

## KNOWLEDGE LEVEL OF TRAINED INPUT DEALERS ABOUT THE DIFFERENT MODULES OF TRAINING

**Neeta Kalasariya<sup>1</sup>, J. K. Patel<sup>2</sup> and Yaksh Patel<sup>3</sup>**

1&3 PG Student, Dept. of Agril. Extension & Communication, BACA, AAU, Anand – 388 110

2 Director, Extension Education Institute, AAU, Anand – 388 110

E-mail:- kalsariyaneeta9@gmail.com

### ABSTRACT

*This present study entitled “Knowledge level of trained input dealers about the different modules of training” was conducted in 2022. A sample of 230 trained input dealers was selected. The ex-post facto research design was used for the research study. Input dealers serves as an important link between the manufactures and the farmers. So, he/she has the responsibility to disseminate latest farm technology up to the field level especially in the era of the free economy and the world trade organization technical qualifications in agriculture are mandatory to overcome potential adverse effects, to sell farm inputs as well as to issue dealership licenses to provide farm-advisory services. If these input dealers are made para-extension professionals by providing the necessary knowledge, they can commercialize extension services and contribute to the paradigm shift in Indian agriculture and thereby help the farming community. Trained input dealers show knowledge level of trained input dealers about the different modules of training. Thus, it may be stated that the knowledge level of trained input dealers about the different modules of training differs with such characteristics. Hence, considering the importance of these characteristics and review of past research studies, an attempt has been made in this investigation to ascertain the relationship if any, between profile of trained input dealers and their knowledge level of trained input dealers about the different modules of training. The result indicated that majority of trained input dealers had very high-level of agro ecological situation, soil health management, Crop Production Technology, Peat, Disease and Weed control in Agriculture, Farm Implements and Machinery, Irrigation Techniques and their management, Seed & Seed Production, Extension Management and Personal Development and overall knowledge and out of twenty independent variables ten variables viz. social participation, extension contact, cosmopolitaness, input supply ability, economic motivation, achievement motivation, planning orientation and market orientation were found to be positive and highly significantly and scientific orientation and risk orientation had positive and significant correlated with overall knowledge level of the different modules of training.*

**Keywords:** *trained, input dealers, knowledge, modules, training*

### INTRODUCTION

Knowledge about new technologies and research is very important for the trained input dealers. The farmers have more trust on the trained input dealers as they are more localite. There is a high need that proper recommendations should be communicated for sustainable usage of inputs and for proper understanding by the farmers about the product / process. The trained input dealers give information about new varieties, proper fertilizers and pesticides use to the farmers. If the trained input dealers have proper knowledge about new technologies, information and research, they can transfer that to the farmers for improving farming by boost up production which ultimately resulting in increasing living standard of farmers. Input dealers serves as an important link between the manufactures and the farmers. So, he/she has the responsibility to disseminate latest farm technology up

to the field level especially in the era of the free economy and the world trade organization technical qualifications in agriculture are mandatory to overcome potential adverse effects, to sell farm inputs as well as to issue dealership licenses to provide farm-advisory services. Most of these input dealers do not have formal agricultural education. If these input dealers are made para-extension professionals by providing the necessary knowledge, they can commercialize extension services and contribute to the paradigm shift in Indian agriculture and thereby help the farming community. Hence, considering the importance of these characteristics and review of past research studies, an attempt has been made in this investigation to ascertain the relationship if any, between profile of trained input dealers and their overall knowledge level of the different modules of training.

**OBJECTIVES**

- (1) To study the knowledge level of trained input dealers about the different modules of training
- (2) To study the relationship between profile of trained input dealers and their overall knowledge level of the different modules of training

**METHODOLOGY**

The present study “Knowledge level of trained input dealers about the different modules of training” was conducted in Gujarat state of India. A sample of 230 trained input dealers was selected from these states. An interview schedule based on objective of the study was developed and trained input dealers were interviewed personally and through google form for collection of information. Based on the arbitrary method

for knowledge and Karl Pearson’s coefficient correlation for relationship was assessed and analyze the data to draw the meaningful conclusion.

**RESULTS AND DISCUSSION**

Different indicators played an important role in determining the knowledge. Indicators such as Agro Ecological Situation, Soil Health Management, Crop Production Technology, Pest, Disease and Weed control in Agriculture, Farm Implements and Machinery, Irrigation Techniques and their Management, Seed & Seed Production, Extension Management and Personal Development are determinants of knowledge. In this study, eight indicators were judged for determining the knowledge and the data reflecting their level with respect to all eight indicators are presented in table 1.

**Table 1: Trained input dealers according to different indicators which determines the knowledge**

(n=230)

Sr. No.	Indicators	Category	Frequency	Per cent
1	<b>Agro ecological situation</b>	Very low (Up to 20.00 Score)	00	00.00
		Low (20.01 to 40.00 Score)	05	02.17
		Medium (40.01 to 60.00 Score)	23	10.00
		High (60.01 to 80.00 Score)	29	12.61
		Very high (80.01 to 100.0 Score)	173	75.22
2	<b>Soil health management</b>	Very low (Up to 20.00 Score)	00	00.00
		Low (20.01 to 40.00 Score)	03	01.30
		Medium (40.01 to 60.00 Score)	27	11.74
		High (60.01 to 80.00 Score)	47	20.43
		Very high (80.01 to 100.0 Score)	153	66.53
3	<b>Crop production technology</b>	Very low (Up to 20.00 Score)	00	00.00
		Low (20.01 to 40.00 Score)	03	01.30
		Medium (40.01 to 60.00 Score)	16	06.96
		High (60.01 to 80.00 Score)	50	21.74
		Very high (80.01 to 100.0 Score)	161	70.00
4	<b>Pest, disease and weed control in agriculture</b>	Very low (Up to 20.00 Score)	00	00.00
		Low (20.01 to 40.00 Score)	02	00.87
		Medium (40.01 to 60.00 Score)	15	06.52
		High (60.01 to 80.00 Score)	67	29.13
		Very high (80.01 to 100.0 Score)	146	63.48
5	<b>Farm implements and machinery</b>	Very low (Up to 20.00 Score)	00	00.00
		Low (20.01 to 40.00 Score)	02	00.87
		Medium (40.01 to 60.00 Score)	73	31.74
		High (60.01 to 80.00 Score)	23	10.00
		Very high (80.01 to 100.0 Score)	132	57.39

Sr. No.	Indicators	Category	Frequency	Per cent
6	<b>Irrigation techniques and their management</b>	Very low (Up to 20.00 Score)	00	00.00
		Low (20.01 to 40.00 Score)	06	02.61
		Medium (40.01 to 60.00 Score)	36	15.65
		High (60.01 to 80.00 Score)	47	20.44
		Very high (80.01 to 100.0 Score)	141	61.30
7	<b>Seed and seed production</b>	Very low (Up to 20.00 Score)	00	00.00
		Low (20.01 to 40.00 Score)	17	07.39
		Medium (40.01 to 60.00 Score)	06	02.61
		High (60.01 to 80.00 Score)	82	35.65
		Very high (80.01 to 100.0 Score)	125	54.35
8	<b>Extension management and personal development</b>	Very low (Up to 20.00 Score)	00	00.00
		Low (20.01 to 40.00 Score)	05	02.17
		Medium (40.01 to 60.00 Score)	55	23.91
		High (60.01 to 80.00 Score)	38	16.52
		Very high (80.01 to 100.0 Score)	132	57.40

The data presented in Table 1 indicated that more than two third (75.22 per cent) of trained input dealers had very high level of agro ecological situation; followed by 12.61 per cent, 10.00 per cent and 02.17 per cent of them had high, medium and low level of agro ecological situation, respectively. While no trained input dealers were categorized under very low level of agro ecological situation.

The data presented in Table 1 indicated that nearly two third (66.53 per cent) of trained input dealers had very high level of soil health management; followed by 20.43 per cent, 11.74 per cent and 01.30 per cent of them had high, medium and low level of soil health management, respectively. While no trained input dealers were categorized under very low level of soil health management.

The data presented in Table 1 indicated that more than two third (70.00 per cent) of trained input dealers had very high level of Crop Production Technology; followed by 21.74 per cent, 06.96 per cent and 01.30 per cent of them had high, medium and low level of Crop Production Technology, respectively. While no trained input dealers were categorized under very low level of Crop Production Technology.

The data presented in Table 1 indicated that nearly two third (63.48 per cent) of trained input dealers had very high level of Pest, Disease and Weed control in Agriculture; followed by 29.13 per cent, 06.52 per cent and 00.87 per cent of them had high, medium and low level of Pest, Disease and Weed control in Agriculture, respectively. While no trained input dealers were categorized under very low level of Pest, Disease and Weed control in Agriculture.

The data presented in Table 1 indicated that more than half (57.39 per cent) of trained input dealers had very

high level of Farm Implements and Machinery; followed by 31.74 per cent, 10.00 per cent and 00.87 per cent of them had medium, high and low level of Farm Implements and Machinery, respectively. While no trained input dealers were categorized under very low level Farm Implements and Machinery.

The data presented in Table 1 indicated that nearly two third (61.30 per cent) of trained input dealers had very high level of Irrigation Techniques and their management on; followed by 20.44 per cent, 15.65 per cent and 02.61 per cent of them had high, medium and low level of Irrigation Techniques and their management, respectively. While no trained input dealers were categorized under very low level of Irrigation Techniques and their management.

The data presented in Table 1 indicated that more than half (54.35 per cent) of trained input dealers had very high level of Seed & Seed Production; followed by 35.65 per cent, 07.39 per cent and 02.61 per cent of them had high, low and medium level of Seed & Seed Production, respectively. While no trained input dealers were categorized under very low level of Seed & Seed Production.

The data presented in Table 1 indicated that more than half (57.40 per cent) of trained input dealers had very high-level Extension Management and Personal Development; followed by 23.91 per cent, 16.52 per cent and 02.17 per cent of them had medium, high and low level of Extension Management and Personal Development, respectively. While no trained input dealers were categorized under very low level of Extension Management and Personal Development.

This result partially supported by Mamatha (2018) and Ganiger (2012).

**Table 2 : Overall Knowledge level of trained input dealers about the different modules of training**

(n=230)

Sr. No.	Categories	Frequency	Per cent
1	<b>Very low</b> (Up to 20.00 Score)	00	00.00
2	<b>Low</b> (20.01 to 40.00 Score)	00	00.00
3	<b>Medium</b> (40.01 to 60.00 Score)	02	00.87
4	<b>High</b> (60.01 to 80.00 Score)	63	27.39
5	<b>Very high</b> (80.01 to 100.0 Score)	165	71.74

The data presented in Table 2 indicated that more than two third (71.74 per cent) of trained input dealers had very high level of knowledge; followed by 27.39 per cent and 00.87 per cent of them had high and medium level of knowledge, respectively. While no trained input dealers were categorized under low and very low level of knowledge.

The result indicated that overwhelming majority (99.13 per cent) of the trained input dealers had very high to high level of overall knowledge. The probable reason for above findings might be that the trained input dealers were having high experience as dealers, higher mass media exposure and more scientific orientation them to have more knowledge on production technologies of major crops.

#### **Relationship between profile of trained input dealers and their overall knowledge level of the different modules of training**

To ascertain the relationship between the profile of the trained input dealers and their knowledge, the Karl Pearson co-efficient of correlation was worked out. Total twenty Personal, Socio-economic, Communication and Psychological characteristics of the trained input dealers were studied. The zero order correlations are presented in Table 3.

Table 3 revealed that out of twenty independent variables ten variables viz. social participation, extension contact, cosmopolitaness, input supply ability, economic motivation, achievement motivation, planning orientation and market orientation were found to be positive and highly significantly and scientific orientation and risk orientation had positive and significant correlated with overall knowledge level of the different modules of training. While age, education, land holding, farming experience, number of years of experience as dealer, annual income, mass media exposure, innovativeness, self-confidence and decision-making ability had positive non-significant relation with overall knowledge level of the different modules of training. So, these variables were fails to show any significant correlation overall knowledge level of the different modules of training.

**Table 3: Relationship between profile of trained input dealers and their overall knowledge level of the different modules of training** (n = 230)

Sr. No.	Variables	r value
X <sub>1</sub>	<b>Age</b>	0.029
X <sub>2</sub>	<b>Education</b>	0.127
X <sub>3</sub>	<b>Land holding</b>	0.002
X <sub>4</sub>	<b>Farming experience</b>	0.066
X <sub>5</sub>	<b>Number of years of experience as dealer</b>	0.054
X <sub>6</sub>	<b>Annual income</b>	0.017
X <sub>7</sub>	<b>Social Participation</b>	0.208**
X <sub>8</sub>	<b>Extension contact</b>	0.443**
X <sub>9</sub>	<b>Cosmopolitaness</b>	0.271**
X <sub>10</sub>	<b>Mass media exposure</b>	0.098
X <sub>11</sub>	<b>Input supply ability</b>	0.233**
X <sub>12</sub>	<b>Innovativeness</b>	0.012
X <sub>13</sub>	<b>Self confidence</b>	0.121
X <sub>14</sub>	<b>Decision making ability</b>	0.075
X <sub>15</sub>	<b>Economic motivation</b>	0.299**
X <sub>16</sub>	<b>Scientific orientation</b>	0.399*
X <sub>17</sub>	<b>Risk orientation</b>	0.321*
X <sub>18</sub>	<b>Achievement motivation</b>	0.421**
X <sub>19</sub>	<b>Planning orientation</b>	0.352**
X <sub>20</sub>	<b>Market orientation</b>	0.362**

\* Significant at 0.05 level of probability

\*\* Highly Significant at 0.01 level of probability

This result partially supported by Prajapati (2012), Biradar *et al.* (2013), Khatri (2018) and Patel (2020).

#### **CONCLUSION**

The result indicated that majority of trained input dealers had very high-level of agro ecological situation, soil health management, Crop Production Technology, Pest, Disease and Weed control in Agriculture, Farm Implements and Machinery, Irrigation Techniques and their management, Seed & Seed Production and Extension Management, Personal Development and overall knowledge and out of twenty independent variables ten variables viz. social participation, extension contact, cosmopolitaness, input supply ability, economic motivation, achievement motivation, planning

orientation and market orientation were found to be positive and highly significantly and scientific orientation and risk orientation had positive and significant correlated with overall knowledge level of the different modules of training. Based on the outcome of the study main implications is university should be called input dealers periodically for informing about benefits of research recommendations through training and Provide booklet of research recommendations to the input dealers every year.

#### CONFLICT OF INTEREST

No conflict of interest among researchers.

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