

Thesis Title Decision-making Process on Land Selling and
 Management of Finances of Farmers in the Central
 Region of Thailand
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ABSTRACT

The objective of this qualitative research is to study about the problems of farmers who have to sell their land. The research centers on the reasons to sell, the decision of the sellers and the plans to spend the money. The study covers the areas of four amphurs from Nonthaburi and Pranakornsriayudhaya provinces by collecting data from 23 farmers (17 unsuccessful and 6 successful ones) from the central region of Thailand. Interviews and observations took three months (from the middle of January till the middle of April 1992)

Direct and indirect causes of the problems are being in debt, selling to divide the heritage, owning the same land document, calling back the land by the land owner, and the last problem was the farmers were indirectly forced to sell.

Most sellers could choose the buyers or not depend on the kind of their land. Normally they would sell to the ones who

offered the highest price. A disadvantage will occur if the seller does not check the price of the land properly.

Both successful and unsuccessful farmers spent their money from selling their land by paying all their debts, giving to their children and investing. Nonsuccessful farmers spent their money to drink, to gamble and to have fun instead. Gradually, they got less money because they spent a lot without earning more money. Besides, there were more problems about their children, land purchasing legislation and new profession.

The short conclusion is that the farmers were not successful after selling their land although they had a chance to get much money which would provide better living conditions. This is because they have no good planning at all.

The following recommendation will be a guide for the farmers who are going to sell their land. It is divided into 2 levels.

Individual Level. The land owners should look for information about market price as much as possible and they should consult with a lawyer before signing or contracting with a buyer. Further, it is better for him to plan how to spend this money.

State level. There should be law consultants for the buying and selling of land in the Land Department. In an area where there will be a lot of land ownership change, local government officials should organize training sessions to give land purchasing information and how to spend money wisely. It is suitable to promote mixed agriculture for the land owners who still have some pieces of land and want to continue their farm.