**PROBLEMS AND PROSPECTS OF EXPORTERS IN WESTERN MAHARASHTRA(12pt)**

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**ABSTRACT[12pt]**

*Western Maharashtra is one of the important regions of the Maharashtra for exporting the commodities. This region includes the five districts i.e. Kolhapur, Pune, Satara, Sagali and Solapur. This research paper has focused on the exporters’ problems in Western Maharashtra as well as reflected the picture of district wise problems of exporters and what the prospects of exporters in Western Maharashtra are. This research study is based on the primary data and used the various statistical techniques such as percentage and chi-square test. This study concluded that the exporters have faced the majority problems; are legal problems, tariff problems, currencies fluctuations and price variations as compared to government restrictions problems in Western Maharashtra and there is more potentiality to improve the exports from this region.*

**Keywords: Export, Foreign trade, Reform era, Prospects.**

1. **Introduction:[12pt]**

[11pt]“Maharashtra is a state in the western region of India and is the nation’s third largest state and also the world’s second most populous sub-national entity. Maharashtra is one of the wealthiest and the most developed states in India, contributing 25 percent of the country’s industrial output. The State is a major contributor to the economy of the country contributing nearly 14 per cent to the GDP. Agriculture and industries are the largest parts of the state’s economy. Major industries include chemical products, electrical and non-electrical machinery, textiles, petroleum and allied products.” (Economic Survey of Maharashtra 2014-15, p-106). The western Maharashtra is one of the most developed region in Maharashtra. This region included in the five districts i.e. Kolhapur, Pune, Satara, Sagali and Solapur. These districts are major contributor to the economy of the Maharashtra. “Indian Economy is predominantly Agrarian Economy. More than two third of workforce is engaged in agriculture and allied activities. The paradox observed is that contribution of agriculture exports in total exports is relatively less than that of industrial goods. Agriculture and industries are the largest parts of the state’s economy. Major industries include chemical products, electrical and non-electrical machinery, textiles, petroleum and allied products” (Dharmadhikari S., 2016, P.1.). Western Maharashtra is the most industrialized state and has maintained the leading position in the industrial sector in Maharashtra. The main products exported from the region are software, textiles, readymade garments, cotton yarn, agro-based products, engineering items, drugs & pharmaceuticals and plastic & plastic items. To recognize the efforts put up by the exporters and to boost the exports, this region is taking initiatives like giving awards based on export performance and implementing space rent subsidy scheme for small scale industries for participation in international exhibitions as well as import the petroleum products, capital goods, chemical materials and organic and inorganic chemicals et. The Western Maharashtra region generally imported countries was Asia and Oceania countries, Eastern Europe and SAARC countries and exported countries was other Asian developing countries, Asia and Oceania countries, OPEC and OCED countries etc.. In Western Maharashtra there is more prospects in the future because of financial position of the state are beneficial to the exporter and importer as well as availability of resources is good as compare to other state.

**2. Review of Literature:[12pt]**

**[11pt]Patel S.J. (1959)**explains the Export prospects and Economic Growth in India. According to researcher study India’s has stagency in export over the years and decline world demand for Indian exports. During the 1960s India’s foreign trade in Eastern Europe countries most dynamic and payment arrangements under trade for its impact from East Europe Countries were in non convertible rupees. **Prakash et al (1995),** examine the impact of new economic policy on agricultural exports. They evaluate the current trends in foreign trade of India, the changing compositions of major exportable commodities over time, major steps of liberalization in agricultural export import policy, to identify the newly emerging agricultural commodities having vast potential for steady exports and to suggest a strategy for realizing full export potential of agricultural commodities. **Singh Kulwinder et. al. (2012),** analyzed that India has a competitive advantage in a broader range of export commodities. The rapidly increasing world demand for India's exports has played a significant role in the satisfactory export performance. Apart from expanding world demand, India's export performance benefited from the competitiveness and market-wise distribution during the study period. Export promotion measures, adopted by Indian policymakers, have significant effect on its export competitiveness as it would be difficult for exports to sustain competitiveness in this era of global competition and flexible of exchange rate. **Kodag V.B. (2013)** examines him paper onion marketing in India-A Case study of Maharashtra. The researcher observed that onion price hike was due to manipulation and hoarding by traders and it happens every year between august and October early. This paper focused on marketing problems of onion market and their price hike in Indian market. Finally he concluded that Maharashtra state is a rank first in onion production as well as transportation, packaging and wrong storage handling of onion there is a loss of 15 to 20 percent.

**Parasakthi D. & Dhanalakshmi P. (2015)** have studied on problems faced by gem and jewellery exports with special reference to Coimbatore city. According to their study the gems and jewellery sector in India is highly export-oriented, labour-intensive and a major contributor to the foreign exchange earnings; therefore, the Indian government has declared the sector as a thrust area for export promotion. They examined the gems and jewellery sector is highly-dependent on imports for its raw materials and among these raw materials, rough diamonds account for more than 50% of imports. This paper emphasis on challenges faced by gem and jewellery exports.

The foregoing review clearly reveals that export is important activity in the foreign trade and it is a good source of foreign exchange in the country. Above studies have revealed the specific commodities problems as well as their prospects but these research studies have not examined problems of exporters in general and in particular Western Maharashtra. This is endeavored by the present study on the basis of the primary data, which will be beneficial for understanding actual problems in exports and exporters.

**3. Statement of the Research problem:**

Western Maharashtra is significant role play in the exporting the product in the Maharashtra. This region has more developed and industrialization in now days. The manufacturing as well as agro processed industries have more potentiality in near future. In this area more developed farmers and they have interested in the export their product in out of country but they have faced some problems relating to the legal, tariff, Government restrictions, currencies as well as exchange rate so this research study has found out the which problems have faced in exporters during the export process and what is their prospects for improving their exports.

**4. Objectives of the study:**

1. To find out the problems and prospects of exporters in Western Maharashtra in macro perspective;

2. To analyze district wise problems of exporters in Western Maharashtra.

**5. Hypothesis of the study:**

H0: There are many problems being faced by Exporters in Western Maharashtra.

H1: There are no problems being faced by Exporters in Western Maharashtra.

**6. Research Methodology:**

This research study has based on empirical type and the main objectives of this study have to measure the problems into insights. The researchers have collected data through primary sources. The Primary data have collected through a questionnaire and interviews raised among the exporters and importers in western Maharashtra i.e. Kolhapur, Pune, Satara, Sagali, Solapur districts. This data has been collected in the year 2014-15 in the Kolhapur (D1), Pune (D2), Sangli (D3), Satara (D4), Solapur (D5) region from a purposive quota sample method. The sample size total has 120 units. The sample size divided into 30 samples in each district. The researchers have used statistical tools like percentage and chi square test to testing the hypothesis for representing the result.

**7. Data Analysis and Interpretation:**

**A. Problems of Exporters in Western Maharashtra:**

**Table 1**

**Legal Problems**

|  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- |
| **Sr. No.** | **Legal Problems** | **Particular** | **D1** | **D2** | **D3** | **D4** | **D5** | **Total** |
| **1** | **Banking Documentation** | **Yes** | 6  (25.00) | 10 (41.67) | 5 (20.83) | 7 (29.17) | 7 (29.17) | 35 (20.17) |
| **No** | 18  (75.00) | 14  (58.33) | 19  (79.17) | 17  (70.83) | 17  (70.83) | 85 (70.83) |
| **Total** | 24  (100) | 24  (100) | 24  (100) | 24  (100) | 24  (100) | 120 (100) |
| **2** | **Test reports** | **Yes** | 5 (20.83) | 5 (20.83) | 6  (25.00) | 4  (16.17) | 4  (16.17) | 24 (20.00) |
| **No** | 19  (79.17) | 19  (79.17) | 18  (75.00) | 20  (83.33) | 20  (83.33) | 96 (80.00) |
| **Total** | 24  (100) | 24  (100) | 24  (100) | 24  (100) | 24  (100) | 120 (100) |
| **3** | **Financial crises** | **Yes** | 7 (29.17) | 9 (37.50) | 8  (33.33) | 9 (37.50) | 12 (50.00) | 57  (47.50) |
| **No** | 17  (70.83) | 15 (62.50) | 16 (66.67) | 15 (62.50) | 12  (50.00) | 63 (52.50) |
| **Total** | 24  (100) | 24  (100) | 24  (100) | 24  (100) | 24  (100) | 120 (100) |
| **4** | **Documentary Fraud** | **Yes** | 13 (54.17) | 17  (70.83) | 15  (62.50) | 16  (66.67) | 17  (70.83) | 78 (81.67) |
| **No** | 11 (45.83) | 7 (29.17) | 9 (37.50) | 8 (33.33) | 7 (29.17) | 22 (18.33) |
| **Total** | 24  (100) | 24  (100) | 24  (100) | 24  (100) | 24  (100) | 120 (100) |
| **5** | **License certificate** | **Yes** | 13 (54.17) | 14 (58.33) | 12 (50.00) | 13 (54.17) | 14 (58.33) | 66 (55.00) |
| **No** | 11 (45.83) | 10 (41.67) | 12 (50.00) | 11  (45.83) | 10 (41.67) | 54 (45.00) |
| **Total** | 24  (100) | 24  (100) | 24  (100) | 24  (100) | 24  (100) | 120 (100) |
| **6** | **Differences in laws** | **Yes** | 12 (50.50) | 15  (62.50) | 13 (54.17) | 13 (54.17) | 13 (54.17) | 66 (55.00) |
| **No** | 12 (50.50) | 9 (37.50) | 11 (45.83) | 11 (45.83) | 11 (45.83) | 54 (45.00) |
| **Total** | 24  (100) | 24  (100) | 24  (100) | 24  (100) | 24  (100) | 120 (100) |

**Source:** computed by the researcher on the basis of data collected from field work (2014-15)

**Note:** 1. in bracket figure indicate that percentage.

2. In following the code indicate district name.

D1= Kolhapur, D2= Pune, D3= Sangli, D4= Satara, D5= Solapur

Figures of the table 1 describe the legal problems generally faced by exporters in Western Maharashtra. 81.67 percent exporters reported documentary fraud as a major legal problem. In the five districts of western Maharashtra this problems more faced by 70.83 percent in Pune as compare to remaining districts as well as difficulty in getting license certificate is another major problem reported by 55.00 percent exporters in Western Maharashtra and this problems less faced by in Solapur and Pune i.e.58.33 percent A difference in laws of various countries and Financial Crises are also faced by the problem to exporters in Western Maharashtra out of five district this problems more faced by in Pune district and very less faced by Solapur district. Some exporters, i. e. 20.17 percent faced problem of banking documentation.

**Table 2**

**Problems of Tariff barriers faced by exporters**

|  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- |
| **Sr. No.** | **Tariff Barriers** | **Particular** | **D1** | **D2** | **D3** | **D4** | **D5** | **Total** |
| **1** | **Duties of excise** | **Yes** | 8 (33.33) | 8  (33.33) | 7  (29.17) | 6  (25.00) | 10  (41.67) | 39  (32.50) |
| **No** | 16 (66.67) | 16  (66.67) | 17 (70.83) | 18 (75.00) | 14 (58.33) | 81  (67.50) |
| **Total** | 24  (100) | 24  (100) | 24  (100) | 24  (100) | 24  (100) | 120  (100) |
| **2** | **Inspection certificate** | **Yes** | 17 (70.83) | 15  (62.50) | 19 (41.17) | 17 (70.83) | 17 (70.83) | 85  (70.83) |
| **No** | 7  (29.17) | 9  (37.50) | 5  (20.83) | 7  (29.17) | 7  (29.17) | 35  (29.17) |
| **Total** | 24  (100) | 24  (100) | 24  (100) | 24  (100) | 24  (100) | 120  (100) |
| **3** | **Bill of landing** | **Yes** | 5  (20.83) | 5  (20.83) | 7  (29.17) | 4  (16.67) | 7  (29.17) | 28  (23.33) |
| **No** | 19 (41.17) | 19  (41.17) | 17 (70.83) | 20 (83.33) | 17 (70.83) | 92  (76.77) |
| **Total** | 24  (100) | 24  (100) | 24  (100) | 24  (100) | 24  (100) | 120  (100) |
| **4** | **Foreign Currencies** | **Yes** | 11 (45.83) | 13  (54.17) | 12 (50.50) | 11 (45.83) | 11 (45.83) | 58  (48.33) |
| **No** | 13 (54.17) | 11  (45.83) | 12 (50.50) | 13 (54.17) | 13 (54.17) | 62  (51.67) |
| **Total** | 24  (100) | 24  (100) | 24  (100) | 24  (100) | 24  (100) | 120  (100) |
| **5** | **Insurance Certificate** | **Yes** | 10  (41.67) | 9  (37.50) | 9  (37.50) | 9  (37.50) | 12  (50.50) | 49  (40.83) |
| **No** | 14 (58.33) | 15  (62.50) | 15  (62.50) | 15  (62.50) | 12  (50.50) | 71  (59.17) |
| **Total** | 24  (100) | 24  (100) | 24  (100) | 24  (100) | 24  (100) | 120  (100) |
| **6** | **Commercial invoice** | **Yes** | 5  (20.83) | 3  (12.50) | 5  (20.83) | 4  (16.67) | 7  (29.17) | 24  (20.00) |
| **No** | 19 (79.17) | 21  (87.50) | 19 (79.17) | 20 (83.33) | 17 (70.83) | 96  (80.00) |
| **Total** | 24  (100) | 24  (100) | 24  (100) | 24  (100) | 24  (100) | 120  (100) |

**Source:** computed by the researcher on the basis of data collected from field work (2014-15)

**Note:** 1. in bracket figure indicate that percentage.

2. In following the code indicate district name.

D1= Kolhapur, D2= Pune, D3= Sangli, D4= Satara, D5= Solapur

Table 2 reveals the problems of tariff barriers during export procedure generally faced by exporters. Foreign currency is the problem faced by 48.33 percent exporters in Western Maharashtra. In the five districts of Western Maharashtra, 45.83 percent exporters in Kolhapur district (D1) and Satara district (D4), 54.17 percent in Pune (D2), 50.50 percent in Sangli district (D4) and 45.83 percent in Solapur district (D5) faced problem of foreign currencies. However in Insurance certificate and Excise duty are also faced by exporters i.e. 40.83 and 32.50 percent respectively. Out of five districts these problems more faced by Solapur district i.e. 50.50 and 41.67 percent respectively. Commercial invoice is a problem faced by 20.20 percent exporters in Western Maharashtra. In the five districts of Western Maharashtra, 20.83 percent in Kolhapur district (D1) and Satara district (D4) where as 12.50 percent in Pune (D2) and Sangli district (D3) while 29.17 percent exporters in Solapur district (D5) noted problem of commercial invoice.

**Table 3**

**Problems of Government restrictions at the time of export activities**

|  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- |
| **Sr. No.** | **Government restrictions** | **Particular** | **D1** | **D2** | **D3** | **D4** | **D5** | **Total** |
| **1** | **To prevent storage of goods in domestic market** | **Yes** | 14 (58.33) | 12 (50.50) | 14 (58.33) | 12 (50.50) | 14 (58.33) | 66 (55.00) |
| **No** | 10  (41.67) | 12 (50.50) | 10  (41.67) | 12 (50.50) | 10  (41.67) | 54 (45.00) |
| **Total** | 24  (100) | 24  (100) | 24  (100) | 24  (100) | 24  (100) | 120 (100) |
| **2** | **Restricted items** | **Yes** | 14 (58.33) | 6  (25.00) | 6  (25.00) | 12 (50.50) | 16  (66.67) | 54 (45.00) |
| **No** | 10  (41.67) | 18 (75.00) | 18 (75.00) | 12 (50.50) | 8  (33.33) | 66 (55.00) |
| **Total** | 24  (100) | 24  (100) | 24  (100) | 24  (100) | 24  (100) | 120 (100) |
| **3** | **Govt. policies and rules** | **Yes** | 5  (20.83) | 3  (12.50) | 5  (20.83) | 4  (16.67) | 7  (29.17) | 24  (20.00) |
| **No** | 19 (79.17) | 21  (87.50) | 19 (79.17) | 20 (83.33) | 17 (70.83) | 96  (80.00) |
| **Total** | 24  (100) | 24  (100) | 24  (100) | 24  (100) | 24  (100) | 120 (100) |
| **4** | **Restriction selling low cost of product** | **Yes** | 10  (41.67) | 9  (37.50) | 9  (37.50) | 9  (37.50) | 12  (50.50) | 49  (40.83) |
| **No** | 14 (58.33) | 15  (62.50) | 15  (62.50) | 15  (62.50) | 12  (50.50) | 71  (59.17) |
| **Total** | 24  (100) | 24  (100) | 24  (100) | 24  (100) | 24  (100) | 120 (100) |
| **5** | **Documentary process** | **Yes** | 5  (20.83) | 5  (20.83) | 6  (25.00) | 4  (16.17) | 4  (16.17) | 24 (20.00) |
| **No** | 19  (79.17) | 19  (79.17) | 18  (75.00) | 20  (83.33) | 20  (83.33) | 96 (80.00) |
| **Total** | 24  (100) | 24  (100) | 24  (100) | 24  (100) | 24  (100) | 120 (100) |
| **6** | **Permission to excise duty officer** | **Yes** | 8  (33.33) | 8  (33.33) | 7  (29.17) | 6  (25.00) | 10  (41.67) | 39  (32.50) |
| **No** | 16 (66.67) | 16  (66.67) | 17 (70.83) | 18 (75.00) | 14 (58.33) | 81  (67.50) |
| **Total** | 24  (100) | 24  (100) | 24  (100) | 24  (100) | 24  (100) | 120 (100) |
| **7** | **Fixed quota of the commodities** | **Yes** | 5  (20.83) | 5  (20.83) | 6  (25.00) | 4  (16.17) | 4  (16.17) | 24 (20.00) |
| **No** | 19  (79.17) | 19  (79.17) | 18  (75.00) | 20  (83.33) | 20  (83.33) | 96 (80.00) |
| **Total** | 24  (100) | 24  (100) | 24  (100) | 24  (100) | 24  (100) | 120 (100) |

**Source:** computed by the researcher on the basis of data collected from field work (2014-15)

**Note:** 1. in bracket figure indicate that percentage.

2. In following the code indicate district name.

D1= Kolhapur, D2= Pune, D3= Sangli, D4= Satara, D5= Solapur

Above table 3 reveals the problems of government restrictions at the time of export activities generally faced by exporters in Western Maharashtra. 55.00 percent exporters reported problem of preventing storage of goods in domestic market as a major problem. In case of Restriction of selling low cost product is another major problem reported by 40.83 percent exporters in Western Maharashtra. In the five districts of Western Maharashtra has more faced by 58.33 percent exporters in Solapur and Sangli district respectively and less in 41.67 percent in Kolhapur.. However, taking the permission to excise duty officers and Documentary process has another problem faced by 32.50 percent and 20.20 percent respectively exporters in western Maharashtra. Fixed quota of commodities is problem faced by 20.00 percent exporters in western Maharashtra this problem major faced in district in Sangli 25.00 percent and Kolhapur 20.83 percent because of prevent the domestic market in other hand 20.20 percent exporters faced problem of government policies & rules this problems major found in Solapur 29.17 percent district.

**Table 4**

**Problems of fluctuations in exchange rate**

|  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- |
| **Sr. No.** | **Problems of fluctuation in exchange rate** | **Particular** | **D1** | **D2** | **D3** | **D4** | **D5** | **Total** |
| **1** | **Elasticity of demand** | **Yes** | 8  (33.33) | 8  (33.33) | 7  (29.17) | 6  (25.00) | 10  (41.67) | 39  (32.50) |
| **No** | 16  (66.67) | 16  (66.67) | 17 (70.83) | 18 (75.00) | 14 (58.33) | 81  (67.50) |
| **Total** | 24  (100) | 24  (100) | 24  (100) | 24  (100) | 24  (100) | 120 (100) |
| **2** | **Uncertainty** | **Yes** | 17  (70.83) | 15  (62.50) | 19 (41.17) | 17 (70.83) | 17 (70.83) | 85  (70.83) |
| **No** | 7  (29.17) | 9  (37.50) | 5  (20.83) | 7  (29.17) | 7  (29.17) | 35  (29.17) |
| **Total** | 24  (100) | 24  (100) | 24  (100) | 24  (100) | 24  (100) | 120 (100) |
| **3** | **Lack of investments** | **Yes** | 14  (58.33) | 12 (50.50) | 14 (58.33) | 12 (50.50) | 14 (58.33) | 66 (55.00) |
| **No** | 10  (41.67) | 12 (50.50) | 10  (41.67) | 12 (50.50) | 10  (41.67) | 54 (45.00) |
| **Total** | 24  (100) | 24  (100) | 24  (100) | 24  (100) | 24  (100) | 120 (100) |
| **4** | **Lack of discipline in economic management** | **Yes** | 10  (41.67) | 9  (37.50) | 9  (37.50) | 9  (37.50) | 12  (50.50) | 49  (40.83) |
| **No** | 14  (58.33) | 15  (62.50) | 15  (62.50) | 15  (62.50) | 12  (50.50) | 71  (59.17) |
| **Total** | 24  (100) | 24  (100) | 24  (100) | 24  (100) | 24  (100) | 120 (100) |
| **5** | **Inflation** | **Yes** | 5  (20.83) | 5  (20.83) | 6  (25.00) | 4  (16.17) | 4  (16.17) | 24 (20.00) |
| **No** | 19  (79.17) | 19  (79.17) | 18  (75.00) | 20  (83.33) | 20  (83.33) | 96 (80.00) |
| **Total** | 24  (100) | 24  (100) | 24  (100) | 24  (100) | 24  (100) | 120 (100) |

**Source:** computed by the researcher on the basis of data collected from field work (2014-15)

**Note:** 1. in bracket figure indicate that percentage.

2. In following the code indicate district name.

D1= Kolhapur, D2= Pune, D3= Sangli, D4= Satara, D5= Solapur

Table 4 shows the problems of fluctuation in exchange rate. This has accounted by 70.83 percent exporters faced problem of uncertainty due the changing the prize values. This problem was major found in 70.83 percent exporters in Kolhapur (D1) and Sangli district (D3).Due to the risk of the values there is create the problems of lack of investments by 40.83 percent exporters in Western Maharashtra. It is pointed that the problems of Lack of discipline in economic management and elasticity of demands are a problem faced by 40.83 percent as well as 20.00 percent exporters replied that there is problem of inflation.

**B. Prospects of Exporters in Western Maharashtra:**

The researchers have undergone rigorous study about the future prospects of the exporters in Western Maharashtra which is mentioned as below

**1. Prospects for International Market for export:**

The EXIM polices and WTO to relate anti dumping, subsidies and countervailing measures safeguards and dispute settlement this is likely to ensure greater security and predictability of the international trading system of export and thus create a more favorable environment for Western Maharashtra in the new world economic for export .

**2. Prospects for trade reforms enhance the export and import:**

It was argued that the phasing of trade reforms in India is also effect of the export of the Western Maharashtra. Due to the trade reforms there is sustainable and technological growth in the export there is the open the global market this reasons there is exchange of the foreign currencies, diversification of the commodities and changing the trading partners of export so there is also scope to development and increasing the exporting commodity in agricultural and manufactured.

**3. Prospects for reforms in legislations to enhance the exports:**

There are difficulties in Documentary fraud, getting license certificate and getting inspection certificate are the major problems faced by the exporter. To minimize these problems and to enhance the export government should take some actions on documentary frauds and provide training to exporter and importer about documentations regarding export the commodities in order to avoid any documentary fraud. Besides this government should make easy process for getting license certificate, there should be a provision of getting license certificates in minimum time period so there is increases or push up the scope to developing the exporters for diversification their business.

**4. Prospects for Manufactured exporters:**

In Western Maharashtra have low competitive potions with regards to availability and price of the good manufactured commodity, low level technology and lack of scale in manufactures exporters but there is Western Maharashtra the enables to strengthen their relationship with global retailers and global outsourcing trends in labor intensive businesses such as textiles, auto sectors, pharmacy industries etc .as well as production facilities are available across the manufactures industries. India has gathered experience in terms of working with global brands so it’s befitted to exporters of Maharashtra to developing production.

**5. Prospects for Government Polices:**

The active involvement of state governments in export promotions is of crucial importance for dissemination of information on trade policy changes, export opportunities etc to the industrial, agricultural and trading community at large. The state governments have already set up a separate department for export promotion so exporter there is great potentiality for promoting it. Govt. gives tax concession and grants incentives. If the government should the easy procedures of registration of exporter for their business there is wide scope available in the new exporter in global level.

**6. Prospects for diversification of market:**

For penetrating new markets and sustaining the level of exports as per the requirements of the importing countries. Quality up gradation and certification is of utmost importance in the development of exports. Awareness of various products in terms of quality, variety, price, etc, have to be created in the international markets through greater participation and involvement in trade fairs and exhibitions held abroad from time to time it’s to help to explore the exporter.

**7. Prospects for fixed exchange rate:**

For the fixed exchange rate the government is unwilling to let the countries’ currency float freely and state a level, at which the exchange rate will stay. The government takes whatever measures that is necessary to maintain the rate and prevent it from fluctuating. It’s help to for exporter to fix the price of their commodity.

**8. Hypothesis Testing:**

H0: There are many problems faced by Exporters in Western Maharashtra.

H1: There are no problems faced by Exporters in Western Maharashtra.

**Table 5**

**Analysis of Chi-square Test**

|  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- |
| **Sr. No.** | **Problems** | **Mean**  **(S.D.)** | | **Chi-square test** | **Critical Value** | **d. f.** | **Results** |
| **Yes** | **No** |
| 1 | Legal Problems | 52.00  (22.192) | 64.00  (28.853) | 0.000 | 0.711 | 4 | H0 accepted |
| 2 | Tariff Barriers | 47.17  (22.463) | 72.83  (22.463) | 0.000 | 0.1145 | 5 | H0 accepted |
| 3 | Government restrictions | 80.00  (16.941) | 40.00  (16.941) | 2.286 | 0.711 | 4 | H0 rejected |
| 4 | Fluctuation in exchange rate | 51.00  (25.070) | 67.40  (23.692) | 0.000 | 0.711 | 4 | H0 accepted |

d. f. = Degree of Freedom, S.D. =Standard deviation.

Above table 5 shows the analysis of chi square test for the purpose of identify the four problems faced by exporters in western Maharashtra. As chi square value (0.000) is less than the critical value (0.711) at degree of freedom is 4 and confidence level 0.95.Hence null hypothesis is accepted and alternative hypothesis rejected which means there are many legal problems faced by exporters in Western Maharashtra.

As chi square value (0.000) is less than the critical value (0.1145) at degree of freedom is 4 and confidence level 0.95.Hence null hypothesis is accepted and alternative hypothesis rejected which means there are many tariff barriers problems faced by exporters in Western Maharashtra.

As chi square value (2.286) is higher than the critical value (0.711) at degree of freedom is 4 and confidence level 0.95.Hence null hypothesis is rejected and alternative hypothesis accepted which means there are no Government restrictions problems faced by exporters in Western Maharashtra.

As chi square value (0.000) is less than the critical value (0.711) at degree of freedom is 4 and confidence level 0.95.Hence null hypothesis is accepted and alternative hypothesis rejected which means there are many fluctuations in exchange rate problems faced by exporters in Western Maharashtra.

The overall analysis concluded that the there are many problems faced by exporters in Western Maharashtra except the Government restrictions problems

**9. Conclusions:**

1. Documentary fraud, difficulty in getting license certificate and differences in laws are the major legal problems faced by exporters in Western Maharashtra.

2. Inspection certificate, insurance certificate and higher tariff rates are the problems faced by majority of exporters of Western Maharashtra.

3.Government restricted in preventing storage of goods in domestic markets, selling low cost products and taking permissions of excise duty officers at the time of export activities to the exporters in Western Maharashtra.

4. Problems of fluctuations in exchange rate are faced by exporters in Western Maharashtra in which uncertainty and lack of investments are dominating problems.

5. The legal, tariff and exchange rate are the problems faced as compared to government restrictions problems in Western Maharashtra.

**10. Suggestions:**

1.It is found that more exporter in western Maharashtra unaware of documentation and legal producers so it should be learn about export documentation and legal procedures as well as to provide minimum lengthy documentation load and to make computerizations system in export process.

2. Western Maharashtra state government should establish Government export house at each district level as well as provided training program, how to get export license, export market updates etc to agricultural and manufactured exporter.

3. In Western Maharashtra state need the policy of market diversification and product diversification which has stood for India in good stead during the global economic downturn will continue to be a key determinant of the country’s trade policy.

4. Government should be provides all updated information regarding on WTO provisions, EXIM Polices on authorized websites and circulars to exporters.

**11 Concluding Remarks:**

The exporters have faced the majority of problems are legal problems, tariff problems, currencies fluctuation and price variation in Western Maharashtra as compared to the government restrictions problems as well as researchers have identified prospects of exports from Western Maharashtra under this point which covers prospects of agricultural exports, manufactured export, legalization, diversification of market, currency and government polices etc.

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**Websites**

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