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STUDYING THE MOTIVATING, FACILITATING AND COMPELLING FACTORS OF BUSINESS ON NATURAL RESOURCES: A STUDY ON STONE BUSINESSES OF SYLHET, BANGLADESH.



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ABSTRACT

This study is to find out the contributions of motivating, facilitating and compelling factors in the existing businesspersons of stone business. This descriptive analytical study was designed to carry out by convenience and judgmental non probabilistic sampling in order to collection of reliable primary data with other secondary data from different reading materials. The sample size was 28 from seven different locations of stone business of Sylhet. It is found that in this cent percent male dominated hardworking business, majority of businessmen are at growing age, self motivated, resellers and not migrated from other businesses. The profitability, ever demanding, never ending sources, durability of product and capital gain from land value etc. are the motivating factors of this business. Own vehicles

for carrying the products, easy availability of labors, favorable natural environment and availability of land etc. are the facilitating factors while no other attractive field of investment is the compelling factor of this business.

KEYWORDS :Stone Business, Motivating, Facilitating and compelling factors.



INTRODUCTION :

Construction depends on the stones for proper mixture with cement, sand and water to make concrete for the desired structure. Any strong structure needs the stones along with other materials in wide range of application. The different sizes of stones like $\frac{1}{2}$, $\frac{1}{3}$, $\frac{1}{4}$, singles and boulders with dust from crushing is needed for different types of construction. The stone are to be collected from quarries in the soil down the hills of Jaflong, Bisnakhandi, Vulaging and other points of Sylhet regions. The

processing of stones involves crushing the boulders in different sized by the crusher machines. A huge numbers of crushing factories are established near the sources of stones in different places of Sylhet. In the whole operation from collection to crushing and delivering to the consumers a huge number of employees are involved in the industry. These stone are sold in whole part of the country to build structures. Different intermediaries supply the stone to the final users.

Stone extraction is a common practice for the people of Zaflong, Bisnakandi, Vulagonj, Gowainghat and other places of Sylhet at the border line of India. Hundreds of men, women and children arrive at the quarry early morning in a day to collect stone. In earlier stone were collect by manually armed with shovels and wicker baskets, load the stones into small boats. However the recent use of heavy excavator machinery (known as “boma” machine) and systemic excavation took quarrying to a new shape, is used for extraction of stone under river with 70-80 feet deeps. A huge number of ‘boma’ machine and hundreds of stone crushing plants have been set up in the area.

Indiscriminate and haphazard process of stone collection caused a serious problem of the environment of the whole region. The small hills have already been collapsed due to the indiscriminate collection of stone and also due to abrupt digging in recent years. Besides, laborers have to suffer from discrimination in payment of wages, illegal tool collection and clashes between the groups have become a regular affair in the area. The poor roads for transporting goods is seriously obstacles the business. Using un-ethically ‘Boma’ machines and shallow machine is the major threat for environment.

From the earlier local people are engage in stone extraction due to there have no available other business and industry. Every day they sold million of cubic feet stone in whole part of country for construction and also the Government get high amount of taxes. As a result different kinds of jobs are explored in stone digging, collecting, stocking, crushing, vehicles load and unload. Thousand of people engaged in the stone extraction in the quarry from several district of country. These poor children, men and women, dependent on the stone collection job for livelihood.

In Bangladesh, the main sources of stone are quarries of India Borders of Sylhet which come from different hills of India. Jaflong is one of the prime zones gravels and stone. The rivers currents wash away precious rocks and pebbles from India via the dhawki river, into the Jaflong area. Bisnakandi stone quarry is also one of the biggest area of stone business. Stones are available in local land and river digging as stone come from the Indian hilly river in times of hilly flood. Vulagonj is the another greatest areas of stone business in Sylhet. It is located in Dholai river which source from Megaloy hill in India. Most of the land in Sylhet, which has borders with India, from Gowainghat upazila to Chhatak upazila is surrounded by many hills and quarries. They are the regular source of stone in Bangladesh.

As many persons are involved in the stone business in these areas, it is the general questions of research about the profile of the entrepreneurs, their influencing persons, and motivating, facilitating, compelling and obstructing factors of that business.

LITERATURE REVIEW:

The stone collection from different quarries of Sylhet was strated since the end of second world war (Khoda, 2007). Sylhet is oner of the administrative divisions of Bangladesh, situated at the north-eastern part with many rivers. Hills, hillock and haors. Sylhet is playing a significant role in the national economy by contributing more by foreign remittance, natural and mineral products. Stones is one of the mineral resources like gas and oil. The source of rock is Meghalaya of India. Stones are come down by gravity and water from Meghalaya that is comparatively higher than the ground level (Chowdhury, khan & Islam, 2014). According to Khoda (2007), the stones are extracted from the quarry by manually

(barkee boats) and by technology (excavating or digging wells). A quarry is open-pit mine for extracting the mineral resources. Stones are collected from these quarries like coal and other resources. These rocks are carried to the crusher machines to reshape it as per requirement of construction. The crusher is the factory where the collected boulders and bothu are reduced to different required sizes; $\frac{1}{4}$, $\frac{1}{3}$, $\frac{1}{2}$ and the dust by the crushing machines. These machines are of two types according to the sizes; small and large. Small machines can crush smaller units of boulders than the large machines (Chowdhury, Khan & Islam, 2014).

The Indian rivers Dholai and waste away a large amount of stone from the hills of Meghalaya to Bholagonj, Ballghat, Bichnakandi, Zaflong and other places of Sylhet (Tusha, 2011). Bholagonj is the largest stone collecting area of Bangladesh. Thus most stone quarries are situated at different places of Sylhet at the borderline of India and Bangladesh. The stone business has peak and off-peak seasons in every year. During the peak season average 12,000,000 cft stones are traded every month. More than 1000 mills are operating in the quarries employing 20-30 thousands of workers (Dev, 2014). Thousands of business enterprises are established to carry out these businesses. Environmentalists are active against these stone businesses as it creating river destabilization, dust and air pollution, land degradation, sound pollution, flooding and destruction of riparian zones (Dev, 2014). So sometimes ban of authorities come on the automatic excavation system and crushing machines that makes the chips more pricy (Khan, 2009). Many workers including women and children are involved but the workers are exploited by the owners of enterprises as alleged (Khoda, 2007). But there are good opportunities of employment and also good businesses. It is found that the small crushers are getting average 50% of return per year where the large crushers are getting 36.9% of return (Chowdhury, Khan & Islam, 2014). Similarly the collection and storage of stones are claiming such attractive returns. So it is able to attract many active and diligent businessmen at their tender age to that business.

Entrepreneurs might be influenced by some persons, motivated by some factors, facilitates by some features, compelled by some compulsions and also obstructed by some elements. Inspiration provide motivation, activation, and broaden the vision of the entrepreneurs. Facilitating factors includes the qualities of the entrepreneurs, the different inside and outside elements that help the owners in his business. The compelling factor coerce them to operate the business and the obstructing factors limit the outcome of the enterprises and even try to stop the operations and put the owner outside the business (Rao, 1986). The stone businesses have to test all the elements in their day to day operation.

RESEARCH OBJECTIVES:

The objectives of the research are:

- a.To identify the demographic profile of Stone businessmen of different points of Sylhet.
- b.To highlights the influencing persons behind the Stone businesses.
- c.To identify the motivational factors of Stone business.
- d.To mark the facilitating factors of the stone businesses.
- e.To pinpoints the compelling and obstructing factors of that business of exploration, storing and processing.
- f.On the basis of the research provide some imperatives to accelerate the businesses.

RESEARCH METHODOLOGY:

This is a descriptive analytical research which incorporates survey technique as for qualitative and quantitative analysis to find out the operational factors in stone business and on the persons

behind the businesses in Sylhet region. Seven members focus group from businessmen, experts and academicians provide the framework of the research and validates the research.

Sampling Design: A judgmental non provability sampling technique is used by the suggestion of the focus group members to provide the accuracy of the research.

Data collection: The primary data for the research was collected by survey questionnaires. A few numbers of questionnaires formulated and modified by a pre interviews. Twenty eight businessmen were targeted as respondents to get the information of their businesses. The data were collected by the semi-structured questionnaire. The secondary data were collected from different reading materials to get more insights for analysis.

Data interpretations: to make the proper interpretations of the findings the data were processed through Microsoft Excel 07 and SPSS 19 to get different outputs by frequency distributions techniques. The outputs were reshaped in different convenient tables and interpreted through subjective and objective analysis of the researchers.

FINDINGS:

Status of respondents: The questionnaires was pre-tested using responses from 08 people (to ensure questionnaires readability) and then data was collected from (28) respondents using a structured questionnaire. All of the questions are related to the Stone business.

Table 1: Profile of Business and Entrepreneurs:

Item	Elements	Number	Proportion	Item	Elements	Number	Proportion
Location	Vulagonj	8	28.6	Age of Entrepreneurs	25-35	20	71.4
	Jaflong	1	3.6		35-45	4	14.3
	Bisnakhandi	11	39.3		45-55	3	10.7
	Goainghat	5	17.9		Above 55	1	3.6
	Doyarbazer	1	3.6		Total	28	100.0
	Kalibari	1	3.6	Gender	Male	28	100.0
	Salotikor	1	3.6		Female	00	00.0
	Total	28	100.0		Total	28	100
Education	Below SSC	10	35.7	Marital Status	Married	22	78.6
	SSC	10	35.7		Unmarried	6	21.4
	HSC/Diploma	6	21.4		Total	28	100.0
	Undergraduate	1	3.6	Past Profession	Business	2	7.1
	Graduate	1	3.6		NRB	4	14.3
	Total	28	100.0		No	22	78.6

Experiences	1-4	12	42.9	Fathers' profession	Total	28	100.0
	4-8	6	21.4		Stone Business	5	17.9
	8-12	5	17.9		Unrelated Business	11	39.3
	Above 12	5	17.9		Agriculture	9	32.1
	Total	28	100.0		Teaching&Other	3	10.7
Source of Fund	Self	6	21.4	Tupe of Business	Total	28	100.0
	Borrowing	9	32.1		StoringSelling	7	25.0
	Self & Borrow	7	25.0		Dig & Sell	8	28.6
	Self & Bank	6	21.4		Crushing	2	7.1
	Total	28	100.0		All	11	39.3
Customers are from	Dhaka	3	10.7	Owned Vehicles to carry	Total	28	100.0
	Chittagong	1	3.6		0	8	28.6
	Sylhet	11	39.3		Tructor	12	42.9
	Dhaka & Chittagong	9	32.1		Truck	7	25.0
	Dhaka & Sylhet	4	14.3		Peddle Boat	1	3.6
	Total	28	100.0		Total	28	100.0
Type of Customers	Individual	1	3.6				
	Reseller	20	71.4				
	All & Other	7	25.0				
	Total	28	100.0				

Sources: SPSS 19 outputs of the data from field survey conducted in May-Sep, 2014

Out of the 28 people surveyed 39.3% persons are doing business on Bisnakandi stone quarry. Jaflong, Kalibari & Salutikor are simultaneously 3.6%. which means the major Stone business side is Bisnakandi. Stone business is related to the flow of stones from hills of India. Stones are collected from the source and carried to the place of easy transporting by river and or road. On the basis of advantages of electricity and transport the storage, processing and delivery of stones is conducted. Out of 28 respondents 11 are selected from one of the important place of stone business Bisnakandi and 8 were selected from another important business place Vulagong, 5 from Guaianghat and 1 each from the other places. Out of 28 respondents, 20 are from the age group 25-35- the very growing age when entrepreneurs have much energy to supervise the scattered collection, processing and distribution. The female entrepreneurs never think about entering the hard labor intensive business, so the business is only male operated. Highly educated persons are not interested about that business and the youths with education level up to SSC level are the major groups (71.4%) of that business. As the youths have started that perceived profitable business, most of them going to start their conjugal life (77.8%). It is also found that this is the first profession of 78.6% of the respondents. So mobility to this hard working business is minimum (7.1%). Entrance to that business from the inheritance of fathers' similar stone business is the least but from the unrelated business of fathers' is the highest (39.3%). The 39.3% businessmen are doing all the steps; collection, processing and distribution of stones that is followed by the businessmen who are involved in collection and sale (28.6%). The lowest proportion (7.2%) is

involved in only crushing business. This business needs vehicles to carry the products from source to store, crusher, delivery point or buyers’ destination. The businessmen need own vehicle to use in this purpose. Those who do not have own vehicle must depend on the rented vehicle for transport. It is found that 28.6% do not have own vehicles other have truck, tractor and or boats. Different sources of fund are used in the businesses under study in almost similar proportion. The customers are from different places of Bangladesh, because for construction of buildings, roads and others, stone is an essential element. The resellers are the major customers (71.4%) of these businesses. The individual users also buy from these enterprises (Table 1).

Influencing person encourage, inspire and guide the individuals to any activity. Influencing youths to the stone business might be influenced by the youth self, family business, relatives and or friends.

Table 2: Influencing Persons in the Stone Business

Factor	Description	Strongly Disagree	Disagree	Indifferent	Agree	Strongly Agree	Total
Self Motivated	Number	0	0	1	9	18	28
	Percent	0	0	3.6	32.1	64.3	100%
Family Business	Number	10	5	2	7	4	28
	Percent	35.7	17.9	7.1	25	14.3	100
Relatives’ Influences	Number	11	5	2	5	5	28
	Percent	39.3	17.9	7.1	17.9	17.9	100
Friends’ influence	Number	9	1	1	12	5	28
	Percent	32.1	3.6	3.6	42.9	17.9	100

Sources: SPSS 19 outputs of the data from field survey conducted in May-Sep, 2014

All the respondents ensured that they are influenced by self motivation, 39.3% by family business, 35.8% by relatives and 60.8% agreed that they were influenced by their friends of that business. So it is found that self and friends’ motivation work well to the respondents in their inspiration to that business (Table 2).

Other than influencing persons, the youths might be motivated by different factors; high profitability, cheap labor, cheap machinery, institutional support, Govt. support and capital gain from the increase of the land value.

Table 3: Motivating Factors of the Business

Factor	Description	Strongly Disagree	Disagree	Indifferent	Agree	Strongly Agree	Total
High profitability	Number	1	3	0	10	14	28
	Percent	3.6	10.7	0	35.7	50	100
Cheap Labor	Number	4	11	1	9	3	28
	Percent	14.3	39.3	3.6	32.1	10.7	100
Cheap Machinery	Number	5	10	1	10	2	28
	Percent	17.9	35.7	3.6	35.7	7.1	100
Institutional Support	Number	9	4	1	13	1	28
	Percent	32.1	14.3	3.6	46.4	3.6	100
Govt. Support	Number	12	7	1	5	3	28
	Percent	42.9	25	3.6	17.9	10.7	100
Capital Gain (land)	Number	2	2	2	8	14	28
	Percent	7.1	7.1	7.1	28.6	50	100

Sources: SPSS 19 outputs of the data from field survey conducted in May-Sep, 2014

Among these factors, expectations of high profitability attract most(85.7%) to the youths. That is followed by expectation of capital gain as the youths expect the increase of occupied land value in shorter time. The role of institutional support is mentioned by 50% of the respondents, 44.8% due to availability of cheap and durable machinery, 42.8% by cheap labor 28.6% for Govt. supports. Thus it is found that highest motivating factor is the expectation of high profitability and capital gain from revaluation of land (Table 3).

Facilitating factors facilitate the smooth operation of the business. For stone business, factors examined in respect of facilitation are: favorable environment, proximity to raw materials, financial solvency to do the business, never ending available source of raw materials, available transporting facilities to shift the products from source to storing, processing, distributing and reaching to the destination of consumers' places, suitable infrastructure in respect of road, electricity and others, non perishable nature of the products and high demand of the product round the year.

Table 4: Facilitating Factors of the Business.

Factor	Description	Strongly Disagree	Disagree	Indifferent	Agree	Strongly Agree	Total
Favorable environment	Frequency	2	7	2	14	3	28
	Percent	7.1	25	7.1	50	10.7	100
Proximity to RM	Frequency	9	5	3	9	2	28
	Percent	32.1	17.9	10.7	32.1	7.1	100
Financial Solvency	Frequency	0	1	0	18	9	28
	Percent	0	3.6	0	64.3	32.1	100
Availability of RM	Frequency	0	1	1	16	10	28
	Percent	0	3.6	3.6	57.1	35.7	100
Availability of Transport	Frequency	2	5	1	15	5	28
	Percent	7.1	17.9	3.6	53.6	17.9	100
Suitable Infrastructure	Frequency	5	6	2	11	4	28
	Percent	17.9	21.4	7.1	39.3	14.3	100
Non perish ability	Frequency	2	1	6	18	1	28
	Percent	7.1	3.6	21.4	64.3	3.6	100
High Demand	Frequency	0	0	2	15	11	28
	Percent	0	0	7.1	53.6	39.3	100

Sources: SPSS 19 outputs of the data from field survey conducted in May-Sep, 2014

Among these factors, no body disagree with the statement that high demand of the products facilitates them in doing the business. Only one entrepreneur out of 28 disagree with the statements that necessary financial support and availability of raw materials (stones) facilitates them in this business. Three of them disagree with the facilitation done by non perishable nature of the item of business. It can be stored easily in the open places with no risk of losses. Seven of them disagree with the statement that easy transporting facilities help them more in doing the business. The reason behind the disagreement that, entrepreneurs who do not have the owned vehicles suffer a little to manage by hired vehicles. Nine of them disagree with the statement that favorable environment facilitates them in the business. The hostile (in their opinion) political, social and legal environments sometimes create

trouble in their operations. Lack of electricity and improper maintenance of roads make eleven of the respondents disagree with the facilitating factor- suitable infrastructure in the facilitation of the business. The highest disagreement (14 out of 28, 50%) is shown in the factor of proximity to raw materials (Table 4). It is found that to get proximity to road connection, some businessmen are storing the product in a few distance from the raw materials that increase the transportation cost of the materials- that increase the cost of operation and reduce the profitability of the business.

Compelling factor provide some sort of bindings to the entrepreneurs to do the business. To search the compelling factors on the youths in doing the business, one factor- lack of suitable career facility was examined.

Table 5: Compelling Factors of the Stone Businessmen

Factor	Description	Strongly Disagree	Disagree	Indifferent	Agree	Strongly Agree	Total
Lack of Suitable Career	Frequency	0	2	1	14	11	28
	Percent	0	7.1	3.6	50	39.3	100

Sources: SPSS 19 outputs of the data from field survey conducted in May-Sep, 2014

It was found that only two disagree with the statement that this is the compelling factor to them. This hard labor consuming business never attracts the persons if they have another opportunity to do the business. From the profile it was found that maximum of them have educational qualification up to SSC level. So with this level of education, it is not possible to arrange a suitable career for them. So it is proved that most of them have to select that business being failed to arrange more suitable career for them (Table 5).

Obstructing factors are the limiting factors of the business. These factors limit the smooth operation, expansion and profit earning ability of any business. To search the obstructing factors, the following items are examined: trade union attitude of the workers, life and health risk of the workers, environmental issues rose by environmentalists, legal authority and administration, lack of suitable infrastructure, continuous political turmoil and lack of technical supports for crushing machines.

Table 6: Obstructing Factors of Stone Business

Factor	Description	Strongly Disagree	Disagree	Indifferent	Agree	Strongly Agree	Total
Unity of workers	Frequency	4	5	3	15	1	28
	Percent	14.3	17.9	10.7	53.6	3.6	100
Risk of Labors	Frequency	5	6	2	13	2	28
	Percent	17.9	21.4	7.1	46.4	7.1	100
Environmental Issues	Frequency	3	3	5	16	1	28
	Percent	10.7	10.7	17.9	57.1	3.6	100
Infrastructural Problems	Frequency	2	2	6	9	9	28
	Percent	7.1	7.1	21.4	32.1	32.1	100
Political Turmoil	Frequency	8	7	3	9	1	28
	Percent	28.6	25	10.7	32.1	3.6	100
Lack of Technical Support	Frequency	3	4	3	14	4	28
	Percent	10.7	14.3	10.7	50	14.3	100

Sources: SPSS 19 outputs of the data from field survey conducted in May-Sep, 2014

The lowest disagreement was found in the item- lack of suitable infrastructure to operate the business. The crushing business is severely affected by disrupted power supply in the site. Besides lack of proper roads for trucks of bigger capacity, improper maintenance of the roads impede the businesses in natural operation. Four respondents out of the 28 showed their disagreement in this statement and 18 showed their agreement. Environmentalists raise the issue of creation of imbalance by exploration of the stones from the soil and pollution created by the stone crushers. The legal authorities interfere in the smooth operations of the businesses. So, 17 out of the 28 respondents support the statement that environmental issue is one of the major limiting factors of the business. The technical support for the crusher machines is necessary for smooth operation. It is found that due to the frequent breakdown of the machines, the operation is disrupted. The repairing services of the machines are not adequate. Eighteen respondents support that this is an important obstructing factor of the business. As a labor intensive business, many labors are needed for manual exploration of stones from the soil, transporting it to the storing places, loading it to the vehicles, facilitating the crushing machines for crushing operations etc. The unity of labor to pressure on the management is the limiting factor for the business. Sixteen respondents have supported it as there are improper practices of labor union in the country. Frequent life and health risk is another limiting factor of the business as it involves the movement of heavy items. Any slip in the movement of the item may create life and health hazards. Fifteen of the respondents showed their agreement is that issue. Another limiting factor is the political turmoil that disrupts the distribution of the items frequently though the exploration and processing is not hampered but problem is distribution ultimately hampers the flow of fund and obstructs the business. Ten out of 28 respondents showed their agreement about that disrupting factor of the business (Table 6).

Overall interpretation: It is found that most of entrepreneurs are at their growing age, newly married, with minimum educational qualification started as their first business with no experience from other business, have come from family of businessmen in unrelated field, started business using all sources of fund in exploration, storing, processing and selling stones (Table 1). They have got their inspiration from self motivation and friends suggestions (Table 2). The most important motivating factor is expectation of high profitability along with factors of smooth operations like huge demand, available raw materials, labors and technology (Table 3). The facilitating factors help in smooth operation of the business. The entrepreneurs identified the most effective facilitating factor as high demand of the product round the year in construction industry, necessary financial support from themselves, their family, friends and lending institutions with the availability of raw materials from never ending sources. The other facilitating factors such as non perishable nature of the product, available transporting facilities, infrastructure etc. play significant role in facilitate the business (Table 4). The only compelling factor found in the research is the failure in arranging a better career by the semi-educated entrepreneurs (Table 5). Among the obstructing factors, infrastructural problem and environmental issues are alarming the enterprises more. The other factors are found as poor infrastructure, unity of labor for giving pressure to management, health and life risk of labor in operation of heavy materials and political turmoil are obstructing the smooth operation of the businesses (Table 6).

Supporting the motivational and facilitating factors and minimizing the obstructing factors can bring more attraction in the labor intensive business that may be used as huge source of employing the semi-skilled and unskilled labor and semi-educated entrepreneurs. The unlimited supply and huge

demand in construction industry provide the industry sustainability and viability.

CONCLUSION:

The analysis on the profile of entrepreneurs and enterprises of stone business with the role influencing persons in the business, the motivating, facilitating, compelling and obstructing factors gave insides of that business. On the basis of never ending mineral resources, easy technology of exploration by unskilled manual labor, processing by easy technology and high demand in construction give more opportunity of doing business all over the year. Strengthening the facilitating and motivating factors and minimizing the alarms from obstructing factors give a huge opportunity of employment of semiskilled and unskilled labors with their semi-educated entrepreneurs in the objective of economic development of the territory and the nation.

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