

INTERNATIONAL JOURNAL OF RESEARCH IN COMMERCE AND MANAGEMENT CONTENTS

Sr. No.	TITLE & NAME OF THE AUTHOR (S)	Page No.		
1.	A CROSS-SECTIONAL STUDY OF ACCEPTANCE OF MENTORING FOR PROFESSIONAL DEVELOPMENT IN EDUCATIONAL INSTITUTIONS	1		
1.	IN GULF COUNTRIES	_		
	DR. IMRAN HAMEED & DR. NAZIA RASOOL QAZI			
2.	ROLE OF USER FEES IN ETHIOPIA: A CASE STUDY OF JIMMA UNIVERSITY SPECIALIZED HOSPITAL, SOUTH WEST ETHIOPIA	6		
۷.	DR. DEVI NAIR & KORA TUSHUNE	·		
3.	EXPORT GROWTH OF NON – OIL SECTOR IN OMAN: THE ERA OF LIBERALIZATION	13		
J .	DR. THRESIAMMA VARGHESE			
4.	CORPORATE SOCIAL RESPONSIBILITY: ORGANIZATIONAL COMMITMENT IN THEORY & PRACTISE	17		
••	DR. QADAR BAKHSH BALOCH, IMRAN ULLANH KHAN & SHAHED JAN			
5.	CORPORATE GOVERNANCE AND PERFORMANCE OF PAKISTANI LISTED COMPANIES - A CASE STUDY OF SUGAR SECTOR	23		
	QAISER RAFIQUE YASSER			
6.	STATE OF FLEXIBLE CAREERS FOR THE WOMAN PROFESSIONAL IN INDIA			
	SAUNDARYA RAJESH			
7.	WHAT DRIVES THE PERFORMANCE OF COMMERCIAL BANKS IN ETHIOPIA?	38		
	DR. DEEPAK KAPUR & ABEBAW KASSIE GUALU			
8.	NEEDS ASSESSMENT OF EMOTIONAL INTELLIGENCE IN BUSINESS EDUCATION			
	KRISHNA PRIYA & DR. K. S. CHANDRASEKAR			
9.	CREDIT MANAGEMENT OF INDIAN COMMERCIAL VEHICLE INDUSTRY	48		
-	N. VELMATHI & DR. R. GANESAN			
10.	EVALUATION OF PASSENGER SATISFACTION AND SERVICE QUALITY IN INDIAN RAILWAYS - A CASE STUDY OF SOUTH CENTRAL	53		
	RAILWAY USING RAILQUAL			
	M. DEVI PRASAD & DR. B. RAJA SHEKHAR			
11.	A STUDY OF TERTIARY EDUCATION AND SHIFTS IN GLOBALLY MOBILE STUDENTS	58		
	DR. Y. V. REDDY & D. M. DESHPANDE			
12.	DIMENSION OF FINANCIAL PERFORMANCE OF CEMENT UNITS IN SOUTH INDIA - AN EMPHIRICAL STUDY (Z SCORE ANALYSIS)	64		
	DR. R. SRINIVASAN & C. U. TIRIPURA SUNDARI			
13 .	AN EMPIRICAL ANALYSIS OF FINANCIAL LEVERAGE, EARNINGS AND DIVIDEND: A CASE STUDY OF MARUTI SUZUKI INDIA LTD.	69		
	DR. SANJAY J. BHAYANI & DR. BUTALAL AJMERA			
14 .	SERVICES MARKETING DYNAMICS – AN EXAMINATION OF SPORTS SPONSORSHIP STRATEGIES OF U. K. MARKET	73		
	DR. S. P. RATH, DR. BISWAJIT DAS & CHEF. ANANT BHAMKAR			
15 .	NPA'S SIDE EFFECT AND IT'S CURATIVE MANTRA	77		
	DR. B. CHANDRA MOHAN PATNAIK, DR. IPSEETA SATPATHY & AROOP KUMAR MOHAPATRA			
16 .	THE ROLE OF EMOTIONAL INTELLIGENCE IN SELF DEVELOPMENT OF DOCTORS AN EMPIRICAL STUDY	81		
	M. N. R. MANOHAR & A. V. SATYANARAYANA RAO			
17 .	RISK MINIMIZATION IN SPOT AND DERIVATIVE MARKET	87		
	DR. SUBRATA MUKHERJEE & DR. SAMIR GHOSH			
18 .	IMPORTANCE-PERFORMANCE ANALYSIS (IPA) TO EXPLORE ORGANIZATIONAL CLIMATE – EMPIRICAL EVIDENCE	93		
	SUBASHINI R & SAMUEL S			
19 .	GOA TOURISM: MYTHS AND REALITIES	98		
	DR. HIRANMOY ROY			
20 .	SPIRITUALITY AND MANAGEMENT	103		
	V. NITHYANANTHAN & DR. B. KALPANA			
21 .	ORGANIZATIONAL HEALTH: EXAMINING WORKPLACE PRACTICES AND WELL-BEING	107		
	DR. R. PRABHAKARA RAYA & P. SIVAPRAGASAM			
22 .	EMPLOYEESSIXTH PAY COMMISSION: ESTIMATION OF JOB SATISFACTION AMONG CENTRAL GOVERNMENT	111		
	DR. RAJESH KUMAR SHASTRI & MALAVIKA SINHA			
23 .	PRODUCTIVITY CHANGE IN THE INDIAN HEALTH INSURANCE BUSINESS: A MALMQUIST TOTAL FACTOR PRODUCTIVITY ANALYSIS	115		
	DR. SUMNINDER KAUR BAWA & RUCHITA			
24.	THE IMPACT OF CAPITAL ADEQUACY REQUIREMENTS ON PROFITABILITY OF PRIVATE BANKS IN INDIA - A CASE STUDY OF J&K,	122		
	ICICI, HDFC AND YES BANK			
	DR. KHALID ASHRAF CHISHTY			
25 .	AN EMPIRICAL STUDY ON EFFECT OF WELFARE MEASURES ON EMPLOYEES' SATISFACTION IN INDIAN RAILWAYS	130		
	DR. ASIYA CHAUDHAY & ROOHI IQBAL			
	REQUEST FOR FEEDBACK	138		

A Monthly Double-Blind Peer Reviewed Refereed Open Access International e-Journal - Included in the International Serial Directories Indexed & Listed at: Ulrich's Periodicals Directory ©, ProQuest, U.S.A., The American Economic Association's electronic bibliography, EconLit, U.S.A.

CHIEF PATRON

PROF. K. K. AGGARWAL

Chancellor, Lingaya's University, Delhi
Founder Vice-Chancellor, Guru Gobind Singh Indraprastha University, Delhi
Ex. Pro Vice-Chancellor, Guru Jambheshwar University, Hisar

PATRON

SH. RAM BHAJAN AGGARWAL

Ex. State Minister for Home & Tourism, Government of Haryana Vice-President, Dadri Education Society, Charkhi Dadri President, Chinar Syntex Ltd. (Textile Mills), Bhiwani

CO-ORDINATOR

DR. SAMBHAV GARG

Faculty, M. M. Institute of Management, Maharishi Markandeshwar University, Mullana, Ambala, Haryana

ADVISORS

PROF. M. S. SENAM RAJU

Director A. C. D., School of Management Studies, I.G.N.O.U., New Delhi

PROF. M. N. SHARMA

Chairman, M.B.A., Haryana College of Technology & Management, Kaithal

PROF. S. L. MAHANDRU

Principal (Retd.), Maharaja Agrasen College, Jagadhri

EDITOR

PROF R K SHARMA

Dean (Academics), Tecnia Institute of Advanced Studies, Delhi

CO-EDITOR

DR. BHAVET

Faculty, M. M. Institute of Management, Maharishi Markandeshwar University, Mullana, Ambala, Haryana

EDITORIAL ADVISORY BOARD

DR. AMBIKA ZUTSHI

Faculty, School of Management & Marketing, Deakin University, Australia

DR. VIVEK NATRAJAN

Faculty, Lomar University, U.S.A.

DR. RAJESH MODI

Faculty, Yanbu Industrial College, Kingdom of Saudi Arabia

PROF. SANJIV MITTAL

University School of Management Studies, Guru Gobind Singh I. P. University, Delhi

PROF. ROSHAN LAL

Head & Convener Ph. D. Programme, M. M. Institute of Management, M. M. University, Mullana

PROF. ANIL K. SAINI

Chairperson (CRC), Guru Gobind Singh I. P. University, Delhi

DR. KULBHUSHAN CHANDEL

Reader, Himachal Pradesh University, Shimla

DR. TEJINDER SHARMA

Reader, Kurukshetra University, Kurukshetra

DR. SAMBHAVNA

Faculty, I.I.T.M., Delhi

DR. MOHENDER KUMAR GUPTA

Associate Professor, P. J. L. N. Government College, Faridabad

DR. SHIVAKUMAR DEENE

Asst. Professor, Government F. G. College Chitguppa, Bidar, Karnataka

MOHITA

Faculty, Yamuna Institute of Engineering & Technology, Village Gadholi, P. O. Gadhola, Yamunanagar

ASSOCIATE EDITORS

PROF. NAWAB ALI KHAN

Department of Commerce, Aligarh Muslim University, Aligarh, U.P.

PROF. ABHAY BANSAL

Head, Department of Information Technology, Amity School of Engineering & Technology, Amity University, Noida

DR. V. SELVAM

Divisional Leader – Commerce SSL, VIT University, Vellore

DR. PARDEEP AHLAWAT

Reader, Institute of Management Studies & Research, Maharshi Dayanand University, Rohtak

S. TABASSUM SULTANA

Asst. Professor, Department of Business Management, Matrusri Institute of P.G. Studies, Hyderabad

TECHNICAL ADVISOR

AMITA

Faculty, E.C.C., Safidon, Jind

MOHITA

Faculty, Yamuna Institute of Engineering & Technology, Village Gadholi, P. O. Gadhola, Yamunanagar

FINANCIAL ADVISORS

DICKIN GOYAL

Advocate & Tax Adviser, Panchkula

NEENA

Investment Consultant, Chambaghat, Solan, Himachal Pradesh

LEGAL ADVISORS

JITENDER S. CHAHAL

Advocate, Punjab & Haryana High Court, Chandigarh U.T.

CHANDER BHUSHAN SHARMA

Advocate & Consultant, District Courts, Yamunanagar at Jagadhri

<u>SUPERINTENDENT</u>

SURENDER KUMAR POONIA

CALL FOR MANUSCRIPTS

We invite unpublished novel, original, empirical and high quality research work pertaining to recent developments & practices in the area of Computer, Business, Finance, Marketing, Human Resource Management, General Management, Banking, Insurance, Corporate Governance and emerging paradigms in allied subjects like Accounting Education; Accounting Information Systems; Accounting Theory & Practice; Auditing; Behavioral Accounting; Behavioral Economics; Corporate Finance; Cost Accounting; Econometrics; Economic Development; Economic History; Financial Institutions & Markets; Financial Services; Fiscal Policy; Government & Non Profit Accounting; Industrial Organization; International Economics & Trade; International Finance; Macro Economics; Micro Economics; Monetary Policy; Portfolio & Security Analysis; Public Policy Economics; Real Estate; Regional Economics; Tax Accounting; Advertising & Promotion Management; Business Education; Business Information Systems (MIS); Business Law, Public Responsibility & Ethics; Communication; Direct Marketing; E-Commerce; Global Business; Health Care Administration; Labor Relations & Human Resource Management; Marketing Research; Marketing Theory & Applications; Non-Profit Organizations; Office Administration/Management; Operations Research/Statistics; Organizational Behavior & Theory; Organizational Development; Production/Operations; Public Administration; Purchasing/Materials Management; Retailing; Sales/Selling; Services; Small Business Entrepreneurship; Strategic Management Policy; Technology/Innovation; Tourism, Hospitality & Leisure; Transportation/Physical Distribution; Algorithms; Artificial Intelligence; Compilers & Translation; Computer Aided Design (CAD); Computer Aided Manufacturing; Computer Graphics; Computer Organization & Architecture; Database Structures & Systems; Digital Logic; Discrete Structures; Internet; Management Information Systems; Modeling & Simulation; Multimedia; Neural Systems/Neural Networks; Numerical Analysis/Scientific Computing; Object Oriented Programming; Operating Systems; Programming Languages; Robotics; Symbolic & Formal Logic; Web Design. The above mentioned tracks are only indicative, and not exhaustive.

Anybody can submit the soft copy of his/her manuscript **anytime** in M.S. Word format after preparing the same as per our submission guidelines duly available on our website under the heading guidelines for submission, at the email addresses, info@ijrcm.org.in.

GUIDELINES FOR SUBMISSION OF MANUSCRIPT

COVERING LETTER FOR SUBMISSION:	DATED:
THE EDITOR	JAILS
IJRCM	
Subject: SUBMISSION OF MANUSCRIPT IN THE AREA OF	
(e.g. Computer/IT/Finance/Marketing/HRM/General Managemen	nt/other, please specify).
DEAR SIR/MADAM	11
Please find my submission of manuscript titled '	for possible publication in your journal.
I hereby affirm that the contents of this manuscript are original. Furthermore it has neither been pulnor is it under review for publication anywhere.	blished elsewhere in any language fully or partly,
I affirm that all author (s) have seen and agreed to the submitted version of the manuscript and their	inclusion of name (s) as co-author (s).
Also, if our/my manuscript is accepted, I/We agree to comply with the formalities as given on the contribution to any of your journals.	website of journal & you are free to publish our
NAME OF CORRESPONDING AUTHOR:	
Designation:	
Affiliation with full address & Pin Code:	

Residential address with Pin Code:

Mobile Number (s):

Landline Number (s):

E-mail Address:

Alternate E-mail Address:

- 2. INTRODUCTION: Manuscript must be in British English prepared on a standard A4 size paper setting. It must be prepared on a single space and single column with 1" margin set for top, bottom, left and right. It should be typed in 8 point Calibri Font with page numbers at the bottom and centre of the every page.
- 3. MANUSCRIPT TITLE: The title of the paper should be in a 12 point Calibri Font. It should be bold typed, centered and fully capitalised.
- 4. **AUTHOR NAME(S) & AFFILIATIONS:** The author (s) full name, designation, affiliation (s), address, mobile/landline numbers, and email/alternate email address should be in italic & 11-point Calibri Font. It must be centered underneath the title.
- 5. **ABSTRACT:** Abstract should be in fully italicized text, not exceeding 250 words. The abstract must be informative and explain the background, aims, methods, results & conclusion in a single para.
- 6. **KEYWORDS**: Abstract must be followed by list of keywords, subject to the maximum of five. These should be arranged in alphabetic order separated by commas and full stops at the end.
- 7. **HEADINGS:** All the headings should be in a 10 point Calibri Font. These must be bold-faced, aligned left and fully capitalised. Leave a blank line before each heading.
- 8. **SUB-HEADINGS**: All the sub-headings should be in a 8 point Calibri Font. These must be bold-faced, aligned left and fully capitalised.
- 9. MAIN TEXT: The main text should be in a 8 point Calibri Font, single spaced and justified.
- 10. **FIGURES &TABLES:** These should be simple, centered, separately numbered & self explained, and titles must be above the tables/figures. Sources of data should be mentioned below the table/figure. It should be ensured that the tables/figures are referred to from the main text.
- 11. **EQUATIONS:** These should be consecutively numbered in parentheses, horizontally centered with equation number placed at the right.
- 12. **REFERENCES:** The list of all references should be alphabetically arranged. It must be single spaced, and at the end of the manuscript. The author (s) should mention only the actually utilised references in the preparation of manuscript and they are supposed to follow **Harvard Style of Referencing**. The author (s) are supposed to follow the references as per following:
- All works cited in the text (including sources for tables and figures) should be listed alphabetically.
- Use (ed.) for one editor, and (ed.s) for multiple editors.
- When listing two or more works by one author, use --- (20xx), such as after Kohl (1997), use --- (2001), etc, in chronologically ascending order.
- Indicate (opening and closing) page numbers for articles in journals and for chapters in books.
- The title of books and journals should be in italics. Double quotation marks are used for titles of journal articles, book chapters, dissertations, reports, working papers, unpublished material, etc.
- For titles in a language other than English, provide an English translation in parentheses.
- The location of endnotes within the text should be indicated by superscript numbers.

PLEASE USE THE FOLLOWING FOR STYLE AND PUNCTUATION IN REFERENCES:

BOOKS

- Bowersox, Donald J., Closs, David J., (1996), "Logistical Management." Tata McGraw, Hill, New Delhi.
- Hunker, H.L. and A.J. Wright (1963), "Factors of Industrial Location in Ohio," Ohio State University.

CONTRIBUTIONS TO BOOKS

 Sharma T., Kwatra, G. (2008) Effectiveness of Social Advertising: A Study of Selected Campaigns, Corporate Social Responsibility, Edited by David Crowther & Nicholas Capaldi, Ashgate Research Companion to Corporate Social Responsibility, Chapter 15, pp 287-303.

JOURNAL AND OTHER ARTICLES

• Schemenner, R.W., Huber, J.C. and Cook, R.L. (1987), "Geographic Differences and the Location of New Manufacturing Facilities," Journal of Urban Economics, Vol. 21, No. 1, pp. 83-104.

CONFERENCE PAPERS

• Garg Sambhav (2011): "Business Ethics" Paper presented at the Annual International Conference for the All India Management Association, New Delhi, India, 19–22 June.

UNPUBLISHED DISSERTATIONS AND THESES

Kumar S. (2011): "Customer Value: A Comparative Study of Rural and Urban Customers," Thesis, Kurukshetra University, Kurukshetra.

ONLINE RESOURCES

Always indicate the date that the source was accessed, as online resources are frequently updated or removed.

WEBSITE

Garg, Bhavet (2011): Towards a New Natural Gas Policy, Economic and Political Weekly, Viewed on July 05, 2011 http://epw.in/user/viewabstract.jsp

EMPLOYEES SIXTH PAY COMMISSION: ESTIMATION OF JOB SATISFACTION AMONG CENTRAL GOVERNMENT

DR. RAJESH KUMAR SHASTRI

ASST. PROFESSOR

DEPARTMENT OF HUMANITIES AND SOCIAL SCIENCES

MOTILAL NEHRU NATIONAL INSTITUTE OF TECHNOLOGY

ALLAHABAD

MALAVIKA SINHA
INSTITUTE RESEARCH FELLOW
DEPARTMENT OF HUMANITIES AND SOCIAL SCIENCES
MOTILAL NEHRU NATIONAL INSTITUTE OF TECHNOLOGY
ALLAHABAD

ABSTRACT

The study aims at making an assessment of the impact of Sixth Pay Commission on Central Government Employees of Uttar Pradesh. Very recently we have witnessed a change in our economy i.e. the implementation of Sixth Pay Commission for the Employees of Central Government. With the implementation of Sixth Pay Commission in the year 2008 there is a remarkable increase in the salary packages of the Employees working in the Central Government. The main purpose of the present study is to analyze that whether there is a simultaneous increase in the Job Satisfaction of those employees or it remains the same even after it. It is a well known fact that with an increase in monetary benefits there is a simultaneous increase in the other related factors like job satisfaction, belongingness to the organization, motivation, job security, standard of living and so on. The present study focuses on one such aspect i.e. Job Satisfaction. The study make an assessment of the level of Job Satisfaction prevailed among Central Government Employees before the implementation of Sixth Pay Commission and is there any swing in the same after its implementation. For conducting the present study, fifty central government employees were selected randomly. A Close ended questionnaire, based on D.N. Mutha's reliable tool, was used to collect the data. The responses were analyzed by applying Chi Square test. Its application accessed the Goodness of the Fit, significance of association between two attributes and the homogeneity and the significance of population variance. After calculating the Chi Square of the scores the table scores came out to be 6.63 which indicate that the Chi Square is Significant hence there is a difference between the Job Satisfaction of Employees before and after implementation of Sixth Pay Commission. It was found that there is a remarkable increase in the level of Job Satisfaction of Central Government Employees, because Feedbacks always make the system work more efficiently. It will also give room to the new scholars

KEYWORDS

Job Satisfaction, Sixth Pay Commission, Central Government, Chi Square, Goodness of the Fit.

INTRODUCTION

ery recently we have witnessed a change in public sector units, which is an implementation of Sixth Pay Commission. With its initiation a question also crept into the system i.e. "How will Sixth Pay Commission affect the employee's performance, will it increase or it will remain unaffected. This study is an attempt to assess the change in level of Job Satisfaction among the employees fetching benefits of Sixth Pay Commission.

When Trade Unions and Government Employee Associations came forward with a serious question:

"How can central and state government employees' salaries remain stagnant when India is booming?

"When India Inc is a success story, how can industrial wages in the country remain so low?"

In response, Prime Minister Dr Manmohan Singh in a press conference said:

"The time has now come for a new commission. We are preparing for it."

Pay Commission is an administrative system/mechanism that the Government of India set up in 1956 to determine the salaries of government employees. The First Pay Commission was established in 1956, and since then, every decade has seen the birth of a commission that decides the wages of government employees for a particular time-frame. For instance, the recommendations of the Fourth Pay Commission covered the period between 1986 and 1996. The Fifth Pay Commission covered the period between 1996 and this year. And the most recent is "The Sixth Pay Commission".

PAY COMMISSION AT A GLANCE

- In July 2006, the Cabinet approved setting up of the sixth pay commission. This commission has been setup under Justice B.N.Srikrishna with a timeframe
 of 18 months. The cost of hikes in salaries is anticipated to be about Rs. 20,000 crores for a total of 5.5 million government employees as per media
 speculation on the 6th Pay Commission, the report of which is expected to be handed over in late March/early April 2008.
- 2. From September 2008, government employee getting hiked salary. Arrears will be effective from 01.01.2006, but central government employee will get only 40% of arreres on 2009 and rest 60% of arrears on 2010. Arrears will be paid in cash.
- 3. The higher salaries for 5 million government employees will cost the Centre Rs178 bn on an annual basis. The wage hike will exceed pay commission estimates by Rs110 bn, the Government said.
- 4. To remove stagnation in government jobs, introduction of running pay bands for all posts in the Government presently existing in scales below that of Rs 26.000.
- 5. Four distinct running pay bands are recommended one running band each for all categories of employees in groups 'B' and 'C' with 2 running pay bands for Group A posts.
- 6. The posts of Secretary and Cabinet Secretary will be kept in distinct pay scales.
- 7. A separate running pay band, designated as -1S scale, will not be counted for any purpose as no future recruitment will be made in this grade and all the present Group D employees not possessing the prescribed qualifications are to be upgraded and placed in the Group 'C' running pay band PB-1 after they are suitably retrained. Group D employees possessing the minimum prescribed qualifications will be placed in PB-1 pay band straightaway.
- 8. Minimum salary at the entry level of PB-1 pay band will be Rs 6660 (Rs 4860 as pay in the pay band plus Rs 1800 as grade pay). Maximum salary at the level of Secretary/equivalent will be Rs 80000.

- 9. Every post, barring that of Secretary/equivalent and Cabinet Secretary/equivalent will have a distinct grade pay attached to it. Grade pay (being a fixed amount attached to each post in the hierarchy) will now determine the status of a post with a senior post being given higher grade pay.
- 10. The total number of grades is reduced to 20 spread across four distinct running pay bands; one Apex Scale and another grade for the post of Cabinet Secretary/equivalent as against 35 standard pay scales existing earlier.
- 11. At the time of promotion from one post to higher post, the grade pay attached to posts in different levels within the same running pay band to change. Additionally, increase in form of one increment will be given at the time of promotion. A person stagnating at the maximum of any pay band for more than one year continuously will be placed in the immediate next higher pay band without any change in the grade pay.
- 12. Annual increments will be paid in form of 2 and half percent of the total of pay in the Pay Band and the corresponding grade pay. The date of annual increments, in all cases, will be first of July. Employees completing six months and above in the scale as on July 1 will now be eligible for hike.

JOB SATISFACTION

Job satisfaction is the end feeling of person after performing a task. To the extent that a person's job fulfills his expectations and values, the job will be satisfying. The feeling would be positive or negative depending upon whether needs is satisfied or not.

The concept of "Job Satisfaction" is very broad and it is frequently used as a professional terminology. If we will go deep into its meaning then it can be bifurcated as "Physical Job Satisfaction" and "Psychological Job Satisfaction". Physical Job Satisfaction is the satisfaction which is felt when a person is satisfied with their remuneration, perks, fringe benefits, bonus, professional gifts, and other facilities, basically there are things which give them material gains or gains which are tangible in nature. On the other hand when the satisfaction is intangible i.e. satisfaction which a person feels by rendering selfless service to their organization, without expecting any material benefits, and seeking out only for mental and psychological gratification it is said to be "Psychological Satisfaction". Some of the factors which affect the Psychological Job Satisfaction are Interpersonal Relationship between Employers and Employees, Employee & Employee, and Employee and Trade Union and so on.

In the environment there are many factors present which has a direct impact on the Job Satisfaction of any person. It is not necessary that these factors has to be from within the organization, they can even be present within the individual. The various External and Internal determinants of Job Satisfaction are as follows:



The External Factors are majorly related to the job and organization where the person is working. They can be Job Content, Occupational Level, Remuneration, Promotion opportunity, Work Group, Supervision and so on which if appropriately managed in the organization will leady to heightened Job Satisfaction. Enriched job content, high occupational level, fare remuneration, better avenues for career advancement, pleasant interpersonal relations and proper supervision and control has its definite way towards Employee Job Satisfaction.

Similarly there are also some individual characteristics, which if possessed by an individual will be self contended and will also be high on Job Satisfaction. Some such factors can be Attitude, interests, Personal motivators, Educational Level and so on. There are some demographical factors also which has their influence on the satisfaction level of an employee; these are Age, gender and marital status. Any individual with positive attitude, broad interest areas, high and suitable educational qualification will preferably have high level of job satisfaction. It is also found out with the help of some studies and surveys that generally Males are high on Job Satisfaction as compared to Females. Increase in age can sometimes causes a decline in Job Satisfaction maybe because of a simultaneous increase in expectations with age and experience. And lastly it is observed that sometimes married personnel are found more dissatisfied with the job because of their increased responsibility, but sometimes they are also found more satisfied because they value their job.

OBJECTIVES OF THE STUDY

With the help of this study following objectives will be fulfilled. They are as follows:

- 1. To find out the impact of the implementation of Sixth Pay Commission on Job Satisfaction of Central Government Employees.
- 2. To study the significance of association between monetary benefits and Job Satisfaction.
- 3. To measure the before and after effect of salary hike as per Sixth Pay Commission on Job Satisfaction of Central Government Employees.
- 4. Some suggestions and recommendations will also be provided to the Government for making their management more efficient.

METHODOLOGY

In the present study one of the External Factor is taken as the central theme, i.e. "REMUNERATION", because it is always observed that "Monetary Benefits" have always played a very significant role in motivating any person towards giving better performance. And in the present scenario when Government announced Sixth Pay Commission for Central Government Employees, it made an issue worth exploring that how will it affect the performance of those employees.

One of the famous writers, Professor Harold Koontz emphasized on the significance of money in motivating the employees and increasing their satisfaction level. He in his book named "Management- A Global Perspective" has quoted that "Money can never be overlooked as a motivator. Whether in the form of wages, piecework or any other incentive pay, bonuses, stock options, company paid insurance or any of the other things that may be given to people for performance, money is important. And, as some writers have pointed out, money is often more than monetary value. It can also mean status and power", which simultaneously effect the Job Satisfaction of the employees.

Hence, the present paper aims at analyzing this directly proportionate relationship between Money & Job Satisfaction. For the collection of data a group of Central Government Employees was selected as sample. The data was collected on fifty employees who were randomly selected.

The Questionnaire formed for this purpose is based on Dr. D.N. Mutha's tool for testing Job Satisfaction of teachers. It consists of twenty Yes/No type questions, which are related to the above mentioned dimensions of Job Satisfaction and which can very well assess the incline or decline in its level. The questionnaire consists of two columns, in the first column the responses will show the job related attitude of the employees before Sixth Pay Commission and the Second column will show their attitudes on the same aspects after the implementation of Sixth Pay Commission.

For Ex.: To evaluate that whether Sixth Pay Commission leveraged the Financial Security of the Employees. The item numbers 5,6,9,13,15 & 16 are very well framed to evaluate this aspect. Some examples are as follows:

5) Were you satisfied with your previous pay scale?
6) Do you feel that your salary is appropriate according to your job?
9) Do you feel that you have become more financially secure?
Yes/No

In another case if we need to evaluate that whether Sixth Pay Commission have escalated their interest in the jobs as compared to the previous scenario, then item numbers 1 & 2 are framed to assess the same:

Examples are as follows:

Do you feel that people are more inclined towards Government Jobs?
 Do you feel that your interest in your job has increased?

Yes/No
Yes/No

Above mentioned are some samples of the question which I have included in the questionnaire for assessing the swing in level of Job Satisfaction of Central Government Employees after the implementation of Sixth Pay Commission.

ANALYSIS AND INTERPREATION:

The data collected for this study is analyzed statistically to check that whether the objectives designed for the study is achieved or not. The data is analyzed by applying Chi Square Test.

CHI SQUARE TEST

The Chi Square test is an important test amongst the several tests of significance developed by statisticians. Chi-square is a statistical measure used in the context of sampling analysis for comparing a variance to a theoretical variance. As a non-parametric test, it "can be used to determine if categorical data shows dependency or the two classifications are independent". The test is in fact a technique through the use of which it is possible for all researchers to:

- (1) Test the Goodness of Fit
- (2) Test the significance of association between two attributes, &
- (3) Test the homogeneity or the significance of population variance.

Chi Square is calculated with the following formula:

$$\chi 2 = \Sigma (f_0 - f_e)^2 / f_e$$

Where:

χ2

Chi Square

The sum of all

Observed frequency

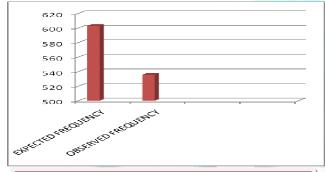
Expected Frequency

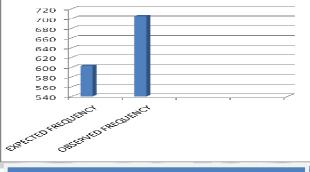
In the questionnaire score 1 is assigned to YES and score 0 is assigned to NO. For every questionnaire the total score is calculated by summing all the scores for yes and no. The data is in two categories, one category measures the level of Job Satisfaction of Central Government Employees before Sixth Pay Commission and the other side measures the same after the implementation of Sixth Pay Commission. All the scores for before and after were calculated to get the Observed frequency for both categories. These two categories are taken as observed frequency and with it expected frequency is calculated with the following formula:

$$Fe=fo(before) + fo(after)/2$$

CALCULATIONS

The Observed Frequency (before) is found to be 536 and the Observed Frequency (after) is found to be 705, from this Expected Frequency is calculated.





BEFORE THE IMPLEMENTATION OF SIXTH PAY COMMISSION

AFTER THE IMPLEMENTATION OF SIXTH PAY COMMISSION

fo(before)= 536 fo(after)= 705 fe= 536x705/2 = 603 fe= 603

Chi Square	Before	After
Fo	536	705
Fe	603	603
(fo- fe)	67	102
(fo- fe)2	4489	10,404
(fo- fe)2/fe	7.44	17.25

 $\Sigma (fo - fe)^2 / fe = 24.69$

Degree of Freedom: (r-1)x(c-1) Where: r is number of rows c is number of columns df= (2-1)x(2-1)

df= (2-1)x(2-=1x1=1

Table score is 6.63.

"The Chi Square is significant therefore the difference between the two score is also significant."

The result shows that the difference between the two scores is significant which clearly shows that the level of Job Satisfaction have increased after the implementation of Sixth Pay Commission i.e. there is a significant difference between the Job satisfaction of Employees before the implementation of Sixth Pay Commission and after the implementation of Sixth Pay Commission.

RESULTS AND FINDINGS

The result of this study clearly shows that Job Satisfaction of Employees increases with the increase in "Monetary Benefits".

As also explained by W. D. McCausland, K. Pouliakas and I. Theodossiou Centre for European Labour Market Research, University of Aberdeen Business School, Aberdeen, Scotland in his paper "Some are punished and some are rewarded: A study of the impact of performance pay on job satisfaction" quoted that "Using data from four waves of the British Household Panel Survey (BHPS), it is found that Performance Related Pay exerts a positive effect on the mean job satisfaction". So in the vein of his findings the present study also has the similar result that with a hike in salary the level of Job Satisfaction also shoots up. Similar to the findings of Benjamin Artz through his paper named "The Role of Firm Size and Performance Pay in Determining Employee Job Satisfaction Brief: Firm Size, Performance Pay, and Job Satisfaction" in which he referred that the increased earnings increase job satisfaction, the increased effort and risk

decreases job satisfaction. This paper finds empirical evidence that on net performance pay increases job satisfaction". The present paper also gives the same findings that the hike in pay package positively affects Job Satisfaction of Employees.

CONCLUSION AND SUGGESTION

As per the conclusion of this study the Level of Job Satisfaction increases with the simultaneous increase in the pay package of the employees, which also satisfies the objective of the present study. As we have seen in the recent time that Government has announced Sixth Pay Commission for Central Government Employees, which not only resulted in the hike in their salary package but also provided them with many additional facilities which added on to the positivity of their attitude towards their job and also helped them bear a high level of Job Satisfaction.

According to this conclusion we came up with several suggestions which are as follows:

- 1. This facility should not only be provided to the Central Government Employees rather it should also be implemented for State Government Employees as well
- Generally we find Government Organizations having inappropriate work environment, so along with hiking their salary packages some maintenance activities should also take place in those organization which can give way to more satisfied manpower.
- 3. The Government of India should deviate a bit of their focus to the Private Sector as well, because after all it also falls in the premises of our nation. Some provisions should also be made for the Private Sector Employees.
- 4. Along with the salary hike the Government should also escalate the roles and responsibilities of the employees, simultaneously they should also create a review committee which can do a time to time review of the performance of the employees, so that no employee will be able to take unfair advantages of this facility.

REFERENCES

- 1. Baker, G.P. (1992), 'Incentive Contracts and Performance Measurement', Journal of Political Economy, vol. 100, pp. 598-614.
- 2. Benabou, R. and Tirole, J. (2003), 'Intrinsic and Extrinsic Motivation', Review of Economic Studies, Vol. 70, pp. 489-520.
- 3. Booth, A. and Frank. J. (1999), 'Earnings, Productivity, and Performance-Related Pay', Journal of Labor Economics, Vol. 17, No. 3, pp. 447-463.
- 4. Burgess, S. and Ratto, M. (2003), 'The Role of Incentives in the Public Sector: Issues and Evidence', CMPO Working Paper Series No. 03/071.
- 5. Clark, A. E. and Oswald, A.J. (1996), 'Satisfaction and Comparison Income', Journal of Public Economics, vol. 61, pp. 359-381.
- 6. Easterlin, R. A. (2001), 'Income and Happiness: towards a unified theory', Economic Journal, vol. 111, pp. 465-484.
- 7. Freeman, R.B. (1978), 'Job Satisfaction as an Economic Variable', The American Economic Review, vol. 68, no. 2, pp. 135-141.
- 8. McAvinchey, I. and Mavromaras, K. (2004), 'The Estimation of Job Satisfaction with Endogenous Income', University of Aberdeen mimeo.
- 9. Pouliakas, K. and Theodossiou, I. (2004), 'Confronting Objections to Performance Pay: An Analysis of the Incentives-Job Satisfaction Relationship After Controlling for Endogeneity', University of Aberdeen mimeo.
- 10. Armstrong, Michael (2006). A Handbook of Human Resource Management Practice (10th ed.) Retrieved from http://en.wikipedia.org/wiki/Human resource management.
- 11. Hertzberg. F. (1968), "One more time: How do you motivate employees?" Harvard business Review, Vol. 46, ISS. 1, pp, 53-62
- 12. Locke, E. A. (1969). What is job satisfaction? Organizational Behavior and Human Performance, 4, 309–336.
- 13. Mangione, T.W. and Quinn, R.W. (1975), "Job satisfaction, counterproductive behavior and drug use at work." Journal of Applied Psychology, Vol. 60, 114-116.
- 14. W. N. Cooke, (1994), "Employee Participation Programs, Group based Incentives & company Performance," Industrial and Labour Relations Review 47, pp. 603-36.
- 15. Tella A. (2007). Work Motivation, Job Satisfaction, and Organizational Commitment of Library Personnel in Academic and Research Libraries in Oyo State, Nigeria. Library Philosophy and Practice. ISSN 1522-0222.
- 16. The Role of Firm Size and Performance Pay in Determining Employee Job Satisfaction Brief: Firm Size, Performance Pay, and Job Satisfaction by, Benjamin Artz, LABOUR, Vol. 22, Issue 2, pp. 315-343, June 2008.
- 17. Some are punished and some are rewarded: A study of the impact of performance pay on job satisfaction, W. D. McCausland, K. Pouliakas and I. Theodossiou, Centre for European Labour Market Research, University of Aberdeen Business School, Aberdeen, Scotland, UK AB24 3QY.
- 18. Confronting Objections to Performance Pay: The Impact of Individual and Gain-Sharing Incentives on Job Satisfaction, K.Pauliakas & I.Theodossiou, Scottish Journal of Political Economy, Vol. 56, No. 5, pp. 662-684, November 2009
- 19. Management: A Global Perspective, Tenth Edition by Heinz Weihrich and Harold Koontz.
- 20. Manual for Teacher Job-Satisfaction Questionnaire (TJSQ), (1996 Revision) by Pramod Kumar, M.A., D.Phil & D.N.Mutha, M.Sc, M.Ed, Ph.D.

REQUEST FOR FEEDBACK

Dear Readers

At the very outset, International Journal of Research in Commerce and Management (IJRCM) acknowledges & appreciates your efforts in showing interest in our present issue under your kind perusal.

I would like to request you to supply your critical comments and suggestions about the material published in this issue as well as on the journal as a whole, on our E-mails i.e. infoijrcm@gmail.com or info@ijrcm.org.in for further improvements in the interest of research.

If you have any queries please feel free to contact us on our E-mail infoijrcm@gmail.com.

I am sure that your feedback and deliberations would make future issues better – a result of our joint effort.

Looking forward an appropriate consideration.

With sincere regards

Thanking you profoundly

Academically yours

Sd/-

Co-ordinator