# **INTERNATIONAL JOURNAL OF RESEARCH IN COMMERCE, ECONOMICS & MANAGEMENT**



Indexed & Listed at: Ulrich's Periodicals Directory ©, ProQuest, U.S.A., EBSCO Publishing, U.S.A., Cabell's Directories of Publishing Opportunities, U.S.A., Google Scholar, Indian Citation Index (ICI), I-Gage, India [link of the same is duly available at Inflibret of University Grants Commission (U.G.C.), Index Copernicus Publishers Panel, Poland with IC Value of 5.09 (2012) & number of libraries all around the world. Circulated all over the world & Google has verified that scholars of more than 6185 Cities in 195 countries/territories are visiting our journal on regular basis. Ground Floor, Building No. 1041-C-1, Devi Bhawan Bazar, JAGADHRI – 135 003, Yamunanagar, Haryana, INDIA

http://ijrcm.org.in/

# **CONTENTS**

Sr.	TITLE $\ell$ NAME OF THE AUTIOD (S)	Page
No.	TITLE & NAME OF THE AUTHOR (S)	No.
1.	A STUDY ON THE TRAINING NEEDS ASSESSMENT FOR VILLAGE	1
	ADMINISTRATIVE OFFICERS OF PUDUCHERRY	
	SANDIRAKUMARAN. S & Dr. S. POUGAJENDY	
2.	A STUDY ON THE SMALL CARDAMOM PRODUCTION AND EXPORTS	6
	FROM INDIA	
	Dr. S.VARADHARAJ & A.RAM PRAKASH	
3.	A STUDY ON BUYERS' BEHAVIOUR TOWARDS ONLINE SHOPPING IN	10
	RAMANATHAPURAM DISTRICT, TAMILNADU	
	P. LAKSHMI & R. RAMA SUGANYA	
4.	IMPACT OF SOCIAL MEDIA ADVERTISEMENT ON CONSUMER'S BUYING	15
	DECISIONS	
	R. LOGU	
5.	EFFECTIVENESS OF FOREIGN EXCHANGE INTERVENTION ON EXCHANGE	20
	RATE VOLATILITY IN KENYA	
	MAUREEN MUTHONI NDAGARA & LENITY KANANU MUGENDI	
6.	A STUDY TO IDENTIFY THE EFFECTIVE DRIVERS OF ORGANIC FOOD	24
	PRODUCTS - A QUALITATIVE ANALYSIS	
	JANAKI. J	
	REQUEST FOR FEEDBACK & DISCLAIMER	28

# <u>CHIEF PATRON</u>

Prof. (Dr.) K. K. AGGARWAL

Chairman, Malaviya National Institute of Technology, Jaipur (An institute of National Importance & fully funded by Ministry of Human Resource Development, Government of India) Chancellor, K. R. Mangalam University, Gurgaon Chancellor, Lingaya's University, Faridabad Founder Vice-Chancellor (1998-2008), Guru Gobind Singh Indraprastha University, Delhi

Ex. Pro Vice-Chancellor, Guru Jambheshwar University, Hisar

# FOUNDER PATRON

# Late Sh. RAM BHAJAN AGGARWAL

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

# CO-ORDINATOR

**Dr. BHAVET** Former Faculty, Shree Ram Institute of Engineering & Technology, Urjani

# ADVISOR

Prof. S. L. MAHANDRU Principal (Retd.), Maharaja Agrasen College, Jagadhri

# EDITOR

# Dr. NAWAB ALI KHAN

Professor & Dean, Faculty of Commerce, Aligarh Muslim University, Aligarh, U.P.

# CO-EDITOR

# Dr. G. BRINDHA

Professor & Head, Dr.M.G.R. Educational & Research Institute (Deemed to be University), Chennai

EDITORIAL ADVISORY BOARD

Dr. TEGUH WIDODO

Dean, Faculty of Applied Science, Telkom University, Bandung Technoplex, Jl. Telekomunikasi, Indonesia

# Dr. M. S. SENAM RAJU

Professor, School of Management Studies, I.G.N.O.U., New Delhi

### Dr. JOSÉ G. VARGAS-HERNÁNDEZ

Research Professor, University Center for Economic & Managerial Sciences, University of Guadalajara, Gua-

### dalajara, Mexico Dr. M. N. SHARMA

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

### **Dr. CHRISTIAN EHIOBUCHE**

Professor of Global Business/Management, Larry L Luing School of Business, Berkeley College, USA

## Dr. SIKANDER KUMAR

Chairman, Department of Economics, Himachal Pradesh University, Shimla, Himachal Pradesh

# Dr. BOYINA RUPINI

Director, School of ITS, Indira Gandhi National Open University, New Delhi

# Dr. MIKE AMUHAYA IRAVO

Principal, Jomo Kenyatta University of Agriculture & Tech., Westlands Campus, Nairobi-Kenya

# **Dr. SANJIV MITTAL** Professor & Dean, University School of Management Studies, GGS Indraprastha University, Delhi Dr. D. S. CHAUBEY Professor & Dean (Research & Studies), Uttaranchal University, Dehradun **Dr. A SAJEEVAN RAO** Professor & Director, Accurate Institute of Advanced Management, Greater Noida **Dr. NEPOMUCENO TIU** Chief Librarian & Professor, Lyceum of the Philippines University, Laguna, Philippines **Dr. RAJENDER GUPTA** Convener, Board of Studies in Economics, University of Jammu, Jammu Dr. KAUP MOHAMED Dean & Managing Director, London American City College/ICBEST, United Arab Emirates **Dr. DHANANJOY RAKSHIT** Dean, Faculty Council of PG Studies in Commerce and Professor & Head, Department of Commerce, Sidho-Kanho-Birsha University, Purulia SUNIL KUMAR KARWASRA Principal, Aakash College of Education, ChanderKalan, Tohana, Fatehabad **Dr. SHIB SHANKAR ROY** Professor, Department of Marketing, University of Rajshahi, Rajshahi, Bangladesh Dr. S. P. TIWARI Head, Department of Economics & Rural Development, Dr. Ram Manohar Lohia Avadh University, Faizabad Dr. SRINIVAS MADISHETTI Professor, School of Business, Mzumbe University, Tanzania **Dr. ABHAY BANSAL** Head, Department of Information Technology, Amity School of Engg. & Tech., Amity University, Noida Dr. ARAMIDE OLUFEMI KUNLE Dean, Department of General Studies, The Polytechnic, Ibadan, Nigeria **Dr. ANIL CHANDHOK** Professor, University School of Business, Chandigarh University, Gharuan **RODRECK CHIRAU** Associate Professor, Botho University, Francistown, Botswana Dr. OKAN VELI ŞAFAKLI Professor & Dean, European University of Lefke, Lefke, Cyprus **PARVEEN KHURANA** Associate Professor, Mukand Lal National College, Yamuna Nagar **Dr. KEVIN LOW LOCK TENG** Associate Professor, Deputy Dean, Universiti Tunku Abdul Rahman, Kampar, Perak, Malaysia **Dr. BORIS MILOVIC** Associate Professor, Faculty of Sport, Union Nikola Tesla University, Belgrade, Serbia SHASHI KHURANA Associate Professor, S. M. S. Khalsa Lubana Girls College, Barara, Ambala Dr. IQBAL THONSE HAWALDAR Associate Professor, College of Business Administration, Kingdom University, Bahrain **Dr. DEEPANJANA VARSHNEY** Associate Professor, Department of Business Administration, King Abdulaziz University, Saudi Arabia **Dr. MOHENDER KUMAR GUPTA** Associate Professor, Government College, Hodal

### Dr. BIEMBA MALITI

Associate Professor, School of Business, The Copperbelt University, Main Campus, Zambia

### Dr. ALEXANDER MOSESOV

Associate Professor, Kazakh-British Technical University (KBTU), Almaty, Kazakhstan

### Dr. VIVEK CHAWLA

Associate Professor, Kurukshetra University, Kurukshetra

## Dr. FERIT ÖLÇER

Professor & Head of Division of Management & Organization, Department of Business Administration, Faculty of Economics & Business Administration Sciences, Mustafa Kemal University, Turkey

## Dr. ASHOK KUMAR CHAUHAN

Reader, Department of Economics, Kurukshetra University, Kurukshetra

## Dr. RAJESH MODI

Faculty, Yanbu Industrial College, Kingdom of Saudi Arabia

# YU-BING WANG

Faculty, department of Marketing, Feng Chia University, Taichung, Taiwan

### Dr. SAMBHAVNA

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

Dr. KIARASH JAHANPOUR

Research Adviser, Farabi Institute of Higher Education, Mehrshahr, Karaj, Alborz Province, Iran

# Dr. MELAKE TEWOLDE TECLEGHIORGIS

Faculty, College of Business & Economics, Department of Economics, Asmara, Eritrea

# Dr. SHIVAKUMAR DEENE

Faculty, Dept. of Commerce, School of Business Studies, Central University of Karnataka, Gulbarga

### **Dr. BHAVET**

Former Faculty, Shree Ram Institute of Engineering & Technology, Urjani

# Dr. THAMPOE MANAGALESWARAN

Faculty, Vavuniya Campus, University of Jaffna, Sri Lanka

# Dr. VIKAS CHOUDHARY

Faculty, N.I.T. (University), Kurukshetra

### SURAJ GAUDEL

BBA Program Coordinator, LA GRANDEE International College, Simalchaur - 8, Pokhara, Nepal

### Dr. DILIP KUMAR JHA

Faculty, Department of Economics, Guru Ghasidas Vishwavidyalaya, Bilaspur

# FORMER TECHNICAL ADVISOR

AMITA

# FINANCIAL ADVISORS

# DICKEN 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

v

# CALL FOR MANUSCRIPTS

We invite unpublished novel, original, empirical and high quality research work pertaining to the recent developments & practices in the areas of Computer Science & Applications; Commerce; Business; Finance; Marketing; Human Resource Management; General Management; Banking; Economics; Tourism Administration & Management; Education; Law; Library & Information Science; Defence & Strategic Studies; Electronic Science; Corporate Governance; Industrial Relations; and emerging paradigms in allied subjects like Accounting; 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; Rural Economics; Co-operation; Demography: Development Planning; Development Studies; Applied Economics; Development Economics; Business Economics; Monetary Policy; Public Policy Economics; Real Estate; Regional Economics; Political Science; Continuing Education; Labour Welfare; Philosophy; Psychology; Sociology; Tax Accounting; Advertising & Promotion Management; Management Information Systems (MIS); Business Law; Public Responsibility & Ethics; Communication; Direct Marketing; E-Commerce; Global Business; Health Care Administration; Labour 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; International Relations; Human Rights & Duties; Public Administration; Population Studies; Purchasing/Materials Management; Retailing; Sales/Selling; Services; Small Business Entrepreneurship; Strategic Management Policy; Technology/Innovation; Tourism & Hospitality; Transportation Distribution; Algorithms; Artificial Intelligence; Compilers & Translation; Computer Aided Design (CAD); Computer Aided Manufacturing; Computer Graphics; Computer Organization & Architecture; Database Structures & Systems; Discrete Structures; Internet; Management Information Systems; Modeling & Simulation; Neural Systems/Neural Networks; Numerical Analysis/Scientific Computing; Object Oriented Programming; Operating Systems; Programming Languages; Robotics; Symbolic & Formal Logic; Web Design and emerging paradigms in allied subjects.

Anybody can submit the **soft copy** of unpublished novel; original; empirical and high quality **research work/manuscript anytime** in <u>M.S. Word format</u> after preparing the same as per our **GUIDELINES FOR SUBMISSION**; at our email address i.e. <u>infoijrcm@gmail.com</u> or online by clicking the link **online submission** as given on our website (*FOR ONLINE SUBMISSION, CLICK HERE*).

# **GUIDELINES FOR SUBMISSION OF MANUSCRIPT**

#### 1. COVERING LETTER FOR SUBMISSION:

DATED: \_\_\_\_\_

THE EDITOR

IJRCM

#### Subject: SUBMISSION OF MANUSCRIPT IN THE AREA OF

(e.g. Finance/Mkt./HRM/General Mgt./Engineering/Economics/Computer/IT/ Education/Psychology/Law/Math/other, please specify)

#### DEAR SIR/MADAM

Please find my submission of manuscript titled '\_\_\_\_\_' for likely publication in one of your journals.

I hereby affirm that the contents of this manuscript are original. Furthermore, it has neither been published anywhere in any language fully or partly, nor it is under review for publication elsewhere.

I affirm that all the co-authors of this manuscript have seen the submitted version of the manuscript and have agreed to inclusion of their names as co-authors.

Also, if my/our manuscript is accepted, I agree to comply with the formalities as given on the website of the journal. The Journal has discretion to publish our contribution in any of its journals.

NAME OF CORRESPONDING AUTHOR	:
Designation/Post*	:
Institution/College/University with full address & Pin Code	:
Residential address with Pin Code	:
Mobile Number (s) with country ISD code	:
Is WhatsApp or Viber active on your above noted Mobile Number (Yes/No)	:
Landline Number (s) with country ISD code	:
E-mail Address	:
Alternate E-mail Address	:
Nationality	:

\* i.e. Alumnus (Male Alumni), Alumna (Female Alumni), Student, Research Scholar (M. Phil), Research Scholar (Ph. D.), JRF, Research Assistant, Assistant Lecturer, Lecturer, Senior Lecturer, Junior Assistant Professor, Assistant Professor, Senior Assistant Professor, Co-ordinator, Reader, Associate Professor, Professor, Head, Vice-Principal, Dy. Director, Principal, Director, Dean, President, Vice Chancellor, Industry Designation etc. <u>The qualification of</u> <u>author is not acceptable for the purpose</u>.

#### NOTES:

- a) The whole manuscript has to be in **ONE MS WORD FILE** only, which will start from the covering letter, inside the manuscript. <u>**pdf.**</u> <u>**version**</u> is liable to be rejected without any consideration.
- b) The sender is required to mention the following in the SUBJECT COLUMN of the mail:

**New Manuscript for Review in the area of** (e.g. Finance/Marketing/HRM/General Mgt./Engineering/Economics/Computer/IT/ Education/Psychology/Law/Math/other, please specify)

- c) There is no need to give any text in the body of the mail, except the cases where the author wishes to give any **specific message** w.r.t. to the manuscript.
- d) The total size of the file containing the manuscript is expected to be below 1000 KB.
- e) Only the **Abstract will not be considered for review** and the author is required to submit the **complete manuscript** in the first instance.
- f) The journal gives acknowledgement w.r.t. the receipt of every email within twenty-four hours and in case of non-receipt of acknowledgment from the journal, w.r.t. the submission of the manuscript, within two days of its submission, the corresponding author is required to demand for the same by sending a separate mail to the journal.
- g) The author (s) name or details should not appear anywhere on the body of the manuscript, except on the covering letter and the cover page of the manuscript, in the manner as mentioned in the guidelines.
- 2. MANUSCRIPT TITLE: The title of the paper should be typed in **bold letters**, centered and fully capitalised.
- 3. AUTHOR NAME (S) & AFFILIATIONS: Author (s) name, designation, affiliation (s), address, mobile/landline number (s), and email/alternate email address should be given underneath the title.
- 4. ACKNOWLEDGMENTS: Acknowledgements can be given to reviewers, guides, funding institutions, etc., if any.
- 5. **ABSTRACT**: Abstract should be in **fully Italic printing**, ranging between **150** to **300 words**. The abstract must be informative and elucidating the background, aims, methods, results & conclusion in a **SINGLE PARA**. *Abbreviations must be mentioned in full*.
- 6. **KEYWORDS**: Abstract must be followed by a list of keywords, subject to the maximum of **five**. These should be arranged in alphabetic order separated by commas and full stop at the end. All words of the keywords, including the first one should be in small letters, except special words e.g. name of the Countries, abbreviations etc.
- 7. **JEL CODE**: Provide the appropriate Journal of Economic Literature Classification System code (s). JEL codes are available at www.aea-web.org/econlit/jelCodes.php. However, mentioning of JEL Code is not mandatory.
- 8. **MANUSCRIPT**: Manuscript must be in <u>BRITISH ENGLISH</u> prepared on a standard A4 size <u>PORTRAIT SETTING PAPER</u>. It should be free from any errors i.e. grammatical, spelling or punctuation. It must be thoroughly edited at your end.
- 9. HEADINGS: All the headings must be bold-faced, aligned left and fully capitalised. Leave a blank line before each heading.
- 10. **SUB-HEADINGS**: All the sub-headings must be bold-faced, aligned left and fully capitalised.
- 11. MAIN TEXT:

#### THE MAIN TEXT SHOULD FOLLOW THE FOLLOWING SEQUENCE:

INTRODUCTION REVIEW OF LITERATURE NEED/IMPORTANCE OF THE STUDY STATEMENT OF THE PROBLEM OBJECTIVES HYPOTHESIS (ES) RESEARCH METHODOLOGY RESULTS & DISCUSSION FINDINGS RECOMMENDATIONS/SUGGESTIONS CONCLUSIONS LIMITATIONS SCOPE FOR FURTHER RESEARCH REFERENCES APPENDIX/ANNEXURE

The manuscript should preferably be in 2000 to 5000 WORDS, But the limits can vary depending on the nature of the manuscript

- 12. **FIGURES & TABLES**: These should be simple, crystal **CLEAR**, **centered**, **separately numbered** & self-explained, and the **titles must be above the table/figure**. 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.
- 13. **EQUATIONS/FORMULAE:** These should be consecutively numbered in parenthesis, left aligned with equation/formulae number placed at the right. The equation editor provided with standard versions of Microsoft Word may be utilised. If any other equation editor is utilised, author must confirm that these equations may be viewed and edited in versions of Microsoft Office that does not have the editor.
- 14. **ACRONYMS:** These should not be used in the abstract. The use of acronyms is elsewhere is acceptable. Acronyms should be defined on its first use in each section e.g. Reserve Bank of India (RBI). Acronyms should be redefined on first use in subsequent sections.
- 15. **REFERENCES**: The list of all references should be alphabetically arranged. *The author (s) should mention only the actually utilised references in the preparation of manuscript* and they may follow Harvard Style of Referencing. Also check to ensure that everything that you are including in the reference section is duly cited in the paper. The author (s) are supposed to follow the references as per the 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 italic printing. 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 parenthesis.
- *Headers, footers, endnotes* and *footnotes* should *not be used* in the document. However, you can mention short notes to elucidate some specific point, which may be placed in number orders before the references.

#### 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, Nigeria.

#### 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, 19–23

#### UNPUBLISHED DISSERTATIONS

• 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.

#### WEBSITES

Garg, Bhavet (2011): Towards a New Gas Policy, Political Weekly, Viewed on January 01, 2012 http://epw.in/user/viewabstract.jsp

#### A STUDY ON THE SMALL CARDAMOM PRODUCTION AND EXPORTS FROM INDIA

### Dr. S. VARADHARAJ HEAD DEPARTMENT OF COMMERCE GOVERNMENT ARTS & SCIENCE COLLEGE PERUMBAKKAM, CHENNAI

## A.RAM PRAKASH RESEARCH SCHOLAR BHARATHIAR UNIVERSITY COIMBATORE

#### ABSTRACT

Cardamom is popularly known as "Queen of spices". Earlier, India was a single largest producer and supplier of Cardamom but, from 2002 onwards, Guatemala replaced India as the premier producer of the spice. Still India plays a significant role in the international trade because of the aroma and flavor of its cardamom. Two varieties of cardamom are produced in India. 1) Cardamom Small cultivated in southern states like Kerala, Karnataka and Tamil Nadu 2) Cardamom large or Nepal cardamom cultivated in sub Himalayan hills of Sikkim and Darjeeling. The two major commercial varieties of small cardamom in the world are the Malabar and the Guatemalan. Indian cardamom is slightly smaller, but more aromatic. Countries in the west/south Asian regions such as Saudi Arabia, UAE, and India account for around 60-65% of the world's consumption. At present India is the largest consumer of small cardamom after Saudi Arabia.

#### **KEYWORDS**

cardamom, correlation, export, production, regression.

JEL CODE

L70

#### INTRODUCTION

the Tamil laureate and poet-prince Ilango Adigal mention about Cardamom in his poetic rendition of "Silappatikaram". "Thevaram of Thirunaikar (700 AD) praised the rampant vegetation of Cardamom hills. There is a Tamil book namely `Elathe'. Raghuvamsa of Kalidasa finds the prosperity of Pandya rules in the abundance of Cardamom plantations.

Small cardamom, popularly known as `Queen of Spices' is a tall perennial herbaceous plant in the family Zingiberaceae. Cardamom of commerce is the dried capsule of this shade loving plant indigenous to the evergreen forests of Western Ghats of South India. It is grown extensively in hilly regions of South India at elevations of 800-1300 m as an understory crop in forest lands. The cultivation of cardamom is confined to southern states of Kerala, Karnataka and Tamilnadu. It is also cultivated in Sikkim, Assam and West Bengal in limited areas.

Cardamom is also grown in Sri Lanka, Papua New Guinea, Tanzania and Guatemala.

Cardamom is one of the few crops, the production of which leaves large surplus for exports in all the producing countries. India used to hold a near monopoly in the International trade in this commodity till 1970s. In recent times, Guatemala emerged as a large competitor to India's international cardamom trade due to steep rise in production. Even though India was now in second position, Indian cardamom is widely used and demanded by the world community due its aroma and flavor which is absent in Guatemala cardamom. Consumption of cardamom in India is about 90 per cent. Remaining ten per cent is embarked for exports. Global consumption is 15000-24000 mt. and the domestic consumption is around 11000 mt. cardamom is mainly used for industrial use especially in pharmaceutical, ayurvedic and cosmetics industry.

#### **REVIEW OF LITERATURE**

Shahul Hameedu, M (2014) pointed out that Udumbanchola Taluk is the major area of cardamom production in the state of Kerala affected by viral diseases such as Katte and Azhukal diseases. It was found that Spice Park in Puttadi places an important role in marketing of cardamom. Marginal farmers sell their produce without sorting or drying to the local traders for a reasonable price. Absence of grading system at producers' level was the major issue of cardamom industry in Kerala.

Selvamani (2012) explained that the export market of cardamom provides higher contribution towards the national growth and economy. Therefore, the Government should provide the requisite marketing facilities through the appropriate channel to boost the growth of exports of cardamom for the cultivators and growers in Theni and Idukki districts.

Jayesh, T (2010) pointed out that Russia and USA were the stable markets for Indian pepper. As revealed by the values of Indian pepper, Japan was the most reliable market for cardamom. The study further revealed that India's cardamom export share to Japan would increase due to their loyalty for Indian spices.

Chako Jose (1994) indicated that India was the largest producer of Cardamom until (1979-80) and its position came down drastically in the succeeding years. The fluctuation in production of cardamom was mainly due to vagaries of nature. Due to low production export performance of cardamom have decreased.

Gopalakrishnan Nair N, (1987) stated that excessive reliance on Middle East countries were not desirable. Diversification of cardamom trade to affluent nations like USA, South Korea, and Australia etc. will pay more beneficial in the long run.

Mohammed, A and Sajjad (1987) pointed out that there has been a considerable change in the export level of India's cardamom trade to Arabian countries. High price of Indian cardamom was the reason for the declining of export volume. Competitive pricing method is the best solution to sort out the problem.

#### **NEED OF THE STUDY**

India was the world's largest producer of cardamom till 1970s. However, steep rise in production from Guatemala has pushed India to second place. But Indian cardamom is preferred by many countries for its flavor. Earlier India was the single larger producer and supplier of cardamom. But from 2000 onwards, Guatemala surpasses India by taking frontline position in production. Even though India is now in second place, Indian cardamom is widely demanded and used by the world community due its aroma and flavor, which is absent in Guatemala cardamom. Consumption of cardamom in India is about 90 per cent. Remaining ten per cent is embarked for exports.

#### STATEMENT OF THE PROBLEM

The spice is cultivated principally in three southern states in India, namely, Kerala, Karnataka, and Tamilnadu, which contribute approximately 60%, 31%, and 9%, respectively, of the nation's cardamom output. Cardamom is cultivated mostly under natural forest canopy, except in certain areas in Karnataka (North Karnataka, Chickmagulur, and Hassan districts) and Wayanad district in Kerala state, where it is often grown as a subsidiary crop in areca nut and coffee gardens and in the northern and southern foot hills of Nilgiri district in Tamilnadu, and parts of Madurai Theni, Salem, Tirunelveli, Annamalai and Coimbatore districts.

As in the case of other agricultural commodities, climate exerts great influence on cardamom production, and productivity. In India, cardamom is generally grown under rain-fed conditions, and is affected by ecological changes of the forest habitants and moisture stress. Hence, along with the year to year fluctuations in rainfall, both its quantum and distribution - the output and productivity of cardamom have shown considerable fluctuations. The severe drought that prevailed in certain years not only affected the yield during those years but also in the subsequent years.

#### **OBJECTIVES OF THE STUDY**

The objective of the study is to examine the cardamom (Small) production and its performance of exports in India. The following are the specific objectives.

- To analyze the State wise area, production of cardamom in India 1.
- 2. To analyze the financial performance of cardamom exports from India
- To examine the instability and trends in the growth rate of cardamom exports 3.

#### ANALYSIS

TABLE 1: STATE WISE AREA AND PRODUCTION OF CARDAMOM IN INDIA DURING 2001-02 TO 2015-2016 (Area in hectares and production in million tonnes)

Year/States	k	(erala	Ка	rnataka	Та	milnadu		Total
	Area	Production	Area	Production	Area	Production	Area	Production
2001-02	41347	7256	26002	2145	5007	795	72356	10196
2002-03	41412	8680	26644	2310	5069	930	73125	11920
2003-04	41332	8875	26838	1740	5067	965	73237	11580
2004-05	41378	8616	27094	1879	5253	920	73725	11415
2005-06	41367	9765	27173	1775	5255	1000	73795	12540
2006-07	41362	8545	27611	1725	5255	965	73228	11235
2007-08	39763	7030	24976	1585	4561	835	69300	9450
2008-09	41588	8550	25021	1700	4561	750	71170	11000
2009-10	41593	7800	24956	1550	4651	725	71200	10075
2010-11	41242	7945	25209	1710	4560	735	67186	10390
2011-12	41425	10222	25125	1911	4560	842	71110	12975
2012-13	39660	11350	25050	1800	5160	850	69870	14000
2013-14	39730	14000	25080	1050	5160	950	69970	16000
2014-15	30660	16000	25080	1050	5160	950	60900	18000
2015-16 *	39730	19500	25080	1550	5160	950	69970	22000
		So	urce: Spic	e Board Annu	al Report	ts		

\* Provisional

#### **RESEARCH METHODOLOGY**

In this study, analytical research design has been used to examine the state wise area and production of Cardamom and the export performance of cardamom for the past years for the period from 2001-2002 to 2015-2016 with the help of statistical tools. The study is primarily based on data and information needed was collected from secondary data. Relevant data were also collected from Spices Board Annual Reports and also through web sites. The researcher used the statistical tools like Correlation and Regression analysis to find out State wise, Production and Export performance of cardamom from India.

Regression Analysis: Regression analysis helps in predicting and estimating the value of dependent variable. It is possible to predict the value of one unknown variable (dependent variable) using the value of known variable (independent variable).

Null Hypothesis: There is no impact of Area and Production of cardamom in Kerala

Alternate Hypothesis: There is an impact of Area and Production of cardamom in Kerala

TABLE 2: MODEL SUMMARY						
R	R Square	Adjusted R Square	F Value	Sig.Value	Result	
0.580	.336	.285	6.581	0.024	Significant	

#### \*significant at 5% level

From the above table, the R value explains the relationship between Area and production of cardamom in Kerala. R value 0.580 says there is a good relationship between Area and production. The coefficient of determination (R Square) value 0.336 explains the variations in the model. The Area on production makes an impact 33.6 % on the cardamom production. The significance value of F test 0.024 is less than 0.05, which is significant at 5 % level. It is inferred that the overall relationship between Area and production of cardamom in Kerala is significant.

TABLE 3: COEFFICIENT						
Variables		Unstandardized Coefficients		+	Cia valva	Bocult
		В	Std. Error	ι	Sig. value	Result
	(Constant)	40395.371	11766.785	3.433	.004	Significant
1	AREA In '000 ha	749	.292	-2.565	0.024	Significant

#### \* significant at 5 % level

The significant value of constant 0.004 is less than 0.05, which is significant at 5 % level. The significant value of Area of production 0.024 is less than 0.05, which is significant at 5 % level. It is concluded that the null hypothesis is rejected and alternative hypothesis is accepted that is there is impact of Area on production of cardamom in Kerala. It explains that one hectare increases in Area, which negatively influences the production of cardamom by 0.749 tonnes. Null Hypothesis: There is no impact of Area and Production of cardamom in Karnataka

Alternate Hypothesis: There is an impact of Area and Production of cardamom in Karnataka

TABLE 4: MODEL SUMMARY						
R	R Square	Adjusted R Square	F Value	Sig. Value	Result	
0.448	.201	.139	3.265	0.94	Not significant	

\*significant at 5% level

From the above table, the R value explains the relationship between Area and production of cardamom in Karnataka. R value 0.448 says that there is a good relationship between Area and production. The coefficient of determination (R Square) value 0.201 explains the variations in the model. The Area on production makes an impact 20.1 % on the cardamom production. The significance value of F test 0.94 is more than 0.05 which not significant at 5 % level. It is inferred that the overall relationship between Area and production of cardamom in Karnataka is not significant.

	TABLE 5: COEFFICIENT						
Variables		Unstandardized Coefficients		+	Circ under	Result	
		В	Std. Error	ι	Sig. value	Result	
	(Constant)	-2226.741	2173.992	-1.024	0.324	Not significant	
1	AREA In '000 ha	.152	.084	1.807	0.094	Not Significant	

\* significant at 5 % level

The significant value of constant 0.324 is not less than 0.05, which is not significant at 5 % level. The significant value of Area of production 0.094 is not less than 0.05, which is not significant at 5 % level. It is concluded that the null hypothesis is accepted and alternative hypothesis is rejected, as there is no impact of Area on production of cardamom in Karnataka.

Null Hypothesis: There is no impact of Area and Production of cardamom in Tamilnadu.

Alternate Hypothesis: There is an impact of Area and Production of Cardamom in Tamilnadu.

#### TABLE 6: MODEL SUMMARY

R	Adjusted R Square	<b>RF Value</b>	Significant Value	Result
0.820	.672	.647	.000	Significant

From the above table, the R value explains the relationship between Area and production of cardamom in Tamil Nadu. R value 0.820 says that there is a good relationship between Area and production. The coefficient of determination (R Square) value 0.672 explains the variations in the model. The Area on production makes an impact 67.2 % on the cardamom production. The significance value of F test 0.000 is less than 0.01 which significant at 1 % level. It is inferred that the overall relationship between Area and production of cardamom in Tamil Nadu is significant.

TABLE 7: COEFFICIENT							
Un standardized Coefficients							
Variables		В	Std. Error	t	Sig.value	Result	
1	(Constant)	-426.136	253.033	-1.684	.116	Not significant	
	Area	.263	.051	5.160	0.000	Significant	

\* significant at 5 % level

The significant value of constant 0.116 is not less than 0.05, which is not significant at 5 % level. The significant value of Area of production 0.000 is less than 0.01, which is significant at 1 % level. It is concluded that the null hypothesis is rejected and alternative hypothesis is accepted thus, there is an impact of Area on production of cardamom in Tamil Nadu. It explains that one hectare increases in Area, which influences the production of cardamom by 0.263 tonnes. **EXPORT OF CARDAMOM (SMALL) FROM INDIA** 

The export quantity of Cardamom and its value in India from 2001-2002 to 2015-2016 is given in the table 3 The export of cardamom was maximum in terms of value in the year 2015-2016 is Rs. 44982.75 lakhs and while it was minimum in 500 tonnes in quantity during 2007-2008. Export value was fluctuating trend throughout the study period.

Year	Quantity (Tonnes)	Value (Rs.Lakhs)
2001-02	1031	6167.80
2002-03	682	4707.42
2003-04	757	3691.70
2004-05	650	2389.50
2005-06	862.7	2682.10
2006-07	650	2236.00
2007-08	500	2475.00
2008-09	750	4726.50
2009-10	1975	16570.25
2010-11	1175	13216.25
2011-12	4650	36322.28
2012-13	2250	18505.92
2013-14	3600	28380.88
2014-15	3795	32346.75
2015-16	5500	44982.75

Source: Spice Board

**Correlation analysis:** Correlation analysis is a statistical tool used to study the closeness of the relationship between two or more variables the variables are said to be correlated when the movement of one variable is accompanied by the movement of another variable.

Null hypothesis: There is no linear relationship between Quantity and Value in Exports of Cardamom.

Alternative hypothesis: There is linear relationship between Quantity and Value in Exports of Cardamom.

TABLE 9: CORRELATION				
Export of Cardamom	Correlation Value	Sig. Value	Result	
Quantity Vs Value	0.992	0.000 *	Significant	

The Significant value 0.000 is less than 0.01, which is significant at 1 % level. It is concluded that the alternative hypothesis is accepted. That is there is a high correlation between the Export Quantity and Export value of cardamom. It is observed that if the quantity in Tonnes of cardamom increases the value of exports of Cardamom also increases.

#### HYPOTHESIS

Null Hypothesis ( $H_0$ ) : There is no impact of Quantity on the Value of Cardamom in Exports Alternate Hypothesis ( $H_1$ ) : There is an impact on Quantity on the Value of Cardamom in Exports.

A Monthly Double-Blind Peer Reviewed (Refereed/Juried) Open Access International e-Journal - Included in the International Serial Directories

http://ijrcm.org.in/

#### VOLUME NO. 8 (2018), ISSUE NO. 09 (SEPTEMBER)

TABLE 10: MODEL SUMMARY REGRESSION								
R	<b>R</b> Square	Coefficient	Significant value	Result				
0.992	0.983	8.582	0.000*	Significant				

\*significant of 1 % level

The correlation value 0.992 shows that there is a high correlation between Quantity and Export value. The significant value 0.000 is less than 0.01, which is significant at 1%. It is inferred that the quantity positively influencing the value of the cardamom. The 98.30% the quantity influences the value of cardamom. Hence, alternative hypothesis is accepted.

TABLE 11: COEFFICIENT										
		Unstandardized Coefficients								
Va	riables	В	Std. Error	t	Sig.value	Result				
1	(Constant)	-1866.629	779.468	-2.395	.032	Significant				
	Quantity (Tonnes)	8.582	.311	27.574	.000	Significant				

\*significant at 5% level

The significant value of constant 0.32 is less than 0.05, which is significant at 5 % level. The significant value of Area of production 0.000 is less than 0.01, which is significant at 1 % level. It is concluded that the null hypothesis is rejected and alternative hypothesis is accepted thus, there is an impact of Quantity on the Value of Exports of cardamom in India. It explains that one hectare increases in Quantity, which influences the export of cardamom by 8.582 tonnes.

#### FINDINGS

The objective of this study is to analyze the performance of the cardamom (small) industry in terms of area, production, exports quantity and its values and their inter-relationship.

The following are the major findings:

It is evident from the fact that the cardamom production during 2015-2016 was 22000 tonnes compared to 18000 tonnes in 2014-2015 an increase of about 4 thousand tonnes registering the highest production in India. This increase in cardamom production can be seen from the production in Kerala by 19500 tonnes in 2015-2016 despite the area of cultivation remain stagnant. According to Spice Board, cardamom exports has been on the rise continuously from 13216.75 tonnes in 2010-11 to 36322.28 tonnes in 2011-2012, 28380.88 tonnes in 2013-2014 to 32345.75 tonnes in 2014-2015. Export of cardamom during 2015-2016 increased by 45% to 5500 tonnes against 3795 tonnes in 2014-2015. The export was higher than the board's target of 3500 tonnes for 2015-2016 registering the highest export performance in the history of cardamom trade. The reason for the increase was due to poor quality of Guatemalan crop and the European and West Asia are looking for good quality spice from India.

#### RECOMMENDATIONS

The recent initiatives like the new e-auction centre, opening of more spice parks, implementation of Good Agricultural Practices (GAP), judicious use of pesticides, application of bio-inputs and better grading would go a long way in assisting the cardamom industry, which will promote the export of cardamom in India. Introduction of irrigation during the summer for the cardamom crop in large coffee/cardamom plantations has stabilized the yield to some extent in certain areas. Finally, the forecasted future indicates that if there a steady increase in supply (production and yield) the quantum of exports both in terms of tonnes and in terms of values are expected to either move up or will remain steady at the present level.

#### REFERENCES

- 1. Chako Jose, P (1994), "A Study on Production and Export of Cardamom in India", Yojana (1994), Vol. 38, No. 21, pp. 16-21.
- Gopalakrishnan Nair N, (1987), "Problems and prospects of marketing cardamom in India and abroad", Unpublished Ph. D. Thesis, Cochin University of Science and Technology.
- 3. Indian Spice Board.
- 4. Jayesh,T (2010), "Production and Export performance of selected spices in South India: An economic analyses", Ph.D. Thesis, University of Agricultural Sciences, Dharwad, Karnataka.
- 5. Mohammed, A and Sajjad (1987), "India's cardamom trade with Middle East countries", MBA Project Report, University of Calicut.
- 6. Selvamani (2012), "The marketing problems of cardamom growers in TN and Kerala-a comparative study", Vol.3,6, pp.60-68.
- 7. Shahul Hameedu (2014), "Supply Chain Analysis of Cardamom in Kerala", International Journal of Scientific and Research Publications, Vol.4, No.3, pp.1-7.

# **REQUEST FOR FEEDBACK**

### **Dear Readers**

At the very outset, International Journal of Research in Commerce, Economics & 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-mail <u>infoijrcm@gmail.com</u> 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 to an appropriate consideration.

With sincere regards

Thanking you profoundly

Academically yours

Sd/-Co-ordinator

# **DISCLAIMER**

The information and opinions presented in the Journal reflect the views of the authors and not of the Journal or its Editorial Board or the Publishers/Editors. Publication does not constitute endorsement by the journal. Neither the Journal nor its publishers/Editors/Editorial Board nor anyone else involved in creating, producing or delivering the journal or the materials contained therein, assumes any liability or responsibility for the accuracy, completeness, or usefulness of any information provided in the journal, nor shall they be liable for any direct, indirect, incidental, special, consequential or punitive damages arising out of the use of information/material contained in the journal. The journal, neither its publishers/Editors/ Editorial Board, nor any other party involved in the preparation of material contained in the journal represents or warrants that the information contained herein is in every respect accurate or complete, and they are not responsible for any errors or omissions or for the results obtained from the use of such material. Readers are encouraged to confirm the information contained herein with other sources. The responsibility of the contents and the opinions expressed in this journal are exclusively of the author (s) concerned.

# **ABOUT THE JOURNAL**

In this age of Commerce, Economics, Computer, I.T. & Management and cut throat competition, a group of intellectuals felt the need to have some platform, where young and budding managers and academicians could express their views and discuss the problems among their peers. This journal was conceived with this noble intention in view. This journal has been introduced to give an opportunity for expressing refined and innovative ideas in this field. It is our humble endeavour to provide a springboard to the upcoming specialists and give a chance to know about the latest in the sphere of research and knowledge. We have taken a small step and we hope that with the active cooperation of like-minded scholars, we shall be able to serve the society with our humble efforts.

Our Other Fournals

NATIONAL JOURNAL OF RESEARCH COMMERCE & MANAGEMENT





