

## 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.