The Development of an Entrepreneurship Index for Low Income Households

Dr. Abdullah Al Mamun\textsuperscript{1} 
Mohamed Dahlan Ibrahim\textsuperscript{2} 
Norasmah Othman\textsuperscript{3} 
Mohd Nor Hakimin Yusoff\textsuperscript{4} 
Naresh Kumar Samy\textsuperscript{5} 
Suria Baba\textsuperscript{6} 
Ahmad Syakir Junoh@Ismail \textsuperscript{7} 
Tengku Mohd Azizuddin Tuan Mahmood \textsuperscript{8} 
Nik Nor Hafizah Nik Abdullah \textsuperscript{9}

Abstract

The Entrepreneurship Index (EI) serves as a measurement tool that effectively determines if one possesses the prospect of becoming a successful entrepreneur by assessing several essential aspects, such as entrepreneurial orientation, personality, leadership, motivation, and knowledge, pertaining to functional skills. Hence, the cross-sectional design was adopted in this study and quantitative data were gathered from some randomly selected 800 Asnafs (those eligible for zakat - donation for the poor) listed under the Kelantan Islamic Religious and Customs Council. The outcomes of this study that classify the aspects of EI are grouped into three categories; low, medium, and high EI. As a result, the variances between high class and both medium and low classes had been double and triple, respectively. Furthermore, participants from Bachok, on an average, obtained higher scores on EI, in comparison to those from other districts. These findings can be turned into an essential measurement tool to indicate both entrepreneurial potentials and readiness among those from rural low-income households, which can be employed by relevant bodies in their attempt to aid those with entrepreneurial prospects and higher possibilities of attaining success in the business arena.

\textbf{Keywords:} Entrepreneurship Index; Motivation; Leadership; Entrepreneurial Traits; Entrepreneurial Orientation; Functional Skills
1 Global Entrepreneurship Research and Innovation Centre - GERIC, University Malaysia Kelantan, Malaysia.

2 Professor & Director of Centre For External Education, University Malaysia Kelantan, Malaysia

3 Faculty of Education & Policy Development, University Kebangsaan Malaysia.

4 Institute of Small Medium and Enterprise, University Malaysia Kelantan, Malaysia.

5 Global Entrepreneurship Research and Innovation Centre - GERIC, University Malaysia Kelantan.

6 Centre for Language Studies and Generic Development, University Malaysia Kelantan.

7 Faculty of Entrepreneurship and Business, University Malaysia Kelantan.

8 Faculty of Entrepreneurship and Business, University Malaysia Kelantan, Malaysia.

9 Faculty of Entrepreneurship and Business, University Malaysia Kelantan, Malaysia

Corresponding Author:

Dr. Abdullah Al Mamun, Global Entrepreneurship Research and Innovation Centre - GERIC, University Malaysia Kelantan, Malaysia; Email: abdullah.a@umk.edu.my