

ISSN (online) : 2249-877X

South Asian Journal of Marketing & Management Research





South Asian Academic Research Journals
A Publication of CDL College of Education, Jagadhri
(Affiliated to Kurukshetra University, Kurukshetra, India)

ISSN: 2249-877X Vol. 8 Issue 4, April 2018 Impact Factor: SJIF 2017 = 4.169

ISSN (online) : 2249 –877X

SAJMMR

Editor-in-Chief: Dr. B.C.M. Patnaik

Impact Factor : SJIF 2017 = 4.169

Frequency : Monthly

Country : India

Language : English

Start Year : 2011

Indexed/ Abstracted : Ulrich's Periodicals Directory, ProQuest, U.S.A.

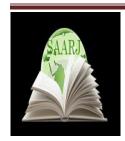
EBSCO Discovery, Summon(ProQuest),

Google Scholar, CNKI Scholar, ISRA-JIF, GIF, IIJIF

E-mail id: sajmmr@saarj.com

VISION

The vision of the journals is to provide an academic platform to scholars all over the world to publish their novel, original, empirical and high quality research work. It propose to encourage research relating to latest trends and practices in international business, finance, banking, service marketing, human resource management, corporate governance, social responsibility and emerging paradigms in allied areas of management including social sciences, education and information & technology. It intends to reach the researcher's with plethora of knowledge to generate a pool of research content and propose problem solving models to address the current and emerging issues at the national and international level. Further, it aims to share and disseminate the empirical research findings with academia, industry, policy makers, and consultants with an approach to incorporate the research recommendations for the benefit of one and all.



ISSN: 2249-877X

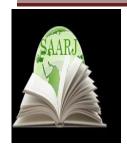
South Asian Journal of Marketing & Management Research (SAJMMR)



(Double Blind Refereed & Reviewed International Journal)

SR. NO.	PARTICULAR	PAGE NO	DOI NUMBER
1.	"TO STUDY THE FINANCIAL POSITION OF STEEL AUTHORITY OF INDIA LIMITED BY USING RATIO ANALYSIS TECHNIQUE" Dr. Devyani Ingale	4-13	10.5958/2249-877X.2018.00013.9
2.	SELECTING DIFFERENT INDUSTRIAL COMPETITORS INFLUENCE THE RISK LEVEL OF VIET NAM TELECOMMUNICATION AND EDUCATION COMPANIES Dinh Tran Ngoc Huy	14-25	10.5958/2249-877X.2018.00014.0
3.	SUPPLY CHAIN MANAGEMENT OF FRUITS: A CASE STUDY ON MARKETING CHANNELS OF MANGO IN BIDAR DISTRICT, KARNATAKA Gousoddin, Avanish Kumar	26-33	10.5958/2249-877X.2018.00015.2

ISSN: 2249-877X Vol. 8 Issue 4, April 2018 Impact Factor: SJIF 2017 = 4.169



South Asian Journal of Marketing & Management Research (SAJMMR)

(Double Blind Refereed & Reviewed International Journal)



DOI NUMBER: 10.5958/2249-877X.2018.00013.9

"TO STUDY THE FINANCIAL POSITION OF STEEL AUTHORITY OF INDIA LIMITED BY USING RATIO ANALYSIS TECHNIQUE"

Dr. Devyani Ingale *; Miss Mrigakshi Priya**

Email id: devyani_ingale@rediffmail.com

ABSTRACT

The Steel Authority of India Ltd. is one of the seven Maharatana companies and the leading steel producer in India. It has its plants and sub-units situated all across the country with major presence in the eastern and central regions of the country. The company is eminently the largest producer of iron ore and it has the second largest mines network in the country. This research study is based on secondary data. Ratio analysis technique was used by considering last five years annual reports. The purpose of this research paper was to find out the financial condition of the company, compare the historical performance and current financial condition of the company. The methodology adopted for the study was Ratio analysis and cash flow statement of the company. The trend of these ratios over time is studied to check whether they are improving or deteriorating. Usually, a high inventory (stock) turnover indicates efficient management of inventory because more frequently the stocks are sold, the lesser amount of money is required to finance the inventory. The goal is to have a working capital ratio higher than zero. A negative working capital ratio means a company, if it had to pay off all its creditors today, could not do so. The Company paid interim dividend @ 17.5% of the paid-up equity share capital during the year. Company can increase their current assets or try to reduce current liabilities like loan up to 1 year. Company can utilize its raw materials effectively and efficiently.

KEYWORDS: Financial Position, Annual Report, Ratio Analysis Etc.

Vol. 8 Issue 4, April 2018 Impact Factor: SJIF 2017 = 4.169



ISSN: 2249-877X

South Asian Journal of Marketing & Management Research (SAJMMR)

South Asian Journal of Marketing & Management Research

Marketing Research

Marketing

(Double Blind Refereed & Reviewed International Journal)

DOI NUMBER: 10.5958/2249-877X.2018.00014.0

SELECTING DIFFERENT INDUSTRIAL COMPETITORS INFLUENCE THE RISK LEVEL OF VIET NAM TELECOMMUNICATION AND EDUCATION COMPANIES

Dinh Tran Ngoc Huy *

*PhD,
Banking University,
HCMC – GSIM,
International University of Japan,
Email id: dtnhuy2010@gmail.com

ABSTRACT

This research shows marketing factors such as business competitors could affect business market risk, from a quantitative point of view. Using a two (2) factors model, this research paper estimates the impacts of not only the size of firms' competitors, but also leverage in the telecommunication and education industry, on the market risk of 18 listed companies in this category. This paper founds out that the risk dispersion level in this sample study could be minimized in case the competitor size is approximately the same (measured by equity beta var of 0,283) and leverage down to 20%. Beside, the emprical research findings show us that when financial leverage increases up to 30%, max asset beta value decreases from 0,393 to 0,386 in case the size of competitor doubles or slightly smaller. Last but not least, this paper illustrates calculated results that might give proper recommendations to relevant governments and institutions in re-evaluating their policies during and after the financial crisis 2007-2011.

KEYWORDS: Risk Management, Competitive Firm Size, Market Risk, Asset And Equity Beta, Education And Telecommunication Industry

REFERENCES

- **1.** Carvajal, Santiago G., Sanabria, Pedro., and Ospina, Daniel., (2013), Balanced Scorecard for Entrepreneurial Strategic Marketing in Comlumbia, *Global Journal of Business Research*
- **2.** Esposito, Annamaria., (2013), Insights about Integrated Marketing Communication in Small And Medium-Sized Italian Enterprises, *Business System Review*, Vol.2, Issue 1
- **3.** Flifel, Kaouther., (2012), Financial Markets between Efficiency and Persistence: Empirical Evidence on Daily Data, *Asian Journal of Finance and Accounting*
- **4.** Gao, Huasheng., Harford, Jarrad., and Li, Kai., (2013), Determinants of Corporate Cash Policy: Insights from Private Firms, *Journal of Financial Economics*
- **5.** Huy, Dinh T.N., (2012), Estimating Beta of Viet Nam listed construction companies groups during the crisis, *Journal of Integration and Development*
- **6.** Kale, Jayant R., Meneghetti, Costanza., and Sharur, Husayn., (2013), Contracting With Non-Financial Stakeholders and Corporate Capital Structure: The Case of Product Warantties, *Journal of Financial and Quantitative Analysis*
- **7.** Litvak, Kate., (2008), Defensive Management: Does the Sarbanes-Oxley Act Discourage Corporate Risk-Taking?, *Law and Economics Research Paper*, No. 108
- 8. Ling, Amy., (2013), Tax Issues Relating to Intangibles, Asia-Pacific Tax Bulletin
- **9.** Lu, Wenling., and Whidbee, David A., (2013), Bank Structure and Failure, *Journal of Financial Econoic Policy*
- **10.** XiYing Zhang, Ivy., (2007), Economic consequences of the Sarbanes–Oxley Act of 2002, *Journal of Accounting and Economics*, 44 (2007) 74–115 Research
- 11. Ang, A., Chen, J., (2007), CAPM Over the Long Run: 1926-2001, Journal of Empirical Finance
- **12.** Baker, Kent H., Singleton, Clay J., and Veit, Theodore E., (2011), Survey Research in Corporate Finance: Bridging The Gap Between Theory and Practice, *Oxford University Press*
- 13. ADB and Viet Nam Fact Sheet, 2010 Other web sources
- 14. http://www.mofa.gov.vn/vi/
- **15.** http://www.hsx.vn/hsx/
- **16.** www.tuoitre.com.vn;
- 17. www.saigontimes.com.vn;



ISSN: 2249-877X

South Asian Journal of Marketing & Management Research (SAJMMR)

(Double Blind Refereed & Reviewed International Journal)



DOI NUMBER: 10.5958/2249-877X.2018.00015.2

SUPPLY CHAIN MANAGEMENGT OF FRUITS: A CASE STUDY ON MARKETING CHANNELS OF MANGO IN BIDAR DISTRICT, KARNATAKA.

Gousoddin *: Avanish Kumar **

* M. Tech – food Technology (Food chain management), Allahabad, INDIA. Email id: gause.bitm@gmail.com.

**Assistant professor,
Dept of food process engineering,
VSAET, SHIATS, Allahabad, INDIA.

ABSTRACT:-

In the Era of stimulating growth, economic development and ever growing purchasing power of Indian consumer and induction of National horticulture mission by government of India as horticulture is significantly contributing to the Indian GDP and is planned to double the production of horticulture crops. What is required is the review, explore and channelize and have a good market structure essential for the success of the programs implemented by the government which are designed for uplift of population in whole. Indian market is dominated by unorganized retailing due to which there is heavy loss and escalation in the prices of commodities. This study is focused on determining the existence of different supply chains in the Bidar district of Karnataka involved in marketing of mangoes. The study is conducted by the structured questionnaires' for the different intermediaries. It involve knowing the existing marketing chains in the district, Problem faced by the intermediaries involved in the marketing of mangoes and fruits in general and the value addition to the products, post-harvest facilities present in the district involvement of the APMC for fruit marketing and its reach and profit to the famers. There is no post-harvest facility and separate APMC regulated fruit market, co-operative marketing facility is not there and involvement of intermediaries is escalating he price of the produce and producers share in consumer price is very less.

KEYWORDS: Bidar, Fruit Chain, Marketing, , Supply Chain Management.

REFERENCES:

All India 2013-14 (Final Estimated), Department of Agriculture and Co-operation

Bain, J. S., (1968). Industrial Organization. 2nd Edition, John Wiley and Sons, New York. 258p.

Biswas, B.C. and Lalitkumar (2011). "Revolution in Mango Production – Success Stories of Some Farmers" Fertilizer Marketing News, March 2011. Pp. 1-23.

CENTAD (2007), "Agribusiness in India: Some Facts and Emerging Issues", Agricultural Economics Research Review, Vol. 20, (Conference Issue), 2007.

Horticulture handbook-2014.

Jain, R.K., (2004), Agricultural Marketing Situation in India: Problems & Prospects.

Kader, A. A. (2005). Increasing food availability by reducing postharvest losses of fresh produce (2169-2176) in V International Postharvest Symposium, 682.

Kohls, R, L. and J.N. Uhl. (1985). Marketing of Agricultural Product. Fifth Edition. McMillan Publishing Company, New York, USA 624p.

Murthy, D.S., Gajanana, T.M., Sudha. and Dakshinamoorthy, V. (2007). Marketing Losses and Their Impact on Marketing Margins: A Case Study of Banana in Karnataka. *Agricultural Economics Research Review*, 20 (1), pp. 47-60.

National horticulture board.

Singh, K, and T.M.Gajanana, (2007), "Co-operative Marketing of Fruits and Vegetables in India", Concept Publishing House, New Delhi.

Subrahmanyam, K.V., and Mruthyunjaya (1978), Marketing of Fruits and Vegetables around Bangalore: Problems and Prospects, *Indian Journal of Marketing*, 9(1), Pp 9 – 17.

Usha.T, Subhash.C,(2012). Impact of Emerging Marketing Channels in Agricultural Marketing – Benefits to Producer– Seller and Marketing Costs and Margins of Agricultural Commodities in Haryana Agricultural Economics Research Centre University of Delhi

Editorial Board

Dr. B.C.M. Patnaik, Editor in Chief

Associate Professor (Accounts & Finance)

KSOM, KIIT University,

Bhubaneswar, Odisha, INDIA.

Dr. Victor Sohmen

Professor

ISSN: 2249-877X

Department of Management and Leadership Drexel University Philadelphia, Pennsylvania,

USA

Dr. Anisul M. Islam

Professor

Department of Economics University of Houston-Downtown, Davies College of Business

Shea Street Building Suite B-489

One Main Street, Houston, TX 77002, USA

Shyam Lal Kaushal

Professor

School of Management Studies

Himachal Pradesh University, Shimla, INDIA.

Dr. Zachary A. Smith

Professor

Public Administration, Northern Arizona

University, USA.

Dr. Celaleddin Serinkan

Professor

Business Management, Pamukkale University,

TURKEY.

Dr. Liliana Faria

Faculty

Vocational Psychology,

ISLA Campus Lisboa - Laureate International

Universities, PORTUGAL.

Dr. Marko Olavi Kesti

Faculty

Administration, University of Lapland, FINLAND

Dr. Kapil Khanal

Associate Professor

Department of Management, Shankar Dev Campus,

Ram Shah Path T.U. Kirtipur, NEPAL

Dr. Sunil Kumar

Associate Professor

Faculty of Economics, South Asian University (SAU),

New Delhi, INDIA.

Dr. Dalbir Singh

Assistant Professor

Haryana School of Business,

Guru Jambheshwar Univ. of Sc. & Tech., Hisar,

Haryana, INDIA

Dr. Sonia Sharma Uppal

Assistant professor,

P.G Department of Comm. & Mgt. Arya College,

Ludhiana, INDIA

Poongothai Selvarajan

Lecturer

Department of Economics and Management

Vavuniya Campus of the University of Jaffna,

Vavuniya, SRI LANKA

Mrs. S. Dinesh Kumar

Assistant Professor

Faculty of Mgt. Studies and Comm.

University of Jaffna, SRI LANKA,

S. Anandasayanan

Senior Lecturer

Department of Financial Management

Faculty of Management Studies & Commerce

University of Jaffna, SRI LANKA

Poongothai Selvarajan

Lecturer

Department of Economics and Management,

Vavuniya Campus of the University of Jaffna,

Vavuniya, SRI LANKA

Calegories

ISSN: 2249-877X

- Management and Economics
- Financial Management and Accounting
- Industrial and Business Management
- Entrepreneurship Management
- Marketing Management
- Banking and Insurance Studies

Review Process

Each research paper/article submitted to the journal is subject to the following reviewing process:

- 1. Each research paper/article will be initially evaluated by the editor to check the quality of the research article for the journal. The editor may make use of ithenticate/Viper software to examine the originality of research articles received.
- 2. The articles passed through screening at this level will be forwarded to two referees for blind peer review.
- 3. At this stage, two referees will carefully review the research article, each of whom will make a recommendation to publish the article in its present form/modify/reject.
- 4. The review process may take three/four working days.
- 5. In case of acceptance of the article, journal reserves the right of making amendments in the final draft of the research paper to suit the journal's standard and requirement.

Published by

South Asian Academic Research Journals

A Publication of CDL College of Education, Jagadhri (Haryana) (Affiliated to Kurukshetra University, Kurukshetra, India)

Our other publications:

Academicia - An International Multidisciplinary Research Journal

ISSN (online) : 2249-7137

SAARJ Journal on Banking & Insurance Research (SJBIR)

ISSN (online) : 2319-1422