

Training on Agriculture Extension as a Predictor of Entrepreneurial Behaviours of the Farmers: Mediating Role of Orientations

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Entrepreneurship has gained much more attention in recent decades. Governments are now investing huge amounts of money for the development of and providing opportunities for entrepreneurs. In this regard agriculture extension has also gained much attention as a tool to improve the agriculture. The study has attempted to explore the relationship between the training provided to the farmers regarding the agriculture extension services and its impact on their entrepreneurial behaviour. Further the farmers orientation has also been considered as a potential mediator between training and behaviour. Data was collected from farmers and analysed by using Smart-PLS. The study results revealed that there is significant positive association between the training and entrepreneurial behaviours. Further, the study also revealed a significant positive mediation of all the dimensions of farmer orientation. It is stated that training changes the orientation and strongly influences the behaviours of the farmers. The discussion and future direction are provided at the end of research paper.

Key words: *entrepreneurship, behaviours, orientation, extension services, training.*

Introduction

Entrepreneurs have gained much attention in the recent decade. They can be defined as a reformer or an inventor who acknowledges, grabs the opportunities and converts them into applicable or sellable ideas by adding value to them with their time, efforts, skills and money spent. They also do foresee the risks associated with it in form of competition, their implementation and also do foresee the benefits associated with it as well (Ronstadt, 1991).

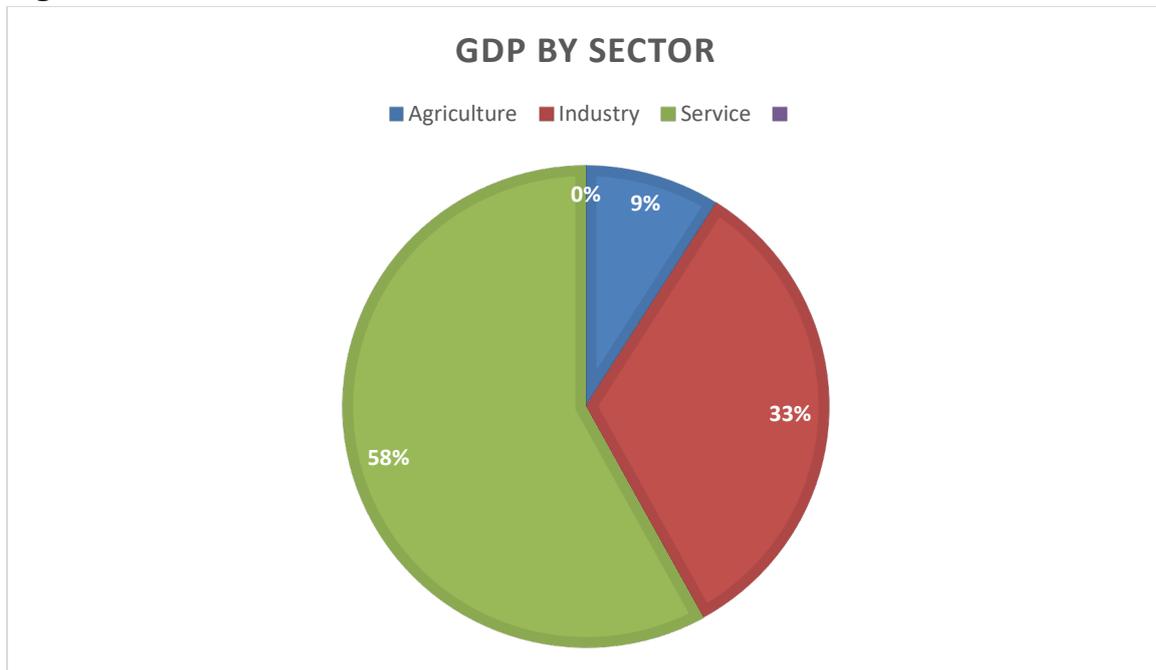


Generally, they do have their high position in business or in an organization such as a leader or manager (Jermstiparsert & Srihirun, 2019). They are a person known for their innovativeness, ability to take initiative and an achiever (Kothari, 2013).

Entrepreneurship has emerged to be a significant study domain. It is regarded as a potential source for wealth and employment generation and provider of latest and better self-employment and job opportunities (Chienwattanasook & Jermstiparsert, 2019). It has become immensely important to develop the entrepreneurial skills among the youth and governments are spending a significant amount of financial resources to do this. Generally speaking, it is the ability to look for the new choices available and to do the things already being done in much better way. The rapid changes in technology, communication and globalization in recent decade, have converted society into an entrepreneurial society (Kumar, 2016). Despite such a supportive environment some challenges are still being faced by the entrepreneurs. Bearing in mind the importance of the entrepreneurship, the study has considered the entrepreneurial behaviors of the farmers which indirectly relates to the agriculture extension.

There are different factors which do affect the entrepreneurial behaviors of the farmers which may be at individual or industry level. Personality traits are one of the major influencers of entrepreneurial behaviors. While on the other hand, government support and policies are also the key determinant of the entrepreneurial behaviors among farmers. In this regard, the study sees the training on agriculture extension as a potential source of the entrepreneurial behaviors of farmers. It was argued that the current literature on economics is especially focused on the need to entertain that the basic hindrance in the poverty reduction is getting the improved agriculture production from the small farm holders. There are number of latest technologies available and new practices of agriculture available which serve as a potential tool to boost the agriculture productivity and up scale the living standards of the farmers as well (Duflo, Kremer, & Robinson, 2011). Thailand is investing huge amount of funds to agriculture development as it is one of the major contributing sectors in Thai economy. The following figure 1 is showing the contribution of agriculture to the Thai economy:

Figure 1.



Source: Thailand Investment review (2017)

Agriculture extension is somehow similar to or falls under the broad domain of entrepreneurship. So, this study has considered the entrepreneurial behaviors of the farmers regarding the agriculture extension and its predictor.

Training regarding the agriculture extension services is regarded to be a significant predictor for the entrepreneurial behaviors of the farmers (Mohamed, Rezai, & Shamsudin, 2011). The training programs tend to polish the skills, knowledge and abilities of farmers. Therefore, the purpose of the study is to explore the relationship between agriculture extension services training and the entrepreneurial behaviors of the farmers. Further the study has also considered the role of orientation of the farmers as a mediator which intervenes the relationship. The study will address the following research questions:

1. Does agriculture extension services training influence the entrepreneurial behaviours of the farmers?
2. Does the farmer orientation regarding the different factors play a vital role towards the entrepreneurial behaviours of the farmers?

The study is significant in number ways as firstly, it will provide the empirical evidence on the factors which do influence the entrepreneurial behaviours of the farmers. Secondly, it also does contribute to the literature by providing the empirical evidence on the role of the farmers' orientation regarding the different factors which also does contribute towards the

entrepreneurial behaviours of the farmers as well. Thirdly, the study is also significant because it will provide a guideline regarding how to motivate and embed the entrepreneurial orientation so the farmers can also go for innovativeness in agriculture as a driver to curb the poverty. The next sections will highlight the detailed literature, theoretical framework, research methodology adopted, findings and discussion.

Literature Review

Entrepreneurial Behaviours

Entrepreneurship is of significant importance in the development of a nation. In this regard it was argued that advancement of any nation is primarily dependent on the key role of entrepreneurs. They act as a key driving force in the growth of a country. A lot more attention is being paid to the entrepreneurs in the economic development. Entrepreneur is a person who is concerned with the changes to be made in the production formulas he or she has full control over. It is generally accepted that he or she is a true genius and intelligent person with the ability to innovate (Wanyonyi & Bwisa, 2015).

Entrepreneurial behaviour is composed of two words. Behaviour is seen as “anything that an organism does involving action and response to stimulation” (Merriam-Webster.com, 2017). Behavior is a broad concept. It can be regarded as an action of a human being regardless of nature of action or purpose of action. Entrepreneurial behavior has been defined as numerous actions in which people get engaged when creating a new organization and making comparison of them with the actions of others who are involved in the establishing a firm (Gartner, Bird, & Starr, 1992). Entrepreneurial behaviour also relates to the execution of actions by people (such as preparation of business plan, looking forward for the facilities, organization of teams, recruitment of employees, getting it registered and entering to a market) which are the prerequisite as a whole or some of them to establish a new firm (Bird, Schjoedt, & Baum, 2012). Another term, entrepreneurial orientation, is also used to represent such phenomenon which is the mutual display of innovativeness and pro-activeness in behaviors. It also includes managerial readiness to accomplish the choices with unpredictable results. It is one of the important constructs in strategic entrepreneurship as it has proved to be consistently linked with the fast paced growth of organizations (Anderson, Kreiser, Kuratko, Hornsby, & Eshima, 2015).

Entrepreneurial behaviors from the farmers’ perspective is quite similar to the general one. Commonly, a person is regarded as an entrepreneur if they take the initiative and manage and control activities. Beyond this he or she also looks after the business unit and also manage the supply chain. From the farmers perspective, their entrepreneurial behaviors are inclusive of deciding about some certain crop or adopting of a scientific method to grow crops (Cooper et al., 2009). Agriculture is regarded as inclusive of investment of heavy capitals and risks

associated with it. So, the farmers' capabilities of risk taking, innovativeness, initiation and ability to explore and use the resources defines their entrepreneurship. A farmer with such capabilities mentioned above tends to adopt the latest technologies available in the market. In the concluding remarks, it is worthy to mention the point of view of Wanyonyi and Bwisa (2015), according to which entrepreneurs role is of significant importance which cannot be overlooked. Hence, there is a need to carry out the research regarding the entrepreneurial behaviours of the farmers growing the cabbage.

Factors That Influence Entrepreneurial Behaviours

From the factors that affect the entrepreneurial behaviours it was argued that there are a number of factors such as personal, emotional, social and experiential factors (Haider, Gill, & Noreen, 2017; Kothari, 2013; Maresch, Harms, Kailer, & Wimmer-Wurm, 2016; Ngongo, 2016; Nowiński, Haddoud, Lančarič, Egerová, & Czeglédi, 2019; Otache, 2019; Rao, 1985; Xue, 2018). Factors that influence the entrepreneurial behaviours of the farmers are complex in nature. In their study Wanyonyi and Bwisa (2015), concluded that the demographic and emotional factors do directly influence the entrepreneurial behaviours to some extent. Moreover, the findings also suggested that there should be some kind of development programs focused on the development of the farmers' abilities regarding the agriculture they are engaged with. Considering the findings of the above-mentioned research; the present study has considered the training regarding the agriculture extension as a potential predictor for the entrepreneurial behaviours of the farmers.

Training on Agriculture Extension

The organization must create a link with organization extension services and provide training to the farmers (Bae, Qian, Miao, & Fiet, 2014; Kim, Kong, & Ju, 2009; Wanyonyi & Bwisa, 2015). Training plays an important role in development of agriculture farmers and the agriculture extension workers. Hoque and Usami (2007), suggested "training is considered as a basic feature of the agricultural extension approaches that can help block supervisors in building their confidence to solve farmers' problems and to provide information needed." The agriculture extension service training improves the entrepreneurial behaviour of employees as it promoted the training methods and knowledge that boosted the entrepreneurial behaviours. By attaining the agriculture extension service training, the adoption of agriculture extension is improved that then has a dire effect on production of agriculture and food security. Similarly, the agriculture extension service trainings improved the cultivating methods. The agricultural training also provided information about other production enhancing deeds such as time and dose of fertilizer and pesticide application, and labor-saving harvest methods. It improved the efficiency of production of agriculture (Hashemi & Nadi, 2012; Pan, Smith, & Sulaiman, 2018). The agriculture extension organization provided various services to their clients the

farmers. Despite of the various organizational role and contracts the agriculture extension services are important for creating long term extension service development for future generations. These extension services were large in number and included agriculture education, training, credit, marketing system and transport facilities (Umali & Schwartz, 1994; Weitz, 1971).

Farmer Orientation

The orientation of farmers consisted of four different factors namely: competition orientation, management orientation, risk orientation, scientific orientation. The competition orientation can be defined as the farmers, in relationship with others, consider themselves in competition. It improves their competitiveness skill and creates competitive edge in organization. Further, a scale was developed regarding the competition orientation which was based on six statements Singh, Srivastva, Srinivas, Singh, and Gupta (2007). The scientific orientation includes what oriented the farmers to use the scientific technologies and methods while making decisions about agriculture production. Supe (1969) developed the six statements to evaluate the scientific orientation. Similarly risk orientation of farmers improves their entrepreneurial behaviours. Risk orientation can be conceptualized as the the ability of entrepreneurs to tolerate risk and uncertainty in their organizations. Also, Supe (1969) developed the scale of risk orientation which consisted on five statements. Moreover, the management orientation can be defined as the entrepreneur's orientation towards scientific management such as planning, production and marketing functions. Smantha (1977) developed the scale consisting of 18 statements to evaluate management orientation. It includes the planning, production and marketing orientation.

Research Framework and Hypothesis

The purpose of the study is to explain how training influences the orientation and which in turn influences the entrepreneurial behaviours of the farmers. Based on the literature review following are the hypotheses for the study:

- H1:** Agriculture extension services training significantly influence the competition orientation of farmers.
- H1a:** Proposes that competition orientation will intervene the relationship between association of agriculture extension services training and entrepreneurial behaviours of farmers.
- H2:** Agriculture extension services training significantly influence the management orientation of farmers.
- H2a:** Proposes that management orientation will intervene the relationship between association of agriculture extension services training and entrepreneurial behaviours of farmers.
- H3:** Agriculture extension services training significantly influence the risk orientation of farmers.

H3a: Proposes that risk orientation will intervene the relationship between association of agriculture extension services training and entrepreneurial behaviours of farmers.

H4: Agriculture extension services training significantly influence the scientific orientation of farmers.

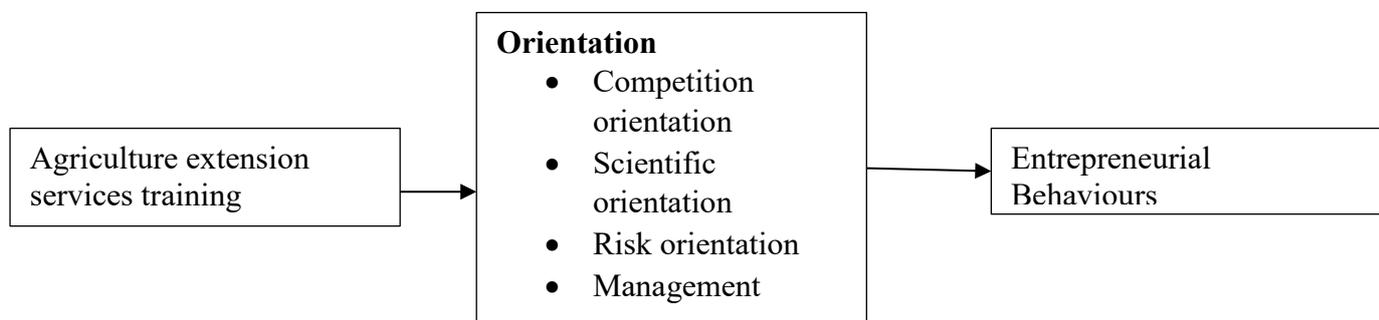
H4a: Proposes that scientific orientation will intervene the relationship between association of agriculture extension services training and entrepreneurial behaviours of farmers.

H5: Competition orientation significantly influence the entrepreneurial behaviours of farmers.

H6: Scientific orientation significantly influence the entrepreneurial behaviours of farmers.

H7: Risk orientation significantly influence the entrepreneurial behaviours of farmers.

H8: Management orientation significantly influence the entrepreneurial behaviours of farmers.



Methodology

This section opens up the purpose of the research which is to explore the relationship between the training on agriculture extension services and entrepreneurial behaviours. Furthermore, the study has also considered the role of farmers' orientation as a potential mediator. The study is quantitative and descriptive in nature.

The population for the study was the farmers in Thailand which are involved with the cultivation of rice. It is one of the major aspects of the Thai agriculture, hence the reason why it is considered for the study. Thumb rule (Hair et al., 2010), states that for a sample size you need to multiply the number of questions by 10. While Oke, Ogunsami, and Ogunlana (2012) stated that for SEM, the sample size should be between 200 to 400 respondents. Taking this into account, the sample size for the study was 250 respondents.

Data was collected using the simple random sampling from the farmers. A data collection questionnaire was used which had two major sections. One of the sections, addressed the demography of the respondents whereas the other section addressed the questions related to variables under study. All the scales were adapted from the previous studies the details of which are as follows: a 6 item measure was used for competition orientation (Singh et al., 2007); a 6 item scale was adapted to measure the risk orientation (Supe, 1969); 6 items were used to measure scientific orientation (Supe, 1969); 6 items were also used for the management orientation (Kumar, 2016); a 6 item scale was used to measure the agriculture extension

services training (Kumar, 2016); and finally 8 items were used for the entrepreneurial behaviours (Wanyonyi & Bwisa, 2015). Smart-PLS was used for data analysis. The next section of the highlights the details of the results obtained from the study.

Findings

Table 1: Confirmatory Factor Analysis

Construct	Items	Loadings	Alpha	CR	AVE
Agriculture Extension Services Training	AEST1	0.805	0.858	0.894	0.586
	AEST2	0.834			
	AEST3	0.738			
	AEST4	0.810			
	AEST5	0.646			
	AEST6	0.745			
Competition Orientation	CO1	0.852	0.851	0.896	0.638
	CO2	0.721			
	CO3	0.878			
	CO4	0.894			
	CO5	0.610			
Entrepreneurial Behavior	EB1	0.723	0.895	0.916	0.580
	EB2	0.713			
	EB3	0.661			
	EB4	0.664			
	EB5	0.772			
	EB6	0.853			
	EB7	0.849			
	EB8	0.827			
Management Orientation	MO2	0.887	0.706	0.821	0.584
	MO3	0.870			
	MO4	0.120			
	MO5	0.882			
Risk Orientation	RO1	0.843	0.847	0.898	0.689
	RO2	0.737			
	RO3	0.847			
	RO5	0.886			
Scientific Orientation	SO1	0.927	0.634	0.783	0.549
	SO3	0.884			
	SO4	0.744			
	SO5	-0.004			

After the data collection and validating the complete questionnaires, 290 final responses were considered for the study. For the structural equation modelling there are some prerequisites which needed to be addressed and fulfilled.

Before proceeding to SEM, it is necessary to determine the validity. There are three figures to be verified for the convergent validity (CV). Factor loadings, CR and AVE establish the validity and all of them have certain criteria which need to be satisfied.

First of all, factor loadings for each item must be greater than 0.5. However, the optimal value is 0.7. It is obvious from the table that all the values for the factor loadings are more than 0.5. Thus, it addressed and satisfied the first criterion for the CV.

Values for CR should be greater than 0.8 for the convergent validity. As per the table CR value of the variables namely: agriculture extension services training, competition orientation, entrepreneurial behaviour, management orientation, risk orientation and scientific orientation are 0.858, 0.896, 0.916, 0.821, 0.898 and 0.783 respectively. Similarly, the values of AVE for variables namely: agriculture extension services training, competition orientation, entrepreneurial behaviour, management orientation, risk orientation and scientific orientation are 0.586, 0.638, 0.580, 0.584, 0.689 and 0.549 respectively.

From the values of the above table it is obvious the values for factor loadings, CR and AVE are within the acceptable range which affirms the convergent validity of scale.

Discriminant Validity

Table 2: Fornell & Larckers Criterion

	AEST	CO	EB	MO	RO	SO
AEST	0.766					
CO	0.715	0.799				
EB	0.637	0.773	0.761			
MO	0.434	0.561	0.631	0.764		
RO	0.54	0.543	0.631	0.734	0.83	
SO	0.469	0.665	0.748	0.552	0.498	0.741

Fornell and Larckers Criterion is used to determine the discriminant validity of the scale. According to this criterion the value of AVE square root of a particular variable must be greater than correlation with other variables. As per the table the correlation of the variable with itself is higher than others. Thus, it affirms the discriminant validity of scale.

Table 3: Cross Loadings

	AEST	CO	EB	MO	RO	SO
AEST1	0.805	0.66	0.588	0.45	0.479	0.434
AEST2	0.834	0.496	0.421	0.301	0.416	0.318
AEST3	0.738	0.482	0.459	0.339	0.456	0.328
AEST4	0.81	0.472	0.391	0.259	0.381	0.289
AEST5	0.646	0.563	0.482	0.275	0.334	0.32
AEST6	0.745	0.56	0.531	0.322	0.39	0.422
CO1	0.677	0.852	0.601	0.383	0.417	0.376
CO2	0.478	0.721	0.703	0.537	0.538	0.68
CO3	0.604	0.878	0.588	0.437	0.39	0.418
CO4	0.664	0.894	0.605	0.413	0.415	0.432
CO5	0.392	0.61	0.589	0.486	0.407	0.818
EB1	0.494	0.562	0.723	0.468	0.425	0.468
EB2	0.4	0.497	0.713	0.487	0.462	0.454
EB3	0.524	0.624	0.661	0.516	0.532	0.387
EB4	0.505	0.573	0.664	0.47	0.545	0.372
EB5	0.473	0.556	0.772	0.469	0.475	0.653
EB6	0.511	0.631	0.853	0.465	0.45	0.738
EB7	0.486	0.607	0.849	0.476	0.442	0.706
EB8	0.494	0.647	0.827	0.512	0.534	0.688
MO2	0.392	0.497	0.576	0.887	0.634	0.522
MO3	0.387	0.482	0.533	0.87	0.661	0.455
MO4	-0.079	0.061	0.093	0.12	0.056	0.127
MO5	0.373	0.501	0.556	0.882	0.645	0.476
RO1	0.434	0.393	0.494	0.568	0.843	0.398
RO2	0.422	0.511	0.529	0.779	0.737	0.49
RO3	0.427	0.405	0.519	0.517	0.847	0.352
RO5	0.504	0.486	0.549	0.574	0.886	0.412
SO1	0.451	0.654	0.723	0.541	0.468	0.927
SO3	0.415	0.548	0.703	0.507	0.494	0.884
SO4	0.322	0.494	0.45	0.337	0.283	0.744
SO5	-0.032	-0.057	-0.008	-0.025	-0.002	-0.004

Table 3 shows the cross loading for the variables under study. All the values of a variable in its column should be greater than 0.7 and from the other values as well. As per Table 3, all the values for a particular variable are greater than others. Therefore, it adds strength to the discriminant validity of the scale.

Table 4: Heterotrait-Monotrait Correlation Ratio

	AEST	CO	EB	MO	RO	SO
AEST						
CO	0.82					
EB	0.719	0.894				
MO	0.537	0.693	0.765			
RO	0.627	0.644	0.731	0.894		
SO	0.583	0.887	0.894	0.747	0.635	

Finally, the latest approach to determine the discriminant validity has also been applied to further strengthen the discriminant validity evidence. According to this technique, the correlation of all variables should be less than 0.85. As per Table 4, findings have successfully fulfilled the assumption of HTMT which affirms the discriminant validity of the scale. Figure 3 below depicts the output of confirmatory factor analysis:

Figure 3. Output of Confirmatory Analysis.

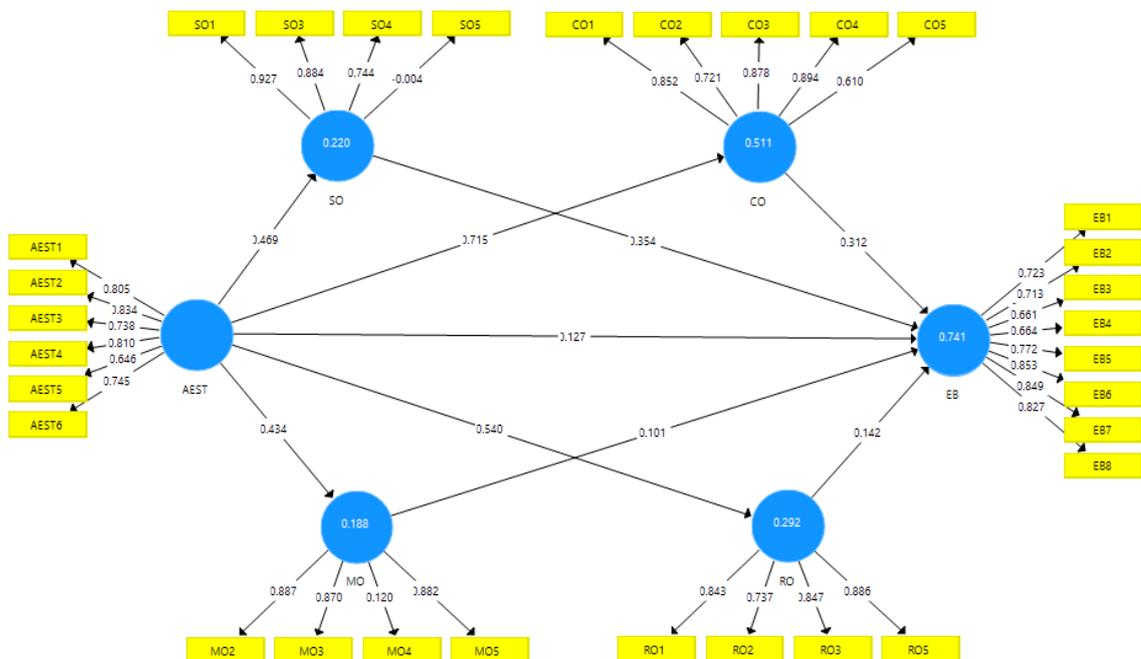


Table 4: Structural Equation Modeling.

Relationships	Beta	SD	t value	p value
AEST -> CO	0.715	0.028	25.985	p<0.05
AEST -> EB	0.127	0.043	2.966	p<0.05
AEST -> MO	0.434	0.045	9.614	p<0.05
AEST -> RO	0.540	0.041	13.127	p<0.05
AEST -> SO	0.469	0.043	10.948	p<0.05
CO -> EB	0.312	0.049	6.403	p<0.05
MO -> EB	0.101	0.048	2.11	p<0.05
RO -> EB	0.142	0.043	3.323	p<0.05
SO -> EB	0.354	0.047	7.601	p<0.05

Table 4 shows the direct relationship between the variables. Agriculture extension services training found to be linked with the competition orientation valued at 0.715. The association direction is positive whereas the result is also significant. It means that a slight change in the training will bring about a major change in competition orientation of the farmers. When they are provided with the training, they will adopt the new practices which will enhance their performance and production ultimately enhancing their competition confidence.

The training on extension services was found to be linked with entrepreneurial behaviors valued at 0.127. Interestingly, results showed that a slight change will result in only a minor change in entrepreneurial behavior. This asks the question from the farmers' perspective as to what other factors influence their entrepreneurial behaviors even though they are provided with proper training. Similarly, these trainings are found to be associated with the management orientation, which is valued at 0.434 and reveals that the farmers when provided with proper training, their managerial orientation and skills will enhance. As per the general interpretation, 1% change in training will bring about 43% change in management orientation.

Furthermore, the training on these services was also found to be linked with risk orientation valued at 0.540. It's one of the strongest predictors for the risk orientation. When farmers are provided with proper training, they tend to be more skilled and feel free to take risks as compared to non-trained farmers. So based on the results it is feasible to say that the risk orientation is greatly influenced by the training. Furthermore, the results also showed that training on the agriculture extension services does enhance the scientific orientation. When the farmers are provided with the knowledge related to latest tools, practices and research in agriculture they tend to be more scientific oriented.

All the orientation dimensions namely: completion, management, risk and scientific predicted the entrepreneurial behavior valued at 0.312, 0.101, 0.142 and 0.354 respectively. Among all the dimensions, scientific orientation was found to be more strongly related with

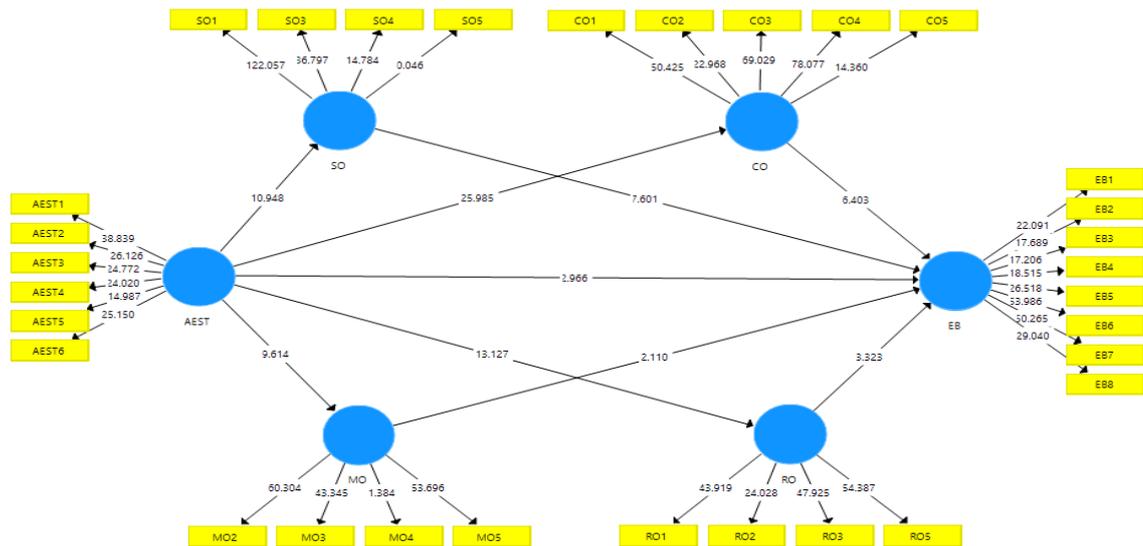
entrepreneurial behavior. Whereas management orientation was found to be weakly linked with the entrepreneurial behaviors. Based on the results it is stated that all the hypotheses have been accepted as the values are significant and supported the hypotheses developed in the study.

Table 5: Specific Indirect Effects

Relationships	Beta	SD	t value	p value
AEST -> CO -> EB	0.223	0.036	6.171	p<0.05
AEST -> MO -> EB	0.044	0.022	2.012	p<0.05
AEST -> RO -> EB	0.077	0.024	3.244	p<0.05
AEST -> SO -> EB	0.166	0.022	7.661	p<0.05

Table 5 shows the results for the mediation relationships. Farmers' orientation is the mediator in the study with the following dimensions: competition, management, risk and scientific dimensions. Starting from the competition orientation, it is found to be a positive mediator between training and entrepreneurial behaviors valued at 0.223. The results supported the notion that competition orientation carries the impact of training and affects the entrepreneurial behaviors highly as compared to other variables. Furthermore, results also showed that management orientation acts as a significant mediator between training and entrepreneurial behaviors valued at 0.044. The value is smaller, in statistical terms, it is only the 4% of the total variance in presence of the independent to dependent. Risk orientation is also found to be significant mediator, but the values is small. In statistical terms it is only a 7% variance in the presence of mediator. Finally, the scientific orientation also found to be significant mediator between training and entrepreneurial behavior valued at 0.166 which is a 16% variance in the presence of mediator. All the results are significant, supported the hypotheses and thus all the hypotheses are accepted. Following figure 4 is showing the output for structural equation modeling.

Figure 4: Output for Structural Equation modeling.



Discussion

Entrepreneurship has gained much more attention in the recent decade. Special education programs are also designed for this. It is serving as a tool for the alleviation of poverty. An Entrepreneur is a person who takes initiatives and does something new. Recent decades have seen a great attention towards the integration of entrepreneurship into agriculture. Lots of attention has been paid towards the generation of such spirit in the farmers. Bearing in mind the importance of integration of entrepreneurship in agriculture, the present study aimed to explore the relationship between the provision of agriculture extension services training and entrepreneurial behaviours of farmers. Furthermore, the study also considered the role of the farmer orientation as a potential mediator. The basic theme is how the training can change the farmer orientation which finally lead him or her towards the entrepreneurial behaviours.

There were several direct and mediation hypotheses were developed for the study and verified by collection data from the respondents. The study hypothesized an association between training on extension services and competition orientation. The study results showed a positive link between them. Thus, it is stated that hypothesis H1 is accepted. This means that when the farmers are well-trained about the new practices of agriculture and adopt the new technologies, they will tend to be more competitive. Similarly, in hypothesis H1a it was proposed that competition orientation will intervene the relationship between training and entrepreneurial

behaviour. The results of the study have supported this notion. Thus, hypothesis H1a is supported.

Furthermore, study has also hypothesized that the management, risk and scientific orientation of farmers is significantly influenced by the training on agriculture extension services. The results of the study supported the hypothesis H2, H3 and H4. This means that the training changes the thinking patterns of the farmers and tends to enhance their orientation regarding how to adopt the new agricultural practices to advance their competitive advantage. In addition, the results of the study also supported that farmers' orientation plays a significant intervening role between relationship of training and entrepreneurial behaviours. So, the hypothesis H1a, H2a, H3a and H4a were also accepted.

Finally, the results of the study also supported the hypothesized notion that the farmers' orientation predicts the entrepreneurial behaviours among farmers. It means that when the farmers do have better understanding about how they manage the competition, how to take better and risky decisions and their way to manage the tasks is changed they tend to be more oriented towards the entrepreneurial behaviours. Thus, the hypothesis H5, H6, H7 and H8 are supported by the results.

Conclusion and Future Directions

Based on the study results, it is concluded that when the farmers are provided with the appropriate training regarding the application of agriculture extension in their practices, it tends to completely alter their orientation regarding the other factors such as how do they have to deal with the competition, how they have to cope with the adoption of the new practice in agriculture. Further the training will also boost their self-confidence regarding the entrepreneurial initiatives. It is recommended that training institutions must be established to provide training to the farmers regarding agriculture. The policy makers and extension services provider companies must consider the different factors while handing over and applying new technologies in agriculture. There is a strong need to understand the mechanism of the training in regard to the entrepreneurial behaviours.

The study has accomplished all its objectives and answered the research questions, but still there is room for improvement. Future studies may consider the use of mix methods to conduct the study. Future studies may also consider the large-scale farmers as potential respondents. In future the studies may also consider the comparison between different forms of farming. Finally, it is strongly recommended to conduct meta-analysis on the agriculture extension services and their contribution. Future studies may follow a comparative study in agriculture of different countries.

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