

An Analysis of Microfinance as a Tool for Rural Poverty Alleviation: A Case Study of Akaltara Block, Chhattisgarh

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ABSTRACT

Rural development primarily concentrates on addressing the needs of the rural economic sector in order to support sustainable economic development. Reducing rural poverty and promoting socioeconomic development in rural regions can be achieved through establishing jobs and revenue sources. In addition to low-interest loans, the rural poor require easy access to credit facilities including microinsurance, savings accounts, and loans in order to increase agricultural production, establish small businesses, and encourage entrepreneurship. By encouraging wage labour and Self-Help Groups (SHGs), microfinance is expected to boost rural employment by fostering self-employment and new business prospects. This will also reduce migration and accelerate rural development. The necessity for microloans originates from the fact that rural India needs sources of funding to reduce poverty and buy agriculture and farm inputs. It is an admirable effort to promote financial inclusion. And since the economy of India is built largely on agriculture, microfinance is a tool to enable farmers and rural residents to profit from their land. Thus, an effort has been made in this study to examine the value of microfinance for rural households in Block Akaltara, District Janjgir Champa, Chhattisgarh, India, as well as the effect of the external environment on microfinance to support rural development and poverty alleviation.

KEYWORDS: *Microfinance, Rural Development, Socioeconomic, Employment, Poverty alleviation*

INTRODUCTION

Additionally, microfinance has grown to be a vital component of the Indian economy. India's rural areas have erratic, unpredictable, and unpredictable financial needs. When their needs are critically examined, it becomes clear that the impoverished value financial services, and they desire dependable, practical, and adaptable microfinance. In India, microfinance is offered by a wide range of organisations, including private moneylenders and official financial institutions. Banks, unions, and microfinance organisations all offer microfinance services. They go by the name Micro Enterprise Development Organisation as well. Government companies, banks, development organisations, business groups, civil society, and others have all embraced microfinance, which is now evidently a global phenomenon.

Microfinance is a powerful instrument that may be used to combat poverty and teach the general population how to be more entrepreneurial. It could develop into an effective instrument for tackling unemployment and poverty issues. A significant portion of the population is currently BPL, and poverty is a problem for developing nations. The problem of poverty can be eliminated in developing nations with the aid of microfinance. Microfinance offers a range of financial resources (including loans, insurance, savings, etc.) to the underprivileged to assist them in stabilizing their companies. They can use these resources for a variety of purposes, including taking advantage of business possibilities, raising their standard of living, paying for other big bills, dealing with emergencies, etc.

Geography of Akaltara: Akaltara in Chhattisgarh coordinates at 22.02°N 82.43°E with an average

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elevation of 283 meters. The place is situated in middle of Mahanadi Basin and on the bottom of Daha hill. Akaltara is at a distance of 28 km in eastward direction from Bilaspur and 17 km in westward direction from Janjgir. The nearby cities to Akaltara are Naila Janjgir, Champa and Bilaspur. The villages near to Akaltara are Latiya, Pakariya, Amartal and Kalyanpur. The city is surrounded by Pamgarh Tehsil towards east, Baloda Tehsil towards North, Bilaspur Tehsil and Masturi tehsil towards west. The city experiences too hot during summer season. The temperature in this time is in between 32°C and 47°C. April and May are the hottest months and January and February are the months when temperature is minimum (210C to 250C).

Demography of Akaltara: As per the census of 2010, Akaltara had a population of 21,333 among which 52% are males and 52% are females. Those, who are below six years old, constitute 14%. There is an average literacy rate of 69% in the town, while 59% is the national average. 59% of males and 41% of females are literate.

Economy of Akaltara: Just like the other parts of Janjgir - Champa district, the main occupation of the people in Akaltara is agriculture. Akaltara is famous for lime stone. The famous cement plants of the town are CCI Akaltara and Lafarge India Ltd. There are many also many rice mills and crushers spread around this region.

KAK Mahanadi Power project, a 3600 MW thermal power plant is constructing at Nariyara village in Akaltara by KSK Energy ventures Ltd. The work of Vardha Power plant started in 2010 is still in progress Narayan Stone Industries Address: Village- Kirari, Akaltara, Janggir, Chhattisgarh, Apurva Industries Address: Village Khatola, Akaltara, Jangir Champa, Near Mankarai Mandir, Akaltara, Chhattisgarh, India. Vishwanath Perboiling Industries Address: Akaltara, Janjgir-Champa.

Administration in Akaltara

Akaltara is a legislative assembly constituency in Janjgir district of Chhattisgarh state. Chunnilal Sahu, who belongs to Indian National Congress, is the sitting MLA of this constituency. Akaltara legislative assembly constituency comes under Janjgir Parliament seat and it is represented by Mrs Kamla Devi Patle. Akaltara is one of the nine blocks in Janjgir - Champa district and it includes 52 villages. The town is a municipal council.

About Jangir Champa District

Janjgir Champa is situated in Chhattisgarh, one of the districts with the heart of the state. The city is located Hasdev rivers in where the national gender ratio is 991 as per the census 2011. There are nine Tehsil

under Janjgir Champa district which are as follows: 1. Akaltara 2. Ramgarh 3. Baloda 4. Janjgir 5. Navagrah 6. Shivrinarayan 7. Champa 8. Saragaon 9. Bannihdih. Akaltara belonging to the Akaltara tehsil of Janjgir Champa district is selected to collect primary data. Some demographic information about the Block Akaltara is given in Table 1

Table:1 Demographic information about the Block Akaltara

Census Parameter	Census Data
Total population	21,333
Male population%	52%
Female population%	48 %
Total Literacy Rate%	81.92%
Male Literacy Rate	90.71
Female Literacy Rate	72.70%
Scheduled tribe Population%	3.99%
Schedule Caste Population%	21.46%
Working population%	75.09%
Child (0-6) population by 2011	2949
Girl Child (0-6) Population % by 2011	12.98%

Source: Janjgirchmapa.gov.in

Akaltara's Local Language is Chhattisgarhi. According to the census 2011, Akaltara's total population is 21,333 . The female Population is 48%. The Block literacy rate is 81.92% and the Female Literacy rate is 72.70%, schedule tribe population is 3.99% That is 2949 and the scheduled caste population is 21.46%.

CONCEPT OF POVERTY

Micro-finance refers to modest savings, loans, and insurance services offered to socially and economically underprivileged elements of society. Micro-finance has developed as a strategy for economic development aimed at helping low-income groups in rural areas. The phrase "micro-finance" describes the supply of financial services, including income-generating activities, to low-income sectors. Credit and savings are two of the most common financial services, but some self-help organizations that fall under the microfinance umbrella also offer insurance services. Additionally, a lot of MFIs offer social services like group creation, personality development, training for financial literacy, and management skill development for group members. Although micro-finance has many variations, including loan and savings options, it has evolved into one of the main sources of development in rural areas.

OBJECTIVES OF THE STUDY

- To study the awareness about the microfinance of Akaltara block

- To analyze the perception of microfinance in the Akaltara block
- To identify the problem implementation of the microfinance scheme in Akaltara block

LITERATURE REVIEW

(Kumar et al., 2011) Investigated to assess the impact of Malaysian microfinance Amanah Iktiar Malaysia (AIM) on women's businesses in Urban Selangor and Melaka states. The fundamental explanations behind choosing these two regions are that Selangor and Melaka have the quickest development urbanization proportion, and over 75% of the populace is living in urban. Second, over 70% of AIM customers in Selangor and Melaka are living in urban regions. A study of 780 women was done in March 2014. The discoveries demonstrated that entrance to AIM microcredit positively affects old customers' family unit earnings when contrasted with new customers. The writing proposed that microfinance empowers women to take an interest in the financial market through framing and broadening their smaller-scale and private ventures and producing autonomous incomes that permit them to add to their family unit earnings. The aftereffect of this examination featured the significance of control factors that positively affect women's family income. For example, access to business training positively affects women's family unit salary. This demonstrates ladies with information about businesses are increasingly ready to make a benefit and upgrade their business income.

(Kashif et al., 2011) Led an investigation to analyze the viability of microfinance as a poverty eradication device. In the investigation, an endeavor has been made to sharpen both the examination network and policymakers to reevaluate what has flopped about microfinance and act in like manner. The consequences of the investigation were introduced in three segments first for microfinance professionals, second for the research association, and third for the policymakers. The aftereffects of the first segment recommended that microfinance specialists should concentrate on the circulation of the facilities given. The outcomes likewise recommended that while the microfinance business is advancing very fast, its activities center around the regions that are generally progressively evolved. For example, the vast majority of the MFIs work in urban territories, ignoring outrageous poor customers. This disparity in the conveyance of facilities could be a factor preventing the achievement of the MFIs. Subsequently, MFIs need to re-plan and create tactics to connect this disparity. To the research association, the outcomes proposed that the component for assessing the effect of microfinance is mind-boggling. In this manner, care ought to be taken while choosing the effect

system as the techniques effectively accessible are not without constraints, which makes the consequences of the examination sketchy. At last, the aftereffects of the examination recommended that policymakers rethink the suitability of microfinance as a development apparatus. As financial inclusion alone is not merely enough, MFIs, experts, and policymakers need to consider all the more cautiously the ramifications of facilities conveyed to the poor as unfavorable impacts may exude.

Meganathan & Arumugam, (2012) Investigated to survey of the poverty profile of the borrowers, gauged the determinants of poverty among the borrowers, and decided the versatility of destitution among the recipients of the Pakistan Poverty Alleviation Fund. The sample size of the investigation was more than 3,000 respondents, which included both borrowers and non-borrowers. The examination utilized the borrowers' portion of the sample which contained around 1500 respondents and was disaggregated into poor and non-poor depending on their socioeconomics, demographic, and territorial qualities. The outcomes dependent on the Tobit regression model uncovered that education level, sexual orientation, the volume of credit, the salary of the families, age, and consumption pay proportion were critical determinants of poverty. In any case, it was discovered that while education, the volume of credits, the pay of the family unit, and age decline the likelihood of poor, sex and the use-to-pay proportion build it. The outcomes likewise uncovered that the likelihood of being poor is high, with male borrowers contrasted with their female counterparts.

Yadav, (2014) Studied the connection between money-related access and poverty reduction utilizing the Multidimensional Poverty Index (MPI) among recipients of the Swarna Jayanti Gram Swarozgar Yojana scheme in Kashmir. The outcomes showed that the recipients saw an expansion in the way of life and a decrease in multidimensional poverty; in contrast to different measurements, engagement did not diminish hardships in the "education" measurement. Another reality that became known was that the plan was focusing on the non-poor rather than impoverished people. Be that as it may, the examination followed members just over a brief period and embraced a pre-post strategy whereby reactions were gathered at just one point by employing reflexive quasi-experimental design leading to recall drawback.

(Yasmeen Sultana & Abdul Jamal, n.d.2015) Investigated the commitment of microfinance to increasing the living expectations of low-salary individuals and the reduction of poverty. The analyst framed a questionnaire to look at the effect of

microfinance on the advancement of poor individuals in Pakistan. In this examination, the Content analysis has been utilized to research the effect of microfinance on poverty alleviation. To get a reasonable and supportive end, the researcher has gathered subjective and quantitative information. Subjective information was assembled from the meetings, and a clarification of the meetings depends on the communicated words. The raw information has been changed into valuable data through the methodology of the examination, just as there is a wide range of investigation techniques of subjective information, such as summing up, grouping, and content examination. The quantitative analysis includes information measurement for examination designs. Microfinance had a positive effect on poverty reduction and increment pay level, and education, and built up the expectation for everyday comforts of poor people. The credit size will have a constructive or contrary impact on the individuals. Numerous issues are looked at by individuals for getting credit from money-related establishments.

Kaur & Pareek, n.d. (2017) Conducted a study to empirically inspect the effect of MFIs on the reserve funds of the poor in Bangladesh utilizing the information from the Microcredit Regulatory Authority Database. The discoveries created energizing outcomes, and it has been discovered that the quantity of MFIs and the quantity of branches is undoubtedly connected with producing more savers. These results upheld institutional savings theory, where the accessibility of money-related organizations has positively affected the saving nature of individuals. This investigation further emphasized actualizing 'safe deposit boxes and 'matching savings' and need-based bank accounts for medicinal services or education that can additionally draw in more savers. Besides, the pertinent specialists, especially the MRA, ought to regulate and screen the exercises of MFIs to upgrade the security and well-being of the customers. It would well influence the customers if the MFIs could give speedy access to investment funds and hold the secrecy of customers for security purposes.

Moussa et al., n.d.(2017) Investigated to distinguish the various types of accountability works existing in Cameroon Microfinance Institutions (MFIs) and investigated how such practices have developed and organized inside the microfinance area in Cameroon through time. The examination has been intended to research if the traditional responsibility practices inside the microfinance area in Cameroon are a curse or a cure for poverty reduction. The investigation depended on the New Institutional Sociology (NIS) and a contextual investigation approach and

consolidated top-to-bottom meetings and auxiliary information sources. The examination distinguished three main types of accountability practices basic with MFIs in Cameroon, precisely useless, manipulative, and spilling accountabilities. The investigation was novel since it broadened the NIS into the microfinance division and clarified how clashing institutional weights, coming about because of contrasts of accountability practices,— 85 could be settled. It also uncovered the unintended outcomes of both obstruction and detached activities of nearby actors on microfinance, poor people, and destitution mitigation.

Mandrawal, (2022) Directed an investigation to distinguish the determinants of best practice models of microfinance for poverty reduction. The analyst contended that commercial and development players in microfinance ought to be treated as independent methodologies with varying points and the same reasoning, and separate best practice models for dynamic commitment ought to be created with each approach. The outcomes recommended that business microfinance and developmental microfinance suppliers have mostly extraordinary business needs, which like this influence the program structure and numerous prompts distinctive customer encounters among customers from a similar objective gathering.

Ranabahu & Wickramasinghe, (2022) Studied the job of the American microfinance non-benefit association KIVA Micro funds in embracing web advancements to carry microfinance to a broader customer base. As the association KIVA developed and built up authority in its specialty, it was confronted with new difficulties. The analysts directed a SWOT-motivated examination to pick up an understanding of the KIVA's prosperity and possible shortcomings, just as the development of other skillful associations with a common objective of destitution mitigation. The specialists found that to keep up its situation of authority in the microfinance market, KIVA needs to draw on its corporate history of creativity if it would like to keep up its state of control despite new associations that take various courses to a similar objective of decreasing poverty.

Ayodeji, (2022) Undertook an examination to survey the effect of microfinance through a government-supported SHG-Bank Linkage Program (SBLP) of the National Bank for Agriculture and Rural Development (NABARD) in India on poverty mitigation, business, and accomplishments of financial inclusion in the Bodoland region of Assam. The goals of the examination were to consider the effect of microfinance in producing work opportunities through an SHG–bank linkage program

in the areas of Baksa and Udalguri in Bodoland and to look at the effect of the program on income, pay disparity, and poverty mitigation among member family units. The information utilized for the exact examination has been gathered through essential field reviews in two representative districts of Bodoland, Baksa, and Udalguri areas, covering the sample size of 330 respondents involving 150 SHG members and 180 non-members. Results from an effect assessment demonstrated that the program had a positive and measurably noteworthy effect on the month-to-month income, workdays, and financial inclusion level of members of the program. The program has raised more SHG family units to a more elevated level of financial inclusion when contrasted with non-members and added to the destitution decrease. The program has diminished the frequency of poverty for members by around four percentage points and altogether decreased the poverty gap and seriousness of poverty by about 10% and 7%, respectively. The effect on disparity indices was sure, however, not huge.

Noor & Ayaz, (2023) Undertook a study entitled "Microfinance and the Business of Poverty Reduction: A Critical Perspective from Rural Bangladesh." The reason for the examination was to break down the job of the market-based ways to deal with poverty alleviation in developing nations. A small-scale level ethnographic methodology has been embraced to comprehend the emotional encounters of poverty, concentrating on individual and family unit stories in three towns in Bangladesh. The discoveries, in any case, mirrored another picture. The discoveries proposed that microfinance prompted expanding levels of obligation among already devastated networks and exacerbated financial, social, and

natural vulnerabilities. The discoveries additionally added to the current writing on the job of social capital in developing enterprising capacities in poor communities by featuring forms whereby social capital can be sabotaged by showcase-based measures like microfinance.

RESEARCH METHODOLOGY

Research design

The study focuses on the rural people in the village of Akaltara, district Janjgir Champa. Block Akaltara has been chosen for the study, which comes in the Akaltara tehsil of the Janjgir Champa District for study. 140 rural people have been included in this study from villages Akaltara, District Janjgir Champa availing microfinance. The size of the sample is decided based on convenience and random sampling. The total number of beneficiaries in this village is 40 but we have got success to collect data from 108 beneficiaries only, the reason behind this is someone do not want to share and many more are not available at the time of visiting the people's house. The first stage sampling technique is purposive sampling to a great extent as the researcher found it convenient to carry out this research in his home village. Akaltara is the nearby place from Bilaspur as well as Janjgir Champas district.

Primary as well as secondary data have been used for this study. **Primary Data** has been collected from a rural person of Block Akaltara District Janjgir Champa through questionnaires. For this purpose, a questionnaire with both open-ended and close-ended questions has been designed.

Secondary Data, on the other hand, has been collected from magazines, Journals, Newspapers, the Internet, the census of India, and NABARD.

DATA ANALYSIS AND INTERPRETATION

Table 2. Demographic information of the respondents

Variable	Measuring Group	Frequency	Percentage
Gender	Male	80	74
	Female	28	26
	Total	108	100
Education	Primary education	16	15
	Higher education	56	52
	graduations	20	18
	Post Graduation	4	4
	None of these	12	11
	Total	108	100
Occupation	Agricultural related	24	22
	Unemployed	28	26
	Business activities	44	41
	Other	12	11
	Total	108	100

Source : Computed by author

The field data has been carefully collected, edited, and examined. The statistics have been summarised using simple average and percentage methods. It reveals that 74% of respondents are male and 26% of respondents are female. It has been found that most of our respondents are educated, and 67% of respondents are primary/higher educated. 22% of respondents graduated and post graduated and 11% of respondents are illiterate. Because we chose respondents at random and without regard to gender, the majority of them are men, which attests to the fact that rural people make up the majority of microfinance beneficiaries.

Table 3. Perceptions of beneficiaries on various factors during the post beneficiaries' period

Perceptions of Beneficiaries				
Variable	Improved	Decreased	No Change	Total
Purchase of assets	68	8	32	108
Health care of a member of the household.	76	12	20	108
Managerial Efficiency	56	20	32	108
Standard of living	68	16	20	108
Social and Cultural activities	48	24	36	108
Personality Development	52	28	28	108
Public contacts	64	16	28	108
productivity and entrepreneurs' skills	64	20	24	108
Impact of training to improve	52	0	56	108
Ethics and Values	44	20	44	108
Decision-making capacity	68	12	28	108
Average percentage	56	16	32	100

Source : Computed by author

Table 3 shows that the majority of the respondents 56% of them improved after taking the microfinance facilities. The perception of 16% of respondents decreased various factors during the post-beneficiary period, due to not properly using the resources and finance, the perceptions of 32% of beneficiaries of no change on change in various factors during the post-beneficiary period.

Table 4. Facilitation Agencies

Variable	Agencies	Frequency	Percentage
The loan was taken from	Banking	84	78%
	other	24	22%
Total		108	100

Table 4 indicates that the majority of respondents i.e.78% have taken loans from banking and financial institution and the remaining 22% of respondents have taken loans from the others like cooperative societies.

Table 5. Descriptive statistics variable related to Beneficiaries

Variable	Yes	No	Total
Are you linking with a bank	88	20	108
Is training to improve the skill	60	48	108
Competition faced by the beneficiary	96	9	108
Beneficiary promotes the product for sale	52	56	108
Saving increased	76	32	108
Average percentage	69	31	108

Source : Computed by author

Table 5 represents the beneficiaries linking with the bank accounts, improving the training the skill, competition, promoting a sale, increasing saving, etc. 69% of respondents had a positive response and 31% of employees had a negative response.

Table 6. The rate of interest charged on credit

Variable	6-8%	8-11%	11-14%	Above 14%	Total
The rate of interest	0	36	48	24	108
percentage	0	33%	45%	22%	100%

Source : Computed by author

Table 6 shows that the interest charged by the various institution's majority of the interest rate charged by 11-14% i.e 45% of Respondents, 8-11% charged by 33% of respondents, above 14% charged by 22 respondents, and 6-8% charged by the 0 respondents.

Women are found poorer and more disadvantaged than men, which is one of the main reasons for poverty, slower economic growth, weaker governance, and lower standards of living. But compared to men, women make a much bigger difference in their family's well-being.

SIGNIFICANCE OF THE STUDY

1. Active participation in the microfinance program will bring perceptible change to the lives of its users.
2. Almost all the users could make substantial improvements in various indicators of personal empowerment, such as knowledge and social awareness, leadership qualities, cooperative mentality, communication skills, self-confidence, and decision-making capacity and abilities to face problems.
3. All microfinance beneficiaries will come to know the use of both loans for savings and loans for income-generating activities and employment opportunities.
4. Microfinance loans have interest rates that varied from 6 to 14 percent annually. Common people would come to know the various rates of interest, which would be lower than other commercial financial institutions.
5. The majority of microfinance users were unemployed before receiving loans. However, after taking microfinance services, each of them now has a job in the economic ventures and improvement in lifestyles also.

FINDINGS & CONCLUSIONS

Findings

AKALTARA Village Findings from Respondents

- 90% of the respondents are between the ages of 25 to 50 years, which indicates that the working population are concerned with microfinance for their financial needs.
- The study also revealed that 75% of respondents are male and 25% are female.
- Most respondents are educated having higher secondary, Graduated, and post-Graduated only a few respondents are illiterates.
- Approximately 35% of respondents have degrees of graduated/post-graduated and joined Microfinance Institution (MFI)/Self Help Groups (SHGs) for acquiring credit facilities.
- Around 50% of the respondent's higher secondary enrolled in Cooperative Society SHG/MFI to acquire credit.

- A little over 60% of respondents said they began their firm by borrowing money from SHGs or MFIs, and almost 70% said they had borrowed more than Rs 50,000 from one of these institutions.

Conclusions

Based on the findings it can be concluded that microfinance activities have a considerable impact on raising the family's standard of living, both economically and socially. Microfinance is one of the ways of fighting poverty in rural areas and to overcome poverty, rural people need to be able to borrow, save and invest, and to protect their families against rainy days. With this study, it has been found that there are variations in employment across the district of Janjgir Champa that dramatically affects rural poverty. And Microfinance has strong linkages and implications for poverty reduction and rural development. So it can be said that microfinance operations have a noticeable and beneficial effect on living standards, empowerment, and reduction of poverty among the poor, particularly in a rural setting.

The amount of savings and the frequency are decided by the group. It must be determined whether the saving, as agreed, is routinely made, how defaults are handled, and whether the system is adjusted by the needs of the members. To enhance the socioeconomic circumstances of rural women, microfinance should be combined with microbusiness support, which will increase their ability to produce an income.

Limitations:

- Only one Block Akaltara from the District of Janjgir Champa has been used as a sample which is a tiny sample size for the current investigation. Since there are other blocks in Janjgir Champa, but all have been excluded in this present study.
- Only 108 beneficiaries have given their response out of 160 which only 67.5% it might affect the result also.

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QUESTIONNAIRE

Dear Sir/Madam

I am Nand Lal Sahu, pursuing Ph.D. from the Department of Commerce, school of Commerce and Management, Guru Ghasidas Vishwavidyalaya Koni Bilaspur Chhattisgarh, under the supervision of Dr. Utkarsh Kumar. I am conducting academic research on the topic entitled "Impact of Microfinance on Rural Poverty Alleviation: A Case Study of Village Kotmi Sonar, District Jangir Champa Chhattisgarh". It is my humble request to you kindly give your precious time to fill out the questionnaire. Collected information and data will be used only for academic purposes. Your contribution in this regard is highly

useful for my survey and Ph.D. work. it will help to input for enhancing the impact of microfinance in rural poverty alleviation.

Demographic Characteristics of the Respondent -

A. General Information:

1. Name _____

2. Gender

- a. Male
- b. Female

3. Age Group (Year)

- a. 18-30
- b. 31-45
- c. 46-60
- d. Above 60

4. Marital Status

- a. Unmarried
- b. Married
- c. Widow
- d. Divorcee

5. Type of Family

- a. Joint
- b. Nuclear

6. Level of Education

- a. Illiterate
- b. Matriculation
- c. Senior Secondary
- d. Graduation
- e. Post-Graduation

7. Specify your primary occupation.

- a. Unemployed
- b. Service
- c. Labor
- d. Business
- e. Agriculture

8. Type of House

- a. Kutch House
- b. Pucca House
- c. Semi Pucca House
- d. Rented House

9. Type of cooking source primarily used

- a. Wood
- b. Charcoal
- c. LPG
- d. Kerosene

10. Facilitation Agencies:

- A) SHGs B) Financial institution
- C) NGOs. D) Cooperative society E) Any other.

11. Is The saving amount increasing or constant from the last five years?

- A) Increase B) Decrease C) Constant

12. What is the annual income of your beneficiaries and individuals?

- A) Beneficiaries' income: B) Individual income:

13. How the loan amount be used and will be utilized?

- A) Production purpose B) Asset Acquisition purpose
- C) Settlement of old debt D) Consumption of any other needs

14. The rate of interest charged on the credit?

- A) 6-8% B) 8-11% C) 11-14% D) Above 14%

15. Are you linking with the bank?

- A) Yes B) No

16. Is the training beneficial to improve the skills?

- A) Yes B) No

17. Competition faced by beneficiaries from other organizations?

- A) Yes B) No

18. Beneficiaries promote their product to increase sales.

- A) Yes B) No

19. Perception of the beneficiaries on various factors during the Post Beneficiaries' period:

- a. Purchase Assets. Improved / Decreased / No change
- b. Education of Children. Improved / Decreased / No change
- c. Health care of a member of the household. Improved / Decreased / No change
- d. Managerial Efficiency Improved / Decreased / No change
- e. Standard of living Improved / Decreased / No change
- f. Social and Cultural activities Improved / Decreased / No change
- g. Personality Development Improved / Decreased / No change
- h. Public contacts Improved / Decreased / No change
- i. Impact of training to improve Improved / Decreased / No change
- j. productivity and entrepreneurs' skills Improved/Decreased/No change
- k. Ethics and Values Improved / Decreased / No change
- l. Decision-making capacity Improved / Decreased / No change

20. Problems faced by the beneficiaries:

- A) Collection of raw materials. B) Financial Problem.
- C) Good sales on credit. D) Recovery of amount.

21. Marketing problems faced by the beneficiaries:

- a. No Problem.
- b. Propaganda.
- c. Lack of proper price.
- d. Lack of correct Information.

22. Customer response for concern service/manufacturing of products.

- A) Good B) Satisfactory C) Not satisfactory

23. Pricing problems faced by the beneficiaries?

- a. High prices of the Materials.
- b. Sluggish pricing movement.
- c. No pricing strategies.

- d. Lack of uniformity in prices.

24. Target customers of Beneficiaries selling their products?

- A) Rural B) Urban C) Both

25. Distribution channels of Beneficiaries selling the product?

- A) Retailers B) Wholesalers
C) Co-operative D) Hats & melas

26. How the Beneficiaries are selling their products?

- A) Direct selling B) Middle man's
C) Online D) Other

