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Impact of GST Implementation on Sales, Profitability and Revenue: A Case Study of South Zone of Himachal Pradesh

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ABSTRACT:
GST is an indirect tax imposed on the supply of goods and services. It is a multi-stage, destination-oriented tax imposed on every value addition, replacing multiple indirect taxes, including VAT, excise duty, service taxes, etc. Implementing a new tax, encompassing both goods and services, by the Centre and the States in a large and complex federal system, is perhaps unprecedented in modern global tax history. The indirect tax system of India suffered from various limitations. There was a burden of tax-on-tax in the pre-GST system of central excise duty and the sales tax system of the States. GST has taken under its wings a profusion of indirect taxes of the Centre and the States. The responses of the respondents with regard to the impact of GST implementation on Small Enterprises in Southern Zone of Himachal Pradesh, compare the GST with indirect taxes and analyses the problems and challenges faced by small enterprises from GST and its impact on sales, profitability and revenue. The perception of respondents regarding the impact of GST on income, price, sale, cost, and compliance factors etc. on small enterprises has been analyzed on the basis of certain selected variables. The analysis is also made by using pie charts, bar diagrams, Mean, Skewness, Standard Deviation, Kurtosis and chi-square etc. by using the SPSS. The research study including conclusions, findings, advance suggestions and future scope.

Keywords: GST, Small Scale Business, Income, south zone Himachal, Sales, revenue.

INTRODUCTION

Taxation is a general concept for devices used by every government from earlier monarchy to today's democracy to generate their own revenue from the peoples by using law of land and related to taxation. Although their name, nature, structure, scope and rate has been different since its evolution. Every society faces some inevitable problems like defence, social welfare, to develop infrastructure, unforeseen natural calamities etc through the ages which could be solved by competent authority. Present day societies of the world are more developed but face complex challenges than ancient, so nature and scope of tax system has been changed. Now government's role has increased dramatically to resolve these problems. Beyond laissez faire, the government intervention in economic activities are frequent to manage externalities to prevent sever economic failure; instead of maintain law and order, protection of the peoples from external aggression. A developing country like India faces vicious circle of socio-economic problems such as poverty, unemployment, illiteracy, availability of primary health services, income distribution; inequality which compelled it performs various other roles for upliftment

of society. Therefore, both direct and indirect taxes are essential to bring adequate revenue to the state for meeting the increasing public expenditure without compromising legal framework of the FRBM Act roadmap. Tax revenue facilitates to faster economic growth and economic stability. But still low tax to GDP ratio is matter of worry. It continues to constant due to small number tax payers, tax avoidance, tax erosion and difficult tax administration. Direct taxes have limited scope to raise revenue for government; so indirect tax play big role but its structure and nature as cascading effects, simplicity to implement and general understanding of the public, convenience to collect, rates keeping view of inequality, and economy to compliance

In India, the system of direct taxation as it is known today has been in force in one form or another even from ancient times. There are references both in Manu Smriti and Artha sastra to a variety of tax measures. Manu, the ancient sage and law-giver stated that the king could levy taxes, according to Sastras. The wise sage advised that taxes should be related to the income and expenditure of the subject. He, however, cautioned the king against excessive taxation and stated that both extremes should be avoided namely either complete absence of taxes or exorbitant taxation. According to him, the king should arrange the collection of taxes in such a manner that the subjects did not feel the pinch of paying taxes. He laid down that traders and artisans should pay 1/5th of their profits in silver and gold, while the agriculturists were to pay 1/6th, 1/8th and 1/10th of their produce depending upon their circumstances. The detailed analysis given by Manu on the subject clearly shows the existence of a well-planned taxation system, even in ancient times. Not only this, taxes were also levied on various classes of people like actors, dancers, singers and even dancing girls. Taxes were paid in the shape of gold-coins, cattle, grains, raw-materials and also by rendering personal service.

The introduction of CENVAT removed to a great extent cascading burden by expanding the coverage of credit for all inputs, including capital goods. CENVAT scheme later also allowed credit of services and the basket of inputs, capital goods and input services could be used for payment of both central excise duty and service tax. Similarly, the introduction of VAT in the States has removed the cascading effect by giving set-off for tax paid on inputs as well as tax paid on previous purchases and has again been an improvement over the previous sales tax regime. But both the CENVAT and the State VAT have certain incompleteness. The incompleteness in CENVAT is that it has yet not been extended to include chain of value addition in the distributive trade below the stage of production. Similarly, in the State-level VAT, CENVAT load on the goods has not yet been removed and the cascading effect of that part of tax burden has remained unrelieved. Moreover, there are several taxes in the States, such as, Luxury Tax, Entertainment Tax, etc. which have still not been subsumed in the VAT. Further, there has also not been any integration of VAT on goods with tax on services at the State level with removal of cascading effect of service tax. GST is the most ambitious and remarkable indirect tax reform in India's post-Independence history. Its objective is to levy a single national uniform tax across India on all goods and services. GST has replaced a number of Central and State taxes, made India more of a national integrated market, and brought more producers into the tax net. By improving efficiency, it can add substantially to growth as well as government finances. Implementing a new tax, encompassing both goods and services, by the Centre and the States in a large and complex federal system, is perhaps unprecedented in modern global tax history.

In 2005, the State of Himachal Pradesh passed the Himachal Pradesh VAT Act in order to establish the rules and regulations by which VAT would be implemented and collected in the state. The Excise and Taxation Department in the state of Himachal Pradesh collects state revenue through taxes, levies, and

duties. The department has also been responsible for the efficient collection of taxes and raising the total tax revenue from Rs.836 crore in 2003-04 to Rs.2274 crore in 2009-10. Himachal Pradesh government could not implement many of the procedures under the GST regime due to frequent changes in rules and regulations since its launch on July 1, 2017, a report by the Comptroller and Auditor General (CAG) of India on the revenue sector of the state for the year that ended on March 31 last year has revealed. The report said as per the model law approved by the Goods and Services Tax Council, the state government was prompt in its preparedness for implementation of goods and services tax under the Act and rules. It said that GSTN was not able to provide the complete IT solution regarding filing of returns. The state government was hamstrung in implementing the provisions of GST as it had limited role in these matters. A complete network system needs to be devised with required speed for successful implementation of GST Act, the CAG report added.

While referring to trend of revenue, the report said GST was implemented from July 2017 and total receipts under GST including non-subsumed and subsumed taxes from April 2017 to March 2018 were Rs 4,843.86 (including IGST advance Rs 484.84 crore) against Rs 4,381.91 crore under pre-GST taxes during the same period of year 2016-17, an increase of 10.54%.

Review of Literature

A literature review can be defined as the selection of available documents (both published and unpublished on the topic, which contain information, ideas, data and evidence written from a particular standpoint to fulfill certain aims or express certain views on the nature of the topic and how it is to be investigated, and the effective evaluation of these documents in relation to the research being proposed. Literature review serves the following purposes: understand the background of the research study, identify concepts relating to it and causal relationship, identify appropriate methodology, identify relevant sources of data and understand reporting format and procedures. In this chapter, an attempt has been made to present the findings of the researches conducted by different scholars in the field with regard to the impact of the GST on small business, manufacturing business, agriculture, service sectors, tourism industry, hotel industry etc.

Akira Junaid Khan (2005) has studied in a quantitative way the macroeconomic and welfare effects of introducing reformist expenditure taxation, in a condition of the Japanese population's aging. By taking explanation of the general counter balance effects of intra-generational inequality the study undertakes simulation thinking or analysis and it growths with a conversion to an aging society. On the grounds of efficiency and equity progressive expenditure which is suggested by the simulation results. The study also argues; large welfare loss can be overcome by a change to successive expenditure taxation that would occur under the current tax system as Japan country.

Purohit (2010) has studied the issues in GST implementation in India. The critical issue highlighted are exemptions allowed, tax administration, threshold limit, and special package for small dealers' exporters and concluded that a feasibility study needs to be carried out to understand the nature of business transactions and accordingly develop a tax administration system that makes the functioning of new tax regime smoother and more manageable.

Nihalini Jharia (2015) has observed that the GST would play a transformative role and convey concerning revolution within the Indian economy. The rise in commission tax from twelve.36% to 14 July would ideally be a precursor to GST implementation. GST introduction removing the prevailing multiple tax structured system charged by centre and state, that is not fascinating. The impact is on economic surroundings wherever GST could be a desired based mostly consumption tax supported VAT

greatly serving to in removing distortion indeed, developing condition of national market.GST would be very advantages for the government as well as the public if properly administered.

Vicky and Rakesh Kumar (2018) have concluded that there are some of major challenges before the Government and the industry, ahead of actual implementation of GST.GST has an important role to play in the Indian economy. GST also offers a solution to the multiplicity of taxes break down, it concluded in the single tax. GST will reduce the tax evasion process. There is threat of inflation before GST rolled out. The government both central and state has to conduct awareness programmes and various literacy programmes about GST to its various stakeholders.

Priyanka Yadav and Manoj Kumar (2019) have observed that the IT mechanism helps in bringing transparency in government revenue. It is estimated that the mischievous activity related to theft have eliminated after the implementation of GST, benefit of which is transferred to both government and consumer. GST is a greatest move taken for the inclusive indirect tax reform in our country. Goods and services tax is equally applicable on all sectors of economy whether it is business which includes government departments, industry and service sector. GST is established to assimilate state economies and increase overall development of economy. Indian economy through eliminating the tax barriers among states and unify India through steady tax rate. Goods and service tax will not increase tax burden extremely, and in mostly cases total burden of tax will decline due to replenishment of gamut tax system with one tax system. So we can conclude that the overall effect of goods and service tax (GST) will be positive on economy which helps in increasing the overall economic growth.

Rakesh Kumar Jhamb (2022) has concluded that the GST is one of the biggest tax reforms in the history of India. The GST has several advantages and disadvantages that affect both consumers and sellers. This will make it easier to do business in India, reduce inflation and increase foreign direct investment in India. The impact of GST on GDP is negative, as it increases the rate of inflation, as the tax rate increases the cost of certain products and services such as pharma products, telecom, dairy, automobile etc. these aspects should also be considered. On the one hand, as taxes have become more simplified, compliance costs have increased. Thus, the impact of GST on the Indian economy needs to be analyzed carefully. Both positive and negative aspects should be considered while evaluating GST impact in India. As we have seen that due to the implementation of GST, there has been a lot of transparency in the country's economy, at the same time some sectors had to face some losses in the beginning due to its implementation. And this happened not only with the economy of India, but in the countries where GST was implemented, in the beginning the economy faced some problems. Had to do it but it has been found that after a few years it has stabilized and then this tax system has been successful in increasing the country's GDP. Most everyday items are now taxed at the same rate or slightly higher

B. Srinidhi and G.C. Jayapriya (2023) have concluded that the GST is a fantastic idea that reduces corruption on the planet and unnecessary black marketing. Study revealed that the installation of GST have done without a full investigation and study. After five and a half years of the most significant tax reform in Indian history, the GST council is implementing numerous adjustments daily under the GST regime. The government enforced "One nation, one tax, one market" with hardly any preparation. GST has increased the tax burden on consumers, resulting in an increase in the cost of living. Many praised the new ordinance requiring online tax filing since it saved time and decreased paperwork. 62% of respondents agreed that the introduction of GST in the economy reduced corruption. Most respondents said that GST would undoubtedly accelerate the country's economic growth, but that more clarification

was required, as stated by the study. The GST Council should continue its efforts to stimulate Indian economy. Respondents with a high level of GST awareness believe that the implementation of GST have a significant impact and vice versa. Beyond the shadow of doubt, GST is anticipated to further stimulate economic growth, raise tax receipts, and strengthen India's reputation as a top business destination with continuous improvements.

M. Senthilkumar (2023) has observed that implementation of GST in retail shops affects our everyday lives in different ways. Implementation of GST is one of the best decisions taken by the Indian government. The impact of GST on retail sector is going to be positive from taxation and operation point of view. During the implementation stage of GST, the retailers faced some complexities because they were not fully aware about GST. Sometimes consumers feel higher price for goods and services after the implementation of GST. But in certain circumstances, they will also get benefits from GST. They were relieved from earlier overall tax burden. Whether the impact of GST is good or bad, its implementation in retail shops helps our society work in more efficient and cost-effective manner.

Deepti Daga and P. Ganesh Anand (2024) has observed that existing enterprises, GST has simplified the tax structure, unified the market hence improved the overall operational efficiencies of small, so far the unorganized small enterprises were growing fast than the organized ones because of the tax avoidance, with GST in effect, it has made the taxation system has got transparent thus making the entities liable for tax payment. For a new entrepreneur, the application of GST, made the registration for taxation easy, relieved them from previous VAT registration. The Government has implemented GST with a view of long-term better prospect for the country by various aspects. The goods and services tax (GST) makes the tax system easy and thus contributing in the growth of the country. The Government applied GST by summing up of various taxes under CGST & SGST, transparent taxation, reduced raw material cost, to bring down the cost of goods and services and the ease of doing business in India. Initially there was huge chaos regarding the enactment of GST, but many successful businesspersons supported it and considered it as a boon for the long-term development of the nation. GST being the big step of Government of India to simplify the previous tax system has both positive and negative impact on business regulations of Micro, Medium & Small Enterprises.

RESEARCH METHODOLOGY

The present chapter discusses the need of the study, scope, objectives of the study, sampling, and tools of analysis, significance and limitation of the study.

Need of the Study

Tax policies play an important role on the economy through their impact on both efficiency and equity. A good tax system should keep in view issues of income distribution and, at the same time, also endeavour to generate tax revenues to support government expenditure on public services and infrastructure development. Cascading tax revenues have differential impacts on firms in the economy with relatively high burden on those not getting full offsets. The GST is a comprehensive tax levy on manufacture, sale and consumption of goods and service at a national level under which no distinction is made between goods and services for levying of tax. It will mostly substitute all indirect taxes levied on goods and services by the Central and State governments in India. The GST is playing an important role in the economic development of Himachal Pradesh. To analyse the impact of GST on business revenue of Himachal Pradesh, there is a need to undertake a study which would evaluate the implementation of the GST .After going through the existent literature on the subject on hand, it is pertinent to mention

here that the bulk of studies undertaken so far are concentrated on examining the role of the GST in the economic development and manufacturing sectors, but no serious attempt has been made so far to explore the causes hampering the impact of GST on businessman. Moreover, there are certain other basic questions, which have remained unanswered in these studiesDoes the impact of GST on business revenue.In view of these questions unexplored, there is an urgent need to undertake an empirical study, which would evaluate the impact of the GST on businesses of Himachal Pradesh and would suggest effective remedial measures for on ground application and implementation. The present study will entirely different from the studies already carried out in the field in terms of its objectives and analytical approach.

Objectives of the Study

1. To study the Impact of GST Implementation on Sales, Profitability and Revenue.
2. To Analyse the views of the Businessmen Regarding Impact of GST on Sales, Profitability and revenue.
3. To Analyse the Gender Wise Impact of GST on Sales, Profitability and Revenue.

Scope of the Study: In this study the impact of GST on entrepreneur is discussed. The study was confined to the businessmen in Shimla, Solan and Kinnaur Districts only, so that intensive study could be done. The data has been based on primary study. Due to the limitation of the time a sample of 500 respondents has selected from various enterprises in the area under study. The scope of study is very wide, as the study is to know about the attitude and perception of businessmen towards implementations of GST in Himachal Pradesh.

Sampling: The sample for the present study includes the businessman of south zone of Himachal Pradesh. The process of selecting the sample has been multi-stratified in nature. At the first stage, three districts i.e. Shimla, Solan and Kinnaur have been selected with the help of simple random sampling. At the second stage, the samples of 500 businessmen have been selected with the help of convenient sampling in proportion to their number in each selected district. While selecting the sample, utmost care has been taken so that the respondent has been selected without any bias or favouritism. In addition to it, respondents of all age groups, education, income, etc. are included. Further, special care has been taken to ensure that all the regional variations have duly represented.

Research Design: The research design refers to the blue print for the research. It is a plan through which observations are made and data is assembled. It provides an empirical and logical basis for drawing conclusions and gaining perfect knowledge. To accomplish the above objectives of the study, both primary as well as secondary data have been utilized.

Sources of Data: The research plan can call for gathering the secondary data as well as primary data. The secondary data are the data that were collected for another purpose and already exist somewhere. The secondary data provides a starting point for research and facilitates the comparison of the research with the existing data. The primary data are the data gathered for a specific purpose or for a specific research project. The analysis of the present study has been based on primary as well as on secondary data. More emphasis has been laid on the primary data.

A. Secondary Data

A secondary source is one where the data are collected from the publication. The present study is based upon the relevant information from the secondary data. The secondary information has been collected from various publications related magazines and annual reports of various institutes.

B. Primary Data

Primary source is one where the data or relevant information has been collected from the relevant source as first hand information. The analysis of the present study has been largely based on primary data which has been collected through the following methods.

Questionnaires: The primary data has been collected mainly by administering the questionnaire to the beneficiaries of fishery industry who earn their livelihood. The investigator has personally contact the beneficiaries at their residence/ workplace and request them to fill the questionnaire. Firstly, the investigator has established the rapport with the beneficiaries by assuring them that the data collected has been used only for research purpose. Some information has also been collected from the employees regarding the problems and prospects of fishery industry.

Interview: The data has been collected personally by the researcher from the informants associated with the different enterprises directly or indirectly.

Personal observations: Certain important information has been collected through personal observation by the researcher. Additional data has been collected through personal discussion with top executive, management and other government officials involved directly indirectly with the GST taxation system in Himachal Pradesh.

Tools and Techniques Used

The data collected from different sources has been classified and arranged in tables in one or more forms according to the requirements of analysis. For the analysis of result, the following techniques have been applied:

A. Mathematical Tools
B. Pictorial Methods
C. Graphical Methods
D. Statistical Methods

- Weighted Arithmetic Mean
- Standard Deviation
- Co-efficient of Skewness
- Kurtosis
- Chi-square Test

A. Mathematical Tools: In the present study, the data collected has been analysed with the help of the mathematical tools such as percentage and simple average method.

Tabular Analysis

In tabular analysis, percentages are calculated to draw the inferences; it is very scientific and perfect analysis. In the present study, it is used to support the inferences drawn from the above statistical analysis as the non-parametric analysis is not that powerful as parametric test. For respondents, the responses had been solicited on the five parameters of 'I strongly agree, I agree to some extent, no opinion, I do not agree, and I do not agree at all'. For ranking purposes where the sum total of a row is equal, those higher either in response to fully agreed or very likely have been placed higher.

For data calculation, "strongly agree" was given 5 points, "agree" was given 4 points, "undecided" was given 3 points, "disagree" was given 2 points and "strongly disagree" was given 1 point. In some questions, 3-Likert scale was used and the responses had been solicited of 'yes', 'undecided' and 'no'.

Pictorial Method: There are various fishery resources under the fishery industry. To show the resource views, reservoir views and its sites etc., the pictorial method was used.

B. Graphical Methods: In the present study, the data collected has been analysed with the help of graphs when needed in the following ways:

- Bar diagrams
- Pie diagrams

C. Statistical Method: The statistical methods provide indispensable tools for collecting, organizing, analyzing and interpretation of data expressed in numerical terms. Some of the statistical methods which were used in the present study are explained as follows:

Weighted Arithmetic Mean

The most popularly used and measure of representing entire data for one value is what mart layman can it an average an what the statisticians call arithmetic mean. Its value is obtained by adding all the items and by dividing this total by the number of items i.e. the arithmetic mean, as a single number representing the entire data set, is computed as under:

$$X_w = \frac{\sum WX}{\sum f}$$

Where, X_w= Weighted Arithmetic Mean

X = Variables Values

W = Weight attached to variables values

The arithmetic mean has been used to find out the average of the opinion of the respondents, both fishermen and fishery officials, regarding various aspects of fishermen welfare and fishery development such as socio-economic development, level of income, employment generation auxiliary industry development etc.

Standard Deviation

It is most important and widely used measure of studying dispersion. The standard deviation is also known as the root mean square deviation for the reason that it is the square root of the mean of the squared deviation from the arithmetic mean. The standard deviation measures the absolute variability of distribution. The greater the standard deviation, the greater has been the magnitude of the deviation of the value from their arithmetic mean. A small standard deviation means a high degree of uniformity of the observation as well as homogeneity of the series or vice-versa. The standard deviation has been calculated as under:

$$SD(\sigma) = \sqrt{\frac{\sum X^2}{N}}$$

Where X = a deviation from the mean $(X- \bar{X})^2$
N = the size of the sample.
σ = Standard Deviation
The standard deviation has been computed for each dimension.

Co-efficient of Skewness

The Co-efficient of skewness, as a statistical tool, helps in the study of the degree and direction of variation from the curve value. It also shows that a particular distribution is positively or negatively skewed. This method is useful in studying the concentration of responses of the respondents either on the lower side or on the higher side of mean score with respect to their opinion on different statements. In the case of normal distribution, the value of skewness has been zero. The positive skewness is denoted by Mode<Median<Mean and in case of negative skewness we find Mean<Median<Mode. It has been calculated with the help of following formula:

$$SKp = \frac{X - Z}{\sigma}$$

Where:
SKp = Karl person's co-efficient of skewness
X = Mean
Z = Mode
σ = Standard Deviation

Kurtosis

In statistics, Kurtosis refers to the degree of flatness or peaked Ness in the region about the mode of a frequency curve. If the curve is more peaked than the normal curve, it is "leptokurtic" and if a curve is' more flat toped than the normal curve it is 'platykurtic'. The normal curve itself is known as mesokurtic y_2 the derivative of β_2, is used as a measure of kurtosis,
y_2 is defined as
$y_2 = \beta_2 - 3$
For a normal distribution $y_2=0$.
If y_2 is positive, the curve is leptokurtic and
If y_2 is negative, the curve is platykurtic.

Chi-square Test

This test is a non-parametric test. The non-parametric data does not follow the normal curve of the probability and have unequal or un-measurable scale intervals between categories. Chi-square test is a test, which describes the magnitude of difference between observed frequencies and the frequencies expected under certain assumptions. With the help of the Chi-square test, it is possible to find out whether such differences are significant or are insignificant and could have arisen due to fluctuations of sampling. The information gathered through questionnaires from the different categories of respondents. Hence, the Chi-square test is considered more appropriate in the present study. In the chi-square test, the only problem is to decide as to how the expected frequencies have to be arrived at. There is no hard and fast rule for this and

the method of arriving at the expected frequencies would depend upon the nature of the problem. Once the expected value has been arrived at, the calculation of chi-square and its interpretation are very easy. In the present research work, the χ^2 test is applied to study the relationship between quantities variables and for analysing the opinion of respondents regarding different factors.

χ^2- test of Independence

This test is used to study the relationship between demographic variables of respondents and their responses towards the impact of fishery industry and problems faced in fishing. It describes the magnitude of differences between observed frequencies and expected frequencies under certain hypothesis.

χ^2- text of Goodness of fit

This test enables us to ascertain how appropriately the theoretical distribution such as Binomial, Poisson, and Normal etc. fit into empirical distribution. It is used to know the problems and prospects of fishery industry in the state. The static of χ^2 is calculated as:

$$\chi^2 = \Sigma \frac{(O-E)^2}{E}$$

Where

χ^2 = Chi-square

O = Observed frequencies

E = Expected frequencies

1. Calculate the expected frequencies (denote them E).
2. Find out the differences between observed frequencies (denoted by O) and expected frequencies. In other words, find (O-E).
3. Square up the various values of (O-E) or find out $(O-E)^2$ and divide each value of $(O-E)^2$ by the respective value of E or the expected frequency. In other words, find all values $(O-E)^2/E$.
4. The total of all the values of $(O-E)^2/E$ i.e. $\sum [(O-E)^2/E]$ has been the value of χ^2.
5. Compare the calculated value of χ^2 with the independent value of chi-square (available in tables) for the desired level of significance.
6. If the calculated value of χ^2 is more than the relevant table values, the difference between observed and expected values is significant. If the calculated value of χ^2 is less than the table value the difference between observed and expected frequencies is not significant and could have arisen due to fluctuations in sampling.

Socio-Economic Profile of the Businessman's

Table 1.1 indicates that the majority (86.6 percent) of the respondents are males while only 11.4 percent are females. This indicates the dominance of males in economic activities of the society. The highest proportion i.e. 59.2 percent of the businessman belongs to the age group of 40-60 years, followed by 31.6 percent belonging to the age bracket of 20-40 years. The respondents belonging to the highest age bracket above 60 years few i.e. 9.2 %. The age of the respondent also reflect the experience in the field

and this experience help the respondents in understanding the impact of an economic activity like implementation of nation wise GST on the profitability of the companies. It is evident from the table that 39.2 percent of the respondents belong to the Solan district followed by 38 % from Kinnaur and 22.8 % from Shimla district in Southern Zone of Himachal Pradesh. The business which are performed by the selected respondents, it is distributed such as up to 10 years, 10-20 years, 20-30 years and above 30 years. It is explored from the table that 58.6 % of the respondents' companies formed for up to 10 years, 30.4 % of the respondents established companies for 10-20 years, 6.4 percent of the respondents opined that 20-30 years and 4.2% of the respondents established their companies for more than 30 years. From the table, it is inspected that 63 percent of the respondents have 1 to 10 employees, 24.2% of the respondents run business with 10 to 20 employees, 7.2 percent of the respondents have 20 to 30 employees and 5.6 % of the respondents perform business with above 30 employees. It is stated that maximum (63%) of the entrepreneurs have 1-10 employees in their business.

Table 1.1 Profile of Respondents
N=500

Sr. No.	Variables		Number of Respondents
1.	Gender	Male	443(88.6)
		Female	57(11.4)
2.	Age (Years)	20-40	158(31.6)
		40-60	296(59.2)
		Above 60	46(9.2)
3.	Area (South Zone)	Solan	196(39.2)
		Kinnaur	190(38.0)
		Shimla	114(22.8)
4.	Year of Establishment	Less Than 10 Years	293(58.6)
		10-20 Years	152(30.4)
		20-30 Years	34(6.8)
		Above 30 Years	21(4.2)
5.	No. of Employees	Less Than 10	315(63.0)
		10-20	121(24.2)
		20-30	36(7.2)
		Above 30	28(5.6)
6.	GST Registration	Yes	458(91.6)
		No	42(8.4)
7.	Annual Turnover	Less Than 40,00,000	116(23.2)
		40,00,000-80,00,000	89(17.8)
		80,00,000-1,20,00,000	107(21.4)
		1,200,000-1,60,00,000	104(20.8)
		Above 1,60,00,000	84(16.8)
8.	Education Level	Matric	48(9.6)
		+2	152(30.4)
		Graduation	224(44.8)

		PG and Above	76(15.2)
9.	Types of Business	Electronics	66(13.2)
		Jewellary	88(17.6)
		Hotelier	41(8.2)
		Automobile	68(13.6)
		Hardware	79(15.8)
		Software	56(11.2)
		Readymade Garments	72(14.4)
		Handicraft	30(6.0)

Note: Figures within Brackets are Percentages of the Sample (N-500)
Source: Various Questionnaires from Respondents

It is also found that 91.6 percent businessman registered under the GST act while 8.4 percent have not registered under the GST Act so its concluded that major chunk of the respondent have registered under this act. The above table reveals that 500 businessman's in total, out of which 116 (23.2%) respondents had turnover upto Rs. 40 lakhs while 88 (17.8%) respondents has a turnover in between Rs. 40 lakh to Rs 80 lakhs, 107 businessman's has a turnover in between Rs. 80 lakh to Rs. 120 lakh, 104 (20.8%) businessman's has turnover in between Rs. 1.2 crore to Rs. 1.6 crore and 84 respondents has turnover in above 1.60 crore.

Table 1.1 also depicts the educational qualification of the respondents. 9.6 percent of the entrepreneurs has been matric, 30.4 percent of the respondents have completed 10+2, 44.8 percent of the entrepreneurs has been graduates and 15.2 per cent of the entrepreneurs have completed post graduation and above. Further post graduate like M.B.A graduates constitute main chunk of academic qualification using the respondents in the study area. The 13.2 percent entrepreneurs have electronics business, 17.6 percent respondents have jewellary business, 8.2 percent have hotelier, 13.6 percent have automobile business, 27 percent have hardware & software business and 20.4 percent entrepreneurs have readymade garments and handicraft business.

It is also found that 91.6 percent businessman registered under the GST act while 8.4 percent have not registered under the GST Act so its concluded that major chunk of the respondent have registered under this act. The above table reveals that 500 businessman's in total, out of which 116 (23.2%) respondents had turnover upto Rs. 40 lakhs while 88 (17.8%) respondents has a turnover in between Rs. 40 lakh to Rs 80 lakhs, 107 businessman's has a turnover in between Rs. 80 lakh to Rs. 120 lakh, 104 (20.8%) businessman's has turnover in between Rs. 1.2 crore to Rs. 1.6 crore and 84 respondents has turnover in above 1.60 crore.

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Impact of GST on Sales, Profitability and Revenue

Table 1.2 shows that the facilitated the elimination of the cascading effect of taxes in the study area, impact of GST nearly 63 per cent of the respondents opinions that either agreed or strongly agreed of facilitating the elimination of the cascading effect of taxes. It is also found that the mean value of the respondents' views is higher than the standard average score. The standard deviation and skewness are 1.175and -0.827 respectively. It indicates that the distribution of their opinion is shifting towards undecided to agree and strongly agree side. The calculated value of kurtosis supports the above opinion. After applying chi-square test of goodness of fit, the calculated value of $\chi 2$ is 260.74, which is much higher than the table value at 1 percent level of significance. Thus, it can be revealed that the null hypothesis is rejected and the alternative hypothesis is accepted, which concludes that the responses of the businessmen are not equally distributed over the issue. Thus, it can be exhibited from the above statistical analysis that the implementation of GST laws, cascading effect of taxes has been reduced to minimum level, which results in elimination of tax on taxes.

It is evident that the mean score of the respondents' views regarding the implementation of GST which has helped in reducing corruption is more than standard average score i.e. 3 at five point likert scale. The standard deviation and skewness are 1.172 and -0.664 respectively. It shows that the majority of the respondents have conveyed a feeling of agreement with the above statement. The calculated value of kurtosis reveals that the distribution is scattered towards the higher side of the mean score which supports the above opinion. The $\chi 2$ value being highly significant also supports the above finding. Thus, it is clear from the above statistical analysis that the GST has helped in reducing corruption in the state particular and in India general.

Table 1.2 depicts that the mean score of responses is 3.732. It is above the average mean scores (3) and points out that the majority of the businessmen agree with the statement that the GST has better than the earlier tax system. The value of standard deviation and skewness also support the opinion of the respondents, which is titled towards the higher side of the mean score. The chi-square value (228.84) is quite significant and exhibits that the responses of the businessmen are not equally distributed and also support the above findings.

An assessment of the table reveals that 58.2 percent of the respondents either disagree or strongly disagree with the fact that implementation of GST which has not expanded the business in easy way in the Himachal Pradesh. The mean score of the responses 2.5840 is too low from the average mean score, which also supports the above findings. The standard deviation and skewness are 1.177 and 0.416 respectively, which also support the above it can be concluded that a large number of respondents accounting 68.4 percent are of the opinion that the GST has better than the earlier tax system. analysis. Further, the calculated value of kurtosis shows that the distribution is platy kurtic. The $\chi 2$ test of goodness of fit of the responses rejects the hypothesis that the opinions of businessmen are equally distributed. It also supports the above findings. Thus, it can be concluded that there is a mixed opinion of the entrepreneurs regarding expansion of business in the state after implementation of GST.

One of the main claims of the Government is that after implementation of GST individual business organization will grow in terms of turnover. It is observed from table 1.2 that 61% of the respondents either agreed or strongly agreed that there is increase in their turnover after implementation of GST while 24% say that there is no increase in their turnover in the business. Only 15% of the respondents are not able to find out that whether there is increase or decrease in the turnover. The higher mean value (3.416) and negative value of skewness (-0.684) depict that the majority of the businessmen are on the

higher side which supports the above analysis. The calculated value of kurtosis shows that the distribution is platy kurtic. The significant value of $\chi 2$ test goodness of fit (204.88) also supports the above viewpoint. Thus, it can be concluded that the majority of the respondents agree that there is increase in their turnover after implementation of GST in the state.

Table 1.2
Analysis of views of the Businessmen Regarding Impact of GST on Sales, Profitability and Revenue

Responses	Nature of Response					Total	Mean	S.D.	SKW	Kurt.	χ^2	P. Value
	Strongly agree	Agree	Undecided	Disagree	Strongly Disagree							
Facilitated the elimination of the cascading effect of taxes	73 (14.6)	242 (48.4)	84 (16.8)	47 (9.4)	54 (10.8)	500 (100)	3.466	1.175	-0.827	-0.203	260.74	<0.01
GST has helped in reducing corruption	88 (17.6)	218 (43.6)	84 (16.6)	69 (13.8)	41 (8.2)	500 (100)	3.486	1.172	-0.664	-0.451	187.66	<0.01
GST better than the earlier Tax System	129 (25.8)	213 (42.6)	93 (18.6)	25 (5.0)	40 (8.0)	500 (100)	3.732	1.138	-0.976	0.387	228.84	<0.01
Expansion of Business is Easy	28 (5.6)	114 (22.8)	67 (13.4)	204 (40.8)	87 (17.4)	500 (100)	2.584	1.177	0.416	-1.223	200.18	<0.01
Sales is effected by GST	78 (15.6)	227 (45.4)	75 (15.0)	65 (13.0)	55 (11.0)	500 (100)	3.416	1.216	-0.684	-0.553	204.88	<0.01
Effect the profitability of	85 (17.0)	224 (44.8)	70 (14.0)	65 (13.0)	56 (11.2)	500 (100)	3.434	1.233	-0.684	-0.582	196.62	<0.01

business												
Profit Margins have Significant effect of GST	85 (17.0)	226 (45.2)	105 (21.0)	66 (13.2)	18 (3.6)	500 (100)	3.588	1.032	-0.628	-0.182	240.06	<0.01
introduction of GST long-term benefits to the business	125 (25.0)	212 (42.4)	116 (23.2)	13 (2.6)	34 (6.8)	500 (100)	3.762	1.069	-0.985	0.762	253.50	<0.01
GST Increase the overall revenue of the government	198 (39.6)	203 (40.6)	71 (14.2)	21 (4.2)	7 (1.4)	500 (100)	4.128	0.904	-1.056	1.022	359.44	<0.01
Effect small business adversely	135 (27.0)	191 (38.2)	97 (19.4)	47 (9.4)	30 6.0()	500 (100)	3.708	1.139	-0.774	-0.108	172.24	<0.01
GST has reduced the Tax evasion	87 (17.4)	244 (48.8)	94 (18.8)	67 (13.4)	8 (1.6)	500 (100)	3.670	0.967	-0.621	-0.183	304.94	<0.01
GST has complicated the overall tax structures	16 (5.2)	129 (25.8)	60 (12.0)	212 (42.4)	83 (16.6)	500 (100)	2.566	1.1350	0.356	-1.026	223.30	<0.01

Note: Figures in parenthesis indicate the percentages of the row total

It is clear from the table 1.2 that the mean value of the opinion regarding the impact of GST on profitability of business is more than the average standard score 3. The standard deviation and skewness

is 1.233 and -0.684 respectively. The value of kurtosis is -0.582 and it also substantiates the above opinion. The value of $\chi 2$ tests is greater than the table value at 1 percent level of significance. Thus, null hypothesis is rejected and it can be concluded that the opinion of the officials are not equally distributed. Thus, it is clear from the above statistical analysis that the implementation of GST has increased the profit of the enterprises in Himachal Pradesh.

It is evident that the mean score of the businessmen's views regarding the impact of GST on profit margins of business is higher the standard average score. The standard deviation and skewness are 1.032 and -0.628 respectively. It shows that the majority of the businessman's have conveyed a feeling of agreement with above statement. The calculated value of kurtosis reveals that the distribution is scattered towards the higher side of the mean score which supports the above opinion. The χ^2 value being highly significant also supports the above finding. Thus, it is clear from the above statistical analysis that the Implementation of GST has enhanced the profit margins of the businesses in the state.

It is revealed that among the total respondents 67.4% of the respondents informed that they agree and strongly agree about due to introduction of GST has long term benefits to the business mean score and negative value of skewness also support the same. The standard deviation and value of kurtosis reveals that the distribution is scattered towards the higher side of the mean score which supports the above opinion. The calculated value of chi square test is more than the table value at 1 percent level of significance. It rejects the null hypothesis. Hence, GST is favoring the business houses are positively related. Thus, it is clear from the above statistical analysis that the implementation of GST is providing long term benefit for business houses in Himachal Pradesh.

The mean score of the responses is 4.128 with negative value of skewness (-1.056). This implies that an overwhelming majority of the businessmen's either agree or strongly agree that GST has helped to increase the total revenue of the government in Himachal Pradesh. The standard deviation is 0.904. It supports the above opinion. The χ^2 test for the goodness of fit is highly significant and rejects the null hypothesis that the opinions of the respondents are equally distributed which further support above findings.

It is apparent from the table 1.2 that the mean value of the opinions regarding the adversely impact of GST on small business is higher than the mean standard score. The standard deviation and skewness are 1.139and 0.774 respectively. It depicts that the distribution of their opinions is more from undecided to agree and strongly agree side. Calculated value of kurtosis shows that the distribution is platy kurtic. The χ^2 value is significant at 1 percent level of significance and the null hypothesis is rejected. It can be concluded on the basis of above analysis that the major chunk of the businessmen's are of the opinion that the implementation of GST has bad impact on small scale business in Himachal Pradesh.

The main concern of the Government is to curb the tax evasion and bring maximum business organizations under the GST network. As it is evident from the table, a large chunk of the entrepreneurs i.e. 66.2 percent either agree or strongly agree that after implementation of GST, cases of tax evasion is under control and actually gone down in comparison to pre GST regime. The mean value supports the same opinion. The variation in the opinion is recorded at 0.967, while skewness is -0.621. It indicates that the distribution of their opinion is varying from undecided to agree and strongly agree responses. The highly significant value of χ^2 also supports the above findings that the majority of the Businessmen's are towards the higher side on the five-point scale.

It reveals that the majority of the businessmen's accounting about 59 percent either disagree or strongly disagree with the statement that implementation of GST has complicated the overall tax structures. The

lower value of mean (2.566) and the positive value of skewness 0.356 depict that the majority of the businessmen's are on the lower side which supports the above analysis. The calculated value of kurtosis shows that the distribution is platy kurtic. The significant value of $\chi 2$ test of goodness of fit is 223.30 also supports the above viewpoint. Thus, it can be concluded that the majority of the businessmen's do not agree that that implementation of GST has complicated the overall tax structures.

1.3 Gender Wise Impact of GST on Sales, Profitability and Revenue

In the following Table 1.3, an attempt has been made to scrutinize the gender-wise impact of the GST on Facilitated the elimination of the cascading effect of taxesin Himachal Pradesh. It can be observed from Table that male and females were greatly satisfied with the statement that Facilitated the elimination of the cascading effect of taxes with mean score more than 3 in all examination and different standard deviations. It depicts that the majority opinion in both sex groups are divided between agree and strongly agree responses. The standard deviation and skewness are 1.186, -0.786 and 1.083, -1.218 respectively. It infers that the distribution of their opinion is shifting towards the higher side over the issue. The calculated value of kurtosis of male respondents is -0.315 and female respondents -1.252 respectively.This shows that the distribution is platy kurtic. Thus, it can be clear from the above results that male respondents are highly agreed with the statement as comparing to female respondents that theGST Facilitated the elimination of the cascading effect of taxes in Himachal Pradesh.

It is obvious that the mean score of the male respondents' views regarding GST has helpful in reducing corruptionis higher than the standard average score. The standard deviation and skewness are 1.188 and -0.614 respectively. The mean score of the female respondents' views is also above the standard average score. The standard deviation and skewness are 1.023 and -1.143 respectively. It shows that the bulk of the respondents in both the sex groups have conveyed a message of agreement with the above statement. The calculated values of kurtosis in both sex groups also support the above finding. Thus, the above analysis reveals that the GST has helpful in reducing corruption and tax evasion.

It is found that the mean values of the responses of male and female respondents are 3.704 and 3.947. It is higher than the average mean score (3) and points out that the majority of the respondents agree with the statement that the GST is better than the earlier Tax System. The value of standard deviation and skewness also support the opinion of the respondents, which is tilted towards the lower side of the mean score. The calculated value of kurtosis of male respondents is.289 and females 1.010. It shows that the responses of both the respondents are not equally distributed and also support the above findings. Thus, it can be concluded that a large number of female respondents are admitted that GST is better than the earlier Tax System.

It is inferred that the opinion of male and female respondents regarding the Expansion of Business is scattered in same side of the statement. The mean score of male fishermen's views is 3.549and females are 3.404. It shows that the majority of the male and female respondents is agree or strongly agrees with the statement. The negative values of skewness also support the above viewpoint. The calculated value of kurtosis shows that the distribution is platy kurtic. The responses of majority of entrepreneurs of both sex group are highly fragmented towards the positive side of the average mean score and sport the statement that GST provide easy way for Expansion of business in the state.

The analysis of businessmen's and women's views about the effect of GST on sales has been presented in Table 1.3. It is noticed from the table that the mean score of the male and female respondents' views is more than the standard average score i.e. 3 at five point scale. It reveals that the bulk of the respondents either agree or strongly agree that the GST positively effect on sales system of small and

medium enterprises. Further, the standard deviation of the male respondents is noted at 1.212 and female respondents are 1.254 respectively.The negative values of skewness in this case depict that the opinions of the male and female respondents are scattered more towards the upper side of standard average score. The calculated value of kurtosis of male respondents is -0.557 and female is -0.439 which exhibit that the distribution is leptokurtic. Further, it can be concluded that the preponderance of the male and female respondents agree with the statement that the GST effect on in sales of entrepreneurs in Himachal Pradesh.Thus, it is clear from the above statistical analysis that the GST creates effect on sales system.

It is found that the mean value of male and female respondents' opinions regarding the effect of GST on the profitability of businessare equal. The mean value of the male and female respondents is 3.474 and 3.123which is higher than the standard average score. The standard deviation and skewness for male respondents are 1.204, -0.701 and for females 1.415, -0.460 respectively. It indicates that the distribution of males and females opinion is equally distributed. The calculated value of kurtosis is also supports above findings. Thus, it can be revealed that on gender basis respondents are scattered on same sides, which concludes that the responses of the male and female respondents are equally distributed over the issue. Thus, it can be exhibited

Table 1.3
Gender Wise Impact of GST on Sales, Profitability and Revenue

Components	Males				Females			
	Mean	SD	Skew.	Kurt.	Mean	SD	Skew.	Kurt.
Facilitated the elimination of the cascading effect of taxes	3.449	1.186	-0.786	-0.315	3.597	1.083	-1.218	1.252
GST has helped in reducing corruption	3.463	1.188	-0.614	-0.545	3.667	1.023	-1.143	0.905
GST better than the earlier Tax System	3.704	1.156	-0.969	0.289	3.947	0.971	-0.861	1.010
Expansion of Business is Easy	3.549	1.054	-0.727	0.124	3.404	0.942	-0.507	0.109
Sales is effected by GST	3.411	1.212	-0.668	-0.557	3.456	1.254	-0.825	-0.439
Effect the profitability of business	3.474	1.204	-0.701	-0.506	3.123	1.415	-0.460	-1.178
Profit Margins have Significant effect of GST	3.607	1.031	-0.701	-0.010	3.439	1.035	-0.080	-1.161
GST beneficial in long course	3.779	1.064	-0.942	0.703	3.632	1.112	-1.313	1.143
GST Increase the overall revenue of the government	4.156	0.890	-1.122	1.358	3.912	0.987	-0.627	-0.549
Effect small business adversely	3.711	1.131	-0.782	-0.066	3.684	1.212	-0.729	-0.321
Effecting the purchasing powers of the customers	3.691	0.947	-0.647	-0.104	3.501	1.104	-0.394	-0.658
GST has complicated the	3.334	1.096	-	-	2.824	1.192	-0.012	-

overall tax structures			0.433	0.592				0.959

Source: Various Questionnaires from the Respondents

from the above statistical analysis that both the respondents are positively accepted that the GST system is helpful in enhancing the profitability of the enterprises in the state.

In the above table, it is scrutinized that the mean value of male and female respondents' views is slightly above the standard average score. It reveals that the majority of the respondents agree with the statement that the profit margins have significantly affected by GST. The variation in the distribution on male and female respondents is 1.031 and 1.035 respectively. The negative value of skewness also supports that the opinion of both the sex groups is tilted towards the higher side of the mean score. The calculated value of kurtosis for male is -0.010 and for females -1.161, which shows that the distribution of responses in both groups is platy kurtic. Thus, it is clear from the above statistical findings that the bulk of the respondents are agreed that the profit margins significantly affected by GST system. By comparing the analysis of male and female categories, it is concluded that the calculated value of the mean of the male respondents is vaguely higher in a similar way.

In a nutshell, it is revealed from the analysis and discussion above that the majority of the male and female respondents have expressed maximum satisfaction with the statement that GST provides long course benefits. It is also noted that the mean value of male and female respondents' views is more than the standard average score (3) regarding the effect of GST on long course benefits. The standard deviation of males is 1.064 and females 1.112 respectively. The calculated value of skewness for males and females is normally positive. The calculated value of kurtosis shows that it is leptokurticin both the categories. Thus, it is clear from the above statistical analysis that the GST has beneficial for long course of business in the state.

The table depicts that the mean score of male and females responses is 4.156 and 3.912. It is above the average mean score (3) and points out that the majority of the both the respondents agree with the component that the GST increase the overall revenue of the government. The variation in their opinion is noted at 0.890 and 0.987 respectively. The value of skewness is negative in both the groups of gender. The calculated value of kurtosis also supports the above opinions. Thus, the above analysis shows that the opinions of male and female entrepreneurs are distributed more towards the higher side of the standard average score. On the basis of above statistical analysis it can be concluded that the opinions of male respondents are exceeding as compared to those of female towards the positive side of the statement that the GST increase the overall revenue of the government.

The mean value of male and female respondent's views regarding the effect of GST on small business adversely is 3.711 and 3.684.It is also more than the average means score. It depicts that the bulk opinion is divided between agree and strongly agree responses in both categories. The standard deviation and skewness for males are 1.131 and -0.782 and for females 1.212 and -0.321 respectively. The calculated value of kurtosis shows that it is platy kurtic in both categories. Thus, according to the above results it can be concluded that the opinion of the male and female respondents are not equally distributed over the issue and the majority of the respondents in both groups either agree or strongly agree with the opinion that the effect of GST on small business adversely in Himachal Pradesh.

In a nutshell, it is revealed from the analysis and discussion above that the majority of the male and female respondents have expressed maximum satisfaction with the statement that GST effecting purchasing power of the customers. It is also noted that the mean value of male and female respondents'

views is more than the standard average score (3) regarding the effect of GST effecting purchasing power of the customers. The standard deviation of males is 0.947 and females 1.104 respectively. The calculated value of skewness for males and females is normally negative. The calculated value of kurtosis shows that it is platy kurticin both the categories. Thus, it is clear from the above statistical analysis that the GST has effect the purchasing power of customers in the state.

It is inferred that the opinion of male and female respondents regarding the complication of GST on overall tax structure is scattered in different side of the statement. The mean score of male fishermen's views is 3.334 but females are 2.824. It shows that the majority of the female respondents is disagree or strongly disagree with the statement. The negative values of skewness also support the above viewpoint. The calculated value of kurtosis shows that the distribution is platy kurtic. Thus, it can be concluded that the responses of male and female respondents are not similar on the above statement. The responses of females are highly fragmented towards the negative side of the average mean score, but the responses of males show agreement with the statement that the GST has complicated the overall tax structure in the state.

Findings

1. Majority (86.6 percent) of the respondents are males while only 11.4 percent are females. This indicates the dominance of males' businessmen's in economic activities of the society.
2. Found that the highest proportion i.e. 59.2 percent of the businessman belongs to the age group of 40-60 years, followed by 31.6 percent belonging to the age bracket of 20-40 years. The respondents belonging to the highest age bracket above 60 years few i.e. 9.2 %. The age of the respondent also reflect the experience in the field and this experience help the respondents in understanding the impact of an economic activity like implementation of nation wise GST on the profitability of the companies.
3. Observed that 39.2 percent of the respondents belong to the Solan district followed by 38 % from Kinnaur and 22.8 % from Shimla district in Southern Zone of Himachal Pradesh.
4. 500 businessman's in total, out of which 116 (23.2%) respondents had turnover upto Rs. 40 lakhs while 88 (17.8%) respondents has a turnover in between Rs. 40 lakh to Rs 80 lakhs, 107 businessman's has a turnover in between Rs. 80 lakh to Rs. 120 lakh, 104 (20.8%) businessman's has turnover in between Rs. 1.2 crore to Rs. 1.6 crore and 84 respondents has turnover in above 1.60 crore.
5. 13.2 percent entrepreneurs have electronics business, 17.6 percent respondents have jewellary business, 8.2 percent have hotelier, 13.6 percent have automobile business, 27 percent have hardware & software business and 20.4 percent entrepreneurs have readymade garments and handicraft business.
6. The study reveals that the GST has helped in increasing the income of the businessman's of Himachal Pradesh.
7. It is found that the mean value of male and female respondents' opinions regarding GST income, is higher than the standard average score, it is observed that the males and females respondents are highly agreed that the implementation of GST has positive impact on the above statement.
8. It is revealed that respondents of middle age group agree more strongly with the opinion that GST has helped to increase the income of the entrepreneurs and their enterprise in the state, followed by lower age group and higher age group of respondents respectively.

9. The mean score (3.472) is higher than the average mean score i.e. 3 in five point scale. It is more in the Solan District followed by the Kinnaur and Shimla District respondents. It shows that major chunk of respondents are of the opinion that GST has increased the income of the respondents and their business in Himachal Pradesh.
10. It is observed that the majority of the businessmen belonging to different annual turnover groups are fragmented towards the higher side of the mean standard score except turnover group which is less than 40 lakhs. The variation in the opinion is also more in the lower turnover group. It is followed by the annual turnover group from Rs. 40-80 lakhs, above Rs. 160 lakhs, Rs.80-120 lakhs and Rs. 120-160 lakhs respectively.
11. It can be concluded that the majority of the respondents agree that there is increase in their turnover after implementation of GST in the state.
12. Majority of the entrepreneur's are of the opined that the implementation of GST has increased the profit of the enterprises in Himachal Pradesh.It is evident that the mean score of the businessmen's views regarding the impact of GST on profit margins of business is higher the standard average score which reveals that the implementation of GST has enhanced the profit margins of the businesses in the state.
13. A major chunk of the respondents of different age groups, districts and educational qualifications either agree or strongly agree with the opinion that the GST has increased in their turnover after implementation of GST in the state.
14. The majority of the businessmen are belonging to different ages, districts and educational level is of the opinion that implementation of GST is helpful for increasing the profitability of their business in the state

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