

## ABSTRACT

The study was to analyze the relationship between entrepreneurial policies and investment opportunities in tea sector. The case study of the research was the Rwanda Tea sector where tea factories are still operating under their processing capacity. The research objectives were to establish the relationship between entrepreneurial policy and investment opportunities in tea plantation, processing capacity, diversification (quality & value addition) and how revenue sharing can be used to strengthen investment and attract investor in tea sector. The study has been arrived out using descriptive and correlation design. To achieve the above stated objective, the researcher used data collection instruments such as interviews and self administered questionnaire. Data collected were analyzed by the use of tables generated by the SPSS, a data analysis tool and Microsoft Excel. Regarding the findings of the study, a considerable number (with average of 90%) of respondents agreed that there are opportunities to invest in different tea sector area. The study showed that the entrepreneurial policies become more important as a tool for decision-making and learning under public entities and guidance in different area of investment. Tea plantation opportunities, increasing quantities and factory capacity to process tea, diversification and value addition in tea sector, the ownership of the factory or acquiring shares in the factory are largely important in tea policy to attract investor and realize more revenues. The researcher suggested that the government entities, especially RDB and NAEB, should set up strategies such as green leaf pricing using international market price, land consideration in revenue sharing, more facilities and link to the financial institution to support value addition that motivate different stakeholders to invest in tea sector at the same time be profitable for all tea stakeholder. Tea plantation has to adopt a new approach where all stakeholders participate in the whole value chain. As one of the contribution to knowledge on investment opportunity in tea sector, this work opens the research to the new generation, by providing some topic among others, public partnership in tea sector; Importance given to different factors of production in tea sector, The role of government institutions after privatization, privatization and its impact on stakeholder revenues generation etc.