

**AGRI-ENTREPRENEURIAL INNOVATIONS
FOR LIVELIHOOD SECURITY IN INDO-
GANGETIC PLAINS - AN ANALYTICAL STUDY**

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**Agri-entrepreneurial Innovations for Livelihood
Security in Indo-Gangetic Plains-
An Analytical study**

by

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Submitted

**In fulfillment of the requirements of degree of Doctor of Philosophy
to the**



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*Dedicated to my
Lovable PARENTS*

CERTIFICATE

This is to certify that the thesis entitled “Agri-entrepreneurial Innovations for Livelihood Security in Indo-Gangetic Plains-An Analytical study”, being submitted by Mrs. Sumati Sharma to the Indian Institute of Technology Delhi for the award of “Doctor of Philosophy” is a record of bonafide research work carried out by her. She has worked under my guidance and supervision and has fulfilled the requirements for the submission of this thesis. To the best of my knowledge, the results contained in this thesis have not been submitted in part or full to any other university or institute for the award of any degree or diploma.



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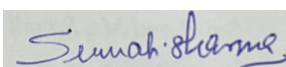
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“The hardest arithmetic to master is that which enables us to count our blessings.”-Eric Hoffer



(Sumati Sharma)

ABSTRACT

Agricultural innovations and entrepreneurship development are critical for improving rural Indians' living standards. There is a need to assess the impact of available agri-entrepreneurial innovations as well as the status of the country's support system for agri-entrepreneurship development. Taking into account this backdrop, the current study was carried out to analyze agri-entrepreneurial innovations and their impact on farmers' livelihood security in selected states of trans, upper and middle regions of India's Indo-Gangetic Plains.

A proportionate random sample of 65 agri-entrepreneurs (around 10% of total agri-entrepreneurs from each of the selected states) was drawn from the sample frame of 647 agri-entrepreneurs comprising four major states i.e., Punjab, Haryana, Uttar Pradesh, and Bihar. Similarly, a proportional random sample of 65 farmers of the same area was drawn. Also, from each of the four states, 15 officials were selected randomly from various government and non-government organizations. In addition to this, eight Padma Shri awardees and five national-level awardee agri-entrepreneurs were purposively chosen for documenting their case studies in detail. This makes the total sample size 203.

Research analyzed and compared the conventional cropping system (Rice-Wheat) prevailing in the study area with the agri-entrepreneurial interventions of the selected sample of agri-entrepreneurs. The overall benefit-cost ratio for the traditional rice-wheat cropping system was 1.37, in comparison to the benefit-cost ratio of the selected agri-entrepreneurial innovations (ranged between 2.08 to 3.0), indicating substantially higher profitability of the agri-entrepreneurial innovations over the traditional rice-wheat cropping system. The Innovation Profitability Index (IPI) was used to assess the profitability of agri-entrepreneurial innovations and was found that 90.76% of the agri-enterprises were with medium profitability (IPI=0.62-0.97). The correlation of IPI with the determinants revealed that social participation ($r = 0.296$, $p = 0.017$) and mass media exposure ($r = 0.997$, $p = 0.000$) were positively correlated with the extent of profitability, whereas the gestation period ($r = -0.777$, $p = 0.000$) and capital investment ($r = -0.318$, $p = 0.010$) were negatively correlated.

Agri-entrepreneurs and farmers had average Livelihood Index (LI) scores of 0.651 (S.D.=0.022) and 0.419 (S.D.=0.021), respectively. According to LI values, 58.46% of agri-entrepreneurs fall into the medium category (0.293-0.698), while 41.53% fall into the high category (>0.698). A comparison of changes in agri-entrepreneurs' livelihood indicators before and after the adoption of agricultural innovations using paired 't' test revealed a significant difference in income ($t = 10.84$), employment days created for family ($t = 11.06$) and

employment days created for others ($t = 3.63$), expenditure on education ($t = 3.67$), food ($t = 6.33$) vehicle ($t = 3.31$) and gadgets ($t = 6.35$). Similarly, the two-sample t-test revealed a significant difference in income, employment days created for family, health expenditure, education expenditure, expenditure on food, vehicle, and machinery between agri-entrepreneurs and farmers.

The study further dwelled upon the major sources of support for development of agri-entrepreneurial activities. The most common support systems recognized by the agri-entrepreneurs included Central /SAUs/KVKs (90.77 per cent respondents). Although a variety of support systems were available to agri-entrepreneurs, 89.23% of respondents indicated that financial and capacity-building support were the most often used support systems by them. The analysis of functional linkage revealed that KVKs had a strong (Mean score > 4.7) functional connection with the research institutions, and agri-entrepreneurs.

Technical, financial, infrastructural, extension, and socio-psychological barriers faced by farmers and agri-entrepreneurs were evaluated using a 5-point Likert scale. Lack of published literature and technical guidance (Mean score = 2.20), high fluctuation in prices (Mean score = 3.47), irregular supply of electricity (Mean score = 2.69), requirement of more expertise in adoption of innovations (Mean score = 2.69) and risky nature of the job (Mean score = 3.65) were the most severe constraints identified by agri-entrepreneurs, under technical, financial, infrastructural, extension, and socio-psychological dimensions respectively.

Further, suggestions from agri-entrepreneurs and officials were also sought in respect of documentation, validation, commercialization and dissemination of agri-entrepreneurial innovations which may be helpful in further strengthening, expanding and upscaling of innovations. Data analysis revealed that the majority of respondents (57.6%) suggested that national campaigns and exhibitions can be utilized to track innovation. In case of validation, majority of respondents (41.6 %) suggested establishing testing facilities and (40.8%) opined that training in assessing the uniqueness of the innovation is necessary. Similarly, when it came to commercialization, the majority of respondents (56.85%) advocated financial support to innovators. The most preferred suggestive strategy for the dissemination of agri-entrepreneurial innovations was through recognizing/awarding innovators (56.0%).

Finally, based on the suggestions of the respondents, researcher framed the policy recommendations and suggested future scope of the study.

सार

ग्रामीण भारतीयों के जीवन स्तर में सुधार के लिए कृषि नवाचार और उद्यमिता विकास अति महत्वपूर्ण हैं। वर्तमान में, उपलब्ध कृषि-उद्यमिता नवाचारों के प्रभाव के साथ-साथ कृषि-उद्यमिता विकास के लिए देश की सहायता प्रणाली की स्थिति का आकलन करने की आवश्यकता है। इस पृष्ठभूमि को ध्यान में रखते हुए, भारत के सिंधु-गंगा के मैदानों में कृषि-उद्यमी नवाचारों का विश्लेषण एवं उनका किसानों की आजीविका सुरक्षा पर प्रभाव पर अध्ययन किया गया।

65 कृषि-उद्यमियों (चार राज्यों में से प्रत्येक के कुल कृषि-उद्यमियों का लगभग 10%) का एक आनुपातिक यादृच्छिक नमूना लिया गया, जिसमें भारत के ऊपरी और मध्य भारत-गंगा के मैदानी इलाकों के चार प्रमुख राज्य यानी पंजाब, हरियाणा, उत्तर प्रदेश और बिहार से 647 कृषि-उद्यमी शामिल थे। इसी तरह 65 किसानों का एक आनुपातिक यादृच्छिक नमूना भी लिया गया। साथ ही, चारों राज्यों में से प्रत्येक से, विभिन्न सरकारी और गैर-सरकारी संगठनों से 15 अधिकारियों का चयन किया गया। इसके अलावा, आठ पद्म श्री पुरस्कार विजेताओं और पांच राष्ट्रीय स्तर के पुरस्कार प्राप्त कृषि-उद्यमियों को उनकी सफलता की यात्रा का विस्तार से अध्ययन एवं दस्तावेजीकरण करने के लिए चुना गया। इस तरह कुल नमूना आकार 203 बनता है।

वर्तमान अध्ययन में चयनित कृषि-उद्यमियों के कृषि-उद्यमशीलता नवाचारों के साथ में भारत-गंगा के मैदानों में प्रचलित पारंपरिक फसल प्रणाली (चावल-गेहूं) का विश्लेषण-एवं उसकी तुलना की गई। पारंपरिक चावल-गेहूं फसल प्रणाली के लिए समग्र लाभ-लागत अनुपात 1.37 था, जो चयनित कृषि-उद्यमिता नवाचारों के लाभ-लागत अनुपात (2.08 से 3.00 के बीच) से काफी कम था। लाभप्रदता सूचकांक (पीआई) का उपयोग कृषि-उद्यमी नवाचारों की लाभप्रदता का आकलन करने के लिए किया गया था और यह पाया गया कि 90.76% कृषि-उद्यमी मध्यम लाभप्रदता (आईपीआई = 0.62-0.97) के अंतर्गत थे। निर्धारकों के साथ पीआई के सहसंबंध से पता चला कि सामाजिक भागीदारी (आर = 0.296, पी = 0.017) और मास मीडिया एक्सपोजर (आर = 0.997, पी = 0.000) का लाभप्रदता के साथ सकारात्मक रूप से सहसंबद्ध थे, जबकि परियोजन पूर्ण होने की अवधि (आर = -0.777, पी 0.000) और पूंजी निवेश (आर = -.318, पी = 0.010) नकारात्मक रूप से सहसंबद्ध थे।

कृषि-उद्यमियों और किसानों का औसत एल0आई0 स्कोर क्रमशः 0.651 (एसडी = 0.022) और 0.419 (एसडी = 0.021) था। आजीविका सूचकांक मूल्यों के अनुसार, 58.46% कृषि-उद्यमी मध्यम श्रेणी (0.293-0.698) में आते हैं, जबकि 41.53% उच्च श्रेणी (>0.698) में आते हैं। युग्मित 'टी' परीक्षण का उपयोग करके कृषि नवाचारों को अपनाने से पहले और बाद में कृषि-उद्यमियों के आजीविका संकेतकों में परिवर्तन की तुलना से आय (टी = 10.84), परिवार के लिए सृजित रोजगार के दिनों (टी = 11.06) और अन्य (टी = 3.63), शिक्षा पर व्यय (टी = 3.67), भोजन (टी = 6.33) वाहन (टी = 3.31), एवं गैजेट्स (टी =

6.35) में सार्थक अंतर पाया गया। इसी प्रकार, दो-नमूना t-परीक्षण आय, परिवार के लिए सृजित रोजगार दिवसों, स्वास्थ्य व्यय, शिक्षा व्यय, भोजन पर व्यय, वाहन, और मशीनरी में कृषि-उद्यमियों और किसानों के बीच एक सार्थक अंतर को प्रदर्शित करता है।

आगे के अध्ययन में कृषि-उद्यमिता गतिविधियों के विकास के लिए सहायता के प्रमुख स्रोतों का विश्लेषण किया गया है। 90.77% उद्यमियों का मानना है कि केंद्र/राज्य कृ० वि० एवं कृषि विज्ञान केंद्र सहायता के प्रमुख स्रोत हैं। यद्यपि कृषि-उद्यमियों के लिए विभिन्न प्रकार की सहायता प्रणालियाँ उपलब्ध थीं, 89.23% उत्तरदाताओं ने संकेत दिया कि वित्तीय और क्षमता-निर्माण सहायता उनके द्वारा सबसे अधिक उपयोग की जाने वाली सहायता प्रणालियाँ थीं। कार्यात्मक लिंकेज के विश्लेषण से पता चला कि के०वी०के० का प्रगतिशील किसानों एवं अनुसंधान संस्थानों के साथ मजबूत (औसत स्कोर > 4.7) कार्यात्मक संबंध थे।

किसानों और कृषि कृषि-उद्यमियों द्वारा सामना की जाने वाली तकनीकी, वित्तीय, ढांचागत, विस्तार और सामाजिक-मनोवैज्ञानिक बाधाओं का मूल्यांकन 5-पॉइंट लिंक स्केल का उपयोग करके किया गया। प्रकाशित साहित्य और तकनीकी मार्गदर्शन का अभाव (औसत स्कोर = 2.20), मूल्य में भारी उतार-चढ़ाव (औसत स्कोर = 3.47), बिजली की अनियमित आपूर्ति, (औसत स्कोर = 2.69) नवाचारों को अपनाने के लिए कुशलता की कमी (औसत स्कोर = 2.69) और जोखिम भरा काम (औसत स्कोर = 3.65) कृषि-उद्यमियों द्वारा क्रमशः तकनीकी, वित्तीय, ढांचागत, विस्तार और सामाजिक-मनोवैज्ञानिक आयामों के तहत पहचानी जाने वाली सबसे गंभीर बाधाएं थीं।

कृषि उद्यमिता नवाचारों को सुदृढ़ करने, फैलाने व आकार बढ़ाये जाने के लिए कृषि उद्यमियों एवं अधिकारियों से प्रलेखीकरण, सत्यापन, व्यवसायीकरण, व प्रसार सम्बन्धी विषयों पर राय ली गयी। अधिकांश संस्थागत प्रतिनिधियों (57.6%) ने सुझाव दिया कि नवाचार को ट्रैक करने के लिए राष्ट्रीय अभियानों और प्रदर्शनियों का उपयोग किया जा सकता है। सत्यापन के मामले में, (40.8%) उत्तरदाताओं ने कहा कि नवाचार की विशिष्टता का आकलन करने के लिए प्रशिक्षण आवश्यक है। इसी तरह, जब व्यावसायीकरण की बात आई, तो अधिकांश उत्तरदाताओं (56.85%) ने नवप्रवर्तकों को वित्तीय सहायता की वकालत की। कृषि-उद्यमी नवाचारों के प्रसार के लिए सबसे पसंदीदा विचारोत्तेजक रणनीति नवप्रवर्तकों (56.0%) को सम्मानित/पुरस्कृत करने के माध्यम से थी।

अंत में, उत्तरदाताओं के सुझावों के आधार पर, शोधकर्ता ने नीतिगत सिफारिशों को तैयार किया, और भविष्य में अध्ययन के लिए सुझाव दिए।

TABLE OF CONTENTS

CERTIFICATE.....	i
ACKNOWLEDGEMENTS.....	ii
ABSTRACT.....	iv
TABLE OF CONTENTS.....	viii
LIST OF FIGURES.....	xii
LIST OF TABLES.....	xiii
LIST OF PLATES.....	xv
ABBREVIATIONS.....	xvi
CHAPTER I.....	1
INTRODUCTION.....	1
1.1 Background.....	1
1.2 Entrepreneurs and entrepreneurship.....	2
1.3 Government support for entrepreneurship development in India.....	3
1.4 Statement of the problem.....	6
1.5 Scope of present work.....	7
1.6 Objectives.....	8
CHAPTER II.....	9
REVIEW OF LITERATURE.....	9
2.1 Concept of entrepreneurship.....	9
2.2 Innovativeness.....	12
2.3 Agri-innovation and entrepreneurship development.....	14
2.4 Factors in innovation generation.....	16
2.5 Agri-entrepreneurship and livelihood security.....	17
CHAPTER III.....	21
MATERIALS AND METHODS.....	21
3.1 Research design.....	21
3.2 Sampling plan.....	21
3.2.1 Study area.....	21
3.2.2 Sampling frame.....	23
3.2.3 Selection of the respondents.....	23
3.3 Methods and tools of data collection.....	27
3.4 Conceptual framework.....	27

3.5. Operationalization and measurement of variables.....	29
3.5.1. Objective-wise activities and measurement of variables.....	29
3.5.2. Statistical methods used for data collection.....	34
CHAPTER IV.....	37
RESULTS AND DISCUSSION.....	37
4.1 The agri-entrepreneurial innovations devised and utilized by the agri-entrepreneurs.....	37
4.1.1 Identification of agri-entrepreneurial innovations.....	37
4.1.2. Status of enterprises among selected sample.....	39
4.1.3. Description of innovations	40
4.1.3.1 Bee -keeping.....	40
4.1.3.2 Crop production.....	41
4.1.3.3 Fisheries.....	43
4.1.3.4 Fruit production.....	43
4.1.3.5 Vegetable production.....	44
4.1.3.6 Livestock.....	45
4.1.3.7 Mushroom.....	46
4.1.3.8 Seed production.....	47
4.1.3.9 Value addition and processing.....	48
4.1.4. Case studies of achiever agri-entrepreneurs.....	49
4.1.5. Benefit-cost analysis of traditional cropping systems <i>vis-à-vis</i> agri-entrepreneurial enterprises.....	79
4.1.6. Factors affecting profitability of agri-entrepreneurial innovations.....	84
4.1.6.1. Socio personal and communication characteristics of agri-entrepreneurs and farmers.....	84
4.1.6.2. Extent of innovation profitability among agri-entrepreneurial innovators.....	88
4.1.6.3. Relationship of profitability index with socio-personal variables.....	89
4.2. Assessment of livelihood status and development of livelihood index.....	91
4.2.1. Impact of adoption of innovation on the income of agri-entrepreneurs.....	94
4.2.2. Changes in livelihood indicators of agri-entrepreneurs.....	95
4.2.3. Comparison of agri-entrepreneurs and farmers in terms of changes in livelihood indicators.....	96
4.3. Examination of the support systems for the promotion of agri-entrepreneurial innovations and agri-entrepreneurship	98

4.3.1. Major support systems for agri-entrepreneurial innovations.....	100
4.3.2 Extent of accessibility and utilization of support system by agri-entrepreneurs.....	101
4.3.2.1. Accessibility to the financial support system.....	101
4.3.2.2. Accessibility to the technical support systems.....	101
4.3.2.3. Accessibility of support for capacity building.....	102
4.3.2.4. Accessibility to market support system.....	103
4.3.2.5. Accessibility to subsidies and input support.....	103
4.3.2.6. Accessibility to infrastructural support.....	104
4.3.2.7. Accessibility to organizational support.....	104
4.3.3. Extent of utilization of support systems	105
4.3.4. Assessment of linkages and coordination among the support system providers.....	105
4.4. Constraints in the up-scaling and out-scaling of entrepreneurial innovations.....	107
4.4.1 Constraints faced by the agri-entrepreneurs and farmers.....	107
4.4.1.1. Technical constraints.....	107
4.4.1.2. Economic constraints.....	108
4.4.1.3. Infrastructural constraints.....	109
4.4.1.4 Extension constraints.....	110
4.4.1.5 Socio-psychological constraints.....	111
4.4.2. Constraints faced by state officials in the development and uptake of agri-entrepreneurial innovation.....	112
4.4.3 Suggestions for up-scaling and out-scaling of agri-entrepreneurial innovation.....	114
4.4.3.1 Suggestions for the documentation of agri-entrepreneurial innovations.....	114
4.4.3.2 Suggestions for the validation of agri-entrepreneurial innovations.....	115
4.4.3.3 Suggestions for the commercialization of agri-entrepreneurial innovations.....	116
4.4.3.4 Suggestions for the dissemination of agri-entrepreneurial innovations.....	116
CHAPTER V.....	119
SUMMARY, CONCLUSION AND RECOMMENDATIONS.....	119
5.1. Summary.....	119
5.2. Conclusion.....	124
5.3. Recommendations.....	125
5.4. Future scope of the study.....	127
REFERENCES.....	129
APPENDIX.....	143
i. Interview schedule for agri-entrepreneurs.....	143

ii. Interview schedule for farmers (non-agri-entrepreneurs)	155
iii. Interview schedule for officials.....	163
iv. Description of existing support systems for promotion of agri-entrepreneurship.....	166
BIODATA.....	173

LIST OF FIGURES

No.	Title	Page No.
Figure 3.1	Map of study area - Indo-Gangetic Plains of India	22
Figure 3.2	Representative districts in the sample from Punjab	25
Figure 3.3	Representative districts in the sample from Haryana	25
Figure 3.4	Representative districts in the sample from Uttar Pradesh	26
Figure 3.5	Representative districts in the sample from Bihar.....	27
Figure 3.6	Conceptual framework	28
Figure 3.7	Work flow diagram of the study.....	35
Figure 4.1.	Enterprise wise distribution of agri-entrepreneurial innovations in selected states.... ..	38
Figure 4.2	Comparative profitability of traditional vis-à-vis agri-entrepreneurial enterprises.....	81
Figure 4.3.	Box-whisker comparing incomes before and after the adoption of innovations.....	94
Figure 4.4	Existing support systems for promotion of agri-entrepreneurial innovations and agri-entrepreneurship in India.....	99

LIST OF TABLES

Table No.	Title	Page No.
Table 3.1	Productivity and Human Development Index of the study states.....	22
Table 3.2	State-wise distribution of agri-entrepreneurs.....	23
Table 3.3	State-wise distribution of respondents.....	24
Table 3.4	Various Indicators for livelihood security and its measurement level....	31
Table 4.1	State-wise distribution of agri-entrepreneurs.....	38
Table 4.2	State-wise distribution of selected agri-entrepreneurs.....	39
Table 4.3	Benefit-cost analysis of rice-wheat cropping system in Indo-Gangetic Plains	82
Table 4.4.	Benefit-cost analysis of agri-entrepreneur's enterprises.....	83
Table 4.5.	Distribution of respondents according to gender.....	84
Table 4.6.	Distribution of respondents according to the age.....	85
Table 4.7.	Distribution of respondents according to their family type.....	85
Table 4.8.	Distribution of respondents according to their enterprise/farming experience.....	85
Table 4.9	Distribution of respondents according to their education level.....	86
Table 4.10	Distribution of respondents according to their social participation.....	86
Table 4.11	Distribution of respondents according to their mass media exposure.....	87
Table 4.12	Distribution of respondents according to their income level.....	88
Table 4.13	Distribution of agri-entrepreneurs as per the Innovation Profitability Index.....	89
Table 4.14	Correlation of socio-personal variables with innovation profitability index.....	90
Table 4.15	Summary of various capital indexes calculated for agri-entrepreneurs and farmers.....	92
Table 4.16	Distribution of stakeholders according to their livelihood index value...	94
Table 4.17	Changes in livelihood indicators post-agri-entrepreneurship development	96
Table 4.18	Changes in livelihood indicators of agri-entrepreneurs vis-a-vis farmers.	97

Table 4.19	Major support systems for agri-entrepreneurial innovations.....	100
Table 4.20	Accessibility to the financial support system.....	101
Table 4.21	Accessibility to the technical support system.....	102
Table 4.22	Accessibility to capacity building.....	102
Table 4.23	Accessibility of marketing support system.....	103
Table 4.24	Accessibility to subsidies and input support.....	104
Table 4.25	Accessibility to infrastructural support.....	104
Table 4.26	Accessibility to organizational support.....	105
Table 4.27	Extent of utilisation of support system by agri-entrepreneurs.....	105
Table 4.28	Functional Linkage Matrix among the institutional players as perceived by officials and agri-entrepreneurs.....	106
Table 4.29	Ranking of technical constraints faced by the agri-entrepreneurs and farmers.....	108
Table 4.30	Ranking of economic constraints.....	109
Table 4.31	Ranking of infrastructural constraints.....	110
Table 4.32	Ranking of extension constraints.....	111
Table 4.33	Ranking of socio-psychological constraints.....	112
Table 4.34	Constraints faced by the officials.....	113
Table 4.35	Documentation of agri-entrepreneurial innovations.....	115
Table 4.36	Suggestion for validation of agri-entrepreneurial innovations.....	115
Table 4.37	Suggestions for the commercialization of agri-entrepreneurial innovations.....	116
Table 4.38	Suggestion for the dissemination of agri-entrepreneurial innovations.....	117

LIST OF PLATES

Plate no.	Title	After Page No.
Plate 1	Padma Shri Kanwal Singh Chauhan's Processing Plant.....	49
Plate 2	Padma Shri Kanwal Singh Chauhan's Processing Plant.....	50
Plate 3	Padma Shri Sultan Singh Fish Farm.....	52
Plate 4	Padma Shri Sultan Singh's Fish Farm.....	53
Plate 5	Padma Shri Narendra Singh's Dairy Farm.....	55
Plate 6:	Padma Shri Narendra Singh's Dairy Farm.....	56
Plate 7	Padma Shri Bharat Bhushan Tyagi's Farm	57
Plate 8	Padma Shri Bharat Bhushan Tyagi's Processing Plant.....	58
Plate 9	Padma Shri Ram Saran Verma's Farm.....	59
Plate 10	Padma Shri Sethpal Singh's Farm.....	61
Plate 11	Padma Shri Sethpal Singh's Farm.....	62
Plate 12	Padma Shri Chandrasekhar Singh's Farm and Processing plant	64
Plate 13	Padma Shri Chandrasekhar Singh's Farm and Processing plant	65
Plate 14	Padma Shri Rajkumari Devi.....	66
Plate 15	Padma Shri Rajkumari Devi.....	67
Plate 16	Ms Pooja Sharma's value addition unit.....	69
Plate 17	Ms Pooja Sharma's value addition unit.....	70
Plate 18	Shri Gurpreet Singh Shergill's Farm.....	71
Plate 19	Shri Gurpreet Singh Shergill's Processing and Packaging unit	72
Plate 20	Shri Bachittar Singh Garcha Processing and Packaging unit	73
Plate 21	Shri Mr. Bachittar Singh Garcha's sales unit.....	74
Plate 22	Shri Sarwan Singh Chandi's Farm and Honey processing unit	75
Plate 23	Shri Sarwan Singh Chandi's field and unit.....	76
Plate 24	Major Manmohan Singh's Orchard and Farm.....	77
Plate 25	Shri Major Manmohan Singh's Vegetable Field.....	78
Plate 26	Interaction with officials.....	113
Plate 27	Interaction with officials.....	114
Plate 28	Interaction with officials.....	115
Plate 29	Custom Hiring Centre in Pear State Amritsar.....	116
Plate 30	Interaction with officials.....	118

ABBREVIATION

AIM	Atal Innovation Mission
ANOVA	Analysis of Variance
APEDA	Agricultural and Processed Food Products Export Development Authority
APMC	Agricultural Produce Market Committee
ASCI	Agriculture Skill Council of India
ASPIRE	A Scheme for Promotion of Innovation, Rural Industries and Entrepreneurship
ATARIs	Agricultural Technology Application Research Institutes
ATIC	Agriculture Technology information Center
ATMA	Agriculture Technology Management Agency
BC ratio	Benefit Cost ratio
CIPHET	Central Institute of Post-Harvest Engineering and Technology
CIRB	Central Institute for Research on Buffaloes
CSIR	Council for Scientific and Industrial Research
DBT	Department of Biotechnology
DSR	Direct Seeded Rice
DST	Department of Science and Technology
EIR	Entrepreneur in Residence
FPOs	Farmer Producer Organizations
FSSAI	Food Safety and Standards Authority of India
GDP	Gross Domestic Product
HYV	High Yielding Varieties
IARI	Indian Agricultural Research Institute
ICAR	Indian Council of Agricultural Research
ICCOA	International Competence Centre for Organic Agriculture
ICT	Information and Communication Technology
IFS	Integrated Farming System
IGP	Indo-Gangetic Plains
IIE	Indian Institute for Entrepreneurship
IIP	Indian Institute of Packaging
IPI	Innovation Profitability Index

KVK	Krishi Vigyan Kendra (Farm Science Centre)
LI	Livelihood Index
MANAGE	National Institute of Agricultural Extension Management
MoFPI	Ministry of Food Processing Industries
MSC	Micro Save Consulting
MSMEs	Micro, Small and Medium Enterprises
NABARD	National Bank for Agriculture and Rural Development
NAFED	National Agricultural Cooperative Marketing Federation of India Ltd.
NCDC	National Cooperative Development Corporation
NCVET	National Council for Vocational Education and Training
NDRI	National Dairy Research Institute
NIESBUD	National Institute for Entrepreneurship and Small Business Development
NGO	Non-Governmental Organisation
NHB	National Horticulture Board
NIDHI	National Initiative for Developing and Harnessing Innovations
NIF	National Innovation Foundation
NIFTEM	National Institute of Food Technology Entrepreneurship and Management
NSDC	National Skill Development Corporation
MSDE	Ministry of Skill Development and Entrepreneurship
PAU	Punjab Agricultural University
PMKVY	Pradhan Mantri Kaushal Vikas Yojna
PMKK	Pradhan Mantri Kaushal Kendra
PPVFRA	Protection of Plant Varieties and Farmer's Rights Authority
PRAYAS	Promoting and Accelerating Young and Aspiring Innovators and Startups
RKVY-	Rashtriya Krishi Vikas Yojana-Remunerative Approaches for Agriculture
RAFTAAR	and Allied Sector Rejuvenation
SAUs	State Agricultural Universities
SFAC	Small Farmers' Agri-Business Consortium.
SHGs	Self Help Groups
SLA	Sustainable Livelihoods Approach
SRI	System of Rice Intensification
TBI	Technology Business Incubator
TMR	Total Mixed Ration