

A STUDY ON
“SAVINGS AND INVESTMENT BEHAVIOUR OF GOVERNMENT
EMPLOYEES IN BOITAMARI AREA OF BONGAIGAON DISTRICT”



A DISSERTATION SUBMITTED FOR THE PARTIAL FULFILMENT OF MASTER
OF COMMERCE (M.COM) 3RD SEMESTER COURSE CURRICULUM
UNDER GAUHATI UNIVERSITY

UNDER THE GUIDENCE OF

SUBMITTED BY-

Dr. RUNUMONI LAHKAR DAS

Assistant professor
Dept of finance
KC das commerce college
Guwahati 781021

APURBA SARKAR

M.COM 3rd SEMESTER
GU Roll no: PC-191-020-0065
GU Registration number: 289862 of 2016-2017



KC DAS COMMERCE COLLEGE
CHATRIBARI REHABARI, GUWAHATI-781008

Certificate of Originality

This is to certify that this dissertation entitled “**SAVINGS AND INVESTMENT BEHAVIOUR OF GOVERNMENT EMPLOYEES IN BOITAMARI AREA OF BONGAIGAON DISTRICT**” is a record of genuine work done by **APURBA SARKAR**, bearing Roll no: **PC-191-020-0065**, Gauhati University Registration No. **289862 of 2016-2017**, a student of M.Com 3rd Semester, KC DAS COMMERCE COLLEGE

The matter embodied in the project is a genuine work and has been prepared under my guidance. The work has not been submitted to any University, Institution or Organisation for any other degree, diploma or certificate.

Place :

Dr. RUNUMONI LAHKAR DAS

Date :

Department of finance

KC DAS Commerce College

DECLARATION

I, APURBA SARKAR, of M.Com 3rd Semester, KC DAS COMMERCE COLLEGE, bearing **Roll No. PC-191-020-0065**, hereby declare that the dissertation entitled, “SAVINGS AND INVESTMENT BEHAVIOUR OF GOVERNMENT EMPLOYEES IN BOITAMARI AREA OF BONGAIGAON DISTRICT” is conducted for the purpose of partial fulfillment of M.Com course curriculum under Gauhati University regulation and has been prepared by me. This project is the result of my own effort and it has not been submitted to any University, Institution or Organization for any other degree, diploma or certificate. I also declare that the information provided in this project is true to the best of my knowledge.

DATE

APURBA SARKAR

PLACE

Roll Number: **PC-191-020-0065**

Gu Registration Number: **289862 of 2016-2017**

M..Com 3rd Semester

KC Das Commerce College.

ACKNOWLEDGEMENT

I owe my debt of gratitude for the concern on me by **Dr. RUNUMONI LAHKAR DAS** for her timely help, support, and continuous guidance in various ways that propelled the successful completion of the dissertation consigned to me.

I would like to express my earnest gratitude and thanks to our Principal- **Dr HRISHIKESH BARUAH** and the lecturers of PG. Dept of KC Das Commerce College, and others who have given us a big opportunity to carry out the dissertation.

I also want to acknowledge and thank all the respondents of my Questionnaire who have been very cooperative during my research work and who have made it a success..

I am very much pleased at carrying out the same. It enhanced my Practical knowledge on this study i.e. '**Savings and Investment Behavior of Government Employees**'

DATE

APURBA SARKAR

PLACE

Roll Number: **PC-191-020-0065**

GU Registration Number: **289862 of 2016-2017**

M..Com 3rd Semester

KC Das Commerce College.

PREFACE

Research is an important aspect for an individual to enhance their knowledge on various phenomena.

The dissertation 'Savings and Investment Behavior of Government Employees' is an attempt to understand the investment and savings behavior of government employees.

I would like to offer my gratitude to Gauhati University for including dissertation paper in our course curriculum because this work has given me a preliminary knowledge of how to conduct a research and the manner to do further research work properly.

\

DATE:

APURBA SARKAR

PLACE:

Roll Number: **PC-191-020-0065**

Gu Registration Number: **289862 of 2016-2017**

M..Com 3rd Semester

KC Das Commerce College.

EXECUTIVE SUMMARY

TITLE OF THE PROJECT:

‘SAVINGS AND INVESTMENT BEHAVIOUR OF GOVERNMENT EMPLOYEES IN BOITAMARI AREA OF BONGAIGAON DISTRICT’

DURATION:

It has taken around ONE month to prepare the project, JANUARY 2021

REFERENCE AREA:

BOITAMARI AREA OF BONGAIGAON DISTRICT

NAME OF THE GUIDE:

Dr. RUNUMONI LAHKAR DAS

OBJECTIVES:

1. To find out savings and investment behaviour of government employees.
2. To examine the awareness of the government employees regarding various opportunities for Investment and factors considered by them before investing.
3. To analyse the risk bearing capacity of government employees regarding their investment and savings.
4. To study the decision making criteria for different age group employees regarding their Investment and Savings.

RESEARCH

METHODOLOGY:

The preparation of the project report entails collection of primary and secondary data. For the purpose of first hand information the researcher has depended upon the interview schedule, questionnaire and field survey.

FINDINGS:

It was found that majority of the respondents prefer to invest in those areas where the risk is minimum. Most of the respondents take investment decisions by their own and they mostly prefer to put their amount on investment for 5 to 6 years.

SUGGESTION:

Government should take special initiative to increase the awareness level of the government of the employees regarding the benefits and opportunities that can be created with proper savings and utilizing those savings to make investment in different sectors also government should encourage its employees to save more and invest more by giving some incentives, financial advices and suggestions.

LIST OF TABLES

TABLE NO.	ITEMS	PAGE NO.
3.1	Representing the age of the respondents	23-24
3.2	Representation of the gender of the respondents	25
3.3	Representation of the marital status of the respondents	26
3.4	Representation of the family members of the respondents	27
3.5	Representation of the salary range of the respondents	28
3.6	Representation of the number of bank accounts preferred by the respondents	29
3.7	Representation of the type of bank preferred by the respondents	30
3.8	Representation of the monthly savings by the respondents	31
3.9	Representation of the investments by the respondents	32
3.10	Representation of managing the investment of the respondents	33
3.11	Representation of satisfaction from the current return from investment of the respondents	34
3.12	Representation of the risk and return policy preferred by the respondents	35
3.13	Representation of the duration of investment	36
3.14	Representation of the liquidity factor of investment among the respondents	37
3.15	Representation of the facilities of mutual fund that the respondents are aware of	38
3.16	Representation of the savings or investment preference by the respondents	39
3.17	Representation on respondents view on diversification	40

LIST OF CHARTS

CHART NO.	ITEMS	PAGE NO.
3.1	Representing the age of the respondents	23-24
3.2	Representation of the gender of the respondents	25
3.3	Representation of the marital status of the respondents	26
3.4	Representation of the family members of the respondents	27
3.5	Representation of the salary range of the respondents	28
3.6	Representation of the number of bank accounts preferred by the respondents	29
3.7	Representation of the type of bank preferred by the respondents	30
3.8	Representation of the monthly savings by the respondents	31
3.9	Representation of the investments by the respondents	32
3.10	Representation of managing the investment of the respondents	33
3.11	Representation of satisfaction from the current return from investment of the respondents	34
3.12	Representation of the risk and return policy preferred by the respondents	35
3.13	Representation of the duration of investment	36
3.14	Representation of the liquidity factor of investment of the respondents	37
3.15	Representation of the facilities of mutual fund that the respondents are aware of	38
3.16	Representation of the savings or investment preference by the respondents	39
3.17	Representation on respondents view on diversification	40

CONTENTS

CHAPTER NO.	ITEMS	PAGE NO.
	CERTIFICATE OF ORIGINALITY	i
	DECLARATION	ii
	ACKNOWLEDGEMENT	iii
	PREFACE	iv
	EXECUTIVE SUMMARY	v-vi
	LIST OF TABLES	vii
	LIST OF CHARTS	viii
1	INTRODUCTION	1-15
1.1	BACKGROUND	1-4
1.2	REVIEW OF LITERATURE	5-8
1.3	SIGNIFICANCE OF THE STUDY	9
1.4	OBJECTIVES OF THE STUDY	10
1.5	METHODOLOGY OF THE STUDY	11-13
1.6	SCOPE OF THE STUDY	14
1.7	LIMITATIONS OF THE STUDY	15
2	OVERVIEW	16-22
2.1	INVESTMENT AVENUES	16-20
2.2	DEPARTMENT OF EDUCATION	21
2.3	DIRECTORATE OF HEALTH SERVICES	22
3	DATA ANALYSIS AND INTERPRETATION	23-40
4	FINDINGS, SUGGESTIONS AND CONCLUSION	41-45
4.1	FINDINGS	41-42
4.2	SUGGESTIONS	43
4.3	CONCLUSION	44-45
	BIBLIOGRAPHY	
	ANNEXURE	
	QUESTIONNAIRE	

INTRODUCTION

1.1 BACKGROUND

The Indian economy has undergone a gradual transformation from a near stagnant economy in the mid- sixties to a high growth economy during the eighties. In fact, the growth rate of the economy averaged around 3.5 per cent per annum for the period 1950-1980. However, the impressive growth performance of the eighties was also associated with a steady deterioration in a number of macroeconomic indicators which led to the economic crisis of 1990. Indian economy under- went a massive restructuring on account of new economic policies. The economic crisis of 1991 had cast serious doubts about the sustainability of the growth experience of the eighties. After two decades of economic reforms, India has finally embarked on a growth path never seen before in the history of the subcontinent. This has led to the resurgence of interest in economic growth in India. One of the most complex and empirically unsettled subjects in economics is the explanation of the process of economic growth. As the creation of wealth is of critical importance for the welfare of most people around the world the current disarray in growth economics is not only a topic of analytical interest but also of practical importance. One of the controversies in growth is the relative role of saving and investment in driving economic growth. Hence over the last three decades the determinants of economic growth have attracted increasing attention in both theoretical and applied research.

Savings play an important role in the capital formation and hence is the major contributor in the overall economic development of the country. It is considered as an important economic variable. The extent of domestic saving is the source of capital formation, which is indispensable for rapid economic growth. The role of savings in promoting investment and hence economic growth has received considerable attention in India since independence. This has made India as one of the high saving economies of the world. Indian economy has outlined a path of capital accumulation for itself in which a major part of the resources needed for economic development is supplied by domestic savings.

Investment culture is a prerequisite and financial planning is a challenge for most people in the country when resources are limited and needs are endless. As with most challenges, achieving financial security is very much a matter of understanding concepts, organizing information and developing a workable process. Hence, financial planning, investment and saving should be a series of steps that help us reach our financial goals in the future with ease. Savings and investment among the masses emerge as a result of the cultural background.

It is a normal human tendency to spend the earnings, but the need of protecting or safeguarding future needs forces humans to save for the future and this culture of saving and directing the savings to profitable investments are influenced by the extent and level of financial planning carried out.

In India domestic savings originate from three principal sectors namely:

i. **Household Sector:** The household sector comprises, apart from individuals, all non government and non-corporate enterprises like sole proprietorships, and non-profit institutions which provide educational, cultural, health, recreational and other social and community service to households. Household savings comprise of physical and financial savings. Household financial savings are obtained by the financial flow approach, in which net additions to individual financial assets attributable to households are estimated based on the residual method. The residual method is also employed to derive household savings in physical assets from the nation-wide estimate derived based on the commodity flow method combined with some expenditure methods.

ii. **Private Sector:** The private corporate sector includes joint stock companies, non financial and financial companies (including those of foreign-controlled rupee companies) and co-operative banks and societies and quasi-corporate bodies.

iii. **Public Sector:** The Public sector includes public authorities, government administration and quasi government bodies, departmental (commercial) enterprises, non-departmental commercial enterprises, governmental companies and statutory corporation including port trusts. The saving estimate of the private and public sectors are based on published a account that is, based on their income and expenditure accounts for different sub-sectors, based on current receipts over current expenditure.

REASONS TO INVEST:

Though people tend to invest for numerous reasons, National Council of Applied Economic Research (NCEAR), India with the sponsorship of Securities and Exchange Board of India (SEBI) has conducted a research on savings and investments. In their report (2011), they have mentioned the following prime reasons for people to invest:

(a) Securing post retirement life:

Retirement is must for every working professional at some point of their life. It's a period that can be filled with lots of expected and unexpected situation or risks such as medical emergencies, death of loved ones etc. to counter such intense level of uncertainties may occur after retirement a working professional must take keep those thing in mind and must start investing while the person is working. This simple steps and few good financial planning and investment could even out the lots of uncertainties of retirement life up to certain extent.

(b) Education of children and marriage:

Due to the love and affection on the children, most people in this world feel that, it is their moral duty to create better future for their loved ones. As the needs of their children, whether education expenses or marriage expenses will arise after a long time, which in many cases may range over a decade or two, one can fulfill this family obligation only by making proper investment.

(c) Creation of wealth:

As someone said “yesterday is history and tomorrow is mystery”, it is true that no one knows what will happen in future. Hence, it is always advisable to invest today to face unforeseen events of tomorrow. Especially after every economic recession, the people who lost their earning capacity and could not invest during their earning days remained as unfortunate examples for others. If people invest and nothing unfortunate happens in the future, they can use the investments either to spend on tours or can have a one life much above the regular comfort and they will be in a position to create wealth to pass on to their next generation, who can utilize for any productive activity.

DIFFERENCE BETWEEN SAVINGS AND INVESTMENT:

The remaining earnings after meeting basic requirements are called savings. But the money deposited in profitable ways is investment. A difference is worth noting : Savings normally does not require much skill. It is enough to be economical. But investing envisages good skill and experience because the money that has been saved is invested. If the investor does not properly channelize his savings, he has to risk his savings. That is why all savers in a country are not good investors. Similarly, a saver is different from an investor. A saver saves a part of his earnings. An investor, even if he fails to save, borrows loans to invest in profitable ventures. Generally, the saving and investment behavior differs from person to person.

Since, the motive and the purpose of investment and savings are different for different individuals, so, an effort has been made through the study to understand the investment and savings behaviour of government employees.

1.2 REVIEW OF LITERATURE

1) **Singh, Ajay (1979)** in “A Study of certain aspects of Household Savings Behaviour in New Delhi” brings out the reasons for savings behaviour and the risk involved in investment by the respondents at Delhi. The study reveals that the investors’ preferences varies with growth in age and occupational status in terms of savings behaviour, risk tolerance, savings ratio and satisfaction with the different levels of savings. The study founds that the individuals who are residing in their own houses, have higher income and higher savings;

2) **R. Jayachandran (2006)** in his study entitled “A Study on the behaviour of Household towards Savings and Investments” revealed that there is moderate level of savings in household. The major factors of savings are the personal income, family income, family size and life cycle of the household. The most popular investment on physical assets are consumer durables whereas on financial assets are bank deposits. The study found that there is a relatively poor level of awareness among the rural people about the various financial assets. Many investors invested in safe financial assets like bank deposits. Only a few investors preferred the investment on public issues but they are not aware of the market value of their holdings.

3) **Arul Stephan and Dr.V. D. Selvi (2009)** in their study stated that it is necessary on the part of the elders to find a definite source of income for themselves. The senior citizens have various alternative avenues of investments for their savings in accordance to their preference. A definite idea about investment will provide senior citizens a steady income which helps them in the phase of rising cost in future. Hence, it is the need of the hour for the elders to think and act wisely in their investment decision. As all the investments are not equally good, awareness of

various schemes and the privileges of the aged will help them to select the best suitable investment avenue.

4) **S. Kalavathy (2009)** in her work titled “A Study on the Savings and Investment Behaviour of Salaried Persons” states that the current study is divided into two sections. The first section elucidates the awareness of savings and Investment modes and factors influencing the savings and investments, the second section discusses on their preferences, perceptions and satisfaction towards the savings and investment avenues. It has been found that with the proportion of population, the working age group of 15-64 years is also going to increase in future, the demographic extra savings are also likely to increase. The study shows growth in real interest rate, growth in per capita income, spread of banking facilities and the rate of inflation has statistically significant positive influence on domestic savings.

5) **Sanjay Kanti Das (2012)** reveals the behaviour of the Middle class investors through an empirical analysis. The study is based on primary sources of data and it has been observed that most of the respondents show their keen interest towards the insurance products so as to get tax benefits, life protection and average profitable investment avenues. It is also found that the level of income influences the investment decisions. Higher income group shows relatively high preference towards investment in share market and lower and average income group shows keen preference towards insurance and banks as the most preferred investment avenues.

6) **Aparna Samudra, M.A. Burghate(2012)** examined the investment behaviour of the middle income class households in Nagpur and concluded that it is not only the income of the household that has an immediate bearing on the investment preferences but also the age group to which the head of the household belongs that influences the choice of investment avenue. Geographical horizon of the investors, risks bearing capacity, educational level, age, gender and risk tolerance capacity etc, also impacts their selection.

7) **Kathuria and Singhania (2012)** concluded that private sector banking employees were investing a larger portion of their savings into safe and risk-free investment avenues, like employee provident fund, public provident fund and life insurance policy and only forty per cent of the respondents had high level of awareness regarding various investment avenues.

8) **Minakshi Chaturwedi, Shruti Khare (2012)** examine the investment pattern and awareness of Indian investors instruments like bank deposits, real estate, small savings, life insurance schemes, bullions, commercial deposits etc. They study to find out the impact of age, education and occupation and income level on investment and tried to identify the factors influencing the investor's awareness and preference. They pointed out that investors pay less attention while evaluating the pros and cons of investing in different securities. The importance of systematic and analytical evaluation of available alternatives ³⁹ must be convey to divert the surplus fund towards productive use i.e. proper investment options.

9) **Dr. Dattatraya T. Charvare,(2012)** pointed out that we have to save a little and invest it wisely. Everyone seems to understand this basic principle of investment. Investment means the purchase by an individual of a financial or real asset that produces a return proportion to the risk assumed over some future investment period. For achieving this investor has to decide on how and where to deploy his/her saving. Saving motive is a desire to reserve certain portion of income for future. Keynes has given eight factors which were believed to lead individuals to restrict from spending out their incomes. It depends upon the strength of motive power behind it. Saving rate is also definitely depends upon the saving motives. This study attempts to find out the level of saving motive of the investors in Western Maharashtra.

10) **Ravi Vyas and Suresh Chandra Moonat,(2012)** stated that in India a small investor generally prefer to park his savings in Bank deposits ,which do not provide hedge against inflation and often have negative returns. The study further express that the lawman investor has a very limited knowledge of sensitive index and find themselves to be a deviant in the investment market. They also express the positively of Indian financial market by saying that they are constantly becoming more efficient providing more promising solutions to the investors. The study concludes that investors ranked Gold as their first preference, Bank deposits and FD. are on 2nd preference whereas ranked 9 to the investment in shares, debentures and commodities. It clears that investors are more concern about the safety of their investments.

11) **Palanivelu and Chandrakumar (2013)** in their study identified that certain factors like education level, awareness about the current financial system, age of investors etc., made significant impact on salaried employees while deciding the investment avenues. They highlight that certain factors of salaried employees like education level, awareness about the current financial system, age of investors etc. make significant impact while deciding the investment avenues.

1.3 SIGNIFICANCE OF THE STUDY

- 1) This study will help us to know the saving and investment behavior of government employees as well as risk bearing capacity of the government employees regarding their investments and savings.
- 2) It will also state the awareness level of the government employees regarding various investment opportunities which are available in the market such as mutual fund schemes etc.
- 3) Again, in a government office there is diversification of age among the employees working in it. Each and every employee has different mind-set to analyse the things differently. So with this study it will help us to know the decision making criteria for different age group of employees regarding their Investments and savings.
- 4) The study will help us to find out the preference of government employees regarding different investment opportunities.

1.4 OBJECTIVES OF THE STUDY

For conducting the study more effectively three Objectives are taken into consideration. They are:

- 1) To analyze the risk bearing capacity of Government employees regarding their Investments and Savings;
- 2) To examine the awareness of the Government employees regarding various opportunities for Investment and factors considered by them before investing.
- 3) To study the decision making criteria for different age group of Government employees regarding their Investments and Savings;

1.5 METHODOLOGY OF THE STUDY

Research methodology is a way to systematically solve the research problem. It may be understood as a science of studying how research is done scientifically. In it we study the various steps that are generally adopted by the researcher in studying his research problem along with logic behind them. Methodology of the study mainly contains the research design of the study, methods of data collection for doing the research, sample design used in the study and statistical tools used for data collection.

1.5.1 RESEARCH DESIGN:

The formidable problem that follows the task of defining the research problem is the preparation of a design of the research project, popularly known as research design. The type of research design that the researcher has adopted is of descriptive nature. The research is made to do a descriptive study on the savings and investment behaviour of the government employees.

1.5.2 SOURCES OF DATA COLLECTION:

The study is based on primary and secondary information relating to the savings and investment behavior of the government employees.

Primary data: The primary data are those which are collected fresh and for the first time, and thus happen to be original in character.

Primary data are collected directly from the state government health and education department employees through questionnaire filled by the employees themselves. The primary data have been collected purposively relating to the topic of the study

Secondary data: The secondary data are those which have already been collected by someone else and which have been passed through the statistical process.

Secondary data have been collected through sources like published materials, Books, Journals and internet sources.

1.5.3 UNIVERSE OF THE STUDY:

For the purpose of this study, two state government departments' employees namely health & education department are taken into consideration.

1.5.4 SAMPLE SIZE:

This refers to the number of units in the sample drawn from the population. The sample size is of 100 respondents where 50 respondents from each of the departments are selected respectively.

1.5.5 SAMPLING UNIT:

For conducting the study effectively and efficiently two State Government departments namely health and education are selected and from there 50 employees of each office are taken as Respondents to collect the data.

1.5.6 SAMPLING TECHNIQUE:

For selecting the two departments namely health & education Convenience Sampling Technique has been adopted by the researcher and for selecting the employees for the two departments Quota Technique has been adopted.

1.5.7 RESEARCH INSTRUMENT:

The Research Instrument used for data collection is a well structured questionnaire given to the respondents.

1.5.8 TECHNIQUE OF DATA ANALYSIS:

The responses of the sample of respondents taken are calculated in percentage.

$$\text{Formula} = \frac{\text{number of respondents}}{\text{total number of respondents}} \times 100$$

1.5.9 TECHNIQUE OF DATA REPRESENTATION:

The data collected are represented through tabulation, diagrams and graphs. Tables and charts are made for better understanding and to get a clear picture. Column charts are made to represent data in percentage.

1.6 SCOPE OF THE STUDY

The scope of the study is divided into two parts

- 1) Geographical area of the Study
- 2) Periodicity of the Study

1) **Geographical area:** For conducting the study more effectively and efficiently two state government department are selected from Boitamari area of Bongaigaon district. They are;

- Health Department in Boitamari (Model Hospital& PHC HOSPITAL) ,Bongaigaon 783389
- Education Department in Boitamari (High school & Girls school), Bongaigaon 783389

2) **Periodicity of the Study:** The study was conduct within one month (January 2021)

1.7 LIMITATIONS OF THE STUDY

While conducting the study certain limitations were faced, such as:

- 1) The study is done taking into consideration the employees of only two departments in Boitamari. Therefore, the end results may not be considered as a representative of the entire government employees in different offices.
- 2) Time was the main constraint in the preparation of the project, i.e., the time allotted to collect the information was insufficient for a large scale study, thus a modest sample size has been selected.
- 3) Some of the respondents may be reluctant to respond to the questions and provide certain information.
- 4) Correctness of this report is restricted and limited by the degree of authenticity of information collected.

2.1 INVESTMENT AVENUES: AN OVERVIEW

All investments are risky, as the investor parts with his money. An efficient investor with proper training can reduce the risk and maximize returns. He can avoid pitfalls and protect his interests. Investment refers to the acquisition of some assets. It also means the conversion of money into claims on money and use of funds for productive and income earning assets. In essence, it means the use of funds for productive purposes, for securing some objectives like income appreciation of capital or capital gains, or for further production of goods and services with the objective of securing profits. Investment Activity involves the use of funds or savings for further creation of assets or acquisition of existing assets. Different investment avenues include – Mutual funds, Shares, Debentures or Bonds, Life insurance, real estate investments etc.

2.1.1 Characteristics of Investment:

A) Return:

Return refers to expected rate of return from an investment. Return is an important characteristic of investment. Return is the major factor which influences the pattern of investment that is made by the investor. Investor always prefers high rate of return for his investment.

B) Safety:

Safety refers to the protection of investors' principal amount and expected rate of return. Safety is also one of the essential and crucial elements of investment. Investors prefer safety about his capital. Capital is the certainty of return without loss of money or it will take time to retain it. If an investor prefers less risk securities, he can choose Government bonds. In case, investor prefers high rate of return he/she will choose private securities but safety of these securities is low.

C) Liquidity:

Liquidity refers to an investment ready to be converted into cash position. In other words, it is available immediately in cash form. Liquidity means that investment is easily realizable, saleable or marketable. When the liquidity is high, then the return may be low. For example, in UTI units, an investor generally prefers liquidity for his investments, safety of funds through a minimum risk and maximization of return from an investment.

D) Marketability:

Marketability refers to buying and selling of securities in market. Marketability means transferability or saleability of an asset. Securities are listed in a stock market which are more easily marketable than which are not listed. Public limited company shares are more easily transferable than those of private limited companies.

E) Capital Growth:

Capital growth refers to appreciation of investment. Capital growth has today become an important character of investment. It is recognizing in connection between corporation and industry growth and very large capital growth. Investors and their advisers are constantly seeking growth stock in the right industry and buy at the right time.

F) Stability of Income:

It refers to a constant return from an investment. Another major characteristic feature of the investment is the stability of income. Stability of income must look for different path just as security of the principal amount. Every investor considers always the stability of monetary income and stability of purchasing power of income.

2.1.2 Necessity and Importance of Investments:

An investment is an important and useful factor in the context of present day conditions. Some factors which are important are outlined below:

- A) Longer life expectancy or planning for retirement
- B) Increasing rates of taxation
- C) High interest rates
- D) High rate of inflation
- E) Larger incomes

A) Longer Life Expectancy:

Investment decisions have become more significant as most people in India retire from the age of 56 to 60. So that they plan to save their money. Saving by themselves does not increase wealth, saving must be invested in such a way, that the principal and income will be adequate for a greater number of retirement years. Longer life expectancy is one of the major reasons for effective saving and further investment activity that helps for investment decisions.

B) Increasing Rates of Taxation:

When tax rate is increased, it will focus for generating saving by tax payer. When the tax payers invest their income in provident fund, pension fund, Unit Trust of India, Life Insurance, Unit Linked Insurance Plan, National Saving Certificates, Development Bonds, Post Office Cumulative Deposit Schemes etc. it affects the taxable income.

C) Interest Rates:

Interest rate is one of the most important aspects of a sound investment plan. The interest rate differs from one investment to another. There may be changes between degree of risk and safe investments. They may also differ due to different benefit schemes offered by the institutions. A

High rate of interest may not be the only factor favoring the outlet for investment. Stability of interest is an important aspect of receiving a high rate of interest.

D) Inflation:

Inflation has become a continuous problem. It affects in terms of rising prices. Several problems are associated and coupled with a falling standard of living. Therefore, investor's careful scrutiny of the inflation will make further investment process delayed. Investor ensures to check up safety of the principal amount, and security of the investment. Both are crucial from the point of view of the interest gained from the investments.

E) Income:

Income is another important element of the investment. When government provides jobs to the unemployed persons in the country, the ultimate result is ensuring of income than saving the extra income. More income and more avenues of investment have led the working people to be able and willing to save and invest their funds.

2.1.3 Motives for Savings:

- A) To build up a reserve against unforeseen contingencies (the precautionary motive);
- B) To provide for an anticipated future relationship between the income and needs of the individual;
- C) To enjoy interest and appreciation;
- D) To enjoy a gradually increasing expenditure;
- E) To enjoy a sense of independence and the power to do things, without a clear idea, or definite intention of specific action;
- F) To carry out speculative business projects;

G) To satisfy pure miserliness;

H) To accumulate deposits to buy cars, house and other durables;

are some of the (reasons) motives which influence the individuals to save a part from their income.

A number of factors have a bearing on the volume of savings in the economy. The level of current and expected income, cyclical changes in income, age wise variations in income distribution of income in the economy, degree of certainty of income, wealth, inflation, desire to provide for old age, family members, contingencies, thrift, rate of interest, availability of savings media with preferred investment characteristics and other variables are the relevant factors in this respect.

The saving motive is very simple and that is to remain prepared for the future. The saving motive of individuals as well as the institutions is more or less same. There are several savings plans where an individual can keep a part of his or her money and the money is expected to grow at a good rate. These activities can be termed as investment and these are different from savings. There is an element of risk that is always involved with these investment activities and this risk factor differentiates saving from investment. It is also a saving motive to keep the money safe and that it can be availed whenever the situation demands so.

2.2 Department Of Education - An overview

A Brief History:

Assam was separated from Bengal in 1874 and a new state was formed. With the formation of a new state a new department of education was set up in same the same year. A director of public instruction was appointed. Under the directorate of public instruction a new department of education in Assam was established for educational development in the state of Assam. Before the separation of Assam from Bengal all the educational activities were conducted under the Bengal education department.

In later years the education department of Assam had been subcategorized into different sub establishments on the basis of level of education such as the elementary education department, secondary education departments and higher education departments etc.

Each department in the education system of Assam was established to enhance the quality of education by assigning special duty to each of the sub departments. Like elementary education departments was established to improve the quality of education in elementary level and so on.

2.3 Department Of Health Services – An Overview

A Brief History:

In the year 1912, the erstwhile British Government brought the health service in the state of Assam to an organized state for its proper functioning with a view to extend health service to the people.

The British Government at the beginning established the health services department on two wings:

- (1) Curative Side
- (2) Preventive side.

As the department was placed under the head of the department, the curative side of the health services was placed under a head of the Department, the nomenclature of the post was INSPECTOR GENERAL of civil hospitals and prisons [This nomenclature of the post is still visible in the Fundamental Rule].

Since inception of the post of Inspector General of Civil Hospitals, the prison administration was under the control of the IGCH.

The preventive side of the Health Service was put under another Head of the Department and the nomenclature of the post was Director of Public Health.

The two heads of departments as stated above continued to function till 1958.

The activities of the two heads of department have been enumerated below:

The Inspector of General civil Hospital and Prisons was responsible for running of Hospitals at District and sub-divisional Headquarters of the state. The hospitals covers both outdoor and indoor services. Some dispensaries for extending outdoor treatment facilities were also established under the Inspector General Civil Hospitals and prisons.

As for the curative side under the Director of Public Health, only preventive measures were undertaken on occurrences of epidemic, cholera, kalazar, small-pox, TB Leprosy etc.

REPRESENTATION OF THE DATA COLLECTED FROM THE EMPLOYEES

In the first stage of data analysis, responses of the employees are taken. Data from the employees are taken by giving questionnaire. All total 100 respondents are taken into consideration from two offices (50 from each department) for analysing the data.

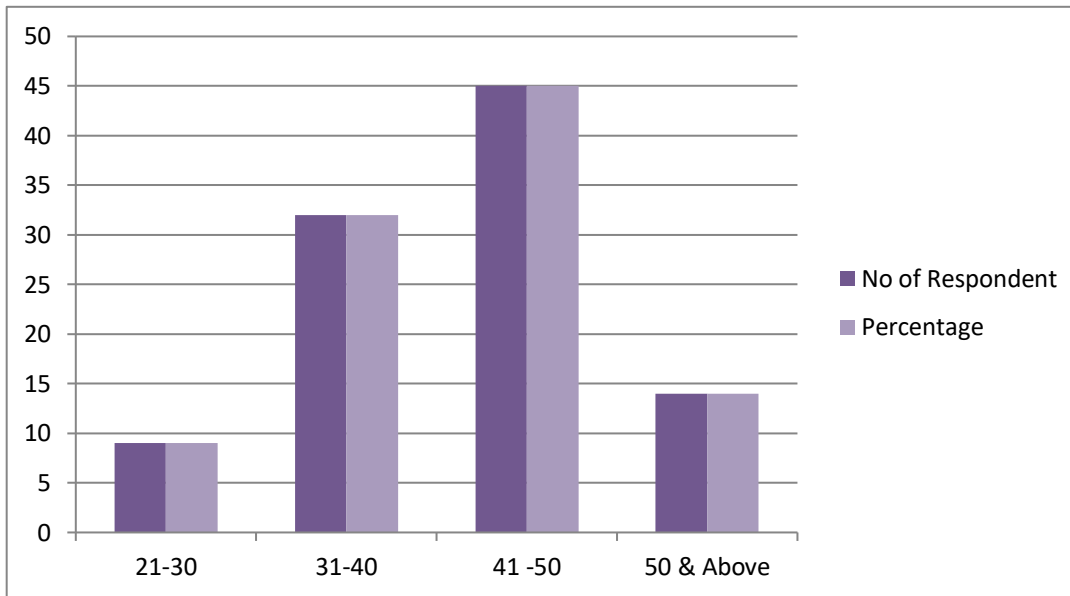
$$\text{Percentage} = \frac{\text{no of respondents}}{\text{total number of respondents}} \times 100$$

TABLE 3.1 –REPRESENTATION OF AGE OF THE RESPONDENTS

Parameter	No. of respondents	Percentage %
21-30	9	9
31-40	32	32
41-50	45	45
50 & Above	14	14
Total	100	100

Source: Field survey conducted in January 2021

Chart 3.1- REPRESENTING THE AGE OF THE RESPONDENTS



Source: Table 3.1

INTERPRETATION

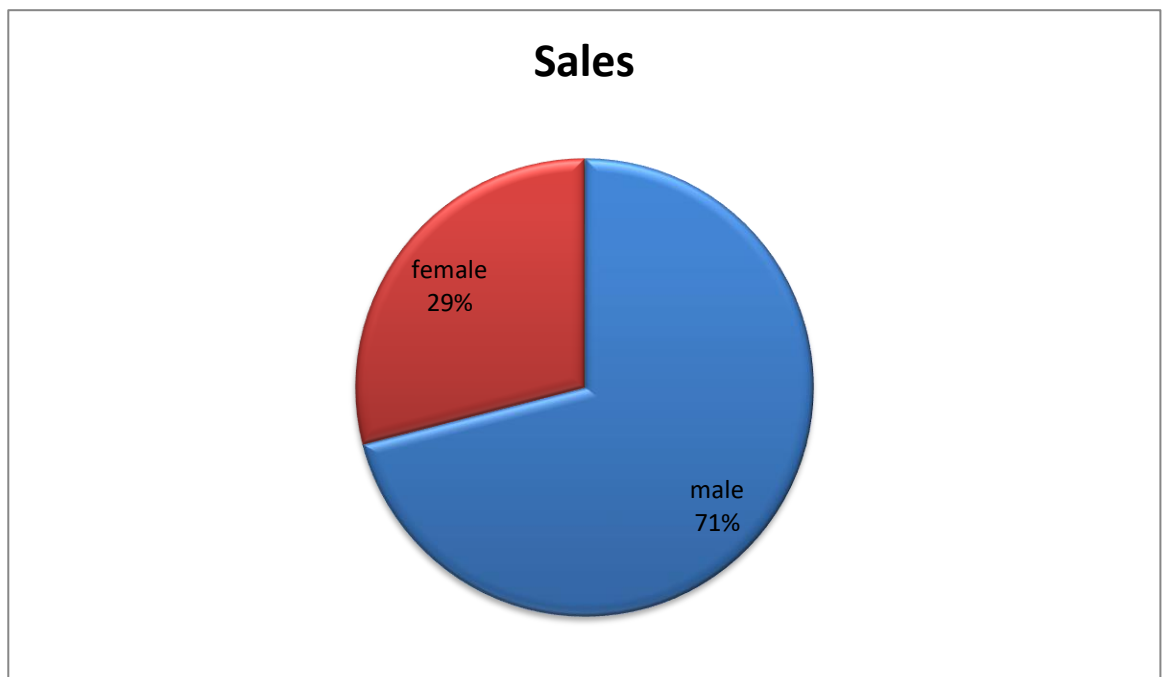
From the above table and chart it can be interpreted that employees within the age group of 41-50 is maximum which is 45% and the second highest is for the group 31- 40 which is 32%. And the second lowest is 14% for the age group 50 & above and the second lowest is for 21-30 which is 9%.

TABLE 3.2 - REPRESENTATION OF THE GENDER OF THE RESPONDENTS

Parameter	No. of Respondents	Percentage%
Male	71	71
Female	29	29
Total	100	100

Source: Field survey conducted in January 2021

Chart 3.2- REPRESENTATION OF THE GENDER OF THE RESPONDENTS



Source: Table 3.2

INTERPRETATION

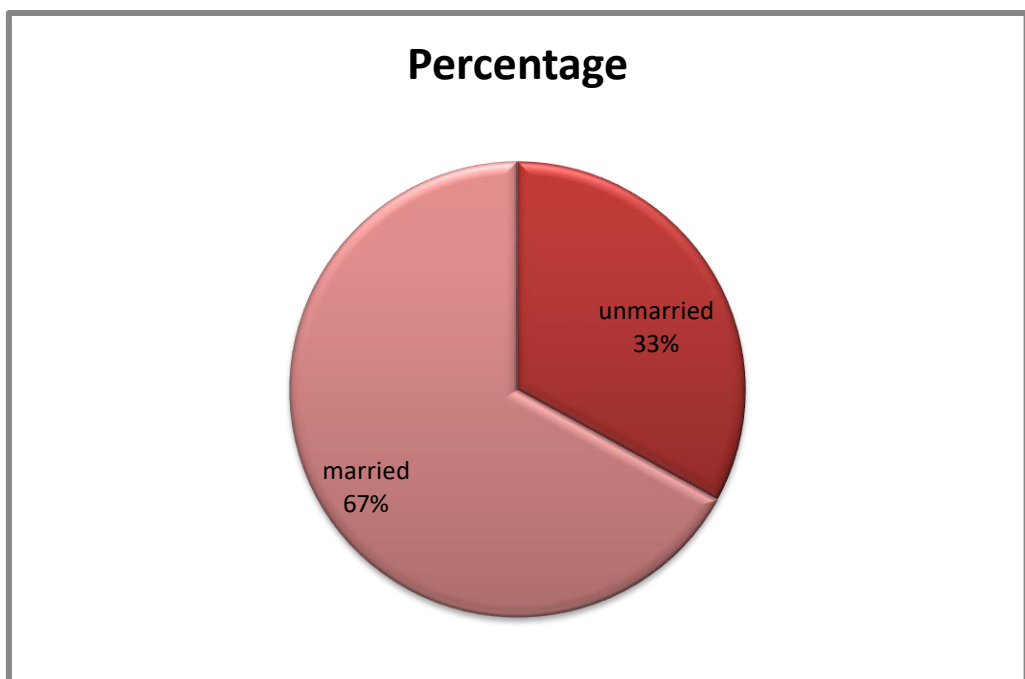
From the above data it can be interpreted that the percentage of male employees (which is 71%) is more than that of female employees which is 29%.

TABLE 3.3 - REPRESENTATION OF THE MARITAL STATUS OF THE RESPONDENTS

Parameter	No. of respondents	Percentage%
Unmarried	33	33
Married	67	67
Total	100	100

Source: Field survey conducted in January, 2021

CHART 3.3-REPRESENTATION OF THE MARITAL STATUS OF THE RESPONDENTS



Source: Table 3.3

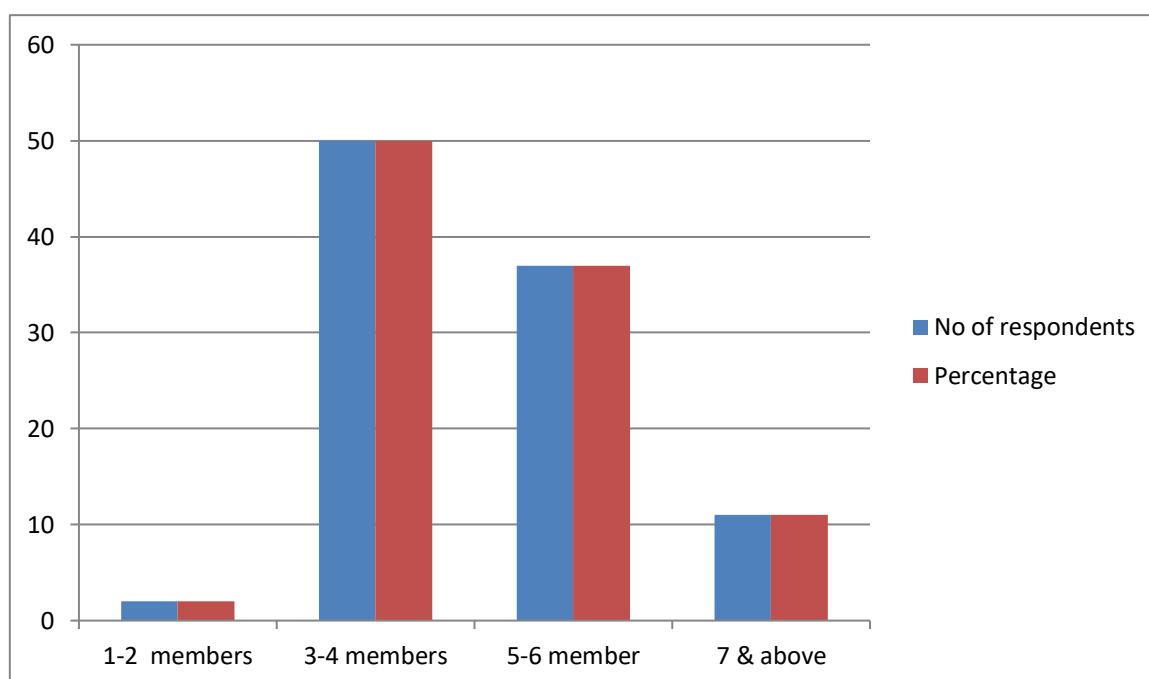
INTERPRETATION: From the above information we can interpret that maximum no. of employees out of the total respondents are married which is 67% and only 33% of the total respondents are unmarried.

**TABLE 3.4-REPRESENTATION OF THE FAMILY MEMBERS OF
THE RESPONDENTS**

Parameter	No. of Respondents	Percentage%
1-2	2	2
3-4	50	50
5-6	37	37
7 & above	11	11
Total	100	100

Source: Field survey conducted in January, 2021

**CHART 3.4 – REPESENTATION OF THE FAMILY MEMBERS OF
THE RESPONDENTS**



Source: Table 3.4

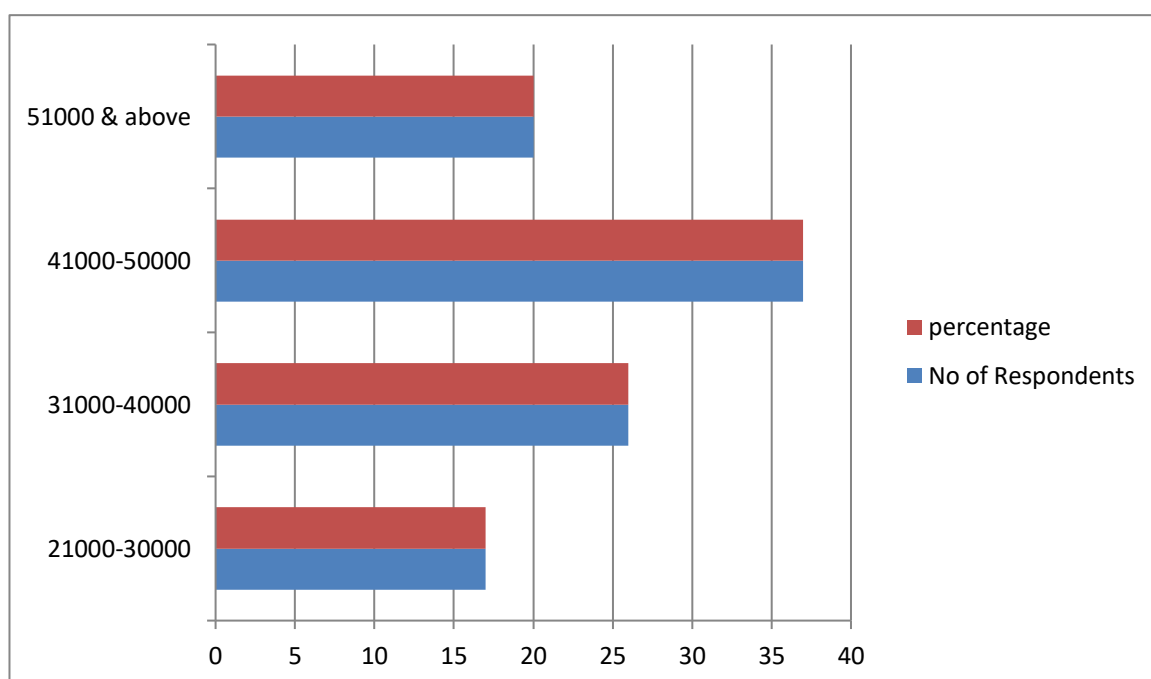
INTERPRETATION: From the above data we can interpret that maximum percentage i.e. 50% of the respondent have their family members within the range 3-4. This is followed by 37% having 5-6 members, followed by 11 % having 7 & above no family members and 2% of them having a family member of 1-2 person.

TABLE 3.5 - REPRESENTATION OF THE SALARY RANGE OF THE RESPONDENTS

Parameter	No. of Respondents	Percentage%
21000-30000	17	17
31000-40000	26	26
41000-50000	37	37
51000 & above	20	20
Total	100	100

Source: Field survey conducted in January, 2021

CHART 3.5 – REPRESENTATION OF THE SALARY RANGE OF THE RESPONDENTS



Source: Table 3.5

INTERPRETATION:

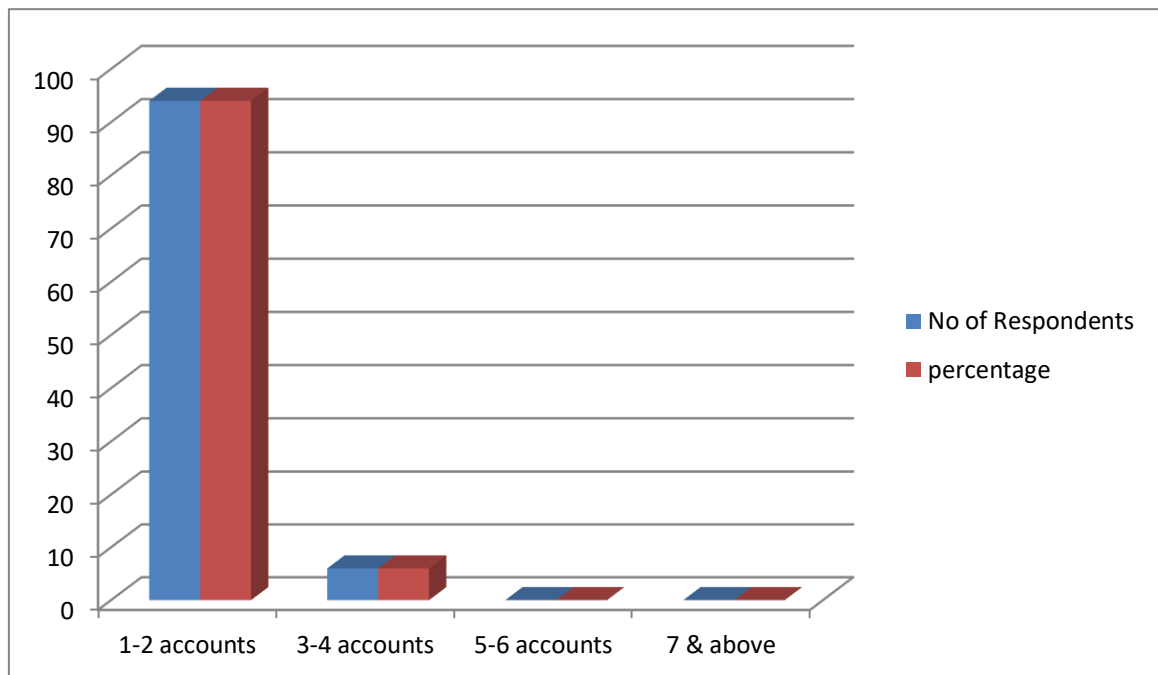
Here, the maximum percentage of total respondents i.e. 37% lies between the ranges 41000-50000. The second highest percentage is for the range 31000-40000 that is 26%. And for the range 21000-30000 and 51000 & above the percentages are 17% and 20% respectively.

TABLE 3.6 - REPRESENTATION OF THE NUMBER OF BANK ACCOUNTS PREFERRED BY THE RESPONDENTS

Parameter	No. of Respondents	Percentage %
1-2 accounts	94	94
3-4 accounts	6	6
5-6 accounts	0	0
7 & above	0	0
Total	100	100

Source: Field survey conducted in January, 2021

CHART 3.6 - REPRESENTATION OF THE NUMBER OF BANK ACCOUNTS PREFERRED BY THE RESPONDENTS



Source: Table 3.6

INTERPRETATION:

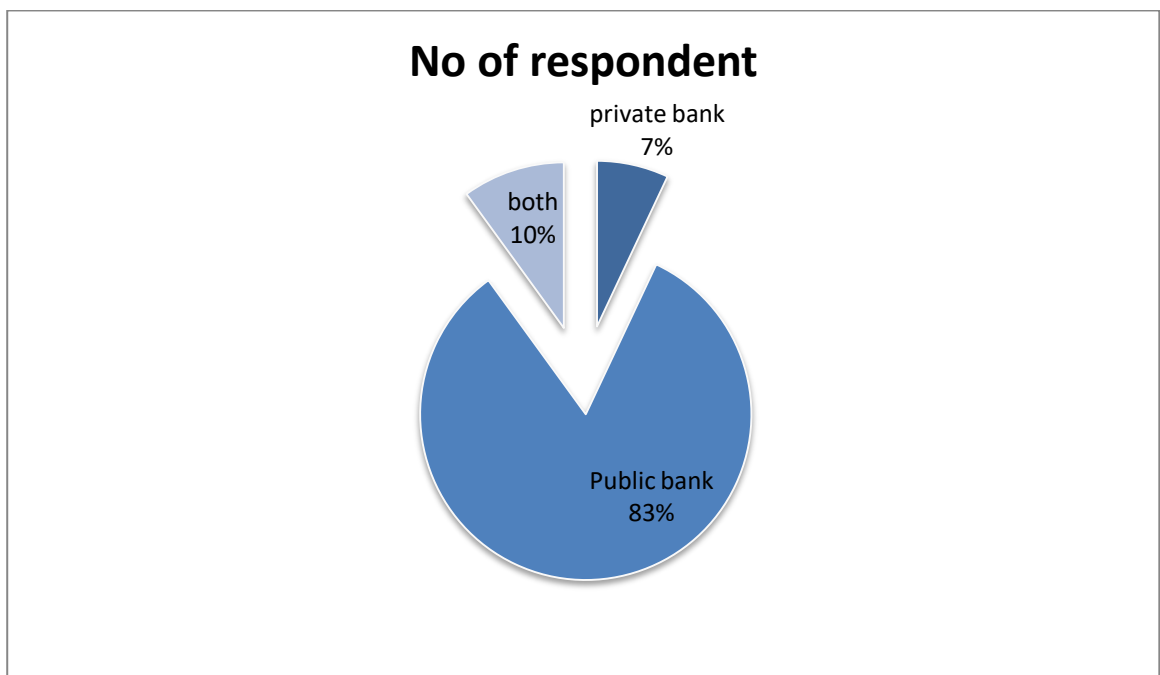
From the above data we can interpret that the maximum no of respondents i.e. 94% have bank account within the range 1-2 and it is followed by 6% of respondents who prefer to have 3-4 accounts. No one have more than 3-4 bank accounts.

**TABLE 3.7 - REPRESENTATION OF THE TYPE OF BANK
PREFERRED BY THE RESPONDENTS**

Parameter	No. of Respondents	Percentage %
Private Bank	7	7
Public Bank	83	83
Both	10	10
Total	100	100

Source: Field survey conducted in January, 2021

**CHART 3.7 - REPRESENTATION OF THE TYPE OF BANK
PREFERRED BY THE RESPONDENTS**



Source: Table 3.7

INTERPRETATION:

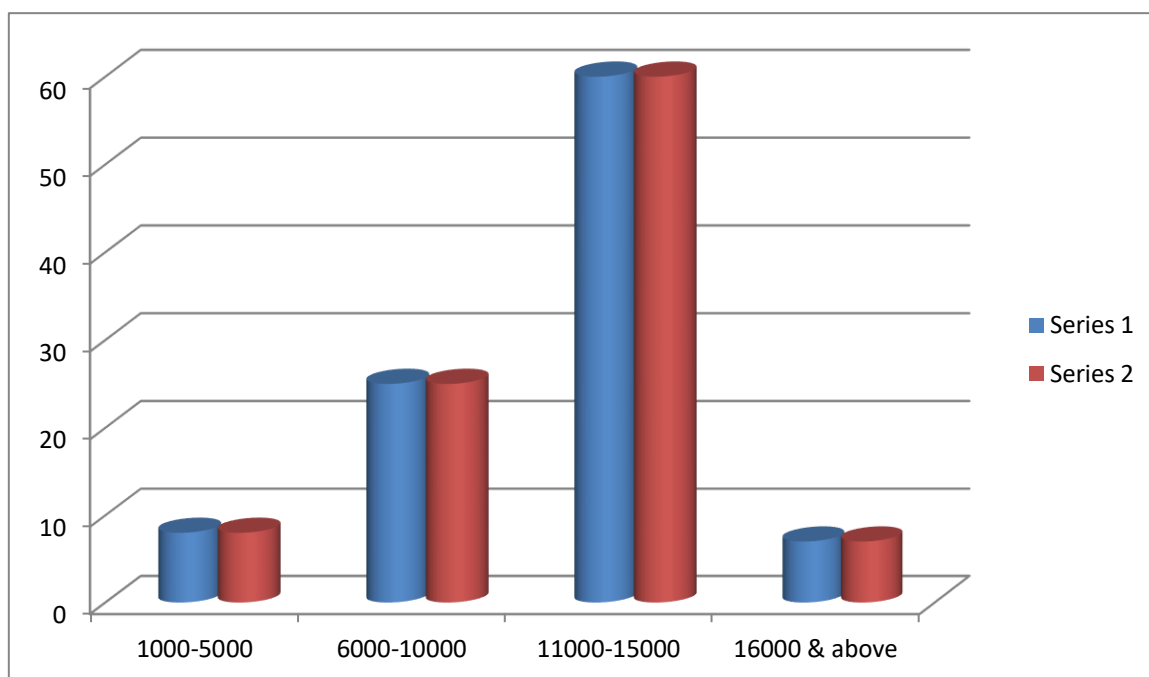
From the about data we can interpret that 83% of total respondents prefer to have accounts in the Public Banks whereas only 7% of the total respondents prefer Private Banks and 10% of the total respondents prefer to have accounts in both public as well as private Banks.

TABLE - 3.8 - REPRESENTATION OF THE MONTHLY SAVINGS BY THE RESPONDENTS

Parameter	No. of Respondents	Percentage %
1000-5000	8	8
6000-10000	25	25
11000-15000	60	60
16000 & above	7	7
Total	100	100

Source: Field survey conducted in January, 2021

CHART - 3.8 - REPRESENTATION OF THE MONTHLY SAVINGS BY THE RESPONDENTS



Source: Table 3.8

INTERPRETATION:

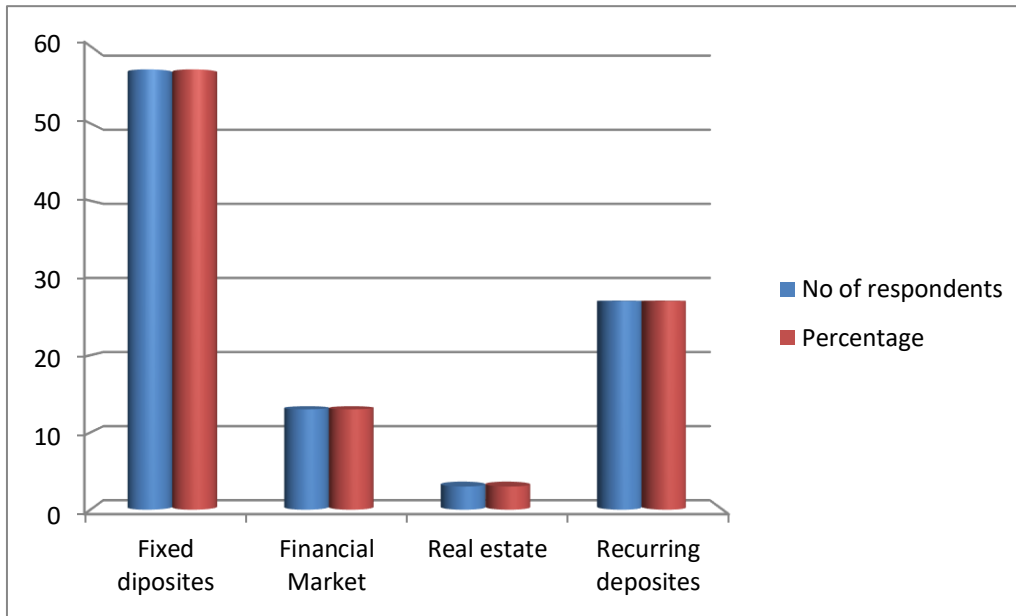
From the above data we can interpret that 60% of the respondents monthly saves 11000 to 15000 and 25% out of total respondents saves within the range 6000 to 10000. 8% can save within the range of 1000-5000 and 7% can afford to save 16000 & above.

TABLE - 3.9 - REPRESENTATION OF THE INVESTMENTS BY THE RESPONDENTS

Parameter	No. of Respondents	Percentage %
Fixed Deposits	57	57
Financial securities	13	13
Real estate	3	3
Recurring deposits	27	27
Total	100	100

Source: Field survey conducted in January, 2021

CHART - 3.9 - REPRESENTATION OF THE INVESTMENT BY THE RESPONDENTS



Source: Table 3.9

INTERPRETATION:

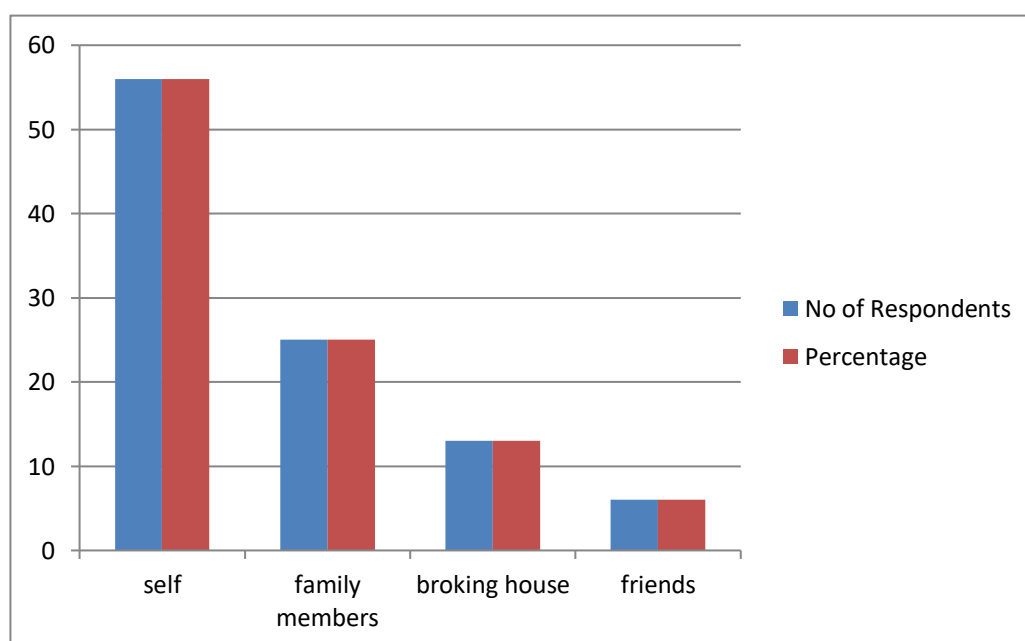
From the above data we can interpret that 57% of the respondents prefer to invest in fixed deposits and it is followed by 27% of the respondents who prefer to invest in recurring deposits. Only 3% of the respondents prefer to invest in real estate property and 13% prefer to invest in financial securities.

TABLE - 3.10 - REPRESENTATION OF MANAGING THE INVESTMENT OF THE RESPONDENTS

Parameter	No. of Respondents	Percentage %
Self	56	56
Family members	25	25
Broking houses	13	13
Friends	6	6
Total	100	100

Source: Field survey conducted in January, 2021

TABLE - 3.10 –REPRESENTATION OF INVESTMENT MANAGEMENT OF THE RESPONDENTS



Source: Table 3.10

INTERPRETATION:

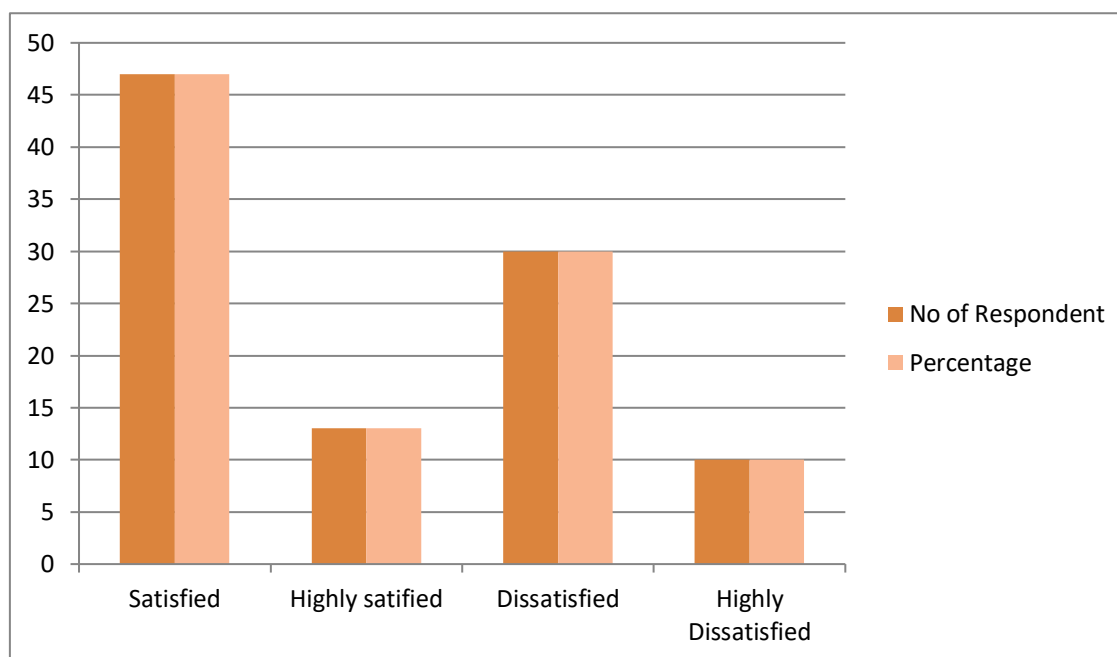
From the above data we can interpret that 56% of the total respondents take investment decision by their own. It is followed by 25% of respondents who take investment decisions with consultation of their family members and only 13% goes for broking houses and 6% prefer to take advice from their friends.

TABLE - 3.11 - REPRESENTATION OF SATISFACTION FROM THE CURRENT RETURN FROM INVESTMENT OF THE RESPONDENTS

Parameter	No. of Respondents	Percentage %
Satisfied	47	47
Highly Satisfied	13	13
Dissatisfied	30	30
Highly Dissatisfied	10	10
Total	100	100

Source: Field survey conducted in January, 2021

CHART -3.11 - REPRESENTATION OF SATISFACTION FROM THE CURRENT RETURN FROM INVESTMENT OF THE RESPONDENTS



Source: Table 3.11

INTERPRETATION:

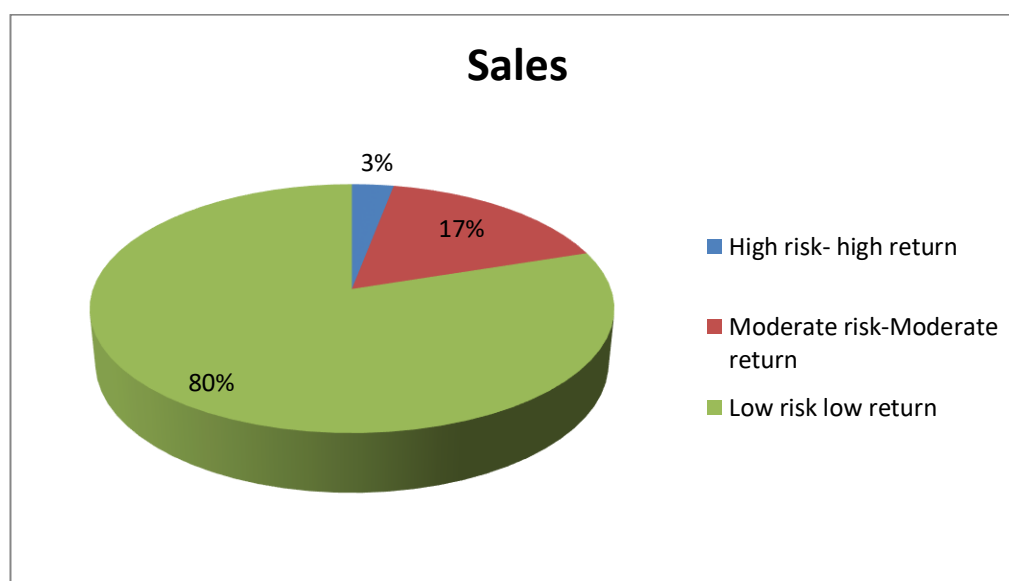
From the above data we interpret that 47% of the respondents are satisfied with the current return from their investments and 13 % of the respondents are highly satisfied. Also 30% of them are dissatisfied and 10 % of them are extremely dissatisfied with their current returns.

TABLE - 3.12 - REPRESENTATION OF THE RISK AND RETURN POLICY PREFERRED BY THE RESPONDENTS

Parameter	No. of Respondents	Percentage %
High risk-High return	3	3
Moderate risk-Moderate return	17	17
Low risk-Low return	80	80
Total	100	100

Source: Field survey conducted in January 2021

CHART - 3.12 - REPRESENTATION OF THE RISK AND RETURN POLICY PREFERRED BY THE RESPONDENTS



Source: Table 3.12

INTERPRETATION:

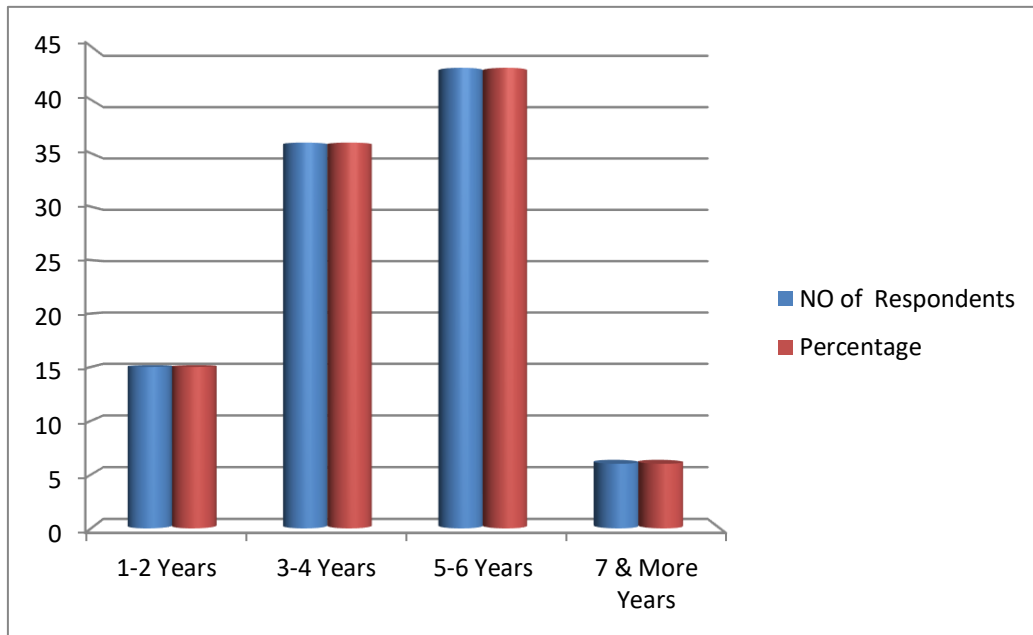
From the above data we can interpret that maximum percentage of the respondents i.e. 80% of the respondents prefer low risk-low return policy while investing, whereas 17% of the respondents prefer moderate risk-moderate return policy and only 3% of the respondents go for high risk-high return policy.

TABLE - 3.13 - REPRESENTATION OF DURATION FOR INVESTMENT.

Parameter	No. of Respondents	Percentage %
1-2 years	15	15
3-4 years	36	36
5-6 years	43	43
7 & more	6	6
Total	100	100

Source: Field survey conducted in January 2021

CHART - 3.13 - REPRESENTATION OF DURATION FOR INVESTMENT



Source: Table 3.13

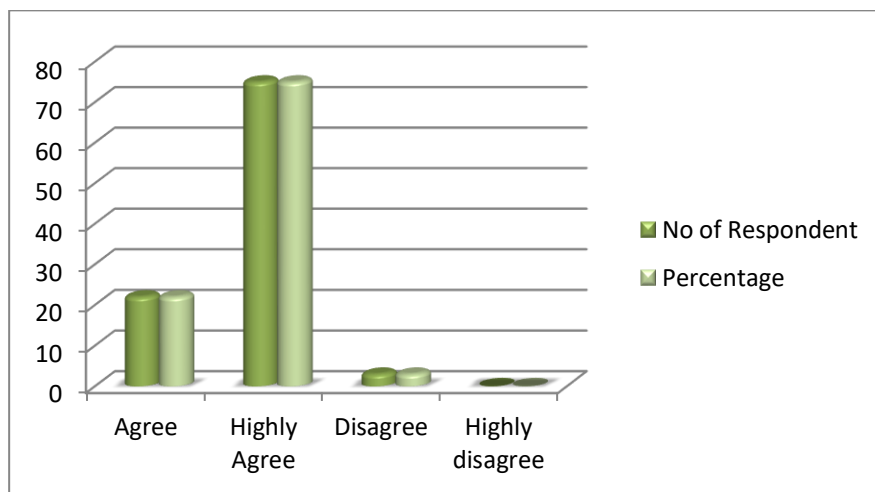
INTERPRETATION: From the above data we can interpret that 15% of them prefer to invest for 1-2 years, 36% of the respondents prefer to invest for 3-4 years, 43% of them for 5-6 years & only 6% of the respondents prefer to invest for 7 years & more.

TABLE - 3.14 - REPRESENTATION OF THE IMPORTANCE OF LIQUIDITY FACTOR OF INVESTMENT AMONG THE RESPONDENTS

Parameter	No. of Respondents	Percentage %
Agree	22	22
Highly Agree	75	75
Disagree	3	3
Highly Disagree	0	0
Total	100	100

Source: Field survey conducted in January, 2021

CHART - 3.14 - REPRESENTATION OF THE IMPORTANCE OF LIQUIDITY FACTOR OF INVESTMENT AMONG THE RESPONDENTS



Source: Table 3.14

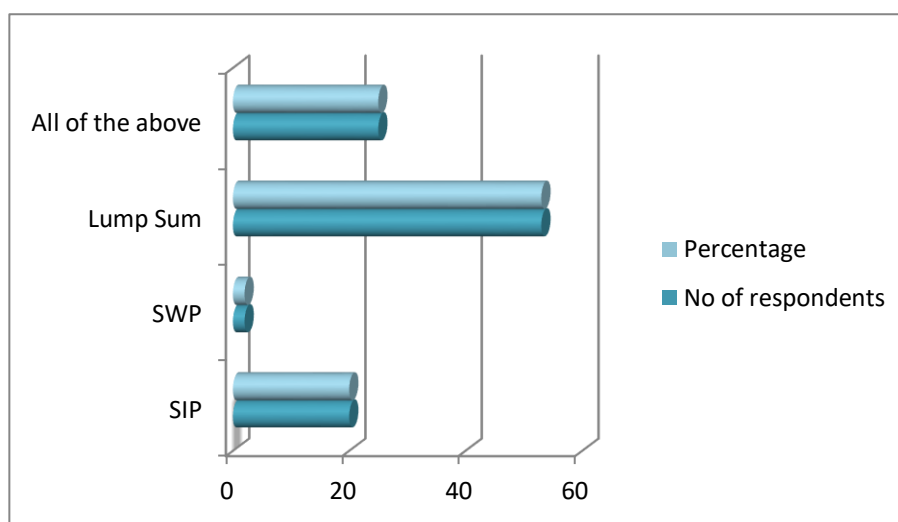
INTERPRETATION: From the above data we can interpret that 75% of the respondents highly agree to have liquidity in their investment and 22% of the respondents agree on the liquidity and 3% of the respondents disagree on the liquidity of their investment.

TABLE - 3.15 - REPRESENTATION OF THE FACILITIES OF MUTUAL FUND THAT THE RESPONDENTS ARE AWARE OF

Parameter	No. of Respondents	Percentage %
Systematic Investment plan (SIP)	20	20
Systematic Withdrawal Plan (SWP)	2	2
Lump Sum	53	53
All the Above	25	25
Total	100	100

Source: Field survey conducted in January, 2021

CHART - 3.15 - REPRESENTATION OF THE FACILITIES OF MUTUAL FUND THAT THE RESPONDENTS ARE AWARE OF



Source: Table 3.15

INTERPRETATION:

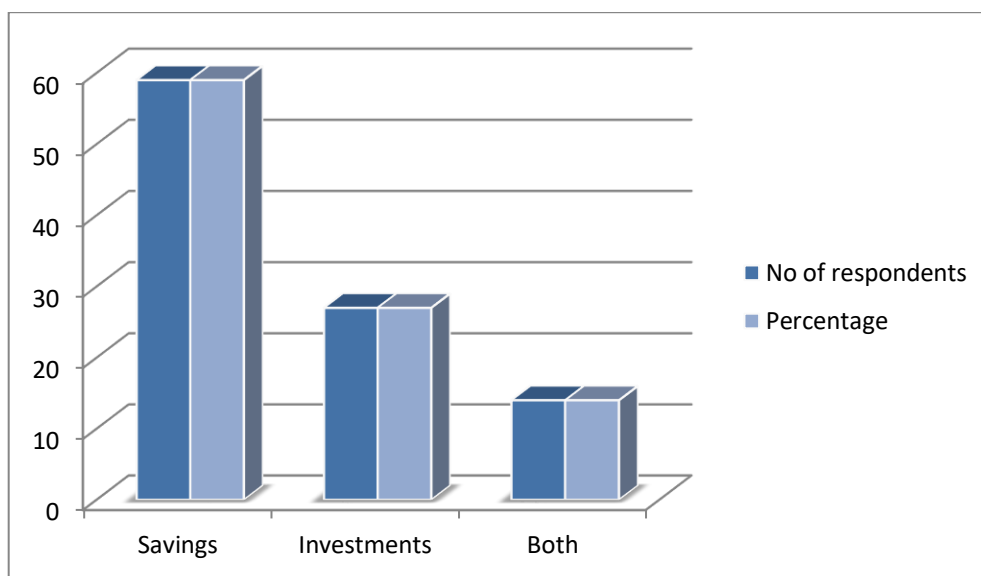
From the above data we can interpret that 53% of the respondents are aware of the lump sum facility of investing in mutual funds and it is followed by 25% of the respondents who are aware of all the three main facilities. Only 20% knows about the SIP and 2% knows about SWP.

TABLE – 3.16- REPRESENTATION OF SAVING OR INVESTMENT PREFERENCE

Parameter	No. of Respondents	Percentage %
Savings	59	59
Investment	27	27
Both	14	14
Total	100	100

Source: Field survey conducted in January, 2021

CHART – 3.16- REPRESENTATION OF SAVING OR INVESTMENT PREFERENCE



Source: Table 3.16

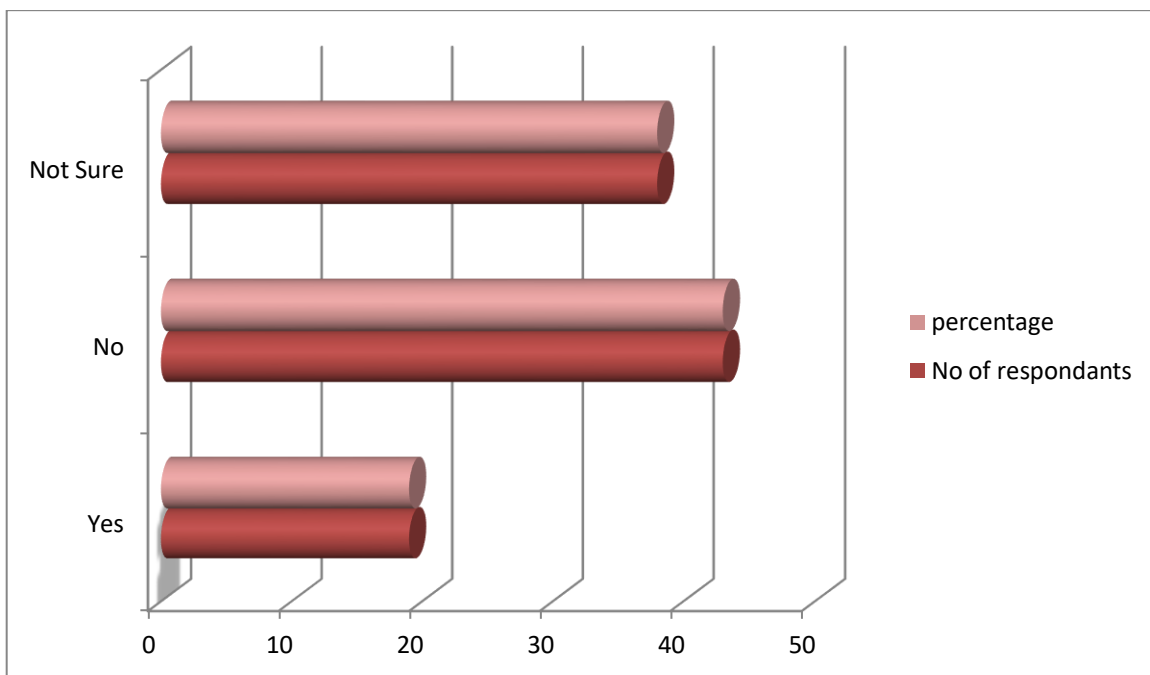
INTERPRETATION: It was found that 59% of the respondents prefers savings over investments, 27% prefers investments and 14% of them prefers balance between savings and investments.

TABLE-3.17- REPRESENTATION OF VIEWS ON DIVERSIFICATION

Parameter	No. of Respondents	Percentage %
YES	19	19
NO	43	43
NOT SURE	38	38
Total	100	100

Source: Field survey conducted in January, 2021

CHART-3.17- REPRESENTATION OF VIEWS ON DIVERSIFICATION



Source: Table 3.17

INTERPRETATION: As per the observation 19% of the respondents are ready to diversify their investments & 43% of them have no interest in diversification and 38% of them is not sure.

4.1 FINDINGS OF THE STUDY

The findings of the study are as follows:

- 1) It was found that majority of the total respondents' ages were more than 41. And only few of the respondents were within the age range of 21 to 30. Second highest is 31 to 40 years of age. It was also found that majority of the respondents are male. And the no of married respondent are higher than the unmarried respondent.
- 2) Through the study, it was found that out of the total respondents, majority of the respondents have family members within 3 to 4. It was also found that with the increase in the no. of members the savings and investment behaviour of the respondent's changes. As with increase in the members the expenses also increase simultaneously which leads to decrease in the savings and investment.
- 3) Maximum no. of respondents draws salary more than 41000 per month. It was found that those who draw more salary have a tendency to save and invest more.
- 4) It was found that 94 percent of the respondents have 1 to 2 bank accounts and 6% of them have 3-4 account but none have 5 or more than 5 accounts. It was also found that majority of the respondents prefer to have an account with the public sector banks rather than private banks. As because they consider that the public banks are more safe to keep their money as compared to the private banks. Despite high rate of interest on savings given by private sector banks and despite giving better service

- 5) It was found that majority of the respondents monthly saving is within the range 11000 to 15000 rupees with 60 percent and 6000-10000 rupees being second highest i.e. 25%. Those respondents' whose salary is more than 41000 per month and who have family members between 1-2 and 3-4 comes under this category.
- 6) It came to notice that most of the respondents were quite skeptical regarding investing in different avenues but they prefer more traditional way of saving money and then investing some amount of the saving in low risk investments or funds.
- 7) It was found that most of the respondents take investment decisions and manage investments by their own or with help with their family members. but among the respondents there are few people who invest with the help of a broker or with a friends advice..
- 8) It was found that more or less lots of respondent are satisfied with their investment return among those respondents there are some highly satisfied ones as well dissatisfied and extremely dissatisfied ones. Basically it all come downs to how good one can manage their investments.
- 9) Most of the employees prefer to hold their savings as investment for 5 to 6 years or 3 to 4 years . They do not like to take the risk of holding their savings more than 7 years and there some employees that only like to keep their savings locked in investment for very short period of time i.e. for 1 -2 years.
- 10) Most of the respondents take liquidity factor as one of the important factors while investing. However there are few respondents mostly those who go for long term investment and like to take the advantage of compound interest do not take into account the liquidity factor.
- 11) Most of the respondents are aware of the various facilities provided by the mutual fund companies mainly lump sum and Systematic Investment Plan (SIP). And only few of them are aware of Systematic Withdrawal Plan (SWP).
- 12) Most respondents are not interested in diversifying their investment i.e.43% and 38% of respondent are not sure about diversifying while 19% of them are interested in diversifying.

4.2 SUGGESTIONS

- Although financial service providers, mutual fund houses are enforcing aggressive advertisement regarding the availability of investment opportunities but such awareness among the aged potential investors are lacking behind.
- Governments should encourage their employees to invest in different sectors by giving some incentives and also to increase awareness of the employees by organizing some seminar, discussions other investing awareness program.
- Steps should be taken by the financial institutions to make the investors aware of the benefits of compound interest that they are likely to receive if the investments are kept for a longer period of time
- The Central government in consultation with Reserve Bank of India (RBI) should take steps for increasing the interest rates on fixed deposits and recurring deposits so that many potential investors can invest their savings and find themselves in a safe position as per their principal amount and returns are concerned.
- The Central government in consultation with Reserve Bank of India (RBI) should also take effective steps for increasing the interest rate on the savings bank deposits for the public sector banks. From the past few years the interest rates for the saving deposits were 4% for the public banks but currently most of the public banks offer interest of 3.5% on the savings deposits.
- Investors should take into account the benefits of the private banks as they normally give interest more than that of the public banks.

4.3 CONCLUSION

Financial savings and investments play an important role in the development and growth of an economy as well as personal financial growth and wealth maximization .Different investment avenues are available to investors. These investments offer variety of opportunities to the investors, although they carry certain risks.

Many investors do not possess adequate expertise or knowledge to take informed investment decisions. The present study is undertaken on the basis of a field study to throw light on the awareness and risk bearing capacity of Government employees regarding various investment opportunities and the decision making criteria for different age group of Government employees regarding their Investments and Savings.

It has been found that with the increase in income, the tendency to save and invest rises up. Most of the middle-aged people prefer to open fixed deposit accounts with public sector banks as they think that their deposits remain safe there, whereas the young respondents are indifferent to this view and prefer private sector banks due to higher interest rates. They also consider the factor of liquidity of their investments as an important issue, for which most of them prefer somewhat regular income generating investments such as bank deposits and very few go for investment in mutual funds, stocks, bonds etc.

The investors should be educated more to come out of their risk averse nature and understand the benefits of other investment opportunities. Mostly Mutual fund houses are enforcing aggressive advertisements regarding the availability of investment opportunities but such awareness among the aged potential investors are lacking behind. Steps should be taken by the financial institutions to make the investors aware of the benefits and opportunities that they are likely to receive if the investments are kept for a longer period of time.

The Central Government in and the Reserve Bank of India can take steps for increasing the interest rates on fixed deposit and recurring deposit accounts of public sector banks so that many potential investors can invest their savings and find themselves in a safe position.

Due to time constraint, the researcher could take into account only 2 offices for the purpose of this survey. So, there is definitely a scope for further study on this topic related to investment and savings on a broader basis which can be useful for understanding the financial literacy of the people and help in boosting the overall financial development.

BIBLIOGRAPHY

RESEARCH WORKS:

- 1) Burghatein S. (2012); International Journal of Social Sciences & Interdisciplinary Research, May 2012, page 43-54.
- 2) Chaturvedi M. &Khare S. 2012; Study of saving pattern and investment preference of individual household in India, International Journal of Research in Commerce and Management Vol.3 Issue-5 May 2012.
- 3) Dattatraya T. C. 2012; –A study on saving motives of investors in western Maharashtra- Journals of commerce and management, November 2012.
- 4) Das.S.K, 2012. Middle Class Household's Investment Behaviour: An Empirical Analysis, A Journal of Radix International Educational and Research Consortium, September 2012.
- 5) Jayachandran R. 2006; "A Study on the Behaviour of Household towards Savings and Investments in Coimbatore District", Ph. D thesis submitted to Bharathiar University, 2006.
- 6) Kalavathy S., 2009. "A Study on the Savings and Investment Behaviour of Salaried Person", Ph. D Thesis Submitted to Bharathiar University, Coimbatore, 2009.
- 7) Kathuria L.M & Singhanian K. 2012; Investment Decision Making: A Gender-Based Study of Private Sector Bank Employees. The IUP Journal of Behavioral Finance, page 45-56.

- 8) Palanivelu, V.R. & Chandrakumar, K. A Study on Preferred Investment Avenues among Salaried Peoples with Reference to Namakkal Taluk, Tamil Nadu, India, International Conference on Business, Economics, ICFAI University Journal of Applied Finance, page 14-22.
- 9) Singh, A. 1979; A Study of Certain Aspects of Household Savings Behaviour in New Delhi, Journal of Marketing, 1979, page 87-91.
- 10) Stephan, A and Dr. Selvi. 2009; "Investors Attitude towards Investment Avenues" International Journal of Management and Commerce Innovations page (717-722), Month: April 2015 - September 2015.
- 11) Vyas R. and Chandra Suresh M. 2012; Indian Journal of Finance-August2012, Perception And Behaviour Of Mutual Fund Investors In Indore, Madhya Pradesh, Page36.

WEBSITES :

<https://keydifferences.com/difference-between-savings-and-investment.html>

<http://www.yourarticlelibrary.com/economics/the-relationship-between-saving-and-investment-explained-with-diagram/37762>

<https://economictimes.indiatimes.com/wealth/save>

https://www.researchgate.net/publication/256038433_A_Study_of_Saving_and_Investment_Behaviour_of_Individual_Households_-_An_Empirical_Evidence_from_Orissa

https://papers.ssrn.com/sol3/papers.cfm?abstract_id=2168305

<https://www.ndtv.com/business/savings-and-investments>

QUESTIONNAIRE

Respected Madam,

With due respect and humble submission I beg to state that I (Apurba Sarkar) am a student of M.COM 3rd Semester studying in KC DAS Commerce College under Gauhati University and I am conducting a survey on **“A STUDY ON THE SAVINGS AND INVESTMENT BEHAVIOUR OF GOVERNMENT IN BOITAMARI AREA OF BONGAIGAON DISTRICT”**, in partial fulfillment of my M.COM degree.

So, I request you to kindly spare some time and extend your humble co-operation for making this survey a successful one. I assure you that the information collected will be kept confidential and will be used only for academic purpose.

GENERAL INFORMATION:

1 Name of the Respondent:

2) Age:

21-30 31-40 41-50 50 & above

3) Gender:

Male

Female

4) Marital Status :

Single

Married

5) Family members:

1-2 3-4 5-6 7 and above

PROJECT RELATED INFORMATION:

6) Salary Range:

21000-30000 31000-40000 41000-50000 51000 & above

7) No. Of Bank accounts :

1-2 3-4 5-6 7& above

8) Which bank do you prefer the most to keep your money?

Private Banks Public Banks Both

9) How much do you likely to save every month?

1000-5000 6000-10000 11000-15000 6000 & above

10) How do you prefer to invest the savings?

Fixed deposits Financial market
(shares, bonds etc.)
Real estate property Recurring bank deposits

11) How do you manage your investment?

Alone Family members
Broking houses Friends

12) Are you satisfied with the return from your investment?

Satisfied Highly satisfied
Dissatisfied Highly dissatisfied

13) Which among the following policy do you prefer more while investing your money?

High risk - High return

Moderate risk – Moderate return

Low risk – Low return

14) How long do you prefer to put your money on investment?

1-2 years 3-4 years

5-6 years 7 years & above

15) Do you agree that liquidity factor is one of the most important factor while taking investment decision?

Agree Highly Agree

Disagree Highly Disagree

16) What are the following investment facilities/ opportunities provided by the mutual fund companies that you are well aware of?

Systematic investment plan (SIP)

Systematic withdrawal plan (SWP)

Lump sum investment

All the above

17) what do you prefer more -

Savings investment Both

18) Do you like to diversify your investment?

Yes no Not sure

19) Any other comments or suggestion you would like to provide

.....

CHAPTER 1

INTRODUCTION

CHAPTER 2

OVERVIEW OF THE STUDY

CHAPTER 3
DATA ANALYSIS AND
INTERPRETATION

CHAPTER 4
FINDINGS, SUGGESTIONS
AND CONCLUSION