

PSYCHOLOGICAL ATTRIBUTES AND ENTREPRENEURIAL SUCCESS

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ABSTRACT

The present investigation has been designed to study the nature and differences between psychological attributes and entrepreneurial success among women entrepreneurs of Haryana, Punjab and Delhi. The study was conducted on a sample of 132 women entrepreneurs. The findings of the study reveal that the women entrepreneurs from Haryana, Punjab and Delhi differ on two of the personal attributes i.e. delegation of authority and risk taking propensity. Moreover, women entrepreneurs from three states i.e. Haryana, Punjab and Delhi also differ significantly on income/profit/ entrepreneurial success criteria. However no significant difference exists in psychological attributes of the women entrepreneurs

KEY WORDS: entrepreneurs, psychological attributes.
