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Problems of micro, small and medium enterprises in Haryana

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Abstract

The Indian economy's Micro, Small, and Medium Enterprises (MSMEs) sector has become one of its most thriving and active segments. The MSMED Act of 2006 gave the government the authority to create a national board for Micro, Small, and Medium Enterprises. Entrepreneurs are key players in a nation's economic development and are connected to that nation's overall industrial development. The information from the MSMEs entrepreneurs was gathered using a convenient sampling technique. Both primary and secondary data were incorporated into this investigation. With the aid of a carefully constructed questionnaire, the primary data was put together from fieldwork. For the study, secondary data was compiled from a variety of journals, books, yearly reports from the ministry of MSMEs and the Indian government, websites, etc. The goal of the research was to better understand the challenges faced by MSMEs entrepreneurs. The state of Haryana provided data with a sample of 360 respondents. Percentage, Compound Annual Growth Rate, Overall Growth Rate and charts has been used to analyse the data.

Keywords: MSMEs entrepreneurs, Haryana, problems, primary data

Introduction

The nation's capacity to succeed economically depends on its physical, financial, and people resources. The dynamic nature of MSMEs in emerging nations puts them as catalysts for achieving the growth goals of those nations a long-recognized function. MSMEs serve as ancillary units to large enterprises and have a significant positive impact on the nation's socioeconomic development. This industry is the second largest employer of labour after agriculture, resolving issues like poverty and unemployment by offering quick, widespread employment at cheap investment.

MSMEs contribute directly or indirectly to over 40% of exports and 45% of manufacturing output in India. The government has launched a number of programmes and plans to aid MSMEs in growing their businesses. MSMEs were referred to as small scale industries prior to 2006. For the development of small-scale companies, the "MSMED Legislation 2006" was introduced in 2006. This act accurately identified MSMEs on the basis of investment criteria in the manufacturing and service sectors. After the legislation was passed, the government focused on the growth and diversification of MSMEs. The MSMEs sector has made it easier for women-owned businesses to enter the industrial sector. Numerous government initiatives have been started specifically to support the growth of female entrepreneurs. MSMEs are classified under MSMED Act 2006 as below.

Table 1: Shows the enterprises Investment in Plant and Machinery (manufacturing) and Investment in Equipment (Services)

Enterprises	Investment in Plant and Machinery (manufacturing)	Investment in Equipment (Services)
Micro	Up to Rs. 25 Lakhs	Up to Rs. 10 Lakhs
Small	Rs. 25 Lakhs- Rs. 5 Crores	Rs. 10 Lakhs - Rs. 2 Crores
Medium	Rs. 5 Crores- Rs. 10 Crores	Rs. 2 Crores - Rs. 5 Crores

Source: Micro, Small and Medium Enterprises Development Act, 2006"

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New classification criteria for MSMEs

“The changes in classification criteria were long awaited. Although it was proposed long back, government recently announced the same via Press Release on 13.05.2020 and applicable from 1st July 2020.

Table 2: Shows the Classification and Manufacturing and Service sector (no distinction)

Classification	Manufacturing and Service sector (no distinction)	
	Investment in Plant and Machinery	Annual Turnover Limits
Micro	Not more than Rs.1 Crore	Not more than Rs.5 Crores
Small	Not more than Rs. 10 Crores	Not more than Rs. 50 Crores
Medium	Not more than Rs. 50 Crores	Not more than Rs. 250 Crores

Source: <https://msme.gov.in/know-about-msme>”

MSMEs are facing many problems like finance, raw material, skilled labour, infrastructure, competition with global industries, informational issues and compliance issues, etc. The government has launched many schemes and policies for the growth of MSMEs sector and solve the problems of MSMEs.

Literature review

Some relevant studies have been reviewed for the understanding of problems of MSMEs. Some of them are given below.

Sonia and Kansai R. (2009) deliberate the impact of globalization on MSMEs during pre-reform and post-reform. Four economic parameters were used as number of units, employment production and export. The outcome of study is based on Annual Average Growth Rate calculation. In all studied criteria, AAGR was higher in the pre-reform period (1973-74 to 1989-90) than in the post-reform period (1991-92 to 2007-08). They came to the conclusion that MSMEs did not fare well in the post-reform era.

Thiripurasundari, K and V. Gurumurthy (2009) [11] discussed the challenges of MSMEs. They found that globalisation is important opportunities for MSMEs but it was also discussed that it creates many challenges of MSMEs. It was found that in India there are many large industries which are creating problems for Indian MSMEs. In study it was observed that at globalized platform, survive of financially strong MSMEs is possible.

Meenu, Dr. (2014) [3] conducted study on “Problems and prospects of small-scale industries in Haryana”. The study's goal was to look at the challenges that small-scale enterprises face in Haryana. The research was based on secondary information. It was concluded that small scale industries were facing the problems of lack of financial resources, unable to adapt more quickly to changing market conditions and new technology, lack of research and development activities, inefficient staff and lack of communication skills. It was suggested that there is need to adopt efficient practices, advanced promotional policies and accurate check on small scale industries in Haryana.

Patil, S.G. and Choudhary, P.T. (2014) conducted study on “Problems of Small-scale Industries in India”. The objective of the study was to examine growth and performance of SSI (small scale industries) and to analyse problem related to small scale industries. Study was purely based on secondary

data and data was collected from the website of Ministry of Small and Medium Enterprises, Government of India and other published material. The total number of small-scale industries has climbed from 105.21 lakh in 2001-02 to 298.08 lakh in 2009-10, according to the findings. SSIs have a number of challenges, including a lack of trained people, insufficient credit support, irregular raw material supply, unorganised marketing, poor infrastructure, and limited investment in machinery and equipment, to name a few.

Rana, A. and Tiwari, R. (2014) [6] conducted study on “MSME sector: challenges and potential growth strategies”. The study's goal was to assess the problems that MSMEs in India confront and to provide alternative growth methods for MSMEs in India. The research was based on secondary information. This study showed that the MSMEs were facing the problems of lack of credit, unavailability of capital, corruption in government departments, lack of competency in management, outdated technology, etc. The potential growth strategies were suggested as alternative funding sources, crowd funding, promote SME exchanges, create awareness about SME listing, MSME mutual fund, enhance transparency in administration, management support, MSME based SEZ, etc. It was also found that the central government has inspired lot of confidence among people to start new business and contribute in the economic prosperity of the country.

Aruna, N. *et al.* (2017) [4] conducted study on “Problems faced by MSMEs in Visakhapatnam district of Andhra Pradesh state: a rotated factor analysis”. The study's goal was to examine the issues that MSMEs in Visakhapatnam face. The research was conducted using cross-sectional data. Data was gathered with the help of structured schedule from registered and unregistered enterprises in that area. To choose samples, a basic random sampling procedure was applied (150). The data was analyzed and interpreted using SPSS software and factor analysis. It was found that there were seven major problems as tax related finance problems, power problems, Labour problems, raw material problems, debtors' problems, technology problems, pre-commencement of registration problem which were faced by MSMEs in Visakhapatnam district.

Mukherjee, S. (2018) [5] conducted study on “Challenges to Indian micro small scale and medium enterprises in the era of globalization”. The research was based on secondary information. In study, it was analysis that high cost of credit, inadequate infrastructure facilities, unavailability of raw material, lack of skilled manpower, technological backwardness are major challenges which were faced by MSMEs. In this study more emphasis was given on technological development.

Tripathy, I.G. and Kumar, P. (2019) [7] conducted study on “Challenges of Indian MSME exporters: a review”. The study's goal was to look at the problems that Indian MSME exporters confront in foreign markets. It was concluded that the MSMEs were facing the tariff and non-tariff barriers in the destination markets because they have less information. It was suggested that the government of India, Ministry of MSMEs should provide information regarding destination country's policies. MSME exporters also need to make aware about government of India initiative which were made for them to increase their exports.

Udit Mishra, (2020) [2] discussed the impact of COVID 19 on India's MSME sector. The observations include a drop in demand for the product of MSMEs in the market. In India

there are 6.33 million MSMEs that provide 55 percent employment in urban areas. The majority of these units are unregistered and are too small by nature and unable to cope qualified to register with the registered units. The second most crucial factor is financing issue. Specifically, formal banking provides less than a third of those who apply for a loan due to fears of Non-performing assets. And Delays in payment from customers are a problem afflicting the industry. Their clients.

Objectives of the study

1. To show the performance of MSMEs in Haryana.
2. To study the problems of MSMEs in Haryana.
3. To discuss the measure adopted by Government of Haryana and Government of India for the growth of MSMEs.

Research Methodology

The present study is based on both primary and secondary data. A structured questionnaire is designed to collect the primary data. Secondary data has been gathered from various issues of the Ministry of MSMEs' Annual Reports on MSMEs and the Reserve Bank of India's Handbook of Statistics on the Indian Economy, issued by the MSMEs Ministry and the RBI respectively, Relevant Websites, Journal Papers, Articles, All other MSMEs-related sources. The research spans the years 2006-2007 to 2019-2020. The relevant data has been processed and presented in appropriate tables and chart to examine the performance of MSMEs in Haryana.

Sample Design

Convenient sampling techniques were adopted and 360 MSMEs (270-Micro, 60-Small and 30-Medium) entrepreneurs were selected in Haryana state.

Statistical Tools

Appropriated statistical tools have been used to analyse the data. The researcher has applied the statistical tools such as percentage analysis, Compound Annual Growth Rate, Overall Growth Rate, table and charts to analyse the data.

Discussion and Analysis

This paper has three sections: 1) Performance of MSMEs in Haryana. 2) Problems of MSMEs in Haryana and 3) Steps taken by government for the growth of MSMEs. These are discussed below.

1) Performance of MSMEs in Haryana

As we know that MSMEs are second largest employment providers in Haryana state and Indian economy. After the enactment of MSME Act 2006, there was an enormous growth in numbers of MSMEs. The MSME Act went into effect on October 2nd, 2006. Because MSME units were in their infancy during the 2006-07 year, the FY 2006-2007 is used as the baseline for determining growth rates in terms of the number of MSME units. Up until March 31st, 2006, a total of 26,879 MSMEs had been established. Growth and performances of MSME units in Haryana during 1st April, 2006 up to 31st March, 2020 is given in following table.

Table 3: Performances of MSME units in Haryana during 1st April, 2006 up to 31st March, 2020

Years	No. of Unit Registered During the Year	%Increase/Decrease Over Previous Year	Total No. of Units (cumulative)	%Increase/Decrease Over Previous Year
2006-07	2179	-	26879	-
2007-08	2629	20.65	29508	9.78
2008-09	2954	12.36	32462	10.01
2009-10	4113	39.23	36575	12.67
2010-11	6895	67.64	43470	18.85
2011-12	4971	-27.90	48441	11.44
2012-13	6029	21.28	54470	12.45
2013-14	7103	17.81	61573	13.04
2014-15	10163	43.08	71736	16.51
2015-16	15188	49.44	86924	21.17
2016-17	20569	35.43	107493	23.66
2017-18	31877	54.98	139370	29.65
2018-19	36337	13.99	175707	26.07
2019-2020	29360	-19.20	205067	16.71
Overall Growth Rate (%)		1247.41		662.93
CAGR (%)		22.15		16.92

Source: Directorate of Industries, Chandigarh, Haryana

The table-3 shows that the number of MSME units registered in each financial year and the total number of units registered up to the respective years. During the financial year 2006-07, the total registered units were 26879 and by the end of financial year 2019-20, the total number of MSME units increased to 2,05,067. The Compound Annual Growth Rate (CAGR) of MSME registered units was found to be 22.15% and overall growth rate was 1247.41% during the year (2006-07 to 2019-20). Compound annual growth rate of total MSME units registered was 16.92% and Overall Growth Rate (OGR) was noted to be 662.93% during the entire period (2006-07 to 2019-20)

respectively. However, the growth rate was higher (29.65%) during the FY 2017-18 while the Growth Rate (GR) was lowest (9.78%) during the FY 2007-08, indicating a fluctuating trend in the rate of growth in MSME units during the entire study period.

The number of new MSME units registered during the year 2006-07 was 2179, being the lowest, while it was highest, being 36337 numbers of units in the year 2018-19. As regards the growth rate of new registered units during 2007-08 was found to be more 20.65% and after that the rate of growth of new registered units decreased and increased which showed fluctuating trends.

While evaluating the growth rate, it is found that during the FY 2009-10 to 2011-12 growth rate was higher than the compound annual growth rate and during the FY 2013-14 the growth rate was lower than compound annual growth

rate for entire study period. The table also shows a noticeable negative trend in the growth rate during 2011-12 and 2019-20.

Table 4: Overall Performance of Micro, Small and Medium Enterprises in Haryana (1st April 2006 to 31st March 2021)

Year	Units (No.)	Employment (No.)	Investment (Rs. Lakh)	Growth rate of Employment (%)	Growth rate of Investment (%)
2006-07	26,879	5,37,372	15,32,695	-	-
2007-08	29,508	5,84,777	16,45,915	8.82	7.39
2008-09	32,462	6,35,960	17,71,739	8.75	7.64
2009-10	36,575	6,98,763	19,31,761	9.88	9.03
2010-11	43,470	7,74,880	21,56,768	10.89	11.65
2011-12	48,441	8,45,447	23,64,706	9.11	9.64
2012-13	54,470	9,27,422	25,83,425	9.70	9.25
2013-14	61,573	10,03,129	27,94,758	8.16	8.18
2014-15	71,736	10,88,981	30,22,932	8.56	8.16
2015-16	86,924	12,01,069	33,44,123	10.29	10.63
2016-17	1,07,493	13,37,481	37,73,599	11.36	12.84
2017-18	1,39,370	15,30,403	43,61,654	14.42	15.58
2018-19	1,75,707	17,16,671	48,53,342	12.17	11.27
2019-20	2,05,067	18,74,875	52,74,682	9.22	8.68
2020-21	2,33,252	20,31,065	55,01,301	8.33	4.30

Source: Directorate of Industries, Chandigarh, Haryana

The above table-4 shows that the total number of MSMEs units were 26,879 in 2006-07 and these numbers increased 1,07,493 in 2016-17. The total numbers of MSMEs were 1,39,370 in 2016-17 which increased 2,05,067 in 2019-20. The MSMEs provided employment to 5,37,372 persons in 2005-06 and the number increased 13,37,481 persons in 2016-17. The MSMEs employed 15,30,403 persons in 2017-18 which increased 18,74,875 in 2019-20. The growth rate of employment was highest in 2017-18. MSMEs are second larger employment providers after the agriculture sector. Investment from MSMEs have also increased Rs. 15,32,695 lakhs in 2005-06 to Rs. 52,74,682 lakhs in 2019-20. The growth rate of investment was highest in 2017-18. MSMEs has grown significantly in Haryana which can be seen from the increased the numbers of units. Below Figure-1 shows the trends in number of units, employment and investment in Haryana.

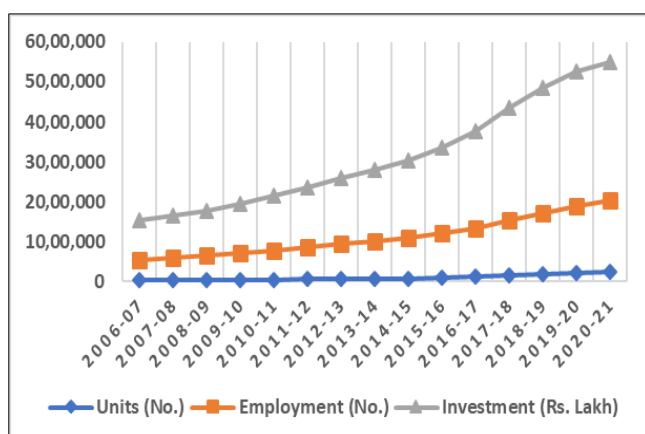


Fig 1: Number of Units, employment and investment by MSMEs in Haryana

Problems of Micro, Small and Medium Enterprises in Haryana

From the performance table, we observe that MSMEs are increasing a fast pace and contributing in the economic growth of Haryana. MSMEs face many problems from

starting their business or firm to getting their payment for production. Some problems faced by MSMEs are discussed below.

Financial problems

- High legal formalities for getting loan
- High interest rate on loan
- Inadequate assistance from banks
- Unfriendly attitude of Financial Agencies
- Delay in the sanction of loans
- Strict Repayment Schedule

In the area of financial problem above mention problems have been taken. In the primary study, it was found that majority of respondents in micro enterprises were facing three types of major financial problems as high legal formalities for getting loan (59.26%), high interest rate on loan (54.07%) and inadequate assistance from banks (64.07%). Majority of respondents in micro enterprises were of the opinion that unfriendly attitude of financial agencies (86.30%), delay in the sanction of loans (78.52%) and strict repayment schedule (63.70%) are not the big finance problems faced by them. Majority of small enterprises were facing the problems about high legal formalities for getting loan (60%) and delay in the sanction of loans (38.33%). But medium enterprises were facing financial problems of delay in the sanction of loans (40%) and strict repayment schedule (43.33%) in the present study area.

Production related problems

- Irregular power supply
- Lack of skilled labour force
- Inadequate technical support
- Improper machinery utilisation
- Lack of proper warehousing facilities
- Inability to schedule production according to demand
- High cost of technical upgradation

In the area of production related problems above mention problems have been taken. It was found that majority of micro enterprise units are facing problems in the area of

production with the exception of lack of proper warehousing facilities (74.81%) and inability to schedule production according to demand (78.15%) in the study area. Majority of small enterprise units were facing great problems regarding irregular power supply (63.33%) as well as lack of the skilled Labour force (80%) and majority of medium enterprise units were facing problem of lack of skilled Labour force (93.33%) in the study area.

Marketing related problems

- Competition from Large units
- Inadequate demand of Production
- Lack of good distribution network
- Sales price cannot be increased corresponding to the increase in production cost
- Exploitation by middlemen
- Inadequate sales promotion support from govt. agencies

In the area of marketing related problems above mention problems have been taken. It was found that majority of micro enterprises respondents were of the opinion that competition from large-units (92.97%), Inadequate demand of production (70.37%), sales price cannot be increased corresponding to the increase in production (41.11%) and lack of good distribution network (44.82%) were the major problems in the area of marketing. Some respondents from small enterprises were facing the problems of lack of good distribution network (18.33%), sales price cannot be increased corresponding to the increase in production cost (15%), exploitation by middlemen (20%) and inadequate sales promotion support from govt. agencies (13.33%). In medium enterprises in the area of marketing, there was only some entrepreneurs are facing the problem of inadequate sales promotion support from govt. agencies (13.33%) in the study area.

Raw Material related problems

- Shortage of Raw material
- Low quality of Raw material
- High cost of raw material
- Transportation cost is very high
- Irregular Supply of raw material

In the area of raw material related problems above mention problems have been taken. It was found that majority of respondents in micro enterprises reported that high cost of raw material (73.33%), high transportation cost (90.37%) and irregular supply of raw material (67.78%) are major problems. Maximum small enterprises respondents did not find raw material as a problem, only some were agreed that they are facing problems of shortage of raw material (13.33%) and low quality of raw material (20%). While medium enterprises were not facing any problems related to raw material in the study area.

Human Resource Management related problems

- High rate of Absenteeism
- High wage rate of Labour
- Unionization is a big issue
- Training cost of Staff is high
- Access to skilled Labour is difficult

In the area of human resource related problems above mention problems have been taken. It was found that high

rate of absenteeism (30%), high wage rate of workers (43.70%) as well as non-availability of access to skilled labour (51.85%) creates great problems in human resource management in micro enterprises. High rate of absenteeism of the employees (70%) is major problem in human resource management for small enterprises. In medium enterprises high rate of absenteeism (83.33%), high training cost (76.67%) and difficulty to access of skilled labour (70%) were big problems in the study area.

Measure adopted by Government of Haryana for the growth of MSMEs

In the above discussion, it was analysed that Micro, Small and Medium Enterprises are facing many problems. Government of Haryana has made many cells, council and hubs for the growth of MSMEs in Haryana. Some of them are discussed below.

- **Micro & village Enterprises Development Cell-** This cell's main goal is to strengthen the MSME Ecosystem through marketing initiatives and the identification of opportunities. Strengthening the ecosystem for microbusinesses, identifying entrepreneurial opportunities at the block level and other essential outcomes are the focus areas of this cell. By implementing cluster level interventions, assist traditional industries like pottery, handicrafts, etc. in advancing technology and product quality.
- **Financial Services and Credit Facilitation Cell-** This cell's main goal is to assist MSMEs with their credit needs by fostering connections with financial institutions and providing advisory services to troubled units. Key result regions for the cell are provide mentoring and advising services to state MSMEs and small businesses in the areas of risk assessment and mitigation, accounting, bookkeeping, taxation and different legislative requirements and adherence.
- **Agro- MSME Cell-** In order to build a relatively prosperous ecosystem for the sector, this cell is in charge of carrying out various GOI programmes and policies for the Haryana agribusiness and food processing sectors. It also actively coordinates with the state agencies of agriculture, floriculture, animal husbandry and dairy development.
- **Cluster Development Cell-** This cell's goal is to use shared industrial infrastructure to help with the creation of cluster projects in Haryana. Promote sustainable growth of the state's MSMEs and small businesses by identifying and developing new clusters are the cell's main goal areas. Conduct feasibility and diagnostic testing, create a complete project report and implement cluster-level appropriate interventions.
- **Market Development and Export Promotion Cell-** The cell's goals include facilitating MSME trade connections for business growth and new market entry, helping state MSMEs integrate into the global supply chain, assisting MSMEs' e-commerce connections, aiding MSMEs in identifying market possibilities organising and encouraging MSME engagement in national and international trade shows, exhibitions and seminars, identifying areas that need to be improved to effectively expand the export of state MSMEs, monitoring and application of programmes including export prizes, freight subsidies, and market development support.

- MSME Advancement & Nurturing Support (MEANS) Council- This council is an organisation that is committed to fostering a thriving MSME ecosystem in the state and giving the state's MSMEs a boost. Act as an implementing agency for the coordination and absorption of funds against many important programmes of the GOI are the activities carried out by the council.
- Intelligence and Knowledge Hub- The hub's goals include compiling and analysing data linked to MSMEs, conducting industrial assessments of the sector, creating the directorate's yearly plan & budget and compiling information for all of the program's annual reports.

Measure adopted by Government of India for the growth of MSMEs

In the above discussion, it was analysed that Micro, Small and Medium Enterprises are facing many problems. The Government of India has started many schemes and programmes for the growth of MSMEs. Some programmes and schemes are given below.

- Prime Minister Employment Generation Programme (PMEGP)
- Interest Subsidy Eligibility Certificate (ISEC)
- Market Promotion & Development Scheme (MPDA)
- Coir Vikas Yojana (CVY)
- Domestic Market Promotion (DMP)
- Skill Upgradation and Mahila Coir Yojana
- Credit Guarantee Trust Fund for Micro & Small Enterprises (CGTMSE)
- Entrepreneurship and Skill Development Programme
- Scheme of Fund for Regeneration of Traditional Industries (SFURTI)
- Micro & Small Enterprises Cluster Development Programme
- A Scheme for Promoting Innovation, Rural Industry & Entrepreneurship (ASPIRE)
- Credit Linked Capital Subsidy for Technology Upgradation (CLCSS)
- Lean Manufacturing Competitiveness for MSMEs
- Marketing Promotion Schemes
- Work-Shed Scheme for Khadi Artisans

Conclusion

MSMEs in Indian economy known as back bone and engine of the growth. MSMEs sector is second larger employment provider after the agriculture sector in India. MSMEs in Indian economy directly or indirectly contributing almost 40 per cent in exports and 45 per cent in manufacturing output. In Haryana, during the financial year 2006-07, the total registered units were 26879 and by the end of financial year 2019-20, the total number of MSME units increased to 2,05,067. The Compound Annual Growth Rate (CAGR) of MSME registered units was found to be 22.15% and overall growth rate was 1247.41% during the year (2006-07 to 2019-20). Compound annual growth rate of total MSME units registered was 16.92% and Overall Growth Rate (OGR) was noted to be 662.93% during the entire period (2006-07 to 2019-20) respectively. The MSMEs provided employment to 5,37,372 persons in 2005-06 and the number increased 13,37,481 persons in 2016-17. The MSMEs employed 15,30,403 persons in 2017-18 which increased 18,74,875 in 2019-20. Investment from MSMEs have also

increased Rs. 15,32,695 lakhs in 2005-06 to Rs. 52,74,682 lakhs in 2019-20. MSMEs face problems related to finance, production, marketing, raw material and human resource management in the study area. The government of Haryana had taken many initiatives such as Financial Services and Credit Facilitation Cell, Agro- MSME Cell, Cluster Development Cell, Market Development and Export Promotion Cell, MSME Advancement & Nurturing Support (MEANS) Council and Intelligence and Knowledge Hub, etc. for the growth of MSMEs in Haryana. The government of India has launched many policies and schemes for the growth and development of MSMEs like SFURTI, CLCSS, ASPIRE, KVIC, PMEGP, Coir Vikas yojana, Lean Manufacturing Competitiveness for MSMEs, etc. These schemes solve some problems of MSMEs.

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