12.70% (55)	31.20% (135)	22.90% (99)	21.90% (95)	11.30% (49)	100% (433)	3.120	1.216

Figures in parenthesis indicate frequencies Source: Field Survey From table 10, it is interpreted that 37.00% agree that dearth of capital is a barrier for venture creation, 31.40% strongly agree, 23.80% are neutral, 4.60% disagree and 3.20% strongly disagree. 40.00% agree that inadequate business idea is the blockade to consider entrepreneurship, 31.90% are neutral, 16.20% strongly agree, 14.80% disagree and 5.80% strongly disagree. 34.40% of the respondents agree that fear of failure is a blockade, 31.90% are neutral, 15% disagree, 12% strongly agree and 6.70% strongly disagree. 37.00% of the respondents agree that fear to take risk is the barriers to start a venture, 25.40% are neutral, 17.30% disagree, 11.10% strongly agree and 9.20% strongly disagree. 35.60% of respondents agree that there are insufficient knowledge of business and technology, 30.50% neutral, 17.10% disagree, 9.90% strongly agree and 6.90% strongly disagree. 36.50% agree that lack of technical knowledge is a barrier to consider business start-up, 29.60% are neutral, 17.10% disagree, 9.90% strongly agree and 6.90% strongly disagree. 31.60% of the respondents agree that too much stress is a barrier to start the business, 26.10% are neutral, 17.80% strongly agree, 16.20% disagree and 8.30% strongly disagree. 31.90% agree that they lack the confidence to start a business, 26.90% are neutral, 19.60% disagree, 14.30% strongly agree and 8.30% strongly disagree. 33.30% of the respondents agree that they lack creative skills, 29.60% are neutral, 17.80% disagree, 10.20% strongly agree and 9.40% strongly disagree. 31.20% agree that they lack the social networking skill, 22.90% are neutral, 21.90% disagree, 12.70% strongly agree and 11.30% strongly disagree. It is

interpreted that the blockades to entrepreneurial intentions have the equivalent mean value and the highest mean is for lack of capital with the mean value 3.928 and lowest is lack of social network with mean value 3.120.

**TABLE 11**  
**RESULTS OF KMO AND BARTLETT'S TEST**

Kaiser-Meyer-Olkin Measure of Sampling Adequacy	0.807	
Approx. Chi-Square	1306.319	
Bartlett's Test of Sphericity	Df	45
	Sig.	.000

Kaiser-Meyer-Olkin (KMO) = 0.807 > 0.50, indicates that the sample size is enough to continue with factor analysis. The Bartlett's test p-value is 0.000 less than 0.05, therefore there exists a correlation between variables and thus factor analysis could be carried out.

**TABLE 12**  
TOTAL VARIANCE EXPLAINED

Component	Initial Eigenvalues			Extraction Sums of Squared Loadings			Rotation Sums of Squared Loadings		
	Total	% of Variance	Cumulative %	Total	% of Variance	Cumulative %	Total	% of Variance	Cumulative %
1	3.700	41.106	41.106	3.700	41.106	41.106	2.625	29.167	29.167
2	1.334	14.827	55.933	1.334	14.827	55.933	1.858	20.647	49.814
3	1.005	11.169	67.102	1.005	11.169	67.102	1.556	17.289	67.102
4	.723	8.033	75.135						
5	.546	6.068	81.204						
6	.521	5.785	86.989						
7	.479	5.320	92.309						
8	.429	4.764	97.073						
9	.263	2.927	100.000						

Method of Extraction: Principal Component Analysis.

**TABLE 15**  
CORRELATION ANALYSIS OF BLOCKADES OF ENTREPRENEURSHIP

	Interest to become Entrepreneur
Interest to become Entrepreneur	1
Lack of Capital	.080 (.097)
Lack of Business Idea	.150** (.002)
Fear of Failure	.110* (.022)
Fear to take Risk	.082 (.087)
Insufficient Business Knowledge	.086 (.075)
Insufficient Technical Knowledge	.042 (.381)
Too much Stress	-.038 (.436)
Lack of Confidence	.125** (.009)
Lack of Creative Skills	.203** (.000)
Lack of Social Networking	.092 (.05)

29.167% of the variance. The second factor is 49.814% of the variance. The third factor is 67.102% of the variance. All the remaining factors are not significant.

**TABLE 13**  
ROTATED COMPONENT MATRIX

Perceived difficulties in starting a Business	Component		
	1	2	3
Lack of Creative Skills	.861	.170	.058
Lack of Social Networking	.831	.012	.098
Lack of Confidence	.771	.263	.130
Lack of Business Idea	.664	.269	.195
Fear of Failure	.160	.818	.080
Fear to take Risk	.187	.783	.085
Too much Stress	.133	.578	.283
Insufficient Technical Knowledge	.049	.106	.894
Insufficient Business Knowledge	.276	.246	.771

Method of Extraction: Principal Component Analysis.  
Rotation Method: Varimax with Kaiser Normalization.  
a. Rotation converged in 5 iterations.

From table 13, it is inferred that the variables are loaded into three factors. They are named as follows.

**TABLE 14**  
FACTOR LOADINGS FOR BLOCKADE FACTORS

Factor	Items included	Name of the factor	Percentage Contribution
Factor 1	Lack of Creative Skills	Awareness Issues	29.167
	Lack of Social Networking		
	Lack of Confidence		
	Lack of Business Idea		
Factor 2	Fear of Failure	Anxiety Issues	20.647
	Fear to take Risk		
	Too much Stress		
Factor 3	Insufficient Technical Knowledge	Ignorance	17.289
	Insufficient Business Knowledge		

The following table represents the Correlation Analysis of blockades of entrepreneurship

\* 0.05 level of significance (2-tailed)

\*\* 0.01 level of significance (2-tailed)

Table 15 represents the correlation analysis among various blockades of entrepreneurship and the interest of students to become entrepreneur. The blockades such as lack of creative skills (0.203), lack of business idea (0.150), lack of confidence (0.125) and fear of failure (0.110) have significant relationship with the entrepreneurial interest. The blockades such as lack of social networking (0.092), insufficient business knowledge (0.086), fear to take risk (0.82), lack of capital (0.080), insufficient technical knowledge (0.42) and too much stress (-0.038) have no significant relationship with the entrepreneurial interest. The Source of Motivation to consider Entrepreneurship as Career

**TABLE 15**  
**SOURCE OF MOTIVATION TO CONSIDER BUSINESS START-UP**

	Very Much	Somewhat	Neutral	Less	Doesn't	Total	Mean	Std Deviation
Parents	49.90% (216)	21.20% (92)	17.10% (74)	3.70% (16)	8.10% (35)	100% (433)	4.011	1.244
Relatives	16.20% (70)	31.40% (136)	24.20% (105)	16.60% (72)	11.50% (50)	100% (433)	3.240	1.238
Classmates	23.80% (103)	32.10% (139)	22.40% (97)	11.30% (49)	10.40% (45)	100% (433)	3.475	1.256
Professors/ Research Scholars	23.60% (102)	27.00% (117)	24.20% (105)	12.00% (52)	13.20% (57)	100% (433)	3.358	1.317
Friends	19.20% (83)	30.90% (134)	28.20% (122)	8.80% (38)	12.90% (56)	100% (433)	3.346	1.250
An Entrepreneur	27.00% (117)	24.90% (108)	21.90% (97)	12.70% (55)	12.90% (56)	100% (433)	3.404	1.347

The table 15 indicates that 49.90% of parents motivate them very much. 31.40% of the respondent's relatives are somewhat a source of motivation towards start-up. 32.10% classmates motivate them somewhat. 27% professors and research scholars motivate them somewhat. 30.90% friends somewhat motivate them. 27.00% are very much motivated by an entrepreneur. It is also observed that almost all the sources of motivation have the same mean value and the highest mean for parents with the mean value 4.011 and lowest is relatives with mean value 3.240.

## 7 DISCUSSIONS OF RESULTS

The paper focuses on analysing the entrepreneurial interest in general and motivation and blockade of graduate students to take up entrepreneurship as a career. The study shows that general motivational factors for graduate students are Self-determination, Realisation of own ideas, Thinking Innovatively, Ability to Take Risk, Being Competitive in any Task, Desire for Autonomy which indicates a relationship between interest in entrepreneurship and motivating factors. This, therefore, suggests that the respondents have integrally negative attitudes towards entrepreneurship. The results of the analysis show that there is a strong relationship between barriers of entrepreneurship and interest of graduates of Mangaluru city towards entrepreneurship. Lack of Business Idea, Fear of Failure, Lack of Confidence, Absence of Creative Skills and Lack of Social Networking is the general blockades of graduates of Mangaluru city to consider entrepreneurship. therefore, the respondents have integrally negative attitudes towards entrepreneurship.

## 8 Conclusion

The blockades in the journey of a new venture are obvious. It is important to be prepared to face all the barriers and move ahead towards the goal. It is found that the graduates of Mangaluru city are less interested in entrepreneurship; therefore, it is necessary to motivate them towards the right path. The awareness about entrepreneurship, introducing some entrepreneurial activities in colleges and arranging

campaigns will help the students to choose their career. In addition, colleges should promote, support and encourage students to inculcate innovative thinking in their day to day activities. These kinds of innovative activities will enable the students to conceive and mold a product that is new and never existed before.

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