

## ABSTRACT

This study was originally triggered by one question; what are the training needs of women entrepreneurs? Entrepreneurship is an essential component of economic growth around the world including in Pakistan. Women entrepreneurs lack the knowledge's in many aspects. And training is the only solution to achieve the desired level of adequacy and to remain successful. Identification of training need is frequently viewed as the most essential step among the steps of training need assessment.

The main research question were that what are the training needs of women entrepreneurs? And are there any similarities and dissimilarities between sectors?

This study has been carried out on 85 women entrepreneurs from the city of Lahore in Pakistan. The main research question were that what are the training needs of women entrepreneurs? And are there any similarities and dissimilarities between sectors? The study research objectives were to identify various management related skills that are needed by women entrepreneurs in Lahore and How far the training needs are different among sectors? To achieve the aim of this study, questionnaires were prepared and data were gathered through face-to-face survey method and an online form also delivered to some respondents. For testing the hypothesis, levene's independent t-test was applied to find the mean differences of different factors among manufacturing and services sector.

Main findings conclude that women entrepreneurs had issues and need training in managerial skills, technical skills, legal aspects, communication skills, growth and expansion, marketing skills, accounts & finance, leadership skills problem solving skills and quality related issues. Both sectors had statistically no significant difference between training needs. Suggest that training programs for women entrepreneurs should be organized to upgrade their business skills, capabilities and behavior to handle everyday issues of business.