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**ENHANCEMENT OF PARTICIPATIONS BY BUMIPUTERA SMALL
AND MEDIUM ENTREPRENEURS INTO BUSINESS OPPORTUNITIES
THROUGH TRAINING PROGRAMMES**

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ABSTRACT

The study is to identify the level of enhancement towards the participations after attending the training programme conducted by Small and Medium Industries Division, Ministry Of Industrial Development in Kuching area. And also to determine whether the skill and knowledge will be put to good beneficial used.

The result of the study reveals that there have are positive significance towards the Bumiputera participations into business opportunities through training programme

The analysis also discloses there is the training influence the participations to do the business in variable factors such as demographic categories, potential on doing business, level of motivation and factors of business successful.

CHAPTER 1

1.0 Introduction

Since the budget of 2003, Malaysian Government has made a corrective and strategic approach towards investment. Instead of too dependence on foreign direct investment (FDI), Malaysian Government has devised supportive policies and strategies for greater sources of endogenous growth whereby it will undertake a economic structural transformation from being FDI-driven to one which is more domestic-driven. The change was aim to cushion off external factors and with the ultimate aim of spurring for greater growth through increasing domestic-driven investment and domestic-led activities. In this respect, the government is targeting and aiming for more sustainable “value-added” activities through the greater participation of Small and Medium Industries (SMIs).

Small and Medium-scale Industries (SMIs) can play an important role in the process of a country's industrial and economic development. For Sarawak, the SMIs had played a significant role for the economic development of the state. More than 89.6% of the manufacturing establishments in the State are the SMIs. They form the backbone of the manufacturing establishment and provide about 25% of the total

CHAPTER 2

2.0 Literature Review

2.1 Small Medium Industries (SMIs)

SMIs represent an important link in the manufacturing sector activities and in the economy of Sarawak. This is because they provide the linkages with the primary sector and the large industries in general. Despite their apparent importance to the State's economy; their overall performance is still unconvincing (Annie Wong, Nicholas Amin, Nurhani Aba Ibrahim & Yap Yin, 2003).

2.2 Training Programmes

There will be great demand for entrepreneurs in the SMIs to upgrade the existing industries. Entrepreneurial abilities have been characterized as a combination of moderate risk-taking, individual responsibility, long-range planning and organizational ability. "A better-educated person absorbs new information faster and applies unfamiliar inputs and processes more effectively". Thus training of entrepreneurs will play a crucial role in enhancing productivity of the SMI's so that they can play a supportive role to