

# **PROBLEMS FACED BY MIDDLE SCALE ENTERPRISES**

**TEAM NO.3**

**Project leader :-**

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**Team leader :-**

16BCC0038 - N.SRI SAAIPRASATH

**Team members :-**

16MIS0133 - M.SAIDEERU

16BCC0013 - S.RAGHUL

16BCC0021 - S. NEHA

16BCC0078 - B.MANIGANDAN

## **Name and address of the Middle scale retail enterprise visited.**

- Anuragha foodland - 30, 1st East Main Road

Gandhi Nagar

Vellore - 632006

- All mart - Vit Shopping Complex,

Main Road,

Vellore engineering College,

Vellore - 632014

- J.K Provisions -no.26/1 4<sup>th</sup> east cross road

Gandhi nagar,

Katpadi ,vellore-6

- Arthi times - 48 gandhi road

Vellore 632004

- More chithoor - d.No:2-122 block no:1 officers lane konga reddy pall,  
chittor, andhra pradesh 517001

**Persons contacted: -**

→Anuragha Foodland

Name of the sales manager: - Hari

Phone Number: -0416-2241111

→All mart

Name of the sales manager: -Sathish

Phone Number: -9003300110

J.k provisions -

Name of the owner: - Prakash

Phone Number: - 9600885532

· More chithoor -

Name of the owner: - Sekar

Phone Number: - 099122 26924

· Arthi times

Name of the owner: - Vishwanath

Phone Number: - 098940 16861

## ROLES AND RESPONSIBILITIES OF EACH TEAMMATES :-

- Tasks have been assigned to each team members
  - Assigning of specific tasks to team members - Sri saaiprasath
  - Reporting progress about the plan - Raghul
  - Negotiating with sales manager - Neha
  - Making contacts with enterprises - Manigandan
  - Collecting articles for the project- Sai deepu

# **Decision Making**

## **AGENDAS : -**

- Recognizing the problems
- Define the problem
- Gather information
- Developing alternative solutions
- Implementing the best alternative

## **Minutes of the meeting held : -**

20 minutes at TT331 on 20.8.18 ( 1:00 pm - 1:20 pm )

15 minutes at library on 24.8.18 ( 1:30 pm - 1:45 pm )



# Setting Goals

## SHORT TERM GOALS :-

- Preparing for survey
- Preparing Questionnaires
- Interviewing with employees

## LONG TERM GOALS :-

- To bring conclusions
- To find out suggestions.

## Usage of the Abilities

The abilities found in each teammates are ,

- Each teammate help the group decide its purposes and goals .
- They help the group focus on its own process of work together so that it may become more effective rather than becoming trapped by faulty ways of problem solving and decision making .
- Helping the group become aware of its own resources and how best to use them .
- Helping the group evaluate its progress and development .
- Helping the group learn from its failures and frustrations

AARTHI TIMES  
OWNER : -VISHWANATH



J.K  
PROVISIONS



ANURAGHA FOODLAND  
GANDHINAGAR



ALLMART  
BEHIND VIT



MORE  
CHITTOOR



## QUESTIONNAIRES

1. Is your organisation registered under MSME?

a. Yes

b. No

2. Which source of finance do you use for running your finance?

a. Loan from bank

b. Own capital

3. Have you ever been rejected a loan?

a. Yes

b. No

4.How do you overcome the objections while selling a product?

a.Selling in bulk

b.Providing discount

5.Is your business a limited merchandise?

a.Yes

b.No

6.Do you have a hectic competitors with your competitors?

a.Yes

b.No

7.Do you have any fulfillment problem with your customers?

a.Yes

b.No

8. Do you have cheap labour?

a. Yes

b. No

9. Is there any integrity problem among employees?

a. Yes

b. No

10. Is there technical issues? ( Money transfer , Computer )

a. Yes

b. No

## RESULT

- The study shows the result that both the Financial Institutions and the MSMEs give higher weightage to the Information provided by the enterprises for loan. The research studied the major sources of finance used by the MSMEs, and we find that most of the MSMEs use their own capital.

## UNEXPECTED FINDINGS

- The MSMEs generally use their Own Capital.
- The banks give 65% weightage to Hard Information and 35 % to Soft Information. They give the highest weightage to Investment in Fixed Assets and Track Record of past repayments.
- The other factors important include value of collateral, profitability, growth prospects, etc.
- Most of the firms fall in the category of Micro Enterprises.



- Auditing of Financial Statements, Location of the firm, Relationship with the Financial Institution, Industry Status, and the level of detail of loan application, all have very high importance in lending decision.
- FIs use various sources to know the creditworthiness of their clients, like interview with the applicant, external credit rating agencies, visiting the business premise, etc.

## CONCLUSION

MSMEs are an integral part of any developing nation. Viewing their importance, the public sector banks have been advised to open Specialized Branches for MSMEs. The MSMEs can avail credit facilities, and various other form of utilities from these banks. Even the private banks perceive this sector to be highly profitable, and hence provide loans to them. However, the MSMEs don't know which criteria are adopted by the Financial Institutions to evaluate their loan projects, and hence end up getting their loan rejected, because of non-availability of the knowledge.

## THANKING NOTE

We thank our faculty and the retail owners for offering their assistance for this subject's project on "problems faced by middle scaled retail enterprises" .