

# **A Study on Production of Benarasi in Benarasi Palli: Prospects of Developing Women Entrepreneurs**

(The study is conducted by the 4<sup>th</sup> batch participants of Gender and Governance  
Training Program of Democracywatch)

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## CHAPTER: ONE

### 1.1 Background:

*Benarasi saree* whose history dates back to the Mughal rule in the 16<sup>th</sup> century, has its origin in Benaras, a northern city of India. In Bangladesh the migrated Muslim from Benaras, started making Benarasi saree at Mohammadpur and Mirpur in Dhaka since 1950 (according to the source of Bangladesh Handloom board). The tradition is still going on from generation to generation.

The texture of a Benarasi can be either light or heavy. The silk is first put into rollers that twist a single silk thread with another to thicken its texture. This is then heated and put into a *Tana* where it is made into a bundle. The threads are then dyed elsewhere. The threads are stretched out in a single room made of rusted tin and worn out bamboo with barely any ventilation or lighting. In another similar room, a weaver weaves the designs on a saree. A single Benarasi that is 21 feet in length and 3.5 feet in breadth takes a week to be completed.

The Benarasi industry is now facing enormous difficulties. As a result, the number of craftsman, handlooms and outlets are decreasing day by day. About 25,000 people are now involved in the Benarasi industry, where the number was one lakh, two to three years back. The number of handloom has been reduced to five thousand now from 20,000 in 2004. The number of outlets has also dropped to only 100 in Mirpur, the city's hub of Benarasi sarees.

There are a total number of 23 camps located at section No-10, No-11, No-12 of Mirpur. There are 8,560 households with a total population of 40,276. Among them 19,934 (49.5%) are women and girls. Fifty two Percent of women and girls are engaged in Benarasi work.

So far government is concern about the small industries. There are different initiatives from the side of the government. As per the report of BSS: "The meeting resolved to improve efficiency and productivity of Bangladesh Handloom Board. It also decided to organize training for weavers and others concerned, provide micro-credit to them and extend all other help to make the prices of weaving products competitive and market those at home and abroad.

The meeting stressed providing necessary help to the National Institute of Textile in training, research and designing in a bid to develop the sector. Khaleda also emphasized development of Benarasi industry and marketing of Benarasi at local and foreign markets." (New Age, Vol. 4 Num 315 Sun. April 18, 2004/ PM invites big private investment in textiles/Promises all-out government help to local, foreign investors/BSS, Dhaka)

According to another news report: "SYLHET, Jan 3,2005: –Textiles and Jute Minister Shajahan Siraj on Sunday said an additional loan project of Taka 100 crore for the weavers is under government's consideration for the development of this sector, reports BSS.

Referring to the factory and residential problems of the Benarasi weavers, he said the government has been implementing a project of Taka 24 crore 42 lakh at Mirpur, Dhaka, and another of over Taka 2 crore at Iswardi for establishing Benarasi Palli."

(Tk 100 cr loan for weavers under study/Tuesday, January 04, 2005

<http://www.bangladeshobserveronline.com/new/2005/01/04/district.htm>)

However there are some difficulties to implement the government initiatives. These problems are: lengthy Policy implementation process, presence of middleman, etc. There is lack of government and non-government partnership work in this sector.

## 1.2 Rationale of the study

Benarasi industry is one of the traditional cottage industries of Bangladesh. Mainly the camp-based Urdu speaking people of Bangladesh are involved in this industry. Women are the main consumer of Benarasi in our country. It is alarming that this industry is heading towards extinction day by day .If necessary steps are not taken to save this industry, a large number of people will become unemployed as well as the country will loose a gorgeous tradition. It is high time to find out the problems of the industry and draw some possible solutions of these problems, so that the industry can revitalize again. This research is conducted to serve this purpose mainly.

Another reason of the study is that, though women are the only consumer of Benarasi, their contribution to the industry is almost invisible. They are integral part of Benarasi production except weaving and entrepreneurship. Women are engaged in reeling Bobbin, cutting loose thread and embedding beads and zari on Benarasi saree to make it more attractive. We assume that, there is a great scope for women in this sector. Development of women entrepreneurship can increase women's empowerment as well as the overall condition of the community.

So primarily the research focused on overall situation, problems and prospects of this industry. Then specifically the involvement, condition and problem of women working in the industry are investigated. Thus the possibility of women entrepreneurs is found out.

This research will also help to strengthen the ability of the GGTP trainees to conduct a research.

## 1.3 Objectives of the Research

The objectives of the research were as follows-

1. To collect personal and family information of the respondents.
2. To know their present condition and the problems related to their occupation
3. To obtain their suggestions to improve their livelihood and work situation.
4. To find out the prospect of developing women entrepreneurs.

## 1.4 Definitions of concepts and terms

**Benarasi saree-** Benarasi saree is a fabric made out of silk and zari which is worn by women in the subcontinent especially women of India, Pakistan and Bangladesh. Benarasi sarees are used mainly by affluent society during special occasions.

**Benarasi Palli-** Benarasi Palli is the area where Benarasi saree is produced and sold. In this study, section No-10, No-11, and No-12 of Mirpur of Dhaka are defined as Benarasi Palli

where the Urdu speaking people are mainly engaged in producing and marketing Benarasi saree.

**Karchupi-** Karchupi is a special kind of intricate thread work, which is used to make dress materials more attractive. It is the process of embedding puthi, zari and other decorative materials by means of a special needle as sharp as fish hooks.

**Urdu speaking resident-** The people whose forefathers come from different states of India, mostly from Bihar and whose main language is Urdu are defined as Urdu speaking residents. In this study, the people of Benarasi Palli at Mirpur are considered as Urdu speaking residents.

**Weaver-** The worker who weaves sarees on loom by using various raw materials is known as weaver.

**Entrepreneur-** An Entrepreneur organizes business venture and assumes risk for it. In Benarasi industry a number of workers are employed under an entrepreneur. Two types of entrepreneurs are seen in this industry-  
Entrepreneur (with marketing outlet) - They are owner of shops where they sell their products, produced by their employed weavers and other workers including female workers.  
Entrepreneur (without marketing outlet)-They have no shop of their own.

**Thread processor and Dyer-**A category of workers who are engaged to process thread by a spinning wheel. Threads are the prime raw material used to weave Benarasi. A number of workers are engaged to dye these threads for perfect finishing.

**Loom Maker and Mechanic-**Those who make the weaver's loom are known as loom maker. There are also some special workers who are engaged to repair looms.

**Designer-** Those who supply the designs of the sarees either from their own creativity or from different catalogues are known as design master. There are separate design workers who draft these designs on design paper.

## 1.5 Research Methodology

**Research Method-** Methods followed to conduct the research were-

- ❑ Sample survey
- ❑ FGD (Focus Group Discussion)
- ❑ Observation

**Research Area-** Following camps of Mirpur Thana were selected as research areas considering security, easy access and other facilities-

Madrassa camp, Muslim camp, Rahmat camp, WAPDA camp and Mirpur Benarasi market.

**Population and Sample-**All workers of Benarasi industry of above-mentioned camps were the population of the research and workers of different sectors were selected on the basis of their availability during interviewing time as sample.

**Sample size-** Survey with 150 respondents and 20 in Two FGD sessions.

**Types of respondents**

Types	Category	Number	Total
Entrepreneur	Entrepreneur (without marketing outlet)	33	60
	Entrepreneur (with marketing outlet)	15	
	Entrepreneur& Weaver	12	
Worker	Designer	10	90
	Weaver	60	
	Thread processor and dyer	10	
	Loom maker and mechanic	10	

**Techniques of Data Collection-** Relevant information were collected by direct interview, using a pre-tested schedule and by general observation. Open and close, both categories of questions were used in the schedule. Simultaneously, two Focus Group Discussions with male and female workers separately were conducted to collect in-depth information. Twenty trainees of GGTP were engaged in data collection from the field.

**Period of Survey** September-October, 2006

**Analysis of Data** -Primary data were tabulated and analyzed statistically and systematically presented in this report.

**1.6 Limitations**

The limitations, faced during conducting the research were:

1. The different categories of Benarasi workers are scattered here and there. So it was very laborious and time consuming to find them and collect information from them.
2. Due to internal clashes in these camps, the investigators encountered some difficulties to approach the interviewees. The survey result would be more representative if all the camps could be covered.
3. Some of the respondents were found a bit reluctant to give answers to the research questions. They informed that such types of research were done in the past without any benefit to them.
4. The female participants of FGD could not give enough time for the discussion as they had to perform their household works and had to take permission from their employers.

## CHAPTER: TWO

### 2.1 Findings of the sample survey

#### 2.1.1 Personal information

Half of the respondents were in the age group of 21 to 30 years and another 30 percent were in the age group of 31 to 40 years. Only 7 percent were from older generation. The average age of the respondents was 33 year.(Table:1)

**Table-1: Age of the respondents**

Age (in years)	Frequency	Percentage
21-30	75	50
31-40	45	30
41-50	20	13
51-60	10	07
Total	150	100

A large number (41%) of respondents were illiterate. Among the literate respondents (69%) only (15%) had educational level of SSC and above.(Table:2)

**Table-2: Education of the respondents**

Educational level	Frequency	Percentage
Illiterate	61	41
Literate	25	17
SSC	50	33
Above SSC	14	9
Total	150	100

#### **Occupational information of other family members of the respondents**

Although most of the wives of the respondents are engaged in initial thread processing works, loose thread cutting of the finished products and Karchupi work, their contribution in Benarasi production is not considered properly; rather they are being identified as housewives. Other family members of the respondents are engaged in other occupations such as-Rickshaw puller, garments worker, night guard, day labourer, barber, construction works and many other small businesses since they observed that their parents are not earning enough income from Benarasi production.

#### 2.1.2 Years of Experience in Benarasi Work

The working pressure of the respondents is not same throughout the year, they mentioned. During the occasion of Eid, Wedding, Durga Puja etc their working pressure becomes higher and during rainy season, after Mohorrom etc their working pressure becomes low.



**Table-3 :Number of years the respondents are involved in this profession:**

Years of experience	Frequency	Percentage
1-5	11	7
6-10	26	17
11-15	38	25
16-20	40	27
21-25	19	13
25+	16	11
Total	150	100

Half of the respondents (50%) had long (16 to 25+) years of work experience on different areas of Benarasi production.(Table:3)

**Table -4: Reasons of their choice of the profession**

Reasons	Frequency	Percentage
Family tradition	36	24
No scope of other profession	43	29
Personal likings	36	24
Sufficient income in the past	35	23
Total	150	100

Majority (29%) of the respondents selected this profession because there was no other professional option for them. Other reasons given were shared by almost equal number of respondents.(Table:4)

### 2.1.3 Wage

On average they work 11 hours daily. Most of them get wages on the basis of the quantity of products they produce per week. Most of them do not get their wages regularly, then mentioned. Most of them opined that their wages are not sufficient.

**Table-5: Present and expected income of workers(weaver and thread processor)**

Present income (a) Income range (per month in BDT)	Frequency		Expected income (b) Income range (per month in BDT)	Frequency	
	Weaver	Thread Processor		Weaver	Thread processor
1000-2000	31	04	3000-4000	39	06
2001-3000	24	05	4001-5000	14	04
3001+	05	01	5001+	07	----
Total	60	10	Total	60	10

(NB: One child labourer mentioned that his present income is TK 600 and his expected income is Tk 1000)

**5(a)** Present income of weaver and thread processor vary from Tk 1000 to Tk 3001+. Most of the weavers (92%) and thread processors (90%) are earning in the range of Tk 1000 to 3000.

**5(b)** Expected income range of the weaver and thread processor vary from Tk 3000 to Tk 5001+. Eighty eight percent of the weavers and all the thread processors expect an income ranging from Tk 3000 to Tk 5000.

**Table-6 :Present and expected income of designer and loom makers**

Present income	Frequency		Expected income	Frequency	
	Loom maker (a)	Designer (b)		Loom maker (c)	Designer (d)
Income range(per month in BDT)			Income range (per month in BDT)		
3000-4000	08	6	5000-6000	06	7
4001-5000	----	4	6001-7000	03	3
5001-6000	02	----	7001+	01	----
Total	10	10	Total	10	10

**6(a)** Present income of the Loom makers vary from Tk 3000 to Tk 6000. Most of them (80%) are earning in the range of Tk 3000 to Tk 4000.

**6(b)** Present income of the Designers varies from Tk 3000 to Tk 5000. Most of them (60%) are earning in the range of Tk 3000 to Tk 4000.

**6(c)** Expected income range of the Loom makers vary from Tk 5000 to more than 9000. Ninety percent of them expect an income ranging from Tk 5000 to Tk 7000.

**6(d)** Expected income range of designers is Tk 5000 to Tk 7000 and most of them (70%) expect an income ranging from Tk 5000 to Tk 6000.

**Table-7: Present income of Entrepreneur (with and without marketing outlet)**

Entrepreneur (without marketing outlet)		Entrepreneur (with marketing outlet)	
Income range(per month in BDT)	Frequency	Income range(per month in BDT)	Frequency
2000-5000	14	10000-20000	07
5001-10000	14	20001-30000	04
10001-15000	07	30001-40000	01
15001+	10	40000+	03
Total	45	Total	15

The income range of Entrepreneurs (without marketing outlet) varies from Tk 2000 to more than Tk 15,000 and Entrepreneurs (with marketing outlet) vary from Tk 10,000 to more than

Tk 40,000. Sixty two percent of the Entrepreneurs (without marketing outlet) are earning in the range of Tk 2000 to Tk 10,000 and seventy three percent of the Entrepreneurs (with marketing outlet) are earning in the range of Tk 10,000 to Tk 30,000.(Table:7)

### 2.1.4 Information about Raw materials

The raw materials of Benarasi are imported from foreign countries like China, Japan, Korea, Vietnam, India, Taiwan and Pakistan through different agencies with 25 percent import duty, which is then sold to the local markets. The entrepreneurs have to buy the raw materials from local market at a very high rate. As a result production cost increases. But the supply of raw materials is sufficient, they opined.

**Table-8: Preferences of yarn imported from various countries**

Preferred Countries	Percentage
China	61
Japan	13
Vietnam	11
Others	15
Total	100

Majority (61%) of the respondents said that quality of yarn from China is good where as rest prefers yarn imported from Japan, Vietnam, Korea, India, Pakistan, and Taiwan etc.(Table:8)

### About Design

The sources of their designs they informed are, are –

- a) Self-invented-50 percent
- b) Indian Catalogue: 50 percent

They do not have any institutional training. So they put great emphasis for the need of technical and professional training.

### 2.1.5 Information about Machine/Loom

The longevity of each handloom is approximately 5 years, they mentioned. The number of handloom mechanics are enough to them.

They use traditional thread processing machine. It is possible to modernize thread-processing machine, they opined.

### 2.1.6 Information about Production

The sources of capital of the entrepreneurs are:

- a) Bank loan: 77 percent
- b) Self-savings: 13 percent
- c) Local people: 10 percent

Out of total capital invested 31 percent is loan from various sources. The workers produce mostly sarees. Some of them also produce Salwar-kamiz, scarf, stole etc. They can produce

near about double pieces of sarees if they get more technical and financial support. According to the entrepreneurs, the present production system is not profitable because of high cost of production and low price of products.

**Table-9: Number of pieces of sarees are being produced per month**

No of sarees produced	Frequency
4-8	14
10-15	15
20-25	11
30-40	10
60-65	04
100-500	06
Total	60

Number of sarees produced per month varies from 4 to 500 pieces. Production depends mostly on number of looms owned by the entrepreneurs. For instance, the entrepreneurs producing 500 sarees per month owns 60 looms (Table: 9)

### **2.1.7 Market information**

Majority (47%) of the entrepreneurs who do not have their own show room sell their products through the Benarasi shop owners having showroom in Mirpur. This is followed by the entrepreneurs (32%) who own showrooms and sell their products themselves. The rest 21 percent sell their products to wholesalers of other areas of Dhaka city. (Table: 10)

**Table-10: The entrepreneurs sell their products to**

Category	Frequency	Percentage
To the Benarasi shops of Mirpur	28	47
To the wholesalers of other areas of Dhaka	13	21
Through their own Banarashi shops at Mirpur	19	32
Total	60	100

Wholesale price of the sarees is mostly determined by the producers (52%) themselves, where the buyers who buy sarees from the producers(38+10=48%) determine the price in rest of the cases.(Table:11)

**Table-11: Wholesale price of the products is determined by-**

Category	Frequency	Percentage
By the producers themselves	31	52
By the owner of the shop	23	38
Wholesaler	06	10
Total	60	100

In the market the main competitors of their products are Indian Saree and Benarasi saree produced in other places of the country

### **2.1.8 Suggestion on Organizational help**

At present they do not get any type of help from any kind of organization. However they prefer to get help from Government (28%), NGOs (10%), both Government and NGO's (39%).

### **2.1.9 Suggestion on improvement of colour and quality of thread**

The workers involved in processing and dying thread expressed their opinion that it is possible to bring variation in colour of thread and improve the quality of thread as well.

### **2.1.10 Opinion on producing other products except Saree**

The weavers under study cannot produce other kinds of products except saree. They opined that, if necessary training programs are imparted, they will be able to produce other products like scarf, wall-mate, stole and they are interested to produce other things.

### **2.1.11 Opinion on their future involvement in the industry**

More than half of the respondents (51%) said that whether they will continue with this profession depends on future prospects and demand of the Benarasi industry. Another 29 percent do not want to continue with this profession if they can get better earning opportunities. Only 20 percent want to continue with this profession in any case.(Table:12)

**Table-12 : Interests of the respondents to stay in this profession in future are-**

Category of respondents	Yes	No	Depends on the future of the industry
Laborer	12	38	41
Entrepreneur	19	5	35
Total	31	43	76
Percentage	20	29	51

## **2.2 Key findings from observation**

1. The working place of the workers is narrow and damp.
2. The air, lighting and toilet facilities are not sufficient there.
3. The workers suffer from various types of occupational health hazards, like pain in different parts of the body, eye problem etc.
4. Each weaver has at least one helper and most of them are male child.
5. The people involved in Benarasi do not have enough idea about the changing taste of the customers.
6. The relation between workers and entrepreneurs is good.

7. There is a lack of communication among the workers of different sectors and within the same sectors (such as weavers, designers, thread processors etc).

### **2.3 Major findings of FGD with male respondents**

A Focus Group Discussion was arranged where 11 male workers of different sectors of Benarasi industry (weaver, entrepreneur, designer and mechanic) were present. The current problems of the Benarasi industry and their possible solutions were discussed in that FGD. According to the participants of FGD, the main problems of the industry are-

1. **High cost of raw materials**-As mentioned before, high cost of raw materials is one of the main problems of Benarasi production.
2. **Decreasing demand of Benarasi**-Open market policy pursued by the Government has opened the country to Indian sarees. Indian sarees for their cheaper prices, varied designs & availability usually lure more local buyers. Besides that, the expansion of Benarasi industry in different areas of the country, such as Tangi ,Kaligang, Rupganj, Shirajganj has increased the supply in comparison with the demand. So gradually the sale is declining.
3. **Lack of variation in design**-The design of Benarasi sarees are almost traditional. The local designers do not have any institutional training and have no interaction with professional designers. So lack of variation in design is one of the causes of decreasing demand of Benarasi.
4. The wages of the Benarasi workers are not sufficient and not regularly paid.
5. Because of inadequate financial and technical supports the entrepreneurs cannot produce standard quality of sarees in large amount.
6. The market of Benarasi is mostly limited within the country. As there is no attempt for exporting Benarasi, so it has no access in international market.
7. The publicity of Benarasi saree is not sufficient
8. Customers taste is changing day by day. Their preference for foreign products is also a cause of declining the sale of Benarasi saree.

According to them the solutions of the problems of Benarasi industry are-

1. Necessary steps should be taken to produce better quality raw materials in Bangladesh.
2. The import duty of raw materials should be reduced.
3. Government can take steps to import the raw materials and then sell it directly to the entrepreneurs.

4. Designers should be given technical training by professional designers so that designs and colour combinations of sarees can be improved and modernized.
5. Government should check the floodgate of cheap Indian sarees.
6. Possibilities of export of Benarasi sarees to international market should be explored.
7. The publicity of Benarasi sarees should be increased by arranging Benarasi Fair, Fashion show, giving advertisement in Fashion magazines throughout the year, so that people will know more and become interested about Benarasi sarees.
8. Entrepreneurs should be encouraged to initiate the trend of making not only saree but also other products like scarf, wall-mate, stole etc to meet international demand.
9. Hand looms used by the weavers should be modernized as user-friendly.
10. Working environment and wages of the weavers should be improved.
11. GO-NGO collaboration is necessary to save this industry from extinction.

## **2.4 Major findings of FGD with female respondents**

### **1. Personal and Family information**

A Focus Group Discussion was arranged where nine women engaged in reeling bobbin and Karchupi work were present. Except one all of them are married and most (seven) of them are illiterate. Four of their families are female-headed households. Only two respondents send their children to school. One respondent said that, from her income she supports the educational expenses of her child.

### **2. Income**

Weekly earning of the respondents varies from Tk 200 to Tk 500, which is about one –fourth of the family income. With their income they meet the family expenses and cannot have any savings. Rather they have to take loan from their relatives, neighbours or employers.

### **3. Wage**

The current wages of the female workers are Tk 200-250 for Karchupi and Tk 400-800 for reeling Bobbin on average. They get this wage on weekly basis. But they do not get their wage regularly. Some times it depends on the sale of the saree. Previously they used to get Tk 500 per week, which was more or less acceptable to them.

The women do not face any gender discrimination in case of wage. No male are involved in reeling Bobbin. Some male and boys are involved in Karchupi work but their wage is equal to the female. Male members work full time. As such their working hour is longer than the female and so their total income is higher than female. But the wage per hour is same for male and female.

#### **4. Occupation**

Most of the women mentioned that, they were engaged in this profession to support their family financially. Some of them are the main earning person of the family, as they do not have any adult male earning member. The women generally work 4 hours daily besides doing their household works. Sometimes they have to work 8-9 hours per day. Although because of the declining demand of Benarasi their working pressure remains same throughout the year, in some emergency cases they work even at night. The other members of the family help them in household work when they are busy in Karchupi or Bobbin work.

Most of them do their work at their own home. So they do not face any special problem as a female in their working place. A few of them who work in the factory get necessary support from their employers, though some male weavers do not behave with them properly they opined. In one word, they are more or less satisfied with their working environment.

As they have to work continuously (specially Bobbin workers) they often suffer from pain in hands, shoulder and waist. If the machine, which they use for their work can be run by electric motor, it will be more comfortable for them. But they cannot afford to do that, as it is costly to them.

Most of them are not interested to continue this profession, as they are not hopeful about the future of this industry. They are willing to leave this job if they get better opportunity of earning more money.

### **2.5 Prospect of Developing Women Entrepreneurs**

In the entire Benarasi industry women are involved in various stages of work, such as reeling Bobbin, cutting loose threads and doing Karchupi on ready-made Benarasi sarees. However, no women are now working as weaver, designer and entrepreneur. Since women are main consumers of the Benarasi products, women can also be involved in a large number in different sectors of the production, which may help in revival of the Benarasi industry.

This topic was discussed in both the FGDs of male and female. The male participants were not interested to allow women to work as weaver in the factory. Some of them think that weaving is a hard job for women and others think that working outside the home will hamper their social status. On the other hand, female participants said that they could also work as weaver if they get opportunity and training.

In case of designing, both male and female participants showed their interest. As women are creative by nature and they can understand the taste of the consumers better, so if they are given necessary professional training on designing they can be involved in this sector. Some of the women engaged in Karchupi said that, sometimes they give opinions to the employers about the design of the Karchupi. If the idea is good, then it is accepted by them. So there is a scope of making professional women designer.



**Case study:** Sahara Begum (not her real name) a housewife of middle age. Once took loan and bought three sewing machines. As per order of her clients she used to prepare various types of garments. She rented a house to operate her business, but because of high rate of the house, the production cost was higher than her profit. Thus her initiative failed and she had to sell the machines.

From this case we can find that, Sahara had initiative but the situation did not permit her to continue her business. If she was provided with necessary facilities, she could have succeeded in her business.

The most important sector of Benarasi industry where women can be involved in large number is entrepreneurship. It was seen in the Benarasi Palli that ,the Benarasi workers have diversified their works. As there are reduced number of Benarasi clothes to work, women are embedding puthi( beads),zari and decorative materials in cotton and synthetic sarees. The phenomenon shows the innovative and rational attitude of the female of the Benarasi Palli. They are also using the design or skill of Benarasi in other clothes. Again it shows their genuine dedication to Benarasi, as they are not ready to leave their tradition even in such market condition. Moreover both the male and female participants showed their interests in the sector of entrepreneurship. They agreed that if women are given sufficient capital, own place for establishing looms and necessary training they can work as entrepreneur. Women's honesty, managing quality and capacity for good interaction with consumer will help them to work as a good entrepreneur. This opportunity will help them to support their family more financially. Especially the female-headed family will be highly benefited. It will also create the scope of engaging a large number of women as worker under a women entrepreneur. Thus more involvement of women will be ensured in the Benarasi industry and women empowerment will also be promoted.

So it can be concluded that ,there is a great prospect of developing women entrepreneurs in Benarasi industry.

## CHAPTER: THREE

### Recommendations

1. In Benarasi Palli a large number of women and girls (around 10,000) are engaged in various processing activities of Benarasi production such as reeling bobbin, cutting loose thread and Karchupi work. At present women are not involved in weaving. The male members of the Benarasi Palli are of the opinion that, weaving requires much strength which women will not be able to manage. Moreover, male members do not want women to work outside the home. However women have shown their interest in weaving and designing work provided they get necessary training. They want to work as entrepreneurs provided they have space to set looms and access to capital for investment. So women interested to work as entrepreneurs will require-
  - a. Training in weaving and management skill as employers .
  - b. Establish contacts with the suppliers and marketing personnel.
  - c. Training for development of skill in costing and pricing.
  - d. Access of capital sources and training in fund management.
  - e. Introduction of women friendly technology.
2. An action research with selected women should be undertaken to explore possibilities of development of women entrepreneurs.
3. The different categories of Benarasi workers are scattered here and there which increases the production cost and also creates communication hazard. So, there should be one particular working area for all Benarasi workers of different sectors for working.
4. Benarasi workers of all categories like Weavers, Entrepreneurs Thread processors and dying workers, Loom makers and Designers should have a separate association of their own, which could be contacted to provide any kind of support by various organisations. Women participation should be ensured in each of this committee.
5. Benarasi sarees are not only produced in Mirpur but also in Tangi, Kaliganj, Rungangj, Sirajganj etc. Among them, the Benarasi of Mirpur is of best quality. But these sarees do not contain any trademark or identity of its origin. For these reasons customers are often cheated
6. by dishonest sellers. So, each area of Benarasi production should have its own trademark for identification of its product.
7. Government should take necessary steps to ensure infrastructure development of the working place of Benarasi workers, such as water supply, electricity supply, drainage and sanitary facilities, road constructions etc. So that women participation in this industry will be enhanced.

## ANNEXURE

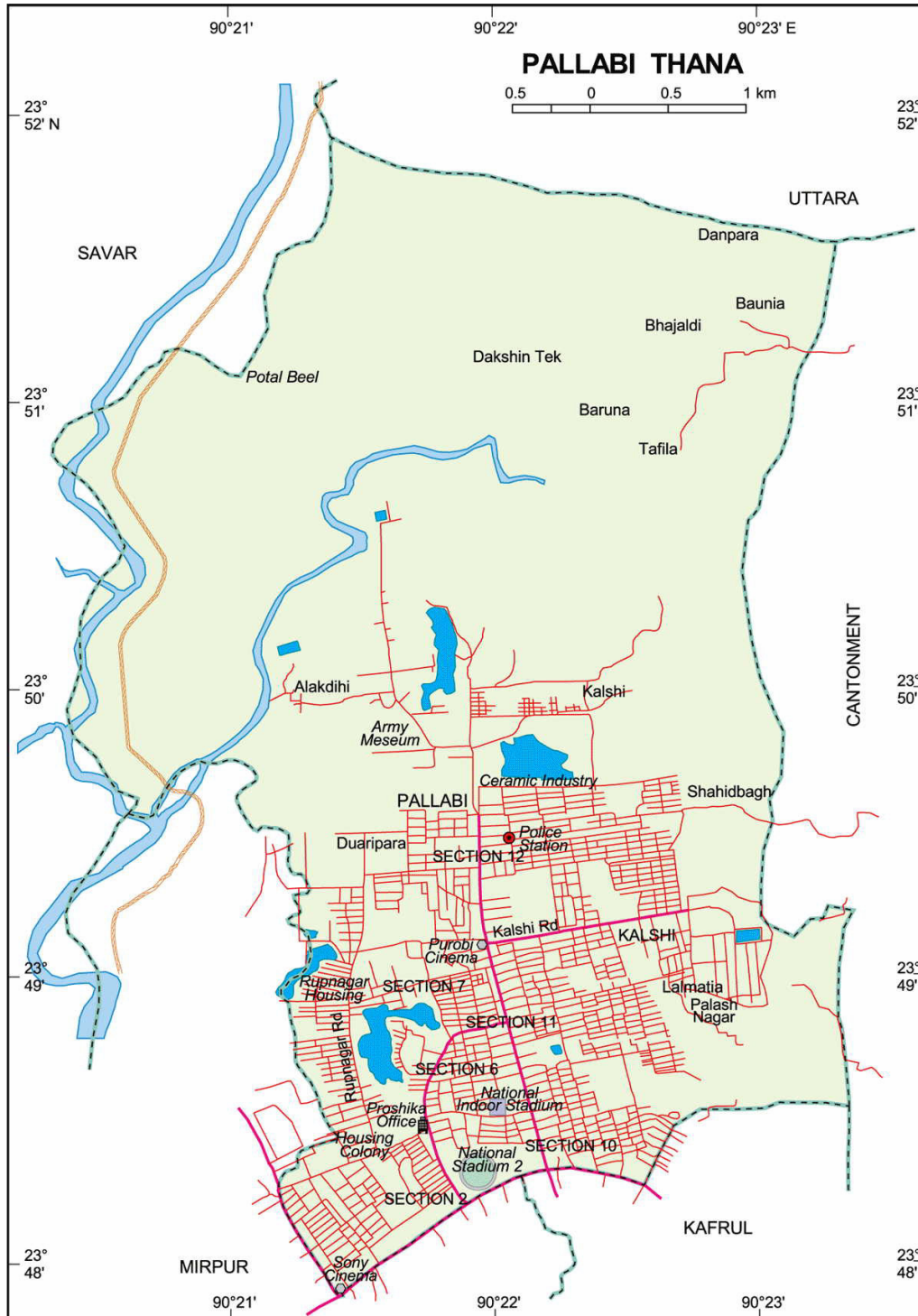
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### List of Research workers:

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# Map of the Research Area





প্রশ্ন : ১. কতদিন যাবৎ আপনি বর্তমান পেশায় জড়িত আছেন ?

উত্তর: ..... বছর

প্রশ্ন : ২. এই কাজের সাথে জড়িত হওয়ার কারণ কি?

- উত্তর: ক) বংশ পরম্পরায় চলে আসছে বলে;  
খ) অন্য কোন কাজ শেখেননি বলে;  
গ) অন্য কাজে জড়িত হওয়ার সুযোগ নেই বলে;  
ঘ) এই কাজে আয় বেশি বলে;  
ঙ) ব্যক্তিগত ভাবে এই কাজ পছন্দ বলে;  
চ) অন্যান্য(নির্দিষ্ট করুন) -----

প্রশ্ন: ৩. উৎপাদন প্রক্রিয়ায় আপনার ভূমিকা কি ?

- উত্তর: ক) উদ্যোক্তা                      খ) ডিজাইনার                      গ) বুনন শ্রমিক                      ঘ) সাহায্যকারী  
শ্রমিক  
ঙ) অন্যান্য(নির্দিষ্ট করুন)-----

(ক. উদ্যোক্তার ক্ষেত্রে প্রযোজ্য)

প্রশ্ন : ৪. আপনাদের মূলধনের উৎস কি?

- উত্তর: ক) ব্যাংক ঋন                      খ) এনজিও ঋন                      গ) স্থানীয় মহাজন                      ঘ) নিজস্ব সঞ্চয়  
ঙ) অন্যান্য(নির্দিষ্ট করুন)-----

প্রশ্ন : ৫. যদি ঋন করে থাকেন তবে তা মোট মূলধনের কত শতাংশ?

উত্তর:----- শতাংশ

প্রশ্ন : ৬. কি কি ধরনের পণ্য/আইটেম তৈরি করেন ?

উত্তর:

প্রশ্ন : ৭. বর্তমানে মাসে কয়টি পণ্য তৈরী করেন ?

উত্তর:

প্রশ্ন : ৮ মূলধন পেলে মাসে কয়টি পণ্য তৈরী করতে পারবেন?

উত্তর:

প্রশ্ন : ৯. উৎপাদনের কাচামালের উৎস কোথায়?

উত্তর:

প্রশ্ন : ১০. কাঁচামালের সরবরাহ পর্যাপ্ত কি ?

উত্তর: ক) পর্যাপ্ত খ) মোটামুটি পর্যাপ্ত গ) পর্যাপ্ত নয়

প্রশ্ন : ১১. কাচামালের বাজার কারা নিয়ন্ত্রণ করে বলে মনে করেন ?

উত্তর

প্রশ্ন : ১২কোন দেশের কাঁচামালের গুণগত মান সন্তুষ্ট ?

উত্তর: (ক্রমানুসারে). ১.

২.

প্রশ্ন : ১৩. উৎপাদিত পণ্য কোথায় বিক্রি করেন ?

উত্তর: ক) মহাজনের কাছে

খ) পাইকারী ক্রেতার কাছে

গ) বিদেশী ক্রেতার কাছে

ঘ) নিজস্ব শো রুম আছে

ঙ) অন্যান্য(নির্দিষ্ট করুন)-----

প্রশ্ন : ১৪. পণ্যের বাজারে কাদের সাথে প্রতিযোগিতার সম্মুখীন হতে হয় ?

উত্তর: ১.

২.

৩.

৪.

প্রশ্ন : ১৫. পণ্যের বিক্রয় মূল্য কে নির্ধারণ করে ?

উত্তর: ক) নিজে

খ) মহাজন

গ) পাইকারি ক্রেতা

প্রশ্ন : ১৬. বর্তমান উৎপাদন ব্যবস্থা কতটুকু লাভজনক ?

উত্তর: ক) মোটেই লাভজনক নয়

খ) মোটামুটি লাভজনক

গ) লাভ হয়

প্রশ্ন : ১৭. এই কাজে কোন সংস্থার সহযোগিতা পান কি ?

উত্তর: ক) হ্যাঁ

খ) না

(উত্তর "না" হলে ১৯ নম্বর প্রশ্নে চলে যান)

প্রশ্ন : ১৮. কি ধরনের সহযোগিতা পেয়েছেন ?

উত্তর: ক) আর্থিক

খ) প্রযুক্তিগত

গ) প্রশিক্ষন সংক্রান্ত

ঘ) বাজারজাত করন সংক্রান্ত

ঙ) অন্যান্য(নির্দিষ্ট করুন)-----

প্রশ্ন : ১৯. কোন ধরনের সংস্থার সহযোগিতার প্রত্যাশা করেন ?

উত্তর : ক) সরকারী

খ) এনজিও

গ) উভয় ধরনের

(খ. নিচের প্রশ্নগুলো সব ধরনের শ্রমিকের ক্ষেত্রে প্রযোজ্য)

প্রশ্ন : ২০. দিনে কত ঘন্টা কাজ করেন ?

উত্তর:

প্রশ্ন ২১. কিসের ভিত্তিতে মজুরি পান ?

উত্তর : ক) দৈনিক

খ) সাপ্তাহিক

গ) মাসিক

ঘ) পোশাকের পিস্ হিসেবে

প্রশ্ন : ২২. মজুরি যথা সময়ে পান কি?

উত্তর: ক) হ্যাঁ                      খ) না                      গ) অনিয়মিত                      ঘ) অন্যান্য(নির্দিষ্ট করুন)-----

প্রশ্ন : ২৩. বর্তমান মজুরি পর্যাণ্ড বলে মনে করেন কিনা ?

উত্তর: ক) হ্যাঁ                      খ) না

( উত্তর "না" হলে )

প্রশ্ন : ২৪. মজুরি কেমন হওয়া উচিত বলে মনে করেন ?

উত্তর:

প্রশ্ন : ২৫. সারা বছর কাজের চাপ একই রকম থাকে কিনা ?

উত্তর : ক) হ্যাঁ                      খ) না

( উত্তর "না" হলে )

প্রশ্ন : ২৬. কাজের চাপ কখন বেশি থাকে ?

উত্তর:

প্রশ্ন : ২৭. কাজের চাপ কখন কম থাকে ?

উত্তর:

প্রশ্ন : ২৮. কর্মক্ষেত্রের পরিবেশ কেমন বলে মনে করেন ?

উত্তর: ক) ভাল                      খ) মোটামুটি                      গ) ভাল না



(গ. ডিজাইন শিমিকের ক্ষেত্রে প্রযোজ্য)

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প্রশ্ন : ২৯. আপনাদের ব্যবহৃত ডিজাইনের উৎস কি ?

উত্তর: ক) ঐতিহ্যগত খ) স্ব-উদ্ভাবিত গ) ক্যাটালগ (বিদেশী) ঘ) অন্যান্য(নির্দিষ্ট করুন)-----

প্রশ্ন : ৩০. ডিজাইনিং এর ওপর আপনার কোন প্রাতিষ্ঠানিক প্রশিক্ষণ আছে কি?

উত্তর: ক) হ্যাঁ খ) না

প্রশ্ন : ৩১. ডিজাইনে বৈচিত্র আনায় আপনাদের প্রশিক্ষনের প্রয়োজন আছে বলে মনে করেন কি ?

উত্তর: ক) খুবই প্রয়োজন খ) মোটামুটি প্রয়োজন গ) প্রয়োজন নেই

(ঘ. রং / সুতা শিমিকের ক্ষেত্রে প্রযোজ্য)

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প্রশ্ন : ৩২. দরকারী রং এবং সুতা আপনারা কোথেকে পান?

উত্তর:

প্রশ্ন : ৩৩. রং এ বৈচিত্র আনা সম্ভব কি ?

উত্তর: ক) সম্ভব খ) সম্ভব না গ) পরীক্ষা করা যেতে পারে

প্রশ্ন : ৩৪. সুতা প্রক্রিয়াজাতকরণ আধুনিক করা সম্ভব কি ?

উত্তর: ক) সম্ভব খ) সম্ভব না গ) চেষ্টা করা যেতে পারে

প্রশ্ন : ৩৫. সুতা/ রং এর গুণগত মান আরও উন্নতির সুযোগ আছে কি ?

উত্তর: ক) হ্যাঁ খ) না গ) করা যেতে পারে

(ঙ. বুনন শ্রমিকের ক্ষেত্রে প্রযোজ্য)

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প্রশ্ন : ৩৬. কি কি ধরনের পণ্য তৈরী করেন ?

উত্তর:

প্রশ্ন : ৩৭. অন্য কোন ধরনের পণ্য তৈরী করতে পারেন কিনা ?

উত্তর: ক) হ্যাঁ খ) না

(উত্তর "না" হলে)

প্রশ্ন : ৩৮. প্রশিক্ষনের পর করতে পারবেন কিনা ?

উত্তর:

প্রশ্ন : ৩৯. প্রশিক্ষন পেলে শাড়ি ছাড়া বেনারসি অন্য পণ্য তৈরী করার ইচ্ছা আছে কি ?

উত্তর:

(চ. তাঁত নির্মান /মেরামত শ্রমিকের ক্ষেত্রে প্রযোজ্য)

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প্রশ্ন : ৪০. একটি তাঁতের স্থায়ীত্ব কাল কত দিন ?

উত্তর:

প্রশ্ন : ৪১. তাঁত তৈরি বা মেরামতকারীর সংখ্যা পর্যাপ্ত কি ?

উত্তর:

(সবার জন্য প্রযোজ্য)

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প্রশ্ন : ৪২. ভবিষ্যতে এই পেশা ধরে রাখার ইচ্ছা পোষণ করেন কি ?

উত্তর: ক) হ্যাঁ খ) না গ) শিল্পের ভবিষ্যতের উপর নির্ভরশীল

প্রশ্ন :৪৩. এই শিল্পে কাজ করতে গিয়ে অন্যান্য কি কি সমস্যার সম্মুখীন হন ?

উত্তর: ক)

খ)

গ)

ঘ)

প্রশ্ন :৪৪. এই শিল্পের উন্নয়নে কি কি পদক্ষেপ গ্রহন করা উচিত বলে মনে করেন ?

উত্তর :

সাক্ষাৎকার গ্রহণকারীর নাম :

স্বাক্ষর ও তারিখ:

.....

.....

এতক্ষণ ধৈর্য ধরে সময় দেবার জন্য আপনাকে অসংখ্য ধন্যবাদ