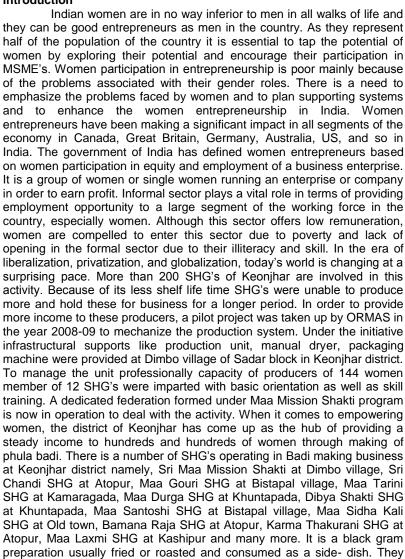
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# Cost, Price and Profit of Badi Making in Keonjhar District of Odisha

### **Abstract**

The objectives of paper are to highlight the social status, cost, price and profit analysis of Badi making Women Entrepreneurs in Keonjhar district of Odisha. The study is based on primary data collected from 200 women respondents of five selected areas. The descriptive statistics, ANOVA, bar diagrams are used to analyse the price and profit of badi making women entrepreneurs. Economic transformations appear to be taking place everywhere as countries convert from command to demand economies, dictatorships move toward democratic system. These changes have created economic opportunities for women who want to start and run enterprise. "Phula Badi" (Flower shaped handmade black gram dumpling) produced in Keonjhar is famous for its crispness and taste which are also have very delicate and fragile characteristics. In some parts of Keonjhar, women are producing Badi (handmade black gram dumpling) for earning additional livelihood.

**Keywords:** Badi, Entrepreneurship, Women, Self-Help Group, Workers. **Introduction** 





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are prepared from a wide range of ingredients, the most relishing being 'phula badi' made from black gram. The 'phula badi' prepared here is extremely famous all over the state and is recently gaining popularity beyond the boarder as well. It is widely believed that the crispy crunchy dumpling marked its beginning in the districts in the Keonjhar amongst the tribal populace. Even today it is offered as Prasad to the deities in many temples in the Keonjhar. Ten varieties of the Badi's, for example, are offered to the deity in the Baidev Jew temple in Keonjhar district on the occasion of makar sankranti. And also as it makes it way out of traditional odia homes to be sold in shops and outlets, Badi has become the source of income for many families. It is estimated that today, around 850 families in Keonjhar district alone earn their livelihood from Badi making. The entire process has taken commercial proportion and bigger players in the market are turning on to mechanized production of Badi's to meet demands. What is heartening is the fact that now Badi's are in demand not only in other states but also in countries like USA and China. The demand for Keonjhar phula badi is all over India. Apart from other industries, the phula badi business has gained the status of small scale and cottage industries in the district. The local people of Keonjhar district gives a token of gift whosoever comes as a quest in the district area.

### **Review of Literature**

The available literature on economics of badi making is very scanty. Prasad (1974) in his study highlighted that small-scale industrial sector in India is small only in size but big in achievements. A study conducted by Bhati (1976) states that in a majority of cases, units outside the industrial estates, showed higher rates of surplus. Graham Bannock (1981) presents a vivid picture of the practical problems of the individual small business, showing how they relate to the wider issues of economic policy. He believes the release of the economic dynamisms inherent in the small business sector could help to generate the social and economic change needed for the resumption of inflation-free growth. Roy Roth Well and Water Zegveld (1982) reveal that SME have been and in general, continue to be, technologically innovative. Technology based new SMEs plays an important part in the emergence of new technology and in economic growth SME, particularly, young technology based SMEs also make an exceptional contribution to employment creation. Independent SME, and their larger counterparts, does represent an important vehicle for regional regeneration. Narayana Reddy (1983) in his doctoral thesis reports that SSI units are to equip themselves with better and improved methods of marketing, disseminated through proper training programmes conducted by the Institute of Marketing, which may be started exclusively. Hence there is a need for creating the Institute of Marketing for small industry at national level. Ram Vepa (1983) in his study reports that over the last 25 years a network of institutions and policies has been developed in the country but not all of them have been successful. But taken in totality, they have provided a well-organized frame works in which the

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small and cottage industry have been allowed to grow. Vinayak, Shankarrao Bhoyar (1984) states that programme of co-operative industrial estates coupled with Co-operatives in other related fields is a powerful instrument, which possesses the capacity to transform the backward area into advanced ones. The task force on small-scale industries (1984) found that available subsidies and concessions are cot distributed to eligible units at the right time. Such assistance announced by the government are badly delayed for several reasons such as delay in issuing detailed orders, inadequacy of budget provisions etc. Envying Chita and Carl Lied Holm (1985) in a comprehensive study of SSI in Sierra Leone provide a new insight into the role of SSI in providing production, employment and earning opportunities. Besides giving an overview of the role of the rural and urban Industry in Siena Leone, the determinants of the demand for and supply of SSI products are examined.

The report of the sub group on small-scale industries for the Seventh Plan (1985) had found that the efforts of the government have not met with the same degree of success in different parts of the country nor have they removed the basic weakness of the small-scale sector. Ashok Kumar Singh (1985) in his thesis made an effort to study the incentives and assistance provided by the government and the infrastructure facilities available in Bihar. A brief account of the potentialities and prospectus of SSI in Bihar is also given. Tara Nand Singh Tarun and Devandra Thakar (1986) reveal that the fundamental problem of Industrial development in India is the problem of transplanting and acclimatizing the fruits of technology so as to raise the whole level of productivity. Nisar Ahmad (1937) has made an effort to critically examine, both at micro and macro levels, the operational and other problems of the small-scale and cottage Industries in India with special reference to the state of Jammu and Kashmir. Sandesara (1988) made a study of assistance programmes for small-scale industries. The study revealed that units producing items in the reserved list did not show away superior performance over other units, mainly because the easy entry for new small-scale units had intensified the competition among the small units. Ram Vepa (1988) in his study discusses the growth of small-scale industry, organizational structure, some key issues, and field planning for small-scale industry and its prospectus for nineties.

Nasir Tyabji (1989) analyses the structure of small-scale Industries and role of small Industry policy as a component of the Indian development process and changes in the structure of Industry and nature of small enterprise development. Sidhartha Shankar Dash and others (1990) in a study under taken in Balasore district in Orissa attempt to analyze the operational problems in launching SSI units. They conclude that although policies are good, often delay in implementation and faulty implementation upset the entrepreneur's plan and in many cases lead the production process to a standstill. Theophilus (1990) observed that the operation of SSIs in India and Nigeria encounter similar incidences and show the

same environmental characteristics for their progress. He suggests that there should be a separate ministry exclusively for SSIs at the central level headed by a central minister in both countries. Sharma (1990) in his study made an effort to make an over view of sports goods Industry, Micro Industry of selected centers, problems at different levels, role of institutions and future perspective. In a study conducted by Berry, Albert and Mazumdar Dipak (1991) states that small-scale industry has been important in the successful development of MSME. Tripathy (2015) studied in Odisha and stated that most women felt that after their participation in SHGs, they are more respected in their own families and society in general. Jena (2015) observed from his study that female entrepreneurs are having different personalities and qualities. By using positive personality, they are overcoming many of the challenges they have faced in the informal sectors. Tiwari (2017) observed that there are numerous challenges faced by women in the course of their entrepreneurial career. So, there is the need of comprehensive action plan and policies to counter these challenges. To her, women entrepreneurship is a diverse and complex domain which requires extensive and intensive research. Mohanty & Mishra (2018) highlighted that there is a positive impact of joining SHGs on psychological, economic and social aspects of the women in the rural areas which further empower themselves to overcome the obstacles associated with poverty and development. Nayak, Panigrahi & Mishra (2018), in their study analysed that there is the necessity of economic independence for improving the status and position of women at

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home and in the society. Their study also evaluated the impact of schemes of government for women entrepreneurship.

### **Objectives of the Paper**

The paper has two objectives. These are as follows.

- To analyse socio economic status of women badi workers in Keonjhar District of Odisha.
- 2. To investigate the cost, price and profit of Women badi workers in the study area.

### **Data Collection and Research Methodology**

The present topic of research is based on Primary data. The primary data is collected through questionnaire method and the study is conducted in Dhenkapur, Atopur, Old Town, Kashipur, Dimbo Village of Keonjhar district. Keonjhar district is situated in central part of Odisha which is rich in mineral resources like iron ore, manganese etc. The data is collected from 200 Women Badi workers of Keonjhar. Simple Random Sampling is used for selecting the badi making women entrepreneurs. The data are analyzed by using frequency distribution, descriptive statistics, correlation and bar diagrams using Excel Data Analysis and SPSS.

### Social Status of Women Badi Workers

Large number of women who are members of self-help groups engaged in badi making activity in Keonjhar. Badi is prepared out of black gram which is a popular food item in Odisha. These women are benefitted from badi making activity which contributes significantly to the livelihood. The table- 1 reveals the social status of Women Badi Workers of Atopur, Dimbo, Dhenkapur, Old Town and Kashipur areas of Keonjhar district.

Table- 1 Social status of women badi workers

	Table- 1 Social status of women badi workers								
Parti	iculars	Atopur	Dimbo	Dhenkap ur	Old Town	Kashipur	Total	Percentage	
	18-24	0	0	0	0	0	0	0	
Age	25-30	4	0	16	15	15	50	25	
J	31 and above	36	40	24	25	25	150	75	
			Total				200	100	
NA:	Married	33	18	40	40	38	169	84.5	
Marital Status	Unmarried	0	9	0	0	0	9	4.5	
Status	Widowed	7	13	0	0	2	22	11	
			Total				200	100	
	General	40	19	9	16	24	108	54	
Caste	ST	0	9	12	0	0	21	10.5	
Caste	SC	0	7	6	0	0	13	6.5	
	OBC	0	5	13	24	16	58	29	
			Total		•		200	100	
	Illiterate	21	9	11	7	22	70	35	
	Matriculate	18	24	27	33	18	120	60	
Educational Distribution	Higher Secondary	1	7	2	0	0	10	5	
	Graduation and Above	0	0	0	0	0	0	0	
Total								100	
	Less than 30,000	0	0	0	0	0	0	0	
Income	30000-50000	0	0	40	40	40	120	60	
Distribution	50000 and Above	40	40	0	0	0	80	40	

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Total								100
Card	BPL	0	21	31	0	0	52	26
Holders	APL	40	19	9	40	40	148	74
			Total				200	100
Family	Nuclear Family	40	32	22	23	17	134	67
Structure	Joint Family	0	8	18	17	23	66	33
			Total				200	100
Lond	0.00-0.02	0	0	0	0	0	0	0
Land	0.02-0.04	0	0	0	19	15	34	17
Holdings (In Decimiles)	0.04 and Above	40	40	40	21	25	166	83
			Total				200	100
Drinking	Tap water	40	0	21	27	23	111	55.5
Drinking	Tube wells	0	23	19	13	12	67	33.5
Water Facility	Bore wells	0	17	0	0	5	22	11
	Others	0	0	0	0	0	0	0
	Total							

Source: Primary Data

Table – 1 shows that out of 200 respondents, 50 respondents belong to the age group of 25-30 and 150 respondents belong to age group of 31 and above. A total of 169 married women badi workers are engaged which is 84.5 per cent. If we look at the caste distribution of badi workers, it is observed that a total of 108 general category women are badi workers in all the 5 areas which is 54 per cent ,10.5 per cent are ST women badi workers and 6.5 per cent are SC women badi workers.

Regarding the educational distribution, a total of 70 women badi workers of all the 5 areas are illiterate which is 35 per cent, 60 per cent women badi workers are matriculate and 5per cent workers have completed higher secondary education .As far as income distribution is concerned, a total of 120 women badi workers of all the 5 areas have an income of 30,000-50,000 per annum which is 60 per cent and 80 women badi workers have an income of 50,000 and above per annum. 52 women badi workers of all the 5 areas belong to BPL category which is 26 per cent and 74 per cent women badi workers belong to APL category. 67 per cent women badi workers of all the 5 areas belong to nuclear family and 33 per cent women badi workers belong to joint family system . It is found during field survey that,

34 women badi workers have 0.02-0.04 land holding size (in decimiles) of all the 5 areas, which is 17 per cent and 166 women badi workers have 0.04 land holdings (in decimiles) and above which implies that badi workers have small land holding for cultivation for which their livelihood mainly depends on badi making. For drinking water, 55.5 per cent women badi workers depend upon tap water, 33.5 per cent on tube-well and only 11 per cent badi workers have bore-well facility.

In Fig-1, X-axis measures the factors governing social status of the respondents and Y-axis measures the numbers of respondents from all the five areas of 200 samples. This figure presents the age, marital status, income status, caste status, drinking water facility and educational status of badi workers.

### Price, Cost and Profit of Badi Making Entrepreneurship

Badi making is a cottage industry in Keonjhar and it is promoted by the women self-help groups. It is a very profitable occupation and provides livelihood to many poor women in the study area. Information collected on price, profit and cost of badi in five areas of Keonjhar is analysed through descriptive statistics and ANOVA.

Table No. 2- Descriptive Statistics of Aotapur Area

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Statistical	Cost of	Selling Price of		Profit	Profit per	Profit per				
Measure	Badi(Kg)	Badi(Kg)	Quantity	(Kg)	day	month				
Mean	125.00	254.30	7.38	129.30	876.80	26304.00				
Standard Error	0.00	7.92	0.26	7.92	32.20	965.98				
Median	125.00	258.00	7.00	133.00	931.00	27930.00				
Mode	125.00	258.00	7.00	133.00	931.00	27930.00				
S.D	0.00	50.08	1.63	50.08	203.65	6109.37				
Kurtosis	0	-0.25	0.75	-0.25	0.42	0.42				
Skewness	0	-0.09	1.08	-0.09	-0.97	-0.97				
Range	0.00	208.00	7.00	208.00	844.00	25320.00				
Minimum	125.00	153.00	5.00	28.00	336.00	10080.00				
Maximum	125.00	361.00	12.00	236.00	1180.00	35400.00				
N	40	40	40	40	40	40				

Source- Computed by the Authors using EXCEL

In Aotapur study area, the average cost of materials for making badi is Rs. 125.00 per kg but average sale price is rs. 254.30 with a profit of Rs.

129.30 per kg. One women entrepreneur make an average profit of Rs. 876.80 per day and Rs. 26304.00 per month which shows that badi making is

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highly profitable in Aotapur area. The average cost of badi is same for all as S. D is 0.00 but there is

variation in selling price of badi as the S. D is 50.08.

Table No-3 Descriptive Statistics of Dimbo Area

Statistical Measure	Cost of Badi(Kg)	Selling Price of Badi(Kg)	Quantity	Profit (Kg)	Profit per day	Profit per month
Mean	120.00	172.00	12	52.00	624	18720
Median	120.00	172.00	12	52	624	18720
Mode	120.00	172.00	12	52	624	18720
Minimum	120.00	172.00	12	52	624	18720
Maximum	120.00	172.00	12	52	624	18720
Sum	4800	6880	480	2080	24960	748800
N	40	40	40	40	40	40

Source- Computed by the Authors using EXCEL

In Dimbo study area, the average cost of materials for making badi is Rs. 120.00 per kg and average sale price is Rs. 172.00 with a profit of Rs. 52.00 per kg. One women entrepreneur makes an

average profit of Rs. 624.00 per day and Rs. 18720.00 per month which shows that badi making is highly profitable in Dimbo area.

Table No - 4 Descriptive Statistics of Dhenkapur Area

Statistical Measure	Cost of Badi(Kg)	Selling Price of Badi(Kg)	Quantity	Profit (Kg)	Profit per day	Profit per month
Mean	127.63	225.33	7.20	97.70	691.15	20734.50
Median	125.00	230.00	7.00	101.00	706.50	21200.00
Mode	125.00	231.00	7.00	106.00	708.00	21250.00
S.D	3.39	19.61	0.61	21.00	90.70	2721.38
Kurtosis	-0.16	0.46	-0.34	0.19	-0.51	-0.51
Skewness	0.42	0.61	-0.12	0.46	-0.09	-0.09
Range	15.00	75.00	2.00	80.00	350.00	10490.00
Minimum	120.00	195.00	6.00	65.00	518.00	15550.00
Maximum	135.00	270.00	8.00	145.00	868.00	26040.00
N	40	40	40	40	40	40

Source- Computed by the Authors using EXCEL

In Dhenkapur study area, the average cost of materials for making badi is Rs. 127.63 per kg but average sale price is rs. 225.33 with a profit of Rs. 97.70 per kg. One women entrepreneur make an average profit of Rs. 691.15 per day and Rs. 20734.50 per month which shows that badi making is

also highly profitable in Dhenkapur area. Since S. D is only 3.39, the variation in material cost of Dhenkapur area is less but there is variation in selling price of badi is more as the S. D is 19.61. This implies there is no uniformity in selling price but more or less uniformity in material cost.

Table No - 5 Descriptive Statistics of Old Town Area

	Cost of	Selling Price of		Profit	Profit per	Profit per
Statistical Measure	Badi(Kg)	Badi(Kg)	Quantity	(Kg)	day	month
Mean	142.00	221.73	6.65	94.10	665.80	19976.00
Standard Error	0.82	3.05	0.11	3.26	14.03	421.18
Median	140.00	226.00	7.00	96.50	676.50	20300.00
Mode	140.00	226.00	6.00	101.00	710.00	21200.00
Standard Deviation	5.16	19.28	0.70	20.63	88.74	2663.79
Kurtosis	0.24	0.52	-0.72	0.22	-0.58	-0.57
Skewness	0.28	0.63	0.61	0.48	-0.02	-0.03
Range	20.00	69.00	2.00	76.00	323.00	9700.00
Minimum	130.00	197.00	6.00	64.00	515.00	15450.00
Maximum	150.00	266.00	8.00	140.00	838.00	25150.00
N	40.00	40.00	40.00	40.00	40.00	40.00

Source- Computed by the Authors using EXCEL

In Old Town study area, the average cost of materials for making badi is Rs. 142.00 per kg but average sale price is rs. 221.73 with a profit of Rs. 94.10 per kg. One women entrepreneur make an average profit of Rs. 665.80 per day and Rs. 19976.00 per month which shows that badi making is

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also highly profitable in Old Town area. Since S. D is only 5.16, the variation in material cost of Old Town area is less but there is variation in selling price of badi is more as the S. D is 19.28. This implies there is no uniformity in selling price but more or less uniformity in material cost.

Statistical	Cost of	Selling Price of		Profit	Profit per	Profit per
Measure	Badi(Kg)	Badi(Kg)	Quantity	(Kg)	day	month
Mean	127.00	198.30	6.85	71.30	484.60	14538.75
Standard Error	0.50	2.72	0.11	2.87	18.87	566.05
Median	125.00	192.00	7.00	67.00	437.00	13100.00
Mode	125.00	192.00	7.00	62.00	437.00	13100.00
S.D	3.16	17.23	0.70	18.17	119.33	3580.02
Kurtosis	0.35	-0.48	-0.87	-0.45	-1.03	-1.03
Skewness	0.72	0.60	0.21	0.66	0.66	0.66
Range	15.00	69.00	2.00	69.00	382.00	11450.00
Minimum	120.00	170.00	6.00	45.00	333.00	10000.00
Maximum	135.00	239.00	8.00	114.00	715.00	21450.00
N	40	40	40	40	40	40

Source- Computed by the Authors using EXCEL

In Kasipur study area, the average cost of materials for making badi is Rs. 127.00 per kg but average sale price is Rs. 198.30 with a profit of Rs. 71.30 per kg. One women entrepreneur make an average profit of Rs. 484.60 per day and Rs. 14538.75 per month which shows that badi making is profitable in Kasipur area. Since S. D is only 3.16, the variation in material cost of Old Town area is very less but there is variation in selling price of badi is more as the S. D is 17.23.

### Analysis of Variance of Selling price of Badi

The difference in selling price of women badi workers vary significantly as the P value of ANOVA result is 0.00 (Table-7). Although the there is no variation in cost of materials for badi, it is interesting to note wide variation in selling price as it is used for household consumption and consumers as well as traders purchase at different prices.

Table-7 ANOVA Results of Selling Price of Badi

ANOVA						
Source of Variation	SS	df	MS	F	P-value	F critical Value
Between Groups	152878.7	4	38219.67	53.66248	0.00	2.417963
Within Groups	138883.6	195	712.2233			
Total	291762.2	199				

Source- Computed by the Authors using EXCEL

### Important Findings of the Study

This primary study has following important findings.

- Middle aged women workers are more interested in badi making occupation in the study area who wants to support their family financially. It is observed that 75 per cent of the Women Badi Workers belong to the age group of 31 and above in Keonjhar district.
- Married Women are motivated in badi making activity to supplement their family income as 84.5 per cent are married women Badi Workers.
- Compared to SC and St Women, it is found that 54 per cent of the Women SHG Badi Workers belongs to the General category. Hence, it is not a caste based occupation in the study area.

- Educated women are engaged in badi making activity as 60 per cent of the Women SHG Badi Workers are matriculate.
- 5. The total income of 60 per cent of the Women Badi Workers is Rs.30,000-50,000 per annum which shows that is a in the study area.
- Since badi making is a profit making occupation,
  74 per cent of the Women SHG Badi Workers belongs to APL Category.
- To provide better educational facility, 67 per cent of the Women SHG Badi Workers want to maintain Nuclear Family system.

#### Suggestions

Following suggestions are put forward for improving the socio economic status of women badi works.

 The Government should come forward to provide minimum entrepreneurship program through

- District Industries Center. This may pave the way for practical and will technical training for the Badi workers in Keonjhar. This will develop selfconfidence, self-esteem, courage and risk factor among them.
- Training programmes should be designed in such manners that 'Badi' workers can benefit out of their strengths and overcome their weakness and should provide special assistance for selection of service so that 'Badi' workers can be in a position to perceive and respond to various profitable opportunities.
- Government should organise micro-credit camps and credit-cum-recovery camps to facilitate early completion of the formalities required for sanction of loans and to avoid hardships to the Badi workers.
- Training in book-keeping, accounts, fund management and other financial matters related to the SHG's are essential to make the members competent enough to deal with the increasing volume of transaction.
- Proper marketing facilities and sales exhibition should be provided by the Government to the 'Badi' workers.

#### Conclusion

Women's empowerment is not a onetime but a continuous process. The development of "Badi" in Keonihar should be taken in broader framework of women empowerment. The small scale and cottage industry in Keonjhar put efforts towards the all-round development of each and every section of women involved in Badi-making activity in Keonjhar. Badimaking industry in Keonjhar is responsible for empowering women by the way of promoting selfself-independent self-confident, providing educational training and skill-based programmes conducted from time-to-time by Govt. and NGO's to realize their fundamental rights. Badimaking industry in Keonjhar has made women financially stable to such an extent that after taking their rightful share for their livelihood, they are contributing to societal cause. Hence, the women empowerment is the need of the hour in Badi-making industry.

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