

**THE COMPLIANCE OF THE TAX PLAN ON RELATIONSHIP WITH THE SUCCESSFUL  
RESULTS OF SMES ENTREPRENEURS IN THE AREA OF  
NONGBUALAMPHU PROVINCE\***

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**ABSTRACT**

The objectives of this research were 1) to study the compliance of tax plan of the SMEs entrepreneurs, 2) to study the successful results of the SMEs entrepreneurs and 3) to study the relationship between the compliance of the tax plan and the successful results of the SMEs entrepreneurs. The samples were 216 persons from the SMEs entrepreneurs. The instruments using for data collecting were questionnaires. The statistics using for data analysis included mean, standard deviation and pearson's correlation coefficient.

The results of findings were as follows: 1. For overall and each aspect of the compliance of tax plan for the SMEs entrepreneurs for the aspect of operation of the administrators and the assignees representatives were in high level. 2. The successful results on the compliance of tax plan of the SMEs entrepreneurs were in high level for overall and 3. The compliance of tax plan with the successful of the SMEs entrepreneurs was in high relationship and was on statistical significance at 0.01 level and for exception on the operation of the administrators with the successful of the SMEs entrepreneurs was in medium relationship and was on statistical significance at 0.01 level.

**Keywords :** 1. The Compliance of Tax Plan 2. The Successful Results on the Compliance of Tax Plan 3. Nongbualamphu Province

## 1. Background and Problem Statement

The business as SMEs was general perceived by the meaning from the office of small and medium enterprise promotion (OSMEP), The office of main duty on promotion of SMEs and was on limit the characterize of SMEs as follow:

Category	Small		Medium	
	Manpower (person)	Fixed Asset (million)	Manpower (person)	Fixed Asset (million)
Production	50	50	51-200	50-200
Service	50	50	51-200	50-200
Wholesale	25	50	26-50	50-100
Retail	15	30	16-30	30-60

The Business SMEs by the office of small and medium enterprise promotion should be on considering from the fixed asset on the entrepreneurship and the numbers of manpower by dividing on the category of the entrepreneurship on the highest level and would be on the high value of the fixed asset for the entrepreneurship on production or services not more than 200 million bahts and not more than 200 persons on employment.(The office of small and medium enterprise promotion,2006).

The Decree was issued the revenue code and the benefit for the SMEs entrepreneurs as follow:

1. The decree was issued by the revenue code on decreasing of the revenue rate (No.431) B.E.2548 for the company and juristic partnership with the payment capital on the last day of accounting period for not more than 5 millions bahts and the decreasing of the tax rate for the juristic persons of the SMEs as follow:

Net profit (Baths)	Tax rate (Percentage)
1-1,000,000	15%
1,000,001-3,000,000	25%
3,000,001	30%

2. The decree was issued by the revenue code on the wear deduction and depreciation of asset (No.145) B.E.2527 for the company or the juristic partnership with the fixed asset and with none of land for not more than 200 persons should be on decreasing the wear, tear and depreciation in the acceleration.

At present, there were many SMEs entrepreneurs in Thailand such the business on services, trading and industry in the format of ordinary people, partnership and limited company. The entrepreneurs with the good planning on the aspect of taxation and operation by the setting tax plan could be on receiving the benefit from the promotion of the state sector such as tax rate reduction for juristic persons and deduction for expense by the revenue code on depreciation, deduction and could be on more depreciation deduction than the others. The compliance of tax plan in organizations of the entrepreneurs could be on operation of the administrators and assignees representatives on the tax plan for business by the way of the operational sectors of the administrators, there could be on limit for practices in general aspects to the various sections of the business including the assigning for the duty of each sector for operation on mobility and could be on attaining the limited goal of the business. For the aspect of operation for the assignees representatives should be of working by the plan as limited by the administrators and the report should be on following up after working for acknowledgement of the administrators on improvement the occurring problems and obstacles, (Sutheppongpitak,2550)

For the mentioned data, the researcher as the lecturer of the faculty of business administration in accounting of Pitchayabundit College was interested in the study of the SMEs entrepreneurs in the area of Nongbualamphu province on their compliance of tax plan, The successful results of themselves on relationship for using data on study and lecturing management on accounting of Pitchayabundit College and for the SMEs entrepreneurs in the area of Nongbualamphu province on the compliance of the tax plan for more efficiency.

## **2. Research Objectives**

- 2.1 To study the compliance of tax plan of the SMEs entrepreneurs.
- 2.2 To study the successful results of the SMEs entrepreneurs.

2.3 To study the relationship between the compliance of tax plan and successful results of the SMEs entrepreneurs. In the area of Nongbualamphu province.

### **3. Research Benefits**

3.1 Get to know the results of studying the implementation of the tax plan of SMEs entrepreneurs

3.2 Get to know the results of studying successful results of the SMEs entrepreneurs.

3.3 Get to know the results of studying relationship between the compliance of tax plan and successful results of the SMEs entrepreneurs. In the area of Nongbualamphu province.

### **4. Research Methodology**

The research methodology was divided into 3 steps as follows:

Step 1 : A study on the compliance of tax plan of the SMEs entrepreneurs in the area of Nongbualamphu province as follows:

1. The population and the samples were as follows:

1.1 The population were the SMEs entrepreneurs in the area of Nongbualamphu province for 493 persons by dividing on 1) Productive business for 346 persons, 2) Contributive business for 25 persons and 3) Service business for 122 persons.

1.2 The samples were the SMEs entrepreneurs in the area of Nongbualamphu province for 216 persons by dividing on 1) Productive business for 152 persons, 2) Contributive business for 11 persons and 3) Service business for 53 persons by stratified random sampling and on the size limit by using the sample of Krejcie&Morgan (Boonchom Srisa-ard, 2017)

2. The instruments using in the research were the 5 rating scales on the compliance of tax plan of the SMEs entrepreneurs in the area of NongbuaLamphu province (Boonchom Srisa-ard, 2017) included 2 aspects as 1) The aspect on operation of the administrators and 2) The aspect on operation of the assignees representatives

for 16 items with the reliability for 16 items with the reliability for 0.83 (Boonchom Srisa-ard, 2017)

3. The collecting of data by enquiry from all persons of the samples.

4. The analysis of data included mean ( $\bar{X}$ ) and standard deviation (S.D.) for comparison the mean ( $\bar{X}$ ) with the criterion. (Boonchom Srisa-ard, 2017)

5. Conclusion on the compliance of tax plan of the SMEs entrepreneurs in the area of Nongbualamphu province for overall and each aspect.

Step 2 : A study on the successful results of SMEs entrepreneurs in the area of Nongbualamphu province as follow:

1. Population and the samples

- 1.1 Population were the SMEs entrepreneurs in the area of Nongbualamphu province for 493 persons by dividing on 1) Productive business for 346 persons, 2) contributive business for 25 persons and 3) Service business for 122 persons.

- 1.2 The samples were the SMEs entrepreneurs in the area of Nongbualamphu province for 216 persons by dividing on 1) Productive business for 152 persons, 2) contributive business for 11 persons and 3) Service business for 53 persons from the stratified random sampling and on the size limit by using the sample of Krejcie&Morgan (Boonchom Srisa-ard, 2017)

2. The instruments using in the research were the questionnaires on the successful results of the SMEs entrepreneurs in the area of Nongbualamphu province with the 5 rating scales for 7 items and with the reliability of 0.35. (Boonchom Srisa-ard, 2017)

3. The collecting of data used the enquiry for all persons of the samples.

4. The analysis of data used mean ( $\bar{X}$ ) and standard deviation (S.D.) on comparison with the criterion of interpretation of the mean ( $\bar{X}$ ) in the first section of 4 items.

5. Conclusion on the successful results of the SMEs entrepreneurs in the area of Nongbualamphu province for overall and each aspect.

Step 3 : A study of the relationship between the compliance of tax plan and the successful results of the SMEs entrepreneurs in the area of Nongbualamphu province as follow :

1. The use of population data, samples, instrument and data collecting from the first section and the second section.

2. The analysis of data used the coefficient of correlation by pearson (r) for comparison with the criterion of interpretation of coefficient of correlation. (Choosri Wongrattana) as follow:

Coefficient of correlation	Relational level
.71 - 1.00	High
.31 - .70	Medium
.01 - .30	Low
0.00	None

3. Conclusion on the study of relationship between the compliance of tax plan and the successful of the SMEs entrepreneurs in the area of Nongbualamphu province.

## 5. Research Results

5.1 The results of the study on the compliance of tax plan of the SMEs entrepreneurs in the area of Nongbualamphu province were as follows: The questionnaires on the compliance of tax plan of the SMEs entrepreneurs in the area of Nongbualamphu province were collected by the researcher of analyzing by using mean and standard deviation on comparison with the criterion and concluded the results were as follows:

**Table 1** The results on compliance of tax plan of the SMEs entrepreneurs in the area of Nongbualamphu province for overall and each aspect were as follows :

The compliance of tax plan	$\bar{X}$	S.D.	Conceptual level
1. The operation of administrators	4.02	.71	High
2. The operation of assignees representatives	3.94	1.12	High
<b>For overall</b>	<b>3.98</b>	<b>1.23</b>	<b>High</b>

From the table 1, It was founded that the compliance of tax plan for the SMEs entrepreneurs in the area of Nongbualamphu province was in high level ( $\bar{X}$  = 3.98) for overall. The aspect with the highest level was the compliance of tax plan of

the administrators ( $\bar{X} = 4.02$ ) and the rest was the compliance of tax plan of the assignees representatives ( $\bar{X} = 3.94$ ).

5.2 The results of the study on the successful results of the SMEs entrepreneurs in the area of Nongbualamphu province were as follows: The questionnaires on the successful results of the SMEs entrepreneurs in the area of Nongbualamphu province by the researcher for analyzing by using mean and standard deviation on comparison with the criterion and concluded the conclusion were as on the table 2.

**Table 2** The successful results of the SMEs entrepreneurs in the area of Nongbualamphu province for overall and each aspect.

Successful results	$\bar{X}$	S.D.	Conceptual level
1. The payment for tax was less than before	3.99	.84	High
2. The problems and obstacles should be on solving	3.91	1.03	High
3. None of fine and extra money for tax	3.98	.92	High
4. Step down on operation	3.90	1.21	High
5. Being on able use the benefits on taxation	4.00	.78	High
6. The result of tax checking by the state officer	3.72	.94	High
7. The system of internal control was on efficiency for more	4.00	.92	High
<b>For overall</b>	<b>3.92</b>	<b>.88</b>	<b>High</b>

From the table 2, There were founded that the successful results of the SMEs entrepreneurs in the area of Nongbualamphu province were in high level for overall ( $\bar{X} = 3.92$ ), The items with the highest successful results were No.5 and No.7 and were on using the profits of taxation and the system of internal control was on efficiency for more ( $\bar{X} = 4.00$ ), The rest was the item No.1 ( $\bar{X} = 3.99$ ), The item No.3 ( $\bar{X} = 3.98$ ), The item No.4 ( $\bar{X} = 3.90$ ) and the item No.5 ( $\bar{X} = 3.72$ ) as respectively.

5.3 The results of the study on relationship between the compliance of tax plan and the successful results of the SMEs entrepreneurs in the area of Nongbualamphu province by the researcher for determination of coefficient of

correlation from regulation of pearson and on bringing up the relationship for comparison with the criterion and on conclusion of the results by table 3 as follow:

**Table 3** The relationship between the compliance of tax plan and the successful results of the SMEs entrepreneurs in the area of Nongbualamphu province for overall and each aspect was as follow:

The compliance of tax plan	The successful results		Relationship Level
	(r)	P-value	
1. The operation of administrators	.556**	.000	Medium
2.The operation of assignees representatives	.850**	.000	High
<b>For overall</b>	<b>.741**</b>	<b>.000</b>	<b>High</b>

\*This symbol denoted that it was on statistical significance at 0.01 level.

From table 3, There were founded that the compliance of tax plan and the successful results of the SMEs entrepreneurs in the area of Nongbualamphu province were in high level for relationship ( $r = 0.741$ ) and were statistical significance at 0.01 level. The aspect on the relationship with the high successful results was the operation of the assignees representatives ( $r_1 = .850$ ) and the rest was the operation of the administrators ( $r_2 = .556$ ).

## 6. Research Discussion

6.1 The result of study were founded that the compliance of tax plan of the SMEs entrepreneurs for overall and each aspect as the operation of administrators and the assignees representatives was in high level from their skill and ability on operation by the role and duty such as 1) Assignment for working to the concerning personnels for the compliance of tax plan, 2) The assignment on authority to the deputy or the personnels on convenience for operation, 3) The considering, commanding and control in the case of occurring problems on the compliance of tax plan and 4) The following up for the results on the plan for attaining the goal. The assignees representatives with the skill and ability also could be on operation on the plan for



agreement of the steps on leading the tax plan for operation on attaining the goal. From the reason as mentioned above, the compliance of tax plan of the SMEs entrepreneurs was in high level for overall and each aspect.

6.2 For overall and each item of the successful results of the SMEs entrepreneurs such as the less of tax payment than before were in high level on depending up on the assignees representatives were on clearing in the role and were accepted in the role and duty with the skill and ability on operation by plan and suggestion from the administrators for the occurring problems on operation by plan. From the reason as mentioned, There were the successful results of the SMEs entrepreneurs in high level for overall and each item as accordance with Peter and Lower (1974) on their explanation for operation as the factors enhancing towards the operation of personnels on depending up on the ability and the skill of themselves, the clearness on the role, duty and the satisfaction of the personnels.

6.3 The compliance of tax plan of assignees representatives was on positive relationship with the successful results of the SMEs entrepreneurs and was in high level on accordance with Suwakit Sripattha (2010). For his saying as the system with the input for the process on production as output and in the case of good productivity, the input or the process for performance was on appropriation or good for the both factors, in the contrary, for poor productivity should be on poor input or poor process of performance or poor factors for the both.

## **7. Research Recommendations**

### **7.1 Policy Recommendations**

7.1.1 From the results of findings, there were founded that the compliance of tax plans of the administrators with the positive relationship on the successful results of the SMEs entrepreneurs and was only in medium level. Then the administrators should be on operation by the role and duty for the evident reality.

### **7.2 Implementation Suggestions**

7.2.1 Assigning the work to the assignees representatives.

7.2.2 Decentralization for decision of deputy or the personnels.

7.2.3 The considering, commanding and control.

7.2.4 The more following up on operation for the plan.

7.3 The suggestion for the further research

7.3.1 The operation should be on the satisfaction of the personnels or the assignees representatives for compliance of tax plan for the SMEs entrepreneurs in the area of Nongbualamphu province.

7.3.2 The process of tax plan for the SMEs entrepreneurs in the area of Nongbualamphu province should be on study.

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## 9. Acknowledgement

The research was completed by the advisory lecturer Theeradet Jirathanatat, The associate dean of faculty of education in Pitchayabundit College for his suggestion, checking for the completeness and so on.