CHAPTER – 4
RESEARCH METHODOLOGY

4.1 Introduction
4.2 About Problems
4.3 Objectives of Study
4.4 Hypothesis of the Study
4.5 Scope of the Study
4.6 Importance of the Study Research
4.7 Source of Information
4.8 Analysis of Previous Study Reports
4.9 Chapter Planning
4.10 Field study and limitations of study research
4.1 INTRODUCTION

The various purposes of this chapter are to describe the problem of the study, to define its objectives and to discuss the methodology employed. Besides, efforts are also made to outline a brief survey of literature. Further, the present chapter enlightens the significance of the study and explains the limitations as well.

Small scale units have very sound role in development of economic in India. In India, small scale units play very important role in creating employment, self-employment, more production is possible in resting less money, it can develop opportunities for export and it can reduce regional inequality (imbalance) it can improve living standard of people. Many surveys have been conducted by Government as well as non-governmental institutes, organizations, NGO's, and many more and find the subjects like performance, problems, prospects and all over study of unit in them, but there is too much inequality in regional - economical development in India. Natural resources are also unequally distributed in India. As a result the economic problems and others problems of this units like brass parts industries, which are
developed at a Pregional level remain unsolved and any survey can not throw light of all aspects. Thus personal or unit wise survey is needed for the industry which is developed on a regional level.

This study is related with brass part industries of Jamnagar of Gujarat State. Many economic aspects related with this industries are included in it.

4.2 THE PROBLEMS

Brass part industries of Jamnagar are related with processing of brass. Brass scraps is used on a large scale in this industry. They get this brass scraps from import and from local market. Most of the need is satisfied by importing brass scrap. Regarding the prices of the scrap, many changes in it during last decades have been notified. It has adverse effect on brass part industries. In the observation about prices of brass scrape, increased or decreased of prices and both are creating problems to brass parts industries for all. Most of the units of brass part industries in Jamnagar are using old technology and traditional machines. Many changes in it according to demand of time is needed. These industries are mostly based on reprocessing, so we should observe some problems
related reserve production capacity. The chief peculiarity of these industries is that it produces the things which are of middle level i.e. secondary goods. These industries provide employment to many people. Many units are making export of brass goods. So they are manufacturing export quality goods. Thus in short we can say these type of industries of Jamnagar is very important in the matter of employment, provision of economical growth, economical aspects etc. There are many suppliers between user and manufacturer because of this reason many times payment comes late and there arose shortage of working capital, it hinders the production process also. They have to face many problems like price variation, labour, practices, selling, marketing, and many more. So question arises in our mind at what extent this problem is harmful for units.

In the light of this backdrop the present study has been taken up to identify the Practices, Working problems and Performance of Brass parts Industries with special reference to Jamnagar District of this sector and thereby to suggest appropriate measures in order to resolve the problems faced by them. To carry out the
study on sound lines, it is hypothesized that the small and tiny sectors are suffering from several problems such as production, marketing, managerial, labour and financial.

To test the validity of the hypothesis, small, medium and large scale of brass parts industries in Jamnagar district are selected for study. To avoid any ambiguity in dealing with the hypothesis and to organise the survey on sound lines, the objectives of the study are clearly defined as follows:

4.3 OBJECTIVE OF THE STUDY:

The main objectives of the study are to identify the problems encountered by small, medium and large scale units and thereby to suggest such measures that would resolve the problems. The detailed objectives to the study are set as follows:

(I) To identify the production and production process related problems and their impact on performance of brass manufacturing units of Jamnagar district.
(II) To study finance related problems and their influence on performance of brass manufacturing units of Jamnagar district.

(III) To examine marketing related obstacle and their effects on performance of brass manufacturing units of Jamnagar district.

(IV) To recognize managerial problems and their impacts on performance of brass manufacturing units of Jamnagar district.

(v) To investigate personnel related problems and their influence on performance of brass manufacturing units of Jamnagar.

(VI) To study the overall performance status of brass manufacturing units of Jamnagar district.

(VII) To suggest solution for existing problems related to Production, Financial, Managerial, Personnel and Marketing are as of working system.

4.4 HYPOTHESIS OF THE STUDY:

In order to achieve objectives of this study stated above the following hypothesis were framed. The null hypothesis method was used to retain the objectivity and avoid ambiguity in results.
(I) Production and production process related problems do not exist in brass manufacturing units of Jamnagar district.

(II) No financial related problems exist in brass manufacturing units of Jamnagar district.

(III) No marketing related obstacles prevail in brass parts manufacturing units of Jamnagar District.

(IV) The managerial environment is hurdles free and issue does not have any adverse impact on performance of brass manufacturing units of Jamnagar District.

(V) Brass parts manufacturing units of Jamnagar District do not have any personal management problems.

(VI) The overall performance of brass parts manufacturing units of Jamnagar District is excellent.

4.5 SCOPE OF THE STUDY:

To meet the objectives of this study the following mentioned coverage is decided:
(I) Total 150 units are randomly selected and categories into three categories like- Small, Medium and Large units.

(II) In each category of study 50 manufacturing units are selected.

(III) In small category 12 units are of partnership and 38 units are of proprietorship.

(IV) In Medium category 30 units are of partnership and 30 units are of proprietorship.

(V) In large category 22 units are of partnership, 26 units are of proprietorship and 2 units are Pvt. Ltd.

(VI) The following table shows establishment year of selected units.

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Small</td>
<td>2</td>
<td>4</td>
<td>4</td>
<td>6</td>
</tr>
<tr>
<td>Medium</td>
<td>4</td>
<td>6</td>
<td>0</td>
<td>6</td>
</tr>
<tr>
<td>Large</td>
<td>5</td>
<td>12</td>
<td>0</td>
<td>13</td>
</tr>
<tr>
<td>Total</td>
<td>11</td>
<td>23</td>
<td>0</td>
<td>26</td>
</tr>
</tbody>
</table>

4.6 IMPORTANCE OF STUDY RESEARCH:

This study research is very important because it is based on various economic aspects of brass parts industries. Importance of this study is as follow:
(I) The contribution of brass part industries in the development of Jamnagar

(II) Information about production, employment, income, problems, etc.

(III) Effective steps can be taken for the development of this type of industries.

(IV) It will be helpful in taking decision related industries and it will provide guidance

(V) It will also be helpful to industrialists in taking decisions related to business.

(VI) Reduce problems which are created by unstable prices of raw materials.

4.7 SOURCE OF INFORMATION

Methodology and Sources of Data

The study is empirical in nature as it is based on data personally collected with the help of an exhaustive schedule which can be seen in Appendix. A set of schedules have been pretested before commissioning them into the field for collection of relevant data. A few industrial units have been approached for the purpose of pretesting and finalisation has been done by alteration of some items and addition of some other provisions in the schedules. The
researcher visited the sample units of small scale, medium scale and large scale sector and collected the data from the respondents. This, really, helped the researcher in eliciting the required data from the respondents. It also gave an opportunity to the researcher to observe the various problems faced by the entrepreneurs of different types of units. Wherever the researcher felt the need to have discussions with the entrepreneurs, he had discussions with the managements of sample units. This in fact enhanced the quality of data obtained from the respondents. All attempts have been made to extract the correct information through informal discussion with the entrepreneurs.

There are two kinds of sources of information - primary or basic source of information and subsidiary or secondary source of information.

**Primary source of information**

In this method, personal visits are taken to the selected industrial units and collect necessary information by using questionnaire.
Secondary sources of information

For the study research there is need of some basic information. This information is collect from different agencies like institutions, District industrial centre, hand books of statistics, district planning center, factory owners association, etc. They are known as subsidiary or secondary source of information. This information may be in the form of published or non-published data, articles, researcher paper etc.

4.8 ANALYSIS OF PREVIOUS STUDY REPORT:

Many study reports are available related to present study and its analysis of working system of small, medium and large scale industries of India as well as other country. Some of them are as follow:

(1) Chotai Ushaben - "Entrepreneur - industrialists of Jamnagar brass industry" - M.Phil. Dissertation, Saurashtra University, 1988. In this study - Brass parts industry is somewhat different from other industries. It has its own specialities. An industrialist can establish unit with small capital and earn well. Here we can see industrialist
as a labour in some cases. They are working with their workers. Some owners of factories were workers in their past life. These industrialists are always busy in various works like purchase of raw material, production, process, arrangement of transportation, selling etc. They also provide good guidance so their workers, many of them now always are getting orders through internet. They have good arrangement of capital also. Thus in this study many topics are covered thoroughly.

(2) R. D. Sodha: “A study of Jamnagar Brass Industry” M. Phil. Dissertation, 1990. In this study some details related with present position, production units and entrepreneurs form of capital and work, arrangement of purchase selling etc. are included. Some guiding instructions are also tried to given in his study report.

(3) Sandesh – 21/11/2008 “Important is stopped by 50% of brass factory of Jamnagar”. In this report of decrease in prices of brass scrape some units are closed and the workers have face unemployment, cancellation of order of Delhi, Mumbai and Southern states also creates big problems. Devaluation of Rupee
against of Dollar is major reason of economic harm. Though there is 60% decreasement in booking rates per ton but they can not have benefit of it. The prices of brass scrape are different in different countries. Imports are depend of price of scrape booking rate. International valuation of rupee is not stale so they have to suffer a great loss and they cannot make effective planning.

(4) Ajkal Daily News Paper Dt. 21-11-2008. Published the news regarding the effects of universal can be seen of brass industry of Jamnagar almost they have stopped all work related to exports. Now they are producing the goods according to local demand and the ratio of production is nearly 50% of the past because of decrease in price of scrape they have to cancel old orders or stop the purchase. Due to this many workers have lost their jobs. There is also decrease in income of custom duty.

(5) SOAM Study Report - 2006-2007. According to report of (SOAM) small scale unit are growing rapidly. A result there may be increased in number of units and production. Their share in G.D.P.
also may increase according to this report production, income, employment, export and number of units also may increase.

(6) Dr. C.S. Prashad “Implications of W.T.O. an Small Enterprises”. There arises many questions against new economic policy implemented by government in India like countries in which most of industries are agriculture based and small scale. New economic policies create problems for them many a time because they donot have safely arrangement. Competition of imported goods, cut in subsidies, modern technology, too much demand of super quality etc. creates problems for them. Any scheme of government is not helpful in this matter. So at first industrialists should change their mentality and government must think about their problems and how to remove them.

(7) S. K. Sharma : “W.T.O and some vital issues for S.S.I. “ Laghu Udhyog Samachar January March 2000. Most of the countries of the world have similar opinion about questions by world trade organization. This question are related to small scale industries. Specially withdrawal of restrictions will create more problems
because there will be tough competition in the market by the withdrawal of tariff. There will be problems of half production capacity. It seems after some years there will be no subsidies for small scale industries. So small industries should implement modern technology as quick as possible management also must be powerful effective. Industrialists should left their mentality of asking susidies from government and try to survive in competitive market.

(8) Raninga Himanshu S., "Impact of Economic Reforms on Small Scale Industries of Saurashtra, Ph.D. Thesis, Saurashtra University, 2005. Small scale units can not provide employment at large extent so there may not be improvement in living standard of workers thus economic are not so effective as they seem to be.

(9) Dr. Banyani “The role and performance of small scale industries in India” I.C.F.A.I. Journal of Managerial Economics. In Indian economy industries have very important place after independence growth rate of small industries. It is increasing In 1956 small scale units are only 6195 and it is increasing now a days there are 35.72
lakh units. There is great role of small scale units in reducing regional imbalance, production increases, production at low price, export, effective use of man and material etc. This units provide employment to 199.56 lakhs people. It is one of the largest sector after agriculture in creating employment. Small scale units are very helpful in removing backwardness of economy it is considered at global level.

(10) Mukeshkumar and Tirupati Mishra. "Source of Technical Efficiency in Indian Small Scale Industries. I.C.F.A.I. Journal of Applied Economics. This field is developed with less efficiency for this after 1978-79 middle level management is responsible there is improvement after 1985-86. There are some of changes in 1991-92 in experimental bases capital has very important place in it.

(11) Mullat Tesam, Institutional Reform Macro Economics Policy Change and the development of small scale industries in Ethiopia. Working Paper Series in Economics and Finance, Stock Home School of Economics. This study throws light on the specialities and natural of small scale units of Ethiopia in detail. There is good
planning for small scale units so they can face local as well as universal problems effectively it shows right path to overcome from the problems like shortage of capital, raw material, machines etc. detail discussion is also done about this problems.

(12) Suxcust Pernila, "Small Scale Industries, Transaction cost and reform the case of Tanzania, Working Paper Series in Economics and Finance, Stock Home School of Economics. They are taking interest in recreation of small scale units. They try to find harmony between normal and informal rules. This theory is implemented in small scale units of Tanzania.

There are some research papers published in the periodicals by the eminent researchers on sickness in small scale sector. The papers published by Anantarayan; Bhagavan Reddy, Brahmanandam; Chattopadhyay, Chopra, Jailal Saaz, Jaya Prakash Reddy, Kaura, Khosla, Khurana, Naga Nambar, Narayan, Ojha,' Patnaik, Puri, Reddy, Soundararaj' Subhash and Subramanyam Chetty have dealt with the general aspects of small scale sector. The papers published by Almal, Arvind Bhandari,
Asthana, Basanta Kumar, Farooq Khan, Jaya Prakash Reddy, Patwardhan, Pawar, Ramachandran, Rao, Sahney, Satyasundaram, Shubhra Garg, Singh, Singh, Sinha and Syed Amin Jafri have focused their attention on industrial sickness with reference to small scale sector and the prevention of sickness and rehabilitation of units which have fallen sick.

Yet, there are some studies which have paid their attention for specific industries of small scale sector. The studies of Deshpande, Gangwar Maheswari and Shetty have dealt with rice, leather, bidi and slate industries respectively. Besides the above, some have undertaken studies pertaining to the State of Andhra Pradesh on industrial front including small scale sector. Those have not been included in the above mentioned regional studies with a view to paying special attention to them. The studies of Ramanadham Ramkrishna Sarma Sadasiva Reddy, Somsundaram, Suryanarayana, Venkataswamy, Apparao, Balamohandas, Brahanamandam pertain to the State of Andhra Pradesh. Ramanadham in his study reviewed the economy of Andhra Pradesh and while doing so he made some passing references to
industrial development of Andhra Pradesh. Ramakrishna Sarma in his study dealt with the industrial development of Andhra Pradesh. He made a regional analysis of industrial development in Andhra Pradesh. Sadasiva Reddy dealt with the development of small scale industries in Andhra Pradesh with special reference to Cuddapah district. Somasundaram has concentrated on the small scale industrial units of Rayalaseema area of Andhra Pradesh. His study deals with the working of small scale industrial units in Rayalaseema area. Suryanarayana's work on corporate sector in Andhra Pradesh relates to industry-wise analysis of the growth of public and private limited companies in corporate sector. Venkataswamy examined the working of eleven State Government Undertakings of Andhra Pradesh covering the financial performance with special reference to their profitability. Apparao's study on small enterprise promotion in Andhra Pradesh examined the role played by Andhra Pradesh State Financial Corporation in the promotion and operation of small scale industrial units in the State of Andhra Pradesh. Balamohandas focused his attention on ancillary industries in which he covered the ancillary industrial units of Visakhapatnam. Brahmanandam's
study on financing small scale industries by commercial banks pertains to Guntur District. He pointed out the various problems faced by both small entrepreneurs and Commercial banks in dealing with each other based on which he gave some suggestions to both the parties to resolve their problems.

There are few reports prepared by the committees appointed by the Government of India from time to time. Important among them are the reports of village and small industries committee, Ford Foundation Team, Lokanadham Committee, Bhat Committee and Japanese delegation on small industries. Besides these, there are some publications of the small industry promotional organisations and the State Governments on small scale sector. The village and small industries committee argued for the clear demarcation of the field of operation for small industry and suggested an increase in the expenditure for the development of the sector under Five-Year Plans. Ford Foundation Team expressed the need for establishing an apex organisation and extension of training institutes to provide training and technical assistance to the entrepreneurs.
Lokanadham Committee gave some guidelines for the implementation of Industrial Policy Resolution of 1956 in respect of small scale sector. Balachandran Committee examined the problem of scarcity of raw materials for small industries. Bhat Committee prepared the draft legislation for the small scale industry to provide a legal framework. Japanese delegation on small scale industries gave some guidelines for the development of small scale sector in India based on Japanese experience.

A few have undertaken macro-level studies which fall in concerned regions. The regional studies focused their attention on the problems faced by small scale sector of the concerned regions. An examination of many have revealed that the problems faced by small industries of different regions are different because of differences in the geographical features. For example, the small scale sector of undeveloped regions have more problems than the small scale sector of developed regions. Moreover, the nature of problems in the undeveloped regions differs from that of developed regions. As such, the regional
studies are relevant because of the differences in the regional features.

Banerjee Shamboo Prasad, Sandesara and Upadhyaya have concentrated on their concerned regions while dealing with small scale sector at macro-level. A few more studies are there which are carried out with a special emphasis on specified regions. Such regional studies are organised by Agarwal, Gangele Gopal Gupta, Joshi, Lakshman, Majumdar, Moosa Baker, Mathur, Nirmal Kumari Prajapathi, Ramachandran, Rastogi Varma and Verma. Further, some researchers have concentrated their attention on the aspects of investment, employment and output in small scale sector. In this some have dealt with investment, employment and output in the small scale industries. Furthermore, many have conducted studies on the problems of small scale industries bringing to light the various problems faced by small industrial units.

From the above survey of literature, it is obvious that a good number of research studies have been undertaken on various
aspects of small scale sector. A few researchers have worked on the place and role of small industries in Indian economy and reviewed the contribution of small scale sector to Indian economy from time to time. Some have worked on specific industries. Some have done their research work on cottage industries. A few have dealt with the problems faced by small scale sector. Some have specifically focused their attention on specific problems such as Financial, Managerial, Labour and Marketing. Yet others have undertaken regional studies confining their scope to their concerned regions. They examined the contribution of small scale sector to the economic development of their respective regions. They also have outlined the various problems confronted by the small scale sector in their respective regions. There are a very few studies pertaining to the State of Andhra Pradesh. All this gives us an understanding that there is a dearth of works on the problems faced by small scale industries confined to a specific district. It is in this context, noteworthy that there is no study of this type related to Prakasam district.
4.9 CHAPTER PLANNING

CHAPTER-1
INTRODUCTION

Nature of economic development in India – Role of states – Role of different sectors in the economy – Export sector of Indian Economy – Small scale industries in India – The National Small Industries Corporation of India.

CHAPTER-2
THE BRASS INDUSTRY


CHAPTER-3
AN OVERVIEW OF BRASS PARTS INDUSTRIES IN JAMNAGAR DISTRICT

Introduction - History and Evolution of Brass Parts Industries in Jamnagar - Present Status of the Industries - Factor behind the

CHAPTER-4
RESEARCH METHODOLOGY


CHAPTER-5
DATA ANALYSIS

Data collection method – Source of data – Data Analysis and its Conclusion, are included in this chapter.

CHAPTER-6
CONCLUSION AND SUGGESTIONS

Overall conclusion of the present study and some suggestions are given in this chapter.
4.10 FIELD STUDY AND LIMITATIONS OF STUDY RESEARCH

(1) This study research is related with brass parts industries in Jamnagar only. Requiring information like practice, performance and working problems in the selected units.

(2) Some units have given incomplete or wrong information, so it is not result oriented information, some information is not available in written form it also make survey limited. These type of information may be other limitations also. This is social economical survey so it can be so perfect as of science because it is related to society and society always changes. Though we try our best to make it accurate and quality based survey.
REFERENCE:


