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**Personality of Successful Entrepreneurs and  
Entrepreneurial Performance:  
The Extent to which  
Indian Entrepreneurs' Personality  
Relations to Entrepreneurial Performance.**

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## ABSTRACT

Indians in Malaysia must contribute significantly in the country's economic growth. Being entrepreneurs is one of the ways to contribute effectively. The Minister in the Prime Minister's Department, Datuk Abdul Hamid Zainal Abidin, confirmed in the NSTP of 6<sup>th</sup> June 2001 that the government should provide opportunities for Indian entrepreneurs.

This study examines the extent to which Indian entrepreneurs' showing internal locus of control and its relations to the Indian entrepreneurial performance. The questionnaire survey method was used to collect the data and the respondents were confined within Klang Valley area.

The study shows that the Indian entrepreneurs personality is almost evenly divided between the internal and the external locus of control. However, the respondents with tertiary educational qualification are internally orientated. The findings of the study shows that the Indian entrepreneurs with internally orientated locus of control have higher entrepreneurial performance. Internally orientated entrepreneurs experience greater annual sales growth and increase employment size.

In summary, the study shows some relationship between the Indians entrepreneurs' locus of control and entrepreneurial performance.

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## LIST OF ABBREVIATIONS

SME	Small and Medium Scale Enterprises
NSTP	News Straits Times Press Bhd
NEP	New Economic Policy
GDP	Gross Domestic Product
GNP	Gross National Product
MAPEN II	Majlis Perundingan Ekonomi Negara Kedua (Council of Second National Economy Conference)
AFTA	ASEAN Free Trade Area
WTO	World Trade Organization
KLSICCI	Kuala Lumpur & Selangor Indian Chamber of Commerce & Industry
SSED	Small Scale Enterprise Division
UMNO	United Malays' National Organization
NGO	Non-Governmental Organization
TAFE	Technical and Further Education
AIMST	Asian Institute of Medicine Science and Technology